



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

		Follow-Up Lead Converion Rate (LCR)		
Follow-Up Lead Capture Efficency (LCE)		Low <= 30%	Average 30 to 50 %	High 50%+
Low <= 50%		LL- Week Funnel	LA-Good sales, but no follow-up	LH-Strong seller, no database
Average 50-60%		AL-Missed Sales and leads	AA-Balanced Funnel	AH-High potential, improve lead capturing
High 60+		HL-Interest, no buys	HA-Good data + decent sales	HH-Best-case; data rich and high revenue

	From Date: 01-Sep-2025 To Date : 02-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	312	27	27	8.67%	100.00%	LH
CHENNAI-02	253	47	47	18.61%	100.00%	LH
KL-SOUTH	96	7	7	7.31%	100.00%	LH
NORTH ARCOT	231	38	38	16.44%	100.00%	LH
SOUTH ARCOT	197	20	20	10.15%	100.00%	LH
SOUTH-01	543	69	69	12.70%	100.00%	LH
SOUTH-03	428	46	46	10.74%	100.00%	LH
TIRUPATI-01	128	84	84	65.64%	100.00%	HH
TRICHY-01	430	63	63	14.65%	100.00%	LH
VIJAYAWADA-01	131	92	90	70.42%	97.83%	HH
WEST-01	283	39	39	13.79%	100.00%	LH
WEST-02	291	38	38	13.04%	100.00%	LH
Total	3,323	570	568	17.16%	99.65%	LH

RegionCHENNAI-01 MTD LCE 8.67% LCR 100.00% LH								
CH03 7 x 100 LH	CGL1 0 x NaN LL	CH45 11 x 100 LH	GUD1 25 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 11 x 100 LH	SKL1 14 x 100 LH	TKM1 0 x NaN LL
CH05 16 x 100 LH	AVD1 43 x 100 LH	CH05 0 x NaN LL	CH14 34 x 100 LH	CH26 25 x 100 LH	CH30 0 x NaN LL	CH35 35 x 100 LH	CH37 0 x NaN LL	
CH06 8 x 100 LH	CH08 15 x 100 LH	CH11 7 x 100 LH	CH16 5 x 100 LH	CH19 8 x 100 LH	CH29 0 x NaN LL	CH39 15 x 100 LH	CH40 0 x NaN LL	CH42 9 x 100 LH
CH08 4 x 100 LH	CH07 6 x 100 LH	CH22 13 x 100 LH	CH28 0 x NaN LL	CH38 0 x NaN LL	CH48 0 x NaN LL	KNR1 0 x NaN LL	MC02 NaN x NaN LL	MC09 0 x NaN LL

RegionCHENNAI-02 MTD LCE 18.61% LCR 100.00% LH								
CH01 8 x 100 LH	CH03 3 x 100 LH	CH12 0 x NaN LL	CH23 37 x 100 LH	CH24 21 x 100 LH	CH41 27 x 100 LH	MC06 0 x NaN LL	MC08 0 x NaN LL	
CH04 14 x 100 LH	CH21 10 x 100 LH	CH34 34 x 100 LH	CH44 17 x 100 LH	GPD1 11 x 100 LH	MC05 149 x 100 HH	MJR1 0 x NaN LL	PON1 19 x 100 LH	UKI1 0 x NaN LL
CH07 25 x 100 LH	CH01 NaN x NaN LL	CH15 52 x 100 AH	CH17 0 x NaN LL	CH18 6 x 100 LH	CH27 33 x 100 LH	CH32 75 x 100 HH	CH36 17 x 100 LH	CH43 18 x 100 LH
CH09 30 x 100 LH	CH06 60 x 100 AH	CH09 14 x 100 LH	CH20 53 x 100 AH	CH31 30 x 100 LH	CH33 0 x NaN LL	CH46 43 x 100 LH		

RegionKL-SOUTH MTD LCE 7.31% LCR 100.00% LH		
TVP1 7 x 100 LH	KLR1 0 x NaN LL	PAS1 40 x 100 LH
		TVP1 0 x NaN LL

RegionNORTH ARCOT MTD LCE 16.44% LCR 100.00% LH									
NA01 27 x 100 LH	AKM1 37 x 100 LH	ANI1 33 x 100 LH	ARC2 0 x NaN LL	CYR1 14 x 100 LH	KPM1 9 x 100 LH	KPM2 61 x 100 HH	WJD1 20 x 100 LH	WJP1 0 x NaN LL	
NA02 5 x 100 LH	ABR1 18 x 100 LH	CGM1 11 x 100 LH	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 5 x 100 LH	VEL1 0 x NaN LL	VEL2 5 x 100 LH	VNB1 0 x NaN LL	
NA03 19 x 100 LH	BGR1 23 x 100 LH	CPT1 0 x NaN LL	PTU1 30 x 100 LH	SBR1 9 x 100 LH	SLG1 21 x 100 LH	TRL1 20 x 100 LH	TRT1 0 x NaN LL	UGI1 19 x 100 LH	VSI1 50 x 100 LH

RegionSOUTH ARCOT MTD LCE 10.15% LCR 100.00% LH		
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SA01 9 x 100 LH	CUD1 15 x 100 LH		KLM1 9 x 100 LH		MKM1 0 x NaN LL		POY1 14 x 100 LH		POY2 0 x NaN LL			
SA02 5 x 100 LH	CDM1 0 x NaN LL	KKI2 34 x 100 LH	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 30 x 100 LH				
SA03 18 x 100 LH	SJI1 0 x NaN LL		TDM1 60 x 100 AH		TRK1 32 x 100 LH		TVM1 21 x 100 LH		TVM2 0 x NaN LL		VPM1 37 x 100 LH	VPM2 0 x NaN LL

RegionSOUTH-01 MTD | LCE 12.70% | LCR 100.00% | LH

KVT1 12 x 100 LH	KVT1 16 x 100 LH	KYR1 0 x NaN LL	PKD1 0 x NaN LL	RND1 8 x 100 LH	SKD1 6 x 100 LH	SNL1 26 x 100 LH	STU2 27 x 100 LH	VKM1 8 x 100 LH
NGR1 9 x 100 LH	COL1 0 x NaN LL	KGL1 0 x NaN LL	KSM1 0 x NaN LL	MAR1 39 x 100 LH	MMT1 0 x NaN LL	NGR1 7 x 100 LH	TKY1 0 x NaN LL	
TKS1 9 x 100 LH	PDI1 9 x 100 LH	RPM1 0 x NaN LL	SDI1 0 x NaN LL	SGT1 0 x NaN LL	TKS1 30 x 100 LH	TKS2 0 x NaN LL		
TUT1 18 x 100 LH	ERL1 NaN x NaN LL	ERL2 9 x 100 LH	TCN1 22 x 100 LH	TUT1 13 x 100 LH	TUT2 9 x 100 LH	TYI1 0 x NaN LL	UDN1 1045 x 100 HH	
TVL1 20 x 100 LH	ARM1 19 x 100 LH	ASM1 50 x 100 LH	TVL1 18 x 100 LH	TVL2 37 x 100 LH	VLY1 10 x 100 LH			
VNR1 11 x 100 LH	APK1 30 x 100 LH	APK2 0 x NaN LL	SVK1 0 x NaN LL	VNR1 11 x 100 LH	VNR2 17 x 100 LH			

RegionSOUTH-03 MTD | LCE 10.74% | LCR 100.00% | LH

DGL1 4 x 100 LH	DGL1 5 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 100 LH		MDU5 15 x 100 LH		MPA1 0 x NaN LL		NTM1 0 x NaN LL		PNI1 0 x NaN LL							
KKD2 11 x 100 LH	ATG1 0 x NaN LL		DKI1 0 x NaN LL		KKD2 54 x 100 AH		MNM1 0 x NaN LL		PNV1 0 x NaN LL		PVI1 56 x 100 AH		SGP1 0 x NaN LL		TDI1 0 x NaN LL		TPT1 0 x NaN LL			
KRR1 24 x 100 LH	KRR1 33 x 100 LH								ODM1 15 x 100 LH											
MDU2 8 x 100 LH	ADP1 0 x NaN LL		BNR1 40 x 100 LH		CBM1 0 x NaN LL		CMR1 30 x 100 LH		MDU2 7 x 100 LH		MDU3 0 x NaN LL		MDU4 0 x NaN LL		MDU6 0 x NaN LL		TEN1 21 x 100 LH		TEN2 0 x NaN LL	
SVG1 19 x 100 LH	BTU1 37 x 100 LH		KPT1 20 x 100 LH		KYK1 0 x NaN LL		MLR1 10 x 100 LH		NKI1 0 x NaN LL		PKM1 104 x 100 HH		SVG1 8 x 100 LH		TMM1 20 x 100 LH		USL1 25 x 100 LH			

RegionTIRUPATI-01 MTD | LCE 65.64% | LCR 100.00% | HH

ATP1 128 x 100 HH	ADI1 25 x 100 LH		ATP1 92 x 100 HH		DHN1 149 x 100 HH		GTL1 597 x 100 HH		KNL1 116 x 100 HH		KNL2 50 x 100 LH		NDL1 30 x 100 LH		TPI1 239 x 100 HH	
KDA1 18 x 100 LH	BVL1 0 x NaN LL		KDA1 0 x NaN LL		KOU1 25 x 100 LH		MPL1 50 x 100 LH		PDT1 0 x NaN LL		PIL1 0 x NaN LL		RCY1 0 x NaN LL		RJP1 37 x 100 LH	
TPY1 51 x 100 AH	CTO1 11 x 100 LH	KHT1 75 x 100 HH	KVL1 0 x NaN LL	NLR1 75 x 100 HH	NYP1 261 x 100 HH	PGR1 37 x 100 LH	PMR1 124 x 100 HH	PUT1 50 x 100 LH	SPE1 75 x 100 HH	TPY1 17 x 100 LH	TPY2 37 x 100 LH	VKI1 56 x 100 AH				

RegionTRICHY-01 MTD | LCE 14.65% | LCR 100.00% | LH

KUM1 12 x 100 LH	JKM1 0 x NaN LL	KUM1 21 x 100 LH	MVM1 15 x 100 LH	NCK1 21 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL	
PTK1 8 x 100 LH	APM1 0 x NaN LL	MDI1 15 x 100 LH	NGT1 9 x 100 LH	NMM1 11 x 100 LH	PTK1 12 x 100 LH	TTP1 0 x NaN LL	
TNJ1 46 x 100 LH	AYR1 32 x 100 LH	KIK1 17 x 100 LH	KRN1 60 x 100 AH	ORU1 27 x 100 LH	PDK1 117 x 100 HH	TNJ1 19 x 100 LH	TNJ2 41 x 100 LH



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TRY1 4 x 100 LH	MSI1 0 x NaN LL	PBR1 17 x 100 LH	PBR2 4 x 100 LH	TRY1 2 x 100 LH	TRY2 10 x 100 LH	TRY3 17 x 100 LH	TYR1 0 x NaN LL	
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Region VIJAYAWADA-01 MTD | LCE 70.42% | LCR 97.83% | HH

BVR1 103 x 100 HH	AMP1 50 x 100 LH	BVR1 43 x 100 LH	DPE1 149 x 100 HH	ELU1 131 x 100 HH	JGG1 90 x 100 HH	KND1 0 x NaN LL	PAP1 224 x 100 HH	PPM1 498 x 100 HH	RMV1 149 x 100 HH	TDD1 112 x 100 HH	TNK1 30 x 100 LH	
GNT1 53 x 96 AH	BPP1 0 x NaN LL	CKT1 107 x 100 HH	CRL1 21 x 100 LH	GNT1 0 x NaN LL	GNT2 149 x 100 HH	KDR1 0 x NaN LL	NRT1 19 x 100 LH	OGL1 149 x 92 HH	PNR1 64 x 100 HH	PRL1 0 x NaN LL	RAL1 17 x 100 LH	VKN1 0 x NaN LL
VJW1 59 x 96 AH	GDV1 50 x 100 LH	GVM1 224 x 100 HH	JPT1 75 x 100 HH	MTM1 0 x NaN LL	TEL1 30 x 50 LA	TVU1 448 x 100 HH	VJW1 50 x 100 LH	VJW2 149 x 100 HH	VJW3 50 x 100 LH	VJW4 0 x NaN LL	VJW5 50 x 100 LH	VUY1 0 x NaN LL

Region WEST-01 MTD | LCE 13.79% | LCR 100.00% | LH

CBE1 18 x 100 LH	CBE1 60 x 100 AH	CBE2 11 x 100 LH	CBE3 0 x NaN LL	CBE4 0 x NaN LL	CBE5 0 x NaN LL	CBE6 41 x 100 LH	KMR1 40 x 100 LH	SNR1 0 x NaN LL	SUL1 17 x 100 LH	
PLI1 3 x 100 LH	DPM2 0 x NaN LL		KGM1 15 x 100 LH		PDM1 0 x NaN LL		PLI1 0 x NaN LL		UMP1 0 x NaN LL	
TPR1 18 x 100 LH	TPR1 9 x 100 LH			TPR2 0 x NaN LL			TPR3 37 x 100 LH			
TPR4 23 x 100 LH	ANR1 0 x NaN LL		AVI1 0 x NaN LL		GBM1 41 x 100 LH	PPI1 22 x 100 LH		SYM2 0 x NaN LL		TPR4 93 x 100 HH
UAM1 5 x 100 LH	CNR1 0 x NaN LL		GDR1 0 x NaN LL		KGI1 0 x NaN LL	KMD1 0 x NaN LL		MPM1 17 x 100 LH		UAM1 9 x 100 LH

Region WEST-02 MTD | LCE 13.04% | LCR 100.00% | LH

ERD1 29 x 100 LH	CMI1 37 x 100 LH	ERD1 37 x 100 LH	ERD2 17 x 100 LH	KMM1 0 x NaN LL	NKL2 43 x 100 LH	PDR1 43 x 100 LH	RSP1 21 x 100 LH	SGG1 0 x NaN LL	TCG1 0 x NaN LL	VKL1 37 x 100 LH
HSR1 5 x 100 LH	HSR1 9 x 100 LH		HSR2 14 x 100 LH	KRI1 0 x NaN LL	KVP1 0 x NaN LL	PLC1 0 x NaN LL		PMP1 12 x 100 LH		SGI1 0 x NaN LL
MTR1 9 x 100 LH	BMD1 0 x NaN LL	DPR1 45 x 100 LH		DPR2 25 x 100 LH	HRR1 0 x NaN LL	MCR1 9 x 100 LH	MTR1 0 x NaN LL	OML1 10 x 100 LH		TRM1 5 x 100 LH
SLM1 12 x 100 LH	APN1 20 x 100 LH	ATU1 0 x NaN LL		EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 24 x 100 LH	SLM2 18 x 100 LH	SLM3 37 x 100 LH		VPD1 0 x NaN LL