

		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-Dec-2025 To Date : 03-Dec-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	373	100	45	26.84%	45.00%	LA
CHENNAI-02	261	82	54	31.38%	65.85%	LH
KL-SOUTH	44	23	17	52.81%	73.91%	AH
NORTH ARCOT	376	106	36	28.20%	33.96%	LA
SOUTH ARCOT	287	54	22	18.83%	40.74%	LA
SOUTH-01	738	422	176	57.21%	41.71%	AA
SOUTH-03	652	131	61	20.09%	46.56%	LA
TIRUPATI-01	268	168	108	62.69%	64.29%	HH
TRICHY-01	480	158	86	32.94%	54.43%	LH
VIJAYAWADA-01	295	294	198	99.50%	67.35%	HH
WEST-01	423	199	123	47.07%	61.81%	LH
WEST-02	484	163	55	33.65%	33.74%	LA
Total	4,680	1,900	981	40.60%	51.63%	LH

RegionCHENNAI-01 MTD LCE 26.84% LCR 45.00% LA								
CH03 24 x 44 LA	CGL1 0 x NaN LL	CH45 0 x NaN LL	GUD1 21 x 67 LH	GUD2 7 x 0 LL	MC10 0 x NaN LL	MRM1 95 x 57 HH	SKL1 6 x 0 LL	TKM1 50 x 17 LL
CH05 29 x 32 LA	AVD1 26 x 67 LH	CH05 10 x 50 LA	CH14 21 x 0 LL	CH26 0 x NaN LL	CH30 0 x NaN LL	CH35 80 x 43 HA	CH37 70 x 14 HL	
CH06 35 x 54 LH	CH08 63 x 73 HH	CH11 0 x NaN LL	CH16 30 x 33 LA	CH19 11 x 100 LH	CH29 0 x NaN LL	CH39 75 x 43 HA	CH40 87 x 43 HA	CH42 7 x 100 LH
CH08 18 x 44 LA	CH07 17 x 100 LH	CH22 41 x 60 LH	CH28 0 x NaN LL	CH38 36 x 0 LL	CH48 17 x 33 LA	KNR1 0 x NaN LL	MC02 NaN x NaN LL	MC09 0 x NaN LL

RegionCHENNAI-02 MTD LCE 31.38% LCR 65.85% LH								
CH01 28 x 57 LH	CH03 5 x 100 LH	CH06 0 x NaN LL	CH12 79 x 50 HA	CH23 0 x NaN LL	CH24 25 x 50 LA	MC06 37 x 100 LH		
CH04 33 x 67 LH	CH21 61 x 71 HH	CH34 42 x 43 LA	CH44 68 x 60 HH	GPD1 85 x 100 HH	MC05 0 x NaN LL	MJR1 7 x 100 LH	PON1 0 x NaN LL	UKI1 0 x NaN LL
CH07 46 x 67 LH	CH01 448 x 100 HH	CH15 52 x 71 AH	CH17 53 x 67 AH	CH18 22 x 67 LH	CH27 0 x NaN LL	CH32 33 x 50 LA	CH36 15 x 0 LL	CH43 61 x 57 HH
CH09 14 x 75 LH	CH09 0 x NaN LL	CH20 43 x 75 LH	CH31 0 x NaN LL	CH33 6 x 0 LL	CH41 18 x 100 LH	CH46 15 x 100 LH		

RegionKL-SOUTH MTD LCE 52.81% LCR 73.91% AH			
TVP1 53 x 74 AH	KLR1 54 x 25 AL	PAS1 168 x 100 HH	TVP1 26 x 100 LH

RegionNORTH ARCOT MTD LCE 28.20% LCR 33.96% LA									
NA01 48 x 35 LA	AKM1 58 x 56 AH	ANI1 21 x 100 LH	ARC2 21 x 100 LH	CYR1 0 x NaN LL	KPM1 20 x 0 LL	KPM2 63 x 21 HL	WJD1 40 x 40 LA	WJP1 86 x 27 HL	
NA02 24 x 33 LA	ABR1 8 x 0 LL	CGM1 0 x NaN LL	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 10 x 0 LL	VEL1 90 x 40 HA	VEL2 61 x 33 HA	VNB1 0 x NaN LL	
NA03 8 x 25 LL	BGR1 37 x 25 LL	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 30 x 0 LL	TRL1 9 x 100 LH	TRT1 0 x NaN LL	UGI1 0 x NaN LL	VSI1 8 x 0 LL

RegionSOUTH ARCOT MTD LCE 18.83% LCR 40.74% LA			
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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)

SA01 40 x 43 LA	CUD1 73 x 32 HA		KLM1 27 x 50 LA		MKM1 0 x NaN LL		POY1 15 x 100 LH		POY2 20 x 100 LH			
SA02 10 x 45 LA	CDM1 9 x 100 LH	KKI2 42 x 33 LA		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 0 x NaN LL		
SA03 13 x 31 LA	SJI1 NaN x NaN LL		SJI2 0 x NaN LL		TDM1 87 x 29 HL		TRK1 14 x 25 LL		TVM1 0 x NaN LL	TVM2 8 x 100 LH	VPM1 17 x 0 LL	VPM2 0 x NaN LL

RegionSOUTH-01 MTD | LCE 57.21% | LCR 41.71% | AA

KVT1 46 x 35 LA	KVT1 56 x 35 AA	KYR1 12 x 0 LL	PKD1 37 x 43 LA	RND1 82 x 24 HL	SKD1 71 x 56 HH	SNL1 41 x 33 LA	STU2 0 x NaN LL	VKM1 28 x 40 LA
NGR1 70 x 43 HA	COL1 19 x 0 LL	KGL1 68 x 20 HL	KSM1 21 x 0 LL	MAR1 100 x 50 HA	MMT1 68 x 40 HA	NGR1 86 x 48 HA	TKY1 15 x 0 LL	
TKS1 57 x 43 AA	PDI1 25 x 0 LL	RPM1 98 x 67 HH	SDI1 43 x 17 LL	SGT1 88 x 30 HL	TKS1 51 x 46 AA	TKS2 44 x 35 LA		
TUT1 63 x 37 HA	ERL1 NaN x NaN LL	ERL2 52 x 33 AA	TCN1 52 x 20 AL	TUT1 62 x 50 HA	TUT2 54 x 36 AA	TYI1 75 x 12 HL	UDN1 118 x 33 HA	
TVL1 57 x 65 AH	ARM1 43 x 25 LL	ASM1 19 x 100 LH	TVL1 74 x 69 HH	TVL2 0 x NaN LL	VLY1 31 x 40 LA			
VNR1 55 x 31 AA	APK1 71 x 70 HH	APK2 100 x 40 HA	SVK1 24 x 14 LL	VNR1 100 x 25 HL	VNR2 41 x 12 LL			

RegionSOUTH-03 MTD | LCE 20.09% | LCR 46.56% | LA

KKD2 14 x 43 LA	ATG1 0 x NaN LL	DKI1 28 x 50 LA	KKD2 NaN x NaN LL	KKD3 13 x 0 LL	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 0 x NaN LL	PV11 48 x 60 LH	SGP1 9 x 0 LL	TDI1 0 x NaN LL	TPT1 9 x 50 LA
KRR1 25 x 67 LH	KRR1 12 x 100 LH	MPA1 19 x 100 LH	NTM1 0 x NaN LL	ODM1 10 x 100 LH	PNI1 122 x 44 HA						
MDU1 15 x 56 LH	DGL1 7 x 100 LH	DGL2 0 x NaN LL	MDU1 2 x 100 LH	MDU2 0 x NaN LL	MDU3 0 x NaN LL	MDU4 10 x 0 LL	MDU5 57 x 60 AH	MDU6 39 x 47 LA			
SVG1 26 x 23 LL	BTU1 18 x 0 LL	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MLR1 15 x 0 LL	NKI1 23 x 0 LL	SVG1 22 x 25 LL	TMM1 82 x 29 HL	USL1 28 x 33 LA			
TEN1 29 x 52 LH	ADP1 11 x 50 LA	BNR1 29 x 33 LA	CBM1 17 x 0 LL	CMR1 100 x 75 HH	PKM1 119 x 58 HH	TEN1 0 x NaN LL	TEN2 11 x 50 LA				

RegionTIRUPATI-01 MTD | LCE 62.69% | LCR 64.29% | HH

ATP1 82 x 86 HH	ADI1 35 x 50 LA		ATP1 31 x 100 LH		DHN1 253 x 100 HH		GTL1 112 x 100 HH		KNL1 75 x 25 HL		KNL2 112 x 100 HH		NDL1 41 x 67 LH		TPI1 90 x 100 HH									
KDA1 43 x 48 LA	BVL1 19 x 100 LH			KDA1 0 x NaN LL		KOU1 41 x 67 LH		MPL1 86 x 55 HH		PDT1 34 x 33 LA		PIL1 0 x NaN LL		RCY1 69 x 33 HA		RJP1 90 x 33 HA								
TPY1 62 x 52 HH	CTO1 31 x 50 LA		KHT1 75 x 50 HA		KVL1 75 x 33 HA		NLR1 103 x 64 HH		NYP1 62 x 40 HA		PGR1 149 x 83 HH		PMR1 58 x 29 AL		PUT1 46 x 25 LL		SPE1 40 x 25 LL		TPY1 179 x 75 HH		TPY2 40 x 50 LA		VKI1 0 x NaN LL	

RegionTRICHY-01 MTD | LCE 32.94% | LCR 54.43% | LH

KUM1 23 x 54 LH	KIK1 0 x NaN LL	KUM1 56 x 36 AA	NCK1 62 x 100 HH	NGT1 27 x 50 LA	TTP1 10 x 0 LL	TVR1 0 x NaN LL	TVR2 11 x 100 LH
PBR1 28 x 39 LA	AYR1 80 x 100 HH	JKM1 0 x NaN LL	MSI1 0 x NaN LL	MVM1 61 x 20 HL	PBR1 0 x NaN LL	PBR2 19 x 33 LA	TYR1 19 x 0 LL
TNJ1 65 x 59 HH	APM1 60 x 50 AA	MDI1 93 x 80 HH	NMM1 34 x 40 LA	ORU1 41 x 60 LH	PTK1 50 x 50 LA	TNJ1 55 x 36 AA	TNJ2 98 x 63 HH



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TRY1 18 x 61 LH	KRN1 19 x 0 LL	PDK1 209 x 79 HH	TRY1 7 x 33 LA	TRY2 19 x 0 LL	TRY3 4 x 100 LH	TRY4 4 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 99.50% | LCR 67.35% | HH

BVR1 87 x 57 HH	AMP1 100 x 0 HL	BVR1 59 x 23 AL	DPE1 100 x 17 HL	ELU1 117 x 91 HH	JGG1 21 x 0 LL	KND1 299 x 88 HH	NPR1 0 x NaN LL	PAP1 30 x 33 LA	PPM1 136 x 90 HH	RMV1 164 x 64 HH	TDD1 93 x 20 HL	TNI1 41 x 33 LA	TNK1 97 x 45 HA
GNT1 125 x 82 HH	BPP1 33 x 0 LL	CKT1 174 x 86 HH	CRL1 149 x 83 HH	GNT1 53 x 80 AH	GNT2 299 x 100 HH	KDR1 187 x 80 HH	NRT1 80 x 86 HH	OGL1 196 x 96 HH	PNR1 90 x 67 HH	PRL1 69 x 33 HA	RAL1 70 x 43 HA	VKN1 0 x NaN LL	
VJW1 88 x 60 HH	GDV1 137 x 73 HH	GVM1 115 x 40 HA	JPT1 33 x 0 LL	MTM1 45 x 67 LH	TEL1 239 x 62 HH	TVU1 122 x 67 HH	VJW1 60 x 50 AA	VJW2 11 x 100 LH	VJW3 109 x 75 HH	VJW4 83 x 40 HA	VJW5 60 x 50 AA	VUY1 43 x 50 LA	

Region WEST-01 MTD | LCE 47.07% | LCR 61.81% | LH

CBE1 72 x 59 HH	CBE1 117 x 9 HL	CBE2 91 x 60 HH	CBE3 0 x NaN LL	CBE4 61 x 100 HH	CBE5 70 x 100 HH	CBE6 57 x 100 AH	KMR1 69 x 50 HA	SNR1 36 x 20 LL	SUL1 50 x 50 LA	
PLI1 18 x 60 LH	DPM2 22 x 33 LA		KGM1 20 x 50 LA		PDM1 21 x 100 LH		PLI1 14 x 50 LA		UMP1 12 x 100 LH	
TPR1 63 x 83 HH	TPR1 57 x 50 AA			TPR2 0 x NaN LL			TPR3 130 x 100 HH			
TPR4 46 x 55 LH	ANR1 0 x NaN LL		AVI1 6 x 100 LH		GBM1 171 x 75 HH		PPI1 39 x 33 LA		SYM2 21 x 0 LL	TPR4 53 x 40 AA
UAM1 11 x 50 LA	CNR1 0 x NaN LL		GDR1 30 x 100 LH		KGI1 0 x NaN LL		KMD1 0 x NaN LL		MPM1 18 x 0 LL	UAM1 18 x 75 LH

Region WEST-02 MTD | LCE 33.65% | LCR 33.74% | LA

ERD1 50 x 29 LL	CMI1 54 x 25 AL	ERD1 78 x 55 HH	ERD2 52 x 21 AL	KMM1 28 x 0 LL	NKL2 56 x 7 AL	PDR1 34 x 33 LA	RSP1 53 x 80 AH	SGG1 54 x 25 AL	TCG1 19 x 50 LA	VKL1 50 x 20 LL			
HSR1 25 x 33 LA	HSR1 40 x 43 LA		HSR2 75 x 27 HL		KRI1 0 x NaN LL		KVP1 0 x NaN LL		PLC1 13 x 50 LA	PMP1 0 x NaN LL	SGI1 0 x NaN LL		
MTR1 17 x 30 LL	BMD1 0 x NaN LL		DPR1 10 x 100 LH		DPR2 31 x 25 LL		HRR1 0 x NaN LL		MCR1 48 x 38 LA	MTR1 0 x NaN LL	OML1 34 x 14 LL	TRM1 0 x NaN LL	
SLM1 39 x 42 LA	APN1 114 x 50 HA		ATU1 78 x 18 HL		EDP1 0 x NaN LL		EPI1 0 x NaN LL		SLM1 67 x 35 HA	SLM2 30 x 40 LA		SLM3 16 x 100 LH	VPD1 5 x 100 LH