



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-Aug-2025 To Date : 04-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,398	1,089	1,089	77.92%	100.00%	HH
CHENNAI-02	1,235	916	916	74.18%	100.00%	HH
KL-SOUTH	70	44	44	62.54%	100.00%	HH
NORTH ARCOT	1,000	922	922	92.23%	100.00%	HH
SOUTH ARCOT	744	547	547	73.48%	100.00%	HH
SOUTH-01	1,977	1,410	1,410	71.34%	100.00%	HH
SOUTH-03	1,540	775	775	50.34%	100.00%	AH
TIRUPATI-01	640	732	732	114.40%	100.00%	HH
TRICHY-01	1,357	950	950	69.99%	100.00%	HH
VIJAYAWADA-01	547	998	998	182.32%	100.00%	HH
WEST-01	979	672	672	68.65%	100.00%	HH
WEST-02	1,231	1,201	1,201	97.53%	100.00%	HH
Total	12,718	10,256	10,256	80.64%	100.00%	HH

RegionCHENNAI-01 MTD   LCE 77.92%   LCR 100.00%   HH								
CH03 85 x 100 HH	CGL1 137 x 100 HH	CH45 51 x 100 AH	GUD1 118 x 100 HH	GUD2 63 x 100 HH	MC10 63 x 100 HH	MRM1 114 x 100 HH	SKL1 25 x 100 LH	TKM1 111 x 100 HH
CH05 101 x 100 HH	AVD1 67 x 100 HH	CH05 82 x 100 HH	CH14 143 x 100 HH	CH26 17 x 100 LH	CH30 81 x 100 HH	CH35 155 x 100 HH	CH37 53 x 100 AH	
CH06 68 x 100 HH	CH08 128 x 100 HH	CH11 27 x 100 LH	CH16 52 x 100 AH	CH19 46 x 100 LH	CH29 21 x 100 LH	CH39 156 x 100 HH	CH40 36 x 100 LH	CH42 39 x 100 LH
CH08 60 x 100 AH	CH07 54 x 100 AH	CH22 114 x 100 HH	CH28 96 x 100 HH	CH38 35 x 100 LH	CH48 0 x NaN LL	KNR1 61 x 100 HH	MC02 0 x NaN LL	MC09 114 x 100 HH

RegionCHENNAI-02 MTD   LCE 74.18%   LCR 100.00%   HH								
CH01 58 x 100 AH	CH03 5 x 100 LH	CH12 118 x 100 HH	CH23 46 x 100 LH	CH24 106 x 100 HH	CH41 106 x 100 HH	MC06 58 x 100 AH	MC08 0 x NaN LL	
CH04 92 x 100 HH	CH21 115 x 100 HH	CH34 81 x 100 HH	CH44 109 x 100 HH	GPD1 82 x 100 HH	MC05 155 x 100 HH	MJR1 64 x 100 HH	PON1 108 x 100 HH	UKI1 71 x 100 HH
CH07 80 x 100 HH	CH01 0 x NaN LL	CH15 113 x 100 HH	CH17 5 x 100 LH	CH18 91 x 100 HH	CH27 0 x NaN LL	CH32 20 x 100 LH	CH36 9 x 100 LH	CH43 107 x 100 HH
CH09 58 x 100 AH	CH06 77 x 100 HH	CH09 28 x 100 LH	CH20 105 x 100 HH	CH31 9 x 100 LH	CH33 0 x NaN LL	CH46 115 x 100 HH		

RegionKL-SOUTH MTD   LCE 62.54%   LCR 100.00%   HH	
TVP1 63 x 100 HH	PAS1 104 x 100 HH
	TVP1 51 x 100 AH

RegionNORTH ARCOT MTD   LCE 92.23%   LCR 100.00%   HH									
NA01 130 x 100 HH	AKM1 143 x 100 HH	ANI1 90 x 100 HH	ARC2 24 x 100 LH	CYR1 70 x 100 HH	KPM1 123 x 100 HH	KPM2 134 x 100 HH	WJD1 152 x 100 HH	WJP1 196 x 100 HH	
NA02 67 x 100 HH	ABR1 50 x 100 LH	CGM1 21 x 100 LH	GDM1 62 x 100 HH	PLR1 79 x 100 HH	TRR1 20 x 100 LH	VEL1 88 x 100 HH	VEL2 128 x 100 HH	VNB1 103 x 100 HH	
NA03 83 x 100 HH	BGR1 109 x 100 HH	CPT1 87 x 100 HH	PTU1 77 x 100 HH	SBR1 61 x 100 HH	SLG1 92 x 100 HH	TRL1 27 x 100 LH	TRT1 167 x 100 HH	UGI1 177 x 100 HH	VSI1 50 x 100 LH

RegionSOUTH ARCOT MTD   LCE 73.48%   LCR 100.00%   HH	
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SA01 97 x 100 HH	CUD1 125 x 100 HH		KLM1 124 x 100 HH		MKM1 124 x 100 HH		POY1 44 x 100 LH		POY2 76 x 100 HH			
SA02 50 x 100 LH	CDM1 56 x 100 AH	KKI2 143 x 100 HH	KML1 14 x 100 LH		NVL2 23 x 100 LH		PRT1 0 x NaN LL		STP1 18 x 100 LH	ULP1 15 x 100 LH	VCM1 37 x 100 LH	
SA03 80 x 100 HH	SJI1 53 x 100 AH		TDM1 81 x 100 HH		TRK1 133 x 100 HH		TVM1 50 x 100 LH		TVM2 75 x 100 HH		VPM1 122 x 100 HH	VPM2 22 x 100 LH

Region SOUTH-01 MTD | LCE 71.34% | LCR 100.00% | HH

KVT1 77 x 100 HH	KVT1 48 x 100 LH	KYR1 15 x 100 LH	PKD1 112 x 100 HH	RND1 120 x 100 HH	SNL1 95 x 100 HH	STU2 75 x 100 HH	VKM1 120 x 100 HH	
NGR1 22 x 100 LH	COL1 75 x 100 HH	KGL1 48 x 100 LH	KSM1 43 x 100 LH	MAR1 22 x 100 LH	MMT1 48 x 100 LH	NGR1 5 x 100 LH	TKY1 10 x 100 LH	
TKS1 56 x 100 AH	PDI1 22 x 100 LH	RPM1 13 x 100 LH	SDI1 90 x 100 HH	SGT1 174 x 100 HH	TKS1 105 x 100 HH	TKS2 22 x 100 LH		
TUT1 91 x 100 HH	ERL1 132 x 100 HH	TCN1 117 x 100 HH	TUT1 108 x 100 HH	TUT2 34 x 100 LH	TYI1 37 x 100 LH	UDN1 152 x 100 HH		
TVL1 48 x 100 LH	ARM1 67 x 100 HH	ASM1 40 x 100 LH	TVL1 44 x 100 LH	TVL2 45 x 100 LH	VLV1 57 x 100 AH			
VNR1 117 x 100 HH	APK1 84 x 100 HH	SVK1 119 x 100 HH	VNR1 163 x 100 HH	VNR2 122 x 100 HH				

Region SOUTH-03 MTD | LCE 50.34% | LCR 100.00% | AH

DGL1 16 x 100 LH	DGL1 1 x 100 LH		DGL2 3 x 100 LH		MDU1 3 x 100 LH		MDU5 29 x 100 LH		MPA1 0 x NaN LL		NTM1 56 x 100 AH		PNI1 111 x 100 HH							
KKD2 31 x 100 LH	ATG1 11 x 100 LH		DKI1 83 x 100 HH		KKD2 3 x 100 LH		MNM1 12 x 100 LH		PNV1 40 x 100 LH		PVI1 86 x 100 HH		SGP1 0 x NaN LL		TDI1 6 x 100 LH		TPT1 2 x 100 LH			
KRR1 5 x 100 LH	KRR1 6 x 100 LH								ODM1 4 x 100 LH											
MDU2 72 x 100 HH	ADP1 104 x 100 HH		BNR1 149 x 100 HH		CBM1 58 x 100 AH		CMR1 125 x 100 HH		MDU2 63 x 100 HH		MDU3 3 x 100 LH		MDU4 47 x 100 LH		MDU6 76 x 100 HH		TEN1 48 x 100 LH		TEN2 77 x 100 HH	
SVG1 95 x 100 HH	BTU1 178 x 100 HH		KPT1 24 x 100 LH		MLR1 6 x 100 LH		NKI1 95 x 100 HH		PKM1 65 x 100 HH		SVG1 71 x 100 HH		TMM1 124 x 100 HH		USL1 160 x 100 HH					

Region TIRUPATI-01 MTD | LCE 114.40% | LCR 100.00% | HH

ATP1 83 x 100 HH	ADI1 132 x 100 HH		ATP1 10 x 100 LH		DHN1 155 x 100 HH		GTL1 214 x 100 HH		KNL1 187 x 100 HH		KNL2 144 x 100 HH		NDL1 131 x 100 HH		TPI1 345 x 100 HH							
KDA1 83 x 100 HH	BVL1 63 x 100 HH		KDA1 126 x 100 HH		KOU1 48 x 100 LH		MPL1 21 x 100 LH		PDT1 104 x 100 HH		PIL1 75 x 100 HH		RCY1 123 x 100 HH		RJP1 158 x 100 HH							
TPY1 164 x 100 HH	CTO1 127 x 100 HH		KHT1 183 x 100 HH		NLR1 344 x 100 HH		NYP1 174 x 100 HH		PGR1 137 x 100 HH		PMR1 118 x 100 HH		PUT1 199 x 100 HH		SPE1 193 x 100 HH		TPY1 134 x 100 HH		TPY2 119 x 100 HH		VKI1 261 x 100 HH	

Region TRICHY-01 MTD | LCE 69.99% | LCR 100.00% | HH

KUM1 101 x 100 HH	JKM1 17 x 100 LH	KUM1 171 x 100 HH	MVM1 189 x 100 HH	NCK1 60 x 100 AH	TVR1 22 x 100 LH	TVR2 12 x 100 LH	
PTK1 66 x 100 HH	APM1 163 x 100 HH	MDI1 15 x 100 LH	NGT1 60 x 100 AH	NMM1 134 x 100 HH	PTK1 0 x NaN LL	TTP1 94 x 100 HH	
TNJ1 43 x 100 LH	AYR1 39 x 100 LH	KIK1 18 x 100 LH	KRN1 28 x 100 LH	ORU1 8 x 100 LH	PDK1 193 x 100 HH	TNJ1 22 x 100 LH	TNJ2 44 x 100 LH



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TRY1 72 x 100 HH		MSI1 26 x 100 LH	PBR1 0 x NaN LL	PBR2 129 x 100 HH	TRY1 58 x 100 AH	TRY2 173 x 100 HH	TRY3 47 x 100 LH	TYR1 71 x 100 HH	
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Region VIJAYAWADA-01 MTD | LCE 182.32% | LCR 100.00% | HH

BVR1 185 x 100 HH		AMP1 280 x 100 HH	BVR1 169 x 100 HH	DPE1 105 x 100 HH	ELU1 191 x 100 HH	JGG1 299 x 100 HH	KND1 159 x 100 HH	PAP1 220 x 100 HH	PPM1 175 x 100 HH	RMV1 176 x 100 HH	TDD1 192 x 100 HH	TNK1 173 x 100 HH	
GNT1 201 x 100 HH		BPP1 199 x 100 HH	CKT1 207 x 100 HH	CRL1 190 x 100 HH	GNT1 219 x 100 HH	GNT2 272 x 100 HH	KDR1 275 x 100 HH	NRT1 75 x 100 HH	OGL1 357 x 100 HH	PNR1 224 x 100 HH	PRL1 168 x 100 HH	RAL1 149 x 100 HH	VKN1 131 x 100 HH
VJW1 162 x 100 HH		GDV1 149 x 100 HH	GVM1 189 x 100 HH	JPT1 114 x 100 HH	MTM1 211 x 100 HH	TEL1 140 x 100 HH	TVU1 161 x 100 HH	VJW1 79 x 100 HH	VJW2 115 x 100 HH	VJW3 199 x 100 HH	VJW4 127 x 100 HH	VJW5 197 x 100 HH	VUY1 321 x 100 HH

Region WEST-01 MTD | LCE 68.65% | LCR 100.00% | HH

CBE1 49 x 100 LH		CBE1 149 x 100 HH	CBE2 6 x 100 LH	CBE3 0 x NaN LL	CBE4 51 x 100 AH	CBE6 70 x 100 HH	KMR1 67 x 100 HH	SNR1 26 x 100 LH	SUL1 107 x 100 HH		
PLI1 38 x 100 LH		DPM2 41 x 100 LH		KGM1 59 x 100 AH		PDM1 56 x 100 AH		PLI1 22 x 100 LH		UMP1 24 x 100 LH	
TPR1 80 x 100 HH		TPR1 145 x 100 HH			TPR2 6 x 100 LH			TPR3 98 x 100 HH			
TPR4 129 x 100 HH		ANR1 91 x 100 HH		AVI1 111 x 100 HH		GBM1 162 x 100 HH		PPI1 159 x 100 HH		SYM2 159 x 100 HH	TPR4 61 x 100 HH
UAM1 67 x 100 HH		CNR1 5 x 100 LH		GDR1 29 x 100 LH		KGI1 134 x 100 HH		KMD1 0 x NaN LL		MPM1 123 x 100 HH	UAM1 58 x 100 AH

Region WEST-02 MTD | LCE 97.53% | LCR 100.00% | HH

ERD1 118 x 100 HH		CMI1 110 x 100 HH	ERD1 141 x 100 HH	ERD2 43 x 100 LH	KMM1 100 x 100 HH	NKL2 109 x 100 HH	PDR1 117 x 100 HH	RSP1 122 x 100 HH	SGG1 172 x 100 HH	TCG1 149 x 100 HH	VKL1 217 x 100 HH						
HSR1 64 x 100 HH		HSR1 64 x 100 HH		HSR2 115 x 100 HH		KRI1 51 x 100 AH		KVP1 0 x NaN LL		PLC1 37 x 100 LH		PMP1 38 x 100 LH		SGI1 106 x 100 HH			
MTR1 96 x 100 HH		BMD1 23 x 100 LH		DPR1 15 x 100 LH		DPR2 195 x 100 HH		HRR1 124 x 100 HH		MCR1 104 x 100 HH		MTR1 73 x 100 HH		OML1 138 x 100 HH		TRM1 98 x 100 HH	
SLM1 107 x 100 HH		APN1 149 x 100 HH		ATU1 139 x 100 HH		EDP1 31 x 100 LH		EPI1 36 x 100 LH		SLM1 142 x 100 HH		SLM2 78 x 100 HH		SLM3 81 x 100 HH		VPD1 123 x 100 HH	