



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 : 05-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,757	1,338	228	76.16%	17.04%	HL
CHENNAI-02	1,557	1,167	235	74.95%	20.14%	HL
KL-SOUTH	92	67	10	72.99%	14.93%	HL
NORTH ARCOT	1,241	1,157	195	93.24%	16.85%	HL
SOUTH ARCOT	1,015	735	104	72.41%	14.15%	HL
SOUTH-01	2,526	1,783	265	70.59%	14.86%	HL
SOUTH-03	1,990	959	191	48.19%	19.92%	LL
TIRUPATI-01	877	1,001	374	114.14%	37.36%	HA
TRICHY-01	1,797	1,249	453	69.51%	36.27%	HA
VIJAYAWADA-01	768	1,386	735	180.35%	53.03%	HH
WEST-01	1,527	868	293	56.85%	33.76%	AA
WEST-02	1,591	1,560	442	98.08%	28.33%	HL
Total	16,737	13,270	3,525	79.28%	26.56%	HL

RegionCHENNAI-01 MTD   LCE 76.16%   LCR 17.04%   HL								
CH03 81 x 23 HL	CGL1 143 x 43 HA	CH45 61 x 23 HL	GUD1 97 x 13 HL	GUD2 48 x 36 LA	MC10 72 x 7 HL	MRM1 111 x 26 HL	SKL1 25 x 0 LL	TKM1 101 x 13 HL
CH05 96 x 11 HL	AVD1 66 x 10 HL	CH05 70 x 12 HL	CH14 148 x 11 HL	CH26 12 x 33 LA	CH30 81 x 10 HL	CH35 140 x 13 HL	CH37 56 x 7 AL	
CH06 69 x 22 HL	CH08 129 x 12 HL	CH11 25 x 53 LH	CH16 55 x 47 AA	CH19 53 x 41 AA	CH29 22 x 0 LL	CH39 160 x 14 HL	CH40 34 x 20 LL	CH42 36 x 3 LL
CH08 59 x 11 AL	CH07 55 x 19 AL	CH22 110 x 8 HL	CH28 100 x 10 HL	CH38 32 x 17 LL	CH48 0 x NaN LL	KNR1 56 x 8 AL	MC02 0 x NaN LL	MC09 115 x 6 HL

RegionCHENNAI-02 MTD   LCE 74.95%   LCR 20.14%   HL								
CH01 60 x 22 HL	CH03 7 x 55 LH	CH12 124 x 20 HL	CH23 47 x 17 LL	CH24 99 x 22 HL	CH41 111 x 22 HL	MC06 42 x 22 LL	MC08 0 x NaN LL	
CH04 95 x 25 HL	CH21 110 x 17 HL	CH34 89 x 19 HL	CH44 107 x 14 HL	GPD1 92 x 23 HL	MC05 159 x 9 HL	MJR1 63 x 24 HL	PON1 119 x 60 HH	UKI1 74 x 50 HA
CH07 78 x 15 HL	CH01 0 x NaN LL	CH15 109 x 13 HL	CH17 12 x 67 LH	CH18 87 x 12 HL	CH27 0 x NaN LL	CH32 14 x 100 LH	CH36 7 x 50 LA	CH43 101 x 18 HL
CH09 57 x 12 AL	CH06 75 x 5 HL	CH09 25 x 8 LL	CH20 105 x 14 HL	CH31 7 x 50 LA	CH33 2 x 100 LH	CH46 117 x 17 HL		

RegionKL-SOUTH MTD   LCE 72.99%   LCR 14.93%   HL		
TVP1 73 x 15 HL	PAS1 125 x 15 HL	TVP1 58 x 15 AL

RegionNORTH ARCOT MTD   LCE 93.24%   LCR 16.85%   HL									
NA01 131 x 18 HL	AKM1 137 x 6 HL	ANI1 98 x 15 HL	ARC2 16 x 20 LL	CYR1 71 x 22 HL	KPM1 115 x 9 HL	KPM2 147 x 45 HA	WJD1 151 x 6 HL	WJP1 202 x 7 HL	
NA02 67 x 16 HL	ABR1 49 x 19 LL	CGM1 28 x 12 LL	GDM1 62 x 25 HL	PLR1 76 x 22 HL	TRR1 20 x 10 LL	VEL1 93 x 42 HA	VEL2 124 x 2 HL	VNB1 107 x 8 HL	
NA03 86 x 17 HL	BGR1 112 x 12 HL	CPT1 107 x 2 HL	PTU1 81 x 68 HH	SBR1 56 x 32 AA	SLG1 101 x 8 HL	TRL1 24 x 26 LL	TRT1 149 x 9 HL	UGI1 174 x 20 HL	VSI1 54 x 14 AL

RegionSOUTH ARCOT MTD   LCE 72.41%   LCR 14.15%   HL		
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SA01 95 x 14 HL	CUD1 125 x 12 HL		KLM1 121 x 10 HL		MKM1 109 x 4 HL		POY1 42 x 24 LL		POY2 79 x 28 HL	
SA02 51 x 16 AL	CDM1 75 x 21 HL	KKI2 132 x 15 HL	KML1 10 x 25 LL	NVL2 27 x 18 LL	PRT1 3 x 0 LL	STP1 15 x 20 LL	ULP1 16 x 9 LL	VCM1 33 x 0 LL		
SA03 77 x 13 HL	SJI1 56 x 4 AL	TDM1 94 x 6 HL	TRK1 119 x 27 HL	TVM1 59 x 7 AL	TVM2 65 x 0 HL	VPM1 109 x 0 HL	VPM2 19 x 0 LL			

RegionSOUTH-01 MTD | LCE 70.59% | LCR 14.86% | HL

KVT1 79 x 7 HL	KVT1 47 x 6 LL	KYR1 25 x 7 LL	PKD1 110 x 7 HL	RND1 119 x 13 HL	SNL1 105 x 7 HL	STU2 69 x 4 HL	VKM1 121 x 3 HL	
NGR1 27 x 15 LL	COL1 64 x 0 HL	KGL1 66 x 0 HL	KSM1 47 x 10 LL	MAR1 26 x 32 LA	MMT1 53 x 12 AL	NGR1 5 x 67 LH	TKY1 21 x 11 LL	
TKS1 58 x 13 AL	PDI1 43 x 6 LL	RPM1 10 x 0 LL	SDI1 95 x 36 HA	SGT1 185 x 0 HL	TKS1 102 x 11 HL	TKS2 27 x 11 LL		
TUT1 90 x 17 HL	ERL1 146 x 35 HA	TCN1 117 x 10 HL	TUT1 103 x 11 HL	TUT2 35 x 15 LL	TYI1 41 x 21 LL	UDN1 133 x 34 HA		
TVL1 46 x 23 LL	ARM1 77 x 29 HL	ASM1 35 x 29 LL	TVL1 43 x 25 LL	TVL2 36 x 0 LL	VLY1 53 x 16 AL			
VNR1 112 x 18 HL	APK1 81 x 10 HL	SVK1 111 x 10 HL	VNR1 159 x 10 HL	VNR2 116 x 29 HL				

RegionSOUTH-03 MTD | LCE 48.19% | LCR 19.92% | LL

DGL1 16 x 40 LA	DGL1 1 x 100 LH		DGL2 3 x 100 LH		MDU1 4 x 100 LH		MDU5 30 x 37 LA		MPA1 0 x NaN LL		NTM1 60 x 41 AA		PNI1 103 x 25 HL							
KKD2 30 x 5 LL	ATG1 9 x 50 LA		DKI1 85 x 0 HL		KKD2 2 x 100 LH		MNM1 13 x 25 LL		PNV1 46 x 8 LL		PVI1 87 x 2 HL		SGP1 0 x NaN LL		TDI1 5 x 0 LL		TPT1 2 x 0 LL			
KRR1 10 x 100 LH	KRR1 15 x 100 LH								ODM1 3 x 100 LH											
MDU2 69 x 19 HL	ADP1 96 x 16 HL		BNR1 165 x 11 HL		CBM1 54 x 11 AL		CMR1 124 x 85 HH		MDU2 48 x 15 LL		MDU3 2 x 100 LH		MDU4 57 x 29 AL		MDU6 70 x 11 HL		TEN1 53 x 18 AL		TEN2 82 x 3 HL	
SVG1 90 x 19 HL	BTU1 172 x 25 HL		KPT1 24 x 8 LL		MLR1 8 x 0 LL		NKI1 94 x 5 HL		PKM1 76 x 23 HL		SVG1 65 x 5 HL		TMM1 120 x 19 HL		USL1 158 x 36 HA					

RegionTIRUPATI-01 MTD | LCE 114.14% | LCR 37.36% | HA

ATP1 93 x 50 HA	ADI1 137 x 6 HL	ATP1 21 x 40 LA	DHN1 172 x 61 HH	GTL1 176 x 75 HH	KNL1 160 x 47 HA	KNL2 134 x 83 HH	NDL1 136 x 10 HL	TPI1 395 x 62 HH			
KDA1 87 x 32 HA	BVL1 65 x 12 HL	KDA1 123 x 47 HA	KOU1 54 x 14 AL	MPL1 36 x 56 LH	PDT1 124 x 40 HA	PIL1 79 x 50 HA	RCY1 120 x 28 HL	RJP1 138 x 20 HL			
TPY1 145 x 32 HA	CTO1 125 x 24 HL	KHT1 179 x 27 HL	NLR1 291 x 59 HH	NYP1 174 x 54 HH	PGR1 149 x 31 HA	PMR1 107 x 18 HL	PUT1 89 x 17 HL	SPE1 213 x 40 HA	TPY1 134 x 29 HL	TPY2 124 x 17 HL	VKI1 240 x 38 HA

RegionTRICHY-01 MTD | LCE 69.51% | LCR 36.27% | HA

KUM1 97 x 32 HA	JKM1 17 x 100 LH	KUM1 164 x 23 HL	MVM1 188 x 25 HL	NCK1 48 x 100 LH	TVR1 19 x 89 LH	TVR2 12 x 89 LH	
PTK1 61 x 20 HL	APM1 156 x 19 HL	MDI1 17 x 100 LH	NGT1 53 x 12 AL	NMM1 151 x 12 HL	PTK1 0 x NaN LL	TTP1 63 x 18 HL	
TNJ1 45 x 74 LH	AYR1 40 x 100 LH	KIK1 17 x 0 LL	KRN1 32 x 100 LH	ORU1 10 x 80 LH	PDK1 203 x 55 HH	TNJ1 22 x 97 LH	TNJ2 48 x 92 LH

TRY1 74 x 29 HL	MSI1 27 x 93 LH	PBR1 0 x NaN LL	PBR2 140 x 18 HL	TRY1 60 x 34 HA	TRY2 171 x 23 HL	TRY3 55 x 79 AH	TYR1 59 x 8 AL	
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RegionVIJAYAWADA-01 MTD   LCE 180.35%   LCR 53.03%   HH												
BVR1 187 x 48 HA	AMP1 231 x 47 HA	BVR1 166 x 30 HA	DPE1 110 x 59 HH	ELU1 171 x 32 HA	JGG1 305 x 69 HH	KND1 149 x 78 HH	PAP1 202 x 57 HH	PPM1 190 x 37 HA	RMV1 211 x 67 HH	TDD1 206 x 55 HH	TNK1 177 x 38 HA	
GNT1 185 x 57 HH	BPP1 170 x 36 HA	CKT1 266 x 85 HH	CRL1 170 x 78 HH	GNT1 179 x 65 HH	GNT2 221 x 71 HH	KDR1 260 x 66 HH	NRT1 93 x 30 HA	OGL1 312 x 75 HH	PNR1 182 x 18 HL	PRL1 156 x 43 HA	RAL1 154 x 3 HL	VKN1 119 x 22 HL
VJW1 169 x 55 HH	GDV1 247 x 61 HH	GVM1 220 x 60 HH	JPT1 112 x 46 HA	MTM1 213 x 44 HA	TEL1 143 x 52 HH	TVU1 162 x 30 HL	VJW1 85 x 80 HH	VJW2 124 x 40 HA	VJW3 195 x 33 HA	VJW4 139 x 69 HH	VJW5 203 x 89 HH	VUY1 257 x 77 HH

RegionWEST-01 MTD   LCE 56.85%   LCR 33.76%   AA												
CBE1 32 x 59 LH	CBE1 119 x 46 HA	CBE2 5 x 100 LH	CBE3 0 x NaN LL	CBE4 39 x 86 LH	CBE6 59 x 77 AH	KMR1 25 x 85 LH	SNR1 30 x 24 LL	SUL1 68 x 12 HL				
PLI1 37 x 10 LL	DPM2 36 x 5 LL		KGM1 64 x 5 HL		PDM1 53 x 0 AL		PLI1 18 x 9 LL		UMP1 36 x 42 LA			
TPR1 80 x 28 HL	TPR1 149 x 6 HL				TPR2 5 x 0 LL			TPR3 94 x 79 HH				
TPR4 124 x 36 HA	ANR1 78 x 15 HL		AVI1 100 x 82 HH		GBM1 159 x 29 HL	PPI1 173 x 25 HL		SYM2 136 x 13 HL		TPR4 66 x 50 HA		
UAM1 61 x 11 HL	CNR1 14 x 25 LL		GDR1 36 x 0 LL		KGI1 115 x 2 HL	KMD1 0 x NaN LL		MPM1 128 x 8 HL		UAM1 45 x 26 LL		

RegionWEST-02 MTD   LCE 98.08%   LCR 28.33%   HL												
ERD1 120 x 27 HL	CMI1 97 x 13 HL	ERD1 161 x 35 HA	ERD2 39 x 54 LH	KMM1 111 x 28 HL	NKL2 112 x 15 HL	PDR1 116 x 12 HL	RSP1 121 x 15 HL	SGG1 159 x 12 HL	TCG1 146 x 30 HL	VKL1 208 x 45 HA		
HSR1 65 x 18 HL	HSR1 65 x 26 HL		HSR2 115 x 12 HL	KRI1 54 x 41 AA		KVP1 0 x NaN LL	PLC1 49 x 11 LL	PMP1 40 x 44 LA		SGI1 87 x 0 HL		
MTR1 95 x 20 HL	BMD1 32 x 7 LL	DPR1 13 x 25 LL	DPR2 164 x 20 HL		HRR1 130 x 78 HH	MCR1 109 x 4 HL	MTR1 71 x 3 HL	OML1 131 x 5 HL		TRM1 96 x 11 HL		
SLM1 106 x 41 HA	APN1 153 x 42 HA	ATU1 144 x 19 HL	EDP1 23 x 0 LL		EPI1 39 x 25 LL	SLM1 139 x 84 HH	SLM2 72 x 51 HH	SLM3 86 x 8 HL		VPD1 119 x 24 HL		