



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 : 05-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,116	140	132	12.54%	94.29%	LH
CHENNAI-02	951	149	126	15.66%	84.56%	LH
KL-SOUTH	452	40	34	8.86%	85.00%	LH
NORTH ARCOT	801	105	85	13.11%	80.95%	LH
SOUTH ARCOT	725	69	58	9.52%	84.06%	LH
SOUTH-01	1,988	249	210	12.53%	84.34%	LH
SOUTH-03	1,382	133	125	9.63%	93.98%	LH
TIRUPATI-01	561	338	324	60.20%	95.86%	HH
TRICHY-01	1,280	243	231	18.98%	95.06%	LH
VIJAYAWADA-01	473	401	376	84.77%	93.77%	HH
WEST-01	850	143	137	16.83%	95.80%	LH
WEST-02	1,042	135	123	12.96%	91.11%	LH
Total	11,620	2,145	1,961	18.46%	91.42%	LH

RegionCHENNAI-01 MTD LCE 12.54% LCR 94.29% LH								
CH03 15 x 97 LH	CGL1 7 x 100 LH	CH45 10 x 100 LH	GUD1 35 x 100 LH	GUD2 0 x NaN LL	MC10 8 x 100 LH	MRM1 22 x 100 LH	SKL1 6 x 100 LH	TKM1 25 x 88 LH
CH05 13 x 95 LH	AVD1 10 x 100 LH	CH05 3 x 100 LH	CH14 22 x 87 LH	CH26 33 x 100 LH	CH30 4 x 100 LH	CH35 19 x 100 LH	CH37 5 x 100 LH	
CH06 17 x 91 LH	CH08 22 x 79 LH	CH11 19 x 100 LH	CH16 7 x 100 LH	CH19 18 x 100 LH	CH29 10 x 100 LH	CH39 46 x 100 LH	CH40 0 x NaN LL	CH42 9 x 60 LH
CH08 5 x 100 LH	CH07 9 x 100 LH	CH22 10 x 100 LH	CH28 4 x 100 LH	CH38 3 x 100 LH	CH48 0 x NaN LL	KNR1 4 x 100 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

RegionCHENNAI-02 MTD LCE 15.66% LCR 84.56% LH								
CH01 11 x 89 LH	CH03 5 x 80 LH	CH12 10 x 75 LH	CH23 46 x 100 LH	CH24 18 x 75 LH	CH41 13 x 100 LH	MC06 0 x NaN LL	MC08 0 x NaN LL	
CH04 15 x 77 LH	CH21 22 x 73 LH	CH34 19 x 54 LH	CH44 11 x 75 LH	GPD1 20 x 100 LH	MC05 14 x 50 LA	MJR1 18 x 100 LH	PON1 5 x 100 LH	UKI1 4 x 100 LH
CH07 19 x 85 LH	CH01 0 x NaN LL	CH15 42 x 73 LH	CH17 7 x 100 LH	CH18 7 x 100 LH	CH27 36 x 100 LH	CH32 27 x 100 LH	CH36 6 x 100 LH	CH43 10 x 100 LH
CH09 18 x 93 LH	CH06 20 x 80 LH	CH09 8 x 100 LH	CH20 27 x 90 LH	CH31 33 x 100 LH	CH33 6 x 100 LH	CH46 20 x 100 LH		

RegionKL-SOUTH MTD LCE 8.86% LCR 85.00% LH			
TVP1 9 x 85 LH	KLR1 0 x NaN LL	PAS1 33 x 83 LH	TVP1 2 x 100 LH

RegionNORTH ARCOT MTD LCE 13.11% LCR 80.95% LH									
NA01 18 x 68 LH	AKM1 15 x 67 LH	ANI1 28 x 80 LH	ARC2 0 x NaN LL	CYR1 11 x 100 LH	KPM1 22 x 71 LH	KPM2 29 x 61 LH	WJD1 6 x 67 LH	WJP1 9 x 100 LH	
NA02 9 x 89 LH	ABR1 8 x 100 LH	CGM1 8 x 100 LH	GDM1 4 x 0 LL	PLR1 0 x NaN LL	TRR1 13 x 100 LH	VEL1 3 x 100 LH	VEL2 12 x 71 LH	VNB1 15 x 100 LH	
NA03 12 x 96 LH	BGR1 16 x 100 LH	CPT1 0 x NaN LL	PTU1 18 x 100 LH	SBR1 3 x 100 LH	SLG1 6 x 100 LH	TRL1 14 x 100 LH	TRT1 27 x 75 LH	UGI1 22 x 100 LH	VSI1 15 x 100 LH

RegionSOUTH ARCOT MTD LCE 9.52% LCR 84.06% LH			
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SA01 13 x 78 LH	CUD1 24 x 67 LH		KLM1 5 x 100 LH		MKM1 0 x NaN LL		POY1 22 x 91 LH		POY2 2 x 100 LH					
SA02 5 x 93 LH	CDM1 2 x 0 LL		KKI2 21 x 100 LH		KML1 0 x NaN LL		NVL2 0 x NaN LL		PRT1 0 x NaN LL		STP1 11 x 100 LH	ULP1 4 x 100 LH	VCM1 5 x 100 LH	
SA03 11 x 87 LH	SJI1 0 x NaN LL		TDM1 22 x 67 LH		TRK1 27 x 92 LH		TVM1 5 x 100 LH		TVM2 0 x NaN LL		VPM1 22 x 100 LH		VPM2 0 x NaN LL	

SOUTH-01 MTD | LCE 12.53% | LCR 84.34% | LH

KVT1 11 x 82 LH	KVT1 17 x 94 LH	KYR1 0 x NaN LL	PKD1 7 x 100 LH	RND1 8 x 83 LH	SKD1 5 x 33 LA	SNL1 13 x 50 LA	STU2 11 x 100 LH	VKM1 23 x 88 LH
NGR1 10 x 94 LH	COL1 15 x 50 LA	KGL1 36 x 100 LH	KSM1 0 x NaN LL	MAR1 20 x 92 LH	MMT1 8 x 100 LH	NGR1 6 x 100 LH	TKY1 3 x 100 LH	
TKS1 9 x 97 LH	PDI1 3 x 100 LH	RPM1 11 x 100 LH	SDI1 3 x 100 LH	SGT1 4 x 100 LH	TKS1 19 x 92 LH	TKS2 15 x 100 LH		
TUT1 15 x 68 LH	ERL1 ∞ x 100 HH	ERL2 17 x 67 LH	TCN1 12 x 67 LH	TUT1 8 x 85 LH	TUT2 11 x 75 LH	TYI1 28 x 100 LH	UDN1 47 x 15 LL	
TVL1 25 x 92 LH	ARM1 30 x 100 LH	ASM1 70 x 93 HH	TVL1 14 x 100 LH	TVL2 75 x 100 HH	VLY1 15 x 62 LH			
VNR1 9 x 83 LH	APK1 14 x 100 LH	APK2 0 x NaN LL	SVK1 6 x 67 LH	VNR1 26 x 86 LH	VNR2 9 x 78 LH			

SOUTH-03 MTD | LCE 9.63% | LCR 93.98% | LH

DGL1 3 x 91 LH	DGL1 1 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 100 LH		MDU5 6 x 67 LH		MPA1 3 x 100 LH		NTM1 0 x NaN LL		PNI1 5 x 100 LH							
KKD2 12 x 100 LH	ATG1 9 x 100 LH		DKI1 6 x 100 LH		KKD2 24 x 100 LH		MNM1 0 x NaN LL		PNV1 0 x NaN LL		PVI1 45 x 100 LH		SGP1 5 x 100 LH		TDI1 0 x NaN LL		TPT1 3 x 100 LH			
KRR1 13 x 100 LH	KRR1 22 x 100 LH								ODM1 5 x 100 LH											
MDU2 10 x 89 LH	ADP1 3 x 100 LH		BNR1 14 x 100 LH		CBM1 3 x 100 LH		CMR1 47 x 100 LH		MDU2 3 x 100 LH		MDU3 3 x 100 LH		MDU4 16 x 50 LA		MDU6 17 x 82 LH		TEN1 4 x 100 LH		TEN2 4 x 100 LH	
SVG1 15 x 93 LH	BTU1 9 x 50 LA		KPT1 7 x 100 LH		KYK1 0 x NaN LL		MLR1 3 x 100 LH		NKI1 17 x 100 LH		PKM1 87 x 94 HH		SVG1 5 x 100 LH		TMM1 18 x 90 LH		USL1 25 x 100 LH			

TIRUPATI-01 MTD | LCE 60.20% | LCR 95.86% | HH

ATP1 102 x 97 HH	ADI1 32 x 100 LH		ATP1 56 x 90 AH		DHN1 149 x 98 HH		GTL1 258 x 100 HH		KNL1 134 x 100 HH		KNL2 43 x 100 LH		NDL1 11 x 50 LA		TPI1 202 x 96 HH									
KDA1 29 x 95 LH	BVL1 7 x 100 LH		KDA1 19 x 100 LH		KOU1 29 x 83 LH		MPL1 56 x 100 AH		PDT1 10 x 100 LH		PIL1 15 x 100 LH		RCY1 9 x 100 LH		RJP1 41 x 89 LH									
TPY1 51 x 95 AH	CTO1 14 x 83 LH		KHT1 56 x 100 AH		KVL1 0 x NaN LL		NLR1 65 x 90 HH		NYP1 176 x 100 HH		PGR1 33 x 100 LH		PMR1 133 x 100 HH		PUT1 10 x 100 LH		SPE1 60 x 90 AH		TPY1 32 x 83 LH		TPY2 15 x 83 LH		VKI1 149 x 93 HH	

TRICHY-01 MTD | LCE 18.98% | LCR 95.06% | LH

KUM1 20 x 97 LH	JKM1 20 x 100 LH	KUM1 30 x 95 LH	MVM1 34 x 96 LH	NCK1 19 x 100 LH	TVR1 4 x 100 LH	TVR2 0 x NaN LL	
PTK1 11 x 97 LH	APM1 5 x 100 LH	MDI1 12 x 86 LH	NGT1 6 x 100 LH	NMM1 34 x 100 LH	PTK1 8 x 100 LH	TTP1 5 x 100 LH	
TNJ1 42 x 94 LH	AYR1 49 x 94 LH	KIK1 17 x 100 LH	KRN1 52 x 86 AH	ORU1 32 x 75 LH	PDK1 94 x 97 HH	TNJ1 35 x 100 LH	TNJ2 31 x 96 LH



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TRY1 7 x 97 LH	MSI1 6 x 100 LH	PBR1 13 x 100 LH	PBR2 8 x 100 LH	TRY1 7 x 92 LH	TRY2 12 x 100 LH	TRY3 11 x 100 LH	TYR1 0 x NaN LL	
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Region VIJAYAWADA-01 MTD | LCE 84.77% | LCR 93.77% | HH

BVR1 109 x 98 HH	AMP1 43 x 100 LH	BVR1 67 x 89 HH	DPE1 118 x 100 HH	ELU1 149 x 95 HH	JGG1 103 x 100 HH	KND1 166 x 100 HH	PAP1 103 x 100 HH	PPM1 255 x 100 HH	RMV1 249 x 100 HH	TDD1 103 x 100 HH	TNK1 24 x 100 LH	
GNT1 78 x 92 HH	BPP1 28 x 25 LL	CKT1 157 x 95 HH	CRL1 80 x 94 HH	GNT1 7 x 100 LH	GNT2 131 x 100 HH	KDR1 97 x 100 HH	NRT1 11 x 100 LH	OGL1 299 x 96 HH	PNR1 41 x 20 LL	PRL1 0 x NaN LL	RAL1 6 x 100 LH	VKN1 11 x 100 LH
VJW1 71 x 91 HH	GDV1 57 x 100 AH	GVM1 122 x 83 HH	JPT1 80 x 75 HH	MTM1 6 x 100 LH	TEL1 60 x 90 AH	TVU1 149 x 100 HH	VJW1 95 x 100 HH	VJW2 18 x 100 LH	VJW3 78 x 100 HH	VJW4 33 x 33 LA	VJW5 91 x 100 HH	VUY1 112 x 92 HH

Region WEST-01 MTD | LCE 16.83% | LCR 95.80% | LH

CBE1 22 x 100 LH	CBE1 36 x 100 LH	CBE2 11 x 100 LH	CBE3 37 x 100 LH	CBE4 5 x 100 LH	CBE5 0 x NaN LL	CBE6 79 x 100 HH	KMR1 24 x 100 LH	SNR1 11 x 100 LH	SUL1 10 x 100 LH		
PLI1 7 x 89 LH	DPM2 6 x 100 LH		KGM1 9 x 50 LA		PDM1 0 x NaN LL		PLI1 6 x 100 LH		UMP1 12 x 100 LH		
TPR1 22 x 90 LH	TPR1 14 x 80 LH			TPR2 0 x NaN LL			TPR3 48 x 93 LH				
TPR4 26 x 95 LH	ANR1 0 x NaN LL		AVI1 3 x 100 LH		GBM1 37 x 88 LH		PPI1 41 x 100 LH		SYM2 4 x 100 LH		TPR4 81 x 92 HH
UAM1 3 x 83 LH	CNR1 11 x 100 LH		GDR1 0 x NaN LL		KGI1 4 x 100 LH		KMD1 0 x NaN LL		MPM1 7 x 50 LA		UAM1 3 x 100 LH

Region WEST-02 MTD | LCE 12.96% | LCR 91.11% | LH

ERD1 18 x 89 LH	CMI1 9 x 0 LL	ERD1 38 x 100 LH	ERD2 11 x 100 LH	KMM1 0 x NaN LL	NKL2 22 x 89 LH	PDR1 16 x 50 LA	RSP1 16 x 100 LH	SGG1 23 x 100 LH	TCG1 17 x 100 LH	VKL1 23 x 75 LH
HSR1 8 x 94 LH	HSR1 18 x 100 LH	HSR2 8 x 67 LH		KRI1 23 x 100 LH		KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 9 x 100 LH		SGI1 0 x NaN LL
MTR1 10 x 96 LH	BMD1 0 x NaN LL	DPR1 15 x 100 LH	DPR2 20 x 100 LH		HRR1 22 x 100 LH	MCR1 3 x 100 LH	MTR1 4 x 100 LH	OML1 7 x 67 LH		TRM1 10 x 100 LH
SLM1 14 x 89 LH	APN1 50 x 82 LH	ATU1 6 x 100 LH		EDP1 0 x NaN LL	EPI1 3 x 100 LH	SLM1 22 x 100 LH	SLM2 18 x 100 LH	SLM3 6 x 0 LL		VPD1 2 x 100 LH