

Region

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 Capture Efficency (LCE)
Low <= 50%
Average 50-60%
High 60+

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

	From Date: 01-Nov-2025 To Date: 06-Nov-2025									
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category				
CHENNAI-01	2,379	285	198	11.98%	69.47%	LH				
CHENNAI-02	2,255	378	262	16.77%	69.31%	LH				
KL-SOUTH	255	16	11	6.28%	68.75%	LH				
NORTH ARCOT	1,831	203	135	11.09%	66.50%	LH				
SOUTH ARCOT	1,666	145	105	8.71%	72.41%	LH				
SOUTH-01	3,379	432	310	12.79%	71.76%	LH				
SOUTH-03	2,446	181	120	7.40%	66.30%	LH				
TIRUPATI-01	939	346	299	36.86%	86.42%	LH				
TRICHY-01	2,557	220	164	8.60%	74.55%	LH				
VIJAYAWADA-01	959	485	437	50.59%	90.10%	AH				
WEST-01	1,763	247	209	14.01%	84.62%	LH				
WEST-02	2,149	289	215	13.45%	74.39%	LH				
Total	22,576	3,227	2,465	14.29%	76.39%	LH				

Region			CHENNAI-0	1 MTD LO	CE 11.98%	LCR 69.47	% LH		
CH03	CGL1	CH45	GUD1	GUD2	MC10	MRM1	SKL1	TKM1	
12 x 69	31 x 76	4 x 33	20 x 92	1 x 100	5 x 0	9 x 75	2 x 100	25 x 36	
LH	LH	LA	LH	LH	LL	LH	LH	LA	
CH05 13 x 64 LH	AVD1 8 x 50 LA	CH05 7 x 67 LH	CH14 8 x 82 LH	CH26 9 x 10 LH		CH30 21 x 79 LH	CH35 21 x 57 LH	CH37 30 x 47 LA	
CH06	CH08	CH11	CH16	CH19	CH29	CH39	CH40	CH42	
12 x 80	24 x 75	6 x 100	8 x 86	9 x 91	0 x NaN	20 x 60	0 x NaN	7 x 91	
LH	LH	LH	LH	LH	LL	LH	LL	LH	
CH08	CH07	CH22	CH28	CH38	CH48	KNR1	MC02	MC09	
12 x 61	5 x 100	21 x 56	11 x 36	11 x 38	17 x 80	7 x 75	0 x NaN	0 x NaN	
LH	LH	LH	LA	LA	LH	LH	LL	LL	

LH	LH	LH	LA	LA	LH	LH	LL	LL	
Region			CHENNAI-	02 MTD L	CE 16.77%	LCR 69.31%	LH		
CH01 14 x 75 LH	CH03 18 x 69 LH	CH06 1 x 100 LH		CH12 22 x 73 LH	CH23 10 x 80 LH	CH24 10 x 90 LH		MC06 3 x 100 LH	
CH04 21 x 61 LH	CH21 36 x 67 LH	CH34 25 x 55 LH	CH44 19 x 67 LH	GPD1 28 x 70 LH	MC05 5 x 100 LH	MJR1 14 x 21 LL	PON1 21 x 77 LH	UKI1 O x NaN LL	
CH07 20 x 72 LH	CH01 90 x 100 HH	CH15 37 x 67 LH	CH17 4 x 100 LH	CH18 24 x 72 LH	CH27 5 x 100 LH	CH32 0 x NaN LL	CH36 3 x 100 LH	CH43 15 x 71 LH	
CH09 11 x 77 LH	CH09 11 x 75 LH	CH20 12 x 75 LH		CH31 6 x 100 LH	CH33 2 x 100 LH	CH41 24 x 67 LH		CH46 9 x 100 LH	

6 x 69 LH	KLR1 O x NaN LL			PAS1 18 x 67 LH		6 x 71 LH			
Region			NORTH ARC	OT MTD I	_CE 11.09%	LCR 66.50	% LH		
NA01 16 x 62 LH	AKM1 12 x 82 LH	ANI1 7 x 67 LH	ARC2 2 x 100 LH	CYR1 5 x 100 LH	KPM1 11 x 25 LL	KPM2 37 x 56 LH	WJD1 14 x 75 LH	WJP1 7 x 60 LH	

KL-SOUTH MTD | LCE 6.28% | LCR 68.75% | LH

16 x 62 LH	12 x 82 LH	7 x 67 LH	2 x 100 LH	5 x 100 LH		x 25	37 x 56 LH	14 x 75 LH	7 x 60 LH	
NA02 11 x 71 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 4 x 100 LH	PLR1 2 x 100 LH	TRF 2 x LH	100	VEL1 36 x 56 LH	VEL2 28 x 78 LH	VNB1 0 x NaN LL	
NA03 5 x 77 LH	BGR1 10 x 75 LH	CPT1 0 x NaN LL	PTU1 3 x 100 LH	SBR1 1 x 100 LH	SLG1 9 x 100 LH	TRL1 2 x 100 LH	TRT1 5 x 50 LA	UGI1 10 x 75 LH	VSI1 9 x 57 LH	

SOUTH ARCOT MTD | LCE 8.71% | LCR 72.41% | LH



Follow-Up Lead Capturing Effectiveness as on 11/6/2025 10:00:25 AM

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A01 6 x 79 H	CUD1 48 x 86 LH	KLM 8 x 1 LL		MKM1 5 x 50 LA		POY1 2 x 100 LH		DY2 x 33
A02 x 72	CDM1 2 x 100 LH	KKI2 22 x 67 LH	KML1 0 x NaN LL	NVL2 6 x 100 LH	PRT1 7 x 60 LH	STP1 0 x NaN LL	ULP1 2 x 50 LA	VCM1 2 x 100 LH
403 x 48	SJI1 NaN x NaN LL	SJI2 O x NaN LL	TDM1 13 x 18 LL	TRK1 8 x 75 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 6 x 100 LH	VPM2 0 x NaN LL
Region			SOUTH-01	MTD LCE	12.79%	LCR 71.7	6% LH	
VT1 3 x 60 H	KVT1 5 x 91 LH	KYR1 1 x 100 LH	PKD1 19 x 50 LA	RND1 25 x 65 LH	SKD1 29 x 43 LA	SNL1 11 x 62 LH	STU2 15 x 67 LH	VKM1 16 x 38 LA
GR1 6 x 75 H	COL1 23 x 100 LH	KGL1 24 x 44 LA	KSM1 19 x 80 LH	MAR1 12 x 91 LH		MMT1 10 x 67 LH	NGR1 19 x 72 LH	TKY1 8 x 100 LH
KS1 x 73 H	PDI1 2 x 100 LH	RPM1 6 x 29 LL		DI1 x 50 A	SGT1 11 x 60 LH	į	TKS1 5 x 83 .H	TKS2 20 x 87 LH
UT1 5 x 71 H	ERL1 NaN x NaN LL	ERL2 2 x 50 LA	TCN1 9 x 62 LH	TUT1 13 x 74 LH		TUT2 14 x 65 LH	TYI1 19 x 58 LH	UDN1 43 x 83 LH
VL1 0 x 84 H	ARM1 5 x 100 LH	ASN 17 x LH		TVL1 9 x 92 LH		TVL2 12 x 67 LH	VL 8	x 89
'NR1 6 x 75 H	APK1 8 x 40 LA	APK 59 x AH		SVK1 7 x 57 LH		VNR1 15 x 88 LH		NR2 x 57 H
Region				B MTD LC				
GL1 x 78 H	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 2 x 100 LH	MDU5 19 x 73 LH)	MPA1 5 x 100 LH	NTM1 0 x NaN LL	PNI1 9 x 50 LA
KD2 x 96 H	ATG1 1 x 100 LH	DKI1 KKD 3 x 100	2 KKD3 100 3 x 75 LH	MNM1 6 x 100 LH	PNV1 NaN x NaN LL	PVI1 16 x 100 LH		DI1 TPT1 x 100 7 x 100 H LH
RR1 × 100 H	KRR1 6 x 100 LH				ODM1 3 x 100 LH			
1DU2 x 80 H	ADP1 23 x 60 LH	BNR1 CBM 6 x 100 2 x 1 LH LH		MDU2 4 x 100 LH	MDU3 0 x NaN LL	MDU4 8 x 80 LH		TEN2 x 100 5 x 67 H LH
VG1 5 x 38 A	BTU1 11 x 33 LA			LR1 NKI × 100 11 × H LH		x 37	TMM1 2 x 80 26 x 19 LL	
Region			TIRUPATI-0					
TP1 6 x 92 IH	ADI1 30 x 85 LH	ATP1 30 x 84 LH	DHN1 134 x 97 HH	GTL1 303 x 100 HH	KNL1 29 × 100 LH	KNL2 52 x 95 AH	NDL1 29 x 43 LA	TPI1 96 x 100 HH
DA1 7 x 78 H	BVL1 0 x NaN LL	KDA1 10 x 100 LH	KOU1 7 x 50 LA	MPL1 23 x 71 LH	PDT1 52 x 87 AH	PIL1 13 x 100 LH	RCY1 9 x 50 LA	RJP1 24 x 60 LH
PY1 7 x 80 H	CTO1 11 x 86 LH	KHT1 KVL1 30 x 100 15 x 60 LH LH		YP1 PGR1 3 x 75 90 x 91 H HH	PMR1 27 × 100 LH	18 x 80	TPY1 48 x 40 LA	TPY2 VKI1 17 x 91 45 x 90 LH LH
Region				1 MTD LC				
UM1 0 x 70 H	KIK1 4 x 100 LH	KUM1 23 x 70 LH	NCK1 24 x 82 LH	NGT1 14 x 54 LH		TTP1 1 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
BR1 x 83 H	AYR1 17 x 92 LH	JKM1 1 × 100 LH	MSI1 2 x 100 LH	MVM1 7 x 90 LH		PBR1 9 x 100 LH	PBR2 14 x 65 LH	TYR1 13 x 92 LH
NJ1 x 65 H	APM1 8 x 67 LH	MDI1 15 x 94 LH	NMM1 15 x 17 LL	ORU1 0 x Nai LL	V	PTK1 4 x 100 LH	TNJ1 8 x 75 LH	TNJ2 9 x 54 LH



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RY1 5 x 82 .H	KRN1 5 x 33 LA		PDK1 30 x 82 LH		TRY1 2 x 100 LH	·	TRY2 27 x 88 LH	ersion Rate (LCR)	TRY3 0 x NaN LL		TRY4 0 x NaN LL	
Region			VIJ	AYAWAI	DA-01	MTD	LCE 50.59	% LCR !	90.10%	AH		
VR1 9 x 94 H	AMP1 21 x 50 LA		PE1 EI B x 100 1:	LU1 Jo 10 x 100 1	GG1 .0 x 50	KND1	NPR1 PAF 0 x NaN 5 x LL LL	PPM1	RMV1	TDD1 25 x 75 LH	TNI1 58 x 100 AH	TNK1 33 x 83 LH
NT1 7 x 87 H	BPP1 0 x NaN LL	103 x 91	CRL1 26 x 89 LH	GNT1 40 x 94 LH	GNT2 192 x 100 HH	KDR1 75 x 82 HH	NRT1 30 x 100 LH	OGL1 154 x 89 HH	PNR1 20 x 0 LL	PRL1 12 x 33 LA	RAL1 17 x 20 LL	VKN1 7 x 100 LH
JW1 5 x 89 H	GDV1 149 x 93 HH	30 x 86	JPT1 75 x 73 HH	MTM1 16 x 100 LH	TEL1 49 x 92 LH	TVU1 98 x 93 HH	VJW1 42 x 86 LH	VJW2 0 x NaN LL	VJW3 26 x 91 LH	VJW4 33 x 71 LH	VJW5 10 x 100 LH	VUY1 39 x 100 LH
Region				WEST-	01 MTI) LCE	14.01%	LCR 84.6	52% LH	1		
CBE1 .7 x 92 .H	CBE1 27 x 100 LH	CBE2 12 × 100 LH	CBE 19 : LH	E3 × 100	CBE4 13 x 82 LH	CBI 2 x LH	100	CBE6 27 x 95 LH	KMR1 41 x 85 LH	SNR1 3 x 100 LH		L1 x 83
LI1 x 89 H	DPM2 5 x 100 LH		KGM1 0 x NaN LL			PDM1 9 x 75 LH		PLI1 1 x 100 LH		UMP: 2 x 10 LH		
PR1 3 x 80 H	TPR1 34 x 69 LH				TPR2 4 x 100 LH				TPR3 34 x 94 LH			
PR4 8 x 74 H	ANR1 O x NaN LL		AVI1 20 x 100 LH		GBM1 34 x 62 LH		PPI1 21 x 67 LH		SYM2 2 x 100 LH		TPR4 12 x 83 LH	
AM1 x 69 H	CNR1 5 x 100 LH		GDR1 12 x 0 LL		KGI1 0 x NaN LL		KMD1 0 x NaN LL		MPM1 16 x 82 LH		UAM1 0 x NaN LL	
Region				WEST-	02 MTI) LCE	13.45%	LCR 74.3	89% Ll	1		
RD1 4 x 74 H	CMI1 10 x 25 LL	ERD1 39 x 78 LH	ERD2 18 x 77 LH		ЛМ1 Гх 57	NKL2 23 x 73 LH	PDR1 32 x 64 LH	RSP1 18 x 67 LH	SGG1 33 x 75 LH	TCG1 8 x 10 LH	00	VKL1 40 x 85 LH
SR1 4 x 84 H	HSR1 26 x 87 LH	HSR2 33 x LH		KRI1 2 x 10 LH	00	KVP1 2 x 100 LH)	PLC1 8 x 50 LA	PMP1 0 x Na LL		SGI1 0 x NaN LL	
1TR1 x 83 H	BMD1 0 x NaN LL	DPR1 0 x NaN LL		DPR2 10 x 75 LH		RR1 7 x 100 H	MCR1 5 x 33 LA	MTR1 2 x 100 LH)	OML1 0 x NaN LL	TRM1 0 x Na LL	
LM1 1 x 67	APN1 30 x 56 LH	ATU1 25 x 68 LH		EDP1 0 x NaN LL	2	PI1 x 100 H	SLM1 13 x 65 LH	SLM2 9 x 75 LH		SLM3 6 x 80 LH	VPD1 4 x 67 LH	