



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-Oct-2025 To Date : 07-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,095	326	220	10.53%	67.48%	LH
CHENNAI-02	2,726	369	259	13.54%	70.19%	LH
KL-SOUTH	221	15	9	6.78%	60.00%	LH
NORTH ARCOT	2,190	321	207	14.66%	64.49%	LH
SOUTH ARCOT	2,027	193	129	9.52%	66.84%	LH
SOUTH-01	4,443	909	694	20.46%	76.35%	LH
SOUTH-03	3,414	339	284	9.93%	83.78%	LH
TIRUPATI-01	2,436	460	367	18.88%	79.78%	LH
TRICHY-01	3,219	400	354	12.42%	88.50%	LH
VIJAYAWADA-01	2,984	669	584	22.42%	87.29%	LH
WEST-01	2,331	572	505	24.54%	88.29%	LH
WEST-02	2,976	430	319	14.45%	74.19%	LH
Total	32,063	5,003	3,931	15.60%	78.57%	LH

RegionCHENNAI-01 MTD LCE 10.53% LCR 67.48% LH								
CH03 8 x 58 LH	CGL1 7 x 80 LH	CH45 5 x 40 LA	GUD1 11 x 58 LH	GUD2 1 x 100 LH	MC10 3 x 0 LL	MRM1 21 x 50 LA	SKL1 3 x 100 LH	TKM1 7 x 80 LH
CH05 12 x 76 LH	AVD1 13 x 100 LH	CH05 16 x 67 LH	CH14 11 x 68 LH	CH26 12 x 100 LH	CH30 6 x 83 LH	CH35 7 x 50 LA	CH37 18 x 90 LH	
CH06 9 x 80 LH	CH08 15 x 62 LH	CH11 9 x 100 LH	CH16 5 x 80 LH	CH19 6 x 100 LH	CH29 7 x 100 LH	CH39 18 x 77 LH	CH40 2 x 100 LH	CH42 4 x 100 LH
CH08 14 x 56 LH	CH07 2 x 100 LH	CH22 18 x 18 LL	CH28 32 x 74 LH	CH38 10 x 0 LL	CH48 9 x 31 LA	KNR1 16 x 90 LH	MC02 0 x NaN LL	MC09 11 x 100 LH

RegionCHENNAI-02 MTD LCE 13.54% LCR 70.19% LH								
CH01 11 x 78 LH	CH03 5 x 79 LH	CH06 7 x 50 LA	CH12 21 x 64 LH	CH23 22 x 100 LH	CH24 15 x 100 LH	MC06 0 x NaN LL		
CH04 16 x 65 LH	CH21 25 x 76 LH	CH34 14 x 57 LH	CH44 11 x 33 LA	GPD1 34 x 84 LH	MC05 3 x 100 LH	MJR1 16 x 50 LA	PON1 13 x 44 LA	UKI1 2 x 100 LH
CH07 16 x 66 LH	CH01 149 x 100 HH	CH15 24 x 55 LH	CH17 21 x 100 LH	CH18 12 x 76 LH	CH27 6 x 100 LH	CH32 5 x 100 LH	CH36 0 x NaN LL	CH43 9 x 62 LH
CH09 11 x 79 LH	CH09 2 x 100 LH	CH20 14 x 50 LA	CH31 4 x 100 LH	CH33 12 x 100 LH	CH41 18 x 78 LH	CH46 8 x 100 LH		

RegionKL-SOUTH MTD LCE 6.78% LCR 60.00% LH			
TVP1 7 x 60 LH	KLR1 0 x NaN LL	PAS1 13 x 29 LL	TVP1 7 x 88 LH

RegionNORTH ARCOT MTD LCE 14.66% LCR 64.49% LH									
NA01 24 x 64 LH	AKM1 91 x 95 HH	ANI1 1 x 100 LH	ARC2 0 x NaN LL	CYR1 4 x 100 LH	KPM1 11 x 100 LH	KPM2 38 x 42 LA	WJD1 17 x 67 LH	WJP1 10 x 12 LL	
NA02 11 x 55 LH	ABR1 11 x 78 LH	CGM1 0 x NaN LL	GDM1 19 x 29 LL	PLR1 6 x 100 LH	TRR1 6 x 78 LH	VEL1 20 x 59 LH	VEL2 16 x 46 LA	VNB1 4 x 50 LA	
NA03 9 x 79 LH	BGR1 9 x 100 LH	CPT1 2 x 100 LH	PTU1 7 x 100 LH	SBR1 0 x NaN LL	SLG1 14 x 100 LH	TRL1 9 x 100 LH	TRT1 8 x 80 LH	UGI1 19 x 67 LH	VSI1 16 x 46 LA

RegionSOUTH ARCOT MTD LCE 9.52% LCR 66.84% LH			
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SA01 12 x 60 LH	CUD1 20 x 55 LH		KLM1 9 x 44 LA		MKM1 2 x 100 LH		POY1 10 x 75 LH		POY2 8 x 69 LH		
SA02 10 x 84 LH	CDM1 29 x 79 LH	KKI2 14 x 67 LH	KML1 1 x 100 LH	NVL2 5 x 100 LH	PRT1 14 x 100 LH	STP1 0 x NaN LL	ULP1 1 x 100 LH	VCM1 11 x 100 LH			
SA03 7 x 52 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 10 x 56 LH	TRK1 20 x 41 LA	TVM1 3 x 100 LH	TVM2 0 x NaN LL	VPM1 8 x 100 LH	VPM2 1 x 100 LH			

RegionSOUTH-01 MTD | LCE 20.46% | LCR 76.35% | LH

KVT1 16 x 80 LH	KVT1 9 x 73 LH	KYR1 6 x 60 LH	PKD1 48 x 95 LH	RND1 24 x 74 LH	SKD1 10 x 71 LH	SNL1 11 x 60 LH	STU2 19 x 100 LH	VKM1 12 x 88 LH
NGR1 13 x 76 LH	COL1 8 x 50 LA	KGL1 12 x 86 LH	KSM1 7 x 67 LH	MAR1 17 x 89 LH	MMT1 9 x 50 LA	NGR1 19 x 79 LH	TKY1 4 x 40 LA	
TKS1 26 x 85 LH	PD11 6 x 75 LH	RPM1 19 x 89 LH	SDI1 19 x 56 LH	SGT1 13 x 57 LH	TKS1 16 x 67 LH	TKS2 56 x 95 AH		
TUT1 19 x 72 LH	ERL1 ∞ x 100 HH	ERL2 26 x 54 LH	TCN1 14 x 57 LH	TUT1 15 x 77 LH	TUT2 13 x 74 LH	TYI1 21 x 90 LH	UDN1 45 x 69 LH	
TVL1 32 x 86 LH	ARM1 11 x 67 LH	ASM1 29 x 91 LH	TVL1 40 x 91 LH	TVL2 34 x 100 LH	VLY1 18 x 37 LA			
VNR1 19 x 45 LA	APK1 20 x 62 LH	APK2 25 x 48 LA	SVK1 9 x 36 LA	VNR1 38 x 52 LH	VNR2 15 x 33 LA			

RegionSOUTH-03 MTD | LCE 9.93% | LCR 83.78% | LH

DGL1 6 x 93 LH	DGL1 2 x 100 LH		DGL2 5 x 100 LH		MDU1 7 x 96 LH		MDU5 11 x 100 LH		MPA1 4 x 100 LH		NTM1 3 x 100 LH		PNI1 16 x 70 LH	
KKD2 1 x 80 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 7 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 6 x 80 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 1 x 0 LL				
KRR1 4 x 100 LH	KRR1 6 x 100 LH						ODM1 2 x 100 LH							
MDU2 19 x 90 LH	ADP1 0 x NaN LL	BNR1 10 x 75 LH	CBM1 6 x 83 LH	CMR1 21 x 91 LH	MDU2 10 x 100 LH	MDU3 2 x 100 LH	MDU4 7 x 50 LA	MDU6 176 x 91 HH	TEN1 2 x 100 LH	TEN2 3 x 67 LH				
SVG1 13 x 64 LH	BTU1 31 x 58 LH	KPT1 5 x 100 LH	KYK1 2 x 100 LH	MLR1 1 x 100 LH	NKI1 2 x 100 LH	PKM1 48 x 77 LH	SVG1 4 x 100 LH	TMM1 18 x 60 LH	USL1 16 x 25 LL					

RegionTIRUPATI-01 MTD | LCE 18.88% | LCR 79.78% | LH

ATP1 26 x 90 LH	ADI1 26 x 67 LH		ATP1 9 x 85 LH		DHN1 4 x 100 LH		GTL1 0 x NaN LL		KNL1 75 x 98 HH		KNL2 17 x 86 LH		NDL1 17 x 69 LH		TPI1 78 x 100 HH		
KDA1 4 x 56 LH	BVL1 2 x 100 LH		KDA1 8 x 100 LH		KOU1 0 x NaN LL		MPL1 3 x 0 LL		PDT1 1 x 100 LH		PIL1 0 x NaN LL		RCY1 0 x NaN LL		RJP1 16 x 36 LA		
TPY1 24 x 75 LH	CTO1 1 x 100 LH	KHT1 35 x 83 LH	KVL1 19 x 40 LA	NLR1 20 x 94 LH	NYP1 10 x 50 LA	PGR1 24 x 94 LH	PMR1 37 x 100 LH	PUT1 11 x 43 LA	SPE1 20 x 91 LH	TPY1 41 x 56 LH	TPY2 29 x 68 LH	VKI1 40 x 96 LH					

RegionTRICHY-01 MTD | LCE 12.42% | LCR 88.50% | LH

KUM1 7 x 85 LH	KIK1 9 x 88 LH	KUM1 9 x 94 LH	NCK1 21 x 64 LH	NGT1 5 x 100 LH	TTP1 6 x 67 LH	TVR1 7 x 100 LH	TVR2 1 x 100 LH	
PBR1 9 x 82 LH	AYR1 24 x 100 LH	JKM1 1 x 100 LH	MSI1 5 x 100 LH	MVM1 11 x 71 LH	PBR1 7 x 75 LH	PBR2 11 x 68 LH	TYR1 3 x 100 LH	
TNJ1 17 x 87 LH	APM1 23 x 55 LH	MDI1 40 x 98 LH	NMM1 17 x 85 LH	ORU1 7 x 40 LA	PTK1 4 x 100 LH	TNJ1 11 x 84 LH	TNJ2 20 x 87 LH	



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TRY1 17 x 96 LH	KRN1 12 x 78 LH	PDK1 85 x 98 HH	TRY1 7 x 100 LH	TRY2 36 x 91 LH	TRY3 3 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 22.42% | LCR 87.29% | LH

BVR1 34 x 95 LH	AMP1 26 x 91 LH	BVR1 86 x 97 HH	DPE1 0 x NaN LL	ELU1 46 x 95 LH	JGG1 23 x 90 LH	KND1 19 x 92 LH	NPR1 0 x NaN LL	PAP1 52 x 85 AH	PPM1 87 x 100 HH	RMV1 16 x 100 LH	TDD1 14 x 82 LH	TNI1 2 x 100 LH	TNK1 2 x 100 LH
GNT1 15 x 86 LH	BPP1 0 x NaN LL	CKT1 75 x 96 HH	CRL1 7 x 71 LH	GNT1 2 x 100 LH	GNT2 0 x NaN LL	KDR1 3 x 100 LH	NRT1 0 x NaN LL	OGL1 61 x 92 HH	PNR1 37 x 40 LA	PRL1 4 x 50 LA	RAL1 9 x 80 LH	VKN1 0 x NaN LL	
VJW1 16 x 68 LH	GDV1 0 x NaN LL	GVM1 21 x 57 LH	JPT1 26 x 17 LL	MTM1 14 x 42 LA	TEL1 19 x 67 LH	TVU1 40 x 100 LH	VJW1 7 x 100 LH	VJW2 0 x NaN LL	VJW3 9 x 75 LH	VJW4 35 x 95 LH	VJW5 18 x 64 LH	VUY1 4 x 100 LH	

Region WEST-01 MTD | LCE 24.54% | LCR 88.29% | LH

CBE1 22 x 96 LH		CBE1 16 x 92 LH	CBE2 9 x 97 LH	CBE3 2 x 100 LH	CBE4 17 x 94 LH	CBE5 9 x 100 LH	CBE6 80 x 98 HH	KMR1 34 x 90 LH	SNR1 14 x 100 LH	SUL1 30 x 100 LH		
PLI1 15 x 94 LH		DPM2 2 x 100 LH		KGM1 13 x 100 LH		PDM1 8 x 100 LH		PLI1 34 x 91 LH		UMP1 5 x 100 LH		
TPR1 33 x 85 LH		TPR1 27 x 52 LH			TPR2 14 x 100 LH			TPR3 70 x 100 HH				
TPR4 60 x 81 HH		ANR1 27 x 100 LH		AVI1 96 x 98 HH		GBM1 87 x 67 HH		PPI1 83 x 79 HH		SYM2 13 x 88 LH		TPR4 17 x 62 LH
UAM1 4 x 83 LH		CNR1 2 x 100 LH		GDR1 2 x 100 LH		KGI1 0 x NaN LL		KMD1 3 x 100 LH		MPM1 12 x 77 LH		UAM1 1 x 100 LH

Region WEST-02 MTD | LCE 14.45% | LCR 74.19% | LH

ERD1 28 x 76 LH	CMI1 18 x 83 LH	ERD1 28 x 78 LH	ERD2 19 x 93 LH	KMM1 15 x 62 LH	NKL2 15 x 75 LH	PDR1 26 x 79 LH	RSP1 12 x 56 LH	SGG1 48 x 38 LA	TCG1 6 x 100 LH	VKL1 125 x 89 HH						
HSR1 8 x 74 LH	HSR1 8 x 86 LH		HSR2 13 x 67 LH		KRI1 11 x 100 LH		KVP1 2 x 100 LH		PLC1 3 x 100 LH		PMP1 10 x 62 LH		SGI1 0 x NaN LL			
MTR1 10 x 83 LH	BMD1 4 x 100 LH		DPR1 4 x 100 LH		DPR2 19 x 50 LA		HRR1 30 x 100 LH		MCR1 7 x 83 LH		MTR1 3 x 100 LH		OML1 11 x 82 LH		TRM1 7 x 60 LH	
SLM1 11 x 64 LH	APN1 35 x 33 LA		ATU1 10 x 77 LH		EDP1 6 x 100 LH		EPI1 2 x 100 LH		SLM1 12 x 75 LH		SLM2 11 x 85 LH		SLM3 4 x 71 LH		VPD1 12 x 46 LA	