



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 : 08-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,690	793	781	29.48%	98.49%	LH
CHENNAI-02	2,238	950	923	42.44%	97.16%	LH
KL-SOUTH	660	74	67	11.21%	90.54%	LH
NORTH ARCOT	1,914	786	763	41.06%	97.07%	LH
SOUTH ARCOT	1,693	567	554	33.49%	97.71%	LH
SOUTH-01	4,176	1,838	1,792	44.01%	97.50%	LH
SOUTH-03	2,914	526	510	18.05%	96.96%	LH
TIRUPATI-01	1,125	903	887	80.27%	98.23%	HH
TRICHY-01	2,678	917	899	34.24%	98.04%	LH
VIJAYAWADA-01	1,004	928	901	92.46%	97.09%	HH
WEST-01	2,039	653	642	32.03%	98.32%	LH
WEST-02	2,353	902	887	38.33%	98.34%	LH
Total	25,484	9,837	9,606	38.60%	97.65%	LH

RegionCHENNAI-01 MTD   LCE 29.48%   LCR 98.49%   LH								
CH03 21 x 97 LH	CGL1 41 x 96 LH	CH45 3 x 100 LH	GUD1 40 x 100 LH	GUD2 0 x NaN LL	MC10 25 x 100 LH	MRM1 23 x 100 LH	SKL1 3 x 100 LH	TKM1 32 x 88 LH
CH05 43 x 99 LH	AVD1 13 x 100 LH	CH05 15 x 100 LH	CH14 83 x 99 HH	CH26 48 x 100 LH	CH30 33 x 100 LH	CH35 54 x 100 AH	CH37 20 x 100 LH	
CH06 34 x 98 LH	CH08 75 x 97 HH	CH11 11 x 100 LH	CH16 9 x 100 LH	CH19 16 x 100 LH	CH29 14 x 100 LH	CH39 98 x 100 HH	CH40 6 x 100 LH	CH42 22 x 93 LH
CH08 18 x 100 LH	CH07 8 x 100 LH	CH22 49 x 100 LH	CH28 16 x 100 LH	CH38 10 x 100 LH	CH48 0 x NaN LL	KNR1 33 x 100 LH	MC02 0 x NaN LL	MC09 79 x 100 HH

RegionCHENNAI-02 MTD   LCE 42.44%   LCR 97.16%   LH								
CH01 30 x 98 LH	CH03 5 x 89 LH	CH12 57 x 99 AH	CH23 35 x 100 LH	CH24 44 x 97 LH	CH41 48 x 100 LH	MC06 6 x 100 LH	MC08 0 x NaN LL	
CH04 54 x 97 AH	CH21 76 x 97 HH	CH34 60 x 92 AH	CH44 63 x 98 HH	GPD1 43 x 100 LH	MC05 47 x 93 LH	MJR1 42 x 100 LH	PON1 75 x 100 HH	UKI1 24 x 100 LH
CH07 47 x 97 LH	CH01 37 x 100 LH	CH15 87 x 94 HH	CH17 11 x 100 LH	CH18 40 x 100 LH	CH27 24 x 100 LH	CH32 17 x 100 LH	CH36 17 x 100 LH	CH43 38 x 100 LH
CH09 35 x 97 LH	CH06 35 x 96 LH	CH09 15 x 100 LH	CH20 78 x 96 HH	CH31 13 x 83 LH	CH33 5 x 100 LH	CH46 51 x 100 AH		

RegionKL-SOUTH MTD   LCE 11.21%   LCR 90.54%   LH		
TVP1 11 x 91 LH	KLR1 0 x NaN LL	PAS1 40 x 90 LH
		TVP1 1 x 100 LH

RegionNORTH ARCOT MTD   LCE 41.06%   LCR 97.07%   LH									
NA01 58 x 96 AH	AKM1 95 x 99 HH	ANI1 69 x 97 HH	ARC2 10 x 100 LH	CYR1 35 x 100 LH	KPM1 48 x 93 LH	KPM2 54 x 89 AH	WJD1 61 x 98 HH	WJP1 104 x 98 HH	
NA02 28 x 98 LH	ABR1 8 x 100 LH	CGM1 9 x 100 LH	GDM1 13 x 86 LH	PLR1 20 x 100 LH	TRR1 12 x 100 LH	VEL1 43 x 100 LH	VEL2 69 x 98 HH	VNB1 20 x 100 LH	
NA03 36 x 99 LH	BGR1 55 x 100 AH	CPT1 45 x 100 LH	PTU1 36 x 91 LH	SBR1 11 x 100 LH	SLG1 27 x 100 LH	TRL1 14 x 100 LH	TRT1 112 x 96 HH	UGI1 67 x 100 HH	VSI1 26 x 100 LH

RegionSOUTH ARCOT MTD   LCE 33.49%   LCR 97.71%   LH		
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SA01 61 x 98 HH	CUD1 72 x 95 HH		KLM1 41 x 100 LH		MKM1 32 x 100 LH		POY1 106 x 99 HH		POY2 21 x 100 LH	
SA02 17 x 98 LH	CDM1 12 x 92 LH	KKI2 56 x 98 AH	KML1 3 x 100 LH	NVL2 7 x 100 LH	PRT1 11 x 100 LH	STP1 5 x 100 LH	ULP1 21 x 100 LH	VCM1 2 x 100 LH		
SA03 25 x 97 LH	SJI1 5 x 100 LH	TDM1 39 x 93 LH	TRK1 49 x 98 LH	TVM1 24 x 100 LH	TVM2 2 x 100 LH	VPM1 40 x 94 LH	VPM2 9 x 100 LH			

RegionSOUTH-01 MTD | LCE 44.01% | LCR 97.50% | LH

KVT1 45 x 97 LH	KVT1 38 x 99 LH	KYR1 33 x 100 LH	PKD1 60 x 100 HH	RND1 44 x 99 LH	SKD1 25 x 91 LH	SNL1 58 x 91 AH	STU2 60 x 100 HH	VKM1 58 x 95 AH
NGR1 24 x 98 LH	COL1 49 x 94 LH	KGL1 58 x 100 AH	KSM1 0 x NaN LL	MAR1 20 x 97 LH	MMT1 65 x 98 HH	NGR1 12 x 100 LH	TKY1 5 x 100 LH	
TKS1 34 x 99 LH	PDI1 38 x 100 LH	RPM1 5 x 100 LH	SDI1 11 x 100 LH	SGT1 50 x 100 LH	TKS1 58 x 99 AH	TKS2 63 x 99 HH		
TUT1 64 x 96 HH	ERL1 ∞ x 100 HH	ERL2 58 x 95 AH	TCN1 51 x 96 AH	TUT1 54 x 99 AH	TUT2 63 x 96 HH	TYI1 78 x 100 HH	UDN1 133 x 85 HH	
TVL1 39 x 98 LH	ARM1 65 x 100 HH	ASM1 42 x 97 LH	TVL1 28 x 100 LH	TVL2 77 x 100 HH	VLY1 37 x 93 LH			
VNR1 57 x 98 AH	APK1 47 x 100 LH	APK2 27 x 100 LH	SVK1 49 x 98 LH	VNR1 119 x 98 HH	VNR2 58 x 98 AH			

RegionSOUTH-03 MTD | LCE 18.05% | LCR 96.96% | LH

DGL1 8 x 98 LH	DGL1 3 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 100 LH		MDU5 7 x 83 LH		MPA1 7 x 100 LH		NTM1 6 x 100 LH		PNI1 61 x 100 HH							
KKD2 16 x 99 LH	ATG1 6 x 100 LH		DKI1 30 x 95 LH		KKD2 13 x 100 LH		MNM1 2 x 100 LH		PNV1 13 x 100 LH		PVI1 33 x 100 LH		SGP1 2 x 100 LH		TDI1 5 x 100 LH		TPT1 1 x 100 LH			
KRR1 8 x 100 LH	KRR1 16 x 100 LH								ODM1 2 x 100 LH											
MDU2 20 x 95 LH	ADP1 14 x 100 LH		BNR1 58 x 100 AH		CBM1 16 x 100 LH		CMR1 40 x 94 LH		MDU2 8 x 100 LH		MDU3 1 x 100 LH		MDU4 25 x 71 LH		MDU6 38 x 94 LH		TEN1 8 x 100 LH		TEN2 7 x 100 LH	
SVG1 32 x 97 LH	BTU1 38 x 93 LH		KPT1 6 x 100 LH		KYK1 3 x 100 LH		MLR1 6 x 100 LH		NKI1 26 x 100 LH		PKM1 84 x 95 HH		SVG1 9 x 100 LH		TMM1 79 x 96 HH		USL1 38 x 100 LH			

RegionTIRUPATI-01 MTD | LCE 80.27% | LCR 98.23% | HH

ATP1 124 x 99 HH		ADI1 64 x 100 HH	ATP1 71 x 95 HH	DHN1 143 x 98 HH	GTL1 271 x 100 HH	KNL1 136 x 100 HH	KNL2 102 x 100 HH	NDL1 56 x 95 AH	TPI1 257 x 98 HH				
KDA1 38 x 98 LH		BVL1 12 x 100 LH	KDA1 32 x 100 LH	KOU1 34 x 92 LH	MPL1 57 x 100 AH	PDT1 28 x 100 LH	PIL1 17 x 100 LH	RCY1 16 x 100 LH	RJP1 66 x 97 HH				
TPY1 77 x 98 HH		CTO1 38 x 97 LH	KHT1 91 x 100 HH	KVL1 0 x NaN LL	NLR1 70 x 97 HH	NYP1 183 x 98 HH	PGR1 76 x 100 HH	PMR1 122 x 100 HH	PUT1 49 x 100 LH	SPE1 92 x 94 HH	TPY1 98 x 98 HH	TPY2 45 x 97 LH	VKI1 169 x 97 HH

RegionTRICHY-01 MTD | LCE 34.24% | LCR 98.04% | LH

KUM1 38 x 99 LH	JKM1 11 x 90 LH	KUM1 80 x 99 HH	MVM1 65 x 99 HH	NCK1 29 x 100 LH	TVR1 10 x 100 LH	TVR2 0 x NaN LL	
PTK1 28 x 99 LH	APM1 64 x 100 HH	MDI1 11 x 93 LH	NGT1 29 x 100 LH	NMM1 87 x 99 HH	PTK1 5 x 100 LH	TTP1 7 x 100 LH	
TNJ1 58 x 97 AH	AYR1 34 x 95 LH	KIK1 15 x 100 LH	KRN1 81 x 94 HH	ORU1 65 x 94 HH	PDK1 134 x 98 HH	TNJ1 47 x 100 LH	TNJ2 63 x 98 HH

TRY1 17 x 99 LH	MSI1 3 x 100 LH	PBR1 15 x 100 LH	PBR2 30 x 98 LH	TRY1 18 x 98 LH	TRY2 46 x 100 LH	TRY3 6 x 100 LH	TYR1 2 x 100 LH
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Region														VIJAYAWADA-01 MTD   LCE 92.46%   LCR 97.09%   HH													
BVR1 122 x 99 HH		AMP1 84 x 100 HH		BVR1 93 x 95 HH		DPE1 98 x 100 HH		ELU1 158 x 98 HH		JGG1 116 x 100 HH		KND1 141 x 100 HH		PAP1 121 x 100 HH		PPM1 222 x 100 HH		RMV1 222 x 100 HH		TDD1 63 x 94 HH		TNK1 48 x 100 LH					
		BPP1 41 x 70 LH		CKT1 156 x 96 HH		CRL1 90 x 97 HH		GNT1 19 x 100 LH		GNT2 79 x 100 HH		KDR1 72 x 100 HH		NRT1 6 x 100 LH		OGL1 276 x 98 HH		PNR1 65 x 69 HH		PRL1 12 x 100 LH		RAL1 54 x 100 AH		VKN1 7 x 100 LH			
		GDV1 72 x 100 HH		GVM1 113 x 93 HH		JPT1 103 x 93 HH		MTM1 47 x 100 LH		TEL1 76 x 97 HH		TVU1 97 x 100 HH		VJW1 80 x 100 HH		VJW2 26 x 100 LH		VJW3 100 x 100 HH		VJW4 70 x 83 HH		VJW5 111 x 100 HH		VUY1 116 x 96 HH			
GNT1 77 x 96 HH																											
VJW1 85 x 96 HH																											

Region												WEST-01 MTD   LCE 32.03%   LCR 98.32%   LH																										
CBE1 24 x 99 LH			CBE1 68 x 97 HH			CBE2 8 x 100 LH			CBE3 15 x 100 LH			CBE4 4 x 100 LH			CBE5 0 x NaN LL			CBE6 39 x 100 LH			KMR1 38 x 99 LH			SNR1 15 x 100 LH			SUL1 42 x 100 LH											
PLI1 21 x 98 LH			DPM2 11 x 100 LH						KGM1 30 x 93 LH						PDM1 29 x 100 LH						PLI1 28 x 100 LH						UMP1 14 x 100 LH											
TPR1 60 x 98 AH			TPR1 71 x 98 HH									TPR2 0 x NaN LL									TPR3 107 x 99 HH																	
TPR4 67 x 98 HH			ANR1 3 x 100 LH						AVI1 73 x 100 HH						GBM1 92 x 96 HH						PPI1 65 x 97 HH						SYM2 36 x 100 LH						TPR4 105 x 98 HH					
UAM1 13 x 98 LH			CNR1 4 x 100 LH						GDR1 8 x 100 LH						KGI1 2 x 100 LH						KMD1 0 x NaN LL						MPM1 60 x 97 HH						UAM1 6 x 100 LH					

Region												WEST-02 MTD   LCE 38.33%   LCR 98.34%   LH																																						
ERD1 51 x 98 AH			CMI1 57 x 94 AH			ERD1 74 x 100 HH			ERD2 13 x 100 LH			KMM1 20 x 100 LH			NKL2 45 x 97 LH			PDR1 73 x 96 HH			RSP1 59 x 100 AH			SGG1 97 x 100 HH			TCG1 44 x 95 LH			VKL1 77 x 96 HH																				
HSR1 22 x 99 LH			HSR1 26 x 100 LH						HSR2 44 x 98 LH						KRI1 17 x 100 LH						KVP1 0 x NaN LL						PLC1 0 x NaN LL						PMP1 16 x 100 LH						SGI1 18 x 100 LH											
MTR1 27 x 99 LH			BMD1 4 x 100 LH						DPR1 11 x 100 LH						DPR2 70 x 100 HH						HRR1 62 x 100 HH						MCR1 22 x 100 LH						MTR1 2 x 100 LH						OML1 26 x 96 LH						TRM1 27 x 100 LH					
SLM1 48 x 98 LH			APN1 110 x 95 HH						ATU1 63 x 100 HH						EDP1 0 x NaN LL						EPI1 4 x 100 LH						SLM1 67 x 100 HH						SLM2 50 x 100 AH						SLM3 7 x 75 LH						VPD1 39 x 100 LH					