

		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 : 08-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,333	367	251	11.01%	68.39%	LH
CHENNAI-02	2,995	406	276	13.56%	67.98%	LH
KL-SOUTH	242	16	10	6.62%	62.50%	LH
NORTH ARCOT	2,378	340	222	14.30%	65.29%	LH
SOUTH ARCOT	2,234	222	146	9.94%	65.77%	LH
SOUTH-01	4,913	1,015	766	20.66%	75.47%	LH
SOUTH-03	3,779	378	316	10.00%	83.60%	LH
TIRUPATI-01	2,604	502	405	19.28%	80.68%	LH
TRICHY-01	3,477	446	393	12.83%	88.12%	LH
VIJAYAWADA-01	3,175	728	641	22.93%	88.05%	LH
WEST-01	2,552	633	556	24.80%	87.84%	LH
WEST-02	3,226	473	353	14.66%	74.63%	LH
Total	34,909	5,526	4,335	15.83%	78.45%	LH

RegionCHENNAI-01 MTD   LCE 11.01%   LCR 68.39%   LH								
CH03 9 x 61 LH	CGL1 11 x 88 LH	CH45 4 x 40 LA	GUD1 13 x 64 LH	GUD2 1 x 100 LH	MC10 3 x 0 LL	MRM1 19 x 46 LA	SKL1 3 x 100 LH	TKM1 8 x 83 LH
CH05 12 x 74 LH	AVD1 13 x 100 LH	CH05 17 x 61 LH	CH14 10 x 70 LH	CH26 11 x 100 LH	CH30 5 x 83 LH	CH35 7 x 50 LA	CH37 23 x 92 LH	
CH06 9 x 78 LH	CH08 15 x 61 LH	CH11 10 x 100 LH	CH16 4 x 70 LH	CH19 10 x 87 LH	CH29 6 x 100 LH	CH39 21 x 81 LH	CH40 2 x 100 LH	CH42 4 x 100 LH
CH08 15 x 59 LH	CH07 3 x 100 LH	CH22 17 x 18 LL	CH28 34 x 76 LH	CH38 9 x 0 LL	CH48 10 x 40 LA	KNR1 16 x 90 LH	MC02 0 x NaN LL	MC09 9 x 100 LH

RegionCHENNAI-02 MTD   LCE 13.56%   LCR 67.98%   LH								
CH01 11 x 75 LH	CH03 6 x 83 LH	CH06 6 x 50 LA	CH12 21 x 63 LH	CH23 20 x 100 LH	CH24 15 x 85 LH	MC06 0 x NaN LL		
CH04 15 x 62 LH	CH21 24 x 57 LH	CH34 15 x 62 LH	CH44 11 x 43 LA	GPD1 32 x 84 LH	MC05 3 x 100 LH	MJR1 15 x 53 LH	PON1 16 x 58 LH	UKI1 2 x 100 LH
CH07 16 x 63 LH	CH01 112 x 100 HH	CH15 24 x 51 LH	CH17 21 x 100 LH	CH18 13 x 80 LH	CH27 7 x 100 LH	CH32 4 x 100 LH	CH36 0 x NaN LL	CH43 8 x 38 LA
CH09 11 x 80 LH	CH09 3 x 100 LH	CH20 14 x 53 LH	CH31 4 x 100 LH	CH33 11 x 100 LH	CH41 19 x 75 LH	CH46 13 x 100 LH		

RegionKL-SOUTH MTD   LCE 6.62%   LCR 62.50%   LH				
TVP1 7 x 62 LH	KLR1 0 x NaN LL	PAS1 11 x 29 LL	PNL1 NaN x NaN LL	TVP1 8 x 89 LH

RegionNORTH ARCOT MTD   LCE 14.30%   LCR 65.29%   LH									
NA01 24 x 67 LH	AKM1 87 x 95 HH	ANI1 1 x 100 LH	ARC2 1 x 100 LH	CYR1 3 x 100 LH	KPM1 12 x 100 LH	KPM2 38 x 46 LA	WJD1 16 x 67 LH	WJP1 9 x 12 LL	
NA02 10 x 51 LH	ABR1 10 x 67 LH	CGM1 0 x NaN LL	GDM1 17 x 29 LL	PLR1 6 x 100 LH	TRR1 6 x 67 LH	VEL1 18 x 61 LH	VEL2 15 x 38 LA	VNB1 3 x 50 LA	
NA03 9 x 81 LH	BGR1 8 x 100 LH	CPT1 3 x 100 LH	PTU1 6 x 100 LH	SBR1 0 x NaN LL	SLG1 15 x 100 LH	TRL1 10 x 100 LH	TRT1 8 x 80 LH	UGI1 20 x 69 LH	VS11 16 x 50 LA

RegionSOUTH ARCOT MTD   LCE 9.94%   LCR 65.77%   LH				
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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)

SA01 12 x 55 LH		CUD1 19 x 40 LA	KLM1 9 x 44 LA	MKM1 2 x 100 LH	POY1 10 x 76 LH	POY2 10 x 76 LH				
SA02 11 x 83 LH		CDM1 32 x 82 LH	KKI2 15 x 61 LH	KML1 1 x 100 LH	NVL2 8 x 91 LH	PRT1 13 x 100 LH	STP1 5 x 100 LH	ULP1 1 x 100 LH	VCM1 13 x 100 LH	
SA03 6 x 55 LH		SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 9 x 56 LH	TRK1 19 x 41 LA	TVM1 3 x 100 LH	TVM2 0 x NaN LL	VPM1 16 x 100 LH	VPM2 1 x 100 LH	

RegionSOUTH-01 MTD | LCE 20.66% | LCR 75.47% | LH

KVT1 18 x 81 LH	KVT1 10 x 73 LH	KYR1 6 x 60 LH	PKD1 52 x 96 AH	RND1 28 x 78 LH	SKD1 9 x 57 LH	SNL1 11 x 55 LH	STU2 22 x 100 LH	VKM1 11 x 75 LH
NGR1 12 x 72 LH	COL1 7 x 50 LA	KGL1 13 x 88 LH	KSM1 7 x 67 LH	MAR1 17 x 90 LH	MMT1 8 x 50 LA	NGR1 16 x 70 LH	TKY1 5 x 43 LA	
TKS1 26 x 86 LH	PDI1 10 x 88 LH	RPM1 18 x 90 LH	SDI1 18 x 56 LH	SGT1 12 x 57 LH	TKS1 16 x 67 LH	TKS2 53 x 95 AH		
TUT1 20 x 70 LH	ERL1 ∞ x 100 HH	ERL2 28 x 59 LH	TCN1 13 x 60 LH	TUT1 16 x 72 LH	TUT2 13 x 65 LH	TYI1 21 x 82 LH	UDN1 49 x 72 LH	
TVL1 33 x 85 LH	ARM1 9 x 67 LH	ASM1 29 x 91 LH	TVL1 42 x 91 LH	TVL2 32 x 100 LH	VLY1 16 x 21 LL			
VNR1 18 x 44 LA	APK1 18 x 56 LH	APK2 26 x 48 LA	SVK1 10 x 50 LA	VNR1 37 x 52 LH	VNR2 14 x 27 LL			

RegionSOUTH-03 MTD | LCE 10.00% | LCR 83.60% | LH

DGL1 6 x 92 LH	DGL1 2 x 100 LH		DGL2 4 x 100 LH		MDU1 8 x 96 LH		MDU5 12 x 100 LH		MPA1 4 x 100 LH		NTM1 5 x 67 LH		PNI1 14 x 70 LH	
KKD2 1 x 82 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 10 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 5 x 100 LH						ODM1 2 x 100 LH							
MDU2 19 x 88 LH	ADP1 0 x NaN LL	BNR1 10 x 78 LH	CBM1 5 x 83 LH	CMR1 23 x 85 LH	MDU2 11 x 84 LH	MDU3 2 x 100 LH	MDU4 8 x 57 LH	MDU6 175 x 92 HH	TEN1 3 x 100 LH	TEN2 3 x 67 LH				
SVG1 12 x 66 LH	BTU1 31 x 67 LH	KPT1 4 x 50 LA	KYK1 1 x 100 LH	MLR1 1 x 100 LH	NKI1 2 x 100 LH	PKM1 46 x 78 LH	SVG1 3 x 100 LH	TMM1 16 x 60 LH	USL1 17 x 36 LA					

RegionTIRUPATI-01 MTD | LCE 19.28% | LCR 80.68% | LH

ATP1 26 x 89 LH	ADI1 25 x 55 LH		ATP1 11 x 89 LH		DHN1 4 x 100 LH		GTL1 0 x NaN LL		KNL1 69 x 98 HH		KNL2 17 x 87 LH		NDL1 18 x 71 LH		TPI1 80 x 100 HH		
KDA1 4 x 58 LH	BVL1 3 x 100 LH		KDA1 7 x 100 LH		KOU1 0 x NaN LL		MPL1 2 x 0 LL		PDT1 1 x 100 LH		PIL1 0 x NaN LL		RCY1 0 x NaN LL		RJP1 15 x 36 LA		
TPY1 24 x 77 LH	CTO1 1 x 100 LH	KHT1 34 x 84 LH	KVL1 18 x 33 LA	NLR1 21 x 95 LH	NYP1 15 x 69 LH	PGR1 27 x 95 LH	PMR1 34 x 100 LH	PUT1 10 x 43 LA	SPE1 23 x 93 LH	TPY1 46 x 62 LH	TPY2 31 x 71 LH	VKI1 38 x 96 LH					

RegionTRICHY-01 MTD | LCE 12.83% | LCR 88.12% | LH

KUM1 7 x 87 LH	KIK1 10 x 89 LH	KUM1 9 x 95 LH	NCK1 25 x 71 LH	NGT1 6 x 100 LH	TTP1 5 x 67 LH	TVR1 6 x 100 LH	TVR2 1 x 100 LH	
PBR1 9 x 80 LH	AYR1 25 x 100 LH	JKM1 1 x 100 LH	MSI1 6 x 100 LH	MVM1 11 x 73 LH	PBR1 7 x 75 LH	PBR2 10 x 58 LH	TYR1 3 x 100 LH	
TNJ1 19 x 86 LH	APM1 27 x 67 LH	MDI1 41 x 97 LH	NMM1 18 x 87 LH	ORU1 6 x 40 LA	PTK1 6 x 88 LH	TNJ1 12 x 83 LH	TNJ2 22 x 87 LH	



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TRY1 17 x 95 LH	KRN1 11 x 78 LH	PDK1 84 x 99 HH	TRY1 6 x 100 LH	TRY2 35 x 87 LH	TRY3 3 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 22.93% | LCR 88.05% | LH

BVR1 34 x 95 LH	AMP1 25 x 91 LH	BVR1 81 x 97 HH	DPE1 0 x NaN LL	ELU1 48 x 95 LH	JGG1 23 x 91 LH	KND1 17 x 92 LH	NPR1 0 x NaN LL	PAP1 53 x 86 AH	PPM1 98 x 100 HH	RMV1 16 x 100 LH	TDD1 13 x 73 LH	TNI1 2 x 100 LH	TNK1 2 x 100 LH
GNT1 17 x 88 LH	BPP1 0 x NaN LL	CKT1 79 x 96 HH	CRL1 6 x 71 LH	GNT1 2 x 100 LH	GNT2 0 x NaN LL	KDR1 3 x 100 LH	NRT1 0 x NaN LL	OGL1 76 x 95 HH	PNR1 39 x 47 LA	PRL1 4 x 50 LA	RAL1 9 x 70 LH	VKN1 0 x NaN LL	
VJW1 15 x 70 LH	GDV1 0 x NaN LL	GVM1 19 x 57 LH	JPT1 25 x 17 LL	MTM1 15 x 46 LA	TEL1 19 x 69 LH	TVU1 44 x 100 LH	VJW1 7 x 100 LH	VJW2 0 x NaN LL	VJW3 9 x 77 LH	VJW4 34 x 95 LH	VJW5 17 x 64 LH	VUY1 4 x 100 LH	

Region WEST-01 MTD | LCE 24.80% | LCR 87.84% | LH

CBE1 22 x 93 LH	CBE1 18 x 93 LH	CBE2 9 x 97 LH	CBE3 2 x 100 LH	CBE4 17 x 94 LH	CBE5 8 x 100 LH	CBE6 85 x 99 HH	KMR1 32 x 79 LH	SNR1 14 x 100 LH	SUL1 30 x 100 LH	
PLI1 16 x 95 LH	DPM2 1 x 100 LH		KGM1 12 x 100 LH		PDM1 9 x 100 LH		PLI1 37 x 92 LH		UMP1 6 x 100 LH	
TPR1 33 x 86 LH	TPR1 28 x 58 LH			TPR2 14 x 100 LH			TPR3 66 x 100 HH			
TPR4 59 x 82 AH	ANR1 23 x 100 LH		AVI1 103 x 99 HH		GBM1 92 x 70 HH		PPI1 74 x 77 HH		SYM2 12 x 78 LH	TPR4 16 x 62 LH
UAM1 5 x 87 LH	CNR1 2 x 100 LH		GDR1 7 x 100 LH		KGI1 0 x NaN LL		KMD1 3 x 100 LH		MPM1 12 x 79 LH	UAM1 2 x 100 LH

Region WEST-02 MTD | LCE 14.66% | LCR 74.63% | LH

ERD1 27 x 78 LH	CMI1 17 x 83 LH	ERD1 27 x 79 LH	ERD2 18 x 93 LH	KMM1 15 x 67 LH	NKL2 18 x 81 LH	PDR1 26 x 80 LH	RSP1 13 x 60 LH	SGG1 46 x 40 LA	TCG1 5 x 100 LH	VKL1 122 x 89 HH						
HSR1 9 x 76 LH	HSR1 10 x 90 LH		HSR2 15 x 65 LH		KRI1 12 x 100 LH		KVP1 2 x 100 LH		PLC1 3 x 100 LH		PMP1 12 x 70 LH		SGI1 0 x NaN LL			
MTR1 9 x 82 LH	BMD1 3 x 100 LH		DPR1 6 x 100 LH		DPR2 17 x 50 LA		HRR1 27 x 100 LH		MCR1 8 x 88 LH		MTR1 2 x 100 LH		OML1 12 x 83 LH		TRM1 6 x 50 LA	
SLM1 11 x 64 LH	APN1 34 x 28 LL		ATU1 12 x 75 LH		EDP1 6 x 100 LH		EPI1 2 x 100 LH		SLM1 14 x 77 LH		SLM2 12 x 87 LH		SLM3 3 x 43 LA		VPD1 12 x 50 LA	