



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-Aug-2025 To Date : 09-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,532	1,596	334	45.18%	20.93%	LL
CHENNAI-02	3,239	1,536	393	47.42%	25.59%	LL
KL-SOUTH	201	89	21	44.28%	23.60%	LL
NORTH ARCOT	2,716	1,509	291	55.57%	19.28%	AL
SOUTH ARCOT	2,406	988	233	41.06%	23.58%	LL
SOUTH-01	5,059	2,282	506	45.11%	22.17%	LL
SOUTH-03	3,704	1,226	321	33.10%	26.18%	LL
TIRUPATI-01	1,480	1,552	763	104.86%	49.16%	HA
TRICHY-01	4,002	1,744	774	43.58%	44.38%	LA
VIJAYAWADA-01	1,459	2,133	1,342	146.17%	62.92%	HH
WEST-01	2,740	1,118	435	40.81%	38.91%	LA
WEST-02	3,294	1,947	650	59.11%	33.38%	AA
Total	33,831	17,720	6,063	52.38%	34.22%	AA

RegionCHENNAI-01 MTD LCE 45.18% LCR 20.93% LL								
CH03 46 x 23 LL	CGL1 75 x 36 HA	CH45 30 x 20 LL	GUD1 50 x 25 LL	GUD2 25 x 35 LA	MC10 45 x 18 LL	MRM1 60 x 17 HL	SKL1 13 x 0 LL	TKM1 70 x 18 HL
CH05 59 x 18 AL	AVD1 39 x 15 LL	CH05 42 x 20 LL	CH14 98 x 19 HL	CH26 6 x 33 LA	CH30 52 x 13 AL	CH35 76 x 19 HL	CH37 35 x 10 LL	
CH06 41 x 25 LL	CH08 78 x 14 HL	CH11 19 x 63 LH	CH16 31 x 49 LA	CH19 26 x 43 LA	CH29 20 x 11 LL	CH39 108 x 17 HL	CH40 24 x 31 LA	CH42 21 x 8 LL
CH08 34 x 16 LL	CH07 35 x 27 LL	CH22 63 x 8 HL	CH28 57 x 15 AL	CH38 20 x 25 LL	CH48 0 x NaN LL	KNR1 34 x 14 LL	MC02 0 x NaN LL	MC09 68 x 5 HL

RegionCHENNAI-02 MTD LCE 47.42% LCR 25.59% LL								
CH01 37 x 28 LL	CH03 6 x 65 LH	CH12 69 x 22 HL	CH23 27 x 21 LL	CH24 61 x 24 HL	CH41 75 x 30 HA	MC06 27 x 22 LL	MC08 0 x NaN LL	
CH04 59 x 27 AL	CH21 68 x 24 HL	CH34 60 x 19 AL	CH44 63 x 13 HL	GPD1 59 x 21 AL	MC05 90 x 8 HL	MJR1 39 x 35 LA	PON1 74 x 54 HH	UKI1 48 x 53 LH
CH07 52 x 24 AL	CH01 75 x 100 HH	CH15 70 x 17 HL	CH17 19 x 91 LH	CH18 60 x 23 AL	CH27 4 x 100 LH	CH32 19 x 100 LH	CH36 8 x 75 LH	CH43 58 x 21 AL
CH09 36 x 22 LL	CH06 47 x 11 LL	CH09 14 x 15 LL	CH20 70 x 18 HL	CH31 7 x 75 LH	CH33 4 x 100 LH	CH46 70 x 32 HA		

RegionKL-SOUTH MTD LCE 44.28% LCR 23.60% LL				
TVP1 44 x 24 LL	KOM1 NaN x NaN LL	PAS1 65 x 32 HA	PLD1 NaN x NaN LL	TVP1 36 x 17 LL

RegionNORTH ARCOT MTD LCE 55.57% LCR 19.28% AL									
NA01 79 x 18 HL	AKM1 82 x 8 HL	ANI1 55 x 18 AL	ARC2 11 x 38 LA	CYR1 41 x 19 LL	KPM1 89 x 16 HL	KPM2 88 x 32 HA	WJD1 86 x 12 HL	WJP1 130 x 10 HL	
NA02 42 x 21 LL	ABR1 23 x 23 LL	CGM1 23 x 30 LL	GDM1 33 x 16 LL	PLR1 45 x 38 LA	TRR1 13 x 17 LL	VEL1 63 x 41 HA	VEL2 81 x 8 HL	VNB1 62 x 10 HL	
NA03 48 x 20 LL	BGR1 65 x 21 HL	CPT1 59 x 3 AL	PTU1 55 x 54 AH	SBR1 23 x 32 LA	SLG1 51 x 15 AL	TRL1 16 x 44 LA	TRT1 86 x 8 HL	UGI1 99 x 23 HL	VSI1 35 x 22 LL

RegionSOUTH ARCOT MTD LCE 41.06% LCR 23.58% LL				
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SA01 56 x 23 AL	CUD1 74 x 16 HL		KLM1 64 x 14 HL		MKM1 50 x 7 AL		POY1 27 x 40 LA		POY2 57 x 46 AA	
SA02 26 x 20 LL	CDM1 39 x 24 LL	KKI2 75 x 20 HL	KML1 5 x 40 LA	NVL2 14 x 20 LL	PRT1 4 x 33 LA	STP1 7 x 20 LL	ULP1 8 x 15 LL	VCM1 14 x 8 LL		
SA03 45 x 27 LL	SJI1 30 x 18 LL	TDM1 45 x 12 LL	TRK1 83 x 45 HA	TVM1 32 x 21 LL	TVM2 36 x 4 LL	VPM1 59 x 3 AL	VPM2 10 x 29 LL			

SOUTH-01 MTD | LCE 45.11% | LCR 22.17% | LL

KVT1 42 x 11 LL	KVT1 31 x 10 LL	KYR1 14 x 6 LL	PKD1 64 x 14 HL	RND1 65 x 13 HL	SKD1 0 x NaN LL	SNL1 51 x 10 AL	STU2 52 x 8 AL	VKM1 83 x 10 HL
NGR1 16 x 21 LL	COL1 26 x 0 LL	KGL1 41 x 7 LL	KSM1 22 x 9 LL	MAR1 15 x 38 LA	MMT1 26 x 11 LL	NGR1 4 x 78 LH	TKY1 12 x 18 LL	
TKS1 35 x 21 LL	PDI1 24 x 14 LL	RPM1 7 x 17 LL	SDI1 58 x 35 AA	SGT1 101 x 7 HL	TKS1 58 x 19 AL	TKS2 20 x 29 LL		
TUT1 60 x 21 HL	ERL1 105 x 44 HA	TCN1 72 x 11 HL	TUT1 68 x 18 HL	TUT2 23 x 11 LL	TYI1 29 x 17 LL	UDN1 98 x 37 HA		
TVL1 35 x 38 LA	ARM1 55 x 41 AA	ASM1 30 x 46 LA	TVL1 34 x 42 LA	TVL2 26 x 25 LL	VLY1 38 x 22 LL			
VNR1 82 x 27 HL	APK1 56 x 21 AL	SVK1 81 x 20 HL	VNR1 95 x 20 HL	VNR2 93 x 35 HA				

SOUTH-03 MTD | LCE 33.10% | LCR 26.18% | LL

DGL1 13 x 48 LA	DGL1 2 x 100 LH		DGL2 1 x 100 LH		MDU1 5 x 100 LH		MDU5 24 x 46 LA		MPA1 0 x NaN LL		NTM1 63 x 41 HA		PNI1 75 x 29 HL							
KKD2 20 x 17 LL	ATG1 4 x 40 LA		DKI1 66 x 7 HL		KKD2 1 x 100 LH		MNM1 14 x 57 LH		PNV1 28 x 13 LL		PVI1 49 x 12 LL		SGP1 4 x 100 LH		TDI1 3 x 0 LL		TPT1 4 x 80 LH			
KRR1 9 x 100 LH	KRR1 15 x 100 LH								ODM1 1 x 100 LH											
MDU2 44 x 24 LL	ADP1 56 x 21 AL		BNR1 95 x 14 HL		CBM1 36 x 11 LL		CMR1 80 x 82 HH		MDU2 30 x 21 LL		MDU3 1 x 100 LH		MDU4 30 x 39 LA		MDU6 54 x 16 AL		TEN1 43 x 34 LA		TEN2 43 x 0 LL	
SVG1 66 x 23 HL	BTU1 132 x 34 HA		KPT1 20 x 13 LL		MLR1 5 x 33 LA		NKI1 67 x 11 HL		PKM1 60 x 39 AA		SVG1 43 x 12 LL		TMM1 82 x 10 HL		USL1 124 x 45 HA					

TIRUPATI-01 MTD | LCE 104.86% | LCR 49.16% | HA

ATP1 102 x 61 HH	ADI1 107 x 17 HL		ATP1 26 x 53 LH		DHN1 184 x 73 HH		GTL1 228 x 89 HH		KNL1 149 x 64 HH		KNL2 124 x 87 HH		NDL1 114 x 9 HL		TPI1 288 x 75 HH							
KDA1 69 x 44 HA	BVL1 36 x 12 LL		KDA1 71 x 50 HA		KOU1 49 x 18 LL		MPL1 35 x 60 LH		PDT1 105 x 63 HH		PIL1 72 x 63 HH		RCY1 94 x 35 HA		RJP1 107 x 38 HA							
TPY1 125 x 43 HA	CTO1 89 x 32 HA		KHT1 185 x 48 HA		NLR1 220 x 59 HH		NYP1 142 x 64 HH		PGR1 160 x 55 HH		PMR1 103 x 34 HA		PUT1 81 x 23 HL		SPE1 184 x 57 HH		TPY1 113 x 32 HA		TPY2 107 x 28 HL		VKI1 165 x 47 HA	

TRICHY-01 MTD | LCE 43.58% | LCR 44.38% | LA

KUM1 58 x 40 AA	JKM1 27 x 71 LH	KUM1 85 x 31 HA	MVM1 106 x 33 HA	NCK1 40 x 87 LH	TVR1 15 x 79 LH	TVR2 9 x 71 LH	
PTK1 35 x 27 LL	APM1 84 x 18 HL	MDI1 14 x 96 LH	NGT1 27 x 14 LL	NMM1 90 x 16 HL	PTK1 3 x 100 LH	TTP1 31 x 29 LL	
TNJ1 37 x 77 LH	AYR1 32 x 100 LH	KIK1 23 x 48 LA	KRN1 25 x 86 LH	ORU1 23 x 50 LA	PDK1 139 x 64 HH	TNJ1 23 x 97 LH	TNJ2 33 x 92 LH



Follow-Up Lead Capturing Effectiveness as on 8/9/2025 10:00:10 AM

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TRY1 42 x 34 LA	MSI1 13 x 93 LH	PBR1 7 x 40 LA	PBR2 72 x 23 HL	TRY1 34 x 41 LA	TRY2 92 x 25 HL	TRY3 36 x 82 LH	TYR1 39 x 11 LL	
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Region VIJAYAWADA-01 MTD | LCE 146.17% | LCR 62.92% | HH

BVR1 166 x 61 HH	AMP1 149 x 48 HA	BVR1 126 x 41 HA	DPE1 146 x 75 HH	ELU1 171 x 49 HA	JGG1 271 x 75 HH	KND1 128 x 88 HH	PAP1 173 x 66 HH	PPM1 184 x 59 HH	RMV1 253 x 82 HH	TDD1 130 x 55 HH	TNK1 153 x 49 HA	
GNT1 143 x 65 HH	BPP1 110 x 50 HA	CKT1 195 x 84 HH	CRL1 133 x 81 HH	GNT1 107 x 65 HH	GNT2 179 x 81 HH	KDR1 220 x 75 HH	NRT1 87 x 49 HA	OGL1 262 x 82 HH	PNR1 132 x 27 HL	PRL1 126 x 58 HH	RAL1 106 x 2 HL	VKN1 85 x 30 HL
VJW1 130 x 63 HH	GDV1 186 x 72 HH	GVM1 138 x 69 HH	JPT1 95 x 62 HH	MTM1 147 x 48 HA	TEL1 137 x 61 HH	TVU1 129 x 48 HA	VJW1 68 x 85 HH	VJW2 117 x 56 HH	VJW3 164 x 46 HA	VJW4 102 x 61 HH	VJW5 147 x 89 HH	VUY1 171 x 75 HH

Region WEST-01 MTD | LCE 40.81% | LCR 38.91% | LA

CBE1 27 x 62 LH	CBE1 76 x 52 HH	CBE2 7 x 96 LH	CBE3 6 x 100 LH	CBE4 23 x 84 LH	CBE6 41 x 80 LH	KMR1 23 x 82 LH	SNR1 27 x 39 LA	SUL1 65 x 14 HL	
PLI1 25 x 19 LL	DPM2 24 x 13 LL		KGM1 39 x 4 LL		PDM1 40 x 14 LL		PLI1 13 x 21 LL	UMP1 24 x 53 LH	
TPR1 57 x 37 AA	TPR1 96 x 10 HL			TPR2 5 x 50 LA			TPR3 88 x 81 HH		
TPR4 87 x 39 HA	ANR1 61 x 22 HL		AVI1 89 x 82 HH	GBM1 94 x 30 HA	PPI1 120 x 27 HL		SYM2 88 x 20 HL	TPR4 41 x 52 LH	
UAM1 36 x 13 LL	CNR1 10 x 33 LA		GDR1 20 x 8 LL	KG11 60 x 0 AL		KMD1 0 x NaN LL	MPM1 83 x 16 HL	UAM1 28 x 24 LL	

Region WEST-02 MTD | LCE 59.11% | LCR 33.38% | AA

ERD1 77 x 34 HA	CMI1 64 x 20 HL	ERD1 106 x 40 HA	ERD2 23 x 59 LH	KMM1 64 x 34 HA	NKL2 81 x 26 HL	PDR1 75 x 21 HL	RSP1 67 x 24 HL	SGG1 84 x 21 HL	TCG1 98 x 38 HA	VKL1 155 x 48 HA
HSR1 41 x 27 LL	HSR1 47 x 41 LA	HSR2 68 x 18 HL		KRI1 35 x 53 LH	KVP1 0 x NaN LL	PLC1 27 x 14 LL		PMP1 26 x 41 LA		SGI1 60 x 9 AL
MTR1 57 x 28 AL	BMD1 17 x 6 LL	DPR1 8 x 50 LA	DPR2 86 x 29 HL	HRR1 108 x 79 HH	MCR1 70 x 8 HL		MTR1 35 x 5 LL	OML1 73 x 11 HL		TRM1 53 x 10 AL
SLM1 59 x 40 AA	APN1 90 x 32 HA	ATU1 79 x 20 HL	EDP1 12 x 22 LL	EPI1 19 x 18 LL	SLM1 79 x 78 HH		SLM2 33 x 49 LA	SLM3 43 x 12 LL		VPD1 75 x 27 HL