Follow-Up Lead Capturing Effectiveness as on 10/9/2025 10:01:08 AM

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 : 09-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,607	394	264	10.92%	67.01%	LH
CHENNAI-02	3,235	461	321	14.25%	69.63%	LH
KL-SOUTH	271	16	10	5.91%	62.50%	LH
NORTH ARCOT	2,588	377	249	14.57%	66.05%	LH
SOUTH ARCOT	2,422	237	155	9.79%	65.40%	LH
SOUTH-01	5,391	1,128	861	20.92%	76.33%	LH
SOUTH-03	4,173	426	357	10.21%	83.80%	LH
TIRUPATI-01	2,817	559	445	19.85%	79.61%	LH
TRICHY-01	3,798	516	459	13.59%	88.95%	LH
VIJAYAWADA-01	3,356	788	695	23.48%	88.20%	LH
WEST-01	2,797	708	624	25.31%	88.14%	LH
WEST-02	3,493	516	381	14.77%	73.84%	LH
Total	37,947	6,126	4,821	16.14%	78.70%	LH

Region

CHENNAI-01 MTD | LCE 10.92% | LCR 67.01% | LH

CH03 8 x 61 LH	CGL1 11 x 89 LH	CH45 4 x 40 LA	GUD1 13 x 67 LH	GUD2 1 x 100 LH	MC10 2 x 0 LL	MRM1 19 x 48 LA	SKL1 3 x 100 LH	TKM1 7 x 67 LH
CH05 12 x 73 LH	AVD1 12 x 100 LH	CH05 18 x 64 LH	CH14 11 x 72 LH	CH26 10 x 100 LH	CH30 5 x 83 LH	CH35 7 x 57 LH	CH37 24 x 75 LH	
CH06 9 x 77 LH	CH08 15 x 61 LH	CH11 9 x 91 LH	CH16 4 x 70 LH	CH19 10 x 88 LH	CH29 6 x 100 LH	CH39 20 x 82 LH	CH40 2 x 100 LH	CH42 4 x 100 LH
CH08 15 x 56 LH	CH07 4 x 100 LH	CH22 17 x 17 LL	CH28 34 x 71 LH	CH38 8 x 0 LL	CH48 10 x 31 LA	KNR1 15 x 90 LH	MC02 0 x NaN LL	MC09 8 x 100 LH

Region

CHENNAI-02 MTD | LCE 14.25% | LCR 69.63% | LH

CH01 11 x 76 LH	CH03 5 x 83 LH	CH06 5 x 50 LA	CH12 22 x 67 LH	CH23 20 x 100 LH	CH24 16 x 81 LH	MC06 0 x NaN LL
CH04 16 x 61 LH	CH21 25 x 56 LH	CH34 15 x 63 LH	CH44 13 x 41 LA	GPD1 34 x 86 LH	MC05 3 x 100 LH	MJR1 14 x 50 LA	PON1 14 x 50 LA	UKI1 2 x 100 LH
CH07 18 x 68 LH	CH01 90 x 100 HH	CH15 26 x 56 LH	CH17 22 x 100 LH	CH18 13 x 83 LH	CH27 7 x 100 LH	CH32 28 x 100 LH	CH36 0 x NaN LL	CH43 9 x 44 LA
CH09 12 x 82 LH	CH09 4 x 100 LH	CH20 15 x 58 LH	CH31 3 x 100 LH	CH33 10 x 100 LH	CH41 23 x 81 LH	CH46 13 x 100 LH		

Region

KL-SOUTH MTD | LCE 5.91% | LCR 62.50% | LH

TVP1 6 x 62 LH	KLR1 0 x NaN LL	PAS1 10 x 29 LL	PNL1 NaN x NaN LL	TVP1 7 x 89 LH

Region

NORTH ARCOT MTD | LCE 14.57% | LCR 66.05% | LH

NA01 26 x 69 LH	AKM1 97 x 96 HH	ANI1 3 x 100 LH	ARC2 1 x 100 LH	CYR1 5 x 100 LH	KPM1 11 x 90 LH	KPM2 41 x 50 LA	WJD1 15 x 68 LH	WJP1 10 x 30 LL
NA02 9 x 49 LA	ABR1 9 x 67 LH	CGM1 0 x NaN LL	GDM1 18 x 32 LA	PLR1 5 x 100 LH	TRR1 6 x 70 LH	VEL1 16 x 56 LH	VEL2 14 x 37 LA	VNB1 3 x 50 LA
NA03 8 x 80 LH	BGR1 9 x 100 LH	CPT1 3 x 100 LH	PTU1 5 x 50 LA	SBR1 0 x NaN LL	SLG1 14 x 100 LH	TRL1 9 x 100 LH	TRT1 8 x 80 LH	UGI1 17 x 69 LH	VSI1 14 x 50 LA

Region

SOUTH ARCOT MTD | LCE 9.79% | LCR 65.40% | LH

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SA01 12 x 55 LH	CUD1 20 x 42 LA	KLM1 8 x 44 LA	MKM1 2 x 100 LH	POY1 10 x 72 LH	POY2 10 x 78 LH		
SA02 11 x 83 LH	CDM1 31 x 82 LH	KKI2 15 x 63 LH	KML1 1 x 100 LH	NVL2 7 x 82 LH	PRT1 12 x 100 LH	STP1 5 x 100 LH	ULP1 1 x 100 LH	VCM1 15 x 100 LH
SA03 6 x 57 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 9 x 56 LH	TRK1 17 x 38 LA	TVM1 5 x 100 LH	TVM2 0 x NaN LL	VPM1 22 x 100 LH	VPM2 1 x 100 LH

Region

SOUTH-01 MTD | LCE 20.92% | LCR 76.33% | LH

KVT1 19 x 81 LH	KVT1 9 x 70 LH	KYR1 5 x 60 LH	PKD1 58 x 96 AH	RND1 31 x 82 LH	SKD1 8 x 43 LA	SNL1 11 x 58 LH	STU2 21 x 92 LH	VKM1 11 x 78 LH
NGR1 12 x 71 LH	COL1 6 x 50 LA	KGL1 16 x 91 LH	KSM1 9 x 75 LH	MAR1 18 x 92 LH	MMT1 7 x 50 LA	NGR1 15 x 65 LH	TKY1 4 x 29 LL	
TKS1 25 x 86 LH	PDI1 9 x 75 LH	RPM1 17 x 88 LH	SDI1 18 x 56 LH	SGT1 11 x 57 LH	TKS1 16 x 71 LH	TKS2 55 x 95 AH		
TUT1 21 x 73 LH	ERL1 ∞ x 100 HH	ERL2 29 x 62 LH	TCN1 14 x 61 LH	TUT1 17 x 76 LH	TUT2 15 x 72 LH	TYI1 22 x 81 LH	UDN1 50 x 76 AH	
TVL1 32 x 85 LH	ARM1 11 x 75 LH	ASM1 27 x 91 LH	TVL1 41 x 90 LH	TVL2 37 x 100 LH	VLY1 15 x 21 LL			
VNR1 19 x 48 LA	APK1 18 x 61 LH	APK2 25 x 50 LA	SVK1 10 x 53 LH	VNR1 37 x 47 LA	VNR2 15 x 40 LA			

Region

SOUTH-03 MTD | LCE 10.21% | LCR 83.80% | LH

DGL1 6 x 92 LH	DGL1 3 x 100 LH	DGL2 5 x 100 LH	MDU1 7 x 96 LH	MDU5 11 x 100 LH	MPA1 4 x 100 LH	NTM1 8 x 67 LH	PNI1 13 x 70 LH	
KKD2 1 x 83 LH	ATG1 1 x 100 LH	DKI1 2 x 100 LH	KKD2 9 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 5 x 80 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 1 x 0 LL
KRR1 5 x 100 LH	KRR1 7 x 100 LH	ODM1 2 x 100 LH						
MDU2 20 x 87 LH	ADP1 0 x NaN LL	BNR1 11 x 82 LH	CBM1 5 x 50 LA	CMR1 20 x 85 LH	MDU2 10 x 85 LH	MDU3 2 x 100 LH	MDU4 9 x 56 LH	MDU6 172 x 91 HH	TEN1 6 x 100 LH	TEN2 3 x 67 LH
SVG1 13 x 70 LH	BTU1 31 x 71 LH	KPT1 5 x 67 LH	KYK1 1 x 100 LH	MLR1 1 x 100 LH	NKI1 2 x 100 LH	PKM1 47 x 80 LH	SVG1 3 x 100 LH	TMM1 18 x 66 LH	USL1 20 x 50 LA

Region

TIRUPATI-01 MTD | LCE 19.85% | LCR 79.61% | LH

ATP1 26 x 89 LH	ADI1 25 x 52 LH	ATP1 10 x 89 LH	DHN1 6 x 100 LH	GTL1 0 x NaN LL	KNL1 66 x 98 HH	KNL2 15 x 87 LH	NDL1 17 x 72 LH	TPI1 82 x 98 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 14 x 36 LA
TPY1 26 x 76 LH	CTO1 1 x 100 LH	KHT1 34 x 85 LH	KVL1 16 x 33 LA	NLR1 20 x 80 LH	NYP1 16 x 67 LH	PGR1 26 x 90 LH	PMR1 36 x 100 LH	PUT1 12 x 56 LH	SPE1 24 x 87 LH	TPY1 48 x 59 LH	TPY2 34 x 71 LH	VKI1 43 x 97 LH

Region

TRICHY-01 MTD | LCE 13.59% | LCR 88.95% | LH

KUM1 7 x 87 LH	KIK1 13 x 92 LH	KUM1 9 x 95 LH	NCK1 27 x 76 LH	NGT1 6 x 88 LH	TTP1 5 x 67 LH	TVR1 6 x 100 LH	TVR2 1 x 100 LH
PBR1 9 x 83 LH	AYR1 26 x 100 LH	JKM1 1 x 100 LH	MSI1 5 x 100 LH	MVM1 13 x 78 LH	PBR1 6 x 75 LH	PBR2 11 x 64 LH	TYR1 4 x 100 LH
TNJ1 20 x 87 LH	APM1 27 x 62 LH	MDI1 44 x 96 LH	NMM1 22 x 90 LH	ORU1 8 x 62 LH	PTK1 5 x 88 LH	TNJ1 13 x 85 LH	TNJ2 25 x 88 LH

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TRY1 18 x 96 LH	KRN1 13 x 82 LH	PDK1 93 x 99 HH	TRY1 6 x 100 LH	TRY2 34 x 88 LH	TRY3 2 x 100 LH

Region VIJAYAWADA-01 MTD | LCE 23.48% | LCR 88.20% | LH

BVR1 34 x 95 LH	AMP1 25 x 91 LH	BVR1 81 x 97 HH	DPE1 0 x NaN LL	ELU1 48 x 96 LH	JGG1 22 x 91 LH	KND1 25 x 95 LH	NPR1 0 x NaN LL	PAP1 55 x 87 AH	PPM1 103 x 98 HH	RMV1 16 x 100 LH	TDD1 14 x 75 LH	TNI1 2 x 100 LH	TNK1 2 x 100 LH
GNT1 19 x 89 LH	BPP1 0 x NaN LL	CKT1 82 x 97 HH	CRL1 12 x 87 LH	GNT1 2 x 100 LH	GNT2 0 x NaN LL	KDR1 3 x 100 LH	NRT1 1 x 100 LH	OGL1 81 x 95 HH	PNR1 38 x 44 LA	PRL1 4 x 50 LA	RAL1 9 x 70 LH	VKN1 0 x NaN LL	
VJW1 15 x 69 LH	GDV1 0 x NaN LL	GVM1 20 x 60 LH	JPT1 24 x 17 LL	MTM1 15 x 43 LA	TEL1 18 x 69 LH	TVU1 44 x 100 LH	VJW1 6 x 100 LH	VJW2 0 x NaN LL	VJW3 10 x 79 LH	VJW4 35 x 82 LH	VJW5 17 x 67 LH	VUY1 4 x 100 LH	

Region WEST-01 MTD | LCE 25.31% | LCR 88.14% | LH

CBE1 21 x 93 LH	CBE1 20 x 94 LH	CBE2 8 x 97 LH	CBE3 4 x 100 LH	CBE4 16 x 94 LH	CBE5 8 x 100 LH	CBE6 78 x 99 HH	KMR1 30 x 78 LH	SNR1 14 x 100 LH	SUL1 29 x 100 LH
PLI1 16 x 93 LH	DPM2 3 x 100 LH	KGM1 15 x 100 LH	PDM1 8 x 80 LH	PLI1 33 x 92 LH	UMP1 6 x 100 LH				
TPR1 32 x 86 LH	TPR1 25 x 55 LH	TPR2 15 x 100 LH	TPR3 66 x 100 HH						
TPR4 66 x 84 HH	ANR1 21 x 86 LH	AVI1 110 x 99 HH	GBM1 104 x 74 HH	PPI1 90 x 83 HH	SYM2 11 x 67 LH	TPR4 14 x 62 LH			
UAM1 6 x 87 LH	CNR1 15 x 100 LH	GDR1 6 x 100 LH	KGI1 0 x NaN LL	KMD1 3 x 100 LH	MPM1 11 x 71 LH	UAM1 1 x 100 LH			

Region WEST-02 MTD | LCE 14.77% | LCR 73.84% | LH

ERD1 26 x 78 LH	CMI1 15 x 83 LH	ERD1 26 x 79 LH	ERD2 17 x 93 LH	KMM1 14 x 67 LH	NKL2 18 x 79 LH	PDR1 25 x 80 LH	RSP1 13 x 64 LH	SGG1 44 x 39 LA	TCG1 5 x 100 LH	VKL1 121 x 90 HH
HSR1 9 x 65 LH	HSR1 11 x 91 LH	HSR2 16 x 63 LH	KRI1 13 x 100 LH	KVP1 1 x 100 LH	PLC1 3 x 50 LA	PMP1 9 x 20 LL	SGI1 0 x NaN LL			
MTR1 10 x 83 LH	BMD1 4 x 100 LH	DPR1 7 x 100 LH	DPR2 18 x 56 LH	HRR1 26 x 100 LH	MCR1 8 x 88 LH	MTR1 2 x 100 LH	OML1 13 x 86 LH	TRM1 6 x 50 LA		
SLM1 12 x 65 LH	APN1 39 x 42 LA	ATU1 12 x 71 LH	EDP1 7 x 100 LH	EPI1 2 x 100 LH	SLM1 16 x 74 LH	SLM2 13 x 82 LH	SLM3 3 x 43 LA	VPD1 12 x 53 LH		