



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 : 11-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,490	874	839	25.04%	96.00%	LH
CHENNAI-02	2,940	1,044	1,001	35.51%	95.88%	LH
KL-SOUTH	801	80	72	9.99%	90.00%	LH
NORTH ARCOT	2,556	847	799	33.14%	94.33%	LH
SOUTH ARCOT	2,203	617	590	28.01%	95.62%	LH
SOUTH-01	5,593	2,008	1,930	35.90%	96.12%	LH
SOUTH-03	3,726	601	567	16.13%	94.34%	LH
TIRUPATI-01	1,518	1,102	1,072	72.62%	97.28%	HH
TRICHY-01	3,409	1,048	1,018	30.74%	97.14%	LH
VIJAYAWADA-01	1,386	1,166	1,123	84.11%	96.31%	HH
WEST-01	2,569	772	747	30.05%	96.76%	LH
WEST-02	2,971	989	952	33.29%	96.26%	LH
Total	33,162	11,148	10,710	33.62%	96.07%	LH

RegionCHENNAI-01 MTD LCE 25.04% LCR 96.00% LH								
CH03 18 x 92 LH	CGL1 37 x 94 LH	CH45 3 x 100 LH	GUD1 35 x 98 LH	GUD2 0 x NaN LL	MC10 24 x 91 LH	MRM1 22 x 83 LH	SKL1 3 x 100 LH	TKM1 29 x 89 LH
CH05 35 x 96 LH	AVD1 11 x 100 LH	CH05 14 x 100 LH	CH14 66 x 94 HH	CH26 37 x 96 LH	CH30 28 x 100 LH	CH35 50 x 100 LH	CH37 16 x 100 LH	
CH06 29 x 96 LH	CH08 61 x 95 HH	CH11 9 x 100 LH	CH16 7 x 100 LH	CH19 18 x 97 LH	CH29 11 x 100 LH	CH39 77 x 98 HH	CH40 5 x 100 LH	CH42 18 x 90 LH
CH08 15 x 99 LH	CH07 7 x 100 LH	CH22 41 x 100 LH	CH28 16 x 96 LH	CH38 9 x 100 LH	CH48 0 x NaN LL	KNR1 27 x 100 LH	MC02 0 x NaN LL	MC09 60 x 100 AH

RegionCHENNAI-02 MTD LCE 35.51% LCR 95.88% LH								
CH01 23 x 95 LH	CH03 5 x 93 LH	CH06 27 x 92 LH	CH12 47 x 96 LH	CH23 26 x 100 LH	CH24 36 x 91 LH	MC06 5 x 100 LH	MC08 0 x NaN LL	
CH04 44 x 96 LH	CH21 61 x 95 HH	CH34 48 x 91 LH	CH44 52 x 96 AH	GPD1 38 x 100 LH	MC05 36 x 93 LH	MJR1 37 x 96 LH	PON1 56 x 100 AH	UKI1 20 x 100 LH
CH07 39 x 96 LH	CH01 60 x 100 AH	CH15 71 x 95 HH	CH17 15 x 100 LH	CH18 32 x 95 LH	CH27 17 x 100 LH	CH32 20 x 100 LH	CH36 14 x 100 LH	CH43 32 x 100 LH
CH09 32 x 97 LH	CH09 14 x 100 LH	CH20 63 x 96 HH	CH31 16 x 89 LH	CH33 7 x 100 LH	CH41 39 x 98 LH	CH46 47 x 96 LH		

RegionKL-SOUTH MTD LCE 9.99% LCR 90.00% LH			
TVP1 10 x 90 LH	KLR1 0 x NaN LL	PAS1 35 x 89 LH	TVP1 1 x 100 LH

RegionNORTH ARCOT MTD LCE 33.14% LCR 94.33% LH									
NA01 45 x 92 LH	AKM1 76 x 97 HH	ANI1 47 x 97 LH	ARC2 10 x 100 LH	CYR1 26 x 100 LH	KPM1 45 x 92 LH	KPM2 43 x 78 LH	WJD1 44 x 97 LH	WJP1 74 x 99 HH	
NA02 24 x 96 LH	ABR1 6 x 100 LH	CGM1 8 x 100 LH	GDM1 15 x 67 LH	PLR1 14 x 100 LH	TRR1 12 x 100 LH	VEL1 33 x 100 LH	VEL2 59 x 96 AH	VNB1 17 x 100 LH	
NA03 29 x 97 LH	BGR1 42 x 97 LH	CPT1 37 x 100 LH	PTU1 28 x 92 LH	SBR1 8 x 100 LH	SLG1 28 x 100 LH	TRL1 12 x 100 LH	TRT1 86 x 93 HH	UGI1 58 x 97 AH	VSI1 21 x 100 LH

RegionSOUTH ARCOT MTD LCE 28.01% LCR 95.62% LH			
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SA01 50 x 95 AH	CUD1 58 x 88 AH		KLM1 34 x 98 LH		MKM1 25 x 100 LH		POY1 91 x 99 HH		POY2 18 x 100 LH			
SA02 15 x 97 LH	CDM1 9 x 93 LH	KKI2 50 x 97 AH	KML1 2 x 100 LH	NVL2 9 x 100 LH	PRT1 10 x 100 LH	STP1 4 x 100 LH	ULP1 17 x 100 LH	VCM1 3 x 50 LA				
SA03 21 x 96 LH	SJI1 5 x 100 LH		TDM1 35 x 94 LH		TRK1 41 x 97 LH		TVM1 23 x 100 LH		TVM2 3 x 100 LH		VPM1 37 x 95 LH	VPM2 7 x 100 LH

SOUTH-01 MTD | LCE 35.90% | LCR 96.12% | LH

KVT1 37 x 96 LH	KVT1 33 x 99 LH	KYR1 24 x 100 LH	PKD1 54 x 95 AH	RND1 35 x 99 LH	SKD1 22 x 84 LH	SNL1 47 x 92 LH	STU2 49 x 100 LH	VKM1 48 x 93 LH
NGR1 17 x 98 LH	COL1 36 x 94 LH	KGL1 46 x 100 LH	KSM1 2 x 100 LH	MAR1 16 x 97 LH	MMT1 53 x 98 AH	NGR1 9 x 100 LH	TKY1 5 x 100 LH	
TKS1 27 x 99 LH	PDI1 31 x 100 LH	RPM1 3 x 90 LH	SDI1 10 x 100 LH	SGT1 39 x 100 LH	TKS1 49 x 99 LH	TKS2 52 x 98 AH		
TUT1 53 x 94 AH	ERL1 ∞ x 100 HH	ERL2 52 x 96 AH	TCN1 40 x 95 LH	TUT1 45 x 98 LH	TUT2 52 x 95 AH	TYI1 60 x 96 AH	UDN1 119 x 82 HH	
TVL1 34 x 96 LH	ARM1 51 x 97 AH	ASM1 39 x 94 LH	TVL1 28 x 99 LH	TVL2 59 x 100 AH	VLY1 31 x 91 LH			
VNR1 47 x 97 LH	APK1 40 x 97 LH	APK2 24 x 100 LH	SVK1 39 x 96 LH	VNR1 92 x 96 HH	VNR2 46 x 97 LH			

SOUTH-03 MTD | LCE 16.13% | LCR 94.34% | LH

DGL1 8 x 95 LH	DGL1 2 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 100 LH		MDU5 7 x 86 LH		MPA1 6 x 100 LH		NTM1 6 x 100 LH		PNI1 61 x 91 HH							
KKD2 14 x 98 LH	ATG1 7 x 100 LH		DKI1 24 x 95 LH		KKD2 13 x 100 LH		MNM1 2 x 100 LH		PNV1 11 x 100 LH		PVI1 31 x 97 LH		SGP1 2 x 100 LH		TDI1 5 x 100 LH		TPT1 2 x 100 LH			
KRR1 6 x 100 LH	KRR1 12 x 100 LH								ODM1 1 x 100 LH											
MDU2 19 x 92 LH	ADP1 12 x 92 LH		BNR1 48 x 97 LH		CBM1 15 x 100 LH		CMR1 46 x 92 LH		MDU2 7 x 100 LH		MDU3 1 x 100 LH		MDU4 20 x 71 LH		MDU6 36 x 88 LH		TEN1 11 x 100 LH		TEN2 6 x 80 LH	
SVG1 28 x 95 LH	BTU1 33 x 83 LH		KPT1 5 x 100 LH		KYK1 3 x 100 LH		MLR1 4 x 100 LH		NKI1 25 x 100 LH		PKM1 84 x 89 HH		SVG1 9 x 100 LH		TMM1 64 x 96 HH		USL1 33 x 100 LH			

TIRUPATI-01 MTD | LCE 72.62% | LCR 97.28% | HH

ATP1 124 x 98 HH	ADI1 60 x 96 HH	ATP1 67 x 94 HH	DHN1 137 x 99 HH	GTL1 327 x 100 HH	KNL1 135 x 100 HH	KNL2 105 x 100 HH	NDL1 45 x 91 LH	TPI1 234 x 98 HH				
KDA1 30 x 96 LH	BVL1 10 x 100 LH	KDA1 19 x 86 LH	KOU1 29 x 93 LH	MPL1 49 x 100 LH	PDT1 29 x 100 LH	PIL1 21 x 100 LH	RCY1 13 x 100 LH	RJP1 50 x 94 AH				
TPY1 67 x 97 HH	CTO1 36 x 97 LH	KHT1 85 x 100 HH	KVL1 0 x NaN LL	NLR1 60 x 97 HH	NYP1 137 x 97 HH	PGR1 76 x 97 HH	PMR1 100 x 100 HH	PUT1 42 x 100 LH	SPE1 78 x 95 HH	TPY1 82 x 92 HH	TPY2 34 x 95 LH	VKI1 145 x 94 HH

TRICHY-01 MTD | LCE 30.74% | LCR 97.14% | LH

KUM1 34 x 98 LH	JKM1 9 x 90 LH	KUM1 69 x 98 HH	MVM1 53 x 99 AH	NCK1 38 x 100 LH	TVR1 12 x 100 LH	TVR2 0 x NaN LL	
PTK1 25 x 97 LH	APM1 49 x 97 LH	MDI1 14 x 96 LH	NGT1 23 x 97 LH	NMM1 77 x 97 HH	PTK1 6 x 100 LH	TTP1 6 x 100 LH	
TNJ1 51 x 96 AH	AYR1 26 x 91 LH	KIK1 18 x 91 LH	KRN1 69 x 93 HH	ORU1 48 x 94 LH	PDK1 115 x 96 HH	TNJ1 42 x 100 LH	TNJ2 57 x 98 AH



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TRY1 16 x 98 LH	MSI1 3 x 100 LH	PBR1 18 x 100 LH	PBR2 26 x 96 LH	TRY1 18 x 99 LH	TRY2 40 x 100 LH	TRY3 6 x 100 LH	TYR1 3 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 84.11% | LCR 96.31% | HH

BVR1 101 x 99 HH	AMP1 58 x 100 AH	BVR1 93 x 94 HH	DPE1 129 x 100 HH	ELU1 138 x 98 HH	JGG1 97 x 100 HH	KND1 149 x 100 HH	PAP1 105 x 100 HH	PPM1 221 x 100 HH	RMV1 235 x 100 HH	TDD1 54 x 95 AH	TNI1 0 x NaN LL	TNK1 37 x 100 LH	
GNT1 74 x 94 HH	BPP1 35 x 70 LH	CKT1 136 x 93 HH	CRL1 101 x 98 HH	GNT1 25 x 100 LH	GNT2 78 x 100 HH	KDR1 58 x 96 AH	NRT1 11 x 100 LH	OGL1 259 x 98 HH	PNR1 54 x 59 AH	PRL1 10 x 100 LH	RAL1 42 x 100 LH	VKN1 5 x 50 LA	
VJW1 79 x 95 HH	GDV1 69 x 100 HH	GVM1 98 x 90 HH	JPT1 99 x 89 HH	MTM1 43 x 100 LH	TEL1 65 x 94 HH	TVU1 91 x 100 HH	VJW1 79 x 100 HH	VJW2 19 x 100 LH	VJW3 107 x 100 HH	VJW4 53 x 80 AH	VJW5 102 x 100 HH	VUY1 119 x 94 HH	

Region WEST-01 MTD | LCE 30.05% | LCR 96.76% | LH

CBE1 23 x 98 LH	CBE1 67 x 98 HH	CBE2 8 x 100 LH	CBE3 17 x 100 LH	CBE4 3 x 100 LH	CBE5 0 x NaN LL	CBE6 46 x 98 LH	KMR1 36 x 98 LH	SNR1 16 x 100 LH	SUL1 32 x 100 LH	
PLI1 21 x 97 LH	DPM2 13 x 100 LH	KGM1 24 x 93 LH	PDM1 32 x 93 LH	PLI1 24 x 100 LH	UMP1 17 x 100 LH					
TPR1 53 x 97 AH	TPR1 61 x 97 HH	TPR2 1 x 100 LH	TPR3 95 x 98 HH							
TPR4 62 x 95 HH	ANR1 3 x 100 LH	AVI1 60 x 100 AH	GBM1 90 x 93 HH	PPI1 64 x 90 HH	SYM2 29 x 100 LH	TPR4 107 x 98 HH				
UAM1 11 x 94 LH	CNR1 3 x 100 LH	GDR1 6 x 100 LH	KGI1 3 x 100 LH	KMD1 0 x NaN LL	MPM1 50 x 97 LH	UAM1 6 x 71 LH				

Region WEST-02 MTD | LCE 33.29% | LCR 96.26% | LH

ERD1 44 x 96 LH	CMI1 50 x 86 LH	ERD1 62 x 97 HH	ERD2 14 x 100 LH	KMM1 18 x 100 LH	NKL2 38 x 95 LH	PDR1 58 x 96 AH	RSP1 51 x 100 AH	SGG1 68 x 100 HH	TCG1 39 x 95 LH	VKL1 68 x 94 HH
HSR1 19 x 95 LH	HSR1 24 x 96 LH	HSR2 39 x 91 LH	KRI1 22 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 12 x 100 LH	SGI1 14 x 100 LH			
MTR1 24 x 98 LH	BMD1 5 x 100 LH	DPR1 12 x 100 LH	DPR2 68 x 100 HH	HRR1 50 x 100 AH	MCR1 16 x 94 LH	MTR1 1 x 100 LH	OML1 22 x 93 LH	TRM1 27 x 100 LH		
SLM1 42 x 96 LH	APN1 99 x 91 HH	ATU1 56 x 97 AH	EDP1 2 x 100 LH	EPI1 4 x 100 LH	SLM1 60 x 99 HH	SLM2 44 x 100 LH	SLM3 6 x 75 LH	VPD1 31 x 95 LH		