



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-Nov-2025 To Date : 11-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,139	406	237	9.81%	58.37%	LH
CHENNAI-02	3,766	549	346	14.58%	63.02%	LH
KL-SOUTH	389	20	12	5.14%	60.00%	LH
NORTH ARCOT	2,983	341	187	11.43%	54.84%	LH
SOUTH ARCOT	2,782	215	92	7.73%	42.79%	LA
SOUTH-01	5,659	781	547	13.80%	70.04%	LH
SOUTH-03	4,161	313	199	7.52%	63.58%	LH
TIRUPATI-01	1,761	607	517	34.47%	85.17%	LH
TRICHY-01	4,086	318	222	7.78%	69.81%	LH
VIJAYAWADA-01	1,777	886	789	49.86%	89.05%	LH
WEST-01	3,074	431	325	14.02%	75.41%	LH
WEST-02	3,499	454	322	12.97%	70.93%	LH
Total	38,077	5,321	3,795	13.97%	71.32%	LH

RegionCHENNAI-01 MTD LCE 9.81% LCR 58.37% LH								
CH03 10 x 60 LH	CGL1 24 x 67 LH	CH45 3 x 50 LA	GUD1 14 x 63 LH	GUD2 3 x 67 LH	MC10 7 x 33 LA	MRM1 8 x 50 LA	SKL1 1 x 100 LH	TKM1 28 x 57 LH
CH05 11 x 47 LA	AVD1 8 x 42 LA	CH05 6 x 47 LA	CH14 9 x 45 LA	CH26 6 x 100 LH	CH30 16 x 68 LH	CH35 17 x 42 LA	CH37 20 x 26 LL	
CH06 10 x 73 LH	CH08 18 x 52 LH	CH11 5 x 100 LH	CH16 7 x 90 LH	CH19 13 x 96 LH	CH29 2 x 100 LH	CH39 14 x 53 LH	CH40 0 x NaN LL	CH42 6 x 93 LH
CH08 8 x 47 LA	CH07 5 x 100 LH	CH22 16 x 48 LA	CH28 7 x 31 LA	CH38 7 x 50 LA	CH48 11 x 32 LA	KNR1 4 x 50 LA	MC02 0 x NaN LL	MC09 0 x NaN LL

RegionCHENNAI-02 MTD LCE 14.58% LCR 63.02% LH								
CH01 13 x 79 LH	CH03 13 x 71 LH	CH06 3 x 100 LH	CH12 22 x 76 LH	CH23 12 x 90 LH	CH24 10 x 94 LH	MC06 2 x 100 LH		
CH04 18 x 54 LH	CH21 33 x 44 LA	CH34 20 x 49 LA	CH44 22 x 69 LH	GPD1 24 x 69 LH	MC05 2 x 100 LH	MJR1 10 x 33 LA	PON1 18 x 76 LH	UKI1 1 x 100 LH
CH07 16 x 56 LH	CH01 174 x 100 HH	CH15 26 x 39 LA	CH17 4 x 100 LH	CH18 19 x 62 LH	CH27 6 x 100 LH	CH32 7 x 100 LH	CH36 3 x 100 LH	CH43 12 x 67 LH
CH09 11 x 75 LH	CH09 8 x 80 LH	CH20 15 x 76 LH	CH31 8 x 100 LH	CH33 4 x 88 LH	CH41 18 x 58 LH	CH46 9 x 88 LH		

RegionKL-SOUTH MTD LCE 5.14% LCR 60.00% LH			
TVP1 5 x 60 LH	KLR1 0 x NaN LL	PAS1 14 x 64 LH	TVP1 5 x 56 LH

RegionNORTH ARCOT MTD LCE 11.43% LCR 54.84% LH									
NA01 16 x 39 LA	AKM1 12 x 39 LA	ANI1 6 x 50 LA	ARC2 2 x 100 LH	CYR1 7 x 100 LH	KPM1 12 x 33 LA	KPM2 37 x 29 LL	WJD1 10 x 71 LH	WJP1 6 x 43 LA	
NA02 12 x 74 LH	ABR1 3 x 100 LH	CGM1 1 x 100 LH	GDM1 5 x 100 LH	PLR1 3 x 100 LH	TRR1 2 x 100 LH	VEL1 29 x 56 LH	VEL2 36 x 77 LH	VNB1 1 x 100 LH	
NA03 5 x 77 LH	BGR1 12 x 88 LH	CPT1 0 x NaN LL	PTU1 2 x 0 LL	SBR1 1 x 100 LH	SLG1 10 x 100 LH	TRL1 1 x 100 LH	TRT1 4 x 67 LH	UGI1 8 x 67 LH	VSI1 14 x 67 LH

RegionSOUTH ARCOT MTD LCE 7.73% LCR 42.79% LA			
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SA01 15 x 33 LA	CUD1 33 x 25 LL		KLM1 10 x 60 LH		MKM1 4 x 67 LH		POY1 3 x 100 LH		POY2 3 x 0 LL	
SA02 5 x 61 LH	CDM1 2 x 100 LH	KKI2 19 x 56 LH	KML1 0 x NaN LL	NVL2 4 x 67 LH	PRT1 4 x 60 LH	STP1 0 x NaN LL	ULP1 1 x 50 LA	VCM1 1 x 100 LH		
SA03 4 x 58 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 11 x 29 LL	TRK1 8 x 79 LH	TVM1 2 x 100 LH	TVM2 0 x NaN LL	VPM1 4 x 100 LH	VPM2 0 x NaN LL		

RegionSOUTH-01 MTD | LCE 13.80% | LCR 70.04% | LH

KVT1 12 x 59 LH	KVT1 5 x 78 LH	KYR1 2 x 100 LH	PKD1 16 x 64 LH	RND1 21 x 54 LH	RND2 NaN x NaN LL	SKD1 30 x 52 LH	SNL1 9 x 70 LH	STU2 13 x 67 LH	VKM1 17 x 36 LA
NGR1 14 x 72 LH	COL1 14 x 100 LH	KGL1 21 x 64 LH	KSM1 18 x 88 LH	MAR1 17 x 81 LH	MMT1 7 x 29 LL	NGR1 16 x 69 LH	TKY1 4 x 100 LH		
TKS1 11 x 76 LH	PDI1 3 x 33 LA	RPM1 8 x 46 LA	SDI1 2 x 33 LA	SGT1 14 x 60 LH	TKS1 7 x 83 LH	TKS2 25 x 90 LH			
TUT1 18 x 69 LH	ERL1 NaN x NaN LL	ERL2 14 x 89 LH	TCN1 12 x 72 LH	TUT1 17 x 70 LH	TUT2 16 x 58 LH	TYI1 19 x 68 LH	UDN1 43 x 68 LH		
TVL1 14 x 87 LH	ARM1 9 x 100 LH	ASM1 21 x 76 LH	TVL1 15 x 90 LH	TVL2 20 x 75 LH	VLY1 9 x 83 LH				
VNR1 13 x 60 LH	APK1 13 x 36 LA	APK2 35 x 79 LH	SVK1 8 x 57 LH	VNR1 14 x 50 LA	VNR2 6 x 47 LA				

RegionSOUTH-03 MTD | LCE 7.52% | LCR 63.58% | LH

DGL1 5 x 81 LH	DGL1 1 x 100 LH		DGL2 0 x NaN LL		MDU1 5 x 100 LH		MDU5 16 x 82 LH		MPA1 4 x 100 LH		NTM1 0 x NaN LL		PNI1 17 x 42 LA							
KKD2 6 x 88 LH	ATG1 2 x 100 LH		DKI1 4 x 80 LH		KKD2 ∞ x 100 HH		KKD3 4 x 67 LH		MNM1 3 x 100 LH		PNV1 NaN x NaN LL		PVI1 12 x 100 LH		SGP1 0 x NaN LL		TDI1 3 x 100 LH		TPT1 13 x 88 LH	
KRR1 3 x 100 LH	KRR1 5 x 100 LH										ODM1 1 x 100 LH									
MDU2 8 x 71 LH	ADP1 24 x 67 LH		BNR1 6 x 100 LH		CBM1 6 x 50 LA		CMR1 14 x 100 LH		MDU2 6 x 92 LH		MDU3 0 x NaN LL		MDU4 7 x 57 LH		MDU6 11 x 59 LH		TEN1 2 x 100 LH		TEN2 3 x 67 LH	
SVG1 12 x 34 LA	BTU1 8 x 50 LA		KPT1 1 x 0 LL		KYK1 1 x 100 LH		MLR1 3 x 100 LH		NKI1 9 x 43 LA		PKM1 30 x 30 LL		SVG1 5 x 80 LH		TMM1 25 x 32 LA		USL1 10 x 0 LL			

RegionTIRUPATI-01 MTD | LCE 34.47% | LCR 85.17% | LH

ATP1 64 x 91 HH	ADI1 28 x 75 LH	ATP1 21 x 88 LH	DHN1 95 x 98 HH	GTL1 229 x 98 HH	KAR1 NaN x NaN LL	KNL1 39 x 95 LH	KNL2 59 x 98 AH	NDL1 36 x 46 LA	TPI1 158 x 96 HH			
KDA1 15 x 80 LH	BVL1 0 x NaN LL	KDA1 9 x 100 LH	KOU1 11 x 83 LH	MPL1 23 x 75 LH	PDT1 47 x 83 LH	PIL1 8 x 100 LH	RCY1 7 x 67 LH	RJP1 17 x 67 LH				
TPY1 25 x 77 LH	CTO1 7 x 62 LH	KHT1 22 x 83 LH	KVL1 22 x 54 LH	NLR1 37 x 84 LH	NYP1 12 x 86 LH	PGR1 82 x 84 HH	PMR1 24 x 93 LH	PUT1 15 x 67 LH	SPE1 12 x 75 LH	TPY1 42 x 58 LH	TPY2 18 x 65 LH	VKI1 53 x 95 AH

RegionTRICHY-01 MTD | LCE 7.78% | LCR 69.81% | LH

KUM1 8 x 55 LH	KIK1 3 x 100 LH	KUM1 16 x 34 LA	NCK1 18 x 79 LH	NGT1 14 x 57 LH	TTP1 2 x 100 LH	TVR1 1 x 100 LH	TVR2 0 x NaN LL
PBR1 8 x 71 LH	AYR1 20 x 95 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 6 x 64 LH	PBR1 7 x 80 LH	PBR2 9 x 32 LA	TYR1 12 x 94 LH
TNJ1 10 x 74 LH	APM1 23 x 92 LH	MDI1 15 x 92 LH	NMM1 14 x 47 LA	ORU1 1 x 100 LH	PTK1 4 x 40 LA	TNJ1 8 x 84 LH	TNJ2 8 x 59 LH



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TRY1 6 x 81 LH	KRN1 5 x 60 LH	PDK1 32 x 73 LH	TRY1 3 x 100 LH	TRY2 23 x 90 LH	TRY3 2 x 100 LH	TRY4 0 x NaN LL	
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Region VIJAYAWADA-01 MTD | LCE 49.86% | LCR 89.05% | LH

BVR1 49 x 95 LH	AMP1 10 x 50 LA	BVR1 15 x 69 LH	DPE1 29 x 100 LH	ELU1 118 x 98 HH	JGG1 7 x 50 LA	KND1 117 x 100 HH	NPR1 0 x NaN LL	PAP1 8 x 67 LH	PPM1 181 x 100 HH	RMV1 83 x 95 HH	TDD1 22 x 86 LH	TNI1 47 x 95 LH	TNK1 19 x 87 LH
GNT1 53 x 85 AH	BPP1 14 x 60 LH	CKT1 119 x 91 HH	CRL1 46 x 89 LH	GNT1 48 x 92 LH	GNT2 76 x 97 HH	KDR1 40 x 84 LH	NRT1 20 x 92 LH	OGL1 153 x 86 HH	PNR1 22 x 17 LL	PRL1 14 x 50 LA	RAL1 18 x 30 LL	VKN1 4 x 100 LH	
VJW1 48 x 88 LH	GDV1 130 x 96 HH	GVM1 31 x 54 LH	JPT1 86 x 84 HH	MTM1 16 x 50 LA	TEL1 61 x 86 HH	TVU1 113 x 94 HH	VJW1 51 x 92 AH	VJW2 22 x 100 LH	VJW3 22 x 89 LH	VJW4 24 x 67 LH	VJW5 12 x 83 LH	VUY1 28 x 100 LH	

Region WEST-01 MTD | LCE 14.02% | LCR 75.41% | LH

CBE1 14 x 82 LH	CBE1 26 x 100 LH	CBE2 10 x 67 LH	CBE3 15 x 100 LH	CBE4 11 x 88 LH	CBE5 1 x 100 LH	CBE6 25 x 97 LH	KMR1 28 x 80 LH	SNR1 3 x 100 LH	SUL1 10 x 55 LH	
PLI1 5 x 68 LH	DPM2 4 x 100 LH	KGM1 4 x 0 LL	PDM1 12 x 62 LH	PLI1 2 x 100 LH	UMP1 3 x 100 LH					
TPR1 24 x 67 LH	TPR1 26 x 34 LA	TPR2 5 x 86 LH	TPR3 48 x 93 LH							
TPR4 24 x 78 LH	ANR1 0 x NaN LL	AVI1 30 x 96 LH	GBM1 48 x 65 LH	PPI1 34 x 83 LH	SYM2 1 x 100 LH	TPR4 12 x 70 LH				
UAM1 5 x 45 LA	CNR1 3 x 100 LH	GDR1 6 x 0 LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 16 x 47 LA	UAM1 0 x NaN LL				

Region WEST-02 MTD | LCE 12.97% | LCR 70.93% | LH

ERD1 24 x 70 LH	CMI1 17 x 42 LA	ERD1 38 x 77 LH	ERD2 16 x 61 LH	KMM1 17 x 45 LA	NKL2 27 x 72 LH	PDR1 28 x 67 LH	RSP1 23 x 74 LH	SGG1 24 x 67 LH	TCG1 6 x 100 LH	VKL1 53 x 81 AH
HSR1 12 x 81 LH	HSR1 23 x 86 LH	HSR2 29 x 82 LH	KRI1 3 x 100 LH	KVP1 1 x 100 LH	PLC1 6 x 40 LA	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 4 x 82 LH	BMD1 0 x NaN LL	DPR1 3 x 100 LH	DPR2 12 x 57 LH	HRR1 12 x 100 LH	MCR1 5 x 60 LH	MTR1 2 x 100 LH	OML1 1 x 100 LH	TRM1 0 x NaN LL		
SLM1 11 x 63 LH	APN1 23 x 58 LH	ATU1 19 x 36 LA	EDP1 0 x NaN LL	EPI1 1 x 100 LH	SLM1 14 x 71 LH	SLM2 14 x 89 LH	SLM3 4 x 83 LH	VPD1 6 x 43 LA		