



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 : 12-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,851	1,730	427	35.66%	24.68%	LL
CHENNAI-02	4,346	1,653	452	38.04%	27.34%	LL
KL-SOUTH	283	102	31	35.99%	30.39%	LA
NORTH ARCOT	3,658	1,654	353	45.21%	21.34%	LL
SOUTH ARCOT	3,191	1,093	283	34.26%	25.89%	LL
SOUTH-01	6,717	2,515	685	37.44%	27.24%	LL
SOUTH-03	5,134	1,374	398	26.76%	28.97%	LL
TIRUPATI-01	2,277	1,905	1,038	83.65%	54.49%	HH
TRICHY-01	5,204	1,964	955	37.74%	48.63%	LA
VIJAYAWADA-01	2,319	2,584	1,755	111.43%	67.92%	HH
WEST-01	3,680	1,278	569	34.73%	44.52%	LA
WEST-02	4,400	2,095	762	47.61%	36.37%	LA
Total	46,060	19,947	7,708	43.31%	38.64%	LA

RegionCHENNAI-01 MTD LCE 35.66% LCR 24.68% LL								
CH03 36 x 27 LL	CGL1 64 x 44 HA	CH45 25 x 32 LA	GUD1 36 x 28 LL	GUD2 18 x 35 LA	MC10 38 x 25 LL	MRM1 47 x 14 LL	SKL1 10 x 0 LL	TKM1 54 x 20 AL
CH05 48 x 23 LL	AVD1 31 x 23 LL	CH05 36 x 29 LL	CH14 79 x 19 HL	CH26 4 x 33 LA	CH30 53 x 33 AA	CH35 57 x 21 AL	CH37 27 x 14 LL	
CH06 32 x 27 LL	CH08 61 x 14 HL	CH11 18 x 70 LH	CH16 23 x 52 LH	CH19 21 x 48 LA	CH29 15 x 11 LL	CH39 79 x 17 HL	CH40 16 x 23 LL	CH42 16 x 13 LL
CH08 27 x 20 LL	CH07 28 x 32 LA	CH22 50 x 13 AL	CH28 42 x 20 LL	CH38 15 x 32 LA	CH48 0 x NaN LL	KNR1 28 x 20 LL	MC02 0 x NaN LL	MC09 52 x 5 AL

RegionCHENNAI-02 MTD LCE 38.04% LCR 27.34% LL								
CH01 30 x 29 LL	CH03 5 x 67 LH	CH12 51 x 24 AL	CH23 24 x 31 LA	CH24 49 x 26 LL	CH41 63 x 31 HA	MC06 22 x 22 LL	MC08 0 x NaN LL	
CH04 48 x 30 LA	CH21 58 x 26 AL	CH34 50 x 25 AL	CH44 52 x 17 AL	GPD1 49 x 30 LL	MC05 64 x 10 HL	MJR1 30 x 34 LA	PON1 60 x 52 AH	UKI1 37 x 54 LH
CH07 40 x 23 LL	CH01 90 x 100 HH	CH15 54 x 16 AL	CH17 15 x 92 LH	CH18 44 x 18 LL	CH27 7 x 100 LH	CH32 17 x 100 LH	CH36 7 x 80 LH	CH43 47 x 20 LL
CH09 29 x 25 LL	CH06 39 x 13 LL	CH09 12 x 27 LL	CH20 53 x 20 AL	CH31 8 x 83 LH	CH33 3 x 100 LH	CH46 54 x 34 AA		

RegionKL-SOUTH MTD LCE 35.99% LCR 30.39% LA				
TVP1 36 x 30 LA	KOM1 NaN x NaN LL	PAS1 47 x 40 LA	PLD1 NaN x NaN LL	TVP1 31 x 23 LL

RegionNORTH ARCOT MTD LCE 45.21% LCR 21.34% LL									
NA01 62 x 17 HL	AKM1 67 x 10 HL	ANI1 46 x 26 LL	ARC2 10 x 50 LA	CYR1 35 x 30 LL	KPM1 70 x 22 HL	KPM2 64 x 19 HL	WJD1 66 x 16 HL	WJP1 106 x 12 HL	
NA02 35 x 25 LL	ABR1 19 x 29 LL	CGM1 20 x 34 LA	GDM1 26 x 18 LL	PLR1 39 x 46 LA	TRR1 13 x 33 LA	VEL1 52 x 44 AA	VEL2 62 x 9 HL	VNB1 45 x 11 LL	
NA03 40 x 24 LL	BGR1 55 x 22 AL	CPT1 48 x 9 LL	PTU1 43 x 56 LH	SBR1 18 x 34 LA	SLG1 40 x 17 LL	TRL1 16 x 52 LH	TRT1 78 x 15 HL	UGI1 82 x 26 HL	VSI1 26 x 26 LL

RegionSOUTH ARCOT MTD LCE 34.26% LCR 25.89% LL				
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SA01 48 x 29 LL	CUD1 62 x 20 HL		KLM1 48 x 18 LL		MKM1 41 x 13 LL		POY1 24 x 47 LA		POY2 59 x 54 AH							
SA02 22 x 26 LL	CDM1 35 x 33 LA		KKI2 61 x 21 HL		KML1 6 x 57 LH		NVL2 12 x 29 LL		PRT1 3 x 33 LA		STP1 5 x 20 LL		ULP1 7 x 21 LL		VCM1 12 x 14 LL	
SA03 36 x 23 LL	SJI1 23 x 12 LL		TDM1 39 x 17 LL		TRK1 62 x 31 HA		TVM1 29 x 35 LA		TVM2 28 x 7 LL		VPM1 50 x 13 AL		VPM2 9 x 12 LL			

SOUTH-01 MTD | LCE 37.44% | LCR 27.24% | LL

KVT1 34 x 16 LL	KVT1 24 x 11 LL	KYR1 12 x 11 LL	PKD1 53 x 18 AL	RND1 56 x 21 AL	SKD1 0 x NaN LL	SNL1 41 x 20 LL	STU2 44 x 11 LL	VKM1 67 x 10 HL
NGR1 13 x 23 LL	COL1 22 x 0 LL	KGL1 35 x 3 LL	KSM1 15 x 9 LL	MAR1 13 x 40 LA	MMT1 20 x 11 LL	NGR1 4 x 83 LH	TKY1 10 x 25 LL	
TKS1 28 x 24 LL	PDI1 21 x 22 LL	RPM1 6 x 29 LL	SDI1 44 x 31 LA	SGT1 76 x 9 HL	TKS1 45 x 21 LL	TKS2 18 x 40 LA		
TUT1 49 x 24 LL	ERL1 86 x 45 HA	TCN1 59 x 13 AL	TUT1 55 x 21 AL	TUT2 18 x 11 LL	TYI1 24 x 29 LL	UDN1 91 x 42 HA		
TVL1 30 x 44 LA	ARM1 42 x 38 LA	ASM1 29 x 57 LH	TVL1 29 x 48 LA	TVL2 26 x 45 LA	VLY1 34 x 30 LA			
VNR1 73 x 34 HA	APK1 51 x 30 AA	SVK1 68 x 22 HL	VNR1 79 x 25 HL	VNR2 87 x 45 HA				

SOUTH-03 MTD | LCE 26.76% | LCR 28.97% | LL

DGL1 11 x 52 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 19 x 50 LA		MPA1 0 x NaN LL		NTM1 33 x 29 LL		PNI1 65 x 31 HA							
KKD2 16 x 20 LL	ATG1 4 x 57 LH		DKI1 51 x 7 AL		KKD2 1 x 100 LH		MNM1 12 x 62 LH		PNV1 24 x 22 LL		PVI1 43 x 14 LL		SGP1 3 x 100 LH		TDI1 2 x 0 LL		TPT1 4 x 83 LH			
KRR1 9 x 100 LH	KRR1 14 x 100 LH								ODM1 3 x 100 LH											
MDU2 36 x 27 LL	ADP1 44 x 28 LL		BNR1 82 x 22 HL		CBM1 28 x 12 LL		CMR1 60 x 79 HH		MDU2 22 x 22 LL		MDU3 1 x 100 LH		MDU4 23 x 37 LA		MDU6 48 x 24 LL		TEN1 34 x 26 LL		TEN2 34 x 0 LL	
SVG1 51 x 25 AL	BTU1 102 x 26 HL		KPT1 15 x 13 LL		MLR1 4 x 67 LH		NKI1 46 x 6 LL		PKM1 58 x 52 AH		SVG1 35 x 12 LL		TMM1 69 x 11 HL		USL1 109 x 50 HA					

TIRUPATI-01 MTD | LCE 83.65% | LCR 54.49% | HH

ATP1 92 x 68 HH	ADI1 86 x 14 HL	ATP1 25 x 55 LH	DHN1 138 x 73 HH	GTL1 220 x 92 HH	KNL1 120 x 75 HH	KNL2 98 x 90 HH	NDL1 79 x 12 HL	TPI1 223 x 83 HH			
KDA1 54 x 51 AH	BVL1 32 x 29 LL	KDA1 54 x 52 AH	KOU1 37 x 28 LL	MPL1 27 x 73 LH	PDT1 104 x 75 HH	PIL1 54 x 61 AH	RCY1 70 x 42 HA	RJP1 65 x 24 HL			
TPY1 93 x 46 HA	CTO1 62 x 33 HA	KHT1 87 x 43 HA	NLR1 148 x 60 HH	NYP1 119 x 70 HH	PGR1 128 x 62 HH	PMR1 90 x 51 HH	PUT1 69 x 20 HL	SPE1 125 x 62 HH	TPY1 86 x 35 HA	TPY2 76 x 28 HL	VKI1 142 x 53 HH

TRICHY-01 MTD | LCE 37.74% | LCR 48.63% | LA

KUM1 48 x 43 LA	JKM1 20 x 72 LH	KUM1 73 x 36 HA	MVM1 89 x 34 HA	NCK1 40 x 90 LH	TVR1 13 x 82 LH	TVR2 7 x 71 LH	
PTK1 29 x 31 LA	APM1 68 x 23 HL	MDI1 12 x 96 LH	NGT1 23 x 23 LL	NMM1 75 x 19 HL	PTK1 2 x 100 LH	TTP1 27 x 35 LA	
TNJ1 36 x 80 LH	AYR1 27 x 97 LH	KIK1 21 x 50 LA	KRN1 23 x 87 LH	ORU1 27 x 65 LH	PDK1 130 x 68 HH	TNJ1 26 x 96 LH	TNJ2 32 x 92 LH



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TRY1 35 x 37 LA	MSI1 11 x 93 LH	PBR1 7 x 57 LH	PBR2 61 x 25 HL	TRY1 30 x 47 LA	TRY2 72 x 31 HA	TRY3 28 x 80 LH	TYR1 32 x 13 LL	
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Region VIJAYAWADA-01 MTD | LCE 111.43% | LCR 67.92% | HH

BVR1 135 x 69 HH	AMP1 95 x 54 HH	BVR1 91 x 48 HA	DPE1 133 x 81 HH	ELU1 156 x 64 HH	JGG1 222 x 80 HH	KND1 104 x 92 HH	PAP1 160 x 74 HH	PPM1 175 x 68 HH	RMV1 203 x 86 HH	TDD1 98 x 61 HH	TNK1 114 x 54 HH	
GNT1 109 x 69 HH	BPP1 74 x 49 HA	CKT1 165 x 88 HH	CRL1 116 x 84 HH	GNT1 77 x 66 HH	GNT2 127 x 84 HH	KDR1 177 x 81 HH	NRT1 57 x 45 AA	OGL1 195 x 85 HH	PNR1 87 x 28 HL	PRL1 83 x 60 HH	RAL1 67 x 13 HL	VKN1 60 x 29 AL
VJW1 93 x 65 HH	GDV1 138 x 76 HH	GVM1 89 x 67 HH	JPT1 79 x 66 HH	MTM1 88 x 51 HH	TEL1 84 x 56 HH	TVU1 82 x 50 HA	VJW1 53 x 88 AH	VJW2 94 x 64 HH	VJW3 122 x 51 HH	VJW4 73 x 55 HH	VJW5 113 x 90 HH	VUY1 130 x 75 HH

Region WEST-01 MTD | LCE 34.73% | LCR 44.52% | LA

CBE1 25 x 69 LH	CBE1 64 x 56 HH	CBE2 7 x 97 LH	CBE3 7 x 100 LH	CBE4 21 x 88 LH	CBE6 46 x 86 LH	KMR1 24 x 85 LH	SNR1 23 x 46 LA	SUL1 53 x 20 AL	
PLI1 22 x 30 LL	DPM2 20 x 16 LL	KGM1 32 x 14 LL	PDM1 34 x 28 LL	PLI1 10 x 25 LL	UMP1 29 x 67 LH				
TPR1 47 x 44 LA	TPR1 79 x 17 HL	TPR2 4 x 57 LH	TPR3 79 x 83 HH						
TPR4 69 x 42 HA	ANR1 43 x 30 LL	AVI1 75 x 84 HH	GBM1 89 x 31 HA	PPI1 103 x 29 HL	SYM2 71 x 24 HL	TPR4 25 x 54 LH			
UAM1 29 x 14 LL	CNR1 9 x 43 LA	GDR1 17 x 15 LL	KGI1 46 x 0 LL	KMD1 0 x NaN LL	MPM1 63 x 13 HL	UAM1 23 x 27 LL			

Region WEST-02 MTD | LCE 47.61% | LCR 36.37% | LA

ERD1 63 x 37 HA	CMI1 53 x 26 AL	ERD1 86 x 44 HA	ERD2 22 x 65 LH	KMM1 49 x 34 LA	NKL2 68 x 31 HA	PDR1 56 x 23 AL	RSP1 53 x 26 AL	SGG1 74 x 27 HL	TCG1 80 x 40 HA	VKL1 120 x 50 HA
HSR1 33 x 28 LL	HSR1 44 x 52 LH	HSR2 51 x 12 AL	KRI1 28 x 58 LH	KVP1 0 x NaN LL	PLC1 21 x 22 LL	PMP1 20 x 41 LA	SGI1 43 x 7 LL			
MTR1 46 x 33 LA	BMD1 14 x 11 LL	DPR1 10 x 70 LH	DPR2 75 x 33 HA	HRR1 93 x 81 HH	MCR1 55 x 12 AL	MTR1 29 x 5 LL	OML1 50 x 10 AL	TRM1 42 x 18 LL		
SLM1 46 x 42 LA	APN1 75 x 35 HA	ATU1 67 x 20 HL	EDP1 10 x 22 LL	EPI1 13 x 18 LL	SLM1 62 x 79 HH	SLM2 26 x 50 LA	SLM3 34 x 17 LL	VPD1 59 x 27 AL		