



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 : 12-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,755	915	871	24.37%	95.19%	LH
CHENNAI-02	3,176	1,072	1,020	33.76%	95.15%	LH
KL-SOUTH	835	85	77	10.17%	90.59%	LH
NORTH ARCOT	2,906	874	822	30.08%	94.05%	LH
SOUTH ARCOT	2,322	636	604	27.39%	94.97%	LH
SOUTH-01	5,981	2,128	2,040	35.58%	95.86%	LH
SOUTH-03	3,949	632	595	16.00%	94.15%	LH
TIRUPATI-01	1,621	1,171	1,139	72.22%	97.27%	HH
TRICHY-01	3,622	1,098	1,065	30.31%	96.99%	LH
VIJAYAWADA-01	1,504	1,242	1,195	82.57%	96.22%	HH
WEST-01	2,710	799	772	29.48%	96.62%	LH
WEST-02	3,199	1,025	981	32.05%	95.71%	LH
Total	35,581	11,677	11,181	32.82%	95.75%	LH

RegionCHENNAI-01 MTD   LCE 24.37%   LCR 95.19%   LH								
CH03 18 x 93 LH	CGL1 36 x 94 LH	CH45 2 x 100 LH	GUD1 32 x 98 LH	GUD2 1 x 100 LH	MC10 23 x 91 LH	MRM1 26 x 87 LH	SKL1 2 x 100 LH	TKM1 28 x 90 LH
CH05 34 x 96 LH	AVD1 10 x 92 LH	CH05 15 x 100 LH	CH14 62 x 93 HH	CH26 36 x 96 LH	CH30 28 x 100 LH	CH35 48 x 100 LH	CH37 15 x 100 LH	
CH06 27 x 94 LH	CH08 57 x 93 AH	CH11 10 x 100 LH	CH16 7 x 100 LH	CH19 19 x 97 LH	CH29 10 x 100 LH	CH39 73 x 95 HH	CH40 4 x 100 LH	CH42 18 x 88 LH
CH08 15 x 98 LH	CH07 8 x 100 LH	CH22 42 x 98 LH	CH28 16 x 96 LH	CH38 8 x 100 LH	CH48 0 x NaN LL	KNR1 28 x 100 LH	MC02 15 x 100 LH	MC09 55 x 100 AH

RegionCHENNAI-02 MTD   LCE 33.76%   LCR 95.15%   LH								
CH01 22 x 94 LH	CH03 5 x 93 LH	CH06 26 x 92 LH	CH12 45 x 96 LH	CH23 26 x 100 LH	CH24 33 x 89 LH	MC06 7 x 100 LH	MC08 0 x NaN LL	
CH04 42 x 95 LH	CH21 58 x 95 AH	CH34 45 x 91 LH	CH44 51 x 95 AH	GPD1 38 x 98 LH	MC05 34 x 94 LH	MJR1 35 x 94 LH	PON1 52 x 100 AH	UKI1 19 x 100 LH
CH07 37 x 95 LH	CH01 60 x 100 AH	CH15 65 x 93 HH	CH17 15 x 100 LH	CH18 31 x 95 LH	CH27 17 x 100 LH	CH32 19 x 100 LH	CH36 13 x 100 LH	CH43 30 x 100 LH
CH09 30 x 96 LH	CH09 14 x 100 LH	CH20 58 x 96 AH	CH31 16 x 90 LH		CH33 6 x 100 LH	CH41 38 x 98 LH	CH46 38 x 88 LH	

RegionKL-SOUTH MTD   LCE 10.17%   LCR 90.59%   LH			
TVP1 10 x 91 LH	KLR1 0 x NaN LL	PAS1 35 x 90 LH	TVP1 1 x 100 LH

RegionNORTH ARCOT MTD   LCE 30.08%   LCR 94.05%   LH									
NA01 41 x 92 LH	AKM1 67 x 97 HH	ANI1 39 x 97 LH	ARC2 8 x 100 LH	CYR1 24 x 100 LH	KPM1 38 x 89 LH	KPM2 42 x 79 LH	WJD1 42 x 97 LH	WJP1 69 x 99 HH	
NA02 21 x 96 LH	ABR1 6 x 100 LH	CGM1 7 x 100 LH	GDM1 15 x 71 LH	PLR1 11 x 100 LH	TRR1 12 x 100 LH	VEL1 29 x 100 LH	VEL2 52 x 96 AH	VNB1 12 x 100 LH	
NA03 27 x 96 LH	BGR1 37 x 97 LH	CPT1 34 x 100 LH	PTU1 25 x 92 LH	SBR1 7 x 100 LH	SLG1 25 x 100 LH	TRL1 12 x 100 LH	TRT1 81 x 91 HH	UGI1 51 x 94 AH	VSI1 20 x 100 LH

RegionSOUTH ARCOT MTD   LCE 27.39%   LCR 94.97%   LH			
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SA01 49 x 95 LH	CUD1 56 x 88 AH		KLM1 32 x 98 LH		MKM1 23 x 100 LH		POY1 86 x 99 HH		POY2 21 x 100 LH			
SA02 15 x 96 LH	CDM1 9 x 93 LH	KKI2 48 x 95 LH	KML1 2 x 100 LH	NVL2 9 x 91 LH	PRT1 11 x 100 LH	STP1 3 x 100 LH	ULP1 16 x 100 LH	VCM1 3 x 50 LA				
SA03 21 x 95 LH	SJI1 5 x 100 LH		TDM1 37 x 91 LH		TRK1 41 x 95 LH		TVM1 23 x 100 LH		TVM2 2 x 100 LH		VPM1 35 x 95 LH	VPM2 7 x 100 LH

SOUTH-01 MTD | LCE 35.58% | LCR 95.86% | LH

KVT1 36 x 96 LH	KVT1 32 x 99 LH	KYR1 22 x 100 LH	PKD1 55 x 95 AH	RND1 33 x 99 LH	SKD1 20 x 84 LH	SNL1 45 x 92 LH	STU2 45 x 100 LH	VKM1 46 x 91 LH
NGR1 17 x 98 LH	COL1 34 x 94 LH	KGL1 43 x 100 LH	KSM1 2 x 100 LH	MAR1 15 x 97 LH	MMT1 50 x 98 AH	NGR1 10 x 100 LH	TKY1 5 x 100 LH	
TKS1 27 x 99 LH	PDI1 30 x 100 LH	RPM1 4 x 92 LH	SDI1 11 x 100 LH	SGT1 38 x 100 LH	TKS1 47 x 99 LH	TKS2 50 x 98 LH		
TUT1 50 x 93 AH	ERL1 ∞ x 100 HH	ERL2 48 x 96 LH	TCN1 37 x 93 LH	TUT1 43 x 96 LH	TUT2 47 x 94 LH	TYI1 58 x 95 AH	UDN1 120 x 83 HH	
TVL1 42 x 97 LH	ARM1 48 x 97 LH	ASM1 38 x 92 LH	TVL1 48 x 99 LH	TVL2 55 x 100 AH	VLY1 28 x 91 LH			
VNR1 45 x 96 LH	APK1 39 x 98 LH	APK2 25 x 100 LH	SVK1 37 x 96 LH	VNR1 84 x 93 HH	VNR2 45 x 97 LH			

SOUTH-03 MTD | LCE 16.00% | LCR 94.15% | LH

DGL1 8 x 94 LH	DGL1 3 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 100 LH		MDU5 8 x 89 LH		MPA1 6 x 100 LH		NTM1 6 x 80 LH		PNI1 57 x 91 AH							
KKD2 14 x 98 LH	ATG1 7 x 100 LH		DKI1 22 x 95 LH		KKD2 12 x 100 LH		MNM1 2 x 100 LH		PNV1 11 x 100 LH		PVI1 30 x 97 LH		SGP1 3 x 100 LH		TDI1 5 x 100 LH		TPT1 2 x 100 LH			
KRR1 6 x 100 LH	KRR1 13 x 100 LH								ODM1 1 x 100 LH											
MDU2 18 x 91 LH	ADP1 11 x 92 LH		BNR1 46 x 97 LH		CBM1 14 x 100 LH		CMR1 46 x 89 LH		MDU2 8 x 100 LH		MDU3 1 x 100 LH		MDU4 18 x 71 LH		MDU6 34 x 88 LH		TEN1 10 x 89 LH		TEN2 6 x 80 LH	
SVG1 28 x 95 LH	BTU1 31 x 83 LH		KPT1 4 x 100 LH		KYK1 3 x 100 LH		MLR1 4 x 100 LH		NKI1 24 x 100 LH		PKM1 85 x 91 HH		SVG1 9 x 100 LH		TMM1 66 x 97 HH		USL1 32 x 100 LH			

TIRUPATI-01 MTD | LCE 72.22% | LCR 97.27% | HH

ATP1 122 x 98 HH	ADI1 58 x 96 AH	ATP1 62 x 94 HH	DHN1 135 x 99 HH	GTL1 325 x 100 HH	KNL1 139 x 100 HH	KNL2 109 x 100 HH	NDL1 43 x 91 LH	TPI1 219 x 98 HH				
KDA1 31 x 96 LH	BVL1 9 x 100 LH	KDA1 20 x 88 LH	KOU1 28 x 93 LH	MPL1 53 x 100 AH	PDT1 28 x 100 LH	PIL1 19 x 100 LH	RCY1 12 x 100 LH	RJP1 50 x 94 AH				
TPY1 67 x 96 HH	CTO1 35 x 97 LH	KHT1 87 x 100 HH	KVL1 0 x NaN LL	NLR1 65 x 97 HH	NYP1 134 x 98 HH	PGR1 73 x 97 HH	PMR1 97 x 100 HH	PUT1 43 x 100 LH	SPE1 85 x 95 HH	TPY1 79 x 92 HH	TPY2 36 x 96 LH	VKI1 140 x 92 HH

TRICHY-01 MTD | LCE 30.31% | LCR 96.99% | LH

KUM1 33 x 98 LH	JKM1 9 x 91 LH	KUM1 68 x 97 HH	MVM1 50 x 99 LH	NCK1 40 x 100 LH	TVR1 11 x 100 LH	TVR2 0 x NaN LL	
PTK1 24 x 97 LH	APM1 46 x 97 LH	MDI1 16 x 96 LH	NGT1 22 x 97 LH	NMM1 72 x 97 HH	PTK1 6 x 100 LH	TTP1 6 x 100 LH	
TNJ1 52 x 96 AH	AYR1 27 x 92 LH	KIK1 20 x 88 LH	KRN1 68 x 92 HH	ORU1 47 x 94 LH	PDK1 123 x 97 HH	TNJ1 42 x 100 LH	TNJ2 56 x 98 AH



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TRY1 15 x 98 LH	MSI1 2 x 100 LH	PBR1 16 x 100 LH	PBR2 25 x 96 LH	TRY1 18 x 99 LH	TRY2 37 x 100 LH	TRY3 6 x 100 LH	TYR1 2 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 82.57% | LCR 96.22% | HH

BVR1 99 x 99 HH	AMP1 54 x 100 AH	BVR1 95 x 95 HH	DPE1 125 x 100 HH	ELU1 139 x 99 HH	JGG1 102 x 100 HH	KND1 128 x 100 HH	PAP1 100 x 100 HH	PPM1 214 x 100 HH	RMV1 246 x 99 HH	TDD1 57 x 96 AH	TNI1 0 x NaN LL	TNK1 35 x 100 LH	
GNT1 73 x 94 HH	BPP1 31 x 70 LH	CKT1 135 x 94 HH	CRL1 109 x 98 HH	GNT1 24 x 100 LH	GNT2 90 x 100 HH	KDR1 54 x 96 AH	NRT1 10 x 100 LH	OGL1 248 x 96 HH	PNR1 51 x 59 AH	PRL1 9 x 100 LH	RAL1 39 x 100 LH	VKN1 4 x 50 LA	
VJW1 77 x 95 HH	GDV1 70 x 100 HH	GVM1 105 x 91 HH	JPT1 95 x 87 HH	MTM1 39 x 100 LH	TEL1 63 x 94 HH	TVU1 88 x 100 HH	VJW1 76 x 100 HH	VJW2 19 x 100 LH	VJW3 97 x 100 HH	VJW4 48 x 80 LH	VJW5 101 x 100 HH	VUY1 116 x 94 HH	

Region WEST-01 MTD | LCE 29.48% | LCR 96.62% | LH

CBE1 23 x 98 LH	CBE1 65 x 98 HH	CBE2 8 x 100 LH	CBE3 16 x 100 LH	CBE4 4 x 100 LH	CBE5 0 x NaN LL	CBE6 45 x 98 LH	KMR1 37 x 98 LH	SNR1 16 x 100 LH	SUL1 31 x 100 LH	
PLI1 21 x 96 LH	DPM2 13 x 100 LH	KGM1 24 x 94 LH	PDM1 32 x 88 LH	PLI1 22 x 100 LH	UMP1 18 x 100 LH					
TPR1 53 x 97 AH	TPR1 61 x 97 HH	TPR2 1 x 100 LH	TPR3 94 x 98 HH							
TPR4 60 x 95 HH	ANR1 3 x 100 LH	AVI1 56 x 100 AH	GBM1 91 x 92 HH	PPI1 62 x 90 HH	SYM2 30 x 100 LH	TPR4 96 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 47 x 97 LH	UAM1 7 x 78 LH				

Region WEST-02 MTD | LCE 32.05% | LCR 95.71% | LH

ERD1 42 x 95 LH	CMI1 47 x 76 LH	ERD1 56 x 97 AH	ERD2 13 x 100 LH	KMM1 19 x 100 LH	NKL2 40 x 92 LH	PDR1 55 x 96 AH	RSP1 48 x 100 LH	SGG1 66 x 100 HH	TCG1 37 x 95 LH	VKL1 66 x 92 HH
HSR1 18 x 95 LH	HSR1 25 x 97 LH	HSR2 37 x 91 LH	KRI1 19 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 13 x 100 LH	SGI1 14 x 100 LH			
MTR1 23 x 98 LH	BMD1 6 x 100 LH	DPR1 11 x 100 LH	DPR2 64 x 100 HH	HRR1 47 x 100 LH	MCR1 16 x 94 LH	MTR1 1 x 100 LH	OML1 21 x 89 LH	TRM1 29 x 100 LH		
SLM1 40 x 96 LH	APN1 96 x 91 HH	ATU1 55 x 97 AH	EDP1 5 x 100 LH	EPI1 4 x 100 LH	SLM1 57 x 99 AH	SLM2 41 x 100 LH	SLM3 6 x 75 LH	VPD1 29 x 95 LH		