Follow-Up Lead Capturing Effectiveness as on 9/15/2025 10:00:34 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-Sep-2025 To Date : 15-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,686	1,007	939	21.49%	93.25%	LH
CHENNAI-02	3,913	1,168	1,085	29.85%	92.89%	LH
KL-SOUTH	951	94	82	9.88%	87.23%	LH
NORTH ARCOT	3,629	973	891	26.81%	91.57%	LH
SOUTH ARCOT	2,875	707	648	24.59%	91.65%	LH
SOUTH-01	7,280	2,355	2,217	32.35%	94.14%	LH
SOUTH-03	4,973	715	631	14.38%	88.25%	LH
TIRUPATI-01	1,974	1,389	1,346	70.35%	96.90%	HH
TRICHY-01	4,345	1,266	1,219	29.14%	96.29%	LH
VIJAYAWADA-01	1,796	1,503	1,446	83.67%	96.21%	HH
WEST-01	3,339	933	886	27.95%	94.96%	LH
WEST-02	3,944	1,113	1,047	28.22%	94.07%	LH
Total	43,705	13,223	12,437	30.26%	94.06%	LH

Region

CHENNAI-01 MTD | LCE 21.49% | LCR 93.25% | LH

CH03 15 x 87 LH	CGL1 30 x 89 LH	CH45 3 x 100 LH	GUD1 25 x 98 LH	GUD2 1 x 100 LH	MC10 18 x 92 LH	MRM1 22 x 65 LH	SKL1 2 x 100 LH	TKM1 25 x 90 LH
CH05 30 x 95 LH	AVD1 10 x 93 LH	CH05 15 x 97 LH	CH14 53 x 92 AH	CH26 30 x 96 LH	CH30 24 x 97 LH	CH35 42 x 100 LH	CH37 12 x 100 LH	
CH06 25 x 93 LH	CH08 50 x 92 LH	CH11 9 x 100 LH	CH16 6 x 100 LH	CH19 19 x 95 LH	CH29 7 x 100 LH	CH39 63 x 92 HH	CH40 4 x 100 LH	CH42 18 x 90 LH
CH08 14 x 95 LH	CH07 7 x 100 LH	CH22 34 x 93 LH	CH28 15 x 96 LH	CH38 6 x 100 LH	CH48 5 x 70 LH	KNR1 22 x 100 LH	MC02 14 x 100 LH	MC09 45 x 100 LH

Region

CHENNAI-02 MTD | LCE 29.85% | LCR 92.89% | LH

CH01 20 x 91 LH	CH03 4 x 94 LH	CH06 22 x 92 LH	CH12 43 x 89 LH	CH23 26 x 100 LH	CH24 30 x 89 LH	MC06 6 x 100 LH	MC08 0 x NaN LL
CH04 37 x 93 LH	CH21 50 x 93 AH	CH34 40 x 90 LH	CH44 45 x 90 LH	GPD1 33 x 98 LH	MC05 28 x 94 LH	MJR1 31 x 89 LH	PON1 45 x 98 LH	UKI1 17 x 96 LH
CH07 33 x 93 LH	CH01 60 x 100 AH	CH15 59 x 91 AH	CH17 14 x 100 LH	CH18 27 x 92 LH	CH27 13 x 100 LH	CH32 22 x 100 LH	CH36 12 x 100 LH	CH43 25 x 98 LH
CH09 26 x 95 LH	CH09 14 x 100 LH	CH20 52 x 97 AH	CH31 13 x 90 LH	CH33 5 x 100 LH	CH41 33 x 96 LH	CH46 34 x 85 LH		

Region

KL-SOUTH MTD | LCE 9.88% | LCR 87.23% | LH

TVP1 10 x 87 LH	KLR1 0 x NaN LL	PAS1 35 x 87 LH	TVP1 1 x 100 LH

Region

NORTH ARCOT MTD | LCE 26.81% | LCR 91.57% | LH

NA01 36 x 89 LH	AKM1 52 x 96 AH	ANI1 32 x 97 LH	ARC2 7 x 92 LH	CYR1 20 x 100 LH	KPM1 33 x 88 LH	KPM2 39 x 75 LH	WJD1 39 x 92 LH	WJP1 56 x 99 AH
NA02 20 x 95 LH	ABR1 5 x 100 LH	CGM1 7 x 100 LH	GDM1 14 x 73 LH	PLR1 12 x 100 LH	TRR1 11 x 100 LH	VEL1 34 x 95 LH	VEL2 46 x 95 LH	VNB1 11 x 100 LH
NA03 23 x 93 LH	BGR1 33 x 92 LH	CPT1 25 x 100 LH	PTU1 20 x 92 LH	SBR1 6 x 100 LH	SLG1 22 x 100 LH	TRL1 11 x 100 LH	TRT1 77 x 84 HH	UGI1 42 x 94 LH	VSI1 17 x 96 LH

Region

SOUTH ARCOT MTD | LCE 24.59% | LCR 91.65% | LH

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SA01 41 x 92 LH	CUD1 49 x 83 LH	KLM1 26 x 98 LH	MKM1 23 x 100 LH	POY1 66 x 97 HH	POY2 18 x 97 LH		
SA02 15 x 91 LH	CDM1 9 x 94 LH	KKI2 45 x 89 LH	KML1 3 x 100 LH	NVL2 15 x 91 LH	PRT1 12 x 94 LH	STP1 3 x 100 LH	ULP1 15 x 94 LH	VCM1 4 x 67 LH
SA03 19 x 92 LH	SJI1 5 x 100 LH	TDM1 34 x 82 LH	TRK1 38 x 93 LH	TVM1 22 x 100 LH	TVM2 2 x 100 LH	VPM1 28 x 95 LH	VPM2 5 x 100 LH

Region SOUTH-01 MTD | LCE 32.35% | LCR 94.14% | LH

KVT1 31 x 94 LH	KVT1 28 x 98 LH	KYR1 19 x 100 LH	PKD1 45 x 94 LH	RND1 30 x 99 LH	SKD1 18 x 81 LH	SNL1 38 x 89 LH	STU2 41 x 100 LH	VKM1 37 x 87 LH
NGR1 15 x 96 LH	COL1 31 x 94 LH	KGL1 39 x 97 LH	KSM1 1 x 100 LH	MAR1 14 x 97 LH	MMT1 40 x 98 LH	NGR1 9 x 93 LH	TKY1 4 x 100 LH
TKS1 25 x 95 LH	PDI1 27 x 94 LH	RPM1 5 x 89 LH	SDI1 10 x 100 LH	SGT1 37 x 100 LH	TKS1 40 x 90 LH	TKS2 45 x 98 LH	
TUT1 44 x 91 LH	ERL1 ∞ x 100 HH	ERL2 45 x 96 LH	TCN1 30 x 88 LH	TUT1 36 x 95 LH	TUT2 40 x 92 LH	TYI1 51 x 90 AH	UDN1 122 x 82 HH
TVL1 43 x 97 LH	ARM1 40 x 97 LH	ASM1 35 x 93 LH	TVL1 57 x 100 AH	TVL2 46 x 100 LH	VLY1 24 x 90 LH		
VNR1 39 x 94 LH	APK1 34 x 93 LH	APK2 23 x 100 LH	SVK1 32 x 95 LH	VNR1 72 x 90 HH	VNR2 39 x 96 LH		

Region SOUTH-03 MTD | LCE 14.38% | LCR 88.25% | LH

DGL1 7 x 93 LH	DGL1 3 x 100 LH	DGL2 0 x NaN LL	MDU1 4 x 100 LH	MDU5 8 x 91 LH	MPA1 4 x 100 LH	NTM1 5 x 83 LH	PNI1 51 x 90 AH
KKD2 12 x 95 LH	ATG1 3 x 80 LH	DKI1 20 x 95 LH	KKD2 11 x 100 LH	MNM1 2 x 100 LH	PNV1 9 x 100 LH	PVI1 29 x 93 LH	SGP1 3 x 100 LH	TDI1 4 x 100 LH	TPT1 2 x 100 LH
KRR1 6 x 100 LH	KRR1 13 x 100 LH	ODM1 1 x 100 LH					
MDU2 17 x 85 LH	ADP1 9 x 83 LH	BNR1 38 x 86 LH	CBM1 15 x 100 LH	CMR1 38 x 83 LH	MDU2 7 x 100 LH	MDU3 1 x 100 LH	MDU4 15 x 67 LH	MDU6 36 x 81 LH	TEN1 9 x 90 LH	TEN2 5 x 80 LH
SVG1 26 x 86 LH	BTU1 22 x 72 LH	KPT1 4 x 100 LH	KYK1 3 x 100 LH	MLR1 4 x 75 LH	NKI1 19 x 94 LH	PKM1 86 x 88 HH	SVG1 8 x 100 LH	TMM1 57 x 83 AH	USL1 29 x 83 LH

Region TIRUPATI-01 MTD | LCE 70.35% | LCR 96.90% | HH

ATP1 123 x 99 HH	ADI1 49 x 92 LH	ATP1 58 x 95 AH	DHN1 134 x 99 HH	GTL1 380 x 100 HH	KNL1 135 x 100 HH	KNL2 126 x 100 HH	NDL1 37 x 91 LH	TPI1 190 x 99 HH	
KDA1 26 x 96 LH	BVL1 7 x 100 LH	KDA1 19 x 89 LH	KOU1 25 x 93 LH	MPL1 53 x 100 AH	PDT1 24 x 100 LH	PIL1 16 x 100 LH	RCY1 7 x 100 LH	RJP1 47 x 91 LH	
TPY1 66 x 96 HH	CTO1 30 x 97 LH	KHT1 84 x 100 HH	KVL1 11 x 100 LH	NLR1 62 x 95 HH	NYP1 132 x 98 HH	PGR1 82 x 98 HH	PMR1 98 x 100 HH	PUT1 32 x 95 LH	SPE1 78 x 92 HH	TPY1 76 x 93 HH	TPY2 36 x 87 LH	VKI1 151 x 94 HH

Region TRICHY-01 MTD | LCE 29.14% | LCR 96.29% | LH

KUM1 34 x 97 LH	JKM1 9 x 93 LH	KUM1 62 x 95 HH	MVM1 49 x 99 LH	NCK1 49 x 100 LH	TVR1 10 x 100 LH	TVR2 10 x 100 LH
PTK1 22 x 96 LH	APM1 39 x 97 LH	MDI1 16 x 93 LH	NGT1 19 x 97 LH	NMM1 62 x 96 HH	PTK1 5 x 100 LH	TTP1 6 x 88 LH
TNJ1 49 x 95 LH	AYR1 27 x 93 LH	KIK1 20 x 90 LH	KRN1 70 x 92 HH	ORU1 42 x 94 LH	PDK1 115 x 95 HH	TNJ1 38 x 100 LH	TNJ2 53 x 97 AH

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TRY1 14 x 97 LH	MSI1 3 x 100 LH	PBR1 17 x 100 LH	PBR2 23 x 93 LH	TRY1 16 x 98 LH	TRY2 33 x 100 LH	TRY3 7 x 100 LH	TYR1 2 x 100 LH

Region VIJAYAWADA-01 MTD | LCE 83.67% | LCR 96.21% | HH

BVR1 98 x 99 HH	AMP1 43 x 100 LH	BVR1 86 x 96 HH	DPE1 125 x 96 HH	ELU1 142 x 99 HH	JGG1 98 x 100 HH	KND1 110 x 100 HH	PAP1 93 x 100 HH	PPM1 218 x 100 HH	RMV1 264 x 99 HH	TDD1 57 x 96 AH	TNI1 0 x NaN LL	TNK1 42 x 100 LH
GNT1 75 x 94 HH	BPP1 33 x 67 LH	CKT1 149 x 94 HH	CRL1 107 x 99 HH	GNT1 24 x 100 LH	GNT2 82 x 100 HH	KDR1 58 x 97 AH	NRT1 8 x 100 LH	OGL1 260 x 97 HH	PNR1 49 x 56 LH	PRL1 13 x 100 LH	RAL1 34 x 94 LH	VKN1 4 x 50 LA
VJW1 79 x 95 HH	GDV1 190 x 100 HH	GVM1 96 x 88 HH	JPT1 88 x 86 HH	MTM1 34 x 100 LH	TEL1 65 x 95 HH	TVU1 80 x 100 HH	VJW1 61 x 98 HH	VJW2 20 x 100 LH	VJW3 91 x 100 HH	VJW4 46 x 82 LH	VJW5 100 x 100 HH	VUY1 99 x 94 HH

Region WEST-01 MTD | LCE 27.95% | LCR 94.96% | LH

CBE1 22 x 97 LH	CBE1 53 x 98 AH	CBE2 7 x 100 LH	CBE3 14 x 100 LH	CBE4 3 x 100 LH	CBE5 0 x NaN LL	CBE6 53 x 99 AH	KMR1 39 x 95 LH	SNR1 13 x 100 LH	SUL1 28 x 96 LH
PLI1 18 x 95 LH	DPM2 10 x 100 LH	KGM1 20 x 94 LH	PDM1 28 x 82 LH	PLI1 19 x 100 LH	UMP1 18 x 100 LH				
TPR1 49 x 97 LH	TPR1 54 x 94 AH	TPR2 1 x 100 LH	TPR3 89 x 98 HH						
TPR4 58 x 93 AH	ANR1 2 x 100 LH	AVI1 41 x 100 LH	GBM1 91 x 88 HH	PPI1 72 x 89 HH	SYM2 30 x 96 LH	TPR4 79 x 98 HH			
UAM1 10 x 89 LH	CNR1 3 x 100 LH	GDR1 6 x 100 LH	KGI1 4 x 100 LH	KMD1 0 x NaN LL	MPM1 43 x 93 LH	UAM1 6 x 60 LH			

Region WEST-02 MTD | LCE 28.22% | LCR 94.07% | LH

ERD1 40 x 94 LH	CMI1 45 x 77 LH	ERD1 52 x 96 AH	ERD2 13 x 100 LH	KMM1 18 x 90 LH	NKL2 34 x 92 LH	PDR1 52 x 96 AH	RSP1 43 x 97 LH	SGG1 55 x 96 AH	TCG1 32 x 96 LH	VKL1 74 x 93 HH
HSR1 16 x 95 LH	HSR1 22 x 97 LH	HSR2 32 x 90 LH	KRI1 18 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 11 x 100 LH	SGI1 12 x 100 LH			
MTR1 20 x 94 LH	BMD1 4 x 100 LH	DPR1 11 x 100 LH	DPR2 55 x 97 AH	HRR1 52 x 100 AH	MCR1 13 x 94 LH	MTR1 1 x 100 LH	OML1 18 x 90 LH	TRM1 18 x 84 LH		
SLM1 35 x 94 LH	APN1 86 x 88 HH	ATU1 47 x 95 LH	EDP1 4 x 100 LH	EPI1 3 x 100 LH	SLM1 51 x 98 AH	SLM2 35 x 100 LH	SLM3 5 x 75 LH	VPD1 24 x 95 LH		