



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-Oct-2025 To Date : 15-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	6,478	649	435	10.02%	67.03%	LH
CHENNAI-02	5,643	861	540	15.26%	62.72%	LH
KL-SOUTH	456	38	29	8.33%	76.32%	LH
NORTH ARCOT	4,631	704	418	15.20%	59.38%	LH
SOUTH ARCOT	4,123	377	244	9.14%	64.72%	LH
SOUTH-01	9,416	1,895	1,317	20.13%	69.50%	LH
SOUTH-03	7,877	710	412	9.01%	58.03%	LH
TIRUPATI-01	4,086	854	671	20.90%	78.57%	LH
TRICHY-01	6,679	849	746	12.71%	87.87%	LH
VIJAYAWADA-01	4,644	1,274	1,135	27.43%	89.09%	LH
WEST-01	5,015	1,186	1,031	23.65%	86.93%	LH
WEST-02	6,171	788	568	12.77%	72.08%	LH
Total	65,216	10,185	7,546	15.62%	74.09%	LH

RegionCHENNAI-01 MTD   LCE 10.02%   LCR 67.03%   LH								
CH03 7 x 62 LH	CGL1 8 x 87 LH	CH45 3 x 33 LA	GUD1 12 x 63 LH	GUD2 1 x 100 LH	MC10 5 x 50 LA	MRM1 14 x 56 LH	SKL1 2 x 50 LA	TKM1 6 x 67 LH
CH05 11 x 72 LH	AVD1 5 x 71 LH	CH05 16 x 65 LH	CH14 11 x 57 LH	CH26 7 x 100 LH	CH30 10 x 89 LH	CH35 10 x 76 LH	CH37 28 x 87 LH	
CH06 9 x 73 LH	CH08 17 x 66 LH	CH11 7 x 92 LH	CH16 3 x 73 LH	CH19 10 x 85 LH	CH29 4 x 100 LH	CH39 26 x 60 LH	CH40 1 x 100 LH	CH42 4 x 100 LH
CH08 13 x 59 LH	CH07 3 x 78 LH	CH22 17 x 32 LA	CH28 33 x 73 LH	CH38 7 x 14 LL	CH48 10 x 52 LH	KNR1 7 x 62 LH	MC02 0 x NaN LL	MC09 11 x 100 LH

RegionCHENNAI-02 MTD   LCE 15.26%   LCR 62.72%   LH								
CH01 11 x 72 LH	CH03 5 x 69 LH	CH06 9 x 75 LH	CH12 24 x 60 LH	CH23 17 x 100 LH	CH24 14 x 85 LH	MC06 0 x NaN LL		
CH04 18 x 62 LH	CH21 24 x 44 LA	CH34 13 x 63 LH	CH44 14 x 45 LA	GPD1 43 x 90 LH	MC05 1 x 100 LH	MJR1 22 x 76 LH	PON1 16 x 52 LH	UKI1 2 x 100 LH
CH07 20 x 54 LH	CH01 75 x 100 HH	CH15 26 x 48 LA	CH17 18 x 100 LH	CH18 17 x 73 LH	CH27 5 x 100 LH	CH32 20 x 100 LH	CH36 3 x 100 LH	CH43 24 x 30 LL
CH09 11 x 72 LH	CH09 5 x 100 LH	CH20 16 x 54 LH	CH31 3 x 67 LH	CH33 6 x 100 LH	CH41 19 x 59 LH	CH46 13 x 100 LH	CH51 NaN x NaN LL	

RegionKL-SOUTH MTD   LCE 8.33%   LCR 76.32%   LH					
TVP1 8 x 76 LH	KLR1 0 x NaN LL	NYK1 NaN x NaN LL	PAS1 12 x 64 LH	PNL1 NaN x NaN LL	TVP1 11 x 83 LH

RegionNORTH ARCOT MTD   LCE 15.20%   LCR 59.38%   LH									
NA01 28 x 58 LH	AKM1 44 x 20 LL	ANI1 3 x 100 LH	ARC2 2 x 100 LH	CYR1 7 x 100 LH	KPM1 9 x 79 LH	KPM2 64 x 74 HH	WJD1 13 x 71 LH	WJP1 11 x 61 LH	
NA02 10 x 56 LH	ABR1 9 x 80 LH	CGM1 1 x 100 LH	GDM1 15 x 38 LA	PLR1 6 x 100 LH	TRR1 9 x 54 LH	VEL1 15 x 65 LH	VEL2 15 x 44 LA	VEL3 NaN x NaN LL	VNB1 2 x 50 LA
NA03 7 x 69 LH	BGR1 10 x 83 LH	CPT1 4 x 83 LH	PTU1 8 x 80 LH	SBR1 0 x NaN LL	SLG1 5 x 33 LA	TRL1 6 x 100 LH	TRT1 7 x 60 LH	UGI1 16 x 64 LH	VSI1 12 x 53 LH

RegionSOUTH ARCOT MTD   LCE 9.14%   LCR 64.72%   LH					
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SA01 13 x 55 LH	CUD1 21 x 45 LA		KLM1 10 x 50 LA		MKM1 2 x 100 LH		POY1 8 x 78 LH		POY2 9 x 70 LH		
SA02 9 x 78 LH	CDM1 23 x 72 LH	KKI2 14 x 68 LH		KML1 1 x 100 LH	NVL2 7 x 81 LH		PRT1 7 x 100 LH	STP1 3 x 100 LH	ULP1 2 x 100 LH	VCM1 8 x 100 LH	
SA03 6 x 65 LH	SJI1 NaN x NaN LL	SJI2 1 x 100 LH		TDM1 6 x 67 LH	TRK1 15 x 45 LA		TVM1 10 x 100 LH	TVM2 0 x NaN LL	VPM1 18 x 92 LH	VPM2 0 x 100 LH	

RegionSOUTH-01 MTD | LCE 20.13% | LCR 69.50% | LH

KVT1 19 x 58 LH	KVT1 7 x 70 LH	KYR1 3 x 60 LH	PKD1 42 x 33 LA	RND1 34 x 71 LH	SKD1 11 x 50 LA	SNL1 11 x 50 LA	STU2 29 x 93 LH	VKM1 17 x 71 LH
NGR1 12 x 63 LH	COL1 16 x 56 LH	KGL1 14 x 80 LH	KSM1 6 x 60 LH	MAR1 14 x 91 LH	MMT1 9 x 64 LH	NGR1 15 x 54 LH	TKY1 3 x 14 LL	
TKS1 20 x 83 LH	PDI1 10 x 73 LH	RPM1 14 x 84 LH	SDI1 14 x 64 LH	SGT1 11 x 75 LH	TKS1 17 x 75 LH	TKS2 38 x 91 LH		
TUT1 20 x 68 LH	ERL1 ∞ x 100 HH	ERL2 24 x 64 LH	TCN1 14 x 68 LH	TUT1 16 x 68 LH	TUT2 16 x 62 LH	TYI1 16 x 73 LH	UDN1 59 x 74 AH	
TVL1 31 x 84 LH	ARM1 31 x 87 LH	ASM1 29 x 85 LH	TVL1 35 x 87 LH	TVL2 28 x 100 LH	VLY1 20 x 55 LH			
VNR1 21 x 54 LH	APK1 36 x 80 LH	APK2 31 x 64 LH	SVK1 8 x 45 LA	VNR1 37 x 36 LA	VNR2 15 x 43 LA			

RegionSOUTH-03 MTD | LCE 9.01% | LCR 58.03% | LH

DGL1 6 x 92 LH	DGL1 2 x 100 LH		DGL2 2 x 100 LH		MDU1 7 x 98 LH		MDU5 9 x 100 LH		MPA1 4 x 100 LH		NTM1 7 x 70 LH		PNI1 16 x 72 LH							
KKD2 2 x 84 LH	ATG1 1 x 100 LH		DKI1 2 x 80 LH		KKD2 9 x 100 LH		KKD3 0 x NaN LL		MNM1 0 x NaN LL		PNV1 0 x NaN LL		PVI1 7 x 83 LH		SGP1 1 x 100 LH		TDI1 2 x 67 LH		TPT1 1 x 50 LA	
KRR1 4 x 92 LH	KRR1 6 x 91 LH										ODM1 1 x 100 LH									
MDU2 16 x 42 LA	ADP1 1 x 100 LH		BNR1 12 x 82 LH		CBM1 4 x 56 LH		CMR1 14 x 76 LH		MDU2 8 x 73 LH		MDU3 2 x 100 LH		MDU4 6 x 50 LA		MDU6 58 x 28 AL		TEN1 5 x 91 LH		TEN2 2 x 75 LH	
SVG1 12 x 64 LH	BTU1 20 x 71 LH		KPT1 3 x 75 LH		KYK1 2 x 100 LH		MLR1 3 x 100 LH		NKI1 3 x 50 LA		PKM1 45 x 61 LH		SVG1 3 x 100 LH		TMM1 14 x 70 LH		USL1 15 x 37 LA			

RegionTIRUPATI-01 MTD | LCE 20.90% | LCR 78.57% | LH

ATP1 27 x 90 LH	ADI1 24 x 53 LH		ATP1 10 x 93 LH		DHN1 7 x 100 LH		GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 65 x 99 HH	KNL2 13 x 89 LH	NDL1 18 x 78 LH	TPI1 100 x 97 HH
KDA1 4 x 73 LH	BVL1 2 x 100 LH		KDA1 5 x 100 LH		KOU1 2 x 100 LH		MPL1 4 x 60 LH	PDT1 4 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL		RJP1 14 x 53 LH
TPY1 27 x 72 LH	CTO1 3 x 86 LH	KHT1 30 x 82 LH	KVL1 14 x 32 LA	NLR1 20 x 83 LH	NYP1 23 x 77 LH	PGR1 29 x 91 LH	PMR1 45 x 98 LH	PUT1 12 x 62 LH	SPE1 22 x 83 LH	TPY1 46 x 46 LA	TPY2 34 x 55 LH	VKI1 51 x 98 AH

RegionTRICHY-01 MTD | LCE 12.71% | LCR 87.87% | LH

KUM1 8 x 84 LH	KIK1 10 x 81 LH		KUM1 9 x 84 LH		NCK1 36 x 84 LH		NGT1 4 x 78 LH		TTP1 4 x 67 LH		TVR1 5 x 100 LH	TVR2 3 x 100 LH
PBR1 9 x 86 LH	AYR1 21 x 100 LH		JKM1 1 x 100 LH		MSI1 4 x 83 LH		MVM1 16 x 87 LH		PBR1 7 x 88 LH		PBR2 11 x 68 LH	TYR1 3 x 100 LH
TNJ1 19 x 86 LH	APM1 28 x 69 LH		MDI1 35 x 93 LH		NMM1 24 x 88 LH		ORU1 10 x 73 LH		PTK1 6 x 88 LH		TNJ1 11 x 83 LH	TNJ2 22 x 86 LH



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TRY1 15 x 93 LH	KRN1 9 x 86 LH	PDK1 83 x 93 HH	TRY1 5 x 98 LH	TRY2 30 x 89 LH	TRY3 2 x 100 LH	TRY4 3 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 27.43% | LCR 89.09% | LH

BVR1 40 x 95 LH	AMP1 28 x 88 LH	BVR1 82 x 97 HH	DPE1 0 x NaN LL	ELU1 61 x 97 HH	JGG1 17 x 92 LH	KND1 53 x 98 AH	NPR1 0 x NaN LL	PAP1 61 x 85 HH	PPM1 121 x 99 HH	RMV1 32 x 100 LH	TDD1 11 x 73 LH	TNI1 1 x 100 LH	TNK1 5 x 100 LH
GNT1 22 x 87 LH	BPP1 1 x 0 LL	CKT1 97 x 97 HH	CRL1 19 x 94 LH	GNT1 3 x 100 LH	GNT2 5 x 100 LH	KDR1 3 x 100 LH	NRT1 1 x 100 LH	OGL1 94 x 86 HH	PNR1 34 x 42 LA	PRL1 4 x 67 LH	RAL1 8 x 73 LH	VKN1 0 x NaN LL	
VJW1 18 x 76 LH	GDV1 4 x 100 LH	GVM1 19 x 45 LA	JPT1 32 x 41 LA	MTM1 13 x 50 LA	TEL1 17 x 71 LH	TVU1 38 x 96 LH	VJW1 13 x 100 LH	VJW2 1 x 100 LH	VJW3 14 x 90 LH	VJW4 34 x 80 LH	VJW5 23 x 82 LH	VUY1 7 x 100 LH	

Region WEST-01 MTD | LCE 23.65% | LCR 86.93% | LH

CBE1 19 x 89 LH		CBE1 18 x 88 LH	CBE2 16 x 91 LH	CBE3 4 x 100 LH	CBE4 12 x 92 LH	CBE5 4 x 100 LH	CBE6 59 x 98 AH	KMR1 29 x 83 LH	SNR1 11 x 93 LH	SUL1 10 x 50 LA		
PLI1 12 x 87 LH		DPM2 3 x 100 LH		KGM1 15 x 95 LH		PDM1 9 x 80 LH		PLI1 22 x 82 LH		UMP1 5 x 100 LH		
TPR1 29 x 89 LH		TPR1 27 x 69 LH			TPR2 9 x 100 LH			TPR3 57 x 100 AH				
TPR4 64 x 85 HH		ANR1 16 x 89 LH		AVI1 102 x 99 HH		GBM1 127 x 76 HH		PPI1 71 x 90 HH		SYM2 8 x 67 LH		TPR4 18 x 63 LH
UAM1 5 x 80 LH		CNR1 14 x 69 LH		GDR1 5 x 100 LH		KGI1 1 x 100 LH		KMD1 2 x 100 LH		MPM1 10 x 75 LH		UAM1 2 x 100 LH

Region WEST-02 MTD | LCE 12.77% | LCR 72.08% | LH

ERD1 23 x 76 LH	CMI1 7 x 50 LA	ERD1 23 x 79 LH	ERD2 13 x 86 LH	KMM1 9 x 40 LA	NKL2 21 x 76 LH	PDR1 23 x 73 LH	RSP1 18 x 59 LH	SGG1 40 x 44 LA	TCG1 4 x 100 LH	VKL1 106 x 90 HH				
HSR1 8 x 68 LH	HSR1 16 x 95 LH		HSR2 14 x 59 LH		KRI1 12 x 100 LH		KVP1 1 x 100 LH		PLC1 2 x 67 LH	PMP1 6 x 18 LL	SGI1 1 x 100 LH			
MTR1 7 x 78 LH	BMD1 5 x 100 LH		DPR1 4 x 100 LH		DPR2 16 x 54 LH		HRR1 18 x 100 LH		MCR1 9 x 60 LH		MTR1 1 x 100 LH	OML1 11 x 81 LH	TRM1 4 x 50 LA	
SLM1 10 x 65 LH	APN1 35 x 44 LA		ATU1 12 x 63 LH		EDP1 5 x 100 LH		EPI1 1 x 100 LH		SLM1 15 x 72 LH		SLM2 10 x 87 LH		SLM3 3 x 56 LH	VPD1 10 x 57 LH