Follow-Up Lead Capturing Effectiveness as on 11/15/2025 10:00:44 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-Nov-2025 To Date : 15-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	5,062	688	513	13.59%	74.56%	LH
CHENNAI-02	4,733	938	724	19.82%	77.19%	LH
KL-SOUTH	508	40	31	7.88%	77.50%	LH
NORTH ARCOT	3,763	665	493	17.67%	74.14%	LH
SOUTH ARCOT	3,408	344	208	10.09%	60.47%	LH
SOUTH-01	7,203	1,519	1,231	21.09%	81.04%	LH
SOUTH-03	5,501	577	451	10.49%	78.16%	LH
TIRUPATI-01	2,332	942	844	40.40%	89.60%	LH
TRICHY-01	5,211	725	619	13.91%	85.38%	LH
VIJAYAWADA-01	2,393	1,557	1,444	65.08%	92.74%	HH
WEST-01	3,931	738	622	18.77%	84.28%	LH
WEST-02	4,535	867	716	19.12%	82.58%	LH
Total	48,580	9,600	7,896	19.76%	82.25%	LH

Region

CHENNAI-01 MTD | LCE 13.59% | LCR 74.56% | LH

CH03 14 x 75 LH	CGL1 31 x 76 LH	CH45 3 x 60 LH	GUD1 19 x 78 LH	GUD2 2 x 67 LH	MC10 14 x 75 LH	MRM1 20 x 84 LH	SKL1 2 x 100 LH	TKM1 29 x 62 LH
CH05 15 x 69 LH	AVD1 18 x 79 LH	CH05 11 x 75 LH	CH14 9 x 52 LH	CH26 5 x 100 LH	CH30 20 x 79 LH	CH35 20 x 62 LH	CH37 30 x 60 LH	
CH06 13 x 82 LH	CH08 25 x 70 LH	CH11 6 x 100 LH	CH16 8 x 93 LH	CH19 15 x 97 LH	CH29 1 x 100 LH	CH39 19 x 69 LH	CH40 4 x 100 LH	CH42 8 x 96 LH
CH08 12 x 69 LH	CH07 12 x 100 LH	CH22 25 x 68 LH	CH28 8 x 44 LA	CH38 13 x 76 LH	CH48 13 x 55 LH	KNR1 5 x 60 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

Region

CHENNAI-02 MTD | LCE 19.82% | LCR 77.19% | LH

CH01 17 x 88 LH	CH03 14 x 80 LH	CH06 4 x 100 LH	CH12 29 x 86 LH	CH23 14 x 93 LH	CH24 23 x 98 LH	MC06 1 x 100 LH
CH04 23 x 72 LH	CH21 42 x 62 LH	CH34 28 x 72 LH	CH44 29 x 80 LH	GPD1 26 x 79 LH	MC05 4 x 100 LH	MJR1 16 x 67 LH	PON1 25 x 84 LH	UKI1 1 x 100 LH
CH07 23 x 73 LH	CH01 171 x 100 HH	CH15 34 x 57 LH	CH17 5 x 100 LH	CH18 33 x 81 LH	CH27 5 x 100 LH	CH32 5 x 100 LH	CH36 8 x 100 LH	CH43 24 x 85 LH
CH09 14 x 83 LH	CH09 8 x 83 LH	CH20 24 x 88 LH	CH31 7 x 100 LH	CH33 4 x 89 LH	CH41 21 x 71 LH	CH46 13 x 86 LH		

Region

KL-SOUTH MTD | LCE 7.88% | LCR 77.50% | LH

TVP1 8 x 78 LH	KLR1 1 x 100 LH	PAS1 25 x 85 LH	TVP1 5 x 58 LH

Region

NORTH ARCOT MTD | LCE 17.67% | LCR 74.14% | LH

NA01 25 x 64 LH	AKM1 21 x 66 LH	ANI1 18 x 87 LH	ARC2 2 x 100 LH	CYR1 9 x 100 LH	KPM1 13 x 50 LA	KPM2 47 x 50 LA	WJD1 29 x 92 LH	WJP1 15 x 82 LH
NA02 17 x 83 LH	ABR1 9 x 100 LH	CGM1 2 x 100 LH	GDM1 5 x 83 LH	PLR1 3 x 100 LH	TRR1 2 x 80 LH	VEL1 44 x 75 LH	VEL2 54 x 84 AH	VNB1 1 x 100 LH
NA03 10 x 91 LH	BGR1 33 x 97 LH	CPT1 8 x 100 LH	PTU1 1 x 0 LL	SBR1 1 x 100 LH	SLG1 22 x 100 LH	TRL1 2 x 100 LH	TRT1 4 x 75 LH	UGI1 13 x 85 LH	VSI1 19 x 80 LH

Region

SOUTH ARCOT MTD | LCE 10.09% | LCR 60.47% | LH

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SA01 19 x 53 LH	CUD1 44 x 46 LA	KLM1 14 x 76 LH	MKM1 4 x 67 LH	POY1 5 x 100 LH	POY2 5 x 45 LA
SA02 6 x 75 LH	CDM1 2 x 100 LH	KKI2 26 x 75 LH	KML1 0 x NaN LL	NVL2 4 x 71 LH	PRT1 4 x 67 LH	STP1 1 x 100 LH	ULP1 1 x 50 LA	VCM1 2 x 100 LH
SA03 5 x 70 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 12 x 47 LA	TRK1 13 x 81 LH	TVM1 2 x 100 LH	TVM2 0 x NaN LL	VPM1 3 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 21.09% | LCR 81.04% | LH

KVT1 20 x 79 LH	KVT1 8 x 87 LH	KYR1 12 x 88 LH	PKD1 32 x 84 LH	RND1 29 x 72 LH	RND2 NaN x NaN LL	SKD1 40 x 72 LH	SNL1 16 x 88 LH	STU2 22 x 83 LH	VKM1 28 x 71 LH
NGR1 20 x 83 LH	COL1 22 x 100 LH	KGL1 27 x 77 LH	KSM1 23 x 92 LH	MAR1 21 x 88 LH	MMT1 13 x 65 LH	NGR1 22 x 81 LH	TKY1 13 x 100 LH		
TKS1 17 x 86 LH	PDI1 9 x 86 LH	RPM1 11 x 67 LH	SDI1 7 x 82 LH	SGT1 27 x 75 LH	TKS1 15 x 91 LH	TKS2 30 x 93 LH			
TUT1 26 x 76 LH	ERL1 NaN x NaN LL	ERL2 23 x 92 LH	TCN1 21 x 83 LH	TUT1 25 x 72 LH	TUT2 23 x 74 LH	TYI1 25 x 78 LH	UDN1 56 x 73 AH		
TVL1 19 x 89 LH	ARM1 24 x 100 LH	ASM1 19 x 78 LH	TVL1 19 x 90 LH	TVL2 21 x 80 LH	VLY1 14 x 88 LH				
VNR1 22 x 80 LH	APK1 21 x 68 LH	APK2 46 x 88 LH	SVK1 18 x 82 LH	VNR1 26 x 78 LH	VNR2 14 x 77 LH				

Region SOUTH-03 MTD | LCE 10.49% | LCR 78.16% | LH

DGL1 6 x 85 LH	DGL1 3 x 100 LH	DGL2 0 x NaN LL	MDU1 4 x 95 LH	MDU5 18 x 88 LH	MPA1 3 x 100 LH	NTM1 2 x 100 LH	PNI1 20 x 53 LH		
KKD2 8 x 90 LH	ATG1 3 x 100 LH	DKI1 3 x 80 LH	KKD2 ∞ x 100 HH	KKD3 5 x 64 LH	MNM1 3 x 100 LH	PNV1 NaN x NaN LL	PNV2 0 x NaN LL	PVI1 24 x 100 LH	SGP1 2 x 100 LH	TDI1 2 x 100 LH	TPT1 21 x 89 LH
KRR1 4 x 100 LH	KRR1 6 x 100 LH	ODM1 2 x 100 LH							
MDU2 11 x 82 LH	ADP1 29 x 78 LH	BNR1 29 x 100 LH	CBM1 7 x 70 LH	CMR1 14 x 100 LH	MDU2 6 x 88 LH	MDU3 0 x NaN LL	MDU4 13 x 81 LH	MDU6 17 x 72 LH	TEN1 2 x 100 LH	TEN2 4 x 83 LH	
SVG1 19 x 65 LH	BTU1 8 x 67 LH	KPT1 1 x 50 LA	KYK1 4 x 100 LH	MLR1 5 x 100 LH	NKI1 11 x 64 LH	PKM1 43 x 59 LH	SVG1 5 x 83 LH	TMM1 44 x 67 LH	USL1 13 x 40 LA		

Region TIRUPATI-01 MTD | LCE 40.40% | LCR 89.60% | LH

ATP1 68 x 93 HH	ADI1 40 x 87 LH	ATP1 33 x 95 LH	DHN1 88 x 97 HH	GTL1 212 x 98 HH	KAR1 NaN x NaN LL	KNL1 44 x 97 LH	KNL2 63 x 98 HH	NDL1 46 x 62 LH	TPI1 151 x 96 HH
KDA1 20 x 89 LH	BVL1 7 x 100 LH	KDA1 13 x 100 LH	KOU1 13 x 89 LH	MPL1 39 x 91 LH	PDT1 39 x 83 LH	PIL1 5 x 100 LH	RCY1 16 x 88 LH	RJP1 25 x 83 LH	
TPY1 32 x 85 LH	CTO1 12 x 82 LH	KHT1 34 x 91 LH	KVL1 37 x 74 LH	NLR1 54 x 91 AH	NYP1 16 x 91 LH	PGR1 75 x 88 HH	PMR1 30 x 96 LH	PUT1 29 x 87 LH	SPE1 21 x 89 LH	TPY1 52 x 74 AH	TPY2 19 x 71 LH	VKI1 48 x 96 LH

Region TRICHY-01 MTD | LCE 13.91% | LCR 85.38% | LH

KUM1 14 x 78 LH	KIK1 6 x 100 LH	KUM1 29 x 72 LH	NCK1 20 x 86 LH	NGT1 32 x 78 LH	TTP1 2 x 100 LH	TVR1 1 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 88 LH	AYR1 20 x 96 LH	JKM1 2 x 100 LH	MSI1 5 x 100 LH	MVM1 20 x 92 LH	PBR1 17 x 93 LH	PBR2 19 x 75 LH	TYR1 13 x 95 LH
TNJ1 19 x 88 LH	APM1 59 x 95 AH	MDI1 20 x 95 LH	NMM1 29 x 79 LH	ORU1 6 x 100 LH	PTK1 8 x 77 LH	TNJ1 13 x 90 LH	TNJ2 19 x 83 LH

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TRY1 9 x 88 LH	KRN1 12 x 83 LH	PDK1 44 x 82 LH	TRY1 3 x 100 LH	TRY2 31 x 94 LH	TRY3 1 x 100 LH	TRY4 1 x 100 LH

Region VIJAYAWADA-01 MTD | LCE 65.08% | LCR 92.74% | HH

BVR1 59 x 97 AH	AMP1 11 x 67 LH	BVR1 32 x 89 LH	DPE1 29 x 100 LH	ELU1 121 x 99 HH	JGG1 19 x 86 LH	KND1 147 x 100 HH	NPR1 34 x 100 LH	PAP1 19 x 80 LH	PPM1 179 x 100 HH	RMV1 68 x 96 HH	TDD1 20 x 80 LH	TNI1 42 x 96 LH	TNK1 37 x 95 LH

GNT1 75 x 91 HH	BPP1 42 x 90 LH	CKT1 147 x 94 HH	CRL1 66 x 91 HH	GNT1 63 x 95 HH	GNT2 130 x 97 HH	KDR1 62 x 93 HH	NRT1 29 x 95 LH	OGL1 166 x 89 HH	PNR1 57 x 65 AH	PRL1 25 x 77 LH	RAL1 48 x 79 LH	VKN1 24 x 100 LH

VJW1 62 x 91 HH	GDV1 133 x 97 HH	GVM1 31 x 50 LA	JPT1 101 x 85 HH	MTM1 38 x 81 LH	TEL1 66 x 87 HH	TVU1 141 x 97 HH	VJW1 61 x 93 HH	VJW2 25 x 100 LH	VJW3 36 x 95 LH	VJW4 51 x 89 AH	VJW5 27 x 94 LH	VUY1 40 x 100 LH

Region WEST-01 MTD | LCE 18.77% | LCR 84.28% | LH

CBE1 18 x 89 LH	CBE1 28 x 100 LH	CBE2 12 x 78 LH	CBE3 15 x 100 LH	CBE4 24 x 96 LH	CBE5 1 x 100 LH	CBE6 43 x 99 LH	KMR1 31 x 84 LH	SNR1 2 x 100 LH	SUL1 15 x 75 LH

PLI1 9 x 87 LH	DPM2 7 x 100 LH	KGM1 15 x 77 LH	PDM1 17 x 79 LH	PLI1 6 x 100 LH	UMP1 2 x 100 LH

TPR1 30 x 77 LH	TPR1 35 x 58 LH	TPR2 5 x 88 LH	TPR3 58 x 95 AH	

TPR4 34 x 85 LH	ANR1 0 x NaN LL	AVI1 50 x 96 AH	GBM1 64 x 74 HH	PPI1 42 x 87 LH	SYM2 4 x 100 LH	TPR4 18 x 83 LH

UAM1 6 x 66 LH	CNR1 5 x 100 LH	GDR1 7 x 25 LL	KGI1 0 x NaN LL	KMD1 1 x 100 LH	MPM1 18 x 62 LH	UAM1 1 x 100 LH

Region WEST-02 MTD | LCE 19.12% | LCR 82.58% | LH

ERD1 36 x 81 LH	CMI1 27 x 62 LH	ERD1 54 x 86 AH	ERD2 25 x 78 LH	KMM1 27 x 71 LH	NKL2 43 x 82 LH	PDR1 37 x 80 LH	RSP1 35 x 87 LH	SGG1 35 x 83 LH	TCG1 21 x 94 LH	VKL1 63 x 79 HH

HSR1 15 x 89 LH	HSR1 41 x 94 LH	HSR2 33 x 87 LH	KRI1 2 x 100 LH	KVP1 1 x 100 LH	PLC1 6 x 50 LA	PMP1 0 x NaN LL	SGI1 0 x NaN LL

MTR1 7 x 91 LH	BMD1 0 x NaN LL	DPR1 17 x 100 LH	DPR2 16 x 77 LH	HRR1 9 x 100 LH	MCR1 7 x 67 LH	MTR1 2 x 100 LH	OML1 9 x 100 LH	TRM1 3 x 100 LH

SLM1 16 x 79 LH	APN1 35 x 74 LH	ATU1 26 x 57 LH	EDP1 0 x NaN LL	EPI1 3 x 100 LH	SLM1 22 x 85 LH	SLM2 14 x 91 LH	SLM3 8 x 94 LH	VPD1 16 x 82 LH