



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 : 17-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	5,175	1,141	1,062	22.05%	93.08%	LH
CHENNAI-02	4,316	1,332	1,242	30.86%	93.24%	LH
KL-SOUTH	1,004	104	92	10.36%	88.46%	LH
NORTH ARCOT	4,006	1,101	1,004	27.48%	91.19%	LH
SOUTH ARCOT	3,170	794	728	25.04%	91.69%	LH
SOUTH-01	7,969	2,806	2,659	35.21%	94.76%	LH
SOUTH-03	5,440	819	729	15.05%	89.01%	LH
TIRUPATI-01	2,198	1,633	1,586	74.31%	97.12%	HH
TRICHY-01	4,799	1,456	1,401	30.34%	96.22%	LH
VIJAYAWADA-01	1,995	1,759	1,701	88.19%	96.70%	HH
WEST-01	3,665	1,289	1,237	35.17%	95.97%	LH
WEST-02	4,348	1,253	1,179	28.82%	94.09%	LH
Total	48,086	15,487	14,620	32.21%	94.40%	LH

RegionCHENNAI-01 MTD   LCE 22.05%   LCR 93.08%   LH								
CH03 16 x 88 LH	CGL1 24 x 90 LH	CH45 3 x 100 LH	GUD1 25 x 96 LH	GUD2 1 x 100 LH	MC10 20 x 93 LH	MRM1 26 x 70 LH	SKL1 3 x 100 LH	TKM1 27 x 88 LH
CH05 30 x 95 LH	AVD1 11 x 94 LH	CH05 14 x 97 LH	CH14 51 x 92 AH	CH26 27 x 96 LH	CH30 25 x 97 LH	CH35 45 x 100 LH	CH37 14 x 100 LH	
CH06 25 x 93 LH	CH08 48 x 91 LH	CH11 8 x 100 LH	CH16 6 x 100 LH	CH19 19 x 93 LH	CH29 6 x 100 LH	CH39 63 x 93 HH	CH40 3 x 100 LH	CH42 22 x 93 LH
CH08 16 x 94 LH	CH07 8 x 100 LH	CH22 38 x 95 LH	CH28 14 x 93 LH	CH38 10 x 100 LH	CH48 11 x 71 LH	KNR1 22 x 100 LH	MC02 13 x 100 LH	MC09 41 x 100 LH

RegionCHENNAI-02 MTD   LCE 30.86%   LCR 93.24%   LH								
CH01 22 x 93 LH	CH03 4 x 94 LH	CH12 46 x 91 LH	CH23 22 x 100 LH	CH24 31 x 91 LH	CH41 35 x 96 LH	MC06 5 x 100 LH	MC08 0 x NaN LL	
CH04 39 x 93 LH	CH21 52 x 94 AH	CH34 44 x 92 LH	CH44 46 x 91 LH	GPD1 35 x 98 LH	MC05 24 x 93 LH	MJR1 30 x 88 LH	PON1 48 x 96 LH	UKI1 18 x 97 LH
CH07 35 x 93 LH	CH01 54 x 100 AH	CH15 60 x 91 HH	CH17 17 x 100 LH	CH18 30 x 94 LH	CH27 12 x 100 LH	CH32 20 x 100 LH	CH36 11 x 100 LH	CH43 28 x 95 LH
CH09 24 x 94 LH	CH06 23 x 93 LH	CH09 13 x 94 LH	CH20 50 x 97 AH	CH31 12 x 90 LH	CH33 5 x 100 LH	CH46 34 x 86 LH		

RegionKL-SOUTH MTD   LCE 10.36%   LCR 88.46%   LH			
TVP1 10 x 88 LH	KLR1 0 x NaN LL	PAS1 36 x 88 LH	TVP1 1 x 100 LH

RegionNORTH ARCOT MTD   LCE 27.48%   LCR 91.19%   LH									
NA01 37 x 89 LH	AKM1 53 x 97 AH	ANI1 32 x 97 LH	ARC2 9 x 88 LH	CYR1 20 x 100 LH	KPM1 32 x 88 LH	KPM2 42 x 75 LH	WJD1 40 x 93 LH	WJP1 57 x 99 AH	
NA02 21 x 94 LH	ABR1 5 x 100 LH	CGM1 6 x 100 LH	GDM1 16 x 78 LH	PLR1 14 x 100 LH	TRR1 12 x 97 LH	VEL1 38 x 94 LH	VEL2 47 x 92 LH	VNB1 10 x 100 LH	
NA03 23 x 94 LH	BGR1 34 x 93 LH	CPT1 28 x 100 LH	PTU1 20 x 92 LH	SBR1 6 x 100 LH	SLG1 21 x 100 LH	TRL1 11 x 100 LH	TRT1 71 x 83 HH	UGI1 39 x 95 LH	VSI1 17 x 96 LH

RegionSOUTH ARCOT MTD   LCE 25.04%   LCR 91.69%   LH			
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SA01 40 x 91 LH	CUD1 48 x 82 LH		KLM1 28 x 98 LH		MKM1 24 x 100 LH		POY1 61 x 97 HH		POY2 20 x 97 LH	
SA02 17 x 91 LH	CDM1 10 x 95 LH	KKI2 45 x 90 LH	KML1 4 x 100 LH	NVL2 18 x 83 LH	PRT1 12 x 94 LH	STP1 4 x 100 LH	ULP1 17 x 95 LH	VCM1 7 x 83 LH		
SA03 20 x 93 LH	SJI1 5 x 100 LH	TDM1 37 x 85 LH	TRK1 40 x 94 LH	TVM1 20 x 100 LH	TVM2 2 x 100 LH	VPM1 29 x 96 LH	VPM2 5 x 100 LH			

SOUTH-01 MTD | LCE 35.21% | LCR 94.76% | LH

KVT1 33 x 95 LH	KVT1 28 x 98 LH	KYR1 20 x 100 LH	PKD1 49 x 95 LH	RND1 33 x 99 LH	SKD1 20 x 85 LH	SNL1 38 x 89 LH	STU2 45 x 100 LH	VKM1 37 x 88 LH
NGR1 17 x 96 LH	COL1 36 x 95 LH	KGL1 42 x 98 LH	KSM1 3 x 100 LH	MAR1 16 x 93 LH	MMT1 42 x 98 LH	NGR1 10 x 94 LH	TKY1 5 x 100 LH	
TKS1 28 x 96 LH	PDI1 31 x 95 LH	RPM1 9 x 91 LH	SDI1 10 x 100 LH	SGT1 48 x 100 LH	TKS1 40 x 91 LH	TKS2 46 x 99 LH		
TUT1 48 x 92 LH	ERL1 ∞ x 100 HH	ERL2 51 x 97 AH	TCN1 30 x 87 LH	TUT1 39 x 96 LH	TUT2 39 x 92 LH	TYI1 54 x 91 AH	UDN1 144 x 86 HH	
TVL1 50 x 97 AH	ARM1 38 x 97 LH	ASM1 37 x 94 LH	TVL1 72 x 100 HH	TVL2 46 x 95 LH	VLY1 24 x 88 LH			
VNR1 41 x 95 LH	APK1 36 x 94 LH	APK2 26 x 100 LH	SVK1 34 x 96 LH	VNR1 75 x 91 HH	VNR2 41 x 97 LH			

SOUTH-03 MTD | LCE 15.05% | LCR 89.01% | LH

DGL1 7 x 94 LH	DGL1 3 x 100 LH		DGL2 0 x NaN LL		MDU1 4 x 100 LH		MDU5 8 x 92 LH		MPA1 4 x 100 LH		NTM1 8 x 89 LH		PNI1 56 x 91 AH							
KKD2 12 x 95 LH	ATG1 5 x 89 LH		DKI1 18 x 96 LH		KKD2 12 x 100 LH		MNM1 1 x 100 LH		PNV1 10 x 100 LH		PVI1 30 x 94 LH		SGP1 4 x 100 LH		TDI1 3 x 100 LH		TPT1 2 x 100 LH			
KRR1 7 x 100 LH	KRR1 13 x 100 LH								ODM1 1 x 100 LH											
MDU2 17 x 86 LH	ADP1 9 x 83 LH		BNR1 43 x 88 LH		CBM1 14 x 94 LH		CMR1 39 x 85 LH		MDU2 9 x 100 LH		MDU3 1 x 100 LH		MDU4 13 x 67 LH		MDU6 37 x 83 LH		TEN1 7 x 88 LH		TEN2 5 x 83 LH	
SVG1 27 x 86 LH	BTU1 26 x 79 LH		KPT1 7 x 100 LH		KYK1 3 x 100 LH		MLR1 6 x 83 LH		NKI1 21 x 95 LH		PKM1 85 x 88 HH		SVG1 8 x 100 LH		TMM1 60 x 83 AH		USL1 31 x 86 LH			

TIRUPATI-01 MTD | LCE 74.31% | LCR 97.12% | HH

ATP1 127 x 99 HH	ADI1 55 x 94 AH		ATP1 55 x 95 AH		DHN1 141 x 99 HH		GTL1 387 x 100 HH		KNL1 144 x 100 HH		KNL2 127 x 100 HH		NDL1 39 x 92 LH		TPI1 195 x 99 HH									
KDA1 29 x 96 LH	BVL1 8 x 100 LH		KDA1 20 x 90 LH		KOU1 34 x 96 LH		MPL1 60 x 100 HH		PDT1 21 x 100 LH		PIL1 14 x 100 LH		RCY1 10 x 100 LH		RJP1 49 x 92 LH									
TPY1 70 x 96 HH	CTO1 27 x 97 LH		KHT1 92 x 100 HH		KVL1 15 x 100 LH		NLR1 65 x 96 HH		NYP1 130 x 98 HH		PGR1 78 x 96 HH		PMR1 116 x 100 HH		PUT1 31 x 96 LH		SPE1 80 x 93 HH		TPY1 78 x 94 HH		TPY2 39 x 85 LH		VKI1 173 x 95 HH	

TRICHY-01 MTD | LCE 30.34% | LCR 96.22% | LH

KUM1 36 x 97 LH	JKM1 12 x 95 LH	KUM1 63 x 95 HH	MVM1 54 x 99 AH	NCK1 53 x 97 AH	TVR1 11 x 100 LH	TVR2 9 x 100 LH	
PTK1 22 x 96 LH	APM1 37 x 97 LH	MDI1 16 x 94 LH	NGT1 22 x 98 LH	NMM1 66 x 97 HH	PTK1 4 x 100 LH	TTP1 5 x 88 LH	
TNJ1 51 x 96 AH	AYR1 30 x 94 LH	KIK1 22 x 91 LH	KRN1 72 x 92 HH	ORU1 41 x 95 LH	PDK1 121 x 95 HH	TNJ1 39 x 99 LH	TNJ2 55 x 97 AH



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TRY1 15 x 97 LH	MSI1 4 x 100 LH	PBR1 16 x 100 LH	PBR2 22 x 92 LH	TRY1 16 x 98 LH	TRY2 46 x 100 LH	TRY3 6 x 100 LH	TYR1 3 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 88.19% | LCR 96.70% | HH

BVR1 105 x 99 HH	AMP1 48 x 100 LH	BVR1 89 x 96 HH	DPE1 136 x 97 HH	ELU1 157 x 99 HH	JGG1 106 x 100 HH	KND1 112 x 100 HH	PAP1 90 x 100 HH	PPM1 227 x 100 HH	RMV1 280 x 99 HH	TDD1 53 x 96 AH	TNI1 0 x NaN LL	TNK1 42 x 100 LH	
GNT1 80 x 95 HH	BPP1 39 x 76 LH	CKT1 151 x 94 HH	CRL1 120 x 99 HH	GNT1 22 x 100 LH	GNT2 86 x 100 HH	KDR1 61 x 97 HH	NRT1 8 x 100 LH	OGL1 259 x 97 HH	PNR1 54 x 62 AH	PRL1 33 x 100 LH	RAL1 43 x 96 LH	VKN1 4 x 50 LA	
VJW1 81 x 96 HH	GDV1 175 x 100 HH	GVM1 98 x 89 HH	JPT1 90 x 88 HH	MTM1 35 x 100 LH	TEL1 65 x 95 HH	TVU1 85 x 100 HH	VJW1 64 x 98 HH	VJW2 25 x 100 LH	VJW3 96 x 100 HH	VJW4 47 x 83 LH	VJW5 97 x 100 HH	VUY1 103 x 95 HH	

Region WEST-01 MTD | LCE 35.17% | LCR 95.97% | LH

CBE1 26 x 97 LH	CBE1 51 x 98 AH	CBE2 8 x 100 LH	CBE3 14 x 100 LH	CBE4 3 x 100 LH	CBE5 0 x NaN LL	CBE6 89 x 99 HH	KMR1 40 x 95 LH	SNR1 12 x 95 LH	SUL1 32 x 93 LH	
PLI1 19 x 96 LH	DPM2 11 x 100 LH		KGM1 19 x 94 LH		PDM1 30 x 85 LH		PLI1 21 x 100 LH		UMP1 20 x 100 LH	
TPR1 52 x 97 AH	TPR1 57 x 95 AH				TPR2 1 x 100 LH		TPR3 95 x 98 HH			
TPR4 91 x 95 HH	ANR1 2 x 100 LH		AVI1 208 x 100 HH		GBM1 84 x 88 HH	PPI1 73 x 88 HH		SYM2 32 x 96 LH		TPR4 88 x 99 HH
UAM1 11 x 91 LH	CNR1 2 x 100 LH		GDR1 6 x 100 LH		KGI1 3 x 100 LH	KMD1 0 x NaN LL		MPM1 50 x 94 LH		UAM1 5 x 60 LH

Region WEST-02 MTD | LCE 28.82% | LCR 94.09% | LH

ERD1 40 x 93 LH	CMI1 39 x 65 LH	ERD1 54 x 95 AH	ERD2 13 x 100 LH	KMM1 18 x 91 LH	NKL2 34 x 93 LH	PDR1 51 x 93 AH	RSP1 45 x 96 LH	SGG1 53 x 96 AH	TCG1 34 x 96 LH	VKL1 78 x 93 HH
HSR1 17 x 95 LH	HSR1 25 x 97 LH		HSR2 32 x 91 LH	KRI1 17 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL		PMP1 10 x 100 LH		SGI1 14 x 100 LH
MTR1 21 x 95 LH	BMD1 4 x 100 LH	DPR1 10 x 100 LH	DPR2 53 x 95 AH	HRR1 55 x 100 AH	MCR1 17 x 96 LH		MTR1 1 x 100 LH	OML1 22 x 92 LH		TRM1 17 x 85 LH
SLM1 36 x 95 LH	APN1 88 x 89 HH	ATU1 49 x 95 LH	EDP1 5 x 100 LH	EPI1 3 x 100 LH	SLM1 53 x 98 AH		SLM2 35 x 100 LH	SLM3 5 x 78 LH		VPD1 27 x 96 LH