



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 : 21-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	6,044	1,539	1,460	25.46%	94.87%	LH
CHENNAI-02	5,042	1,790	1,700	35.50%	94.97%	LH
KL-SOUTH	1,091	128	116	11.73%	90.63%	LH
NORTH ARCOT	4,648	1,525	1,428	32.81%	93.64%	LH
SOUTH ARCOT	3,643	1,032	966	28.33%	93.60%	LH
SOUTH-01	9,249	3,973	3,826	42.95%	96.30%	LH
SOUTH-03	6,425	1,176	1,086	18.30%	92.35%	LH
TIRUPATI-01	2,584	2,191	2,144	84.81%	97.85%	HH
TRICHY-01	5,767	2,082	2,027	36.10%	97.36%	LH
VIJAYAWADA-01	2,323	2,269	2,211	97.68%	97.44%	HH
WEST-01	4,261	1,593	1,541	37.38%	96.74%	LH
WEST-02	5,086	1,673	1,599	32.89%	95.58%	LH
Total	56,164	20,971	20,104	37.34%	95.87%	LH

RegionCHENNAI-01 MTD LCE 25.46% LCR 94.87% LH								
CH03 18 x 91 LH	CGL1 26 x 92 LH	CH45 3 x 100 LH	GUD1 31 x 97 LH	GUD2 2 x 100 LH	MC10 26 x 96 LH	MRM1 25 x 75 LH	SKL1 2 x 100 LH	TKM1 31 x 91 LH
CH05 34 x 96 LH	AVD1 11 x 95 LH	CH05 15 x 98 LH	CH14 58 x 94 AH	CH26 25 x 96 LH	CH30 31 x 98 LH	CH35 56 x 100 AH	CH37 25 x 100 LH	
CH06 28 x 95 LH	CH08 59 x 94 AH	CH11 7 x 100 LH	CH16 7 x 100 LH	CH19 23 x 95 LH	CH29 10 x 100 LH	CH39 70 x 95 HH	CH40 2 x 100 LH	CH42 22 x 94 LH
CH08 21 x 96 LH	CH07 10 x 100 LH	CH22 40 x 95 LH	CH28 17 x 95 LH	CH38 19 x 100 LH	CH48 23 x 88 LH	KNR1 20 x 100 LH	MC02 9 x 100 LH	MC09 44 x 100 LH

RegionCHENNAI-02 MTD LCE 35.50% LCR 94.97% LH								
CH01 24 x 94 LH	CH03 4 x 95 LH	CH06 28 x 95 LH	CH12 53 x 93 AH	CH23 23 x 100 LH	CH24 38 x 94 LH	MC06 6 x 100 LH	MC08 0 x NaN LL	
CH04 44 x 95 LH	CH21 59 x 95 AH	CH34 51 x 94 AH	CH44 51 x 93 AH	GPD1 39 x 99 LH	MC05 21 x 93 LH	MJR1 36 x 91 LH	PON1 58 x 97 AH	UKI1 19 x 97 LH
CH07 42 x 95 LH	CH01 62 x 100 HH	CH15 71 x 94 HH	CH17 17 x 100 LH	CH18 35 x 95 LH	CH27 12 x 100 LH	CH32 22 x 100 LH	CH36 13 x 100 LH	CH43 38 x 97 LH
CH09 28 x 96 LH	CH09 13 x 95 LH	CH20 54 x 98 AH	CH31 15 x 93 LH	CH33 4 x 100 LH	CH41 36 x 97 LH	CH46 40 x 90 LH		

RegionKL-SOUTH MTD LCE 11.73% LCR 90.63% LH			
TVP1 12 x 91 LH	KLR1 0 x NaN LL	PAS1 39 x 90 LH	TVP1 2 x 100 LH

RegionNORTH ARCOT MTD LCE 32.81% LCR 93.64% LH									
NA01 46 x 92 LH	AKM1 59 x 97 AH	ANI1 41 x 98 LH	ARC2 16 x 94 LH	CYR1 20 x 100 LH	KPM1 38 x 91 LH	KPM2 51 x 83 AH	WJD1 52 x 95 AH	WJP1 70 x 99 HH	
NA02 25 x 95 LH	ABR1 6 x 100 LH	CGM1 6 x 100 LH	GDM1 23 x 87 LH	PLR1 12 x 100 LH	TRR1 11 x 97 LH	VEL1 44 x 96 LH	VEL2 60 x 95 AH	VNB1 12 x 100 LH	
NA03 26 x 95 LH	BGR1 44 x 96 LH	CPT1 29 x 100 LH	PTU1 24 x 94 LH	SBR1 6 x 100 LH	SLG1 29 x 100 LH	TRL1 13 x 100 LH	TRT1 77 x 86 HH	UGI1 41 x 96 LH	VSI1 19 x 97 LH

RegionSOUTH ARCOT MTD LCE 28.33% LCR 93.60% LH			
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SA01 43 x 93 LH	CUD1 57 x 87 AH		KLM1 31 x 98 LH		MKM1 25 x 100 LH		POY1 54 x 97 AH		POY2 21 x 98 LH	
SA02 21 x 94 LH	CDM1 16 x 97 LH	KKI2 54 x 93 AH	KML1 3 x 100 LH	NVL2 20 x 87 LH	PRT1 15 x 96 LH	STP1 3 x 100 LH	ULP1 21 x 97 LH	VCM1 10 x 90 LH		
SA03 23 x 95 LH	SJI1 6 x 100 LH		TDM1 40 x 88 LH	TRK1 50 x 96 AH		TVM1 17 x 100 LH		TVM2 6 x 100 LH	VPM1 33 x 97 LH	VPM2 4 x 100 LH

RegionSOUTH-01 MTD | LCE 42.95% | LCR 96.30% | LH

KVT1 41 x 96 LH	KVT1 33 x 98 LH	KYR1 28 x 100 LH	PKD1 57 x 96 AH	RND1 42 x 99 LH	SKD1 24 x 89 LH	SNL1 48 x 92 LH	STU2 60 x 100 AH	VKM1 48 x 92 LH
NGR1 20 x 97 LH	COL1 40 x 96 LH	KGL1 50 x 98 AH	KSM1 4 x 100 LH	MAR1 21 x 95 LH	MMT1 47 x 99 LH	NGR1 11 x 96 LH	TKY1 5 x 100 LH	
TKS1 34 x 97 LH	PDI1 39 x 97 LH	RPM1 13 x 94 LH	SDI1 9 x 100 LH	SGT1 62 x 100 HH	TKS1 52 x 94 AH	TKS2 52 x 99 AH		
TUT1 61 x 95 HH	ERL1 ∞ x 100 HH	ERL2 58 x 98 AH	TCN1 34 x 91 LH	TUT1 51 x 97 AH	TUT2 52 x 95 AH	TYI1 65 x 94 HH	UDN1 203 x 91 HH	
TVL1 49 x 98 LH	ARM1 41 x 97 LH	ASM1 39 x 95 LH	TVL1 59 x 100 AH	TVL2 59 x 97 AH	VLY1 34 x 93 LH			
VNR1 54 x 97 AH	APK1 48 x 96 LH	APK2 52 x 100 AH	SVK1 41 x 97 LH	VNR1 83 x 93 HH	VNR2 51 x 98 AH			

RegionSOUTH-03 MTD | LCE 18.30% | LCR 92.35% | LH

DGL1 8 x 96 LH	DGL1 4 x 100 LH		DGL2 1 x 100 LH		MDU1 5 x 100 LH		MDU5 9 x 94 LH		MPA1 6 x 100 LH		NTM1 9 x 92 LH		PNI1 62 x 93 HH							
KKD2 13 x 96 LH	ATG1 5 x 91 LH		DKI1 12 x 96 LH		KKD2 18 x 100 LH		MNM1 1 x 100 LH		PNV1 12 x 100 LH		PVI1 32 x 95 LH		SGP1 3 x 100 LH		TDI1 3 x 100 LH		TPT1 2 x 100 LH			
KRR1 9 x 100 LH	KRR1 18 x 100 LH								ODM1 1 x 100 LH											
MDU2 22 x 90 LH	ADP1 9 x 87 LH		BNR1 46 x 90 LH		CBM1 22 x 97 LH		CMR1 50 x 90 AH		MDU2 9 x 100 LH		MDU3 1 x 100 LH		MDU4 18 x 80 LH		MDU6 49 x 89 LH		TEN1 8 x 92 LH		TEN2 7 x 90 LH	
SVG1 35 x 91 LH	BTU1 36 x 87 LH		KPT1 13 x 100 LH		KYK1 2 x 100 LH		MLR1 8 x 90 LH		NKI1 28 x 97 LH		PKM1 102 x 92 HH		SVG1 8 x 100 LH		TMM1 77 x 89 HH		USL1 39 x 91 LH			

RegionTIRUPATI-01 MTD | LCE 84.81% | LCR 97.85% | HH

ATP1 136 x 99 HH	ADI1 68 x 96 HH		ATP1 71 x 97 HH		DHN1 145 x 99 HH		GTL1 369 x 100 HH		KNL1 160 x 100 HH		KNL2 136 x 100 HH		NDL1 53 x 95 AH		TPI1 203 x 99 HH									
KDA1 35 x 97 LH	BVL1 17 x 100 LH		KDA1 20 x 91 LH		KOU1 36 x 97 LH		MPL1 75 x 100 HH		PDT1 45 x 100 LH		PIL1 17 x 100 LH		RCY1 9 x 100 LH		RJP1 52 x 94 AH									
TPY1 83 x 97 HH	CTO1 36 x 98 LH		KHT1 104 x 100 HH		KVL1 27 x 100 LH		NLR1 73 x 97 HH		NYP1 138 x 98 HH		PGR1 102 x 98 HH		PMR1 128 x 100 HH		PUT1 46 x 98 LH		SPE1 85 x 94 HH		TPY1 89 x 95 HH		TPY2 61 x 91 HH		VKI1 181 x 96 HH	

RegionTRICHY-01 MTD | LCE 36.10% | LCR 97.36% | LH

KUM1 41 x 98 LH	JKM1 14 x 96 LH	KUM1 72 x 96 HH	MVM1 67 x 100 HH	NCK1 48 x 97 LH	TVR1 11 x 100 LH	TVR2 9 x 100 LH	
PTK1 30 x 98 LH	APM1 49 x 98 LH	MDI1 21 x 96 LH	NGT1 33 x 99 LH	NMM1 82 x 98 HH	PTK1 3 x 100 LH	TTP1 8 x 93 LH	
TNJ1 60 x 97 HH	AYR1 35 x 96 LH	KIK1 27 x 94 LH	KRN1 75 x 94 HH	ORU1 49 x 96 LH	PDK1 130 x 96 HH	TNJ1 53 x 99 AH	TNJ2 67 x 98 HH



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TRY1 17 x 98 LH	MSI1 3 x 100 LH	PBR1 22 x 100 LH	PBR2 33 x 96 LH	TRY1 17 x 98 LH	TRY2 47 x 100 LH	TRY3 6 x 100 LH	TYR1 4 x 100 LH	
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Region VIJAYAWADA-01 MTD | LCE 97.68% | LCR 97.44% | HH

BVR1 115 x 99 HH	AMP1 60 x 100 HH	BVR1 99 x 97 HH	DPE1 137 x 97 HH	ELU1 192 x 99 HH	JGG1 106 x 100 HH	KND1 116 x 100 HH	PAP1 95 x 100 HH	PPM1 244 x 100 HH	RMV1 289 x 99 HH	TDD1 58 x 97 AH	TNI1 0 x NaN LL	TNK1 46 x 100 LH	
GNT1 88 x 96 HH	BPP1 38 x 79 LH	CKT1 164 x 95 HH	CRL1 141 x 99 HH	GNT1 31 x 100 LH	GNT2 83 x 100 HH	KDR1 64 x 98 HH	NRT1 11 x 100 LH	OGL1 268 x 97 HH	PNR1 72 x 76 HH	PRL1 53 x 100 AH	RAL1 71 x 98 HH	VKN1 7 x 75 LH	
VJW1 91 x 97 HH	GDV1 163 x 100 HH	GVM1 108 x 92 HH	JPT1 132 x 93 HH	MTM1 53 x 100 AH	TEL1 72 x 96 HH	TVU1 111 x 100 HH	VJW1 68 x 98 HH	VJW2 25 x 100 LH	VJW3 114 x 100 HH	VJW4 58 x 88 AH	VJW5 100 x 100 HH	VUY1 99 x 96 HH	

Region WEST-01 MTD | LCE 37.38% | LCR 96.74% | LH

CBE1 27 x 98 LH	CBE1 52 x 98 AH	CBE2 8 x 100 LH	CBE3 13 x 100 LH	CBE4 6 x 100 LH	CBE5 0 x NaN LL	CBE6 88 x 99 HH	KMR1 39 x 96 LH	SNR1 13 x 96 LH	SUL1 46 x 96 LH	
PLI1 24 x 97 LH	DPM2 11 x 100 LH		KGM1 28 x 97 LH		PDM1 31 x 88 LH		PLI1 28 x 100 LH		UMP1 22 x 100 LH	
TPR1 60 x 98 HH	TPR1 69 x 96 HH				TPR2 1 x 100 LH		TPR3 109 x 99 HH			
TPR4 91 x 96 HH	ANR1 2 x 100 LH		AVI1 195 x 100 HH		GBM1 88 x 90 HH	PPI1 72 x 89 HH		SYM2 35 x 97 LH		TPR4 105 x 99 HH
UAM1 14 x 93 LH	CNR1 2 x 100 LH		GDR1 8 x 100 LH		KGI1 6 x 100 LH	KMD1 0 x NaN LL		MPM1 57 x 96 AH		UAM1 7 x 73 LH

Region WEST-02 MTD | LCE 32.89% | LCR 95.58% | LH

ERD1 46 x 95 LH	CMI1 40 x 71 LH	ERD1 58 x 96 AH	ERD2 13 x 100 LH	KMM1 24 x 94 LH	NKL2 35 x 94 LH	PDR1 63 x 96 HH	RSP1 63 x 97 HH	SGG1 80 x 98 HH	TCG1 39 x 97 LH	VKL1 88 x 95 HH
HSR1 19 x 97 LH	HSR1 28 x 98 LH		HSR2 35 x 93 LH	KRI1 20 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL		PMP1 9 x 100 LH		SGI1 25 x 100 LH
MTR1 22 x 96 LH	BMD1 4 x 100 LH	DPR1 8 x 100 LH	DPR2 64 x 96 HH	HRR1 48 x 100 LH	MCR1 24 x 98 LH	MTR1 1 x 100 LH		OML1 25 x 94 LH		TRM1 17 x 88 LH
SLM1 41 x 96 LH	APN1 99 x 91 HH	ATU1 60 x 97 AH	EDP1 6 x 100 LH	EPI1 2 x 100 LH	SLM1 61 x 98 HH	SLM2 36 x 100 LH		SLM3 7 x 86 LH		VPD1 35 x 97 LH