



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 : 26-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,818	2,561	2,026	32.76%	79.11%	LH
CHENNAI-02	6,868	2,844	2,213	41.41%	77.81%	LH
KL-SOUTH	1,233	156	114	12.65%	73.08%	LH
NORTH ARCOT	5,925	2,493	1,831	42.07%	73.45%	LH
SOUTH ARCOT	4,929	1,693	1,300	34.35%	76.79%	LH
SOUTH-01	12,733	6,252	4,925	49.10%	78.77%	LH
SOUTH-03	8,091	1,773	1,478	21.91%	83.36%	LH
TIRUPATI-01	4,028	3,589	3,222	89.10%	89.77%	HH
TRICHY-01	7,368	3,026	2,546	41.07%	84.14%	LH
VIJAYAWADA-01	3,999	3,905	3,489	97.66%	89.35%	HH
WEST-01	5,551	2,232	2,000	40.21%	89.61%	LH
WEST-02	6,649	2,529	2,102	38.04%	83.12%	LH
Total	75,191	33,053	27,246	43.96%	82.43%	LH

RegionCHENNAI-01 MTD LCE 32.76% LCR 79.11% LH								
CH03 19 x 76 LH	CGL1 28 x 67 LH	CH45 4 x 91 LH	GUD1 38 x 81 LH	GUD2 1 x 100 LH	MC10 23 x 69 LH	MRM1 23 x 53 LH	SKL1 3 x 83 LH	TKM1 32 x 93 LH
CH05 43 x 74 LH	AVD1 13 x 82 LH	CH05 25 x 98 LH	CH14 69 x 68 HH	CH26 20 x 12 LL	CH30 43 x 77 LH	CH35 65 x 77 HH	CH37 40 x 83 LH	
CH06 36 x 82 LH	CH08 77 x 82 HH	CH11 10 x 100 LH	CH16 14 x 99 LH	CH19 31 x 97 LH	CH29 8 x 57 LH	CH39 90 x 74 HH	CH40 3 x 67 LH	CH42 23 x 67 LH
CH08 30 x 84 LH	CH07 12 x 98 LH	CH22 57 x 70 AH	CH28 33 x 89 LH	CH38 33 x 94 LH	CH48 32 x 94 LH	KNR1 19 x 68 LH	MC02 14 x 100 LH	MC09 39 x 50 LA

RegionCHENNAI-02 MTD LCE 41.41% LCR 77.81% LH								
CH01 29 x 77 LH	CH03 5 x 97 LH	CH06 28 x 72 LH	CH12 69 x 79 HH	CH23 20 x 64 LH	CH24 48 x 74 LH	MC06 4 x 100 LH	MC08 6 x 100 LH	
CH04 50 x 74 LH	CH21 70 x 78 HH	CH34 61 x 75 HH	CH44 59 x 68 AH	GPD1 42 x 77 LH	MC05 17 x 25 LL	MJR1 37 x 77 LH	PON1 79 x 78 HH	UKI1 14 x 56 LH
CH07 51 x 85 AH	CH01 47 x 100 LH	CH15 85 x 90 HH	CH17 16 x 89 LH	CH18 46 x 77 LH	CH27 9 x 100 LH	CH32 20 x 100 LH	CH36 16 x 76 LH	CH43 48 x 78 LH
CH09 31 x 72 LH	CH09 13 x 66 LH	CH20 64 x 73 HH	CH31 13 x 94 LH	CH33 4 x 100 LH	CH41 40 x 62 LH	CH46 42 x 73 LH		

RegionKL-SOUTH MTD LCE 12.65% LCR 73.08% LH			
TVP1 13 x 73 LH	KLR1 0 x NaN LL	PAS1 40 x 67 LH	TVP1 4 x 100 LH

RegionNORTH ARCOT MTD LCE 42.07% LCR 73.45% LH									
NA01 59 x 72 AH	AKM1 76 x 66 HH	ANI1 45 x 62 LH	ARC2 24 x 88 LH	CYR1 36 x 73 LH	KPM1 47 x 78 LH	KPM2 66 x 74 HH	WJD1 66 x 71 HH	WJP1 90 x 66 HH	
NA02 33 x 75 LH	ABR1 10 x 88 LH	CGM1 5 x 55 LH	GDM1 32 x 89 LH	PLR1 11 x 21 LL	TRR1 22 x 83 LH	VEL1 54 x 83 AH	VEL2 76 x 69 HH	VNB1 18 x 79 LH	
NA03 33 x 75 LH	BGR1 57 x 74 AH	CPT1 49 x 67 LH	PTU1 34 x 97 LH	SBR1 7 x 70 LH	SLG1 29 x 74 LH	TRL1 16 x 88 LH	TRT1 89 x 62 HH	UGI1 48 x 70 LH	VSI1 22 x 98 LH

RegionSOUTH ARCOT MTD LCE 34.35% LCR 76.79% LH			
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SA01 50 x 73 AH	CUD1 73 x 71 HH		KLM1 40 x 86 LH		MKM1 32 x 56 LH		POY1 49 x 67 LH		POY2 28 x 84 LH	
SA02 26 x 81 LH	CDM1 25 x 89 LH	KKI2 75 x 83 HH	KML1 4 x 71 LH	NVL2 20 x 74 LH	PRT1 18 x 84 LH	STP1 5 x 100 LH	ULP1 20 x 71 LH	VCM1 12 x 86 LH		
SA03 28 x 79 LH	SJI1 5 x 58 LH	TDM1 40 x 74 LH		TRK1 69 x 85 HH	TVM1 14 x 76 LH		TVM2 8 x 93 LH	VPM1 29 x 60 LH	VPM2 5 x 54 LH	

RegionSOUTH-01 MTD | LCE 49.10% | LCR 78.77% | LH

KVT1 46 x 78 LH	KVT1 28 x 80 LH	KYR1 40 x 100 LH	PKD1 70 x 72 HH	RND1 58 x 76 AH	SKD1 27 x 66 LH	SNL1 61 x 82 HH	STU2 74 x 81 HH	VKM1 52 x 73 AH
NGR1 28 x 77 LH	COL1 51 x 63 AH	KGL1 70 x 89 HH	KSM1 5 x 100 LH	MAR1 30 x 79 LH	MMT1 63 x 59 HH	NGR1 18 x 87 LH	TKY1 9 x 82 LH	
TKS1 39 x 83 LH	PDI1 46 x 73 LH	RPM1 12 x 92 LH	SDI1 11 x 74 LH	SGT1 70 x 74 HH	TKS1 60 x 71 AH	TKS2 61 x 99 HH		
TUT1 73 x 78 HH	ERL1 ∞ x 100 HH	ERL2 66 x 78 HH	TCN1 42 x 65 LH	TUT1 65 x 81 HH	TUT2 67 x 72 HH	TYI1 82 x 77 HH	UDN1 195 x 83 HH	
TVL1 38 x 88 LH	ARM1 48 x 66 LH	ASM1 44 x 79 LH	TVL1 32 x 96 LH	TVL2 83 x 94 HH	VLY1 44 x 80 LH			
VNR1 67 x 72 HH	APK1 60 x 72 AH	APK2 71 x 88 HH	SVK1 50 x 65 LH	VNR1 103 x 67 HH	VNR2 64 x 70 HH			

RegionSOUTH-03 MTD | LCE 21.91% | LCR 83.36% | LH

DGL1 12 x 85 LH	DGL1 7 x 100 LH		DGL2 1 x 100 LH		MDU1 8 x 100 LH		MDU5 12 x 96 LH		MPA1 11 x 93 LH		NTM1 17 x 81 LH		PNI1 65 x 63 HH							
KKD2 13 x 90 LH	ATG1 5 x 92 LH		DKI1 22 x 83 LH		KKD2 18 x 97 LH		KKD3 0 x NaN LL		MNM1 3 x 67 LH		PNV1 12 x 62 LH		PVI1 36 x 96 LH		SGP1 3 x 67 LH		TDI1 4 x 67 LH		TPT1 4 x 100 LH	
KRR1 9 x 100 LH	KRR1 17 x 100 LH										ODM1 1 x 100 LH									
MDU2 28 x 80 LH	ADP1 8 x 31 LA		BNR1 57 x 65 AH		CBM1 25 x 94 LH		CMR1 56 x 93 AH		MDU2 16 x 100 LH		MDU3 1 x 100 LH		MDU4 26 x 67 LH		MDU6 59 x 80 AH		TEN1 15 x 88 LH		TEN2 12 x 81 LH	
SVG1 40 x 82 LH	BTU1 47 x 76 LH		KPT1 19 x 100 LH		KYK1 4 x 78 LH		MLR1 8 x 77 LH		NKI1 27 x 79 LH		PKM1 116 x 71 HH		SVG1 10 x 89 LH		TMM1 85 x 92 HH		USL1 45 x 68 LH			

RegionTIRUPATI-01 MTD | LCE 89.10% | LCR 89.77% | HH

ATP1 126 x 94 HH	ADI1 87 x 90 HH		ATP1 73 x 87 HH		DHN1 98 x 92 HH		GTL1 276 x 100 HH		KNL1 153 x 100 HH		KNL2 114 x 100 HH		NDL1 88 x 85 HH		TPI1 243 x 93 HH									
KDA1 34 x 83 LH	BVL1 20 x 100 LH		KDA1 24 x 87 LH		KOU1 39 x 77 LH		MPL1 76 x 81 HH		PDT1 28 x 100 LH		PIL1 10 x 80 LH		RCY1 8 x 91 LH		RJP1 55 x 77 AH									
TPY1 98 x 87 HH	CTO1 40 x 85 LH		KHT1 130 x 94 HH		KVL1 62 x 98 HH		NLR1 87 x 84 HH		NYP1 131 x 89 HH		PGR1 104 x 88 HH		PMR1 108 x 73 HH		PUT1 74 x 84 HH		SPE1 110 x 83 HH		TPY1 111 x 80 HH		TPY2 94 x 90 HH		VKI1 176 x 94 HH	

RegionTRICHY-01 MTD | LCE 41.07% | LCR 84.14% | LH

KUM1 47 x 83 LH	JKM1 12 x 97 LH	KUM1 83 x 76 HH	MVM1 80 x 84 HH	NCK1 47 x 98 LH	TVR1 11 x 82 LH	TVR2 9 x 100 LH	
PTK1 32 x 83 LH	APM1 58 x 74 AH	MDI1 22 x 96 LH	NGT1 39 x 91 LH	NMM1 84 x 76 HH	PTK1 5 x 100 LH	TTP1 7 x 69 LH	
TNJ1 70 x 86 HH	AYR1 43 x 94 LH	KIK1 37 x 83 LH	KRN1 77 x 81 HH	ORU1 54 x 81 AH	PDK1 150 x 83 HH	TNJ1 60 x 91 AH	TNJ2 84 x 88 HH



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TRY1 20 x 82 LH	MSI1 3 x 100 LH	PBR1 22 x 91 LH	PBR2 44 x 80 LH	TRY1 17 x 78 LH	TRY2 66 x 86 HH	TRY3 7 x 100 LH	TYR1 4 x 85 LH	
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Region VIJAYAWADA-01 MTD | LCE 97.66% | LCR 89.35% | HH

BVR1 112 x 91 HH	AMP1 71 x 97 HH	BVR1 126 x 97 HH	DPE1 125 x 87 HH	ELU1 185 x 74 HH	JGG1 121 x 98 HH	KND1 57 x 100 AH	NPR1 0 x NaN LL	PAP1 118 x 95 HH	PPM1 251 x 88 HH	RMV1 285 x 97 HH	TDD1 54 x 88 AH	TNI1 0 x NaN LL	TNK1 48 x 93 LH	
GNT1 84 x 90 HH	BPP1 42 x 77 LH	CKT1 159 x 97 HH	CRL1 125 x 98 HH	GNT1 19 x 91 LH	GNT2 48 x 100 LH	KDR1 76 x 65 HH	NRT1 17 x 100 LH	OGL1 208 x 89 HH	PNR1 92 x 73 HH	PRL1 104 x 95 HH	RAL1 116 x 91 HH	VKN1 8 x 75 LH		
VJW1 95 x 87 HH	GDV1 124 x 67 HH	GVM1 116 x 78 HH	JPT1 118 x 81 HH	MTM1 85 x 85 HH	TEL1 103 x 88 HH	TVU1 104 x 98 HH	VJW1 48 x 93 LH	VJW2 27 x 87 LH	VJW3 121 x 89 HH	VJW4 90 x 84 HH	VJW5 110 x 100 HH	VUY1 93 x 89 HH		

Region WEST-01 MTD | LCE 40.21% | LCR 89.61% | LH

CBE1 27 x 95 LH	CBE1 58 x 96 AH	CBE2 8 x 100 LH	CBE3 13 x 100 LH	CBE4 10 x 100 LH	CBE5 4 x 100 LH	CBE6 79 x 92 HH	KMR1 37 x 97 LH	SNR1 14 x 73 LH	SUL1 55 x 98 AH	
PLI1 27 x 92 LH	DPM2 14 x 100 LH		KGM1 31 x 74 LH		PDM1 39 x 92 LH		PLI1 34 x 97 LH		UMP1 22 x 100 LH	
TPR1 76 x 88 HH	TPR1 89 x 77 HH				TPR2 4 x 100 LH				TPR3 132 x 97 HH	
TPR4 91 x 88 HH	ANR1 1 x 100 LH		AVI1 164 x 100 HH		GBM1 100 x 81 HH	PPI1 82 x 77 HH		SYM2 40 x 79 LH		TPR4 111 x 93 HH
UAM1 18 x 78 LH	CNR1 3 x 100 LH		GDR1 10 x 73 LH		KGI1 5 x 100 LH	KMD1 0 x NaN LL		MPM1 79 x 77 HH		UAM1 7 x 74 LH

Region WEST-02 MTD | LCE 38.04% | LCR 83.12% | LH

ERD1 50 x 83 AH	CMI1 48 x 83 LH	ERD1 77 x 79 HH	ERD2 19 x 87 LH	KMM1 36 x 97 LH	NKL2 23 x 64 LH	PDR1 75 x 70 HH	RSP1 70 x 89 HH	SGG1 95 x 81 HH	TCG1 35 x 89 LH	VKL1 107 x 96 HH
HSR1 22 x 75 LH	HSR1 25 x 93 LH		HSR2 44 x 67 LH	KRI1 15 x 81 LH	KVP1 3 x 100 LH	PLC1 1 x 100 LH		PMP1 9 x 71 LH		SGI1 28 x 75 LH
MTR1 26 x 80 LH	BMD1 4 x 100 LH	DPR1 7 x 100 LH		DPR2 80 x 77 HH	HRR1 44 x 100 LH	MCR1 37 x 84 LH	MTR1 2 x 100 LH	OML1 37 x 78 LH		TRM1 17 x 56 LH
SLM1 49 x 87 LH	APN1 114 x 73 HH	ATU1 80 x 80 HH		EDP1 4 x 100 LH	EPI1 2 x 100 LH	SLM1 73 x 98 HH	SLM2 38 x 100 LH	SLM3 9 x 64 LH		VPD1 43 x 87 LH