

Region

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 Capture Efficency (LCE)
Low <= 50%
Average 50-60%
High 60+

	Follow-Up Lead Converion Ra	te (LCR)
Low <= 30%	Average 30 to 50 %	High 50%+
LL- Week Funnel	LA-Good sales, but no follow-up	LH-Strong seller, no database
AL-Missed Sales and leads	AA-Balanced Funnel	AH-High potential, improve lead capturing
HL -Interest, no buys	HA-Good data + decent sales	HH-Best-case; data rich and high revenue

		From Date: 01-Jul-2025 To Date: 27-Jul-2025								
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category				
CHENNAI-01	9,527	2,419	1,842	25.39%	76.15%	LH				
CHENNAI-02	8,525	2,508	1,870	29.42%	74.56%	LH				
KL-SOUTH	575	118	85	20.53%	72.03%	LH				
NORTH ARCOT	6,920	2,364	1,509	34.16%	63.83%	LH				
SOUTH ARCOT	5,899	1,365	1,074	23.14%	78.68%	LH				
SOUTH-01	13,687	2,647	1,791	19.34%	67.66%	LH				
SOUTH-03	9,514	1,877	1,313	19.73%	69.95%	LH				
TIRUPATI-01	4,489	3,678	3,323	81.93%	90.35%	HH				
TRICHY-01	9,202	3,229	2,804	35.09%	86.84%	LH				
VIJAYAWADA-01	4,636	3,742	3,484	80.71%	93.11%	HH				
WEST-01	5,686	1,901	1,569	33.44%	82.54%	LH				
WEST-02	8,060	3,146	2,518	39.03%	80.04%	LH				
Total	86,720	28,994	23,182	33.43%	79.95%	LH				

Region			CHENNAI-01	. MTD LC	E 25.39%	LCR 76.15	5% LH		
CH03	CGL1	CH45	GUD1	GUD2	MC10	MRM1	SKL1	TKM1	
29 x 74	35 x 78	27 x 79	23 x 76	27 x 86	30 x 73	35 x 57	13 x 81	41 x 73	
LH	LH	LH	LH	LH	LH	LH	LH	LH	
CH05 33 x 76 LH	AVD1 41 x 90 LH	CH05 26 x 76 LH	CH14 44 x 65 LH	CH26 19 x 9: LH	2	CH30 16 x 74 LH	CH35 46 x 79 LH	CH37 26 x 78 LH	
CH06	CH08	CH11	CH16	CH19	CH29	CH39	CH40	CH42	
23 x 79	30 x 65	23 x 96	14 x 84	26 x 84	20 x 88	51 x 75	18 x 78	9 x 80	
LH	LH	LH	LH	LH	LH	AH	LH	LH	
CH08	CH07	CH22	CH28	CH38	CH48	KNR1	MC02	MC09	
18 x 76	16 x 81	28 x 67	38 x 75	15 x 84	0 x NaN	25 x 75	8 x 100	26 x 88	
LH	LH	LH	LH	LH	LL	LH	LH	LH	

Region		'	CHENNAI-02	MTD LCE 2	29.42% LCI	R 74.56%	LH	
CH01	CH03	CH12	CH23	CH24	CH41	MC0		ИС08
21 x 78	4 x 83	42 x 75	21 x 94	33 x 80	36 x 75	7 x 8'		7 x 0
LH	LH	LH	LH	LH	LH	LH		.L
CH04	CH21	CH34	CH44	GPD1	MC05	MJR1	PON1	UKI1
41 x 73	36 x 59	49 x 68	38 x 67	66 x 83	17 x 71	27 x 79	44 x 76	49 x 86
LH	LH	LH	LH	HH	LH	LH	LH	LH
CH07	CH01	CH15	CH17	CH18	CH27	CH32	CH36	CH43
31 x 74	66 x 100	39 x 65	15 x 84	27 x 74	8 x 89	27 x 100	11 x 83	42 x 82
LH	HH	LH	LH	LH	LH	LH	LH	LH
CH09 21 x 76 LH	CH06 26 x 62 LH	CH09 21 x 65 LH	CH20 23 x LH		CH31 32 x 90 LH	CH33 3 x 91 LH	CH46 32 x 9 LH	

TVP1 21 x 72 LH	PAS1 38 x 87 LH				TVP1 14 x 56 LH				
Region			NORTH ARC	OT MTD L	CE 34.16%	LCR 63.83	% LH		
NA01 36 x 63 LH	AKM1 36 x 58 LH	ANI1 49 x 78 LH	ARC2 11 x 64 LH	CYR1 27 x 72 LH	KPM1 26 x 61 LH	KPM2 49 x 59 LH	WJD1 26 x 57 LH	WJP1 50 x 69 LH	
NA02	ABR1 16 x 78	CGM1 48 x 87	GDM1 37 x 66	PLR1 47 x 96	TRR1	VEL1 56 x 35	VEL2 41 x 69	VNB1 14 x 88	

KL-SOUTH MTD | LCE 20.53% | LCR 72.03% | LH

Lŀ	H	LH	LH	LH	LH	LA	<u>'</u>	AA	LH	LH
	IA03	BGR1 41 x 80	CPT1 26 x 72	PTU1 25 x 89	SBR1 7 x 86	SLG1 43 x 79	TRL1 30 x 79	TRT1 43 x 50	UGI1 53 x 77	VSI1 28 x 45
Ll	1 x 71 H	LH	LH	LH	LH	LH LH	LH	LA LA	AH	LA

Region SOUTH ARCOT MTD | LCE 23.14% | LCR 78.68% | LH



Follow-Up Lead Capturing Effectiveness as on 7/27/2025 10:00:36 AM

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6A01 26 x 74 .H	CUD1 29 x 72 LH	KLM1 16 x 62 LH		MKM2 23 x 8 LH		POY1 24 x 8 LH			POY2 35 x 73 LH	
A02 7 x 81 H	CDM1 25 x 84 LH	KKI2 35 x 80 LH	KML1 8 x 88 LH	NVL2 13 x 70 LH	PRT 5 x i LH	'1	5TP1 5 x 82 _H	ULP1 6 x 91 LH		CM1 x 78
403 8 x 83 H	SJI1 12 x 52 LH	TDM1 32 x 91 LH	TRK1 43 x 80 LH		TVM1 61 x 97 HH	TVM2 22 x 75 LH	:	/PM1 33 x 88 _H	VPM2 8 x 73 LH	
Region			SOUTH-01	MTD	LCE 19.3	1% LCR (67.66%	LH		
VT1 1 x 62 H	KVT1 10 x 68 LH	KYR1 9 x 72 LH	PKD1 23 x 75 LH	:	RND1 39 x 68 LH	SNL1 19 x 64 LH		STU2 27 x 32 _A	VKM1 25 x 4 LA	
GR1 x 80 H	COL1 6 x 86 LH	KGL1 14 x 79 LH	KSM1 4 x 60 LH		MAR1 7 x 92 LH	MMT1 15 x 64 LH	4	NGR1 4 x 87 _H	TKY1 7 x 81 LH	
KS1 8 x 70 H	PDI1 16 x 68 LH	RPM1 19 x 75 LH	1	DI1 7 x 68 H	SGT 31 > LH		TKS1 21 x 72 LH		TKS2 13 x 71 LH	
TUT1 22 x 69 .H	ERL1 54 x 83 AH	TCN1 20 x 77 LH	2	TUT1 6 x 70 H	TUT 5 x ! LH		TYI1 5 x 61 LH		UDN1 48 x 50 LA	
VL1 9 x 84 H	ARM1 28 x 71 LH	ASM1 25 x 74 LH		TVL1 18 x 8 LH	9	TVL2 47 x 1 LH	.00		VLY1 13 x 74 LH	
/NR1 28 x 54 .H	APK1 20 x 50 LA		SVK1 35 x 57 LH		VNF 36 > LH			VNR2 26 x 54 LH		
Region			SOUTH-03	MTD	LCE 19.7	3% LCR (69.95%	LH		
GL1 x 81 H	DGL1 3 x 100 LH	DGL2 2 x 100 LH	MDU1 7 x 94 LH		MDU5 15 x 91 LH	MPA1 4 x 100 LH		NTM1 16 x 46 _A	PNI1 35 x 6 LH	7
KD2 2 x 72 H	ATG1 6 x 95 LH	DKI1 KK 27 x 65 8 x LH LH	94 7	/NM1 ' x 70 Н	PNV1 17 x 52 LH	PVI1 25 x 76 LH	SGP1 8 x 75 LH	TD 8 x LH	: 59	TPT1 3 x 90 LH
RR1 × 100 H	KRR1 13 x 100 LH				ODI 3 x 1 LH					
IDU2 9 x 69	ADP1 39 x 67 LH	BNR1 CBM1 33 x 65 25 x 48 LH LA	CMR1 70 x 85 HH	MDU2 13 x 7 LH				x 71	TEN1 44 x 76 LH	TEN2 29 x 62 LH
VG1 3 x 65 H	BTU1 82 x 81 HH	KPT1 21 x 67 LH	MLR1 6 x 92 LH	NKI1 27 x 52 LH	PKN 5 x ¹ LH	'1	SVG1 18 x 73 LH	TMM1 52 x 66 AH		SL1 x 43
Region		Т	TRUPATI-0	1 MTD	LCE 81.9	93% LCR	90.35%	HH		
ATP1 .03 x 92 HH	ADI1 50 x 70 LH	ATP1 74 x 92 HH	DHN1 184 x 92 HH	GTL1 204 x 100 HH	KNL 89 > HH	97	(NL2 52 x 89 AH	NDL1 43 x 68 LH	TP 21 HF	9 x 97
DA1 4 x 91 H	BVL1 21 x 80 LH	KDA1 71 x 89 HH	KOU1 50 x 92 LH	MPL1 20 x 94 LH	PDT 151 HH	x 96	PIL1 57 x 86 AH	RCY1 54 x 92 AH		P1 x 89 I
PY1 3 x 88 IH	CTO1 47 x 83 LH	KHT1 NLR1 81 x 95 123 x 92 HH HH	NYP1 148 x 97 HH	PGR1 127 x 92 HH	PMR1 107 x 93 HH	PUT1 41 x 82 LH	SPE1 83 x 90 HH	TPY1 64 x 63 HH	TPY2 51 x 78 AH	VKI1 170 x 92 HH
Region			TRICHY-01	L MTD	LCE 35.0	9% LCR	86.84%	LH		
UM1 4 x 90 H	JKM1 18 x 92 LH	KUM1 47 x 89 LH	7	//VM1 3 x 84 IH	NCk 35 x LH		TVR1 21 x 98 LH		TVR2 44 x 98 LH	
TK1 3 x 82 H	APM1 65 x 80 HH	MDI1 27 x 95 LH	3	IGT1 1 x 74 H	NM 48 > LH		PTK1 11 x 97 LH		TTP1 37 x 81 LH	
NJ1 9 x 90 H	AYR1 65 x 96 HH	KIK1 35 x 76 LH	KRN1 40 x 85 LH		ORU1 45 x 88 LH	PDK1 139 x 90 HH		ГNJ1 33 x 96 ₋ Н	TNJ2 40 x 9 LH	3



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TRY1 22 x 81 LH	MSI1 25 x 94 LH	PB 12 LH	x 93	PBR2 36 x 71 LH		TRY1 10 x 87 LH		TRY2 74 x 91 HH		TRY3 34 x 89 LH	TYR1 21 x 65 LH	
Region			VIJ/	AYAWADA	4-01 MTI) LCE	E 80.7	1% LC	R 93.11	% HH		
BVR1 73 x 93 HH	AMP1 67 x 94 HH	BVR1 57 x 87 AH	DPE1 119 x 100 HH	ELU1 161 x 100 HH	JGG1 78 x 86 HH	KND1 81 x 95 HH	i <mark>3</mark>	PAP1 36 x 98 .H	PPM1 133 x 98 HH	RMV1 29 x 80 LH	TDD1 86 x 89 HH	TNK1 39 x 86 LH
GNT1 59 x 93 HH	BPP1 37 x 93 LH	CKT1 151 x 95 HH	CRL1 97 x 98 HH	GNT1 26 x 95 LH	149 x 99	(DR1 39 x 98 _H	NRT1 10 x 76 LH	OGL1 205 x 95 HH	PNR1 55 x 71 AH	PRL1 52 x 82 AH	RAL1 36 x 82 LH	VKN1 10 x 83 LH
/JW1 L01 x 93 HH	GDV1 151 x 99 HH	GVM1 111 x 95 HH	JPT1 146 x 88 HH	MTM1 97 x 88 HH	82 x 93	TVU1 164 x 96 HH	VJW1 73 x 98 HH	VJW2 83 x 97 HH	VJW3 45 x 90 LH	VJW4 50 x 75 LH	VJW5 117 x 95 HH	VUY1 169 x 93 HH
Region				WEST-01	L MTD	LCE 33	.44%	LCR 8	2.54%	LH		
CBE1 36 x 94 LH	CBE1 43 x 91 LH	CBE2 20 x 9° LH		CBE3 31 x 97 LH	CBE4 43 x 97 LH		CBE6 78 x 97 HH	K	MR1 5 x 94	SNR1 24 x 81 LH	SUL 19 : LH	
PLI1 22 x 81 .H	DPM2 14 x 88 LH		KGM1 21 x 90 LH		PDN 26 > LH			PLI1 27 x 78 LH	3		UMP1 19 x 85 LH	
PR1 50 x 82 AH	TPR1 58 x 63 AH				TPR2 8 x 95 LH				TPR3 113 x 94 HH			
PR4 -8 x 73 H	ANR1 20 x 82 LH		AVI1 47 x 100 LH		GBM1 75 x 47 HA		PPI1 61 x 78 HH		SYM2 43 x 71 LH		TPR4 24 x 86 LH	
JAM1 18 x 62 .H	CNR1 7 x 90 LH		GDR1 21 x 55 LH		KGI1 29 x 63 LH		KMD1 0 x NaN LL		MPM1 35 x 57 LH		UAM1 12 x 66 LH	
Region				WEST-02	2 MTD	LCE 39	.03%	LCR 8	0.04%	LH		
ERD1 68 x 84 HH	CMI1 45 x 72 LH	ERD1 110 x 90 HH	ERD2 31 x 89 LH	KMM: 38 x 8 LH			PDR1 49 x 50 LA	RSP1 97 x 9: HH	SG 1 68 HH	x 77	TCG1 51 x 82 AH	VKL1 135 x 90 HH
HSR1 L9 x 76 .H	HSR1 29 x 81 LH	HS 28 LH	x 80	KRI1 8 x 95 LH		KVP1 2 x 100 LH		PLC1 18 x 41 LA		PMP1 19 x 71 LH	SGI1 20 x 85 LH	
/TR1 3 x 81 H	BMD1 7 x 94 LH	DPR1 23 x 79 LH	€	DPR2 51 x 77 AH	HRR1 96 x 97 HH		MCR1 18 x 84 LH		1TR1 3 x 55 H	OML1 22 x 70 LH	TRN 37 x LH	
6LM1 34 x 75 .H	APN1 64 x 63 HH	ATU1 44 x 6' LH	7	EDP1 12 x 50 LA	EPI1 14 x 88 LH		SLM1 42 x 74 LH	4	LM2 3 x 99 H	SLM3 31 x 87 LH	VPE 20 x LH	< 57