

		Follow-Up Lead Conversion Rate (LCR)					
Follow-Up Lead Capture Efficiency (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-Aug-2025 To Date : 27-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	10,337	2,677	1,153	25.90%	43.07%	LA
CHENNAI-02	8,747	2,942	1,553	33.63%	52.79%	LH
KL-SOUTH	868	201	116	23.15%	57.71%	LH
NORTH ARCOT	7,417	2,817	1,282	37.98%	45.51%	LA
SOUTH ARCOT	6,634	1,743	787	26.28%	45.15%	LA
SOUTH-01	14,548	4,501	2,269	30.94%	50.41%	LH
SOUTH-03	10,275	2,318	1,115	22.56%	48.10%	LA
TIRUPATI-01	4,684	3,608	2,566	77.03%	71.12%	HH
TRICHY-01	10,539	3,574	2,407	33.91%	67.35%	LH
VIJAYAWADA-01	4,720	4,449	3,520	94.26%	79.12%	HH
WEST-01	6,834	2,465	1,678	36.07%	68.07%	LH
WEST-02	8,889	3,436	1,986	38.65%	57.80%	LH
Total	94,491	34,731	20,432	36.76%	58.83%	LH

RegionCHENNAI-01 MTD | LCE 25.90% | LCR 43.07% | LA

CH03 24 x 41 LA	CGL1 42 x 50 LA	CH45 13 x 40 LA	GUD1 24 x 45 LA	GUD2 11 x 43 LA	MC10 27 x 38 LA	MRM1 32 x 28 LL	SKL1 10 x 40 LA	TKM1 41 x 43 LA
CH05 35 x 40 LA	AVD1 20 x 39 LA	CH05 21 x 38 LA	CH14 62 x 39 HA	CH26 6 x 80 LH	CH30 32 x 26 LL	CH35 46 x 54 LH	CH37 25 x 48 LA	
CH06 24 x 49 LA	CH08 47 x 39 LA	CH11 15 x 81 LH	CH16 14 x 63 LH	CH19 19 x 69 LH	CH29 8 x 25 LL	CH39 60 x 41 AA	CH40 9 x 21 LL	CH42 12 x 48 LA
CH08 20 x 42 LA	CH07 20 x 53 LH	CH22 39 x 36 LA	CH28 31 x 36 LA	CH38 11 x 44 LA	CH48 0 x NaN LL	KNR1 21 x 47 LA	MC02 3 x 100 LH	MC09 38 x 40 LA

RegionCHENNAI-02 MTD | LCE 33.63% | LCR 52.79% | LH

CH01 24 x 52 LH	CH03 5 x 83 LH	CH12 49 x 51 LH	CH23 13 x 61 LH	CH24 35 x 48 LA	CH41 44 x 47 LA	MC06 10 x 22 LL	MC08 11 x 100 LH	
CH04 43 x 52 LH	CH21 57 x 53 AH	CH34 46 x 50 LA	CH44 37 x 33 LA	GPD1 51 x 55 AH	MC05 35 x 27 LL	MJR1 26 x 52 LH	PON1 68 x 69 HH	UKI1 24 x 66 LH
CH07 37 x 53 LH	CH01 177 x 100 HH	CH15 54 x 49 AA	CH17 12 x 95 LH	CH18 34 x 39 LA	CH27 9 x 100 LH	CH32 19 x 100 LH	CH36 12 x 89 LH	CH43 38 x 56 LH
CH09 27 x 54 LH	CH06 29 x 35 LA	CH09 20 x 68 LH	CH20 46 x 50 LH	CH31 13 x 90 LH	CH33 5 x 100 LH	CH46 47 x 57 LH		

RegionKL-SOUTH MTD | LCE 23.15% | LCR 57.71% | LH

TVP1 23 x 58 LH	KLR1 0 x 100 LH	PAS1 55 x 74 AH	TVP1 18 x 33 LA
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RegionNORTH ARCOT MTD | LCE 37.98% | LCR 45.51% | LA

NA01 53 x 44 AA	AKM1 58 x 39 AA	ANI1 33 x 48 LA	ARC2 7 x 50 LA	CYR1 26 x 56 LH	KPM1 43 x 42 LA	KPM2 66 x 43 HA	WJD1 71 x 54 HH	WJP1 81 x 36 HA	
NA02 28 x 46 LA	ABR1 16 x 49 LA	CGM1 16 x 48 LA	GDM1 22 x 47 LA	PLR1 24 x 54 LH	TRR1 10 x 40 LA	VEL1 41 x 62 LH	VEL2 59 x 40 AA	VNB1 29 x 32 LA	
NA03 32 x 48 LA	BGR1 46 x 51 LH	CPT1 42 x 33 LA	PTU1 30 x 63 LH	SBR1 12 x 52 LH	SLG1 34 x 54 LH	TRL1 11 x 68 LH	TRT1 72 x 36 HA	UGI1 56 x 49 AA	VSI1 30 x 53 LH

RegionSOUTH ARCOT MTD | LCE 26.28% | LCR 45.15% | LA



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)

SA01 36 x 47 LA	CUD1 50 x 47 LA	KLM1 43 x 48 LA	MKM1 35 x 50 LA	POY1 18 x 62 LH	POY2 29 x 32 LA				
SA02 17 x 47 LA	CDM1 28 x 48 LA	KKI2 49 x 44 LA	KML1 4 x 70 LH	NVL2 7 x 54 LH	PRT1 7 x 89 LH	STP1 3 x 20 LL	ULP1 5 x 42 LA	VCM1 11 x 33 LA	
SA03 27 x 41 LA	SJI1 13 x 14 LL	TDM1 39 x 43 LA	TRK1 53 x 47 AA	TVM1 19 x 53 LH	TVM2 17 x 26 LL	VPM1 35 x 33 LA	VPM2 6 x 38 LA		

RegionSOUTH-01 MTD | LCE 30.94% | LCR 50.41% | LH

KVT1 29 x 45 LA	KVT1 21 x 50 LA	KYR1 11 x 47 LA	PKD1 42 x 45 LA	RND1 49 x 48 LA	SKD1 1 x 100 LH	SNL1 33 x 48 LA	STU2 37 x 42 LA	VKM1 48 x 26 LL
NGR1 12 x 62 LH	COL1 12 x 8 LL	KGL1 33 x 44 LA	KSM1 10 x 29 LL	MAR1 12 x 69 LH	MMT1 33 x 76 LH	NGR1 4 x 95 LH	TKY1 9 x 39 LA	
TKS1 25 x 53 LH	PDI1 19 x 50 LA	RPM1 11 x 76 LH	SDI1 25 x 41 LA	SGT1 59 x 49 AA	TKS1 38 x 43 LA	TKS2 18 x 72 LH		
TUT1 38 x 51 LH	ERL1 108 x 42 HA	ERL2 1 x 100 LH	TCN1 49 x 44 LA	TUT1 44 x 50 LA	TUT2 16 x 48 LA	TYI1 33 x 62 LH	UDN1 90 x 56 HH	
TVL1 30 x 66 LH	ARM1 42 x 58 LH	ASM1 34 x 74 LH	TVL1 26 x 69 LH	TVL2 31 x 76 LH	VLY1 34 x 55 LH			
VNR1 54 x 41 AA	APK1 44 x 48 LA	SVK1 52 x 46 AA	VNR1 81 x 61 HH	VNR2 52 x 27 AL				

RegionSOUTH-03 MTD | LCE 22.56% | LCR 48.10% | LA

DGL1 10 x 71 LH	DGL1 3 x 100 LH		DGL2 1 x 100 LH		MDU1 6 x 100 LH		MDU5 15 x 66 LH		MPA1 1 x 100 LH		NTM1 33 x 58 LH		PNI1 59 x 54 AH							
KKD2 13 x 45 LA	ATG1 5 x 81 LH		DKI1 30 x 20 LL		KKD2 7 x 100 LH		MNM1 8 x 75 LH		PNV1 19 x 41 LA		PVI1 37 x 42 LA		SGP1 3 x 100 LH		TDI1 1 x 33 LA		TPT1 4 x 92 LH			
KRR1 7 x 100 LH	KRR1 11 x 100 LH								ODM1 3 x 100 LH											
MDU2 28 x 43 LA	ADP1 33 x 37 LA		BNR1 62 x 34 HA		CBM1 25 x 42 LA		CMR1 47 x 81 LH		MDU2 15 x 38 LA		MDU3 7 x 100 LH		MDU4 15 x 56 LH		MDU6 44 x 44 LA		TEN1 19 x 31 LA		TEN2 20 x 13 LL	
SVG1 47 x 45 LA	BTU1 82 x 44 HA		KPT1 10 x 25 LL		MLR1 3 x 75 LH		NKI1 40 x 33 LA		PKM1 79 x 75 HH		SVG1 28 x 37 LA		TMM1 72 x 44 HA		USL1 62 x 36 HA					

RegionTIRUPATI-01 MTD | LCE 77.03% | LCR 71.12% | HH

ATP1 105 x 83 HH		ADI1 84 x 46 HA	ATP1 32 x 75 LH		DHN1 145 x 86 HH	GTL1 286 x 96 HH	KNL1 113 x 88 HH		KNL2 97 x 96 HH	NDL1 72 x 39 HA	TPI1 201 x 90 HH		
KDA1 45 x 69 LH		BVL1 25 x 50 LA		KDA1 35 x 62 LH	KOU1 37 x 64 LH	MPL1 22 x 85 LH	PDT1 70 x 83 HH		PIL1 40 x 72 LH	RCY1 55 x 65 AH	RJP1 86 x 62 HH		
TPY1 75 x 61 HH		CTO1 48 x 51 LH	KHT1 88 x 59 HH	NLR1 108 x 70 HH	NYP1 60 x 81 HH	PGR1 92 x 71 HH	PMR1 69 x 64 HH	PUT1 60 x 34 HA	SPE1 109 x 75 HH	TPY1 84 x 57 HH	TPY2 58 x 46 AA	VKI1 104 x 67 HH	

RegionTRICHY-01 MTD | LCE 33.91% | LCR 67.35% | LH

KUM1 40 x 62 LH	JKM1 15 x 77 LH	KUM1 64 x 62 HH	MVM1 72 x 51 HH	NCK1 45 x 87 LH	TVR1 14 x 85 LH	TVR2 4 x 78 LH	
PTK1 21 x 54 LH	APM1 62 x 52 HH	MDI1 9 x 94 LH	NGT1 15 x 43 LA	NMM1 54 x 45 AA	PTK1 3 x 100 LH	TTP1 17 x 48 LA	
TNJ1 45 x 87 LH	AYR1 39 x 98 LH	KIK1 36 x 75 LH	KRN1 46 x 94 LH	ORU1 31 x 74 LH	PDK1 129 x 80 HH	TNJ1 36 x 94 LH	TNJ2 33 x 93 LH



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TRY1 28 x 55 LH	MSI1 9 x 95 LH	PBR1 10 x 84 LH	PBR2 48 x 47 LA	TRY1 25 x 63 LH	TRY2 48 x 40 LA	TRY3 24 x 85 LH	TYR1 22 x 24 LL	
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Region VIJAYAWADA-01 MTD | LCE 94.26% | LCR 79.12% | HH

BVR1 117 x 80 HH	AMP1 64 x 68 HH	BVR1 70 x 59 HH	DPE1 162 x 91 HH	ELU1 132 x 81 HH	JGG1 146 x 86 HH	KND1 114 x 96 HH	PAP1 122 x 79 HH	PPM1 200 x 86 HH	RMV1 182 x 92 HH	TDD1 87 x 73 HH	TNK1 83 x 67 HH	
GNT1 91 x 80 HH	BPP1 55 x 63 AH	CKT1 148 x 93 HH	CRL1 85 x 87 HH	GNT1 54 x 72 AH	GNT2 111 x 92 HH	KDR1 162 x 87 HH	NRT1 37 x 59 LH	OGL1 198 x 89 HH	PNR1 70 x 47 HA	PRL1 75 x 78 HH	RAL1 56 x 54 AH	VKN1 37 x 44 LA
VJW1 76 x 76 HH	GDV1 114 x 84 HH	GVM1 78 x 77 HH	JPT1 52 x 71 AH	MTM1 78 x 70 HH	TEL1 85 x 72 HH	TVU1 73 x 66 HH	VJW1 50 x 94 LH	VJW2 65 x 72 HH	VJW3 94 x 68 HH	VJW4 63 x 69 HH	VJW5 76 x 91 HH	VUY1 114 x 84 HH

Region WEST-01 MTD | LCE 36.07% | LCR 68.07% | LH

CBE1 27 x 83 LH	CBE1 47 x 71 LH	CBE2 8 x 99 LH	CBE3 16 x 100 LH	CBE4 19 x 93 LH	CBE6 46 x 91 LH	KMR1 51 x 93 AH	SNR1 23 x 71 LH	SUL1 33 x 33 LA	
PLI1 21 x 57 LH	DPM2 18 x 51 LH	KGM1 29 x 37 LA	PDM1 26 x 51 LH	PLI1 19 x 71 LH	UMP1 20 x 75 LH				
TPR1 49 x 69 LH	TPR1 64 x 44 HA	TPR2 4 x 77 LH	TPR3 103 x 92 HH						
TPR4 76 x 65 HH	ANR1 38 x 62 LH	AVI1 60 x 90 AH	GBM1 78 x 42 HA	PPI1 143 x 63 HH	SYM2 69 x 50 HA	TPR4 55 x 87 AH			
UAM1 24 x 46 LA	CNR1 6 x 56 LH	GDR1 12 x 37 LA	KGI1 31 x 25 LL	KMD1 0 x NaN LL	MPM1 51 x 46 AA	UAM1 23 x 62 LH			

Region WEST-02 MTD | LCE 38.65% | LCR 57.80% | LH

ERD1 51 x 60 AH	CMI1 43 x 41 LA	ERD1 61 x 68 HH	ERD2 14 x 74 LH	KMM1 34 x 53 LH	NKL2 57 x 54 AH	PDR1 46 x 53 LH	RSP1 48 x 50 LA	SGG1 72 x 57 HH	TCG1 51 x 55 AH	VKL1 133 x 74 HH
HSR1 22 x 44 LA	HSR1 36 x 68 LH	HSR2 36 x 32 LA	KRI1 16 x 62 LH	KVP1 1 x 100 LH	PLC1 13 x 38 LA	PMP1 11 x 52 LH	SGI1 25 x 12 LL			
MTR1 39 x 57 LH	BMD1 9 x 24 LL	DPR1 11 x 84 LH	DPR2 64 x 54 HH	HRR1 86 x 90 HH	MCR1 36 x 28 LL	MTR1 15 x 19 LL	OML1 51 x 47 AA	TRM1 39 x 51 LH		
SLM1 38 x 61 LH	APN1 63 x 58 HH	ATU1 53 x 35 AA	EDP1 6 x 42 LA	EPI1 8 x 39 LA	SLM1 55 x 88 AH	SLM2 31 x 76 LH	SLM3 23 x 34 LA	VPD1 50 x 53 AH		