

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 Rate (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-Oct-2025 To Date: 27-Oct-2025									
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category					
CHENNAI-01	13,564	1,218	749	8.98%	61.49%	LH					
CHENNAI-02	12,165	1,641	919	13.49%	56.00%	LH					
KL-SOUTH	893	80	56	8.96%	70.00%	LH					
NORTH ARCOT	11,340	1,383	599	12.20%	43.31%	LA					
SOUTH ARCOT	9,584	759	424	7.92%	55.86%	LH					
SOUTH-01	23,010	3,283	2,007	14.27%	61.13%	LH					
SOUTH-03	19,169	1,172	660	6.11%	56.31%	LH					
TIRUPATI-01	7,942	1,731	1,360	21.80%	78.57%	LH					
TRICHY-01	15,267	1,472	1,194	9.64%	81.11%	LH					
VIJAYAWADA-01	7,814	2,646	2,326	33.86%	87.91%	LH					
WEST-01	11,734	2,034	1,663	17.33%	81.76%	LH					
WEST-02	16,331	1,607	1,065	9.84%	66.27%	LH					
Total	148,812	19,026	13,022	12.79%	68.44%	LH					

Region			CHENNAI-0	1 MTD L0	CE 8.98%	LCR 61.49	% LH		
CH03	CGL1	CH45	GUD1	GUD2	MC10	MRM1	SKL1	TKM1	
7 x 63	6 x 84	1 x 43	9 x 64	0 x 100	7 x 42	12 x 57	4 x 85	10 x 63	
LH	LH	LA	LH	LH	LA	LH	LH	LH	
CH05 11 x 54 LH	AVD1 4 x 76 LH	CH05 12 x 59 LH	CH14 12 x 51 LH	CH26 5 x 100 LH)	CH30 8 x 69 LH	CH35 13 x 69 LH	CH37 24 x 27 LL	
CH06	CH08	CH11	CH16	CH19	CH29	CH39	CH40	CH42	
9 x 72	15 x 57	6 x 92	3 x 85	10 x 87	3 x 100	22 x 56	2 x 100	6 x 98	
LH	LH	LH	LH	LH	LH	LH	LH	LH	
CH08	CH07	CH22	CH28	CH38	CH48	KNR1	MC02	MC09	
9 x 58	4 x 89	17 x 37	21 x 71	5 x 32	7 x 44	4 x 67	4 x 100	6 x 100	
LH	LH	LA	LH	LA	LA	LH	LH	LH	

Region			CHENNAI-02	MTD LCI	E 13.49%	LCR 56.00°	% LH		
CH01 10 x 66 LH	CH03 4 x 76 LH	CH06 6 x 47 LA	CH: 23 LH	12 x 57	CH23 10 x 100 LH	CH24 14 x 7 LH	7	MC06 1 x 100 LH	
CH04 15 x 50 LA	CH21 23 x 45 LA	CH34 16 x 63 LH	CH44 16 x 51 LH	GPD1 19 x 54 LH	MC05 3 x 100 LH	MJR1 16 x 35 LA	PON1 14 x 49 LA	UKI1 1 x 80 LH	
CH07 18 x 54 LH	CH01 34 x 100 LH	CH15 26 x 40 LA	CH17 12 x 100 LH	CH18 13 x 71 LH	CH27 4 x 100 LH	CH32 17 x 100 LH	CH36 4 x 100 LH	CH43 20 x 45 LA	
CH09 10 x 63 LH	CH09 5 x 95 LH	CH20 17 x 52 LH	CH31 4 x 75 LH	CH33 4 x 94 LH		H41 5 x 52 H	CH46 12 x 76 LH	CH51 NaN x NaN LL	
Region			KL-SOUTH	MTD LCE	8.96% L	CR 70.00%	LH		

TVP1 9 x 70 LH	KLR1 1 x 100 LH		NYK1 NaN x NaN LL	PAS1 17 x 68 LH		PNL1 NaN x NaN LL	TVP1 8 x 70 LH		
Region			NORTH A	ARCOT MTD	LCE 12.20%	6 LCR 43.31	% LA		
NA01 22 x 35 LA	AKM1 30 x 25 LL	ANI1 7 x 67 LH	ARC2 2 x 100 LH	CYR1 8 x 53 LH	KPM1 9 x 70 LH	KPM2 41 x 24 LL	WJD1 12 x 68 LH	WJP1 16 x 72 LH	
NA02	ABR1	CGM1	GDM1			EL1 VEL2	VEL3	VNB1	

LA										
NA02 7 x 59	ABR1 6 x 74	CGM1 1 x 75	GDM1 9 x 48	PLR1 4 x 100	TRR1 5 x 71	VEL1 13 x 62	VEL2 13 x 45	VEL3 NaN x NaN	VNB1 1 x 33	
LH	LH	LH	LA	LH	LH	LH	LA	LL	LA	
NA03 6 x 61	BGR1 13 x 69	CPT1 4 x 50	PTU1 5 x 78	SBR1 0 x 100	SLG1 3 x 45	TRL1 4 x 93	TRT1 5 x 32	UGI1 12 x 59	VSI1 13 x 54	
LH	LH	LA	LH	LH	LA	LH	LA	LH	LH	
Pogion			COLITU	ADCOT MI		, 020/ CI	D FE 960/ 1	111		

Region SOUTH ARCOT MTD | LCE 7.92% | LCR 55.86% | LH



Follow-Up Lead Capturing Effectiveness as on 10/27/2025 10:00:44 AM

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A01 2 x 49 A	CUD1 22 x 32 LA		(LM1 9 x 67 .H	MKM1 3 x 88 LH		POY1 8 x 85 LH		POY2 5 x 73 LH
02	CDM1 11 x 34 LA	KKI2 17 x 66 LH	KML1 1 x 100 LH	NVL2 5 x 62 LH	PRT1 6 x 91 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 7 x 92 LH
)3 65	SJI1 NaN x NaN LL	SJI2 1 x 100 LH	TDM1 5 x 52 LH	TRK1 13 x 52 LH	TVM1 7 x 100 LH	TVM2 1 x 100 LH	VPM1	VPM2 0 x 100 LH
egion			SOUTH-0	1 MTD	LCE 14.27%	LCR 61.	13% LH	
T1 x 57	KVT1 4 x 65 LH	KYR1 3 x 73 LH	PKD1 25 x 42 LA	RND1 25 x 61 LH	SKD1 11 x 59 LH	SNL1 11 x 56 LH	STU2	VKM1 14 x 65 LH
GR1 x 64	COL1 27 x 79 LH	KGL1 13 x 71 LH	KSM1 6 x 60 LH	1	MAR1 11 x 92 LH	MMT1 9 x 65 LH	NGR1 10 x 47 LA	TKY1 3 x 45 LA
(S1 2 x 77	PDI1 4 x 59 LH	RPM1 8 x 83 LH		SDI1 7 x 69 LH	SGT1 7 x 72 LH		TKS1 12 x 66 LH	TKS2 20 x 83 LH
JT1 5 x 60	ERL1 NaN x NaN LL	ERL2 18 x 70 LH	TCN1 11 × 60 LH	1	TUT1 13 x 55 LH	TUT2 15 x 48 LA	TYI1 13 x 73 LH	UDN1 44 x 66 LH
VL1 9 x 78 H	ARM1 19 x 49 LA		ASM1 L6 x 81 .H	TVL1 20 x 86 LH	6	TVL2 29 x 92 LH		VLY1 14 x 58 LH
NR1 7 x 36 A	APK1 19 x 17 LL		APK2 10 x 37 .A	SVK1 4 x 53 LH		VNR1 29 x 42 LA		VNR2 10 x 40 LA
Region			SOUTH-C)3 MTD	LCE 6.11%	LCR 56.3	1% LH	
GL1 x 88 H	DGL1 1 x 100 LH	DGL2 1 x 100 LH	MDU1 3 x 97 LH	6	MDU5 6 x 96 LH	MPA1 2 x 100 LH	NTM1 3 x 64 LH	PNI1 12 x 63 LH
KD2 x 86 H	ATG1 1 x 100 LH		KKD2 KKD3 LO x 100 1 x 100 LH LH			PVI1 7 x 84 LH	SGP1 1 x 100 LH	TDI1 TPT1 2 x 80 1 x 75 LH LH
RR1 x 96 H	KRR1 5 x 95 LH				ODM1 0 x 100 LH			
1DU2 2 x 42 4	ADP1 0 x 100 LH	9 x 49	CBM1 CMR1 3 x 59 13 x 86 .H LH			MDU4 4 x 61 LH	MDU6 49 x 29 LL	TEN1 TEN2 3 x 93 3 x 62 LH LH
VG1 x 59 H	BTU1 10 x 76 LH	KPT1 1 x 75 LH	1 x 100	MLR1 2 x 100 LH	NKI1 2 x 57 LH	PKM1 28 x 46 LA		MM1 USL1 3 62 11 x 45 LA
Region				•	LCE 21.80%	-	•	
TP1 9 x 90 H	ADI1 29 x 61 LH	ATP1 11 x 78 LH	4 x 100	GTL1 25 x 100 LH	HPR1 NaN x NaN LL	KNL1 62 x 99 HH	KNL2 NE 13 x 89 15 LH LH	x 82 112 x 98
DA1 x 88 H	BVL1 2 x 100 LH	KDA1 4 x 89 LH	KOU1 10 x 100 LH	MPL1 3 x 78 LH	PDT1 10 x 100 LH	PIL1 1 x 100 LH	RCY1 1 x 100 LH	RJP1 12 x 70 LH
PY1 6 x 69 H	CTO1 6 x 76 LH	KHT1 KVL1 27 x 83 16 x 49 LH LA	18 x 78	NYP1 PGF 33 x 61 23 x LH LH	x 87 42 x 96	PUT1 16 x 62 LH	SPE1 TPY1 17 x 78 43 x 35 LH LA	TPY2 VKI1 30 x 56 55 x 94 LH AH
Region					LCE 9.64%			
UM1 x 80 H	KIK1 7 x 88 LH	KUM1 10 x 80 LH	NCK1 21 x 74 LH	6	NGT1 6 x 72 LH	TTP1 3 x 79 LH	TVR1 4 x 92 LH	TVR2 1 x 100 LH
BR1 x 75 H	AYR1 15 x 98 LH	JKM1 1 x 100 LH	MSI1 1 x 83 LH	1	MVM1 13 x 74 LH	PBR1 6 x 89 LH	PBR2 10 × 61 LH	TYR1 9 x 67 LH
NJ1	APM1	MDI1 25 x 92	NMM1 20 x 84		ORU1 6 x 67	PTK1 6 x 80	TNJ1 11 x 80	TNJ2 16 x 78



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RY1 9 x 85 .H	KRN1 4 x 82 LH		PDK1 56 x 80 AH		TRY1 4 x 97 LH		TRY2 21 x 87 LH			TRY3 2 x 100 LH		TRY4 2 x 100 LH	
Region			VI	JAYAWA	ADA-01	MTD	LCE 33.	86%	LCR 8	7.91%	LH		
8VR1 50 x 91 AH	AMP1 38 x 91 LH	76 x 81	7 x 100	76 x 98	JGG1 19 x 96 LH	KND1 75 x 99 HH	1 x 100	PAP1 64 x 88 HH	PPM1 142 x 99 HH	RMV1 58 x 98 AH	TDD1 24 x 90 LH	TNI1 2 x 100 LH	TNK1 21 x 96 LH
NT1 8 x 86 H	BPP1 2 x 67 LH	CKT1 110 x 97 HH	CRL1 19 x 91 LH	GNT1 5 x 100 LH	GNT2 8 x 93 LH	KDR1 17 x 100 LH	NRT1 5 x 100 LH	OGL 105 HH	x 82	PNR1 32 x 47 LA	PRL1 7 x 70 LH	RAL1 12 x 64 LH	VKN1 0 x NaN LL
JW1 1 x 80 H	GDV1 20 x 100 LH	GVM1 18 x 52 LH	JPT1 29 x 53 LH	MTM1 15 x 60 LH	TEL1 25 x 84 LH	TVU1 36 x 97 LH	VJW1 23 x 96 LH	VJW 1 x 1 LH	100	VJW3 15 x 75 LH	VJW4 37 x 83 LH	VJW5 23 x 82 LH	VUY1 6 x 100 LH
Region				WEST-	-01 MT	D LCE	E 17.33%	b LCF	R 81.76	5% LH	1		
BE1 6 x 86 H	CBE1 16 x 91 LH	CBE2 15 x 78 LH		BE3 x 100	CBE4 9 x 88 LH	CE	BE5 x 100	CBE6 47 x 99 LH	:	KMR1 25 x 85 LH	SNR1 8 x 96 LH		UL1 x 52 H
LI1 x 87 H	DPM2 4 x 93 LH		KGM1 8 x 88 LH			PDM1 8 x 88 LH		1	PLI1 13 x 83 LH		UMP 4 x 10 LH		
PR1 9 x 80 H	TPR1 23 x 55 LH				TPR2 4 x 96 LH					TPR3 42 x 98 LH			
PR4 9 x 79 H	ANR1 27 x 95 LH		AVI1 45 x 95 LH		GBM1 88 x 68 HH		PPI1 46 x 85 LH			SYM2 4 x 64 LH		TPR4 19 x 65 LH	
AM1 x 67 H	CNR1 9 x 70 LH		GDR1 5 x 54 LH		KGI1 1 x 100 LH		KMD1 1 x 100 LH			MPM1 10 x 62 LH		UAM1 2 x 89 LH	
Region				WEST	-02 M7	D LC	E 9.84%	LCR	66.27	% LH			
RD1 5 x 68 H	CMI1 4 x 43 LA	ERD1 18 x 68 LH	ERD2 6 x 74 LH		MM1 x 58 H	NKL2 10 x 74 LH	PDR1 19 x 64 LH	1	RSP1 14 x 57 LH	SGG1 28 x 55 LH	TCG1 2 x 10 LH		VKL1 58 x 77 AH
ISR1 x 67 H	HSR1 11 x 84 LH		GR2 . x 56 I	KRI1 5 x 1 LH		KVP1 0 x 10 LH		PLC1 1 x 75 LH		PMP1 3 x 31 LA		SGI1 1 x 100 LH	
1TR1 x 75 H	BMD1 2 x 100 LH	DPR1 3 x 10 LH	0	DPR2 16 x 50 LA	<mark>3</mark>	HRR1 4 x 100 H	MCR1 4 x 53 LH		MTR1 1 x 80 LH		OML1 11 x 43 LA	TRM 1 x 5 LH	
.M1 x 58	APN1 26 x 33 LA	ATU1 14 x 5 LA	0	EDP1 3 x 100 LH	1	PI1 x 100 H	SLM1 14 x 65 LH		SLM2 6 x 82 LH		SLM3 2 x 45 LA	VPD 8 x 7 LH	