

		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-Aug-2025 To Date : 29-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,573	3,080	1,556	26.61%	50.52%	LH
CHENNAI-02	9,898	3,623	2,234	36.60%	61.66%	LH
KL-SOUTH	1,001	234	149	23.38%	63.68%	LH
NORTH ARCOT	8,218	3,372	1,837	41.03%	54.48%	LH
SOUTH ARCOT	7,433	2,035	1,079	27.38%	53.02%	LH
SOUTH-01	16,823	5,512	3,280	32.76%	59.51%	LH
SOUTH-03	11,496	2,648	1,445	23.03%	54.57%	LH
TIRUPATI-01	5,150	3,954	2,912	76.77%	73.65%	HH
TRICHY-01	11,588	4,053	2,886	34.97%	71.21%	LH
VIJAYAWADA-01	5,130	4,860	3,931	94.73%	80.88%	HH
WEST-01	7,475	2,809	2,022	37.58%	71.98%	LH
WEST-02	9,836	4,000	2,550	40.67%	63.75%	LH
Total	105,620	40,180	25,881	38.04%	64.41%	LH

RegionCHENNAI-01 MTD LCE 26.61% LCR 50.52% LH								
CH03 24 x 47 LA	CGL1 34 x 56 LH	CH45 11 x 40 LA	GUD1 26 x 53 LH	GUD2 9 x 43 LA	MC10 27 x 45 LA	MRM1 34 x 40 LA	SKL1 9 x 40 LA	TKM1 42 x 47 LA
CH05 37 x 49 LA	AVD1 18 x 39 LA	CH05 20 x 41 LA	CH14 67 x 49 HA	CH26 7 x 85 LH	CH30 33 x 33 LA	CH35 51 x 62 AH	CH37 29 x 61 LH	
CH06 24 x 55 LH	CH08 52 x 50 AA	CH11 15 x 82 LH	CH16 14 x 66 LH	CH19 18 x 72 LH	CH29 9 x 31 LA	CH39 62 x 49 HA	CH40 9 x 27 LL	CH42 10 x 50 LA
CH08 21 x 51 LH	CH07 21 x 57 LH	CH22 47 x 51 LH	CH28 31 x 44 LA	CH38 11 x 55 LH	CH48 0 x NaN LL	KNR1 23 x 56 LH	MC02 3 x 100 LH	MC09 36 x 42 LA

RegionCHENNAI-02 MTD LCE 36.60% LCR 61.66% LH								
CH01 26 x 61 LH	CH03 5 x 84 LH	CH12 53 x 61 AH	CH23 13 x 62 LH	CH24 39 x 58 LH	CH41 49 x 56 LH	MC06 8 x 22 LL	MC08 7 x 100 LH	
CH04 46 x 62 LH	CH21 64 x 68 HH	CH34 51 x 60 AH	CH44 41 x 45 LA	GPD1 46 x 59 LH	MC05 33 x 27 LL	MJR1 30 x 63 LH	PON1 72 x 74 HH	UKI1 23 x 68 LH
CH07 41 x 61 LH	CH01 187 x 100 HH	CH15 59 x 56 AH	CH17 12 x 96 LH	CH18 39 x 51 LH	CH27 8 x 100 LH	CH32 19 x 100 LH	CH36 12 x 90 LH	CH43 45 x 66 LH
CH09 30 x 63 LH	CH06 31 x 45 LA	CH09 20 x 72 LH	CH20 51 x 62 AH	CH31 16 x 92 LH	CH33 5 x 100 LH	CH46 55 x 68 AH		

RegionKL-SOUTH MTD LCE 23.38% LCR 63.68% LH			
TVP1 23 x 64 LH	KLR1 0 x 100 LH	PAS1 62 x 79 HH	TVP1 17 x 36 LA

RegionNORTH ARCOT MTD LCE 41.03% LCR 54.48% LH									
NA01 58 x 54 AH	AKM1 66 x 52 HH	ANI1 42 x 63 LH	ARC2 7 x 57 LH	CYR1 28 x 62 LH	KPM1 47 x 50 LA	KPM2 68 x 51 HH	WJD1 81 x 63 HH	WJP1 91 x 52 HH	
NA02 30 x 54 LH	ABR1 15 x 50 LA	CGM1 17 x 54 LH	GDM1 23 x 54 LH	PLR1 23 x 55 LH	TRR1 10 x 46 LA	VEL1 46 x 68 LH	VEL2 62 x 51 HH	VNB1 31 x 40 LA	
NA03 34 x 55 LH	BGR1 52 x 63 AH	CPT1 42 x 42 LA	PTU1 35 x 71 LH	SBR1 10 x 52 LH	SLG1 35 x 58 LH	TRL1 11 x 70 LH	TRT1 74 x 45 HA	UGI1 60 x 56 HH	VSI1 31 x 60 LH

RegionSOUTH ARCOT MTD LCE 27.38% LCR 53.02% LH			
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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 38 x 56 LH	CUD1 56 x 59 AH		KLM1 49 x 60 LH		MKM1 39 x 59 LH		POY1 16 x 64 LH		POY2 27 x 35 LA		
SA02 18 x 54 LH	CDM1 29 x 53 LH	KKI2 53 x 52 AH	KML1 4 x 70 LH	NVL2 7 x 57 LH	PRT1 7 x 90 LH	STP1 2 x 20 LL	ULP1 5 x 54 LH	VCM1 13 x 48 LA			
SA03 27 x 48 LA	SJI1 11 x 14 LL		TDM1 43 x 53 LH		TRK1 54 x 53 AH	TVM1 18 x 57 LH		TVM2 17 x 33 LA		VPM1 32 x 36 LA	VPM2 6 x 44 LA

SOUTH-01 MTD | LCE 32.76% | LCR 59.51% | LH

KVT1 33 x 57 LH	KVT1 27 x 66 LH	KYR1 12 x 57 LH	PKD1 45 x 53 LH	RND1 52 x 57 AH	SKD1 2 x 100 LH	SNL1 41 x 65 LH	STU2 38 x 53 LH	VKM1 50 x 35 LA
NGR1 13 x 69 LH	COL1 10 x 8 LL	KGL1 36 x 54 LH	KSM1 9 x 33 LA	MAR1 12 x 74 LH	MMT1 44 x 85 LH	NGR1 4 x 95 LH	TKY1 9 x 46 LA	
TKS1 26 x 61 LH	PDI1 20 x 62 LH	RPM1 12 x 80 LH	SDI1 25 x 48 LA	SGT1 56 x 51 AH	TKS1 40 x 52 LH	TKS2 21 x 79 LH		
TUT1 40 x 61 LH	ERL1 108 x 42 HA	ERL2 7 x 100 LH	TCN1 52 x 55 AH	TUT1 46 x 58 LH	TUT2 21 x 64 LH	TYI1 37 x 73 LH	UDN1 92 x 65 HH	
TVL1 31 x 71 LH	ARM1 47 x 67 LH	ASM1 31 x 77 LH	TVL1 26 x 73 LH	TVL2 32 x 79 LH	VLY1 36 x 64 LH			
VNR1 53 x 49 AA	APK1 46 x 55 LH	APK2 0 x NaN LL	SVK1 53 x 52 AH	VNR1 85 x 66 HH	VNR2 53 x 38 AA			

SOUTH-03 MTD | LCE 23.03% | LCR 54.57% | LH

DGL1 11 x 75 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 7 x 100 LH		MDU5 15 x 70 LH		MPA1 1 x 100 LH		NTM1 29 x 61 LH		PNI1 65 x 63 HH							
KKD2 14 x 52 LH	ATG1 5 x 82 LH		DKI1 30 x 25 LL		KKD2 8 x 100 LH		MNM1 7 x 77 LH		PNV1 22 x 54 LH		PVI1 39 x 52 LH		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 27 x 49 LA	ADP1 29 x 40 LA		BNR1 65 x 44 HA		CBM1 27 x 50 LA		CMR1 49 x 83 LH		MDU2 16 x 45 LA		MDU3 5 x 100 LH		MDU4 17 x 63 LH		MDU6 43 x 48 LA		TEN1 18 x 34 LA		TEN2 19 x 18 LL	
SVG1 47 x 53 LH	BTU1 71 x 48 HA		KPT1 10 x 29 LL		KYK1 0 x NaN LL		MLR1 3 x 78 LH		NKI1 42 x 43 LA		PKM1 75 x 77 HH		SVG1 26 x 39 LA		TMM1 79 x 56 HH		USL1 63 x 43 HA			

TIRUPATI-01 MTD | LCE 76.77% | LCR 73.65% | HH

ATP1 106 x 84 HH	ADI1 86 x 53 HH	ATP1 35 x 79 LH	DHN1 147 x 88 HH	GTL1 281 x 97 HH	KNL1 113 x 89 HH	KNL2 96 x 96 HH	NDL1 73 x 46 HA	TPI1 195 x 91 HH				
KDA1 45 x 71 LH	BVL1 26 x 55 LH	KDA1 34 x 64 LH	KOU1 38 x 68 LH	MPL1 22 x 86 LH	PDT1 64 x 83 HH	PIL1 35 x 72 LH	RCY1 59 x 72 AH	RJP1 89 x 66 HH				
TPY1 74 x 64 HH	CTO1 48 x 56 LH	KHT1 90 x 62 HH	KVL1 0 x NaN LL	NLR1 106 x 72 HH	NYP1 64 x 83 HH	PGR1 98 x 75 HH	PMR1 68 x 67 HH	PUT1 64 x 41 HA	SPE1 105 x 76 HH	TPY1 84 x 62 HH	TPY2 58 x 50 AA	VKI1 102 x 69 HH

TRICHY-01 MTD | LCE 34.97% | LCR 71.21% | LH

KUM1 42 x 66 LH	JKM1 14 x 78 LH	KUM1 70 x 68 HH	MVM1 75 x 58 HH	NCK1 41 x 87 LH	TVR1 13 x 85 LH	TVR2 4 x 78 LH	
PTK1 23 x 61 LH	APM1 68 x 60 HH	MDI1 9 x 94 LH	NGT1 21 x 63 LH	NMM1 59 x 54 AH	PTK1 3 x 100 LH	TTP1 16 x 52 LH	
TNJ1 45 x 89 LH	AYR1 37 x 98 LH	KIK1 35 x 76 LH	KRN1 47 x 94 LH	ORU1 28 x 75 LH	PDK1 131 x 82 HH	TNJ1 39 x 95 LH	TNJ2 35 x 94 LH



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TRY1 29 x 59 LH	MSI1 9 x 96 LH	PBR1 10 x 86 LH	PBR2 51 x 55 AH	TRY1 24 x 65 LH	TRY2 52 x 47 AA	TRY3 22 x 85 LH	TYR1 21 x 28 LL	
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Region VIJAYAWADA-01 MTD | LCE 94.73% | LCR 80.88% | HH

BVR1 117 x 82 HH	AMP1 70 x 73 HH	BVR1 75 x 65 HH	DPE1 143 x 92 HH	ELU1 129 x 82 HH	JGG1 141 x 87 HH	KND1 112 x 96 HH	PAP1 125 x 82 HH	PPM1 203 x 87 HH	RMV1 185 x 93 HH	TDD1 86 x 74 HH	TNK1 80 x 69 HH	
GNT1 90 x 81 HH	BPP1 58 x 67 AH	CKT1 152 x 93 HH	CRL1 85 x 88 HH	GNT1 52 x 74 AH	GNT2 104 x 92 HH	KDR1 142 x 87 HH	NRT1 36 x 59 LH	OGL1 196 x 90 HH	PNR1 73 x 52 HH	PRL1 80 x 82 HH	RAL1 63 x 62 HH	VKN1 34 x 45 LA
VJW1 78 x 78 HH	GDV1 110 x 84 HH	GVM1 83 x 80 HH	JPT1 53 x 73 AH	MTM1 80 x 72 HH	TEL1 86 x 75 HH	TVU1 80 x 70 HH	VJW1 47 x 94 LH	VJW2 63 x 72 HH	VJW3 98 x 72 HH	VJW4 69 x 74 HH	VJW5 79 x 93 HH	VUY1 114 x 85 HH

Region WEST-01 MTD | LCE 37.58% | LCR 71.98% | LH

CBE1 29 x 85 LH	CBE1 51 x 74 AH	CBE2 9 x 99 LH	CBE3 17 x 100 LH	CBE4 18 x 93 LH	CBE6 46 x 92 LH	KMR1 54 x 94 AH	SNR1 22 x 73 LH	SUL1 35 x 41 LA	
PLI1 22 x 64 LH	DPM2 20 x 59 LH	KGM1 30 x 49 LA	PDM1 29 x 61 LH	PLI1 18 x 77 LH	UMP1 20 x 76 LH				
TPR1 54 x 74 AH	TPR1 73 x 55 HH		TPR2 4 x 80 LH		TPR3 103 x 93 HH				
TPR4 77 x 68 HH	ANR1 39 x 67 LH	AVI1 55 x 90 AH	GBM1 83 x 49 HA	PPI1 142 x 66 HH	SYM2 71 x 54 HH	TPR4 59 x 89 AH			
UAM1 26 x 53 LH	CNR1 5 x 56 LH	GDR1 15 x 52 LH	KG11 30 x 28 LL	KMD1 0 x NaN LL	MPM1 60 x 57 HH	UAM1 23 x 66 LH			

Region WEST-02 MTD | LCE 40.67% | LCR 63.75% | LH

ERD1 54 x 65 AH	CMI1 48 x 51 LH	ERD1 63 x 72 HH	ERD2 13 x 75 LH	KMM1 36 x 58 LH	NKL2 59 x 59 AH	PDR1 47 x 58 LH	RSP1 55 x 59 AH	SGG1 78 x 65 HH	TCG1 55 x 61 AH	VKL1 131 x 76 HH
HSR1 22 x 51 LH	HSR1 38 x 71 LH	HSR2 38 x 42 LA	KRI1 15 x 65 LH	KVP1 1 x 100 LH	PLC1 13 x 45 LA	PMP1 11 x 54 LH	SGI1 26 x 25 LL			
MTR1 39 x 61 LH	BMD1 8 x 24 LL	DPR1 13 x 88 LH	DPR2 70 x 62 HH	HRR1 75 x 90 HH	MCR1 35 x 34 LA	MTR1 14 x 21 LL	OML1 55 x 55 AH	TRM1 43 x 60 LH		
SLM1 42 x 69 LH	APN1 72 x 68 HH	ATU1 62 x 50 HH	EDP1 6 x 46 LA	EPI1 7 x 42 LA	SLM1 61 x 90 HH	SLM2 32 x 78 LH	SLM3 24 x 41 LA	VPD1 55 x 61 AH		