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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)

Follow-Up Lead Capture Efficency (LCE)	Follow-Up Lead Converion Rate (LCR)		
	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-Jul-2025 To Date : 30-Jul-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	10,674	3,257	2,680	30.51%	82.28%	LH
CHENNAI-02	9,676	3,403	2,765	35.17%	81.25%	LH
KL-SOUTH	649	170	137	26.18%	80.59%	LH
NORTH ARCOT	7,781	3,175	2,320	40.80%	73.07%	LH
SOUTH ARCOT	6,563	1,865	1,574	28.42%	84.40%	LH
SOUTH-01	15,746	3,842	2,986	24.40%	77.72%	LH
SOUTH-03	10,657	2,407	1,843	22.59%	76.57%	LH
TIRUPATI-01	4,957	4,387	4,032	88.51%	91.91%	HH
TRICHY-01	10,275	3,926	3,501	38.21%	89.17%	LH
VIJAYAWADA-01	5,134	4,630	4,372	90.18%	94.43%	HH
WEST-01	6,514	2,488	2,156	38.20%	86.66%	LH
WEST-02	9,208	4,172	3,544	45.31%	84.95%	LH
Total	97,835	37,722	31,910	38.56%	84.59%	LH

CHENNAI-01 MTD | LCE 30.51% | LCR 82.28% | LH

Region

CH03 34 x 80 LH	CGL1 45 x 85 LH	CH45 27 x 82 LH	GUD1 30 x 83 LH	GUD2 29 x 88 LH	MC10 37 x 80 LH	MRM1 42 x 68 LH	SKL1 14 x 85 LH	TKM1 50 x 80 LH
CH05 40 x 82 LH	AVD1 46 x 92 LH	CH05 29 x 80 LH	CH14 57 x 76 AH	CH26 23 x 94 LH	CH30 20 x 81 LH	CH35 56 x 85 AH	CH37 32 x 84 LH	
CH06 27 x 84 LH	CH08 41 x 77 LH	CH11 22 x 96 LH	CH16 17 x 88 LH	CH19 31 x 88 LH	CH29 20 x 90 LH	CH39 62 x 82 HH	CH40 19 x 82 LH	CH42 11 x 85 LH
CH08 22 x 82 LH	CH07 17 x 85 LH	CH22 37 x 77 LH	CH28 43 x 81 LH	CH38 20 x 89 LH	CH48 0 x NaN LL	KNR1 30 x 81 LH	MC02 7 x 100 LH	MC09 31 x 92 LH

CHENNAI-02 MTD | LCE 35.17% | LCR 81.25% | LH

Region

CH01 24 x 83 LH	CH03 4 x 86 LH	CH12 48 x 81 LH	CH23 28 x 96 LH	CH24 38 x 84 LH	CH41 42 x 81 LH	MC06 8 x 91 LH	MC08 11 x 50 LA
CH04 48 x 80 LH	CH21 43 x 68 LH	CH34 56 x 79 AH	CH44 54 x 80 AH	GPD1 67 x 86 HH	MC05 25 x 81 LH	MJR1 31 x 84 LH	PON1 55 x 83 AH	UKI1 52 x 88 AH
CH07 38 x 81 LH	CH01 62 x 100 HH	CH15 49 x 76 LH	CH17 15 x 86 LH	CH18 36 x 83 LH	CH27 7 x 89 LH	CH32 27 x 100 LH	CH36 14 x 88 LH	CH43 49 x 86 LH
CH09 25 x 82 LH	CH06 32 x 74 LH	CH09 23 x 72 LH	CH20 32 x 84 LH	CH31 32 x 91 LH	CH33 4 x 93 LH	CH46 39 x 94 LH	

KL-SOUTH MTD | LCE 26.18% | LCR 80.59% | LH

Region

TVP1 26 x 81 LH	PAS1 51 x 91 AH	TVP1 17 x 69 LH

NORTH ARCOT MTD | LCE 40.80% | LCR 73.07% | LH

Region

NA01 44 x 73 LH	AKM1 50 x 74 LH	ANI1 60 x 84 AH	ARC2 13 x 71 LH	CYR1 30 x 78 LH	KPM1 32 x 70 LH	KPM2 55 x 67 AH	WJD1 35 x 71 LH	WJP1 67 x 79 HH
NA02 40 x 68 LH	ABR1 16 x 80 LH	CGM1 50 x 89 LH	GDM1 41 x 73 LH	PLR1 54 x 97 AH	TRR1 21 x 39 LA	VEL1 60 x 45 AA	VEL2 53 x 78 AH	VNB1 23 x 93 LH
NA03 38 x 80 LH	BGR1 56 x 88 AH	CPT1 41 x 85 LH	PTU1 34 x 93 LH	SBR1 11 x 93 LH	SLG1 47 x 83 LH	TRL1 30 x 82 LH	TRT1 60 x 69 HH	UGI1 65 x 83 HH	VSI1 30 x 56 LH

SOUTH ARCOT MTD | LCE 28.42% | LCR 84.40% | LH

Region

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SA01 34 x 81 LH	CUD1 39 x 81 LH	KLM1 20 x 71 LH	MKM1 30 x 87 LH	POY1 33 x 87 LH	POY2 40 x 79 LH
SA02 20 x 86 LH	CDM1 29 x 88 LH	KKI2 45 x 86 LH	KML1 9 x 89 LH	NVL2 14 x 76 LH	PRT1 6 x 75 LH	STP1 11 x 89 LH	ULP1 8 x 94 LH	VCM1 25 x 81 LH
SA03 33 x 87 LH	SJI1 20 x 77 LH	TDM1 40 x 93 LH	TRK1 47 x 84 LH	TVM1 61 x 98 HH	TVM2 28 x 83 LH	VPM1 43 x 91 LH	VPM2 10 x 81 LH

Region | **SOUTH-01 MTD | LCE 24.40% | LCR 77.72% | LH**

KVT1 28 x 75 LH	KVT1 14 x 81 LH	KYR1 9 x 78 LH	PKD1 32 x 85 LH	RND1 47 x 78 LH	SNL1 26 x 76 LH	STU2 32 x 49 LA	VKM1 35 x 66 LH
NGR1 9 x 87 LH	COL1 18 x 96 LH	KGL1 21 x 88 LH	KSM1 3 x 60 LH	MAR1 6 x 92 LH	MMT1 27 x 83 LH	NGR1 4 x 88 LH	TKY1 6 x 82 LH
TKS1 23 x 79 LH	PDI1 14 x 69 LH	RPM1 19 x 78 LH	SDI1 19 x 76 LH	SGT1 49 x 75 LH	TKS1 29 x 81 LH	TKS2 18 x 81 LH
TUT1 29 x 79 LH	ERL1 59 x 87 AH	TCN1 30 x 87 LH	TUT1 34 x 80 LH	TUT2 7 x 71 LH	TYI1 5 x 67 LH	UDN1 57 x 63 AH
TVL1 21 x 87 LH	ARM1 40 x 83 LH	ASM1 27 x 79 LH	TVL1 18 x 90 LH	TVL2 44 x 100 LH	VLY1 18 x 83 LH
VNR1 37 x 69 LH	APK1 24 x 65 LH	SVK1 43 x 69 LH	VNR1 56 x 73 AH	VNR2 34 x 68 LH

Region | **SOUTH-03 MTD | LCE 22.59% | LCR 76.57% | LH**

DGL1 9 x 85 LH	DGL1 3 x 100 LH	DGL2 2 x 100 LH	MDU1 7 x 95 LH	MDU5 16 x 93 LH	MPA1 4 x 100 LH	NTM1 18 x 57 LH	PNI1 39 x 76 LH
KKD2 15 x 79 LH	ATG1 6 x 95 LH	DKI1 34 x 75 LH	KKD2 7 x 94 LH	MNM1 7 x 73 LH	PNV1 27 x 72 LH	PVI1 33 x 84 LH	SGP1 8 x 77 LH	TDI1 8 x 59 LH	TPT1 3 x 91 LH
KRR1 8 x 100 LH	KRR1 13 x 100 LH	ODM1 2 x 100 LH
MDU2 34 x 76 LH	ADP1 43 x 73 LH	BNR1 47 x 79 LH	CBM1 31 x 62 LH	CMR1 75 x 88 HH	MDU2 13 x 81 LH	MDU3 5 x 100 LH	MDU4 34 x 64 LH	MDU6 42 x 77 LH	TEN1 44 x 79 LH	TEN2 39 x 76 LH
SVG1 38 x 72 LH	BTU1 92 x 85 HH	KPT1 24 x 73 LH	MLR1 7 x 93 LH	NKI1 32 x 64 LH	PKM1 4 x 71 LH	SVG1 21 x 79 LH	TMM1 57 x 72 AH	USL1 57 x 58 AH

Region | **TIRUPATI-01 MTD | LCE 88.51% | LCR 91.91% | HH**

ATP1 112 x 94 HH	ADI1 57 x 77 AH	ATP1 88 x 94 HH	DHN1 198 x 94 HH	GTL1 204 x 100 HH	KNL1 97 x 97 HH	KNL2 61 x 92 HH	NDL1 53 x 76 AH	TPI1 218 x 97 HH
KDA1 56 x 92 AH	BVL1 22 x 82 LH	KDA1 77 x 90 HH	KOU1 53 x 93 AH	MPL1 20 x 95 LH	PDT1 145 x 96 HH	PIL1 53 x 86 AH	RCY1 57 x 93 AH	RJP1 62 x 92 HH
TPY1 91 x 90 HH	CTO1 51 x 85 AH	KHT1 89 x 96 HH	NLR1 134 x 93 HH	NYP1 150 x 97 HH	PGR1 147 x 94 HH	PMR1 105 x 94 HH	PUT1 52 x 87 AH	SPE1 94 x 92 HH	TPY1 75 x 72 HH	TPY2 58 x 82 AH	VKI1 179 x 93 HH

Region | **TRICHY-01 MTD | LCE 38.21% | LCR 89.17% | LH**

KUM1 48 x 92 LH	JKM1 18 x 93 LH	KUM1 52 x 91 AH	MVM1 88 x 88 HH	NCK1 40 x 91 LH	TVR1 20 x 98 LH	TVR2 38 x 98 LH
PTK1 37 x 86 LH	APM1 74 x 84 HH	MDI1 26 x 95 LH	NGT1 38 x 81 LH	NMM1 58 x 83 AH	PTK1 10 x 98 LH	TTP1 44 x 86 LH
TNJ1 49 x 92 LH	AYR1 57 x 97 AH	KIK1 34 x 78 LH	KRN1 41 x 86 LH	ORU1 43 x 89 LH	PDK1 148 x 91 HH	TNJ1 33 x 97 LH	TNJ2 43 x 94 LH

Follow-Up Lead Capturing Effectiveness as on 7/30/2025 10:00:25 AM

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)

| TRY1 25 x 85 LH | MSI1 26 x 95 LH | PBR1 12 x 93 LH | PBR2 44 x 79 LH | TRY1 11 x 89 LH | TRY2 83 x 93 HH | TRY3 36 x 90 LH | TYR1 25 x 74 LH |

Region — VIJAYAWADA-01 MTD | LCE 90.18% | LCR 94.43% | HH

| BVR1 82 x 95 HH | AMP1 89 x 96 HH | BVR1 70 x 91 HH | DPE1 107 x 100 HH | ELU1 162 x 100 HH | JGG1 106 x 91 HH | KND1 82 x 95 HH | PAP1 52 x 99 AH | PPM1 132 x 98 HH | RMV1 37 x 85 LH | TDD1 96 x 92 HH | TNK1 50 x 90 LH |

| GNT1 80 x 95 HH | BPP1 62 x 96 HH | CKT1 158 x 96 HH | CRL1 112 x 98 HH | GNT1 33 x 97 LH | GNT2 157 x 99 HH | KDR1 56 x 99 AH | NRT1 10 x 77 LH | OGL1 227 x 96 HH | PNR1 66 x 78 HH | PRL1 60 x 86 AH | RAL1 49 x 88 LH | VKN1 22 x 93 LH |

| VJW1 109 x 94 HH | GDV1 147 x 99 HH | GVM1 127 x 96 HH | JPT1 150 x 89 HH | MTM1 102 x 90 HH | TEL1 96 x 95 HH | TVU1 163 x 96 HH | VJW1 70 x 98 HH | VJW2 99 x 98 HH | VJW3 60 x 93 AH | VJW4 62 x 82 HH | VJW5 132 x 96 HH | VUY1 163 x 93 HH |

Region — WEST-01 MTD | LCE 38.20% | LCR 86.66% | LH

| CBE1 37 x 95 LH | CBE1 51 x 93 AH | CBE2 19 x 97 LH | CBE3 29 x 97 LH | CBE4 43 x 97 LH | CBE6 74 x 98 HH | KMR1 64 x 96 HH | SNR1 25 x 83 LH | SUL1 27 x 90 LH |

| PLI1 28 x 87 LH | DPM2 22 x 93 LH | KGM1 26 x 93 LH | PDM1 37 x 82 LH | PLI1 32 x 84 LH | UMP1 24 x 89 LH |

| TPR1 57 x 87 AH | TPR1 75 x 76 HH | TPR2 7 x 95 LH | TPR3 115 x 96 HH |

| TPR4 54 x 79 AH | ANR1 16 x 82 LH | AVI1 45 x 100 LH | GBM1 79 x 55 HH | PPI1 73 x 83 HH | SYM2 56 x 80 AH | TPR4 36 x 92 LH |

| UAM1 25 x 76 LH | CNR1 8 x 92 LH | GDR1 25 x 67 LH | KGI1 38 x 75 LH | KMD1 0 x NaN LL | MPM1 55 x 78 AH | UAM1 15 x 75 LH |

Region — WEST-02 MTD | LCE 45.31% | LCR 84.95% | LH

| ERD1 74 x 87 HH | CMI1 49 x 78 LH | ERD1 119 x 92 HH | ERD2 32 x 91 LH | KMM1 47 x 86 HH | NKL2 75 x 81 HH | PDR1 54 x 59 AH | RSP1 83 x 94 HH | SGG1 83 x 83 HH | TCG1 59 x 86 AH | VKL1 149 x 92 HH |

| HSR1 22 x 82 LH | HSR1 32 x 85 LH | HSR2 35 x 86 LH | KRI1 9 x 96 LH | KVP1 2 x 100 LH | PLC1 21 x 52 LH | PMP1 19 x 72 LH | SGI1 28 x 90 LH |

| MTR1 39 x 86 LH | BMD1 6 x 94 LH | DPR1 26 x 83 LH | DPR2 66 x 85 HH | HRR1 96 x 97 HH | MCR1 25 x 90 LH | MTR1 28 x 68 LH | OML1 34 x 84 LH | TRM1 44 x 78 LH |

| SLM1 42 x 82 LH | APN1 71 x 70 HH | ATU1 60 x 79 AH | EDP1 14 x 62 LH | EPI1 16 x 90 LH | SLM1 56 x 83 AH | SLM2 39 x 99 LH | SLM3 40 x 91 LH | VPD1 27 x 71 LH |

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