

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 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-Sep-2025 To Date : 30-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	9,403	2,845	2,263	30.26%	79.54%	LH
CHENNAI-02	8,274	3,173	2,422	38.35%	76.33%	LH
KL-SOUTH	1,353	169	125	12.49%	73.96%	LH
NORTH ARCOT	7,115	2,735	2,015	38.44%	73.67%	LH
SOUTH ARCOT	5,820	1,845	1,393	31.70%	75.50%	LH
SOUTH-01	14,969	6,907	5,431	46.14%	78.63%	LH
SOUTH-03	9,590	2,044	1,694	21.31%	82.88%	LH
TIRUPATI-01	5,719	4,134	3,692	72.28%	89.31%	HH
TRICHY-01	8,485	3,360	2,864	39.60%	85.24%	LH
VIJAYAWADA-01	5,871	4,631	4,184	78.89%	90.35%	HH
WEST-01	6,531	2,475	2,215	37.90%	89.49%	LH
WEST-02	7,730	2,856	2,407	36.95%	84.28%	LH
Total	90,859	37,174	30,705	40.91%	82.60%	LH

CH03 17 x 74 LH	CGL1 25 x 66 LH	CH45 4 x 83 LH	GUD1 38 x 81 LH	GUD2 1 x 100 LH	MC10 21 x 70 LH	MRM1 13 x 43 LA	SKL1 4 x 67 LH	TKM1 32 x 94 LH
CH05 40 x 75 LH	AVD1 11 x 83 LH	CH05 27 x 96 LH	CH14 62 x 68 HH	CH26 18 x 15 LL	CH30 40 x 77 LH	CH35 61 x 78 HH	CH37 35 x 83 LH	
CH06 33 x 83 LH	CH08 68 x 83 HH	CH11 10 x 100 LH	CH16 13 x 96 LH	CH19 29 x 98 LH	CH29 7 x 62 LH	CH39 83 x 75 HH	CH40 2 x 67 LH	CH42 22 x 70 LH
CH08 29 x 85 LH	CH07 11 x 96 LH	CH22 53 x 70 AH	CH28 41 x 91 LH	CH38 30 x 94 LH	CH48 29 x 91 LH	KNR1 17 x 68 LH	MC02 13 x 100 LH	MC09 34 x 55 LH

CH01 28 x 78 LH	CH03 9 x 90 LH	CH06 24 x 72 LH	CH12 61 x 78 HH	CH23 20 x 69 LH	CH24 44 x 77 LH	MC06 3 x 100 LH	MC08 6 x 100 LH	
CH04 45 x 70 LH	CH21 63 x 77 HH	CH34 55 x 77 AH	CH44 53 x 68 AH	GPD1 40 x 79 LH	MC05 19 x 29 LL	MJR1 35 x 72 LH	PON1 62 x 47 HA	UK11 13 x 55 LH
CH07 46 x 84 LH	CH01 75 x 100 HH	CH15 75 x 88 HH	CH17 18 x 89 LH	CH18 41 x 77 LH	CH27 7 x 100 LH	CH32 17 x 100 LH	CH36 14 x 76 LH	CH43 46 x 80 LH
CH09 29 x 74 LH	CH09 15 x 72 LH	CH20 60 x 75 AH	CH31 12 x 95 LH	CH33 5 x 100 LH	CH41 36 x 63 LH	CH46 38 x 75 LH		

TVP1 12 x 74 LH	KLR1 0 x NaN LL	PAS1 39 x 68 LH	TVP1 5 x 100 LH
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NA01 56 x 73 AH	AKM1 71 x 67 HH	ANI1 44 x 66 LH	ARC2 22 x 89 LH	CYR1 37 x 78 LH	KPM1 43 x 80 LH	KPM2 61 x 73 HH	WJD1 62 x 73 HH	WJP1 83 x 68 HH	
NA02 29 x 74 LH	ABR1 13 x 78 LH	CGM1 3 x 58 LH	GDM1 30 x 88 LH	PLR1 9 x 33 LA	TRR1 20 x 82 LH	VEL1 50 x 83 LH	VEL2 69 x 67 HH	VNB1 16 x 80 LH	
NA03 31 x 76 LH	BGR1 55 x 76 AH	CPT1 43 x 67 LH	PTU1 32 x 97 LH	SBR1 6 x 71 LH	SLG1 27 x 76 LH	TRL1 16 x 89 LH	TRT1 80 x 61 HH	UGI1 46 x 72 LH	VSI1 21 x 96 LH

Region SOUTH ARCOT MTD | LCE 31.70% | LCR 75.50% | LH



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
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SA01 46 x 73 LH	CUD1 67 x 71 HH		KLM1 36 x 86 LH		MKM1 28 x 59 LH		POY1 43 x 67 LH		POY2 29 x 82 LH					
SA02 24 x 82 LH	CDM1 24 x 89 LH	KKI2 69 x 82 HH	KML1 5 x 78 LH	NVL2 19 x 74 LH	PRT1 17 x 85 LH	STP1 4 x 100 LH	ULP1 18 x 72 LH	VCM1 11 x 87 LH						
SA03 25 x 73 LH	SJI1 4 x 58 LH		TDM1 39 x 77 LH		TRK1 51 x 73 AH		TVM1 13 x 79 LH		TVM2 9 x 94 LH		VPM1 29 x 64 LH		VPM2 4 x 57 LH	

RegionSOUTH-01 MTD | LCE 46.14% | LCR 78.63% | LH

KVT1 43 x 78 LH	KVT1 25 x 80 LH	KYR1 34 x 100 LH	PKD1 65 x 72 HH	RND1 56 x 73 AH	SKD1 26 x 68 LH	SNL1 55 x 82 AH	STU2 70 x 83 HH	VKM1 48 x 74 LH
NGR1 27 x 79 LH	COL1 47 x 65 LH	KGL1 64 x 90 HH	KSM1 6 x 92 LH	MAR1 29 x 80 LH	MMT1 56 x 62 AH	NGR1 18 x 88 LH	TKY1 11 x 86 LH	
TKS1 36 x 84 LH	PDI1 41 x 75 LH	RPM1 15 x 93 LH	SDI1 11 x 77 LH	SGT1 42 x 73 LH	TKS1 55 x 72 AH	TKS2 58 x 98 AH		
TUT1 68 x 78 HH	ERL1 ∞ x 100 HH	ERL2 62 x 79 HH	TCN1 40 x 68 LH	TUT1 62 x 81 HH	TUT2 61 x 72 HH	TYI1 78 x 78 HH	UDN1 167 x 80 HH	
TVL1 37 x 89 LH	ARM1 47 x 68 LH	ASM1 45 x 80 LH	TVL1 31 x 96 LH	TVL2 73 x 94 HH	VLY1 42 x 82 LH			
VNR1 61 x 69 HH	APK1 52 x 71 AH	APK2 69 x 79 HH	SVK1 45 x 66 LH	VNR1 93 x 65 HH	VNR2 59 x 69 AH			

RegionSOUTH-03 MTD | LCE 21.31% | LCR 82.88% | LH

DGL1 13 x 85 LH	DGL1 7 x 100 LH		DGL2 1 x 100 LH		MDU1 9 x 100 LH		MDU5 13 x 97 LH		MPA1 11 x 91 LH		NTM1 22 x 75 LH		PNI1 65 x 65 HH							
KKD2 12 x 91 LH	ATG1 4 x 92 LH		DKI1 22 x 85 LH		KKD2 16 x 97 LH		KKD3 0 x NaN LL		MNM1 4 x 80 LH		PNV1 11 x 62 LH		PVI1 35 x 96 LH		SGP1 2 x 67 LH		TDI1 3 x 67 LH		TPT1 4 x 100 LH	
KRR1 9 x 100 LH	KRR1 16 x 100 LH										ODM1 2 x 100 LH									
MDU2 28 x 80 LH	ADP1 8 x 33 LA		BNR1 54 x 68 AH		CBM1 21 x 94 LH		CMR1 56 x 91 AH		MDU2 16 x 94 LH		MDU3 1 x 100 LH		MDU4 26 x 70 LH		MDU6 65 x 82 HH		TEN1 15 x 73 LH		TEN2 10 x 77 LH	
SVG1 37 x 81 LH	BTU1 47 x 74 LH		KPT1 18 x 100 LH		KYK1 3 x 78 LH		MLR1 8 x 79 LH		NKI1 16 x 64 LH		PKM1 114 x 72 HH		SVG1 12 x 83 LH		TMM1 80 x 90 HH		USL1 41 x 67 LH			

RegionTIRUPATI-01 MTD | LCE 72.28% | LCR 89.31% | HH

ATP1 96 x 94 HH	ADI1 54 x 79 AH		ATP1 56 x 88 AH		DHN1 75 x 92 HH		GTL1 206 x 100 HH		KNL1 136 x 100 HH		KNL2 80 x 100 HH		NDL1 70 x 85 HH		TPI1 210 x 93 HH									
KDA1 27 x 85 LH	BVL1 14 x 100 LH		KDA1 19 x 88 LH		KOU1 28 x 78 LH		MPL1 60 x 82 AH		PDT1 18 x 100 LH		PIL1 11 x 87 LH		RCY1 7 x 92 LH		RJP1 46 x 82 LH									
TPY1 83 x 87 HH	CTO1 31 x 86 LH		KHT1 119 x 94 HH		KVL1 56 x 93 AH		NLR1 72 x 84 HH		NYP1 108 x 88 HH		PGR1 86 x 88 HH		PMR1 98 x 77 HH		PUT1 68 x 85 HH		SPE1 95 x 84 HH		TPY1 94 x 82 HH		TPY2 80 x 85 HH		VKI1 150 x 94 HH	

RegionTRICHY-01 MTD | LCE 39.60% | LCR 85.24% | LH

KUM1 44 x 84 LH	JKM1 11 x 97 LH	KUM1 75 x 78 HH	MVM1 78 x 85 HH	NCK1 47 x 98 LH	TVR1 9 x 82 LH	TVR2 9 x 100 LH	
PTK1 30 x 83 LH	APM1 56 x 74 AH	MDI1 21 x 96 LH	NGT1 36 x 91 LH	NMM1 81 x 76 HH	PTK1 4 x 100 LH	TTP1 6 x 71 LH	
TNJ1 67 x 87 HH	AYR1 44 x 95 LH	KIK1 35 x 85 LH	KRN1 71 x 82 HH	ORU1 51 x 82 AH	PDK1 149 x 85 HH	TNJ1 56 x 92 AH	TNJ2 76 x 88 HH



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TRY1 21 x 84 LH	MSI1 4 x 100 LH	PBR1 21 x 92 LH	PBR2 42 x 80 LH	TRY1 18 x 81 LH	TRY2 93 x 91 HH	TRY3 6 x 93 LH	TYR1 4 x 87 LH	
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Region VIJAYAWADA-01 MTD | LCE 78.89% | LCR 90.35% | HH

BVR1 89 x 92 HH	AMP1 57 x 98 AH	BVR1 115 x 97 HH	DPE1 96 x 87 HH	ELU1 120 x 77 HH	JGG1 96 x 98 HH	KND1 52 x 100 AH	NPR1 0 x NaN LL	PAP1 101 x 95 HH	PPM1 227 x 90 HH	RMV1 188 x 97 HH	TDD1 46 x 91 LH	TNI1 0 x NaN LL	TNK1 32 x 93 LH	
GNT1 66 x 90 HH	BPP1 37 x 80 LH	CKT1 144 x 98 HH	CRL1 91 x 98 HH	GNT1 12 x 91 LH	GNT2 34 x 100 LH	KDR1 62 x 69 HH	NRT1 14 x 100 LH	OGL1 160 x 89 HH	PNR1 80 x 72 HH	PRL1 77 x 95 HH	RAL1 89 x 90 HH	VKN1 6 x 78 LH		
VJW1 79 x 88 HH	GDV1 110 x 72 HH	GVM1 95 x 77 HH	JPT1 95 x 85 HH	MTM1 73 x 86 HH	TEL1 89 x 91 HH	TVU1 101 x 98 HH	VJW1 33 x 94 LH	VJW2 28 x 91 LH	VJW3 98 x 89 HH	VJW4 83 x 86 HH	VJW5 90 x 100 HH	VUY1 75 x 89 HH		

Region WEST-01 MTD | LCE 37.90% | LCR 89.49% | LH

CBE1 27 x 95 LH	CBE1 56 x 96 AH	CBE2 7 x 100 LH	CBE3 17 x 100 LH	CBE4 20 x 100 LH	CBE5 5 x 90 LH	CBE6 74 x 93 HH	KMR1 37 x 97 LH	SNR1 14 x 76 LH	SUL1 55 x 95 AH	
PLI1 25 x 92 LH	DPM2 11 x 100 LH		KGM1 33 x 79 LH		PDM1 35 x 88 LH		PLI1 29 x 96 LH		UMP1 20 x 100 LH	
TPR1 61 x 89 HH	TPR1 82 x 79 HH				TPR2 3 x 100 LH		TPR3 127 x 97 HH			
TPR4 84 x 87 HH	ANR1 1 x 100 LH		AVI1 135 x 100 HH		GBM1 96 x 78 HH	PPI1 83 x 78 HH	SYM2 37 x 81 LH		TPR4 103 x 89 HH	
UAM1 17 x 80 LH	CNR1 2 x 100 LH		GDR1 9 x 73 LH		KGI1 4 x 100 LH	KMD1 1 x 100 LH	MPM1 74 x 79 HH		UAM1 7 x 77 LH	

Region WEST-02 MTD | LCE 36.95% | LCR 84.28% | LH

ERD1 50 x 85 AH	CMI1 41 x 81 LH	ERD1 72 x 81 HH	ERD2 25 x 91 LH	KMM1 30 x 97 LH	NKL2 22 x 67 LH	PDR1 66 x 72 HH	RSP1 69 x 90 HH	SGG1 86 x 81 HH	TCG1 32 x 89 LH	VKL1 136 x 97 HH
HSR1 22 x 78 LH	HSR1 26 x 92 LH	HSR2 43 x 72 LH	KRI1 16 x 83 LH	KVP1 3 x 80 LH	PLC1 1 x 100 LH	PMP1 8 x 72 LH	SGI1 26 x 76 LH			
MTR1 25 x 81 LH	BMD1 3 x 100 LH	DPR1 9 x 100 LH	DPR2 80 x 76 HH	HRR1 41 x 100 LH	MCR1 35 x 86 LH	MTR1 2 x 100 LH	OML1 35 x 78 LH	TRM1 17 x 57 LH		
SLM1 46 x 87 LH	APN1 103 x 74 HH	ATU1 77 x 81 HH	EDP1 5 x 100 LH	EPI1 2 x 100 LH	SLM1 70 x 98 HH	SLM2 33 x 100 LH	SLM3 8 x 67 LH	VPD1 40 x 88 LH		