



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 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-Nov-2025 To Date : 30-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	10,185	2,397	700	23.53%	29.20%	LL
CHENNAI-02	9,463	2,674	805	28.26%	30.10%	LA
KL-SOUTH	882	122	55	13.84%	45.08%	LA
NORTH ARCOT	8,059	1,972	378	24.47%	19.17%	LL
SOUTH ARCOT	6,803	945	198	13.89%	20.95%	LL
SOUTH-01	14,937	5,226	1,450	34.99%	27.75%	LL
SOUTH-03	11,163	1,745	530	15.63%	30.37%	LA
TIRUPATI-01	4,827	2,475	1,335	51.28%	53.94%	AH
TRICHY-01	9,698	2,173	852	22.41%	39.21%	LA
VIJAYAWADA-01	4,927	3,754	2,411	76.19%	64.22%	HH
WEST-01	7,596	2,439	1,370	32.11%	56.17%	LH
WEST-02	8,949	2,326	829	25.99%	35.64%	LA
Total	97,488	28,248	10,913	28.98%	38.63%	LA

RegionCHENNAI-01 MTD   LCE 23.53%   LCR 29.20%   LL								
CH03 27 x 36 LA	CGL1 38 x 47 LA	CH45 7 x 54 LH	GUD1 30 x 24 LL	GUD2 14 x 68 LH	MC10 43 x 42 LA	MRM1 48 x 29 LL	SKL1 7 x 32 LA	TKM1 39 x 29 LL
CH05 26 x 25 LL	AVD1 28 x 25 LL	CH05 18 x 33 LA	CH14 18 x 23 LL	CH26 4 x 80 LH	CH30 37 x 25 LL	CH35 34 x 20 LL	CH37 46 x 23 LL	
CH06 23 x 30 LA	CH08 39 x 20 LL	CH11 6 x 65 LH	CH16 25 x 30 LL	CH19 25 x 43 LA	CH29 3 x 25 LL	CH39 28 x 35 LA	CH40 11 x 23 LL	CH42 19 x 30 LA
CH08 18 x 23 LL	CH07 10 x 67 LH	CH22 47 x 17 LL	CH28 6 x 32 LA	CH38 29 x 9 LL	CH48 20 x 16 LL	KNR1 7 x 55 LH	MC02 10 x 100 LH	MC09 1 x 100 LH

RegionCHENNAI-02 MTD   LCE 28.26%   LCR 30.10%   LA								
CH01 24 x 37 LA	CH03 13 x 50 LH	CH06 8 x 47 LA	CH12 51 x 30 AA	CH23 15 x 54 LH	CH24 30 x 33 LA	MC06 1 x 100 LH		
CH04 31 x 24 LL	CH21 46 x 25 LL	CH34 43 x 16 LL	CH44 39 x 25 LL	GPD1 38 x 42 LA	MC05 9 x 60 LH	MJR1 18 x 17 LL	PON1 39 x 18 LL	UKI1 2 x 100 LH
CH07 35 x 28 LL	CH01 117 x 100 HH	CH15 46 x 22 LL	CH17 13 x 62 LH	CH18 51 x 20 AL	CH27 21 x 50 LA	CH32 6 x 100 LH	CH36 13 x 40 LA	CH43 36 x 27 LL
CH09 20 x 39 LA	CH09 5 x 69 LH	CH20 38 x 28 LL	CH31 5 x 62 LH	CH33 8 x 61 LH	CH41 29 x 30 LA	CH46 24 x 60 LH		

RegionKL-SOUTH MTD   LCE 13.84%   LCR 45.08%   LA			
TVP1 14 x 45 LA	KLR1 6 x 38 LA	PAS1 32 x 36 LA	TVP1 11 x 62 LH

RegionNORTH ARCOT MTD   LCE 24.47%   LCR 19.17%   LL									
NA01 38 x 17 LL	AKM1 35 x 16 LL	ANI1 25 x 18 LL	ARC2 8 x 19 LL	CYR1 17 x 34 LA	KPM1 30 x 21 LL	KPM2 60 x 16 AL	WJD1 45 x 15 LL	WJP1 40 x 12 LL	
NA02 22 x 19 LL	ABR1 7 x 33 LA	CGM1 2 x 50 LA	GDM1 3 x 62 LH	PLR1 5 x 30 LL	TRR1 5 x 46 LA	VEL1 49 x 28 LL	VEL2 62 x 11 HL	VNB1 1 x 100 LH	
NA03 12 x 28 LL	BGR1 43 x 23 LL	CPT1 15 x 8 LL	PTU1 6 x 18 LL	SBR1 1 x 100 LH	SLG1 26 x 32 LA	TRL1 3 x 100 LH	TRT1 6 x 46 LA	UGI1 18 x 30 LL	VSI1 17 x 20 LL

RegionSOUTH ARCOT MTD   LCE 13.89%   LCR 20.95%   LL			
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Follow-Up Lead Capturing Effectiveness as on 11/30/2025 10:00:03 AM

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SA01 23 x 19 LL	CUD1 49 x 15 LL		KLM1 25 x 20 LL		MKM1 5 x 29 LL		POY1 3 x 94 LH		POY2 5 x 24 LL							
SA02 9 x 31 LA	CDM1 1 x 83 LH		KKI2 41 x 24 LL		KML1 0 x 100 LH		NVL2 4 x 54 LH		PRT1 7 x 23 LL		STP1 0 x NaN LL		ULP1 1 x 60 LH		VCM1 4 x 100 LH	
SA03 10 x 15 LL	SJI1 NaN x NaN LL		SJI2 0 x NaN LL		TDM1 25 x 13 LL		TRK1 26 x 14 LL		TVM1 2 x 25 LL		TVM2 0 x NaN LL		VPM1 3 x 67 LH		VPM2 0 x NaN LL	

SOUTH-01 MTD | LCE 34.99% | LCR 27.75% | LL

KVT1 36 x 24 LL	KVT1 19 x 21 LL	KYR1 30 x 20 LL	PKD1 44 x 24 LL	RND1 49 x 23 LL	SKD1 49 x 41 LA	SNL1 39 x 21 LL	STU2 40 x 23 LL	VKM1 53 x 19 AL
NGR1 40 x 26 LL	COL1 50 x 21 LL	KGL1 41 x 29 LL	KSM1 28 x 47 LA	MAR1 36 x 31 LA	MMT1 42 x 14 LL	NGR1 45 x 27 LL	TKY1 23 x 21 LL	
TKS1 24 x 33 LA	PDI1 19 x 4 LL	RPM1 22 x 43 LA	SDI1 20 x 54 LH	SGT1 38 x 9 LL	TKS1 25 x 16 LL	TKS2 24 x 48 LA		
TUT1 41 x 25 LL	ERL1 ∞ x 100 HH	ERL2 39 x 35 LA	TCN1 39 x 19 LL	TUT1 34 x 26 LL	TUT2 48 x 17 LL	TYI1 37 x 26 LL	UDN1 78 x 33 HA	
TVL1 29 x 42 LA	ARM1 35 x 28 LL	ASM1 23 x 41 LA	TVL1 33 x 47 LA	TVL2 23 x 65 LH	VLY1 22 x 26 LL			
VNR1 38 x 24 LL	APK1 35 x 16 LL	APK2 60 x 42 HA	SVK1 33 x 18 LL	VNR1 58 x 18 AL	VNR2 27 x 19 LL			

SOUTH-03 MTD | LCE 15.63% | LCR 30.37% | LA

DGL1 10 x 48 LA	DGL1 6 x 38 LA		DGL2 0 x 0 LL		MDU1 5 x 92 LH		MDU5 31 x 41 LA		MPA1 11 x 91 LH		NTM1 15 x 14 LL		PNI1 31 x 21 LL	
KKD2 14 x 29 LL	ATG1 7 x 62 LH	DKI1 4 x 50 LA	KKD2 NaN x NaN LL	KKD3 17 x 21 LL	MNM1 7 x 36 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 42 x 36 LA	SGP1 4 x 17 LL	TDI1 1 x 100 LH	TPT1 23 x 9 LL			
KRR1 3 x 100 LH	KRR1 4 x 100 LH						ODM1 2 x 100 LH							
MDU2 16 x 35 LA	ADP1 33 x 35 LA	BNR1 30 x 25 LL	CBM1 14 x 33 LA	CMR1 26 x 69 LH	MDU2 5 x 67 LH	MDU3 1 x 100 LH	MDU4 23 x 21 LL	MDU6 27 x 29 LL	TEN1 5 x 40 LA	TEN2 5 x 29 LL				
SVG1 27 x 17 LL	BTU1 9 x 31 LA	KPT1 6 x 6 LL	KYK1 4 x 11 LL	MLR1 9 x 33 LA	NKI1 19 x 14 LL	PKM1 62 x 21 HL	SVG1 12 x 48 LA	TMM1 63 x 14 HL	USL1 20 x 4 LL					

TIRUPATI-01 MTD | LCE 51.28% | LCR 53.94% | AH

ATP1 74 x 67 HH	ADI1 54 x 47 AA		ATP1 50 x 52 LH		DHN1 82 x 96 HH		GTL1 177 x 99 HH		KNL1 61 x 48 HA		KNL2 81 x 58 HH		NDL1 56 x 26 AL		TPI1 111 x 93 HH	
KDA1 37 x 54 LH	BVL1 28 x 51 LH		KDA1 12 x 94 LH		KOU1 30 x 29 LL		MPL1 78 x 66 HH		PDT1 60 x 60 AH		PIL1 13 x 55 LH		RCY1 24 x 31 LA		RJP1 38 x 33 LA	
TPY1 43 x 37 LA	CTO1 27 x 16 LL	KHT1 56 x 34 AA	KVL1 62 x 32 HA	NLR1 61 x 41 HA	NYP1 22 x 54 LH	PGR1 67 x 47 HA	PMR1 33 x 75 LH	PUT1 41 x 17 LL	SPE1 43 x 24 LL	TPY1 50 x 25 AL	TPY2 30 x 33 LA	VKI1 58 x 76 AH				

TRICHY-01 MTD | LCE 22.41% | LCR 39.21% | LA

KUM1 22 x 31 LA	KIK1 11 x 72 LH	KUM1 44 x 17 LL	NCK1 28 x 75 LH	NGT1 45 x 18 LL	TTP1 4 x 57 LH	TVR1 4 x 100 LH	TVR2 3 x 87 LH	
PBR1 20 x 35 LA	AYR1 30 x 72 LH	JKM1 1 x 100 LH	MSI1 11 x 88 LH	MVM1 23 x 32 LA	PBR1 23 x 31 LA	PBR2 28 x 16 LL	TYR1 17 x 34 LA	
TNJ1 33 x 43 LA	APM1 77 x 48 HA	MDI1 25 x 79 LH	NMM1 48 x 25 LL	ORU1 25 x 28 LL	PTK1 21 x 43 LA	TNJ1 23 x 31 LA	TNJ2 40 x 51 LH	



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TRY1 15 x 48 LA	KRN1 23 x 13 LL	PDK1 65 x 57 HH	TRY1 8 x 60 LH	TRY2 34 x 49 LA	TRY3 5 x 71 LH	TRY4 6 x 33 LA	
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Region VIJAYAWADA-01 MTD | LCE 76.19% | LCR 64.22% | HH

BVR1 66 x 64 HH	AMP1 21 x 6 LL	BVR1 57 x 31 AA	DPE1 27 x 74 LH	ELU1 105 x 69 HH	JGG1 24 x 11 LL	KND1 176 x 87 HH	NPR1 31 x 100 LH	PAP1 33 x 13 LL	PPM1 165 x 79 HH	RMV1 73 x 74 HH	TDD1 23 x 30 LA	TNI1 74 x 80 HH	TNK1 41 x 38 LA	
GNT1 83 x 65 HH	BPP1 44 x 54 LH	CKT1 153 x 76 HH	CRL1 85 x 72 HH	GNT1 68 x 69 HH	GNT2 130 x 92 HH	KDR1 69 x 59 HH	NRT1 30 x 46 LA	OGL1 167 x 76 HH	PNR1 60 x 32 AA	PRL1 41 x 20 LL	RAL1 66 x 17 HL	VKN1 29 x 44 LA		
VJW1 81 x 63 HH	GDV1 115 x 74 HH	GVM1 59 x 40 AA	JPT1 101 x 47 HA	MTM1 64 x 31 HA	TEL1 91 x 60 HH	TVU1 151 x 85 HH	VJW1 85 x 78 HH	VJW2 24 x 89 LH	VJW3 90 x 58 HH	VJW4 55 x 39 AA	VJW5 52 x 73 AH	VUY1 47 x 57 LH		

Region WEST-01 MTD | LCE 32.11% | LCR 56.17% | LH

CBE1 31 x 64 LH	CBE1 40 x 55 LH	CBE2 24 x 40 LA	CBE3 23 x 81 LH	CBE4 50 x 95 LH	CBE5 19 x 86 LH	CBE6 63 x 93 HH	KMR1 32 x 51 LH	SNR1 8 x 81 LH	SUL1 36 x 32 LA	
PLI1 19 x 35 LA	DPM2 9 x 33 LA		KGM1 28 x 26 LL		PDM1 31 x 20 LL		PLI1 25 x 48 LA		UMP1 4 x 83 LH	
TPR1 50 x 58 AH	TPR1 58 x 24 AL				TPR2 13 x 71 LH				TPR3 90 x 92 HH	
TPR4 54 x 56 AH	ANR1 3 x 0 LL		AVI1 64 x 86 HH		GBM1 83 x 51 HH	PPI1 63 x 39 HA		SYM2 24 x 30 LL		TPR4 55 x 50 AA
UAM1 11 x 24 LL	CNR1 6 x 22 LL		GDR1 10 x 8 LL		KG11 3 x 33 LA	KMD1 5 x 88 LH		MPM1 31 x 19 LL		UAM1 5 x 27 LL

Region WEST-02 MTD | LCE 25.99% | LCR 35.64% | LA

ERD1 47 x 34 LA	CMI1 41 x 7 LL	ERD1 56 x 44 AA	ERD2 37 x 25 LL	KMM1 55 x 10 AL	NKL2 48 x 32 LA	PDR1 52 x 36 AA	RSP1 41 x 40 LA	SGG1 44 x 37 LA	TCG1 44 x 38 LA	VKL1 59 x 58 AH
HSR1 18 x 55 LH	HSR1 50 x 39 LA		HSR2 36 x 72 LH	KRI1 7 x 67 LH	KVP1 2 x 75 LH		PLC1 7 x 17 LL	PMP1 2 x 20 LL		SGI1 0 x NaN LL
MTR1 11 x 26 LL	BMD1 1 x 33 LA		DPR1 16 x 45 LA		DPR2 32 x 18 LL	HRR1 5 x 100 LH	MCR1 15 x 18 LL	MTR1 1 x 100 LH	OML1 22 x 8 LL	TRM1 3 x 50 LA
SLM1 24 x 33 LA	APN1 48 x 39 LA		ATU1 38 x 20 LL		EDP1 0 x NaN LL	EPI1 3 x 50 LA	SLM1 35 x 25 LL	SLM2 19 x 67 LH	SLM3 16 x 60 LH	VPD1 24 x 12 LL