



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 Efficiency (LCE)	Follow-Up Lead Conversion 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-Apr-2026 To Date : 02-Apr-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	1,032	406	374	39.35%	92.12%	LH	
CHENNAI-02	877	364	332	41.50%	91.21%	LH	
KL-NORTH	84	24	20	28.43%	83.33%	LH	
KL-SOUTH	139	38	33	27.40%	86.84%	LH	
NORTH ARCOT	705	245	235	34.76%	95.92%	LH	
SOUTH ARCOT	697	102	96	14.62%	94.12%	LH	
SOUTH-01	1,684	668	613	39.67%	91.77%	LH	
SOUTH-03	1,434	188	175	13.11%	93.09%	LH	
TIRUPATI-01	726	290	278	39.93%	95.86%	LH	
TRICHY-01	1,553	385	365	24.79%	94.81%	LH	
VIJAYAWADA-01	781	312	296	39.94%	94.87%	LH	
WEST-01	969	432	406	44.59%	93.98%	LH	
WEST-02	1,165	503	474	43.17%	94.23%	LH	
<b>Total</b>	<b>11,846</b>	<b>3,957</b>	<b>3,697</b>	<b>33.40%</b>	<b>93.43%</b>	<b>LH</b>	

Region **CHENNAI-01 MTD | LCE 39.35% | LCR 92.12% | LH**

CH03 23 x 89 LH	CGL1 8 x 100 LH	CH45 0 x NaN LL	GUD1 23 x 100 LH	GUD2 25 x 100 LH	MC10 0 x NaN LL	MRM1 30 x 92 LH	SKL1 51 x 76 AH	TKM1 46 x 88 LH		
CH05 52 x 92 AH	AVD1 48 x 82 LH	CH05 16 x 100 LH	CH14 65 x 98 HH	CH26 8 x 100 LH	CH30 85 x 85 HH	CH35 71 x 100 HH	CH37 68 x 93 HH			
CH06 44 x 96 LH	CH08 80 x 95 HH	CH11 NaN x NaN LL	CH16 37 x 100 LH	CH19 48 x 86 LH	CH25 19 x 100 LH	CH29 0 x NaN LL	CH39 23 x 100 LH	CH40 30 x 100 LH	CH42 29 x 100 LH	CH49 51 x 100 AH
CH08 36 x 88 LH	CH07 28 x 71 LH	CH22 72 x 87 HH	CH28 36 x 77 LH	CH38 28 x 100 LH	CH47 75 x 100 HH	CH48 10 x 100 LH	KNR1 0 x NaN LL	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 41.50% | LCR 91.21% | LH**

CH01 29 x 92 LH	CH03 4 x 100 LH	CH06 7 x 100 LH	CH12 80 x 98 HH	CH23 24 x 80 LH	CH24 43 x 80 LH	MC06 0 x NaN LL		
CH04 44 x 91 LH	CH21 94 x 92 HH	CH31 0 x NaN LL	CH34 73 x 96 HH	CH51 23 x 80 LH	GPD1 22 x 60 LH	MJR1 10 x 100 LH	PON1 17 x 100 LH	UKI1 0 x NaN LL
CH07 51 x 94 AH	CH01 149 x 100 HH	CH15 105 x 96 HH	CH17 7 x 100 LH	CH18 58 x 93 AH	CH27 5 x 100 LH	CH32 19 x 100 LH	CH36 0 x NaN LL	CH43 43 x 81 LH
CH09 41 x 87 LH	CH09 ∞ x 100 HH	CH20 39 x 86 LH	CH33 22 x 62 LH	CH41 44 x 87 LH	CH44 31 x 75 LH	CH46 77 x 100 HH	CH50 49 x 90 LH	MC05 0 x NaN LL

Region **KL-NORTH MTD | LCE 28.43% | LCR 83.33% | LH**

TVP1 28 x 83 LH	KZD1 28 x 83 LH
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Region **KL-SOUTH MTD | LCE 27.40% | LCR 86.84% | LH**

TVP1 27 x 87 LH	KLR1 39 x 83 LH	PAS1 57 x 90 AH	PNL1 11 x 0 LL	TVP1 14 x 100 LH
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Region **NORTH ARCOT MTD | LCE 34.76% | LCR 95.92% | LH**

NA01 52 x 97 AH	AKM1 55 x 100 AH	ANI1 65 x 92 HH	ARC2 8 x 100 LH	CYR1 22 x 100 LH	KPM1 55 x 100 AH	KPM2 92 x 97 HH	WJD1 77 x 93 HH	WJP1 34 x 100 LH
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NA02 40 x 95 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 7 x 100 LH	PLR1 5 x 100 LH	TRR1 0 x NaN LL	VEL1 96 x 100 HH	VEL2 125 x 92 HH	VNB1 3 x 100 LH	
NA03 8 x 93 LH	BGR1 43 x 83 LH	CPT1 12 x 100 LH	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 7 x 100 LH	TRL1 7 x 100 LH	TRT1 3 x 100 LH	UGI1 0 x NaN LL	VSI1 5 x 100 LH

## Region SOUTH ARCOT MTD | LCE 14.62% | LCR 94.12% | LH

SA01 24 x 96 LH	CUD1 65 x 95 HH	KLM1 8 x 100 LH	MKM1 11 x 100 LH	POY1 2 x 100 LH	POY2 8 x 100 LH			
SA02 11 x 94 LH	CDM1 26 x 92 LH	KKI2 31 x 93 LH	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 8 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 8 x 100 LH
SA03 9 x 88 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 11 x 67 LH	TRK1 37 x 91 LH	TVM1 15 x 100 LH	TVM2 5 x 100 LH	VPM1 0 x NaN LL	VPM2 0 x NaN LL

## Region SOUTH-01 MTD | LCE 39.67% | LCR 91.77% | LH

KVT1 32 x 93 LH	KVT1 24 x 94 LH	KYR1 12 x 100 LH	PKD1 66 x 92 HH	RND1 33 x 92 LH	SKD1 55 x 91 AH	SNL1 35 x 93 LH	STU2 0 x NaN LL	VKM1 50 x 91 LH
NGR1 64 x 93 HH	COL1 6 x 100 LH	KGL1 47 x 95 LH	KSM1 40 x 90 LH	MAR1 5 x 100 LH	MMT1 29 x 100 LH	NGR1 141 x 92 HH	TKY1 4 x 100 LH	
TKS1 19 x 87 LH	PDI1 14 x 67 LH	RPM1 13 x 100 LH	SDI1 7 x 100 LH	SGT1 11 x 100 LH	TKS1 42 x 86 LH	TKS2 16 x 83 LH		
TUT1 50 x 90 AH	ERL1 NaN x NaN LL	ERL2 36 x 93 LH	TCN1 61 x 100 HH	TUT1 42 x 86 LH	TUT2 71 x 94 HH	TYI1 25 x 86 LH	UDN1 101 x 83 HH	
TVL1 26 x 91 LH	ARM1 63 x 86 HH	ASM1 25 x 100 LH	TVL1 12 x 100 LH	VLY1 51 x 85 AH				
VNR1 34 x 96 LH	APK1 35 x 86 LH	APK2 52 x 100 AH	SVK1 12 x 88 LH	VNR1 97 x 97 HH	VNR2 23 x 100 LH			

## Region SOUTH-03 MTD | LCE 13.11% | LCR 93.09% | LH

KKD2 18 x 96 LH	ATG1 0 x NaN LL	DKI1 0 x NaN LL	KKD2 NaN x NaN LL	KKD3 43 x 93 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 4 x 100 LH	PVI1 64 x 100 HH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 9 x 100 LH
KRR1 6 x 100 LH	KRR1 11 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 17 x 100 LH	PNI1 7 x 100 LH						
MDU1 7 x 97 LH	DGL1 4 x 100 LH	DGL2 10 x 100 LH	MDU1 6 x 100 LH	MDU2 7 x 100 LH	MDU3 2 x 100 LH	MDU4 6 x 100 LH	MDU5 0 x NaN LL	MDU6 17 x 92 LH			
SVG1 22 x 89 LH	BTU1 14 x 100 LH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MDU7 0 x NaN LL	MLR1 10 x 100 LH	NKI1 15 x 100 LH	SVG1 22 x 50 LA	TMM1 60 x 95 HH	USL1 58 x 89 AH		
TEN1 19 x 89 LH	ADP1 29 x 100 LH	BNR1 32 x 83 LH	CBM1 9 x 67 LH	CMR1 8 x 100 LH	PKM1 44 x 80 LH	TEN1 17 x 100 LH	TEN2 8 x 100 LH				

## Region TIRUPATI-01 MTD | LCE 39.93% | LCR 95.86% | LH

ATP1 35 x 96 LH	ADI1 11 x 100 LH	ATP1 80 x 95 HH	DHN1 11 x 100 LH	GTL1 10 x 100 LH	KNL1 22 x 100 LH	KNL2 42 x 100 LH	NDL1 23 x 75 LH	TPI1 43 x 100 LH	
KDA1 28 x 96 LH	BVL1 0 x NaN LL	KAR1 52 x 100 AH	KDA1 0 x NaN LL	KOU1 16 x 100 LH	MPL1 8 x 67 LH	PDT1 84 x 100 HH	PIL1 0 x NaN LL	RCY1 24 x 100 LH	RJP1 56 x 89 AH
NLR1 44 x 94 LH	KDR1 0 x NaN LL	KHT1 37 x 100 LH	KVL1 85 x 94 HH	NLR1 53 x 100 AH	NYP1 27 x 100 LH	SPE1 37 x 86 LH	VKI1 46 x 75 LH		
TPY1 55 x 97 AH	CTO1 66 x 97 HH	PGR1 61 x 100 HH	PMR1 18 x 100 LH	PUT1 35 x 100 LH	TPY1 104 x 93 HH	TPY2 31 x 100 LH			

## Region TRICHY-01 MTD | LCE 24.79% | LCR 94.81% | LH



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KUM1 21 x 95 LH	KIK1 0 x NaN LL	KUM1 67 x 95 HH	NCK1 7 x 100 LH	NGT1 32 x 93 LH	TTP1 8 x 100 LH	TVR1 3 x 100 LH	TVR2 1 x 100 LH
PBR1 37 x 97 LH	AYR1 22 x 86 LH	JKM1 0 x NaN LL	MSI1 19 x 100 LH	MVM1 58 x 95 AH	PBR1 35 x 100 LH	PBR2 40 x 100 LH	TYR1 46 x 97 LH
TNJ1 23 x 94 LH	APM1 62 x 70 HH	MDI1 11 x 100 LH	NMM1 65 x 90 HH	ORU1 0 x NaN LL	PTK1 46 x 100 LH	TNJ1 5 x 100 LH	TNJ2 20 x 100 LH
TRY1 16 x 90 LH	KRN1 3 x 100 LH	PDK1 103 x 84 HH	TRY1 5 x 100 LH	TRY2 0 x NaN LL	TRY3 5 x 100 LH	TRY4 21 x 100 LH	

## Region VIJAYAWADA-01 MTD | LCE 39.94% | LCR 94.87% | LH

BVR1 32 x 93 LH	AMP1 56 x 83 AH	BVR1 64 x 88 HH	DPE1 0 x NaN LL	ELU1 0 x NaN LL	JGG1 12 x 100 LH	KND1 54 x 89 AH	NPR1 0 x NaN LL	PAP1 42 x 86 LH	PPM1 53 x 100 AH	RMV1 60 x 100 AH	TDD1 32 x 100 LH	TNI1 28 x 100 LH	TNK1 5 x 100 LH
GNT1 37 x 96 LH	BPP1 36 x 100 LH	CKT1 106 x 100 HH	CRL1 37 x 100 LH	GNT1 4 x 100 LH	GNT2 31 x 100 LH	NRT1 19 x 100 LH	OGL1 17 x 100 LH	PNR1 47 x 83 LH	PRL1 4 x 100 LH	RAL1 88 x 100 HH	TEL1 77 x 82 HH	VKN1 0 x NaN LL	
VJW1 53 x 96 AH	GDV1 61 x 100 HH	GVM1 47 x 92 LH	JPT1 75 x 100 HH	MTM1 29 x 100 LH	TVU1 90 x 100 HH	VJW1 96 x 89 HH	VJW2 0 x NaN LL	VJW3 38 x 91 LH	VJW4 35 x 100 LH	VJW5 91 x 100 HH	VUY1 5 x 100 LH		

## Region WEST-01 MTD | LCE 44.59% | LCR 93.98% | LH

CBE1 55 x 93 AH	CBE1 22 x 90 LH	CBE2 94 x 92 HH	CBE3 53 x 100 AH	CBE4 6 x 100 LH	CBE5 19 x 100 LH	CBE6 7 x 100 LH	KMR1 42 x 92 LH	SNR1 122 x 95 HH	SUL1 11 x 100 LH
PLI1 14 x 100 LH	DPM2 3 x 100 LH	KGM1 4 x 100 LH	PDM1 5 x 100 LH	PLI1 44 x 100 LH	UMP1 11 x 100 LH				
TPR1 54 x 100 AH	TPR1 94 x 100 HH	TPR2 31 x 100 LH	TPR3 43 x 100 LH						
TPR4 33 x 93 LH	ANR1 0 x NaN LL	AVI1 6 x 100 LH	GBM1 55 x 100 AH	PPI1 83 x 87 HH	SYM2 6 x 100 LH	TPR4 51 x 92 AH			
UAM1 43 x 89 LH	CNR1 30 x 67 LH	GDR1 11 x 100 LH	KGI1 11 x 100 LH	KMD1 28 x 88 LH	MPM1 92 x 89 HH	UAM1 17 x 100 LH			

## Region WEST-02 MTD | LCE 43.17% | LCR 94.23% | LH

ERD1 62 x 92 HH	CMI1 114 x 96 HH	ERD1 73 x 90 HH	ERD2 49 x 89 LH	KMM1 56 x 100 AH	NKL2 25 x 100 LH	PDR1 53 x 83 AH	RSP1 85 x 93 HH	SGG1 60 x 90 AH	TCG1 64 x 89 HH	VKL1 71 x 100 HH
HSR1 14 x 100 LH	HSR1 46 x 100 LH	HSR2 23 x 100 LH	KAM1 16 x 100 LH	KRI1 8 x 100 LH	KVP1 5 x 100 LH	PLC1 9 x 100 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL		
MTR1 46 x 98 LH	BMD1 34 x 100 LH	DPR1 25 x 100 LH	DPR2 163 x 97 HH	HRR1 77 x 100 HH	MCR1 12 x 100 LH	MTR1 15 x 100 LH	OML1 51 x 91 AH	TRM1 27 x 100 LH		
SLM1 43 x 94 LH	APN1 34 x 89 LH	ATU1 101 x 93 HH	EDP1 13 x 100 LH	EPI1 3 x 0 LL	SLM1 72 x 97 HH	SLM2 23 x 94 LH	SLM3 5 x 100 LH	VPD1 15 x 80 LH		