



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-May-2026 To Date : 03-May-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,548	158	134	6.20%	84.81%	LH
CHENNAI-02	1,976	212	184	10.73%	86.79%	LH
KL-NORTH	289	14	13	4.85%	92.86%	LH
KL-SOUTH	210	15	15	7.15%	100.00%	LH
NORTH ARCOT	1,635	210	170	12.85%	80.95%	LH
SOUTH ARCOT	1,461	97	59	6.64%	60.82%	LH
SOUTH-01	2,743	230	206	8.39%	89.57%	LH
SOUTH-03	2,293	72	68	3.14%	94.44%	LH
TIRUPATI-01	1,250	92	84	7.36%	91.30%	LH
TRICHY-01	2,906	148	130	5.09%	87.84%	LH
VIJAYAWADA-01	1,324	177	167	13.37%	94.35%	LH
WEST-01	1,458	170	157	11.66%	92.35%	LH
WEST-02	1,966	180	134	9.16%	74.44%	LH
Total	22,058	1,775	1,521	8.05%	85.69%	LH

Region **CHENNAI-01 MTD | LCE 6.20% | LCR 84.81% | LH**

CH03 9 x 97 LH	CGL1 2 x 100 LH	CH45 1 x 100 LH	GUD1 1 x 100 LH	GUD2 5 x 100 LH	MC10 0 x NaN LL	MRM1 10 x 100 LH	SKL1 17 x 83 LH	TKM1 62 x 100 HH
CH05 6 x 90 LH	AVD1 4 x 100 LH	CH05 1 x 100 LH	CH14 14 x 90 LH	CH26 0 x NaN LL	CH30 5 x 100 LH	CH35 12 x 78 LH	CH37 0 x NaN LL	
CH06 8 x 74 LH	CH08 23 x 70 LH	CH11 ∞ x 100 HH	CH19 1 x 50 LA	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 8 x 88 LH	
CH08 7 x 78 LH	CH07 3 x 100 LH	CH22 1 x 0 LL	CH47 17 x 76 LH	CH48 2 x 100 LH	KNR1 2 x 100 LH			
CH10 1 x 83 LH	CH16 1 x 50 LA	CH28 2 x 100 LH	CH29 0 x NaN LL	CH38 0 x NaN LL	CH42 2 x 100 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 10.73% | LCR 86.79% | LH**

CH01 9 x 84 LH	CH03 1 x 100 LH	CH06 0 x NaN LL	CH12 33 x 82 LH	CH23 5 x 100 LH	CH24 10 x 80 LH	MC06 9 x 100 LH		
CH04 13 x 88 LH	CH21 39 x 83 LH	CH31 0 x NaN LL	CH34 13 x 90 LH	CH51 16 x 100 LH	GPD1 2 x 100 LH	MJR1 3 x 100 LH	PON1 2 x 100 LH	UKI1 0 x NaN LL
CH07 12 x 84 LH	CH01 37 x 100 LH	CH15 16 x 86 LH	CH17 2 x 100 LH	CH18 23 x 76 LH	CH27 0 x NaN LL	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 17 x 91 LH
CH09 8 x 94 LH	CH09 NaN x NaN LL	CH20 13 x 91 LH	CH33 4 x 100 LH	CH41 10 x 100 LH	CH44 6 x 100 LH	CH46 19 x 100 LH	CH50 2 x 50 LA	MC05 0 x NaN LL

Region **KL-NORTH MTD | LCE 4.85% | LCR 92.86% | LH**

KZD1 5 x 93 LH	KZD1 5 x 93 LH	TMR1 NaN x NaN LL		
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Region **KL-SOUTH MTD | LCE 7.15% | LCR 100.00% | LH**

TVP1 7 x 100 LH	KLR1 6 x 100 LH	PAS1 2 x 100 LH	PNL1 0 x NaN LL	TVP1 12 x 100 LH
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Region **NORTH ARCOT MTD | LCE 12.85% | LCR 80.95% | LH**



Follow-Up Lead Capturing Effectiveness as on 5/3/2026 10:00:21 AM

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NA01 19 x 76 LH	AKM1 22 x 68 LH	ANI1 7 x 100 LH	ARC2 1 x 100 LH	CYR1 2 x 100 LH	KPM1 9 x 80 LH	KPM2 49 x 70 LH	WJD1 14 x 100 LH	WJP1 8 x 100 LH	
NA02 16 x 86 LH	ABR1 0 x NaN LL	CGM1 2 x 100 LH	GDM1 5 x 100 LH	PLR1 0 x NaN LL	TRR1 2 x 100 LH	VEL1 34 x 78 LH	VEL2 33 x 90 LH	VNB1 0 x NaN LL	
NA03 1 x 86 LH	BGR1 18 x 80 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 0 x NaN LL	TRL1 1 x 100 LH	TRT1 0 x NaN LL	UGI1 0 x NaN LL	VSI1 0 x NaN LL

Region SOUTH ARCOT MTD | LCE 6.64% | LCR 60.82% | LH

SA01 18 x 58 LH	CUD1 44 x 51 LH	KLM1 3 x 100 LH	MKM1 0 x NaN LL	POY1 5 x 100 LH	POY2 5 x 100 LH				
SA02 0 x 100 LH	CDM1 0 x NaN LL	KKI2 1 x 100 LH	KML1 0 x NaN LL	NVL2 1 x 100 LH	PRT1 1 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 0 x NaN LL	VCM2 0 x NaN LL
SA03 3 x 70 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 0 x NaN LL	TRK1 7 x 50 LA	TVM1 6 x 100 LH	TVM2 0 x NaN LL	VPM1 5 x 100 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 8.39% | LCR 89.57% | LH

KVT1 11 x 89 LH	KVT1 10 x 70 LH	KYR1 0 x NaN LL	PKD1 17 x 100 LH	RND1 9 x 100 LH	SKD1 20 x 100 LH	SNL1 7 x 100 LH	STU2 2 x 100 LH	VKM1 29 x 91 LH
NGR1 9 x 97 LH	COL1 0 x NaN LL	KGL1 12 x 75 LH	KSM1 33 x 100 LH	MAR1 0 x NaN LL	MMT1 2 x 100 LH	NGR1 14 x 100 LH	TKY1 8 x 100 LH	
TKS1 4 x 100 LH	ALK1 NaN x NaN LL	PDI1 0 x NaN LL	RPM1 0 x NaN LL	SDI1 2 x 100 LH	SGT1 15 x 100 LH	TKS1 8 x 100 LH	TKS2 5 x 100 LH	
TUT1 14 x 82 LH	ERL1 NaN x NaN LL	ERL2 3 x 100 LH	TCN1 8 x 80 LH	TUT1 14 x 74 LH	TUT2 9 x 80 LH	TYI1 26 x 100 LH	UDN1 37 x 93 LH	
TVL1 3 x 100 LH	ARM1 3 x 100 LH	ASM1 5 x 100 LH	TVL1 2 x 100 LH	VLY1 7 x 100 LH				
VNR1 6 x 92 LH	APK1 0 x NaN LL	APK2 16 x 100 LH	SVK1 1 x 100 LH	VNR1 24 x 85 LH	VNR2 2 x 100 LH			

Region SOUTH-03 MTD | LCE 3.14% | LCR 94.44% | LH

KKD2 3 x 86 LH	ATG1 2 x 100 LH	DKI1 2 x 100 LH	KKD2 NaN x NaN LL	KKD3 5 x 67 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 3 x 100 LH	PV11 9 x 100 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 0 x NaN LL
KRR1 2 x 100 LH	KRR1 0 x NaN LL	MPA1 0 x NaN LL	NTM1 0 x NaN LL	ODM1 0 x NaN LL	PNI1 15 x 100 LH						
MDU1 2 x 100 LH	DGL1 0 x 100 LH	DGL2 2 x 100 LH	MDU1 3 x 100 LH	MDU2 0 x NaN LL	MDU3 2 x 100 LH	MDU4 5 x 100 LH	MDU5 5 x 100 LH	MDU6 10 x 100 LH			
SVG1 5 x 95 LH	BTU1 3 x 100 LH	KPT1 4 x 100 LH	KYK1 0 x NaN LL	MDU7 7 x 100 LH	MLR1 2 x 100 LH	NKI1 0 x NaN LL	SVG1 0 x NaN LL	TMM1 16 x 100 LH	USL1 3 x 0 LL		
TEN1 5 x 92 LH	ADP1 10 x 50 LA	BNR1 9 x 100 LH	CBM1 0 x NaN LL	CMR1 4 x 100 LH	PKM1 8 x 100 LH	TEN1 6 x 100 LH	TEN2 5 x 100 LH				

Region TIRUPATI-01 MTD | LCE 7.36% | LCR 91.30% | LH

ATP1 9 x 95 LH	ADI1 3 x 100 LH	ATP1 22 x 89 LH	DHN1 26 x 100 LH	GTL1 0 x NaN LL	KNL1 5 x 100 LH	KNL2 4 x 100 LH	NDL1 5 x 100 LH	TPI1 4 x 100 LH	
KDA1 3 x 100 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 4 x 100 LH	KOU1 3 x 100 LH	MPL1 4 x 100 LH	PDT1 0 x NaN LL	PIL1 3 x 100 LH	RCY1 3 x 100 LH	RIP1 5 x 100 LH
NLR1 5 x 93 LH	KDR1 0 x NaN LL	KHT1 0 x NaN LL	KVL1 14 x 100 LH	NLR1 14 x 86 LH	NYP1 6 x 100 LH	SPE1 0 x NaN LL	VKI1 3 x 100 LH		

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TPY1 13 x 87 LH	CTO1 22 x 94 LH	PGR1 3 x 100 LH	PMR1 13 x 67 LH	PUT1 2 x 0 LL	TPY1 15 x 83 LH	TPY2 15 x 88 LH
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Region TRICHY-01 MTD | LCE 5.09% | LCR 87.84% | LH

KUM1 6 x 80 LH	KIK1 4 x 100 LH	KUM1 20 x 71 LH	KUM2 5 x 100 LH	NCK1 2 x 0 LL	NGT1 3 x 100 LH	TTP1 3 x 100 LH	TVR1 5 x 100 LH	TVR2 0 x NaN LL
PBR1 6 x 86 LH	AYR1 1 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 100 LH	MVM1 12 x 78 LH	PBR1 4 x 100 LH	PBR2 2 x 100 LH	TYR1 10 x 91 LH	
TNJ1 5 x 98 LH	APM1 6 x 100 LH	MDI1 4 x 100 LH	NMM1 10 x 83 LH	ORU1 0 x NaN LL	PTK1 15 x 100 LH	TNJ1 3 x 100 LH	TNJ2 1 x 100 LH	
TRY1 4 x 87 LH	KRN1 2 x 100 LH	PDK1 26 x 73 LH	PDK2 NaN x NaN LL	TRY1 2 x 100 LH	TRY2 9 x 100 LH	TRY3 0 x NaN LL	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 13.37% | LCR 94.35% | LH

BVR1 9 x 87 LH	AMP1 14 x 67 LH	BVR1 17 x 69 LH	DPE1 0 x NaN LL	ELU1 0 x NaN LL	JGG1 0 x NaN LL	KND1 0 x NaN LL	NPR1 0 x NaN LL	PAP1 9 x 100 LH	PPM1 38 x 100 LH	RMV1 8 x 100 LH	TDD1 7 x 100 LH	TNI1 37 x 100 LH	TNK1 0 x NaN LL	VSK2 NaN x NaN LL
GNT1 16 x 99 LH	BPP1 0 x NaN LL	CKT1 65 x 100 HH	CRL1 9 x 100 LH	GNT1 6 x 100 LH	GNT2 0 x NaN LL	NRT1 10 x 100 LH	OGL1 35 x 100 LH	PNR1 37 x 75 LH	PRL1 10 x 100 LH	RAL1 14 x 100 LH	TEL1 18 x 100 LH	VKN1 0 x NaN LL		
VJW1 15 x 93 LH	GDV1 23 x 100 LH	GVM1 47 x 89 LH	JPT1 51 x 100 AH	MTM1 9 x 100 LH	NZV1 0 x NaN LL	TVU1 10 x 100 LH	VJW1 4 x 100 LH	VJW2 4 x 100 LH	VJW3 9 x 83 LH	VJW4 4 x 0 LL	VJW5 12 x 100 LH	VUY1 20 x 100 LH		

Region WEST-01 MTD | LCE 11.66% | LCR 92.35% | LH

CBE1 17 x 95 LH	CBE1 8 x 100 LH	CBE2 31 x 95 LH	CBE3 24 x 100 LH	CBE4 15 x 100 LH	CBE5 17 x 100 LH	CBE6 4 x 100 LH	KMR1 11 x 75 LH	SNR1 8 x 100 LH	SUL1 4 x 100 LH
PLI1 3 x 100 LH	DPM2 3 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 10 x 100 LH	UMP1 2 x 100 LH				
TPR1 11 x 75 LH	TPR1 15 x 67 LH	TPR2 4 x 100 LH	TPR3 15 x 83 LH						
TPR4 8 x 89 LH	ANR1 0 x NaN LL	AVI1 0 x NaN LL	GBM1 25 x 92 LH	PPI1 19 x 80 LH	SYM2 0 x NaN LL	TPR4 3 x 100 LH			
UAM1 8 x 100 LH	CNR1 0 x NaN LL	GDR1 10 x 100 LH	KG1 0 x NaN LL	KMD1 9 x 100 LH	MPM1 12 x 100 LH	UAM1 9 x 100 LH			

Region WEST-02 MTD | LCE 9.16% | LCR 74.44% | LH

ERD1 12 x 75 LH	CMI1 20 x 40 LA	ERD1 20 x 76 LH	ERD2 7 x 60 LH	KMM1 11 x 75 LH	NKL2 7 x 100 LH	PDR1 0 x NaN LL	RSP1 14 x 89 LH	SGG1 15 x 75 LH	TCG1 5 x 100 LH	VKL1 23 x 75 LH
HSR1 2 x 100 LH	HSR1 6 x 100 LH	HSR2 3 x 100 LH	KAM1 2 x 100 LH	KRI1 0 x NaN LL	KVP1 3 x 100 LH	PLC1 0 x NaN LL	PMP1 2 x 100 LH	SGI1 0 x NaN LL		
MTR1 7 x 84 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 13 x 100 LH	HRR1 17 x 100 LH	MCR1 6 x 67 LH	MTR1 3 x 100 LH	OML1 0 x NaN LL	TRM1 13 x 62 LH		
SLM1 13 x 68 LH	APN1 10 x 80 LH	ATU1 22 x 72 LH	EDP1 3 x 100 LH	EPI1 4 x 100 LH	SLM1 31 x 63 LH	SLM2 1 x 100 LH	SLM3 1 x 0 LL	VPD1 2 x 100 LH		