



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 : 04-Apr-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	1,833	657	354	35.84%	53.88%	LH	
CHENNAI-02	1,675	590	335	35.22%	56.78%	LH	
KL-NORTH	275	55	39	20.02%	70.91%	LH	
KL-SOUTH	267	70	42	26.18%	60.00%	LH	
NORTH ARCOT	1,304	386	205	29.61%	53.11%	LH	
SOUTH ARCOT	1,187	152	77	12.80%	50.66%	LH	
SOUTH-01	3,292	1,109	586	33.69%	52.84%	LH	
SOUTH-03	2,542	364	213	14.32%	58.52%	LH	
TIRUPATI-01	1,242	523	336	42.10%	64.24%	LH	
TRICHY-01	2,463	619	336	25.13%	54.28%	LH	
VIJAYAWADA-01	1,354	604	363	44.61%	60.10%	LH	
WEST-01	1,725	747	488	43.31%	65.33%	LH	
WEST-02	1,982	814	466	41.07%	57.25%	LH	
Total	21,141	6,690	3,840	31.65%	57.40%	LH	

Region **CHENNAI-01 MTD | LCE 35.84% | LCR 53.88% | LH**

CH03 25 x 60 LH	CGL1 8 x 50 LA	CH45 2 x 100 LH	GUD1 16 x 60 LH	GUD2 46 x 87 LH	MC10 0 x NaN LL	MRM1 42 x 60 LH	SKL1 46 x 36 LA	TKM1 35 x 50 LA		
CH05 46 x 48 LA	AVD1 40 x 48 LA	CH05 14 x 50 LA	CH14 57 x 54 AH	CH26 5 x 100 LH	CH30 66 x 40 HA	CH35 68 x 41 HA	CH37 76 x 52 HH			
CH06 34 x 54 LH	CH08 69 x 54 HH	CH11 NaN x NaN LL	CH16 26 x 33 LA	CH19 42 x 54 LH	CH25 11 x 88 LH	CH29 0 x NaN LL	CH39 16 x 57 LH	CH40 20 x 50 LA	CH42 20 x 47 LA	CH49 43 x 62 LH
CH08 37 x 58 LH	CH07 25 x 29 LL	CH22 55 x 38 AA	CH28 34 x 62 LH	CH38 23 x 10 LL	CH47 115 x 84 HH	CH48 6 x 25 LL	KNR1 0 x NaN LL	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 35.22% | LCR 56.78% | LH**

CH01 26 x 61 LH	CH03 3 x 60 LH	CH06 5 x 67 LH	CH12 72 x 63 HH	CH23 17 x 33 LA	CH24 38 x 60 LH	MC06 0 x NaN LL		
CH04 36 x 57 LH	CH21 78 x 61 HH	CH31 8 x 100 LH	CH34 55 x 49 AA	CH51 27 x 54 LH	GPD1 19 x 44 LA	MJR1 10 x 67 LH	PON1 21 x 57 LH	UKI1 0 x NaN LL
CH07 44 x 56 LH	CH01 100 x 100 HH	CH15 84 x 60 HH	CH17 8 x 83 LH	CH18 54 x 52 AH	CH27 3 x 100 LH	CH32 11 x 100 LH	CH36 0 x NaN LL	CH43 29 x 25 LL
CH09 34 x 54 LH	CH09 ∞ x 100 HH	CH20 31 x 45 LA	CH33 18 x 55 LH	CH41 38 x 43 LA	CH44 42 x 74 LH	CH46 58 x 48 AA	CH50 34 x 61 LH	MC05 0 x NaN LL

Region **KL-NORTH MTD | LCE 20.02% | LCR 70.91% | LH**

TVP1 20 x 71 LH	KZD1 20 x 71 LH
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Region **KL-SOUTH MTD | LCE 26.18% | LCR 60.00% | LH**

TVP1 26 x 60 LH	KLR1 15 x 83 LH	PAS1 46 x 50 LA	PNL1 10 x 33 LA	TVP1 23 x 68 LH
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Region **NORTH ARCOT MTD | LCE 29.61% | LCR 53.11% | LH**

NA01 50 x 52 AH	AKM1 57 x 42 AA	ANI1 62 x 45 HA	ARC2 7 x 100 LH	CYR1 14 x 25 LL	KPM1 41 x 56 LH	KPM2 82 x 64 HH	WJD1 50 x 38 LA	WJP1 34 x 31 LA
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Follow-Up Lead Capturing Effectiveness as on 4/4/2026 10:00:17 AM



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NA02 31 x 55 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 6 x 100 LH	PLR1 6 x 100 LH	TRR1 1 x 100 LH	VEL1 77 x 62 HH	VEL2 82 x 48 HA	VNB1 2 x 100 LH	
NA03 5 x 53 LH	BGR1 32 x 25 LL	CPT1 8 x 0 LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 3 x 100 LH	TRL1 4 x 100 LH	TRT1 5 x 100 LH	UGI1 5 x 100 LH	VSI1 3 x 100 LH

Region SOUTH ARCOT MTD | LCE 12.80% | LCR 50.66% | LH

SA01 22 x 48 LA	CUD1 55 x 46 AA	KLM1 6 x 33 LA	MKM1 6 x 50 LA	POY1 2 x 100 LH	POY2 5 x 80 LH			
SA02 10 x 55 LH	CDM1 25 x 65 LH	KKI2 28 x 38 LA	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 7 x 60 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 8 x 100 LH
SA03 7 x 50 LA	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 7 x 0 LL	TRK1 25 x 47 LA	TVM1 10 x 100 LH	TVM2 2 x 100 LH	VPM1 0 x NaN LL	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 33.69% | LCR 52.84% | LH

KVT1 31 x 55 LH	KVT1 19 x 48 LA	KYR1 15 x 75 LH	PKD1 74 x 44 HA	RND1 23 x 58 LH	SKD1 49 x 60 LH	SNL1 36 x 52 LH	STU2 0 x NaN LL	VKM1 57 x 72 AH
NGR1 48 x 42 LA	COL1 28 x 50 LA	KGL1 37 x 28 LL	KSM1 30 x 60 LH	MAR1 6 x 83 LH	MMT1 25 x 50 LA	NGR1 86 x 40 HA	TKY1 2 x 100 LH	
TKS1 20 x 55 LH	PDI1 9 x 0 LL	RPM1 11 x 67 LH	SDI1 13 x 86 LH	SGT1 7 x 0 LL	TKS1 43 x 59 LH	TKS2 16 x 50 LA		
TUT1 46 x 56 LH	ERL1 NaN x NaN LL	ERL2 34 x 57 LH	TCN1 46 x 57 LH	TUT1 43 x 57 LH	TUT2 52 x 44 AA	TYI1 21 x 45 LA	UDN1 104 x 70 HH	
TVL1 21 x 66 LH	ARM1 55 x 65 AH	ASM1 24 x 71 LH	TVL1 9 x 89 LH	VLY1 50 x 50 LA				
VNR1 29 x 55 LH	APK1 21 x 36 LA	APK2 45 x 57 LH	SVK1 17 x 61 LH	VNR1 68 x 61 HH	VNR2 20 x 48 LA			

Region SOUTH-03 MTD | LCE 14.32% | LCR 58.52% | LH

KKD2 17 x 45 LA	ATG1 1 x 100 LH	DKI1 0 x NaN LL	KKD2 NaN x NaN LL	KKD3 40 x 40 LA	MNM1 8 x 100 LH	PNV1 NaN x NaN LL	PNV2 3 x 100 LH	PVI1 56 x 32 AA	SGP1 4 x 100 LH	TDI1 0 x NaN LL	TPT1 6 x 100 LH
KRR1 4 x 88 LH	KRR1 12 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 10 x 100 LH	PNI1 4 x 0 LL						
MDU1 7 x 68 LH	DGL1 2 x 67 LH	DGL2 7 x 75 LH	MDU1 7 x 71 LH	MDU2 4 x 86 LH	MDU3 1 x 100 LH	MDU4 9 x 100 LH	MDU5 2 x 100 LH	MDU6 20 x 50 LA			
SVG1 26 x 55 LH	BTU1 10 x 0 LL	KPT1 3 x 100 LH	KYK1 0 x NaN LL	MDU7 3 x 100 LH	MLR1 13 x 67 LH	NKI1 10 x 25 LL	SVG1 18 x 22 LL	TMM1 68 x 69 HH	USL1 71 x 39 HA		
TEN1 26 x 63 LH	ADP1 30 x 53 LH	BNR1 41 x 57 LH	CBM1 13 x 75 LH	CMR1 12 x 67 LH	PKM1 63 x 64 HH	TEN1 18 x 50 LA	TEN2 25 x 76 LH				

Region TIRUPATI-01 MTD | LCE 42.10% | LCR 64.24% | LH

ATP1 45 x 75 LH	ADI1 10 x 33 LA	ATP1 87 x 68 HH	DHN1 36 x 91 LH	GTL1 5 x 100 LH	KNL1 19 x 100 LH	KNL2 46 x 57 LH	NDL1 28 x 75 LH	TPI1 90 x 100 HH	
KDA1 27 x 71 LH	BVL1 0 x NaN LL	KAR1 44 x 81 LH	KDA1 2 x 100 LH	KOU1 17 x 67 LH	MPL1 18 x 60 LH	PDT1 55 x 90 AH	PIL1 0 x NaN LL	RCY1 22 x 67 LH	RJP1 63 x 53 HH
NLR1 52 x 61 AH	KDR1 23 x 100 LH	KHT1 39 x 50 LA	KVL1 98 x 48 HA	NLR1 60 x 77 AH	NYP1 36 x 64 LH	SPE1 30 x 30 LL	VKI1 75 x 79 HH		
TPY1 52 x 56 AH	CTO1 62 x 58 HH	PGR1 54 x 67 AH	PMR1 22 x 88 LH	PUT1 46 x 47 LA	TPY1 92 x 53 HH	TPY2 29 x 47 LA			

Region TRICHY-01 MTD | LCE 25.13% | LCR 54.28% | LH



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KUM1 24 x 54 LH	KIK1 2 x 100 LH	KUM1 68 x 44 HA	NCK1 18 x 100 LH	NGT1 43 x 59 LH	TTP1 9 x 67 LH	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 37 x 54 LH	AYR1 22 x 67 LH	JKM1 3 x 50 LA	MSI1 13 x 40 LA	MVM1 72 x 61 HH	PBR1 34 x 63 LH	PBR2 40 x 52 LH	TYR1 38 x 37 LA
TNJ1 25 x 46 LA	APM1 62 x 35 HA	MDI1 15 x 56 LH	NMM1 58 x 33 AA	ORU1 0 x NaN LL	PTK1 49 x 53 LH	TNJ1 4 x 100 LH	TNJ2 23 x 37 LA
TRY1 14 x 69 LH	KRN1 8 x 80 LH	PDK1 98 x 53 HH	TRY1 4 x 100 LH	TRY2 0 x NaN LL	TRY3 7 x 100 LH	TRY4 15 x 92 LH	

Region VIJAYAWADA-01 MTD | LCE 44.61% | LCR 60.10% | LH

BVR1 33 x 58 LH	AMP1 77 x 81 HH	BVR1 76 x 58 HH	DPE1 12 x 100 LH	ELU1 3 x 100 LH	JGG1 11 x 100 LH	KND1 54 x 81 AH	NPR1 8 x 100 LH	PAP1 37 x 21 LL	PPM1 26 x 17 LL	RMV1 71 x 47 HA	TDD1 21 x 43 LA	TNI1 27 x 73 LH	TNK1 6 x 100 LH
GNT1 38 x 58 LH	BPP1 38 x 50 LA	CKT1 97 x 70 HH	CRL1 39 x 54 LH	GNT1 9 x 100 LH	GNT2 25 x 88 LH	NRT1 11 x 0 LL	OGL1 20 x 100 LH	PNR1 40 x 33 LA	PRL1 11 x 100 LH	RAL1 84 x 29 HL	TEL1 100 x 60 HH	VKN1 4 x 100 LH	
VJW1 66 x 62 HH	GDV1 62 x 53 HH	GVM1 104 x 86 HH	JPT1 100 x 62 HH	MTM1 46 x 54 LH	TVU1 101 x 59 HH	VJW1 94 x 47 HA	VJW2 0 x NaN LL	VJW3 43 x 50 LA	VJW4 49 x 57 LH	VJW5 94 x 77 HH	VUY1 6 x 50 LA		

Region WEST-01 MTD | LCE 43.31% | LCR 65.33% | LH

CBE1 57 x 70 AH	CBE1 26 x 70 LH	CBE2 97 x 68 HH	CBE3 66 x 81 HH	CBE4 8 x 100 LH	CBE5 50 x 94 LH	CBE6 9 x 100 LH	KMR1 48 x 61 LH	SNR1 74 x 69 HH	SUL1 39 x 84 LH
PLI1 11 x 70 LH	DPM2 4 x 100 LH	KGM1 2 x 100 LH	PDM1 9 x 67 LH	PLI1 23 x 59 LH	UMP1 10 x 100 LH				
TPR1 43 x 61 LH	TPR1 69 x 60 HH	TPR2 17 x 44 LA	TPR3 42 x 80 LH						
TPR4 36 x 67 LH	ANR1 5 x 100 LH	AVI1 5 x 100 LH	GBM1 67 x 55 HH	PPI1 70 x 68 HH	SYM2 11 x 100 LH	TPR4 78 x 67 HH			
UAM1 37 x 37 LA	CNR1 19 x 50 LA	GDR1 7 x 0 LL	KGI1 11 x 50 LA	KMD1 29 x 42 LA	MPM1 83 x 37 HA	UAM1 11 x 25 LL			

Region WEST-02 MTD | LCE 41.07% | LCR 57.25% | LH

ERD1 62 x 54 HH	CMI1 88 x 42 HA	ERD1 73 x 50 HH	ERD2 49 x 60 LH	KMM1 54 x 50 AA	NKL2 40 x 70 LH	PDR1 57 x 60 AH	RSP1 83 x 57 HH	SGG1 57 x 60 AH	TCG1 70 x 44 HA	VKL1 67 x 55 HH
HSR1 13 x 65 LH	HSR1 36 x 72 LH	HSR2 22 x 47 LA	KAM1 15 x 71 LH	KRI1 5 x 80 LH	KVP1 3 x 100 LH	PLC1 9 x 75 LH	PMP1 0 x NaN LL	SGI1 2 x 100 LH		
MTR1 38 x 70 LH	BMD1 34 x 92 LH	DPR1 19 x 67 LH	DPR2 110 x 69 HH	HRR1 83 x 96 HH	MCR1 9 x 20 LL	MTR1 17 x 71 LH	OML1 42 x 50 LA	TRM1 19 x 45 LA		
SLM1 42 x 54 LH	APN1 43 x 73 LH	ATU1 87 x 48 HA	EDP1 13 x 100 LH	EPI1 2 x 0 LL	SLM1 66 x 51 HH	SLM2 30 x 59 LH	SLM3 6 x 100 LH	VPD1 14 x 25 LL		