Follow-Up Lead Capturing Effectiveness as on 5/6/2026 10:00:26 AM

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-May-2026 To Date : 06-May-2026					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,606	386	328	8.38%	84.97%	LH
CHENNAI-02	3,564	510	447	14.31%	87.65%	LH
KL-NORTH	517	28	27	5.42%	96.43%	LH
KL-SOUTH	381	38	36	9.97%	94.74%	LH
NORTH ARCOT	2,748	392	294	14.27%	75.00%	LH
SOUTH ARCOT	2,437	171	106	7.02%	61.99%	LH
SOUTH-01	4,750	660	593	13.89%	89.85%	LH
SOUTH-03	3,773	161	147	4.27%	91.30%	LH
TIRUPATI-01	2,141	250	228	11.68%	91.20%	LH
TRICHY-01	4,360	347	315	7.96%	90.78%	LH
VIJAYAWADA-01	2,328	518	476	22.25%	91.89%	LH
WEST-01	2,238	343	316	15.33%	92.13%	LH
WEST-02	3,019	355	274	11.76%	77.18%	LH
Total	36,862	4,159	3,587	11.28%	86.25%	LH

Region

CHENNAI-01 MTD | LCE 8.38% | LCR 84.97% | LH

CH03 9 x 85 LH	CGL1 2 x 100 LH	CH45 1 x 100 LH	GUD1 3 x 100 LH	GUD2 5 x 100 LH	MC10 0 x NaN LL	MRM1 10 x 69 LH	SKL1 20 x 88 LH	TKM1 33 x 84 LH
CH05 11 x 92 LH	AVD1 8 x 100 LH	CH05 1 x 75 LH	CH14 25 x 90 LH	CH26 3 x 100 LH	CH30 13 x 100 LH	CH35 14 x 84 LH	CH37 4 x 100 LH	
CH06 10 x 83 LH	CH08 30 x 83 LH	CH11 ∞ x 100 HH	CH19 4 x 78 LH	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 9 x 82 LH	
CH08 9 x 76 LH	CH07 3 x 80 LH	CH22 5 x 50 LA	CH47 21 x 77 LH	CH48 2 x 100 LH	KNR1 2 x 100 LH			
CH10 2 x 80 LH	CH16 2 x 67 LH	CH28 3 x 80 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 14.31% | LCR 87.65% | LH

CH01 10 x 84 LH	CH03 1 x 100 LH	CH06 1 x 100 LH	CH12 34 x 81 LH	CH23 5 x 100 LH	CH24 12 x 83 LH	MC06 4 x 100 LH		
CH04 15 x 89 LH	CH21 40 x 83 LH	CH31 2 x 100 LH	CH34 19 x 96 LH	CH51 17 x 100 LH	GPD1 1 x 100 LH	MJR1 9 x 92 LH	PON1 2 x 100 LH	UKI1 1 x 100 LH
CH07 19 x 84 LH	CH01 15 x 100 LH	CH15 30 x 80 LH	CH17 3 x 100 LH	CH18 27 x 85 LH	CH27 6 x 100 LH	CH32 4 x 100 LH	CH36 0 x NaN LL	CH43 18 x 90 LH
CH09 12 x 97 LH	CH09 ∞ x 100 HH	CH20 14 x 95 LH	CH33 2 x 100 LH	CH41 17 x 100 LH	CH44 17 x 100 LH	CH46 30 x 100 LH	CH50 3 x 60 LH	MC05 3 x 100 LH

Region

KL-NORTH MTD | LCE 5.42% | LCR 96.43% | LH

KZD1 5 x 96 LH	KZD1 5 x 96 LH	TMR1 NaN x NaN LL

Region

KL-SOUTH MTD | LCE 9.97% | LCR 94.74% | LH

TVP1 10 x 95 LH	KLR1 19 x 100 LH	PAS1 8 x 83 LH	PNL1 2 x 100 LH	TVP1 10 x 95 LH

Region

NORTH ARCOT MTD | LCE 14.27% | LCR 75.00% | LH

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NA01 23 x 71 LH	AKM1 22 x 70 LH	ANI1 8 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 14 x 62 LH	KPM2 51 x 60 AH	WJD1 27 x 97 LH	WJP1 15 x 94 LH
NA02 16 x 79 LH	ABR1 0 x NaN LL	CGM1 1 x 100 LH	GDM1 3 x 100 LH	PLR1 0 x NaN LL	TRR1 1 x 100 LH	VEL1 36 x 70 LH	VEL2 31 x 84 LH	VNB1 0 x NaN LL
NA03 2 x 89 LH	BGR1 28 x 88 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 7.02% | LCR 61.99% | LH

SA01 17 x 55 LH	CUD1 44 x 50 LA	KLM1 3 x 75 LH	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 5 x 88 LH			
SA02 1 x 100 LH	CDM1 1 x 100 LH	KKI2 5 x 100 LH	KML1 0 x NaN LL	NVL2 2 x 100 LH	PRT1 2 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 3 x 100 LH	VCM2 0 x NaN LL
SA03 3 x 85 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 8 x 75 LH	TVM1 7 x 100 LH	TVM2 0 x NaN LL	VPM1 6 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 13.89% | LCR 89.85% | LH

KVT1 15 x 87 LH	KVT1 14 x 80 LH	KYR1 1 x 100 LH	PKD1 30 x 97 LH	RND1 14 x 95 LH	SKD1 25 x 81 LH	SNL1 10 x 100 LH	STU2 4 x 100 LH	VKM1 27 x 76 LH
NGR1 14 x 93 LH	COL1 4 x 100 LH	KGL1 21 x 92 LH	KSM1 40 x 100 LH	MAR1 6 x 100 LH	MMT1 5 x 100 LH	NGR1 19 x 92 LH	TKY1 6 x 67 LH	
TKS1 8 x 100 LH	ALK1 NaN x NaN LL	PDI1 13 x 100 LH	RPM1 4 x 100 LH	SDI1 3 x 100 LH	SGT1 23 x 100 LH	TKS1 8 x 100 LH	TKS2 7 x 100 LH	
TUT1 22 x 88 LH	ERL1 NaN x NaN LL	ERL2 10 x 90 LH	TCN1 26 x 93 LH	TUT1 21 x 82 LH	TUT2 15 x 82 LH	TYI1 31 x 100 LH	UDN1 59 x 95 AH	
TVL1 7 x 95 LH	ARM1 14 x 88 LH	ASM1 9 x 100 LH	TVL1 7 x 100 LH	VLY1 7 x 82 LH				
VNR1 13 x 87 LH	APK1 2 x 100 LH	APK2 37 x 100 LH	SVK1 4 x 100 LH	VNR1 36 x 75 LH	VNR2 6 x 75 LH			

Region SOUTH-03 MTD | LCE 4.27% | LCR 91.30% | LH

KKD2 5 x 93 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 12 x 86 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 19 x 100 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 1 x 100 LH
KRR1 2 x 100 LH	KRR1 0 x NaN LL	MPA1 0 x NaN LL	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 10 x 100 LH						
MDU1 3 x 92 LH	DGL1 0 x 100 LH	DGL2 5 x 100 LH	MDU1 4 x 100 LH	MDU2 0 x NaN LL	MDU3 2 x 100 LH	MDU4 4 x 100 LH	MDU5 4 x 100 LH	MDU6 10 x 79 LH			
SVG1 7 x 92 LH	BTU1 2 x 100 LH	KPT1 3 x 50 LA	KYK1 2 x 100 LH	MDU7 4 x 80 LH	MLR1 3 x 100 LH	NKI1 2 x 100 LH	SVG1 4 x 100 LH	TMM1 22 x 97 LH	USL1 4 x 67 LH		
TEN1 6 x 85 LH	ADP1 4 x 50 LA	BNR1 8 x 80 LH	CBM1 3 x 100 LH	CMR1 3 x 100 LH	PKM1 15 x 100 LH	TEN1 6 x 60 LH	TEN2 6 x 100 LH				

Region TIRUPATI-01 MTD | LCE 11.68% | LCR 91.20% | LH

ATP1 14 x 94 LH	ADI1 5 x 100 LH	ATP1 38 x 94 LH	DHN1 22 x 90 LH	GTL1 2 x 100 LH	KNL1 3 x 100 LH	KNL2 8 x 100 LH	NDL1 6 x 50 LA	TPI1 19 x 100 LH		
KDA1 6 x 98 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 5 x 100 LH	KOU1 8 x 100 LH	MPL1 16 x 92 LH	PDT1 2 x 100 LH	PIL1 2 x 100 LH	RCY1 2 x 100 LH	RJP1 19 x 100 LH	
NLR1 7 x 90 LH	KDR1 0 x NaN LL	KHT1 1 x 100 LH	KVL1 23 x 92 LH	NLR1 11 x 89 LH	NYP1 10 x 83 LH	SPE1 0 x NaN LL	VKI1 4 x 100 LH			

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TPY1 20 x 88 LH	CTO1 26 x 97 LH	PGR1 4 x 100 LH	PMR1 12 x 67 LH	PUT1 4 x 67 LH	TPY1 27 x 88 LH	TPY2 25 x 84 LH

Region TRICHY-01 MTD | LCE 7.96% | LCR 90.78% | LH

KUM1 9 x 86 LH	KIK1 3 x 100 LH	KUM1 26 x 82 LH	KUM2 3 x 100 LH	NCK1 6 x 75 LH	NGT1 12 x 100 LH	TTP1 5 x 67 LH	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 10 x 92 LH	AYR1 5 x 100 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 16 x 81 LH	PBR1 17 x 100 LH	PBR2 13 x 97 LH	TYR1 12 x 95 LH	
TNJ1 9 x 95 LH	APM1 18 x 85 LH	MDI1 3 x 100 LH	NMM1 22 x 95 LH	ORU1 2 x 100 LH	PTK1 22 x 94 LH	TNJ1 5 x 100 LH	TNJ2 2 x 100 LH	
TRY1 4 x 90 LH	KRN1 2 x 100 LH	PDK1 24 x 79 LH	PDK2 NaN x NaN LL	TRY1 1 x 100 LH	TRY2 6 x 100 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 22.25% | LCR 91.89% | LH

BVR1 17 x 90 LH	AMP1 25 x 78 LH	BVR1 27 x 69 LH	DPE1 2 x 100 LH	ELU1 5 x 100 LH	JGG1 3 x 100 LH	KND1 10 x 100 LH	NPR1 0 x NaN LL	PAP1 16 x 100 LH	PPM1 65 x 100 HH	RMV1 30 x 100 LH	TDD1 5 x 100 LH	TNI1 48 x 100 LH	TNK1 5 x 100 LH	VSK2 NaN x NaN LL
GNT1 22 x 94 LH	BPP1 17 x 100 LH	CKT1 87 x 98 HH	CRL1 12 x 100 LH	GNT1 3 x 100 LH	GNT2 6 x 100 LH	NRT1 7 x 100 LH	OGL1 32 x 88 LH	PNR1 51 x 75 AH	PRL1 30 x 90 LH	RAL1 29 x 96 LH	TEL1 22 x 100 LH	VKN1 0 x NaN LL	
VJW1 28 x 91 LH	GDV1 45 x 88 LH	GVM1 51 x 85 AH	JPT1 67 x 94 HH	MTM1 36 x 88 LH	NZV1 9 x 100 LH	TVU1 15 x 100 LH	VJW1 29 x 93 LH	VJW2 12 x 100 LH	VJW3 22 x 96 LH	VJW4 10 x 80 LH	VJW5 25 x 87 LH	VUY1 17 x 83 LH	

Region WEST-01 MTD | LCE 15.33% | LCR 92.13% | LH

CBE1 23 x 91 LH	CBE1 16 x 100 LH	CBE2 31 x 86 LH	CBE3 27 x 100 LH	CBE4 19 x 94 LH	CBE5 13 x 100 LH	CBE6 45 x 100 LH	KMR1 16 x 85 LH	SNR1 10 x 100 LH	SUL1 6 x 100 LH
PLI1 3 x 100 LH	DPM2 4 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 6 x 100 LH	UMP1 3 x 100 LH				
TPR1 12 x 84 LH	TPR1 15 x 76 LH	TPR2 3 x 100 LH	TPR3 17 x 91 LH						
TPR4 14 x 94 LH	ANR1 0 x NaN LL	AVI1 7 x 100 LH	GBM1 34 x 96 LH	PPI1 41 x 89 LH	SYM2 0 x NaN LL	TPR4 2 x 100 LH			
UAM1 10 x 100 LH	CNR1 2 x 100 LH	GDR1 8 x 100 LH	KGI1 0 x NaN LL	KMD1 6 x 100 LH	MPM1 25 x 100 LH	UAM1 6 x 100 LH			

Region WEST-02 MTD | LCE 11.76% | LCR 77.18% | LH

ERD1 17 x 80 LH	CMI1 34 x 69 LH	ERD1 25 x 72 LH	ERD2 8 x 78 LH	KMM1 11 x 67 LH	NKL2 14 x 89 LH	PDR1 0 x NaN LL	RSP1 23 x 84 LH	SGG1 37 x 86 LH	TCG1 14 x 100 LH	VKL1 30 x 91 LH
HSR1 3 x 95 LH	HSR1 6 x 100 LH	HSR2 7 x 90 LH	KAM1 3 x 100 LH	KRI1 1 x 100 LH	KVP1 2 x 100 LH	PLC1 0 x NaN LL	PMP1 3 x 100 LH	SGI1 0 x NaN LL		
MTR1 8 x 78 LH	BMD1 3 x 100 LH	DPR1 0 x NaN LL	DPR2 16 x 100 LH	HRR1 12 x 100 LH	MCR1 10 x 62 LH	MTR1 3 x 33 LA	OML1 1 x 100 LH	TRM1 17 x 67 LH		
SLM1 15 x 71 LH	APN1 21 x 88 LH	ATU1 27 x 69 LH	EDP1 2 x 100 LH	EPI1 3 x 100 LH	SLM1 28 x 64 LH	SLM2 4 x 100 LH	SLM3 1 x 50 LA	VPD1 4 x 100 LH		