



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 : 07-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	5,066	369	232	7.28%	62.87%	LH	
CHENNAI-02	3,992	517	351	12.95%	67.89%	LH	
KL-NORTH	592	26	22	4.39%	84.62%	LH	
KL-SOUTH	431	34	28	7.88%	82.35%	LH	
NORTH ARCOT	3,079	393	206	12.77%	52.42%	LH	
SOUTH ARCOT	2,695	180	97	6.68%	53.89%	LH	
SOUTH-01	5,406	569	336	10.53%	59.05%	LH	
SOUTH-03	4,230	151	109	3.57%	72.19%	LH	
TIRUPATI-01	2,395	250	185	10.44%	74.00%	LH	
TRICHY-01	4,815	316	229	6.56%	72.47%	LH	
VIJAYAWADA-01	2,599	503	383	19.35%	76.14%	LH	
WEST-01	2,462	343	273	13.93%	79.59%	LH	
WEST-02	3,351	321	200	9.58%	62.31%	LH	
<b>Total</b>	<b>41,112</b>	<b>3,972</b>	<b>2,651</b>	<b>9.66%</b>	<b>66.74%</b>	<b>LH</b>	

Region **CHENNAI-01 MTD | LCE 7.28% | LCR 62.87% | LH**

CH03 9 x 74 LH	CGL1 2 x 100 LH	CH45 1 x 100 LH	GUD1 2 x 100 LH	GUD2 5 x 75 LH	MC10 0 x NaN LL	MRM1 8 x 54 LH	SKL1 18 x 76 LH	TKM1 36 x 74 LH
CH05 9 x 65 LH	AVD1 8 x 89 LH	CH05 1 x 80 LH	CH14 19 x 58 LH	CH26 5 x 100 LH	CH30 10 x 67 LH	CH35 11 x 71 LH	CH37 1 x 0 LL	
CH06 8 x 58 LH	CH08 26 x 59 LH	CH11 ∞ x 100 HH	CH19 3 x 43 LA	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 7 x 53 LH	
CH08 8 x 52 LH	CH07 2 x 80 LH	CH22 5 x 50 LA	CH47 19 x 45 LA	CH48 2 x 100 LH	KNR1 2 x 100 LH			
CH10 2 x 69 LH	CH16 2 x 67 LH	CH28 2 x 40 LA	CH29 0 x NaN LL	CH38 0 x NaN LL	CH42 2 x 100 LH	MC09 30 x 100 LH		

Region **CHENNAI-02 MTD | LCE 12.95% | LCR 67.89% | LH**

CH01 10 x 70 LH	CH03 2 x 100 LH	CH06 1 x 100 LH	CH12 31 x 66 LH	CH23 5 x 100 LH	CH24 11 x 64 LH	MC06 3 x 100 LH		
CH04 13 x 70 LH	CH21 35 x 70 LH	CH31 1 x 100 LH	CH34 18 x 64 LH	CH51 18 x 87 LH	GPD1 1 x 0 LL	MJR1 5 x 38 LA	PON1 1 x 100 LH	UKI1 1 x 100 LH
CH07 17 x 59 LH	CH01 30 x 100 LH	CH15 26 x 47 LA	CH17 4 x 100 LH	CH18 23 x 66 LH	CH27 6 x 75 LH	CH32 3 x 100 LH	CH36 2 x 100 LH	CH43 17 x 71 LH
CH09 12 x 78 LH	CH09 ∞ x 100 HH	CH20 15 x 83 LH	CH33 2 x 100 LH	CH41 14 x 83 LH	CH44 17 x 82 LH	CH46 29 x 74 LH	CH50 3 x 20 LL	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 4.39% | LCR 84.62% | LH**

KZD1 4 x 85 LH	KZD1 4 x 85 LH	TMR1 NaN x NaN LL		
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Region **KL-SOUTH MTD | LCE 7.88% | LCR 82.35% | LH**

TVP1 8 x 82 LH	KLR1 13 x 89 LH	PAS1 9 x 71 LH	PNL1 2 x 0 LL	TVP1 8 x 88 LH
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Region **NORTH ARCOT MTD | LCE 12.77% | LCR 52.42% | LH**

# Follow-Up Lead Capturing Effectiveness as on 5/7/2026 10:00:42 AM



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NA01 21 x 44 LA	AKM1 18 x 43 LA	ANI1 7 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 12 x 23 LL	KPM2 51 x 41 AA	WJD1 16 x 53 LH	WJP1 12 x 57 LH	
NA02 14 x 61 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 31 x 45 LA	VEL2 29 x 68 LH	VNB1 0 x NaN LL	
NA03 2 x 71 LH	BGR1 19 x 58 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 1 x 100 LH	UGI1 0 x NaN LL	VSI1 0 x NaN LL

## Region SOUTH ARCOT MTD | LCE 6.68% | LCR 53.89% | LH

SA01 17 x 48 LA	CUD1 43 x 44 LA	KLM1 2 x 50 LA	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 5 x 75 LH				
SA02 1 x 87 LH	CDM1 1 x 100 LH	KKI2 3 x 50 LA	KML1 0 x NaN LL	NVL2 3 x 100 LH	PRT1 2 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 7 x 100 LH	VCM2 0 x NaN LL
SA03 2 x 75 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 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 10.53% | LCR 59.05% | LH

KVT1 11 x 60 LH	KVT1 11 x 49 LA	KYR1 0 x NaN LL	PKD1 20 x 69 LH	RND1 10 x 79 LH	SKD1 20 x 53 LH	SNL1 10 x 73 LH	STU2 2 x 50 LA	VKM1 21 x 55 LH
NGR1 9 x 49 LA	COL1 3 x 0 LL	KGL1 14 x 20 LL	KSM1 11 x 100 LH	MAR1 1 x 100 LH	MMT1 5 x 25 LL	NGR1 15 x 53 LH	TKY1 5 x 33 LA	
TKS1 5 x 82 LH	ALK1 NaN x NaN LL	PDI1 5 x 75 LH	RPM1 4 x 67 LH	SDI1 2 x 100 LH	SGT1 11 x 80 LH	TKS1 6 x 80 LH	TKS2 6 x 92 LH	
TUT1 17 x 62 LH	ERL1 NaN x NaN LL	ERL2 7 x 75 LH	TCN1 18 x 56 LH	TUT1 16 x 55 LH	TUT2 11 x 35 LA	TYI1 20 x 88 LH	UDN1 57 x 79 AH	
TVL1 6 x 56 LH	ARM1 9 x 17 LL	ASM1 9 x 71 LH	TVL1 5 x 60 LH	VLY1 6 x 58 LH				
VNR1 10 x 49 LA	APK1 3 x 67 LH	APK2 30 x 52 LH	SVK1 2 x 25 LL	VNR1 32 x 53 LH	VNR2 4 x 33 LA			

## Region SOUTH-03 MTD | LCE 3.57% | LCR 72.19% | LH

KKD2 4 x 68 LH	ATG1 2 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 9 x 47 LA	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PV11 13 x 83 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 1 x 100 LH
KRR1 2 x 86 LH	KRR1 0 x NaN LL	MPA1 0 x NaN LL	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 10 x 83 LH						
MDU1 2 x 89 LH	DGL1 0 x 100 LH	DGL2 4 x 100 LH	MDU1 3 x 100 LH	MDU2 0 x NaN LL	MDU3 2 x 100 LH	MDU4 4 x 100 LH	MDU5 4 x 100 LH	MDU6 8 x 71 LH			
SVG1 6 x 67 LH	BTU1 2 x 100 LH	KPT1 3 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 80 LH	MLR1 3 x 100 LH	NKI1 2 x 0 LL	SVG1 3 x 33 LA	TMM1 20 x 77 LH	USL1 4 x 0 LL		
TEN1 5 x 57 LH	ADP1 6 x 67 LH	BNR1 8 x 80 LH	CBM1 1 x 0 LL	CMR1 2 x 100 LH	PKM1 11 x 33 LA	TEN1 4 x 50 LA	TEN2 3 x 67 LH				

## Region TIRUPATI-01 MTD | LCE 10.44% | LCR 74.00% | LH

ATP1 12 x 81 LH	ADI1 5 x 100 LH	ATP1 29 x 74 LH	DHN1 22 x 92 LH	GTL1 2 x 100 LH	KNL1 2 x 100 LH	KNL2 5 x 50 LA	NDL1 8 x 67 LH	TPI1 16 x 100 LH	
KDA1 5 x 80 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 4 x 100 LH	KOU1 4 x 33 LA	MPL1 14 x 85 LH	PDT1 1 x 100 LH	PIL1 2 x 100 LH	RCY1 2 x 0 LL	RIP1 13 x 83 LH
NLR1 6 x 80 LH	KDR1 0 x NaN LL	KHT1 1 x 100 LH	KVL1 18 x 75 LH	NLR1 11 x 90 LH	NYP1 8 x 60 LH	SPE1 0 x NaN LL	VKI1 3 x 100 LH		

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TPY1 19 x 67 LH	CTO1 28 x 79 LH	PGR1 2 x 100 LH	PMR1 11 x 67 LH	PUT1 2 x 0 LL	TPY1 25 x 56 LH	TPY2 24 x 63 LH
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## Region TRICHY-01 MTD | LCE 6.56% | LCR 72.47% | LH

KUM1 7 x 56 LH	KIK1 3 x 100 LH	KUM1 18 x 40 LA	KUM2 3 x 75 LH	NCK1 6 x 75 LH	NGT1 9 x 71 LH	TTP1 6 x 29 LL	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 8 x 78 LH	AYR1 4 x 100 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 16 x 83 LH	PBR1 9 x 67 LH	PBR2 7 x 58 LH	TYR1 11 x 86 LH	
TNJ1 8 x 76 LH	APM1 14 x 45 LA	MDI1 6 x 100 LH	NMM1 22 x 67 LH	ORU1 1 x 0 LL	PTK1 15 x 79 LH	TNJ1 5 x 100 LH	TNJ2 1 x 67 LH	
TRY1 4 x 83 LH	KRN1 2 x 50 LA	PDK1 20 x 67 LH	PDK2 NaN x NaN LL	TRY1 2 x 100 LH	TRY2 6 x 100 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH	

## Region VIJAYAWADA-01 MTD | LCE 19.35% | LCR 76.14% | LH

BVR1 15 x 80 LH	AMP1 16 x 50 LA	BVR1 23 x 59 LH	DPE1 1 x 100 LH	ELU1 3 x 100 LH	JGG1 2 x 100 LH	KND1 9 x 67 LH	NPR1 0 x NaN LL	PAP1 24 x 82 LH	PPM1 59 x 96 AH	RMV1 22 x 67 LH	TDD1 3 x 100 LH	TNI1 43 x 100 LH	TNK1 5 x 100 LH	VSK2 NaN x NaN LL
GNT1 19 x 82 LH	BPP1 6 x 67 LH	CKT1 81 x 94 HH	CRL1 8 x 78 LH	GNT1 4 x 100 LH	GNT2 6 x 100 LH	NRT1 6 x 100 LH	OGL1 36 x 87 LH	PNR1 37 x 40 LA	PRL1 20 x 53 LH	RAL1 27 x 67 LH	TEL1 19 x 100 LH	VKN1 0 x NaN LL		
VJW1 24 x 69 LH	GDV1 42 x 59 LH	GVM1 49 x 69 LH	JPT1 74 x 94 HH	MTM1 26 x 69 LH	NZV1 8 x 60 LH	TVU1 18 x 87 LH	VJW1 23 x 48 LA	VJW2 7 x 50 LA	VJW3 16 x 52 LH	VJW4 7 x 75 LH	VJW5 19 x 54 LH	VUY1 20 x 88 LH		

## Region WEST-01 MTD | LCE 13.93% | LCR 79.59% | LH

CBE1 21 x 81 LH	CBE1 14 x 85 LH	CBE2 28 x 74 LH	CBE3 18 x 100 LH	CBE4 19 x 88 LH	CBE5 17 x 100 LH	CBE6 46 x 100 LH	KMR1 14 x 56 LH	SNR1 9 x 100 LH	SUL1 5 x 75 LH
PLI1 2 x 100 LH	DPM2 2 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 6 x 100 LH	UMP1 3 x 100 LH				
TPR1 11 x 70 LH	TPR1 15 x 56 LH	TPR2 4 x 100 LH	TPR3 16 x 82 LH						
TPR4 13 x 82 LH	ANR1 0 x NaN LL	AVI1 9 x 100 LH	GBM1 29 x 77 LH	PPI1 34 x 76 LH	SYM2 0 x NaN LL	TPR4 4 x 100 LH			
UAM1 8 x 70 LH	CNR1 0 x NaN LL	GDR1 4 x 100 LH	KG1 0 x NaN LL	KMD1 5 x 100 LH	MPM1 20 x 58 LH	UAM1 5 x 100 LH			

## Region WEST-02 MTD | LCE 9.58% | LCR 62.31% | LH

ERD1 14 x 65 LH	CMI1 27 x 50 LA	ERD1 20 x 57 LH	ERD2 7 x 56 LH	KMM1 13 x 75 LH	NKL2 12 x 89 LH	PDR1 2 x 100 LH	RSP1 19 x 71 LH	SGG1 29 x 77 LH	TCG1 8 x 60 LH	VKL1 21 x 56 LH
HSR1 2 x 82 LH	HSR1 5 x 80 LH	HSR2 4 x 71 LH	KAM1 3 x 100 LH	KRI1 1 x 100 LH	KVP1 1 x 100 LH	PLC1 0 x NaN LL	PMP1 2 x 100 LH	SGI1 0 x NaN LL		
MTR1 7 x 69 LH	BMD1 1 x 100 LH	DPR1 0 x NaN LL	DPR2 11 x 100 LH	HRR1 11 x 100 LH	MCR1 8 x 43 LA	MTR1 2 x 0 LL	OML1 2 x 100 LH	TRM1 15 x 56 LH		
SLM1 12 x 53 LH	APN1 18 x 69 LH	ATU1 22 x 55 LH	EDP1 2 x 100 LH	EPI1 2 x 100 LH	SLM1 23 x 44 LA	SLM2 3 x 75 LH	SLM3 1 x 50 LA	VPD1 1 x 100 LH		