



Follow-Up Lead Capturing Effectiveness as on 5/8/2026 10:00:00 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 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 : 08-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	5,558	390	238	7.02%	61.03%	LH	
CHENNAI-02	4,496	542	361	12.06%	66.61%	LH	
KL-NORTH	682	29	25	4.25%	86.21%	LH	
KL-SOUTH	472	34	28	7.21%	82.35%	LH	
NORTH ARCOT	3,381	440	234	13.01%	53.18%	LH	
SOUTH ARCOT	2,997	193	96	6.44%	49.74%	LA	
SOUTH-01	6,059	640	394	10.56%	61.56%	LH	
SOUTH-03	4,707	159	113	3.38%	71.07%	LH	
TIRUPATI-01	2,620	292	219	11.14%	75.00%	LH	
TRICHY-01	5,218	357	269	6.84%	75.35%	LH	
VIJAYAWADA-01	2,835	562	439	19.83%	78.11%	LH	
WEST-01	2,701	373	294	13.81%	78.82%	LH	
WEST-02	3,699	342	215	9.25%	62.87%	LH	
Total	45,427	4,353	2,925	9.58%	67.20%	LH	

Region CHENNAI-01 MTD | LCE 7.02% | LCR 61.03% | LH

CH03 8 x 71 LH	CGL1 1 x 100 LH	CH45 1 x 100 LH	GUD1 2 x 100 LH	GUD2 4 x 75 LH	MC10 0 x NaN LL	MRM1 10 x 50 LA	SKL1 16 x 71 LH	TKM1 35 x 74 LH		
CH05 9 x 64 LH	AVD1 8 x 91 LH	CH05 2 x 83 LH	CH14 18 x 55 LH	CH26 4 x 100 LH	CH30 10 x 59 LH	CH35 12 x 75 LH	CH37 1 x 0 LL			
CH06 6 x 60 LH	CH08 23 x 58 LH	CH11 ∞ x 100 HH	CH16 2 x 67 LH	CH19 3 x 43 LA	CH25 1 x 100 LH	CH29 0 x NaN LL	CH39 0 x NaN LL	CH40 0 x NaN LL	CH42 2 x 80 LH	CH49 8 x 60 LH
CH08 6 x 47 LA	CH07 3 x 86 LH	CH22 5 x 50 LA	CH28 2 x 40 LA	CH38 0 x NaN LL	CH47 18 x 36 LA	CH48 1 x 100 LH	KNR1 2 x 100 LH	MC09 25 x 100 LH		

Region CHENNAI-02 MTD | LCE 12.06% | LCR 66.61% | LH

CH01 8 x 67 LH	CH03 1 x 83 LH	CH06 1 x 100 LH	CH12 29 x 66 LH	CH23 5 x 100 LH	CH24 10 x 54 LH	MC06 3 x 100 LH		
CH04 13 x 68 LH	CH21 34 x 68 LH	CH31 1 x 100 LH	CH34 15 x 66 LH	CH51 17 x 83 LH	GPD1 1 x 0 LL	MJR1 4 x 25 LL	PON1 1 x 100 LH	UKI1 1 x 100 LH
CH07 16 x 60 LH	CH01 30 x 100 LH	CH15 26 x 51 LH	CH17 4 x 100 LH	CH18 21 x 65 LH	CH27 5 x 75 LH	CH32 3 x 100 LH	CH36 1 x 100 LH	CH43 15 x 67 LH
CH09 11 x 76 LH	CH09 ∞ x 100 HH	CH20 15 x 84 LH	CH33 2 x 100 LH	CH41 13 x 79 LH	CH44 16 x 74 LH	CH46 28 x 75 LH	CH50 3 x 20 LL	MC05 3 x 100 LH

Region KL-NORTH MTD | LCE 4.25% | LCR 86.21% | LH

KZD1 4 x 86 LH	KZD1 4 x 86 LH							
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Region KL-SOUTH MTD | LCE 7.21% | LCR 82.35% | LH

TVP1 7 x 82 LH	KLR1 12 x 89 LH	PAS1 8 x 71 LH	PNL1 1 x 0 LL	TVP1 7 x 88 LH
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Region NORTH ARCOT MTD | LCE 13.01% | LCR 53.18% | LH

NA01 22 x 47 LA	AKM1 18 x 45 LA	ANI1 6 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 12 x 29 LL	KPM2 56 x 43 AA	WJD1 17 x 59 LH	WJP1 13 x 59 LH
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NA02 14 x 61 LH	ABR1 0 x NaN LL	CGM1 1 x 100 LH	GDM1 2 x 100 LH	PLR1 0 x NaN LL	TRR1 1 x 100 LH	VEL1 29 x 43 LA	VEL2 29 x 68 LH	VNB1 0 x NaN LL	
NA03 2 x 72 LH	BGR1 17 x 58 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 1 x 100 LH	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 6.44% | LCR 49.74% | LA

SA01 16 x 45 LA	CUD1 42 x 40 LA	KLM1 2 x 50 LA	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 5 x 75 LH				
SA02 1 x 73 LH	CDM1 0 x 100 LH	KKI2 3 x 25 LL	KML1 0 x NaN LL	NVL2 2 x 75 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 76 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 x 50 LA	TVM1 5 x 100 LH	TVM2 0 x NaN LL	VPM1 6 x 100 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 10.56% | LCR 61.56% | LH

KVT1 12 x 63 LH	KVT1 10 x 46 LA	KYR1 0 x NaN LL	PKD1 21 x 74 LH	RND1 10 x 78 LH	SKD1 24 x 62 LH	SNL1 11 x 79 LH	STU2 2 x 50 LA	VKM1 19 x 50 LA
NGR1 10 x 54 LH	COL1 6 x 50 LA	KGL1 13 x 20 LL	KSM1 10 x 100 LH	MAR1 2 x 100 LH	MMT1 4 x 25 LL	NGR1 15 x 57 LH	TKY1 6 x 50 LA	
TKS1 5 x 82 LH	PDI1 5 x 80 LH	RPM1 5 x 78 LH	SDI1 2 x 100 LH	SGT1 10 x 80 LH	TKS1 6 x 80 LH	TKS2 5 x 85 LH		
TUT1 17 x 63 LH	ERL1 NaN x NaN LL	ERL2 8 x 80 LH	TCN1 18 x 57 LH	TUT1 16 x 58 LH	TUT2 11 x 41 LA	TYI1 18 x 88 LH	UDN1 55 x 76 AH	
TVL1 6 x 64 LH	ARM1 9 x 29 LL	ASM1 11 x 80 LH	TVL1 5 x 66 LH	VLY1 7 x 67 LH				
VNR1 10 x 50 LA	APK1 2 x 67 LH	APK2 28 x 52 LH	SVK1 2 x 25 LL	VNR1 31 x 55 LH	VNR2 3 x 33 LA			

Region SOUTH-03 MTD | LCE 3.38% | LCR 71.07% | LH

KKD2 4 x 68 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 8 x 47 LA	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 13 x 86 LH	SGP1 2 x 100 LH	TDI1 0 x NaN LL	TPT1 1 x 0 LL
KRR1 2 x 86 LH	KRR1 0 x NaN LL	MPA1 0 x NaN LL	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 9 x 83 LH						
MDU1 2 x 90 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 3 x 100 LH	MDU5 4 x 100 LH	MDU6 8 x 73 LH			
SVG1 6 x 68 LH	BTU1 3 x 100 LH	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 80 LH	MLR1 2 x 100 LH	NKI1 1 x 0 LL	SVG1 3 x 33 LA	TMM1 18 x 77 LH	USL1 3 x 0 LL		
TEN1 5 x 48 LA	ADP1 5 x 33 LA	BNR1 7 x 40 LA	CBM1 1 x 0 LL	CMR1 5 x 100 LH	PKM1 11 x 43 LA	TEN1 4 x 50 LA	TEN2 3 x 67 LH				

Region TIRUPATI-01 MTD | LCE 11.14% | LCR 75.00% | LH

ATP1 14 x 82 LH	ADI1 7 x 80 LH	ATP1 30 x 73 LH	DHN1 28 x 94 LH	GTL1 2 x 100 LH	KNL1 2 x 100 LH	KNL2 5 x 50 LA	NDL1 10 x 75 LH	TPI1 22 x 100 LH	
KDA1 5 x 84 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 4 x 100 LH	KOU1 3 x 33 LA	MPL1 19 x 89 LH	PDT1 1 x 100 LH	PIL1 1 x 100 LH	RCY1 3 x 50 LA	RJP1 13 x 85 LH
NLR1 6 x 81 LH	KDR1 1 x 100 LH	KHT1 1 x 100 LH	KVL1 17 x 75 LH	NLR1 11 x 90 LH	NYP1 7 x 60 LH	SPE1 0 x NaN LL	VKI1 3 x 100 LH		
TPY1 20 x 67 LH	CTO1 27 x 79 LH	PGR1 3 x 100 LH	PMR1 11 x 57 LH	PUT1 3 x 33 LA	TPY1 31 x 67 LH	TPY2 24 x 60 LH			

Region TRICHY-01 MTD | LCE 6.84% | LCR 75.35% | LH

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KUM1 7 x 61 LH	KIK1 3 x 100 LH	KUM1 17 x 43 LA	KUM2 4 x 83 LH	NCK1 11 x 89 LH	NGT1 10 x 75 LH	TTP1 5 x 29 LL	TVR1 3 x 100 LH	TVR2 1 x 100 LH
PBR1 9 x 80 LH	AYR1 5 x 100 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 18 x 86 LH	PBR1 9 x 67 LH	PBR2 7 x 53 LH	TYR1 11 x 87 LH	
TNJ1 8 x 79 LH	APM1 14 x 50 LA	MDI1 12 x 100 LH	NMM1 20 x 67 LH	ORU1 2 x 50 LA	PTK1 14 x 79 LH	TNJ1 4 x 100 LH	TNJ2 1 x 67 LH	
TRY1 4 x 84 LH	KRN1 2 x 50 LA	PDK1 18 x 67 LH	TRY1 2 x 100 LH	TRY2 7 x 100 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH		

Region VIJAYAWADA-01 MTD | LCE 19.83% | LCR 78.11% | LH

BVR1 16 x 82 LH	AMP1 17 x 57 LH	BVR1 23 x 60 LH	DPE1 1 x 100 LH	ELU1 3 x 100 LH	JGG1 4 x 100 LH	KND1 11 x 75 LH	NPR1 0 x NaN LL	PAP1 31 x 86 LH	PPM1 63 x 97 HH	RMV1 20 x 67 LH	TDD1 3 x 100 LH	TNI1 48 x 100 LH	TNK1 4 x 100 LH
GNT1 19 x 83 LH	BPP1 6 x 67 LH	CKT1 81 x 95 HH	CRL1 9 x 82 LH	GNT1 3 x 100 LH	GNT2 8 x 100 LH	NRT1 6 x 100 LH	OGL1 39 x 89 LH	PNR1 33 x 40 LA	PRL1 17 x 50 LA	RAL1 25 x 67 LH	TEL1 20 x 100 LH	VKN1 0 x NaN LL	
VJW1 25 x 71 LH	GDV1 38 x 59 LH	GVM1 50 x 70 AH	JPT1 80 x 95 HH	MTM1 26 x 73 LH	NZV1 8 x 67 LH	TVU1 18 x 87 LH	VJW1 24 x 52 LH	VJW2 6 x 50 LA	VJW3 17 x 58 LH	VJW4 9 x 83 LH	VJW5 19 x 57 LH	VUY1 18 x 88 LH	

Region WEST-01 MTD | LCE 13.81% | LCR 78.82% | LH

CBE1 21 x 80 LH	CBE1 15 x 87 LH	CBE2 29 x 72 LH	CBE3 17 x 100 LH	CBE4 17 x 89 LH	CBE5 18 x 100 LH	CBE6 44 x 100 LH	KMR1 15 x 57 LH	SNR1 8 x 100 LH	SUL1 6 x 80 LH
PLI1 2 x 100 LH	DPM2 3 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 5 x 100 LH	UMP1 2 x 100 LH				
TPR1 11 x 71 LH	TPR1 15 x 60 LH	TPR2 4 x 100 LH	TPR3 15 x 82 LH						
TPR4 13 x 79 LH	ANR1 0 x NaN LL	AVI1 9 x 100 LH	GBM1 29 x 72 LH	PPI1 34 x 74 LH	SYM2 0 x NaN LL	TPR4 4 x 100 LH			
UAM1 7 x 70 LH	CNR1 0 x NaN LL	GDR1 4 x 100 LH	KGI1 0 x NaN LL	KMD1 5 x 100 LH	MPM1 16 x 58 LH	UAM1 4 x 100 LH			

Region WEST-02 MTD | LCE 9.25% | LCR 62.87% | LH

ERD1 14 x 66 LH	CMI1 22 x 42 LA	ERD1 21 x 58 LH	ERD2 9 x 70 LH	KMM1 13 x 62 LH	NKL2 12 x 89 LH	PDR1 2 x 100 LH	RSP1 18 x 71 LH	SGG1 26 x 77 LH	TCG1 7 x 60 LH	VKL1 19 x 56 LH
HSR1 2 x 83 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 1 x 100 LH	SGI1 0 x NaN LL		
MTR1 6 x 67 LH	BMD1 1 x 100 LH	DPR1 0 x NaN LL	DPR2 10 x 100 LH	HRR1 10 x 100 LH	MCR1 7 x 43 LA	MTR1 2 x 0 LL	OML1 2 x 100 LH	TRM1 15 x 50 LA		
SLM1 12 x 55 LH	APN1 17 x 65 LH	ATU1 21 x 55 LH	EDP1 2 x 100 LH	EPI1 2 x 100 LH	SLM1 23 x 47 LA	SLM2 4 x 80 LH	SLM3 2 x 67 LH	VPD1 2 x 100 LH		