Follow-Up Lead Capturing Effectiveness as on 5/9/2026 10:00:18 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 : 09-May-2026					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	6,003	421	262	7.01%	62.23%	LH
CHENNAI-02	4,935	580	386	11.75%	66.55%	LH
KL-NORTH	745	33	28	4.43%	84.85%	LH
KL-SOUTH	517	40	34	7.74%	85.00%	LH
NORTH ARCOT	3,682	474	250	12.87%	52.74%	LH
SOUTH ARCOT	3,287	210	95	6.39%	45.24%	LA
SOUTH-01	6,617	705	448	10.65%	63.55%	LH
SOUTH-03	5,082	173	121	3.40%	69.94%	LH
TIRUPATI-01	2,829	312	224	11.03%	71.79%	LH
TRICHY-01	5,581	389	298	6.97%	76.61%	LH
VIJAYAWADA-01	3,093	601	452	19.43%	75.21%	LH
WEST-01	2,887	434	349	15.03%	80.41%	LH
WEST-02	3,998	359	230	8.98%	64.07%	LH
Total	49,254	4,731	3,177	9.61%	67.15%	LH

Region

CHENNAI-01 MTD | LCE 7.01% | LCR 62.23% | LH

CH03 8 x 73 LH	CGL1 2 x 100 LH	CH45 1 x 100 LH	GUD1 3 x 100 LH	GUD2 4 x 75 LH	MC10 0 x NaN LL	MRM1 10 x 50 LA	SKL1 17 x 74 LH	TKM1 35 x 76 LH
CH05 9 x 64 LH	AVD1 8 x 92 LH	CH05 2 x 86 LH	CH14 17 x 55 LH	CH26 4 x 100 LH	CH30 10 x 55 LH	CH35 13 x 77 LH	CH37 1 x 0 LL	
CH06 8 x 59 LH	CH08 23 x 59 LH	CH11 ∞ x 100 HH	CH19 3 x 50 LA	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 7 x 57 LH	
CH08 7 x 49 LA	CH07 4 x 82 LH	CH22 4 x 50 LA	CH47 17 x 38 LA	CH48 2 x 100 LH	KNR1 2 x 100 LH			
CH10 2 x 67 LH	CH16 2 x 71 LH	CH28 2 x 40 LA	CH29 0 x NaN LL	CH38 0 x NaN LL	CH42 2 x 80 LH	MC09 21 x 100 LH		

Region

CHENNAI-02 MTD | LCE 11.75% | LCR 66.55% | LH

CH01 9 x 68 LH	CH03 1 x 83 LH	CH06 2 x 100 LH	CH12 28 x 68 LH	CH23 4 x 80 LH	CH24 11 x 61 LH	MC06 3 x 100 LH		
CH04 12 x 68 LH	CH21 33 x 67 LH	CH31 1 x 100 LH	CH34 15 x 66 LH	CH51 16 x 85 LH	GPD1 1 x 0 LL	MJR1 4 x 25 LL	PON1 1 x 100 LH	UKI1 1 x 100 LH
CH07 15 x 58 LH	CH01 27 x 100 LH	CH15 24 x 47 LA	CH17 4 x 100 LH	CH18 20 x 65 LH	CH27 5 x 75 LH	CH32 3 x 100 LH	CH36 1 x 100 LH	CH43 15 x 70 LH
CH09 11 x 76 LH	CH09 ∞ x 100 HH	CH20 15 x 85 LH	CH33 3 x 100 LH	CH41 14 x 76 LH	CH44 15 x 76 LH	CH46 26 x 69 LH	CH50 3 x 33 LA	MC05 5 x 100 LH

Region

KL-NORTH MTD | LCE 4.43% | LCR 84.85% | LH

KZD1 4 x 85 LH	KZD1 4 x 85 LH

Region

KL-SOUTH MTD | LCE 7.74% | LCR 85.00% | LH

TVP1 8 x 85 LH	KLR1 14 x 92 LH	PAS1 10 x 80 LH	PNL1 1 x 0 LL	TVP1 7 x 88 LH

Region

NORTH ARCOT MTD | LCE 12.87% | LCR 52.74% | LH

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NA01 22 x 47 LA	AKM1 16 x 47 LA	ANI1 6 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 12 x 33 LA	KPM2 57 x 43 AA	WJD1 17 x 62 LH	WJP1 12 x 59 LH
NA02 13 x 59 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 27 x 41 LA	VEL2 28 x 66 LH	VNB1 0 x NaN LL
NA03 2 x 75 LH	BGR1 16 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 1 x 100 LH

Region SOUTH ARCOT MTD | LCE 6.39% | LCR 45.24% | LA

SA01 16 x 40 LA	CUD1 40 x 35 LA	KLM1 2 x 50 LA	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 4 x 75 LH			
SA02 1 x 71 LH	CDM1 1 x 67 LH	KKI2 2 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 6 x 100 LH	VCM2 0 x NaN LL
SA03 2 x 68 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 x 40 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 10.65% | LCR 63.55% | LH

KVT1 12 x 64 LH	KVT1 10 x 46 LA	KYR1 0 x NaN LL	PKD1 19 x 75 LH	RND1 10 x 76 LH	SKD1 23 x 62 LH	SNL1 13 x 83 LH	STU2 4 x 75 LH	VKM1 18 x 50 LA
NGR1 9 x 56 LH	COL1 5 x 50 LA	KGL1 14 x 38 LA	KSM1 8 x 100 LH	MAR1 3 x 100 LH	MMT1 4 x 25 LL	NGR1 14 x 55 LH	TKY1 5 x 50 LA	
TKS1 6 x 83 LH	PDI1 6 x 67 LH	RPM1 6 x 82 LH	SDI1 3 x 100 LH	SGT1 16 x 89 LH	TKS1 5 x 80 LH	TKS2 6 x 87 LH		
TUT1 17 x 64 LH	ERL1 NaN x NaN LL	ERL2 7 x 80 LH	TCN1 18 x 61 LH	TUT1 15 x 59 LH	TUT2 11 x 38 LA	TYI1 16 x 88 LH	UDN1 55 x 77 AH	
TVL1 7 x 69 LH	ARM1 8 x 29 LL	ASM1 13 x 85 LH	TVL1 6 x 72 LH	VLY1 6 x 67 LH				
VNR1 10 x 54 LH	APK1 2 x 67 LH	APK2 27 x 56 LH	SVK1 2 x 25 LL	VNR1 32 x 59 LH	VNR2 3 x 33 LA			

Region SOUTH-03 MTD | LCE 3.40% | LCR 69.94% | LH

KKD2 4 x 68 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 9 x 57 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 12 x 79 LH	SGP1 2 x 100 LH	TDI1 0 x NaN LL	TPT1 1 x 0 LL
KRR1 2 x 88 LH	KRR1 0 x NaN LL	MPA1 0 x NaN LL	NTM1 0 x NaN LL	ODM1 4 x 100 LH	PNI1 8 x 83 LH					
MDU1 2 x 88 LH	DGL1 0 x 100 LH	DGL2 4 x 100 LH	MDU1 3 x 100 LH	MDU2 0 x NaN LL	MDU3 1 x 100 LH	MDU4 3 x 100 LH	MDU5 4 x 100 LH	MDU6 9 x 71 LH		
SVG1 6 x 65 LH	BTU1 3 x 50 LA	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 3 x 80 LH	MLR1 2 x 100 LH	NKI1 1 x 0 LL	SVG1 4 x 50 LA	TMM1 19 x 74 LH	USL1 3 x 0 LL	
TEN1 4 x 48 LA	ADP1 4 x 33 LA	BNR1 6 x 40 LA	CBM1 1 x 0 LL	CMR1 4 x 100 LH	PKM1 10 x 29 LL	TEN1 5 x 60 LH	TEN2 3 x 67 LH			

Region TIRUPATI-01 MTD | LCE 11.03% | LCR 71.79% | LH

ATP1 13 x 80 LH	ADI1 6 x 80 LH	ATP1 28 x 70 LH	DHN1 24 x 94 LH	GTL1 1 x 100 LH	KNL1 3 x 100 LH	KNL2 4 x 50 LA	NDL1 6 x 50 LA	TPI1 27 x 100 LH
KDA1 6 x 83 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 4 x 100 LH	KOU1 4 x 50 LA	MPL1 21 x 91 LH	PDT1 1 x 100 LH	PIL1 1 x 100 LH	RCY1 3 x 0 LL	RJP1 12 x 85 LH
NLR1 6 x 79 LH	KDR1 1 x 100 LH	KHT1 1 x 100 LH	KVL1 16 x 67 LH	NLR1 10 x 90 LH	NYP1 9 x 71 LH	SPE1 0 x NaN LL	VKI1 3 x 100 LH		

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TPY1 19 x 62 LH	CTO1 26 x 80 LH	PGR1 3 x 100 LH	PMR1 10 x 57 LH	PUT1 3 x 0 LL	TPY1 31 x 50 LA	TPY2 24 x 56 LH

Region TRICHY-01 MTD | LCE 6.97% | LCR 76.61% | LH

KUM1 7 x 63 LH	KIK1 3 x 100 LH	KUM1 17 x 46 LA	KUM2 4 x 83 LH	NCK1 10 x 89 LH	NGT1 9 x 75 LH	TTP1 6 x 38 LA	TVR1 4 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 19 x 88 LH	PBR1 10 x 73 LH	PBR2 7 x 57 LH	TYR1 11 x 79 LH	
TNJ1 8 x 81 LH	APM1 13 x 54 LH	MDI1 13 x 100 LH	NMM1 21 x 70 LH	ORU1 2 x 50 LA	PTK1 13 x 79 LH	TNJ1 4 x 100 LH	TNJ2 1 x 75 LH	
TRY1 4 x 85 LH	KRN1 2 x 50 LA	PDK1 18 x 68 LH	TRY1 2 x 100 LH	TRY2 8 x 100 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH		

Region VIJAYAWADA-01 MTD | LCE 19.43% | LCR 75.21% | LH

BVR1 15 x 76 LH	AMP1 16 x 57 LH	BVR1 22 x 56 LH	DPE1 1 x 100 LH	ELU1 3 x 100 LH	JGG1 4 x 100 LH	KND1 16 x 83 LH	NPR1 0 x NaN LL	PAP1 34 x 47 LA	PPM1 62 x 97 HH	RMV1 18 x 67 LH	TDD1 3 x 100 LH	TNI1 49 x 100 LH	TNK1 4 x 100 LH
GNT1 19 x 78 LH	BPP1 6 x 67 LH	CKT1 83 x 95 HH	CRL1 9 x 75 LH	GNT1 3 x 100 LH	GNT2 8 x 100 LH	NRT1 6 x 100 LH	OGL1 30 x 66 LH	PNR1 34 x 45 LA	PRL1 16 x 50 LA	RAL1 24 x 63 LH	TEL1 23 x 100 LH	VKN1 0 x NaN LL	
VJW1 25 x 72 LH	GDV1 38 x 61 LH	GVM1 52 x 73 AH	JPT1 91 x 91 HH	MTM1 23 x 73 LH	NZV1 9 x 57 LH	TVU1 18 x 88 LH	VJW1 21 x 55 LH	VJW2 6 x 50 LA	VJW3 16 x 58 LH	VJW4 9 x 86 LH	VJW5 17 x 50 LA	VUY1 17 x 88 LH	

Region WEST-01 MTD | LCE 15.03% | LCR 80.41% | LH

CBE1 24 x 82 LH	CBE1 15 x 88 LH	CBE2 28 x 69 LH	CBE3 17 x 100 LH	CBE4 17 x 89 LH	CBE5 17 x 100 LH	CBE6 90 x 100 HH	KMR1 14 x 58 LH	SNR1 8 x 100 LH	SUL1 5 x 80 LH
PLI1 3 x 100 LH	DPM2 5 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 6 x 100 LH	UMP1 2 x 100 LH				
TPR1 11 x 73 LH	TPR1 15 x 62 LH	TPR2 3 x 100 LH	TPR3 16 x 83 LH						
TPR4 13 x 79 LH	ANR1 0 x NaN LL	AVI1 10 x 100 LH	GBM1 29 x 73 LH	PPI1 34 x 70 LH	SYM2 0 x NaN LL	TPR4 4 x 100 LH			
UAM1 6 x 71 LH	CNR1 0 x NaN LL	GDR1 4 x 100 LH	KGI1 0 x NaN LL	KMD1 4 x 100 LH	MPM1 15 x 58 LH	UAM1 5 x 100 LH			

Region WEST-02 MTD | LCE 8.98% | LCR 64.07% | LH

ERD1 14 x 66 LH	CMI1 19 x 42 LA	ERD1 20 x 57 LH	ERD2 9 x 71 LH	KMM1 12 x 62 LH	NKL2 11 x 89 LH	PDR1 4 x 100 LH	RSP1 17 x 71 LH	SGG1 26 x 77 LH	TCG1 6 x 60 LH	VKL1 18 x 56 LH
HSR1 2 x 85 LH	HSR1 5 x 83 LH	HSR2 4 x 71 LH	KAM1 2 x 100 LH	KRI1 1 x 100 LH	KVP1 2 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 11 x 100 LH	HRR1 9 x 100 LH	MCR1 6 x 43 LA	MTR1 2 x 0 LL	OML1 2 x 100 LH	TRM1 14 x 50 LA		
SLM1 12 x 58 LH	APN1 17 x 67 LH	ATU1 22 x 57 LH	EDP1 2 x 100 LH	EPI1 3 x 100 LH	SLM1 23 x 49 LA	SLM2 4 x 83 LH	SLM3 2 x 67 LH	VPD1 2 x 100 LH		