



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 : 10-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	6,498	455	288	7.00%	63.30%	LH	
CHENNAI-02	5,316	615	414	11.57%	67.32%	LH	
KL-NORTH	811	61	55	7.52%	90.16%	LH	
KL-SOUTH	563	42	35	7.45%	83.33%	LH	
NORTH ARCOT	3,994	501	260	12.54%	51.90%	LH	
SOUTH ARCOT	3,507	218	91	6.22%	41.74%	LA	
SOUTH-01	7,212	777	507	10.77%	65.25%	LH	
SOUTH-03	5,574	189	129	3.39%	68.25%	LH	
TIRUPATI-01	3,114	353	259	11.34%	73.37%	LH	
TRICHY-01	5,951	419	327	7.04%	78.04%	LH	
VIJAYAWADA-01	3,428	641	467	18.70%	72.85%	LH	
WEST-01	3,111	471	383	15.14%	81.32%	LH	
WEST-02	4,287	390	257	9.10%	65.90%	LH	
<b>Total</b>	<b>53,367</b>	<b>5,132</b>	<b>3,472</b>	<b>9.62%</b>	<b>67.65%</b>	<b>LH</b>	

Region **CHENNAI-01 MTD | LCE 7.00% | LCR 63.30% | LH**

CH03 8 x 73 LH	CGL1 2 x 100 LH	CH45 1 x 100 LH	GUD1 3 x 100 LH	GUD2 3 x 75 LH	MC10 0 x NaN LL	MRM1 9 x 47 LA	SKL1 16 x 70 LH	TKM1 34 x 78 LH
CH05 9 x 65 LH	AVD1 9 x 93 LH	CH05 2 x 86 LH	CH14 17 x 55 LH	CH26 4 x 100 LH	CH30 11 x 62 LH	CH35 12 x 74 LH	CH37 1 x 0 LL	
CH06 8 x 62 LH	CH08 24 x 64 LH	CH11 ∞ x 100 HH	CH19 3 x 56 LH	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 7 x 57 LH	
CH08 7 x 51 LH	CH07 4 x 73 LH	CH22 4 x 50 LA	CH47 17 x 43 LA	CH48 2 x 75 LH	KNR1 3 x 100 LH			
CH10 2 x 65 LH	CH16 2 x 62 LH	CH28 2 x 40 LA	CH29 0 x NaN LL	CH38 1 x 100 LH	CH42 2 x 80 LH	MC09 21 x 100 LH		

Region **CHENNAI-02 MTD | LCE 11.57% | LCR 67.32% | LH**

CH01 8 x 68 LH	CH03 1 x 83 LH	CH06 2 x 67 LH	CH12 27 x 68 LH	CH23 4 x 80 LH	CH24 11 x 62 LH	MC06 3 x 100 LH		
CH04 12 x 68 LH	CH21 33 x 67 LH	CH31 1 x 100 LH	CH34 15 x 68 LH	CH51 15 x 86 LH	GPD1 1 x 0 LL	MJR1 4 x 25 LL	PON1 1 x 100 LH	UKI1 1 x 100 LH
CH07 15 x 60 LH	CH01 25 x 100 LH	CH15 24 x 50 LA	CH17 4 x 100 LH	CH18 19 x 67 LH	CH27 4 x 75 LH	CH32 3 x 100 LH	CH36 2 x 100 LH	CH43 14 x 70 LH
CH09 11 x 77 LH	CH09 ∞ x 100 HH	CH20 15 x 86 LH	CH33 3 x 100 LH	CH41 13 x 76 LH	CH44 14 x 77 LH	CH46 25 x 69 LH	CH50 4 x 56 LH	MC05 4 x 100 LH

Region **KL-NORTH MTD | LCE 7.52% | LCR 90.16% | LH**

KZD1 8 x 90 LH	KZD1 8 x 90 LH						
----------------------	----------------------	--	--	--	--	--	--

Region **KL-SOUTH MTD | LCE 7.45% | LCR 83.33% | LH**

TVP1 7 x 83 LH	KLR1 13 x 92 LH	PAS1 9 x 70 LH	PNL1 1 x 0 LL	TVP1 7 x 89 LH
----------------------	-----------------------	----------------------	---------------------	----------------------

Region **NORTH ARCOT MTD | LCE 12.54% | LCR 51.90% | LH**



# Follow-Up Lead Capturing Effectiveness as on 5/10/2026 10:00:36 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)

NA01 22 x 44 LA	AKM1 16 x 52 LH	ANI1 5 x 100 LH	ARC2 1 x 100 LH	CYR1 1 x 100 LH	KPM1 11 x 31 LA	KPM2 55 x 38 AA	WJD1 16 x 62 LH	WJP1 12 x 61 LH	
NA02 13 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 27 x 45 LA	VEL2 27 x 68 LH	VNB1 0 x NaN LL	
NA03 2 x 76 LH	BGR1 14 x 58 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 2 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 6.22% | LCR 41.74% | LA

SA01 16 x 36 LA	CUD1 38 x 30 LA	KLM1 2 x 60 LH	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 4 x 78 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 67 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 x 45 LA	TVM1 4 x 100 LH	TVM2 0 x NaN LL	VPM1 7 x 80 LH	VPM2 0 x NaN LL	

## Region SOUTH-01 MTD | LCE 10.77% | LCR 65.25% | LH

KVT1 12 x 64 LH	KVT1 9 x 40 LA	KYR1 1 x 100 LH	PKD1 21 x 79 LH	RND1 10 x 77 LH	SKD1 24 x 67 LH	SNL1 13 x 79 LH	STU2 4 x 60 LH	VKM1 16 x 50 LA
NGR1 9 x 58 LH	COL1 4 x 50 LA	KGL1 14 x 36 LA	KSM1 7 x 100 LH	MAR1 4 x 100 LH	MMT1 3 x 25 LL	NGR1 14 x 57 LH	TKY1 5 x 50 LA	
TKS1 6 x 84 LH	PDI1 5 x 50 LA	RPM1 7 x 85 LH	SDI1 3 x 100 LH	SGT1 17 x 91 LH	TKS1 6 x 85 LH	TKS2 5 x 87 LH		
TUT1 17 x 67 LH	ERL1 NaN x NaN LL	ERL2 7 x 82 LH	TCN1 18 x 59 LH	TUT1 15 x 62 LH	TUT2 11 x 42 LA	TYI1 18 x 90 LH	UDN1 57 x 80 AH	
TVL1 7 x 70 LH	ARM1 7 x 29 LL	ASM1 14 x 87 LH	TVL1 7 x 70 LH	VLY1 7 x 71 LH				
VNR1 10 x 56 LH	APK1 2 x 67 LH	APK2 25 x 56 LH	SVK1 2 x 25 LL	VNR1 29 x 59 LH	VNR2 4 x 54 LH			

## Region SOUTH-03 MTD | LCE 3.39% | LCR 68.25% | LH

KKD2 4 x 73 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 10 x 64 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PV11 13 x 82 LH	SGP1 1 x 100 LH	TDI1 0 x NaN LL	TPT1 1 x 0 LL
KRR1 2 x 89 LH	KRR1 0 x NaN LL	MPA1 1 x 100 LH	NTM1 0 x NaN LL	ODM1 4 x 100 LH	PNI1 7 x 83 LH						
MDU1 2 x 82 LH	DGL1 0 x 100 LH	DGL2 3 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 8 x 53 LH			
SVG1 6 x 61 LH	BTU1 3 x 50 LA	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 86 LH	MLR1 2 x 50 LA	NKI1 1 x 0 LL	SVG1 3 x 50 LA	TMM1 18 x 68 LH	USL1 3 x 0 LL		
TEN1 4 x 48 LA	ADP1 3 x 33 LA	BNR1 5 x 40 LA	CBM1 1 x 0 LL	CMR1 3 x 100 LH	PKM1 10 x 38 LA	TEN1 4 x 40 LA	TEN2 4 x 75 LH				

## Region TIRUPATI-01 MTD | LCE 11.34% | LCR 73.37% | LH

ATP1 12 x 80 LH	ADI1 6 x 80 LH	ATP1 26 x 70 LH	DHN1 22 x 94 LH	GTL1 1 x 100 LH	KNL1 3 x 100 LH	KNL2 5 x 60 LH	NDL1 4 x 25 LL	TPI1 30 x 100 LH	
KDA1 7 x 85 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 6 x 100 LH	KOU1 8 x 62 LH	MPL1 26 x 93 LH	PDT1 1 x 100 LH	PIL1 1 x 100 LH	RCY1 3 x 0 LL	RIP1 11 x 85 LH
NLR1 6 x 79 LH	KDR1 3 x 100 LH	KHT1 1 x 100 LH	KVL1 17 x 64 LH	NLR1 9 x 90 LH	NYP1 10 x 75 LH	SPE1 0 x NaN LL	VKI1 3 x 100 LH		



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)

TPY1 19 x 63 LH	CTO1 25 x 80 LH	PGR1 3 x 100 LH	PMR1 9 x 57 LH	PUT1 4 x 25 LL	TPY1 32 x 53 LH	TPY2 24 x 58 LH
-----------------------	-----------------------	-----------------------	----------------------	----------------------	-----------------------	-----------------------

Region TRICHY-01 MTD | LCE 7.04% | LCR 78.04% | LH

KUM1 7 x 64 LH	KIK1 4 x 100 LH	KUM1 16 x 45 LA	KUM2 4 x 86 LH	NCK1 10 x 89 LH	NGT1 9 x 75 LH	TTP1 5 x 38 LA	TVR1 5 x 100 LH	TVR2 1 x 100 LH
PBR1 9 x 82 LH	AYR1 5 x 100 LH	JKM1 0 x 100 LH	MSI1 1 x 100 LH	MVM1 21 x 89 LH	PBR1 9 x 73 LH	PBR2 7 x 62 LH	TYR1 10 x 79 LH	
TNJ1 9 x 82 LH	APM1 13 x 54 LH	MDI1 13 x 100 LH	NMM1 22 x 73 LH	ORU1 2 x 50 LA	PTK1 13 x 77 LH	TNJ1 4 x 100 LH	TNJ2 2 x 83 LH	
TRY1 4 x 86 LH	KRN1 2 x 50 LA	PDK1 18 x 70 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 18.70% | LCR 72.85% | LH

BVR1 15 x 76 LH	AMP1 15 x 57 LH	BVR1 21 x 59 LH	DPE1 1 x 100 LH	ELU1 2 x 100 LH	JGG1 3 x 100 LH	KND1 21 x 89 LH	NPR1 1 x 100 LH	PAP1 20 x 26 LL	PPM1 62 x 97 HH	RMV1 16 x 67 LH	TDD1 2 x 100 LH	TNI1 45 x 100 LH	TNK1 4 x 100 LH
GNT1 18 x 79 LH	BPP1 5 x 67 LH	CKT1 82 x 95 HH	CRL1 11 x 80 LH	GNT1 3 x 100 LH	GNT2 7 x 100 LH	NRT1 5 x 100 LH	OGL1 24 x 66 LH	PNR1 30 x 36 LA	PRL1 15 x 50 LA	RAL1 26 x 67 LH	TEL1 25 x 100 LH	VKN1 0 x NaN LL	
VJW1 24 x 66 LH	GDV1 36 x 61 LH	GVM1 53 x 74 AH	JPT1 49 x 51 LH	MTM1 23 x 75 LH	NZV1 9 x 57 LH	TVU1 21 x 89 LH	VJW1 25 x 62 LH	VJW2 6 x 50 LA	VJW3 16 x 58 LH	VJW4 10 x 88 LH	VJW5 17 x 53 LH	VUY1 15 x 88 LH	

Region WEST-01 MTD | LCE 15.14% | LCR 81.32% | LH

CBE1 24 x 83 LH	CBE1 16 x 89 LH	CBE2 28 x 70 LH	CBE3 18 x 100 LH	CBE4 17 x 89 LH	CBE5 21 x 100 LH	CBE6 86 x 100 HH	KMR1 14 x 61 LH	SNR1 7 x 100 LH	SUL1 6 x 83 LH
PLI1 3 x 100 LH	DPM2 6 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 5 x 100 LH	UMP1 2 x 100 LH				
TPR1 12 x 74 LH	TPR1 17 x 62 LH	TPR2 5 x 100 LH	TPR3 16 x 85 LH						
TPR4 14 x 81 LH	ANR1 2 x 100 LH	AVI1 11 x 100 LH	GBM1 31 x 77 LH	PPI1 31 x 70 LH	SYM2 0 x NaN LL	TPR4 3 x 100 LH			
UAM1 7 x 71 LH	CNR1 0 x NaN LL	GDR1 3 x 100 LH	KG1 0 x NaN LL	KMD1 4 x 100 LH	MPM1 17 x 64 LH	UAM1 4 x 80 LH			

Region WEST-02 MTD | LCE 9.10% | LCR 65.90% | LH

ERD1 14 x 68 LH	CMI1 18 x 42 LA	ERD1 21 x 57 LH	ERD2 9 x 72 LH	KMM1 15 x 70 LH	NKL2 11 x 90 LH	PDR1 3 x 100 LH	RSP1 22 x 78 LH	SGG1 26 x 79 LH	TCG1 7 x 67 LH	VKL1 18 x 56 LH
HSR1 2 x 81 LH	HSR1 6 x 86 LH	HSR2 3 x 57 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 70 LH	BMD1 2 x 100 LH	DPR1 1 x 100 LH	DPR2 13 x 100 LH	HRR1 8 x 100 LH	MCR1 6 x 43 LA	MTR1 2 x 0 LL	OML1 2 x 100 LH	TRM1 12 x 50 LA		
SLM1 12 x 60 LH	APN1 16 x 67 LH	ATU1 22 x 57 LH	EDP1 1 x 100 LH	EPI1 3 x 100 LH	SLM1 23 x 53 LH	SLM2 4 x 83 LH	SLM3 2 x 80 LH	VPD1 2 x 100 LH		