



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 : 11-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	7,140	490	312	6.86%	63.67%	LH	
CHENNAI-02	5,853	654	447	11.17%	68.35%	LH	
KL-NORTH	890	64	58	7.19%	90.63%	LH	
KL-SOUTH	615	44	37	7.15%	84.09%	LH	
NORTH ARCOT	4,495	529	261	11.77%	49.34%	LA	
SOUTH ARCOT	3,762	224	95	5.95%	42.41%	LA	
SOUTH-01	7,897	819	531	10.37%	64.84%	LH	
SOUTH-03	5,994	211	149	3.52%	70.62%	LH	
TIRUPATI-01	3,381	377	277	11.15%	73.47%	LH	
TRICHY-01	6,336	444	349	7.01%	78.60%	LH	
VIJAYAWADA-01	3,634	685	507	18.85%	74.01%	LH	
WEST-01	3,459	515	415	14.89%	80.58%	LH	
WEST-02	4,710	429	289	9.11%	67.37%	LH	
Total	58,168	5,485	3,727	9.43%	67.95%	LH	

Region **CHENNAI-01 MTD | LCE 6.86% | LCR 63.67% | LH**

CH03 8 x 74 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 48 LA	SKL1 15 x 65 LH	TKM1 37 x 81 LH
CH05 9 x 65 LH	AVD1 8 x 93 LH	CH05 2 x 88 LH	CH14 16 x 56 LH	CH26 3 x 100 LH	CH30 11 x 56 LH	CH35 12 x 76 LH	CH37 2 x 50 LA	
CH06 8 x 63 LH	CH08 23 x 64 LH	CH11 ∞ x 100 HH	CH19 3 x 60 LH	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 7 x 58 LH	
CH08 7 x 49 LA	CH07 3 x 73 LH	CH22 3 x 50 LA	CH47 16 x 40 LA	CH48 1 x 75 LH	KNR1 4 x 100 LH			
CH10 2 x 64 LH	CH16 2 x 70 LH	CH28 2 x 40 LA	CH29 0 x NaN LL	CH38 1 x 100 LH	CH42 2 x 60 LH	MC09 21 x 100 LH		

Region **CHENNAI-02 MTD | LCE 11.17% | LCR 68.35% | LH**

CH01 8 x 68 LH	CH03 1 x 83 LH	CH06 1 x 67 LH	CH12 25 x 66 LH	CH23 5 x 83 LH	CH24 11 x 65 LH	MC06 2 x 100 LH		
CH04 12 x 70 LH	CH21 33 x 68 LH	CH31 1 x 100 LH	CH34 15 x 68 LH	CH51 13 x 86 LH	GPD1 1 x 0 LL	MJR1 4 x 40 LA	PON1 2 x 100 LH	UKI1 1 x 100 LH
CH07 15 x 61 LH	CH01 20 x 100 LH	CH15 23 x 51 LH	CH17 3 x 100 LH	CH18 19 x 70 LH	CH27 5 x 80 LH	CH32 2 x 100 LH	CH36 2 x 100 LH	CH43 14 x 67 LH
CH09 10 x 79 LH	CH09 ∞ x 100 HH	CH20 13 x 87 LH	CH33 3 x 100 LH	CH41 12 x 76 LH	CH44 16 x 81 LH	CH46 23 x 70 LH	CH50 3 x 56 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 7.19% | LCR 90.63% | LH**

KZD1 7 x 91 LH	KZD1 7 x 91 LH						
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Region **KL-SOUTH MTD | LCE 7.15% | LCR 84.09% | LH**

TVP1 7 x 84 LH	KLR1 12 x 92 LH	PAS1 9 x 73 LH	PNL1 1 x 0 LL	TVP1 7 x 90 LH
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Region **NORTH ARCOT MTD | LCE 11.77% | LCR 49.34% | LA**



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NA01 20 x 39 LA	AKM1 15 x 54 LH	ANI1 5 x 100 LH	ARC2 2 x 100 LH	CYR1 2 x 100 LH	KPM1 11 x 35 LA	KPM2 48 x 28 LL	WJD1 16 x 66 LH	WJP1 11 x 63 LH	
NA02 12 x 63 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 26 x 50 LA	VEL2 25 x 69 LH	VNB1 0 x NaN LL	
NA03 2 x 76 LH	BGR1 13 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 5.95% | LCR 42.41% | LA

SA01 15 x 37 LA	CUD1 37 x 32 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 1 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 5 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 10.37% | LCR 64.84% | LH

KVT1 11 x 64 LH	KVT1 8 x 40 LA	KYR1 2 x 100 LH	PKD1 22 x 80 LH	RND1 9 x 77 LH	SKD1 24 x 62 LH	SNL1 13 x 80 LH	STU2 5 x 67 LH	VKM1 16 x 50 LA
NGR1 9 x 60 LH	COL1 4 x 50 LA	KGL1 14 x 44 LA	KSM1 6 x 100 LH	MAR1 5 x 100 LH	MMT1 3 x 25 LL	NGR1 13 x 56 LH	TKY1 5 x 60 LH	
TKS1 6 x 82 LH	PDI1 5 x 57 LH	RPM1 6 x 85 LH	SDI1 2 x 100 LH	SGT1 18 x 85 LH	TKS1 6 x 79 LH	TKS2 5 x 87 LH		
TUT1 16 x 64 LH	ERL1 NaN x NaN LL	ERL2 6 x 82 LH	TCN1 18 x 53 LH	TUT1 14 x 59 LH	TUT2 10 x 41 LA	TYI1 19 x 92 LH	UDN1 54 x 77 AH	
TVL1 7 x 70 LH	ARM1 8 x 38 LA	ASM1 14 x 82 LH	TVL1 6 x 70 LH	VLY1 6 x 72 LH				
VNR1 9 x 58 LH	APK1 2 x 75 LH	APK2 24 x 57 LH	SVK1 2 x 40 LA	VNR1 28 x 61 LH	VNR2 4 x 53 LH			

Region SOUTH-03 MTD | LCE 3.52% | LCR 70.62% | LH

KKD2 4 x 74 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 10 x 69 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PV11 14 x 79 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 3 x 100 LH	PNI1 7 x 83 LH						
MDU1 2 x 84 LH	DGL1 0 x 100 LH	DGL2 7 x 100 LH	MDU1 3 x 100 LH	MDU2 0 x NaN LL	MDU3 2 x 100 LH	MDU4 2 x 100 LH	MDU5 4 x 100 LH	MDU6 7 x 53 LH			
SVG1 6 x 64 LH	BTU1 2 x 50 LA	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 88 LH	MLR1 2 x 50 LA	NKI1 1 x 0 LL	SVG1 4 x 60 LH	TMM1 19 x 69 LH	USL1 3 x 0 LL		
TEN1 4 x 52 LH	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 5 x 83 LH				

Region TIRUPATI-01 MTD | LCE 11.15% | LCR 73.47% | LH

ATP1 12 x 82 LH	ADI1 6 x 83 LH	ATP1 25 x 72 LH	DHN1 24 x 95 LH	GTL1 2 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 86 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 6 x 100 LH	KOU1 9 x 56 LH	MPL1 28 x 94 LH	PDT1 6 x 100 LH	PIL1 2 x 100 LH	RCY1 3 x 0 LL	RIP1 11 x 85 LH
NLR1 6 x 80 LH	KDR1 3 x 100 LH	KHT1 1 x 100 LH	KVL1 18 x 67 LH	NLR1 9 x 90 LH	NYP1 10 x 78 LH	SPE1 0 x NaN LL	VKI1 3 x 100 LH		



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TPY1 18 x 60 LH	CTO1 24 x 79 LH	PGR1 3 x 100 LH	PMR1 8 x 57 LH	PUT1 3 x 25 LL	TPY1 27 x 42 LA	TPY2 24 x 57 LH
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Region TRICHY-01 MTD | LCE 7.01% | LCR 78.60% | LH

KUM1 7 x 64 LH	KIK1 4 x 100 LH	KUM1 16 x 49 LA	KUM2 4 x 86 LH	NCK1 9 x 89 LH	NGT1 9 x 76 LH	TTP1 5 x 25 LL	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 9 x 84 LH	AYR1 4 x 100 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 23 x 91 LH	PBR1 8 x 73 LH	PBR2 7 x 62 LH	TYR1 10 x 80 LH	
TNJ1 8 x 81 LH	APM1 12 x 54 LH	MDI1 13 x 97 LH	NMM1 22 x 71 LH	ORU1 2 x 50 LA	PTK1 13 x 77 LH	TNJ1 4 x 100 LH	TNJ2 2 x 86 LH	
TRY1 4 x 87 LH	KRN1 2 x 50 LA	PDK1 19 x 71 LH	TRY1 2 x 100 LH	TRY2 7 x 100 LH	TRY3 3 x 100 LH	TRY4 4 x 100 LH		

Region VIJAYAWADA-01 MTD | LCE 18.85% | LCR 74.01% | LH

BVR1 15 x 77 LH	AMP1 14 x 57 LH	BVR1 22 x 62 LH	DPE1 1 x 100 LH	ELU1 2 x 100 LH	JGG1 3 x 100 LH	KND1 23 x 91 LH	NPR1 1 x 100 LH	PAP1 20 x 32 LA	PPM1 61 x 97 HH	RMV1 16 x 67 LH	TDD1 2 x 100 LH	TNI1 44 x 100 LH	TNK1 4 x 100 LH
GNT1 18 x 80 LH	BPP1 5 x 67 LH	CKT1 80 x 94 HH	CRL1 14 x 86 LH	GNT1 3 x 100 LH	GNT2 7 x 100 LH	NRT1 5 x 100 LH	OGL1 22 x 66 LH	PNR1 28 x 36 LA	PRL1 15 x 50 LA	RAL1 26 x 68 LH	TEL1 26 x 100 LH	VKN1 0 x NaN LL	
VJW1 24 x 67 LH	GDV1 35 x 63 LH	GVM1 56 x 76 AH	JPT1 45 x 54 LH	MTM1 24 x 78 LH	NZV1 9 x 57 LH	TVU1 20 x 89 LH	VJW1 26 x 61 LH	VJW2 6 x 60 LH	VJW3 15 x 60 LH	VJW4 9 x 88 LH	VJW5 19 x 59 LH	VUY1 16 x 89 LH	

Region WEST-01 MTD | LCE 14.89% | LCR 80.58% | LH

CBE1 23 x 82 LH	CBE1 15 x 89 LH	CBE2 28 x 69 LH	CBE3 17 x 100 LH	CBE4 15 x 90 LH	CBE5 18 x 100 LH	CBE6 81 x 100 HH	KMR1 13 x 59 LH	SNR1 6 x 100 LH	SUL1 5 x 83 LH
PLI1 3 x 100 LH	DPM2 6 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 70 LH	TPR1 15 x 56 LH	TPR2 4 x 100 LH	TPR3 15 x 85 LH						
TPR4 16 x 82 LH	ANR1 2 x 100 LH	AVI1 15 x 100 LH	GBM1 34 x 74 LH	PPI1 34 x 75 LH	SYM2 0 x NaN LL	TPR4 3 x 100 LH			
UAM1 6 x 66 LH	CNR1 0 x NaN LL	GDR1 3 x 100 LH	KG1 0 x NaN LL	KMD1 3 x 100 LH	MPM1 16 x 57 LH	UAM1 4 x 80 LH			

Region WEST-02 MTD | LCE 9.11% | LCR 67.37% | LH

ERD1 15 x 70 LH	CMI1 17 x 50 LA	ERD1 20 x 58 LH	ERD2 8 x 73 LH	KMM1 17 x 69 LH	NKL2 10 x 86 LH	PDR1 3 x 100 LH	RSP1 22 x 81 LH	SGG1 28 x 81 LH	TCG1 10 x 78 LH	VKL1 25 x 71 LH
HSR1 2 x 77 LH	HSR1 5 x 86 LH	HSR2 3 x 57 LH	KAM1 2 x 100 LH	KRI1 1 x 100 LH	KVP1 2 x 50 LA	PLC1 0 x NaN LL	PMP1 2 x 100 LH	SGI1 0 x NaN LL		
MTR1 6 x 70 LH	BMD1 3 x 67 LH	DPR1 1 x 100 LH	DPR2 15 x 92 LH	HRR1 8 x 100 LH	MCR1 5 x 43 LA	MTR1 2 x 0 LL	OML1 2 x 100 LH	TRM1 12 x 55 LH		
SLM1 11 x 61 LH	APN1 16 x 71 LH	ATU1 21 x 59 LH	EDP1 1 x 100 LH	EPI1 2 x 100 LH	SLM1 22 x 54 LH	SLM2 3 x 83 LH	SLM3 3 x 83 LH	VPD1 2 x 100 LH		