



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 : 12-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	7,569	509	323	6.72%	63.46%	LH	
CHENNAI-02	6,195	681	468	10.99%	68.72%	LH	
KL-NORTH	963	68	60	7.06%	88.24%	LH	
KL-SOUTH	658	44	37	6.69%	84.09%	LH	
NORTH ARCOT	4,787	543	265	11.34%	48.80%	LA	
SOUTH ARCOT	3,995	232	102	5.81%	43.97%	LA	
SOUTH-01	8,517	886	581	10.40%	65.58%	LH	
SOUTH-03	6,384	236	167	3.70%	70.76%	LH	
TIRUPATI-01	3,617	398	296	11.00%	74.37%	LH	
TRICHY-01	6,728	475	377	7.06%	79.37%	LH	
VIJAYAWADA-01	3,877	751	569	19.37%	75.77%	LH	
WEST-01	3,716	544	436	14.64%	80.15%	LH	
WEST-02	5,034	461	312	9.16%	67.68%	LH	
Total	62,041	5,828	3,993	9.39%	68.51%	LH	

Region **CHENNAI-01 MTD | LCE 6.72% | LCR 63.46% | 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 10 x 48 LA	SKL1 13 x 65 LH	TKM1 37 x 82 LH
CH05 9 x 63 LH	AVD1 8 x 93 LH	CH05 2 x 78 LH	CH14 16 x 54 LH	CH26 5 x 100 LH	CH30 10 x 52 LH	CH35 12 x 77 LH	CH37 2 x 50 LA	
CH06 7 x 63 LH	CH08 20 x 64 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 58 LH	
CH08 7 x 51 LH	CH07 4 x 75 LH	CH22 3 x 57 LH	CH47 16 x 41 LA	CH48 1 x 75 LH	KNR1 4 x 100 LH			
CH10 2 x 67 LH	CH16 3 x 75 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 10.99% | LCR 68.72% | LH**

CH01 8 x 69 LH	CH03 1 x 83 LH	CH06 1 x 67 LH	CH12 25 x 67 LH	CH23 4 x 83 LH	CH24 11 x 67 LH	MC06 2 x 100 LH		
CH04 12 x 69 LH	CH21 31 x 67 LH	CH31 1 x 100 LH	CH34 17 x 70 LH	CH51 14 x 86 LH	GPD1 1 x 0 LL	MJR1 4 x 40 LA	PON1 1 x 100 LH	UKI1 1 x 100 LH
CH07 15 x 62 LH	CH01 30 x 100 LH	CH15 23 x 51 LH	CH17 4 x 100 LH	CH18 19 x 71 LH	CH27 5 x 80 LH	CH32 2 x 100 LH	CH36 2 x 100 LH	CH43 13 x 62 LH
CH09 10 x 79 LH	CH09 ∞ x 100 HH	CH20 14 x 88 LH	CH33 3 x 100 LH	CH41 11 x 76 LH	CH44 16 x 82 LH	CH46 22 x 70 LH	CH50 3 x 56 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 7.06% | LCR 88.24% | LH**

KZD1 7 x 88 LH	KZD1 7 x 88 LH							
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Region **KL-SOUTH MTD | LCE 6.69% | LCR 84.09% | LH**

TVP1 7 x 84 LH	KLR1 11 x 92 LH	PAS1 8 x 73 LH	PNL1 1 x 0 LL	TVP1 6 x 90 LH
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Region **NORTH ARCOT MTD | LCE 11.34% | LCR 48.80% | LA**



Follow-Up Lead Capturing Effectiveness as on 5/12/2026 10:00:13 AM

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NA01 20 x 39 LA	AKM1 14 x 54 LH	ANI1 4 x 100 LH	ARC2 2 x 100 LH	CYR1 2 x 100 LH	KPM1 11 x 39 LA	KPM2 47 x 27 LL	WJD1 15 x 66 LH	WJP1 10 x 58 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 25 x 49 LA	VEL2 25 x 69 LH	VNB1 0 x NaN LL	
NA03 1 x 76 LH	BGR1 12 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 5.81% | LCR 43.97% | LA

SA01 14 x 38 LA	CUD1 35 x 33 LA	KLM1 2 x 60 LH	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 4 x 78 LH				
SA02 1 x 75 LH	CDM1 1 x 67 LH	KKI2 2 x 40 LA	KML1 0 x NaN LL	NVL2 3 x 83 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 6 x 80 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 10.40% | LCR 65.58% | LH

KVT1 11 x 64 LH	KVT1 8 x 42 LA	KYR1 2 x 75 LH	PKD1 20 x 80 LH	RND1 9 x 76 LH	SKD1 23 x 61 LH	SNL1 13 x 77 LH	STU2 4 x 50 LA	VKM1 17 x 56 LH
NGR1 9 x 62 LH	COL1 4 x 50 LA	KGL1 13 x 44 LA	KSM1 9 x 100 LH	MAR1 5 x 100 LH	MMT1 3 x 25 LL	NGR1 13 x 57 LH	TKY1 6 x 67 LH	
TKS1 6 x 82 LH	PDI1 6 x 50 LA	RPM1 6 x 85 LH	SDI1 2 x 100 LH	SGT1 23 x 89 LH	TKS1 6 x 81 LH	TKS2 5 x 88 LH		
TUT1 16 x 65 LH	ERL1 NaN x NaN LL	ERL2 6 x 83 LH	TCN1 17 x 51 LH	TUT1 14 x 61 LH	TUT2 10 x 44 LA	TYI1 17 x 92 LH	UDN1 56 x 76 AH	
TVL1 7 x 73 LH	ARM1 7 x 38 LA	ASM1 16 x 86 LH	TVL1 6 x 72 LH	VLY1 6 x 74 LH				
VNR1 10 x 57 LH	APK1 3 x 60 LH	APK2 26 x 58 LH	SVK1 2 x 40 LA	VNR1 30 x 63 LH	VNR2 4 x 44 LA			

Region SOUTH-03 MTD | LCE 3.70% | LCR 70.76% | LH

KKD2 4 x 75 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 10 x 67 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PV11 16 x 83 LH	SGP1 1 x 100 LH	TDI1 0 x NaN LL	TPT1 1 x 0 LL
KRR1 2 x 90 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 3 x 87 LH	DGL1 0 x 100 LH	DGL2 7 x 100 LH	MDU1 4 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 56 LH			
SVG1 6 x 58 LH	BTU1 2 x 50 LA	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 75 LH	MLR1 3 x 67 LH	NKI1 1 x 0 LL	SVG1 5 x 67 LH	TMM1 19 x 60 LH	USL1 3 x 0 LL		
TEN1 4 x 56 LH	ADP1 3 x 33 LA	BNR1 4 x 40 LA	CBM1 1 x 0 LL	CMR1 4 x 100 LH	PKM1 9 x 38 LA	TEN1 4 x 50 LA	TEN2 5 x 86 LH				

Region TIRUPATI-01 MTD | LCE 11.00% | LCR 74.37% | LH

ATP1 12 x 82 LH	ADI1 7 x 86 LH	ATP1 24 x 70 LH	DHN1 24 x 96 LH	GTL1 2 x 100 LH	KNL1 3 x 100 LH	KNL2 5 x 60 LH	NDL1 4 x 40 LA	TPI1 30 x 100 LH	
KDA1 7 x 86 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 7 x 100 LH	KOU1 8 x 56 LH	MPL1 26 x 94 LH	PDT1 6 x 100 LH	PIL1 2 x 100 LH	RCY1 3 x 0 LL	RIP1 11 x 86 LH
NLR1 6 x 81 LH	KDR1 3 x 100 LH	KHT1 1 x 100 LH	KVL1 19 x 71 LH	NLR1 8 x 90 LH	NYP1 10 x 78 LH	SPE1 0 x NaN LL	VKI1 2 x 100 LH		



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TPY1 18 x 62 LH	CTO1 24 x 80 LH	PGR1 3 x 100 LH	PMR1 7 x 57 LH	PUT1 3 x 25 LL	TPY1 28 x 45 LA	TPY2 24 x 59 LH
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Region **TRICHY-01 MTD | LCE 7.06% | LCR 79.37% | LH**

KUM1 7 x 64 LH	KIK1 4 x 100 LH	KUM1 15 x 50 LA	KUM2 4 x 86 LH	NCK1 11 x 91 LH	NGT1 9 x 67 LH	TTP1 4 x 25 LL	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 10 x 85 LH	AYR1 4 x 86 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 25 x 92 LH	PBR1 8 x 73 LH	PBR2 7 x 65 LH	TYR1 10 x 81 LH	
TNJ1 8 x 82 LH	APM1 12 x 54 LH	MDI1 14 x 97 LH	NMM1 21 x 72 LH	ORU1 2 x 50 LA	PTK1 12 x 77 LH	TNJ1 5 x 100 LH	TNJ2 2 x 86 LH	
TRY1 4 x 87 LH	KRN1 1 x 50 LA	PDK1 19 x 73 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 19.37% | LCR 75.77% | LH**

BVR1 15 x 78 LH	AMP1 15 x 62 LH	BVR1 24 x 68 LH	DPE1 2 x 100 LH	ELU1 2 x 100 LH	JGG1 3 x 100 LH	KND1 22 x 91 LH	NPR1 1 x 100 LH	PAP1 18 x 26 LL	PPM1 72 x 98 HH	RMV1 15 x 67 LH	TDD1 2 x 100 LH	TNI1 43 x 100 LH	TNK1 4 x 100 LH
GNT1 18 x 81 LH	BPP1 6 x 75 LH	CKT1 83 x 94 HH	CRL1 13 x 86 LH	GNT1 4 x 100 LH	GNT2 7 x 100 LH	NRT1 4 x 100 LH	OGL1 21 x 67 LH	PNR1 26 x 36 LA	PRL1 16 x 56 LH	RAL1 25 x 68 LH	TEL1 26 x 100 LH	VKN1 0 x NaN LL	
VJW1 25 x 70 LH	GDV1 34 x 63 LH	GVM1 60 x 79 AH	JPT1 49 x 60 LH	MTM1 23 x 78 LH	NZV1 9 x 62 LH	TVU1 25 x 91 LH	VJW1 30 x 67 LH	VJW2 7 x 67 LH	VJW3 14 x 62 LH	VJW4 10 x 89 LH	VJW5 17 x 53 LH	VUY1 15 x 78 LH	

Region **WEST-01 MTD | LCE 14.64% | LCR 80.15% | LH**

CBE1 22 x 81 LH	CBE1 14 x 90 LH	CBE2 26 x 67 LH	CBE3 16 x 100 LH	CBE4 16 x 88 LH	CBE5 19 x 100 LH	CBE6 80 x 100 HH	KMR1 13 x 61 LH	SNR1 7 x 100 LH	SUL1 5 x 83 LH
PLI1 3 x 100 LH	DPM2 6 x 100 LH	KGM1 0 x NaN LL	PDM1 1 x 100 LH	PLI1 6 x 100 LH	UMP1 2 x 100 LH				
TPR1 11 x 72 LH	TPR1 15 x 56 LH	TPR2 5 x 100 LH	TPR3 15 x 86 LH						
TPR4 16 x 82 LH	ANR1 2 x 100 LH	AVI1 16 x 100 LH	GBM1 33 x 71 LH	PPI1 35 x 78 LH	SYM2 0 x NaN LL	TPR4 3 x 100 LH			
UAM1 6 x 62 LH	CNR1 0 x NaN LL	GDR1 3 x 100 LH	KG1 0 x NaN LL	KMD1 3 x 100 LH	MPM1 15 x 52 LH	UAM1 4 x 80 LH			

Region **WEST-02 MTD | LCE 9.16% | LCR 67.68% | LH**

ERD1 15 x 72 LH	CMI1 17 x 53 LH	ERD1 20 x 58 LH	ERD2 8 x 75 LH	KMM1 16 x 69 LH	NKL2 10 x 87 LH	PDR1 5 x 100 LH	RSP1 23 x 83 LH	SGG1 32 x 84 LH	TCG1 10 x 78 LH	VKL1 23 x 71 LH
HSR1 3 x 84 LH	HSR1 7 x 91 LH	HSR2 4 x 73 LH	KAM1 2 x 100 LH	KRI1 2 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 64 LH	BMD1 3 x 67 LH	DPR1 1 x 100 LH	DPR2 16 x 67 LH	HRR1 8 x 100 LH	MCR1 5 x 43 LA	MTR1 1 x 0 LL	OML1 2 x 100 LH	TRM1 12 x 55 LH		
SLM1 11 x 60 LH	APN1 16 x 68 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 71 LH	VPD1 1 x 100 LH		