



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 : 14-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	8,317	555	358	6.67%	64.50%	LH	
CHENNAI-02	6,900	742	515	10.75%	69.41%	LH	
KL-NORTH	1,125	83	69	7.38%	83.13%	LH	
KL-SOUTH	759	48	41	6.32%	85.42%	LH	
NORTH ARCOT	5,320	577	274	10.85%	47.49%	LA	
SOUTH ARCOT	4,480	242	106	5.40%	43.80%	LA	
SOUTH-01	9,643	988	665	10.25%	67.31%	LH	
SOUTH-03	7,166	260	182	3.63%	70.00%	LH	
TIRUPATI-01	3,978	446	333	11.21%	74.66%	LH	
TRICHY-01	7,476	560	456	7.49%	81.43%	LH	
VIJAYAWADA-01	4,397	1,252	1,050	28.47%	83.87%	LH	
WEST-01	4,209	610	489	14.49%	80.16%	LH	
WEST-02	5,638	530	370	9.40%	69.81%	LH	
<b>Total</b>	<b>69,410</b>	<b>6,893</b>	<b>4,908</b>	<b>9.93%</b>	<b>71.20%</b>	<b>LH</b>	

Region **CHENNAI-01 MTD | LCE 6.67% | LCR 64.50% | LH**

CH03 8 x 73 LH	CGL1 1 x 100 LH	CH45 1 x 100 LH	GUD1 3 x 100 LH	GUD2 3 x 75 LH	MC10 0 x NaN LL	MRM1 11 x 50 LA	SKL1 12 x 65 LH	TKM1 36 x 80 LH
CH05 9 x 65 LH	AVD1 9 x 94 LH	CH05 2 x 82 LH	CH14 15 x 55 LH	CH26 6 x 100 LH	CH30 11 x 53 LH	CH35 11 x 78 LH	CH37 3 x 75 LH	
CH06 7 x 65 LH	CH08 20 x 64 LH	CH11 ∞ x 100 HH	CH19 3 x 55 LH	CH25 1 x 100 LH	CH39 1 x 100 LH	CH40 0 x NaN LL	CH49 7 x 64 LH	
CH08 7 x 51 LH	CH07 4 x 77 LH	CH22 3 x 43 LA	CH47 15 x 42 LA	CH48 1 x 75 LH	KNR1 4 x 100 LH			
CH10 2 x 69 LH	CH16 3 x 75 LH	CH28 1 x 40 LA	CH29 0 x NaN LL	CH38 1 x 100 LH	CH42 1 x 60 LH	MC09 21 x 100 LH		

Region **CHENNAI-02 MTD | LCE 10.75% | LCR 69.41% | LH**

CH01 8 x 71 LH	CH03 1 x 89 LH	CH06 1 x 67 LH	CH12 24 x 70 LH	CH23 4 x 67 LH	CH24 12 x 71 LH	MC06 2 x 100 LH		
CH04 11 x 70 LH	CH21 29 x 66 LH	CH31 1 x 100 LH	CH34 16 x 72 LH	CH51 12 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 53 x 100 AH	CH15 24 x 53 LH	CH17 4 x 100 LH	CH18 17 x 69 LH	CH27 4 x 80 LH	CH32 4 x 100 LH	CH36 2 x 100 LH	CH43 12 x 62 LH
CH09 10 x 79 LH	CH09 ∞ x 100 HH	CH20 13 x 83 LH	CH33 3 x 100 LH	CH41 10 x 77 LH	CH44 18 x 85 LH	CH46 20 x 69 LH	CH50 3 x 56 LH	MC05 4 x 100 LH

Region **KL-NORTH MTD | LCE 7.38% | LCR 83.13% | LH**

KZD1 7 x 83 LH	KZD1 7 x 83 LH							
----------------------	----------------------	--	--	--	--	--	--	--

Region **KL-SOUTH MTD | LCE 6.32% | LCR 85.42% | LH**

TVP1 6 x 85 LH	KLR1 12 x 93 LH	PAS1 8 x 75 LH	PNL1 1 x 0 LL	TVP1 5 x 90 LH
----------------------	-----------------------	----------------------	---------------------	----------------------

Region **NORTH ARCOT MTD | LCE 10.85% | LCR 47.49% | LA**



# Follow-Up Lead Capturing Effectiveness as on 5/14/2026 10:00:29 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 19 x 36 LA	AKM1 14 x 54 LH	ANI1 4 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 10 x 42 LA	KPM2 43 x 23 LL	WJD1 14 x 65 LH	WJP1 11 x 62 LH	
NA02 11 x 62 LH	ABR1 0 x NaN LL	CGM1 1 x 100 LH	GDM1 1 x 100 LH	PLR1 0 x NaN LL	TRR1 1 x 100 LH	VEL1 24 x 51 LH	VEL2 24 x 66 LH	VNB1 0 x NaN LL	
NA03 2 x 82 LH	BGR1 15 x 72 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 5.40% | LCR 43.80% | LA

SA01 14 x 37 LA	CUD1 34 x 32 LA	KLM1 2 x 60 LH	MKM1 1 x 100 LH	POY1 2 x 100 LH	POY2 4 x 78 LH				
SA02 1 x 76 LH	CDM1 1 x 67 LH	KKI2 2 x 40 LA	KML1 1 x 100 LH	NVL2 3 x 83 LH	PRT1 1 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 4 x 100 LH	VCM2 0 x NaN LL
SA03 2 x 70 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 4 x 50 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 10.25% | LCR 67.31% | LH

KVT1 11 x 66 LH	KVT1 7 x 44 LA	KYR1 3 x 83 LH	PKD1 20 x 83 LH	RND1 9 x 78 LH	SKD1 20 x 61 LH	SNL1 12 x 77 LH	STU2 5 x 50 LA	VKM1 17 x 58 LH
NGR1 9 x 66 LH	COL1 7 x 75 LH	KGL1 13 x 50 LA	KSM1 7 x 100 LH	MAR1 8 x 100 LH	MMT1 2 x 25 LL	NGR1 13 x 59 LH	TKY1 5 x 67 LH	
TKS1 6 x 84 LH	PDI1 5 x 50 LA	RPM1 5 x 86 LH	SDI1 3 x 100 LH	SGT1 24 x 90 LH	TKS1 5 x 81 LH	TKS2 5 x 89 LH		
TUT1 16 x 67 LH	ERL1 NaN x NaN LL	ERL2 6 x 77 LH	TCN1 14 x 51 LH	TUT1 14 x 62 LH	TUT2 10 x 46 LA	TYI1 15 x 93 LH	UDN1 64 x 80 HH	
TVL1 7 x 76 LH	ARM1 7 x 44 LA	ASM1 16 x 88 LH	TVL1 7 x 76 LH	VLY1 6 x 75 LH				
VNR1 9 x 53 LH	APK1 3 x 67 LH	APK2 23 x 57 LH	SVK1 2 x 40 LA	VNR1 28 x 53 LH	VNR2 4 x 44 LA			

## Region SOUTH-03 MTD | LCE 3.63% | LCR 70.00% | LH

KKD2 4 x 74 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 9 x 68 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 0 x 0 LL
KRR1 2 x 93 LH	KRR1 2 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 6 x 83 LH						
MDU1 3 x 88 LH	DGL1 0 x 100 LH	DGL2 6 x 100 LH	MDU1 4 x 100 LH	MDU2 0 x NaN LL	MDU3 3 x 100 LH	MDU4 2 x 100 LH	MDU5 3 x 100 LH	MDU6 7 x 62 LH			
SVG1 6 x 54 LH	BTU1 3 x 33 LA	KPT1 2 x 33 LA	KYK1 1 x 100 LH	MDU7 6 x 85 LH	MLR1 2 x 67 LH	NKI1 1 x 0 LL	SVG1 4 x 67 LH	TMM1 17 x 50 LA	USL1 2 x 0 LL		
TEN1 4 x 56 LH	ADP1 2 x 33 LA	BNR1 4 x 50 LA	CBM1 1 x 0 LL	CMR1 4 x 100 LH	PKM1 7 x 38 LA	TEN1 4 x 50 LA	TEN2 4 x 71 LH				

## Region TIRUPATI-01 MTD | LCE 11.21% | LCR 74.66% | LH

ATP1 13 x 83 LH	ADI1 6 x 86 LH	ATP1 23 x 71 LH	DHN1 28 x 97 LH	GTL1 3 x 100 LH	KNL1 3 x 100 LH	KNL2 5 x 50 LA	NDL1 4 x 40 LA	TPI1 36 x 100 LH	
KDA1 7 x 86 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 9 x 100 LH	KOU1 10 x 58 LH	MPL1 24 x 94 LH	PDT1 5 x 100 LH	PIL1 5 x 80 LH	RCY1 2 x 0 LL	RIP1 11 x 87 LH
NLR1 6 x 83 LH	KDR1 3 x 100 LH	KHT1 1 x 100 LH	KVL1 21 x 75 LH	NLR1 7 x 90 LH	NYP1 10 x 80 LH	SPE1 0 x NaN LL	VKI1 2 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 18 x 61 LH	CTO1 24 x 81 LH	PGR1 2 x 100 LH	PMR1 8 x 62 LH	PUT1 5 x 57 LH	TPY1 28 x 42 LA	TPY2 24 x 56 LH
-----------------------	-----------------------	-----------------------	----------------------	----------------------	-----------------------	-----------------------

Region **TRICHY-01 MTD | LCE 7.49% | LCR 81.43% | LH**

KUM1 7 x 67 LH	KIK1 4 x 100 LH	KUM1 15 x 52 LH	KUM2 3 x 86 LH	NCK1 18 x 95 LH	NGT1 9 x 65 LH	TTP1 4 x 25 LL	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 10 x 87 LH	AYR1 5 x 89 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 27 x 93 LH	PBR1 10 x 81 LH	PBR2 7 x 67 LH	TYR1 10 x 83 LH	
TNJ1 9 x 84 LH	APM1 10 x 54 LH	MDI1 17 x 98 LH	NMM1 22 x 75 LH	ORU1 4 x 80 LH	PTK1 13 x 81 LH	TNJ1 5 x 96 LH	TNJ2 2 x 78 LH	
TRY1 4 x 87 LH	KRN1 1 x 50 LA	PDK1 18 x 70 LH	TRY1 2 x 100 LH	TRY2 9 x 100 LH	TRY3 4 x 100 LH	TRY4 3 x 100 LH		

Region **VIJAYAWADA-01 MTD | LCE 28.47% | LCR 83.87% | LH**

BVR1 16 x 79 LH	AMP1 13 x 62 LH	BVR1 23 x 62 LH	DPE1 4 x 100 LH	ELU1 2 x 100 LH	JGG1 3 x 100 LH	KND1 31 x 94 LH	NPR1 1 x 100 LH	PAP1 16 x 29 LL	PPM1 79 x 98 HH	RMV1 16 x 72 LH	TDD1 2 x 100 LH	TNI1 41 x 97 LH	TNK1 3 x 100 LH
GNT1 43 x 92 LH	BPP1 6 x 75 LH	CKT1 98 x 95 HH	CRL1 19 x 89 LH	GNT1 46 x 100 LH	GNT2 83 x 100 HH	NRT1 32 x 100 LH	OGL1 36 x 83 LH	PNR1 56 x 74 AH	PRL1 68 x 89 HH	RAL1 34 x 78 LH	TEL1 25 x 97 LH	VKN1 54 x 100 AH	
VJW1 26 x 72 LH	GDV1 36 x 70 LH	GVM1 61 x 81 HH	JPT1 51 x 63 AH	MTM1 35 x 87 LH	NZV1 8 x 62 LH	TVU1 22 x 69 LH	VJW1 30 x 70 LH	VJW2 11 x 82 LH	VJW3 13 x 58 LH	VJW4 11 x 91 LH	VJW5 15 x 53 LH	VUY1 15 x 80 LH	

Region **WEST-01 MTD | LCE 14.49% | LCR 80.16% | LH**

CBE1 21 x 81 LH	CBE1 14 x 90 LH	CBE2 24 x 66 LH	CBE3 17 x 100 LH	CBE4 15 x 88 LH	CBE5 20 x 100 LH	CBE6 72 x 100 HH	KMR1 12 x 58 LH	SNR1 8 x 100 LH	SUL1 4 x 83 LH
PLI1 3 x 100 LH	DPM2 5 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 74 LH	TPR1 14 x 57 LH	TPR2 5 x 100 LH	TPR3 18 x 89 LH						
TPR4 19 x 85 LH	ANR1 3 x 100 LH	AVI1 18 x 100 LH	GBM1 35 x 73 LH	PPI1 35 x 77 LH	SYM2 0 x NaN LL	TPR4 22 x 100 LH			
UAM1 6 x 59 LH	CNR1 0 x NaN LL	GDR1 3 x 67 LH	KG1 0 x NaN LL	KMD1 3 x 100 LH	MPM1 16 x 52 LH	UAM1 3 x 80 LH			

Region **WEST-02 MTD | LCE 9.40% | LCR 69.81% | LH**

ERD1 16 x 75 LH	CMI1 19 x 63 LH	ERD1 22 x 63 LH	ERD2 10 x 77 LH	KMM1 15 x 69 LH	NKL2 10 x 88 LH	PDR1 5 x 100 LH	RSP1 24 x 86 LH	SGG1 31 x 81 LH	TCG1 11 x 82 LH	VKL1 23 x 76 LH
HSR1 3 x 87 LH	HSR1 8 x 93 LH	HSR2 4 x 75 LH	KAM1 2 x 100 LH	KRI1 2 x 100 LH	KVP1 3 x 75 LH	PLC1 0 x NaN LL	PMP1 2 x 100 LH	SGI1 0 x NaN LL		
MTR1 6 x 63 LH	BMD1 3 x 75 LH	DPR1 1 x 100 LH	DPR2 19 x 63 LH	HRR1 7 x 100 LH	MCR1 4 x 43 LA	MTR1 2 x 50 LA	OML1 3 x 100 LH	TRM1 10 x 45 LA		
SLM1 11 x 62 LH	APN1 16 x 72 LH	ATU1 21 x 57 LH	EDP1 1 x 100 LH	EPI1 2 x 100 LH	SLM1 21 x 55 LH	SLM2 4 x 86 LH	SLM3 3 x 78 LH	VPD1 1 x 100 LH		