



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 : 15-May-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,720	577	374	6.62%	64.82%	LH
CHENNAI-02	7,263	796	563	10.96%	70.73%	LH
KL-NORTH	1,201	91	75	7.58%	82.42%	LH
KL-SOUTH	833	50	43	6.00%	86.00%	LH
NORTH ARCOT	5,609	604	296	10.77%	49.01%	LA
SOUTH ARCOT	4,711	251	113	5.33%	45.02%	LA
SOUTH-01	10,228	1,044	713	10.21%	68.30%	LH
SOUTH-03	7,535	275	196	3.65%	71.27%	LH
TIRUPATI-01	4,193	467	348	11.14%	74.52%	LH
TRICHY-01	7,865	607	496	7.72%	81.71%	LH
VIJAYAWADA-01	4,636	1,333	1,122	28.75%	84.17%	LH
WEST-01	4,500	635	503	14.11%	79.21%	LH
WEST-02	5,939	567	402	9.55%	70.90%	LH
Total	73,233	7,297	5,244	9.96%	71.87%	LH

Region **CHENNAI-01 MTD | LCE 6.62% | LCR 64.82% | LH**

CH03 8 x 71 LH	CGL1 1 x 100 LH	CH45 1 x 67 LH	GUD1 2 x 100 LH	GUD2 2 x 75 LH	MC10 0 x NaN LL	MRM1 11 x 48 LA	SKL1 12 x 65 LH	TKM1 35 x 79 LH
CH05 8 x 65 LH	AVD1 9 x 94 LH	CH05 2 x 73 LH	CH14 15 x 56 LH	CH26 5 x 100 LH	CH30 10 x 50 LA	CH35 11 x 78 LH	CH37 3 x 75 LH	
CH06 8 x 67 LH	CH08 20 x 66 LH	CH11 ∞ x 100 HH	CH19 3 x 62 LH	CH25 1 x 100 LH	CH39 0 x 100 LH	CH40 0 x NaN LL	CH49 7 x 67 LH	
CH08 6 x 50 LH	CH07 3 x 77 LH	CH22 3 x 43 LA	CH47 15 x 41 LA	CH48 1 x 75 LH	KNR1 4 x 100 LH			
CH10 2 x 74 LH	CH16 3 x 79 LH	CH28 2 x 50 LA	CH29 0 x NaN LL	CH38 2 x 100 LH	CH42 2 x 67 LH	MC09 21 x 100 LH		

Region **CHENNAI-02 MTD | LCE 10.96% | LCR 70.73% | LH**

CH01 8 x 72 LH	CH03 1 x 89 LH	CH06 1 x 67 LH	CH12 26 x 70 LH	CH23 4 x 71 LH	CH24 11 x 71 LH	MC06 4 x 100 LH		
CH04 11 x 70 LH	CH21 29 x 68 LH	CH31 1 x 100 LH	CH34 15 x 72 LH	CH51 12 x 83 LH	GPD1 1 x 0 LL	MJR1 3 x 40 LA	PON1 2 x 100 LH	UKI1 0 x 100 LH
CH07 15 x 63 LH	CH01 50 x 100 LH	CH15 24 x 54 LH	CH17 4 x 100 LH	CH18 18 x 70 LH	CH27 4 x 80 LH	CH32 4 x 100 LH	CH36 2 x 100 LH	CH43 12 x 58 LH
CH09 11 x 82 LH	CH09 ∞ x 100 HH	CH20 13 x 84 LH	CH33 3 x 100 LH	CH41 11 x 81 LH	CH44 20 x 88 LH	CH46 21 x 71 LH	CH50 3 x 64 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 7.58% | LCR 82.42% | LH**

KZD1 8 x 82 LH	KZD1 8 x 82 LH
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Region **KL-SOUTH MTD | LCE 6.00% | LCR 86.00% | LH**

TVP1 6 x 86 LH	KLR1 12 x 94 LH	PAS1 8 x 75 LH	PNL1 1 x 0 LL	TVP1 5 x 90 LH
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Region **NORTH ARCOT MTD | LCE 10.77% | LCR 49.01% | LA**



Follow-Up Lead Capturing Effectiveness as on 5/15/2026 10:00:50 AM

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NA01 19 x 38 LA	AKM1 14 x 55 LH	ANI1 4 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 11 x 48 LA	KPM2 43 x 26 LL	WJD1 13 x 62 LH	WJP1 11 x 64 LH	
NA02 11 x 62 LH	ABR1 0 x 100 LH	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 67 LH	VNB1 0 x NaN LL	
NA03 2 x 82 LH	BGR1 14 x 68 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 2 x 100 LH	UGI1 1 x 100 LH	VSI1 1 x 100 LH

Region SOUTH ARCOT MTD | LCE 5.33% | LCR 45.02% | LA

SA01 13 x 37 LA	CUD1 32 x 31 LA	KLM1 2 x 60 LH	MKM1 1 x 100 LH	POY1 2 x 100 LH	POY2 4 x 80 LH				
SA02 1 x 78 LH	CDM1 1 x 67 LH	KKI2 2 x 50 LA	KML1 1 x 100 LH	NVL2 3 x 86 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 74 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 x 60 LH	TVM1 4 x 100 LH	TVM2 0 x NaN LL	VPM1 7 x 83 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 10.21% | LCR 68.30% | LH

KVT1 11 x 67 LH	KVT1 7 x 44 LA	KYR1 3 x 83 LH	PKD1 21 x 84 LH	RND1 9 x 76 LH	SKD1 20 x 63 LH	SNL1 11 x 77 LH	STU2 5 x 50 LA	VKM1 17 x 62 LH
NGR1 9 x 67 LH	COL1 6 x 75 LH	KGL1 13 x 53 LH	KSM1 7 x 100 LH	MAR1 8 x 100 LH	MMT1 3 x 40 LA	NGR1 13 x 59 LH	TKY1 5 x 67 LH	
TKS1 6 x 86 LH	PDI1 5 x 50 LA	RPM1 6 x 88 LH	SDI1 2 x 100 LH	SGT1 26 x 92 LH	TKS1 6 x 83 LH	TKS2 5 x 90 LH		
TUT1 15 x 68 LH	ERL1 NaN x NaN LL	ERL2 6 x 79 LH	TCN1 14 x 52 LH	TUT1 13 x 63 LH	TUT2 9 x 49 LA	TYI1 16 x 90 LH	UDN1 64 x 80 HH	
TVL1 7 x 76 LH	ARM1 8 x 50 LA	ASM1 16 x 88 LH	TVL1 6 x 75 LH	VLY1 6 x 75 LH				
VNR1 9 x 54 LH	APK1 3 x 67 LH	APK2 22 x 53 LH	SVK1 2 x 50 LA	VNR1 27 x 54 LH	VNR2 4 x 50 LA			

Region SOUTH-03 MTD | LCE 3.65% | LCR 71.27% | LH

KKD2 4 x 76 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 9 x 69 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PV11 15 x 81 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	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 2 x 88 LH	DGL1 0 x 100 LH	DGL2 6 x 100 LH	MDU1 4 x 100 LH	MDU2 0 x NaN LL	MDU3 2 x 100 LH	MDU4 2 x 100 LH	MDU5 3 x 100 LH	MDU6 7 x 62 LH			
SVG1 6 x 56 LH	BTU1 3 x 33 LA	KPT1 2 x 33 LA	KYK1 1 x 100 LH	MDU7 6 x 86 LH	MLR1 2 x 67 LH	NKI1 1 x 0 LL	SVG1 4 x 67 LH	TMM1 18 x 53 LH	USL1 2 x 0 LL		
TEN1 4 x 55 LH	ADP1 2 x 33 LA	BNR1 4 x 33 LA	CBM1 1 x 0 LL	CMR1 4 x 100 LH	PKM1 9 x 50 LA	TEN1 3 x 50 LA	TEN2 4 x 71 LH				

Region TIRUPATI-01 MTD | LCE 11.14% | LCR 74.52% | LH

ATP1 13 x 84 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 5 x 57 LH	TPI1 37 x 100 LH	
KDA1 7 x 86 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 8 x 100 LH	KOU1 9 x 58 LH	MPL1 23 x 94 LH	PDT1 5 x 100 LH	PIL1 4 x 80 LH	RCY1 2 x 0 LL	RIP1 12 x 88 LH
NLR1 5 x 76 LH	KDR1 3 x 100 LH	KHT1 1 x 100 LH	KVL1 19 x 60 LH	NLR1 7 x 90 LH	NYP1 10 x 80 LH	SPE1 0 x NaN LL	VKI1 2 x 100 LH		



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TPY1 18 x 63 LH	CTO1 24 x 83 LH	PGR1 2 x 100 LH	PMR1 7 x 62 LH	PUT1 6 x 50 LA	TPY1 32 x 50 LA	TPY2 22 x 55 LH
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Region TRICHY-01 MTD | LCE 7.72% | LCR 81.71% | LH

KUM1 7 x 68 LH	KIK1 4 x 100 LH	KUM1 15 x 53 LH	KUM2 3 x 86 LH	NCK1 18 x 95 LH	NGT1 9 x 68 LH	TTP1 4 x 25 LL	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 10 x 86 LH	AYR1 5 x 91 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 27 x 93 LH	PBR1 9 x 81 LH	PBR2 7 x 61 LH	TYR1 10 x 81 LH	
TNJ1 10 x 84 LH	APM1 10 x 54 LH	MDI1 20 x 96 LH	NMM1 22 x 71 LH	ORU1 6 x 89 LH	PTK1 14 x 83 LH	TNJ1 5 x 96 LH	TNJ2 3 x 80 LH	
TRY1 4 x 88 LH	KRN1 1 x 50 LA	PDK1 18 x 71 LH	TRY1 2 x 100 LH	TRY2 9 x 100 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH		

Region VIJAYAWADA-01 MTD | LCE 28.75% | LCR 84.17% | LH

BVR1 17 x 81 LH	AMP1 13 x 62 LH	BVR1 24 x 63 LH	DPE1 4 x 100 LH	ELU1 6 x 100 LH	JGG1 3 x 100 LH	KND1 35 x 95 LH	NPR1 1 x 100 LH	PAP1 19 x 43 LA	PPM1 83 x 97 HH	RMV1 17 x 75 LH	TDD1 2 x 100 LH	TNI1 40 x 97 LH	TNK1 3 x 100 LH
GNT1 43 x 92 LH	BPP1 6 x 80 LH	CKT1 97 x 94 HH	CRL1 20 x 90 LH	GNT1 46 x 100 LH	GNT2 77 x 100 HH	NRT1 39 x 98 LH	OGL1 38 x 84 LH	PNR1 53 x 70 AH	PRL1 65 x 88 HH	RAL1 32 x 78 LH	TEL1 26 x 97 LH	VKN1 52 x 100 AH	
VJW1 25 x 72 LH	GDV1 35 x 62 LH	GVM1 57 x 81 AH	JPT1 53 x 66 AH	MTM1 34 x 84 LH	NZV1 8 x 62 LH	TVU1 23 x 71 LH	VJW1 29 x 70 LH	VJW2 12 x 83 LH	VJW3 12 x 59 LH	VJW4 11 x 92 LH	VJW5 15 x 53 LH	VUY1 14 x 80 LH	

Region WEST-01 MTD | LCE 14.11% | LCR 79.21% | LH

CBE1 20 x 80 LH	CBE1 12 x 90 LH	CBE2 24 x 65 LH	CBE3 17 x 100 LH	CBE4 15 x 88 LH	CBE5 18 x 100 LH	CBE6 68 x 99 HH	KMR1 12 x 60 LH	SNR1 9 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 72 LH	TPR1 14 x 60 LH	TPR2 5 x 100 LH	TPR3 17 x 78 LH						
TPR4 18 x 83 LH	ANR1 4 x 100 LH	AVI1 17 x 97 LH	GBM1 32 x 68 LH	PPI1 35 x 78 LH	SYM2 0 x NaN LL	TPR4 20 x 100 LH			
UAM1 5 x 61 LH	CNR1 0 x NaN LL	GDR1 3 x 67 LH	KG1 0 x NaN LL	KMD1 4 x 100 LH	MPM1 15 x 52 LH	UAM1 3 x 80 LH			

Region WEST-02 MTD | LCE 9.55% | LCR 70.90% | LH

ERD1 16 x 76 LH	CMI1 19 x 62 LH	ERD1 22 x 63 LH	ERD2 11 x 81 LH	KMM1 17 x 73 LH	NKL2 9 x 88 LH	PDR1 6 x 100 LH	RSP1 25 x 87 LH	SGG1 30 x 76 LH	TCG1 12 x 77 LH	VKL1 23 x 78 LH
HSR1 3 x 88 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 65 LH	BMD1 3 x 75 LH	DPR1 2 x 100 LH	DPR2 18 x 63 LH	HRR1 6 x 100 LH	MCR1 6 x 60 LH	MTR1 3 x 60 LH	OML1 3 x 100 LH	TRM1 9 x 45 LA		
SLM1 11 x 63 LH	APN1 16 x 73 LH	ATU1 21 x 54 LH	EDP1 1 x 100 LH	EPI1 2 x 100 LH	SLM1 21 x 56 LH	SLM2 4 x 88 LH	SLM3 5 x 86 LH	VPD1 1 x 100 LH		