



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 : 16-May-2026							
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category	
CHENNAI-01	9,217	612	400	6.64%	65.36%	LH	
CHENNAI-02	7,641	859	610	11.24%	71.01%	LH	
KL-NORTH	1,274	143	126	11.23%	88.11%	LH	
KL-SOUTH	900	54	47	6.00%	87.04%	LH	
NORTH ARCOT	5,866	616	300	10.50%	48.70%	LA	
SOUTH ARCOT	4,894	256	113	5.23%	44.14%	LA	
SOUTH-01	10,865	1,103	762	10.15%	69.08%	LH	
SOUTH-03	7,935	289	209	3.64%	72.32%	LH	
TIRUPATI-01	4,463	490	365	10.98%	74.49%	LH	
TRICHY-01	8,298	643	530	7.75%	82.43%	LH	
VIJAYAWADA-01	4,904	1,406	1,188	28.67%	84.50%	LH	
WEST-01	4,756	667	532	14.02%	79.76%	LH	
WEST-02	6,293	593	415	9.42%	69.98%	LH	
<b>Total</b>	<b>77,305</b>	<b>7,731</b>	<b>5,597</b>	<b>10.00%</b>	<b>72.40%</b>	<b>LH</b>	

Region **CHENNAI-01 MTD | LCE 6.64% | LCR 65.36% | LH**

CH03 8 x 73 LH	CGL1 5 x 100 LH	CH45 1 x 75 LH	GUD1 2 x 100 LH	GUD2 3 x 80 LH	MC10 0 x NaN LL	MRM1 10 x 48 LA	SKL1 11 x 65 LH	TKM1 34 x 79 LH
CH05 8 x 66 LH	AVD1 10 x 95 LH	CH05 2 x 77 LH	CH14 14 x 56 LH	CH26 5 x 100 LH	CH30 11 x 55 LH	CH35 10 x 78 LH	CH37 3 x 80 LH	
CH06 8 x 69 LH	CH08 21 x 69 LH	CH11 ∞ x 100 HH	CH19 3 x 57 LH	CH25 1 x 100 LH	CH39 0 x 100 LH	CH40 0 x NaN LL	CH49 8 x 67 LH	
CH08 6 x 52 LH	CH07 4 x 79 LH	CH22 3 x 43 LA	CH47 14 x 43 LA	CH48 1 x 75 LH	KNR1 4 x 100 LH			
CH10 2 x 56 LH	CH16 3 x 36 LA	CH28 2 x 57 LH	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 11.24% | LCR 71.01% | LH**

CH01 8 x 71 LH	CH03 1 x 90 LH	CH06 2 x 83 LH	CH12 27 x 66 LH	CH23 6 x 80 LH	CH24 11 x 71 LH	MC06 5 x 100 LH		
CH04 11 x 70 LH	CH21 28 x 68 LH	CH31 1 x 100 LH	CH34 15 x 71 LH	CH51 12 x 81 LH	GPD1 1 x 50 LA	MJR1 3 x 40 LA	PON1 2 x 100 LH	UKI1 0 x 100 LH
CH07 14 x 64 LH	CH01 50 x 100 LH	CH15 23 x 55 LH	CH17 5 x 100 LH	CH18 17 x 71 LH	CH27 4 x 80 LH	CH32 4 x 100 LH	CH36 2 x 100 LH	CH43 12 x 59 LH
CH09 11 x 82 LH	CH09 ∞ x 100 HH	CH20 13 x 85 LH	CH33 3 x 100 LH	CH41 12 x 79 LH	CH44 26 x 89 LH	CH46 20 x 67 LH	CH50 3 x 64 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 11.23% | LCR 88.11% | LH**

KZD1 11 x 88 LH	KZD1 11 x 88 LH						
-----------------------	-----------------------	--	--	--	--	--	--

Region **KL-SOUTH MTD | LCE 6.00% | LCR 87.04% | LH**

TVP1 6 x 87 LH	KLR1 11 x 94 LH	PAS1 7 x 75 LH	PNL1 3 x 67 LH	TVP1 5 x 91 LH
----------------------	-----------------------	----------------------	----------------------	----------------------

Region **NORTH ARCOT MTD | LCE 10.50% | LCR 48.70% | LA**



# Follow-Up Lead Capturing Effectiveness as on 5/16/2026 10:00:05 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 18 x 38 LA	AKM1 13 x 56 LH	ANI1 4 x 100 LH	ARC2 2 x 100 LH	CYR1 2 x 100 LH	KPM1 12 x 52 LH	KPM2 41 x 24 LL	WJD1 13 x 62 LH	WJP1 10 x 65 LH	
NA02 10 x 63 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 53 LH	VEL2 23 x 67 LH	VNB1 0 x NaN LL	
NA03 2 x 82 LH	BGR1 13 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 5.23% | LCR 44.14% | LA

SA01 13 x 37 LA	CUD1 32 x 30 LA	KLM1 2 x 60 LH	MKM1 1 x 100 LH	POY1 2 x 100 LH	POY2 4 x 82 LH				
SA02 1 x 79 LH	CDM1 1 x 67 LH	KKI2 3 x 57 LH	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 70 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 x 53 LH	TVM1 4 x 100 LH	TVM2 0 x NaN LL	VPM1 6 x 83 LH	VPM2 0 x NaN LL	

## Region SOUTH-01 MTD | LCE 10.15% | LCR 69.08% | LH

KVT1 10 x 67 LH	KVT1 7 x 48 LA	KYR1 4 x 88 LH	PKD1 19 x 82 LH	RND1 8 x 71 LH	SKD1 19 x 65 LH	SNL1 11 x 78 LH	STU2 5 x 50 LA	VKM1 17 x 63 LH
NGR1 9 x 70 LH	COL1 6 x 75 LH	KGL1 14 x 57 LH	KSM1 8 x 100 LH	MAR1 8 x 100 LH	MMT1 4 x 57 LH	NGR1 12 x 61 LH	TKY1 5 x 71 LH	
TKS1 6 x 86 LH	PDI1 4 x 50 LA	RPM1 6 x 88 LH	SDI1 2 x 100 LH	SGT1 24 x 92 LH	TKS1 6 x 84 LH	TKS2 5 x 91 LH		
TUT1 16 x 70 LH	ERL1 NaN x NaN LL	ERL2 8 x 86 LH	TCN1 14 x 54 LH	TUT1 13 x 63 LH	TUT2 9 x 51 LH	TYI1 15 x 90 LH	UDN1 66 x 82 HH	
TVL1 7 x 75 LH	ARM1 7 x 50 LA	ASM1 15 x 88 LH	TVL1 6 x 75 LH	VLY1 5 x 75 LH				
VNR1 9 x 53 LH	APK1 3 x 67 LH	APK2 21 x 52 LH	SVK1 2 x 62 LH	VNR1 26 x 55 LH	VNR2 5 x 45 LA			

## Region SOUTH-03 MTD | LCE 3.64% | LCR 72.32% | LH

KKD2 4 x 78 LH	ATG1 2 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 9 x 70 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PV11 15 x 83 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 2 x 100 LH	PNI1 5 x 83 LH						
MDU1 2 x 89 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 64 LH			
SVG1 6 x 58 LH	BTU1 3 x 33 LA	KPT1 2 x 33 LA	KYK1 1 x 100 LH	MDU7 7 x 88 LH	MLR1 2 x 67 LH	NKI1 1 x 0 LL	SVG1 3 x 67 LH	TMM1 17 x 55 LH	USL1 2 x 0 LL		
TEN1 4 x 57 LH	ADP1 2 x 33 LA	BNR1 4 x 33 LA	CBM1 1 x 50 LA	CMR1 4 x 100 LH	PKM1 9 x 45 LA	TEN1 4 x 57 LH	TEN2 4 x 75 LH				

## Region TIRUPATI-01 MTD | LCE 10.98% | LCR 74.49% | LH

ATP1 13 x 84 LH	ADI1 5 x 86 LH	ATP1 22 x 70 LH	DHN1 25 x 97 LH	GTL1 3 x 100 LH	KNL1 3 x 100 LH	KNL2 4 x 50 LA	NDL1 5 x 62 LH	TPI1 42 x 100 LH	
KDA1 7 x 87 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 9 x 100 LH	KOU1 8 x 58 LH	MPL1 24 x 94 LH	PDT1 4 x 100 LH	PIL1 4 x 80 LH	RCY1 2 x 0 LL	RIP1 12 x 89 LH
NLR1 6 x 78 LH	KDR1 2 x 100 LH	KHT1 1 x 100 LH	KVL1 21 x 65 LH	NLR1 8 x 91 LH	NYP1 9 x 80 LH	SPE1 0 x NaN LL	VKI1 2 x 100 LH		



# Follow-Up Lead Capturing Effectiveness as on 5/16/2026 10:00:05 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)

TPY1 18 x 61 LH	CTO1 24 x 80 LH	PGR1 2 x 100 LH	PMR1 7 x 62 LH	PUT1 6 x 50 LA	TPY1 31 x 44 LA	TPY2 22 x 55 LH
-----------------------	-----------------------	-----------------------	----------------------	----------------------	-----------------------	-----------------------

## Region TRICHY-01 MTD | LCE 7.75% | LCR 82.43% | LH

KUM1 7 x 70 LH	KIK1 4 x 100 LH	KUM1 14 x 55 LH	KUM2 3 x 86 LH	NCK1 17 x 95 LH	NGT1 9 x 70 LH	TTP1 3 x 25 LL	TVR1 5 x 100 LH	TVR2 1 x 100 LH
PBR1 10 x 86 LH	AYR1 6 x 92 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 28 x 94 LH	PBR1 9 x 82 LH	PBR2 7 x 62 LH	TYR1 10 x 81 LH	
TNJ1 10 x 84 LH	APM1 10 x 54 LH	MDI1 19 x 96 LH	NMM1 24 x 73 LH	ORU1 7 x 91 LH	PTK1 15 x 82 LH	TNJ1 5 x 96 LH	TNJ2 3 x 82 LH	
TRY1 4 x 88 LH	KRN1 1 x 50 LA	PDK1 17 x 73 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 28.67% | LCR 84.50% | LH

BVR1 17 x 81 LH	AMP1 12 x 62 LH	BVR1 24 x 65 LH	DPE1 3 x 100 LH	ELU1 6 x 100 LH	JGG1 3 x 100 LH	KND1 32 x 95 LH	NPR1 1 x 100 LH	PAP1 21 x 47 LA	PPM1 73 x 97 HH	RMV1 18 x 77 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 93 x 94 HH	CRL1 20 x 91 LH	GNT1 45 x 98 LH	GNT2 73 x 100 HH	NRT1 42 x 98 LH	OGL1 40 x 85 LH	PNR1 53 x 71 AH	PRL1 63 x 87 HH	RAL1 34 x 81 LH	TEL1 26 x 97 LH	VKN1 51 x 100 AH	
VJW1 25 x 73 LH	GDV1 35 x 64 LH	GVM1 58 x 82 AH	JPT1 55 x 67 AH	MTM1 33 x 85 LH	NZV1 7 x 62 LH	TVU1 22 x 72 LH	VJW1 29 x 71 LH	VJW2 12 x 86 LH	VJW3 12 x 61 LH	VJW4 13 x 93 LH	VJW5 15 x 56 LH	VUY1 13 x 80 LH	

## Region WEST-01 MTD | LCE 14.02% | LCR 79.76% | LH

CBE1 20 x 80 LH	CBE1 13 x 91 LH	CBE2 23 x 65 LH	CBE3 16 x 100 LH	CBE4 15 x 88 LH	CBE5 21 x 100 LH	CBE6 65 x 99 HH	KMR1 12 x 61 LH	SNR1 11 x 100 LH	SUL1 4 x 83 LH
PLI1 3 x 100 LH	DPM2 4 x 100 LH	KGM1 0 x NaN LL	PDM1 3 x 100 LH	PLI1 6 x 100 LH	UMP1 4 x 100 LH				
TPR1 12 x 75 LH	TPR1 15 x 64 LH	TPR2 5 x 100 LH	TPR3 19 x 81 LH						
TPR4 18 x 83 LH	ANR1 4 x 100 LH	AVI1 16 x 97 LH	GBM1 31 x 68 LH	PPI1 37 x 79 LH	SYM2 0 x NaN LL	TPR4 19 x 100 LH			
UAM1 5 x 61 LH	CNR1 0 x NaN LL	GDR1 3 x 67 LH	KG1 0 x NaN LL	KMD1 3 x 100 LH	MPM1 14 x 52 LH	UAM1 3 x 80 LH			

## Region WEST-02 MTD | LCE 9.42% | LCR 69.98% | LH

ERD1 16 x 76 LH	CMI1 18 x 59 LH	ERD1 22 x 66 LH	ERD2 11 x 81 LH	KMM1 16 x 75 LH	NKL2 10 x 85 LH	PDR1 6 x 100 LH	RSP1 24 x 85 LH	SGG1 29 x 77 LH	TCG1 13 x 80 LH	VKL1 21 x 78 LH
HSR1 3 x 86 LH	HSR1 7 x 93 LH	HSR2 4 x 69 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 60 LH	BMD1 3 x 75 LH	DPR1 2 x 100 LH	DPR2 19 x 62 LH	HRR1 6 x 100 LH	MCR1 6 x 30 LL	MTR1 3 x 50 LA	OML1 2 x 100 LH	TRM1 9 x 45 LA		
SLM1 11 x 62 LH	APN1 15 x 73 LH	ATU1 20 x 53 LH	EDP1 1 x 100 LH	EPI1 2 x 100 LH	SLM1 21 x 57 LH	SLM2 4 x 67 LH	SLM3 5 x 86 LH	VPD1 1 x 100 LH		