



Follow-Up Lead Capturing Effectiveness as on 5/17/2026 10:00:08 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)

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 : 17-May-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	9,787	653	440	6.67%	67.38%	LH
CHENNAI-02	8,258	913	638	11.06%	69.88%	LH
KL-NORTH	1,350	173	153	12.81%	88.44%	LH
KL-SOUTH	1,040	55	47	5.29%	85.45%	LH
NORTH ARCOT	6,188	657	336	10.62%	51.14%	LH
SOUTH ARCOT	5,158	275	131	5.33%	47.64%	LA
SOUTH-01	11,614	1,189	831	10.24%	69.89%	LH
SOUTH-03	8,557	310	218	3.62%	70.32%	LH
TIRUPATI-01	4,721	518	389	10.97%	75.10%	LH
TRICHY-01	8,821	697	581	7.90%	83.36%	LH
VIJAYAWADA-01	5,205	1,490	1,259	28.63%	84.50%	LH
WEST-01	5,042	723	583	14.34%	80.64%	LH
WEST-02	6,692	640	457	9.56%	71.41%	LH
Total	82,433	8,293	6,063	10.06%	73.11%	LH

Region CHENNAI-01 MTD | LCE 6.67% | LCR 67.38% | LH

CH03 9 x 77 LH	CGL1 11 x 100 LH	CH45 1 x 75 LH	GUD1 2 x 100 LH	GUD2 3 x 83 LH	MC10 0 x NaN LL	MRM1 10 x 53 LH	SKL1 11 x 67 LH	TKM1 31 x 80 LH
CH05 8 x 67 LH	AVD1 9 x 95 LH	CH05 2 x 77 LH	CH14 14 x 58 LH	CH26 5 x 100 LH	CH30 10 x 55 LH	CH35 10 x 79 LH	CH37 4 x 83 LH	
CH06 8 x 69 LH	CH08 20 x 69 LH	CH11 ∞ x 100 HH	CH19 4 x 62 LH	CH25 1 x 100 LH	CH39 0 x 100 LH	CH40 0 x NaN LL	CH49 8 x 69 LH	
CH08 6 x 53 LH	CH07 3 x 79 LH	CH22 2 x 43 LA	CH47 14 x 44 LA	CH48 1 x 75 LH	KNR1 3 x 100 LH			
CH10 2 x 60 LH	CH16 2 x 36 LA	CH28 2 x 57 LH	CH29 0 x NaN LL	CH38 2 x 100 LH	CH42 2 x 78 LH	MC09 21 x 100 LH		

Region CHENNAI-02 MTD | LCE 11.06% | LCR 69.88% | LH

CH01 9 x 71 LH	CH03 1 x 82 LH	CH06 2 x 83 LH	CH12 25 x 66 LH	CH23 7 x 86 LH	CH24 11 x 73 LH	MC06 4 x 100 LH		
CH04 11 x 70 LH	CH21 28 x 67 LH	CH31 1 x 100 LH	CH34 14 x 69 LH	CH51 12 x 83 LH	GPD1 1 x 50 LA	MJR1 4 x 54 LH	PON1 2 x 100 LH	UKI1 0 x 100 LH
CH07 14 x 64 LH	CH01 47 x 100 LH	CH15 23 x 55 LH	CH17 5 x 100 LH	CH18 17 x 72 LH	CH27 4 x 80 LH	CH32 5 x 100 LH	CH36 1 x 100 LH	CH43 11 x 59 LH
CH09 11 x 76 LH	CH09 ∞ x 100 HH	CH20 13 x 85 LH	CH33 4 x 100 LH	CH41 12 x 80 LH	CH44 21 x 70 LH	CH46 21 x 70 LH	CH50 3 x 67 LH	MC05 4 x 100 LH

Region KL-NORTH MTD | LCE 12.81% | LCR 88.44% | LH

KZD1 13 x 88 LH	KZD1 13 x 88 LH							
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Region KL-SOUTH MTD | LCE 5.29% | LCR 85.45% | LH

TVP1 5 x 85 LH	KLR1 11 x 94 LH	PAS1 8 x 77 LH	PNL1 2 x 67 LH	TVP1 4 x 87 LH
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Region NORTH ARCOT MTD | LCE 10.62% | LCR 51.14% | LH



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NA01 18 x 41 LA	AKM1 14 x 60 LH	ANI1 4 x 100 LH	ARC2 2 x 100 LH	CYR1 2 x 100 LH	KPM1 12 x 54 LH	KPM2 42 x 28 LL	WJD1 13 x 64 LH	WJP1 11 x 68 LH	
NA02 10 x 64 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 54 LH	VEL2 23 x 69 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 1 x 100 LH	SLG1 1 x 100 LH	TRL1 1 x 100 LH	TRT1 2 x 100 LH	UGI1 1 x 100 LH	VSI1 0 x 100 LH

Region SOUTH ARCOT MTD | LCE 5.33% | LCR 47.64% | LA

SA01 13 x 39 LA	CUD1 31 x 32 LA	KLM1 2 x 60 LH	MKM1 1 x 100 LH	POY1 3 x 100 LH	POY2 5 x 85 LH				
SA02 1 x 81 LH	CDM1 1 x 67 LH	KKI2 3 x 57 LH	KML1 0 x 100 LH	NVL2 3 x 86 LH	PRT1 2 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 76 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 5 x 56 LH	TVM1 5 x 100 LH	TVM2 1 x 100 LH	VPM1 8 x 88 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 10.24% | LCR 69.89% | LH

KVT1 10 x 68 LH	KVT1 7 x 48 LA	KYR1 3 x 86 LH	PKD1 19 x 83 LH	RND1 9 x 73 LH	SKD1 19 x 67 LH	SNL1 11 x 80 LH	STU2 5 x 56 LH	VKM1 17 x 64 LH
NGR1 10 x 71 LH	COL1 8 x 83 LH	KGL1 14 x 52 LH	KSM1 8 x 100 LH	MAR1 8 x 100 LH	MMT1 4 x 62 LH	NGR1 13 x 63 LH	TKY1 6 x 75 LH	
TKS1 6 x 87 LH	PDI1 5 x 60 LH	RPM1 5 x 88 LH	SDI1 3 x 100 LH	SGT1 23 x 92 LH	TKS1 5 x 80 LH	TKS2 6 x 93 LH		
TUT1 16 x 70 LH	ERL1 NaN x NaN LL	ERL2 9 x 88 LH	TCN1 14 x 56 LH	TUT1 12 x 61 LH	TUT2 10 x 54 LH	TYI1 15 x 91 LH	UDN1 67 x 81 HH	
TVL1 7 x 77 LH	ARM1 7 x 50 LA	ASM1 14 x 88 LH	TVL1 7 x 76 LH	VLY1 6 x 80 LH				
VNR1 9 x 53 LH	APK1 3 x 67 LH	APK2 20 x 50 LA	SVK1 3 x 44 LA	VNR1 26 x 57 LH	VNR2 4 x 48 LA			

Region SOUTH-03 MTD | LCE 3.62% | LCR 70.32% | LH

KKD2 4 x 77 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 14 x 80 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 0 x 0 LL
KRR1 2 x 94 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 3 x 89 LH	DGL1 0 x 100 LH	DGL2 5 x 100 LH	MDU1 4 x 100 LH	MDU2 0 x 100 LH	MDU3 2 x 100 LH	MDU4 2 x 100 LH	MDU5 3 x 100 LH	MDU6 7 x 62 LH			
SVG1 6 x 52 LH	BTU1 3 x 33 LA	KPT1 2 x 33 LA	KYK1 1 x 100 LH	MDU7 7 x 82 LH	MLR1 2 x 67 LH	NKI1 1 x 0 LL	SVG1 4 x 71 LH	TMM1 16 x 42 LA	USL1 3 x 40 LA		
TEN1 4 x 60 LH	ADP1 2 x 33 LA	BNR1 4 x 50 LA	CBM1 1 x 50 LA	CMR1 4 x 100 LH	PKM1 8 x 45 LA	TEN1 4 x 62 LH	TEN2 5 x 70 LH				

Region TIRUPATI-01 MTD | LCE 10.97% | LCR 75.10% | LH

ATP1 13 x 84 LH	ADI1 6 x 88 LH	ATP1 22 x 70 LH	DHN1 24 x 97 LH	GTL1 6 x 100 LH	KNL1 2 x 100 LH	KNL2 4 x 57 LH	NDL1 5 x 50 LA	TPI1 43 x 100 LH	
KDA1 7 x 87 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 8 x 100 LH	KOU1 8 x 58 LH	MPL1 22 x 94 LH	PDT1 4 x 100 LH	PIL1 4 x 80 LH	RCY1 2 x 0 LL	RIP1 11 x 89 LH
NLR1 6 x 80 LH	KDR1 2 x 100 LH	KHT1 1 x 100 LH	KVL1 21 x 67 LH	NLR1 9 x 93 LH	NYP1 9 x 82 LH	SPE1 0 x NaN LL	VKI1 2 x 100 LH		



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TPY1 18 x 62 LH	CTO1 24 x 81 LH	PGR1 3 x 100 LH	PMR1 7 x 62 LH	PUT1 5 x 50 LA	TPY1 30 x 42 LA	TPY2 22 x 57 LH
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Region TRICHY-01 MTD | LCE 7.90% | LCR 83.36% | LH

KUM1 7 x 71 LH	KIK1 4 x 100 LH	KUM1 14 x 56 LH	KUM2 3 x 86 LH	NCK1 19 x 96 LH	NGT1 8 x 71 LH	TTP1 3 x 33 LA	TVR1 5 x 100 LH	TVR2 1 x 100 LH
PBR1 11 x 87 LH	AYR1 6 x 93 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 28 x 94 LH	PBR1 10 x 86 LH	PBR2 7 x 62 LH	TYR1 9 x 82 LH	
TNJ1 10 x 84 LH	APM1 9 x 54 LH	MDI1 18 x 95 LH	NMM1 24 x 75 LH	ORU1 6 x 82 LH	PTK1 14 x 83 LH	TNJ1 5 x 97 LH	TNJ2 3 x 83 LH	
TRY1 4 x 90 LH	KRN1 1 x 50 LA	PDK1 19 x 78 LH	TRY1 2 x 100 LH	TRY2 10 x 100 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH		

Region VIJAYAWADA-01 MTD | LCE 28.63% | LCR 84.50% | LH

BVR1 17 x 81 LH	AMP1 11 x 62 LH	BVR1 24 x 63 LH	DPE1 3 x 100 LH	ELU1 11 x 100 LH	JGG1 3 x 100 LH	KND1 30 x 95 LH	NPR1 1 x 100 LH	PAP1 21 x 47 LA	PPM1 68 x 97 HH	RMV1 17 x 72 LH	TDD1 2 x 100 LH	TNI1 39 x 97 LH	TNK1 3 x 100 LH
GNT1 44 x 92 LH	BPP1 6 x 80 LH	CKT1 102 x 95 HH	CRL1 21 x 87 LH	GNT1 45 x 98 LH	GNT2 71 x 100 HH	NRT1 46 x 99 LH	OGL1 41 x 87 LH	PNR1 52 x 67 AH	PRL1 62 x 86 HH	RAL1 33 x 81 LH	TEL1 24 x 97 LH	VKN1 49 x 100 LH	
VJW1 25 x 74 LH	GDV1 35 x 67 LH	GVM1 58 x 83 AH	JPT1 54 x 67 AH	MTM1 33 x 86 LH	NZV1 7 x 62 LH	TVU1 23 x 71 LH	VJW1 28 x 72 LH	VJW2 13 x 80 LH	VJW3 12 x 62 LH	VJW4 14 x 94 LH	VJW5 14 x 56 LH	VUY1 12 x 80 LH	

Region WEST-01 MTD | LCE 14.34% | LCR 80.64% | LH

CBE1 21 x 81 LH	CBE1 13 x 91 LH	CBE2 24 x 65 LH	CBE3 16 x 100 LH	CBE4 14 x 88 LH	CBE5 23 x 100 LH	CBE6 73 x 99 HH	KMR1 12 x 62 LH	SNR1 12 x 100 LH	SUL1 4 x 86 LH
PLI1 3 x 100 LH	DPM2 4 x 100 LH	KGM1 1 x 100 LH	PDM1 3 x 100 LH	PLI1 6 x 100 LH	UMP1 4 x 100 LH				
TPR1 12 x 74 LH	TPR1 14 x 65 LH	TPR2 4 x 100 LH	TPR3 19 x 78 LH						
TPR4 18 x 83 LH	ANR1 4 x 100 LH	AVI1 17 x 97 LH	GBM1 29 x 69 LH	PPI1 35 x 77 LH	SYM2 1 x 100 LH	TPR4 19 x 100 LH			
UAM1 5 x 63 LH	CNR1 0 x NaN LL	GDR1 4 x 75 LH	KG1 0 x NaN LL	KMD1 4 x 100 LH	MPM1 14 x 54 LH	UAM1 3 x 80 LH			

Region WEST-02 MTD | LCE 9.56% | LCR 71.41% | LH

ERD1 17 x 77 LH	CMI1 18 x 61 LH	ERD1 24 x 69 LH	ERD2 10 x 81 LH	KMM1 17 x 72 LH	NKL2 11 x 88 LH	PDR1 5 x 100 LH	RSP1 24 x 86 LH	SGG1 31 x 81 LH	TCG1 14 x 83 LH	VKL1 21 x 78 LH
HSR1 3 x 86 LH	HSR1 7 x 94 LH	HSR2 4 x 71 LH	KAM1 1 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 58 LH	BMD1 2 x 50 LA	DPR1 2 x 100 LH	DPR2 19 x 62 LH	HRR1 5 x 100 LH	MCR1 5 x 30 LL	MTR1 3 x 33 LA	OML1 2 x 100 LH	TRM1 9 x 48 LA		
SLM1 11 x 64 LH	APN1 14 x 74 LH	ATU1 20 x 54 LH	EDP1 2 x 100 LH	EPI1 2 x 100 LH	SLM1 22 x 60 LH	SLM2 4 x 70 LH	SLM3 5 x 88 LH	VPD1 1 x 100 LH		