



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-Mar-2026 To Date : 21-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	9,962	1,218	1,011	12.23%	83.00%	LH
CHENNAI-02	8,829	1,468	1,248	16.63%	85.01%	LH
KL-NORTH	842	51	47	6.06%	92.16%	LH
KL-SOUTH	913	180	164	19.71%	91.11%	LH
NORTH ARCOT	7,620	984	690	12.91%	70.12%	LH
SOUTH ARCOT	5,656	413	237	7.30%	57.38%	LH
SOUTH-01	13,117	2,406	1,823	18.34%	75.77%	LH
SOUTH-03	10,005	708	474	7.08%	66.95%	LH
TIRUPATI-01	4,815	1,366	1,119	28.37%	81.92%	LH
TRICHY-01	8,975	1,142	974	12.72%	85.29%	LH
VIJAYAWADA-01	5,609	2,007	1,691	35.78%	84.26%	LH
WEST-01	6,477	2,092	1,720	32.30%	82.22%	LH
WEST-02	8,217	1,762	1,448	21.44%	82.18%	LH
<b>Total</b>	<b>91,038</b>	<b>15,797</b>	<b>12,646</b>	<b>17.35%</b>	<b>80.05%</b>	<b>LH</b>

Region **CHENNAI-01 MTD | LCE 12.23% | LCR 83.00% | LH**

CH03 15 x 82 LH	CGL1 3 x 100 LH	CH45 3 x 92 LH	GUD1 14 x 93 LH	GUD2 20 x 92 LH	MC10 2 x 100 LH	MRM1 12 x 54 LH	SKL1 22 x 85 LH	TKM1 58 x 78 AH		
CH05 15 x 82 LH	AVD1 11 x 82 LH	CH05 7 x 96 LH	CH14 18 x 78 LH	CH26 3 x 100 LH	CH30 23 x 72 LH	CH35 32 x 88 LH	CH37 13 x 64 LH			
CH06 13 x 84 LH	CH08 26 x 79 LH	CH11 ∞ x 100 HH	CH16 18 x 86 LH	CH19 13 x 87 LH	CH25 12 x 96 LH	CH29 1 x 100 LH	CH39 9 x 85 LH	CH40 5 x 50 LA	CH42 8 x 100 LH	CH49 8 x 62 LH
CH08 5 x 87 LH	CH07 7 x 83 LH	CH22 9 x 84 LH	CH28 2 x 100 LH	CH38 6 x 88 LH	CH47 2 x 100 LH	CH48 6 x 88 LH	KNR1 3 x 83 LH	MC09 4 x 100 LH		

Region **CHENNAI-02 MTD | LCE 16.63% | LCR 85.01% | LH**

CH01 12 x 88 LH	CH03 3 x 100 LH	CH06 4 x 100 LH	CH12 26 x 87 LH	CH23 3 x 100 LH	CH24 26 x 85 LH	MC06 1 x 100 LH		
CH04 14 x 86 LH	CH21 32 x 83 LH	CH31 4 x 100 LH	CH34 16 x 82 LH	CH51 13 x 88 LH	GPD1 12 x 94 LH	MJR1 4 x 93 LH	PON1 9 x 95 LH	UKI1 2 x 100 LH
CH07 22 x 82 LH	CH01 49 x 100 LH	CH15 37 x 76 LH	CH17 8 x 96 LH	CH18 31 x 85 LH	CH27 6 x 100 LH	CH32 10 x 100 LH	CH36 3 x 100 LH	CH43 10 x 89 LH
CH09 19 x 86 LH	CH09 ∞ x 100 HH	CH20 20 x 77 LH	CH33 15 x 87 LH	CH41 22 x 84 LH	CH44 27 x 91 LH	CH46 32 x 97 LH	CH50 9 x 71 LH	MC05 4 x 100 LH

Region **KL-NORTH MTD | LCE 6.06% | LCR 92.16% | LH**

TVP1 6 x 92 LH	KZD1 6 x 92 LH							
----------------------	----------------------	--	--	--	--	--	--	--

Region **KL-SOUTH MTD | LCE 19.71% | LCR 91.11% | LH**

TVP1 20 x 91 LH	KLR1 51 x 100 AH	PAS1 30 x 77 LH	PNL1 6 x 100 LH	TVP1 9 x 95 LH				
-----------------------	------------------------	-----------------------	-----------------------	----------------------	--	--	--	--

Region **NORTH ARCOT MTD | LCE 12.91% | LCR 70.12% | LH**

NA01 27 x 69 LH	AKM1 27 x 78 LH	ANI1 10 x 88 LH	ARC2 1 x 100 LH	CYR1 5 x 90 LH	KPM1 26 x 69 LH	KPM2 42 x 51 LH	WJD1 32 x 90 LH	WJP1 32 x 84 LH
-----------------------	-----------------------	-----------------------	-----------------------	----------------------	-----------------------	-----------------------	-----------------------	-----------------------



# Follow-Up Lead Capturing Effectiveness as on 3/21/2026 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)

NA02 9 x 70 LH	ABR1 1 x 100 LH	CGM1 0 x NaN LL	GDM1 1 x 100 LH	PLR1 3 x 100 LH	TRR1 0 x 100 LH	VEL1 20 x 65 LH	VEL2 26 x 69 LH	VNB1 0 x 100 LH	
NA03 3 x 85 LH	BGR1 16 x 81 LH	CPT1 0 x 100 LH	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 2 x 80 LH	TRL1 4 x 100 LH	TRT1 1 x 100 LH	UGI1 1 x 50 LA	VSI1 1 x 33 LA

## Region SOUTH ARCOT MTD | LCE 7.30% | LCR 57.38% | LH

SA01 18 x 50 LA	CUD1 41 x 44 LA	KLM1 8 x 88 LH	MKM1 0 x NaN LL	POY1 3 x 100 LH	POY2 14 x 44 LA			
SA02 2 x 100 LH	CDM1 1 x 100 LH	KKI2 4 x 100 LH	KML1 1 x 100 LH	NVL2 2 x 100 LH	PRT1 0 x 100 LH	STP1 0 x NaN LL	ULP1 1 x 100 LH	VCM1 4 x 100 LH
SA03 2 x 86 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 60 LH	TRK1 2 x 78 LH	TVM1 5 x 100 LH	TVM2 2 x 100 LH	VPM1 10 x 100 LH	VPM2 0 x NaN LL

## Region SOUTH-01 MTD | LCE 18.34% | LCR 75.77% | LH

KVT1 18 x 78 LH	KVT1 10 x 86 LH	KYR1 6 x 80 LH	PKD1 32 x 78 LH	RND1 24 x 71 LH	SKD1 26 x 75 LH	SNL1 24 x 78 LH	STU2 12 x 96 LH	VKM1 22 x 80 LH
NGR1 16 x 78 LH	COL1 10 x 88 LH	KGL1 12 x 72 LH	KSM1 16 x 100 LH	MAR1 18 x 85 LH	MMT1 12 x 85 LH	NGR1 22 x 70 LH	TKY1 2 x 100 LH	
TKS1 21 x 90 LH	PDI1 9 x 89 LH	RPM1 17 x 94 LH	SDI1 4 x 64 LH	SGT1 43 x 94 LH	TKS1 20 x 85 LH	TKS2 30 x 93 LH		
TUT1 19 x 66 LH	ERL1 NaN x NaN LL	ERL2 25 x 71 LH	TCN1 15 x 80 LH	TUT1 16 x 63 LH	TUT2 14 x 65 LH	TYI1 27 x 61 LH	UDN1 48 x 66 LH	
TVL1 18 x 83 LH	ARM1 30 x 73 LH	ASM1 22 x 87 LH	TVL1 16 x 88 LH	VLY1 16 x 74 LH				
VNR1 17 x 62 LH	APK1 10 x 61 LH	APK2 29 x 77 LH	SVK1 8 x 82 LH	VNR1 38 x 76 LH	VNR2 15 x 31 LA			

## Region SOUTH-03 MTD | LCE 7.08% | LCR 66.95% | LH

KKD2 7 x 71 LH	ATG1 1 x 67 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 14 x 85 LH	MNM1 2 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 27 x 62 LH	SGP1 1 x 100 LH	TDI1 0 x 100 LH	TPT1 8 x 52 LH
KRR1 2 x 83 LH	KRR1 4 x 100 LH	MPA1 1 x 100 LH	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 4 x 43 LA						
MDU1 5 x 70 LH	DGL1 2 x 100 LH	DGL2 3 x 71 LH	MDU1 2 x 100 LH	MDU2 3 x 100 LH	MDU3 3 x 100 LH	MDU4 17 x 56 LH	MDU5 3 x 100 LH	MDU6 17 x 49 LA			
SVG1 9 x 47 LA	BTU1 6 x 67 LH	KPT1 0 x 0 LL	KYK1 0 x NaN LL	MDU7 4 x 75 LH	MLR1 5 x 80 LH	NKI1 7 x 42 LA	SVG1 1 x 100 LH	TMM1 31 x 38 LA	USL1 7 x 64 LH		
TEN1 12 x 79 LH	ADP1 9 x 56 LH	BNR1 13 x 40 LA	CBM1 9 x 91 LH	CMR1 28 x 98 LH	PKM1 23 x 81 LH	TEN1 3 x 100 LH	TEN2 6 x 87 LH				

## Region TIRUPATI-01 MTD | LCE 28.37% | LCR 81.92% | LH

ATP1 31 x 89 LH	ADI1 18 x 81 LH	ATP1 28 x 69 LH	DHN1 17 x 95 LH	GTL1 22 x 100 LH	KNL1 19 x 91 LH	KNL2 37 x 92 LH	NDL1 43 x 94 LH	TPI1 80 x 98 HH	
KDA1 20 x 86 LH	BVL1 3 x 100 LH	KAR1 3 x 80 LH	KDA1 11 x 95 LH	KOU1 8 x 55 LH	MPL1 70 x 97 HH	PDT1 11 x 100 LH	PIL1 3 x 67 LH	RCY1 20 x 72 LH	RJP1 40 x 71 LH
NLR1 33 x 84 LH	KDR1 90 x 99 HH	KHT1 27 x 59 LH	KVL1 36 x 77 LH	NLR1 33 x 88 LH	NYP1 23 x 75 LH	SPE1 18 x 92 LH	VKI1 25 x 86 LH		
TPY1 32 x 71 LH	CTO1 43 x 74 LH	PGR1 30 x 72 LH	PMR1 34 x 90 LH	PUT1 25 x 62 LH	TPY1 52 x 59 AH	TPY2 17 x 74 LH			

## Region TRICHY-01 MTD | LCE 12.72% | LCR 85.29% | LH



# Follow-Up Lead Capturing Effectiveness as on 3/21/2026 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)

KUM1 9 x 87 LH	KIK1 2 x 100 LH	KUM1 21 x 84 LH	NCK1 30 x 96 LH	NGT1 7 x 68 LH	TTP1 2 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 88 LH	AYR1 5 x 90 LH	JKM1 3 x 88 LH	MSI1 3 x 100 LH	MVM1 41 x 92 LH	PBR1 11 x 71 LH	PBR2 12 x 82 LH	TYR1 11 x 86 LH
TNJ1 23 x 83 LH	APM1 20 x 81 LH	MDI1 38 x 95 LH	NMM1 48 x 89 LH	ORU1 22 x 67 LH	PTK1 21 x 74 LH	TNJ1 10 x 80 LH	TNJ2 15 x 70 LH
TRY1 5 x 86 LH	KRN1 5 x 83 LH	PDK1 27 x 72 LH	TRY1 2 x 96 LH	TRY2 2 x 100 LH	TRY3 4 x 100 LH	TRY4 4 x 100 LH	

## Region VIJAYAWADA-01 MTD | LCE 35.78% | LCR 84.26% | LH

BVR1 31 x 84 LH	AMP1 18 x 50 LA	BVR1 30 x 64 LH	DPE1 15 x 83 LH	ELU1 55 x 98 AH	JGG1 5 x 100 LH	KND1 36 x 98 LH	NPR1 11 x 100 LH	PAP1 38 x 85 LH	PPM1 54 x 100 AH	RMV1 59 x 77 AH	TDD1 11 x 77 LH	TNI1 22 x 97 LH	TNK1 7 x 72 LH
GNT1 40 x 90 LH	BPP1 29 x 82 LH	CKT1 138 x 96 HH	CRL1 15 x 64 LH	GNT1 14 x 93 LH	GNT2 23 x 93 LH	NRT1 30 x 98 LH	OGL1 83 x 90 HH	PNR1 26 x 50 LA	PRL1 16 x 74 LH	RAL1 26 x 100 LH	TEL1 82 x 90 HH	VKN1 9 x 90 LH	
VJW1 38 x 78 LH	GDV1 28 x 68 LH	GVM1 66 x 79 HH	JPT1 66 x 77 HH	MTM1 33 x 90 LH	TVU1 36 x 90 LH	VJW1 38 x 76 LH	VJW2 28 x 94 LH	VJW3 33 x 80 LH	VJW4 36 x 67 LH	VJW5 43 x 68 LH	VUY1 3 x 67 LH		

## Region WEST-01 MTD | LCE 32.30% | LCR 82.22% | LH

CBE1 43 x 80 LH	CBE1 26 x 98 LH	CBE2 65 x 68 HH	CBE3 39 x 86 LH	CBE4 16 x 95 LH	CBE5 51 x 100 AH	CBE6 48 x 99 LH	KMR1 43 x 87 LH	SNR1 28 x 85 LH	SUL1 24 x 85 LH
PLI1 9 x 87 LH	DPM2 4 x 100 LH	KGM1 5 x 88 LH	PDM1 6 x 100 LH	PLI1 14 x 83 LH	UMP1 11 x 83 LH				
TPR1 27 x 91 LH	TPR1 32 x 85 LH	TPR2 2 x 100 LH	TPR3 66 x 97 HH						
TPR4 51 x 91 AH	ANR1 14 x 82 LH	AVI1 38 x 99 LH	GBM1 74 x 91 HH	PPI1 70 x 85 HH	SYM2 12 x 53 LH	TPR4 89 x 98 HH			
UAM1 10 x 48 LA	CNR1 10 x 46 LA	GDR1 21 x 44 LA	KGI1 12 x 56 LH	KMD1 2 x 100 LH	MPM1 13 x 41 LA	UAM1 4 x 60 LH			

## Region WEST-02 MTD | LCE 21.44% | LCR 82.18% | LH

ERD1 41 x 85 LH	CMI1 32 x 59 LH	ERD1 49 x 81 LH	ERD2 35 x 91 LH	KMM1 31 x 79 LH	NKL2 46 x 90 LH	PDR1 33 x 88 LH	RSP1 40 x 80 LH	SGG1 99 x 94 HH	TCG1 31 x 81 LH	VKL1 31 x 90 LH
HSR1 8 x 81 LH	HSR1 13 x 85 LH	HSR2 12 x 71 LH	KAM1 8 x 55 LH	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 8 x 80 LH	PMP1 4 x 100 LH	SGI1 7 x 100 LH		
MTR1 19 x 84 LH	BMD1 31 x 84 LH	DPR1 12 x 82 LH	DPR2 41 x 67 LH	HRR1 47 x 98 LH	MCR1 9 x 88 LH	MTR1 2 x 100 LH	OML1 10 x 81 LH	TRM1 15 x 74 LH		
SLM1 15 x 75 LH	APN1 32 x 64 LH	ATU1 33 x 66 LH	EDP1 3 x 100 LH	EPI1 3 x 71 LH	SLM1 18 x 86 LH	SLM2 10 x 83 LH	SLM3 7 x 100 LH	VPD1 10 x 62 LH		