



Follow-Up Lead Capturing Effectiveness as on 5/21/2026 10:00:01 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 : 21-May-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,675	765	525	6.55%	68.63%	LH
CHENNAI-02	9,988	1,084	773	10.85%	71.31%	LH
KL-NORTH	1,654	224	194	13.54%	86.61%	LH
KL-SOUTH	1,283	66	57	5.14%	86.36%	LH
NORTH ARCOT	7,488	773	388	10.32%	50.19%	LH
SOUTH ARCOT	6,457	306	147	4.74%	48.04%	LA
SOUTH-01	14,104	1,412	1,016	10.01%	71.95%	LH
SOUTH-03	10,345	384	284	3.71%	73.96%	LH
TIRUPATI-01	5,715	620	476	10.85%	76.77%	LH
TRICHY-01	10,429	815	685	7.81%	84.05%	LH
VIJAYAWADA-01	6,699	1,856	1,577	27.70%	84.97%	LH
WEST-01	6,016	894	730	14.86%	81.66%	LH
WEST-02	8,072	743	539	9.20%	72.54%	LH
Total	99,925	9,942	7,391	9.95%	74.34%	LH

Region CHENNAI-01 MTD | LCE 6.55% | LCR 68.63% | LH

CH03 8 x 76 LH	CGL1 11 x 94 LH	CH45 1 x 75 LH	GUD1 2 x 100 LH	GUD2 3 x 83 LH	MC10 0 x NaN LL	MRM1 10 x 47 LA	SKL1 10 x 68 LH	TKM1 34 x 81 LH
CH05 8 x 67 LH	AVD1 8 x 95 LH	CH05 2 x 80 LH	CH14 14 x 58 LH	CH26 5 x 100 LH	CH30 10 x 59 LH	CH35 10 x 78 LH	CH37 4 x 71 LH	
CH06 8 x 71 LH	CH08 20 x 69 LH	CH11 ∞ x 100 HH	CH19 4 x 63 LH	CH25 1 x 100 LH	CH39 1 x 100 LH	CH40 1 x 100 LH	CH49 7 x 72 LH	
CH08 6 x 56 LH	CH07 4 x 83 LH	CH22 2 x 50 LA	CH47 13 x 46 LA	CH48 1 x 80 LH	KNR1 3 x 100 LH			
CH10 2 x 70 LH	CH16 2 x 47 LA	CH28 2 x 70 LH	CH29 0 x NaN LL	CH38 2 x 86 LH	CH42 3 x 87 LH	MC09 21 x 100 LH		

Region CHENNAI-02 MTD | LCE 10.85% | LCR 71.31% | LH

CH01 8 x 73 LH	CH03 1 x 82 LH	CH06 2 x 88 LH	CH12 23 x 67 LH	CH23 9 x 90 LH	CH24 11 x 74 LH	MC06 4 x 100 LH		
CH04 10 x 71 LH	CH21 26 x 68 LH	CH31 1 x 100 LH	CH34 15 x 69 LH	CH51 12 x 83 LH	GPD1 1 x 50 LA	MJR1 4 x 57 LH	PON1 2 x 100 LH	UKI1 1 x 100 LH
CH07 14 x 66 LH	CH01 39 x 100 LH	CH15 22 x 57 LH	CH17 5 x 100 LH	CH18 17 x 70 LH	CH27 4 x 86 LH	CH32 4 x 100 LH	CH36 1 x 100 LH	CH43 10 x 63 LH
CH09 11 x 78 LH	CH09 ∞ x 100 HH	CH20 15 x 88 LH	CH33 4 x 100 LH	CH41 11 x 82 LH	CH44 21 x 69 LH	CH46 20 x 72 LH	CH50 3 x 67 LH	MC05 3 x 100 LH

Region KL-NORTH MTD | LCE 13.54% | LCR 86.61% | LH

KZD1 14 x 87 LH	KZD1 14 x 87 LH
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Region KL-SOUTH MTD | LCE 5.14% | LCR 86.36% | LH

TVP1 5 x 86 LH	KLR1 12 x 95 LH	PAS1 7 x 79 LH	PNL1 5 x 86 LH	TVP1 3 x 83 LH
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Region NORTH ARCOT MTD | LCE 10.32% | LCR 50.19% | LH



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NA01 18 x 39 LA	AKM1 13 x 62 LH	ANI1 3 x 86 LH	ARC2 1 x 100 LH	CYR1 2 x 100 LH	KPM1 12 x 55 LH	KPM2 41 x 26 LL	WJD1 12 x 66 LH	WJP1 10 x 74 LH	
NA02 10 x 65 LH	ABR1 1 x 100 LH	CGM1 0 x 100 LH	GDM1 1 x 100 LH	PLR1 0 x NaN LL	TRR1 0 x 100 LH	VEL1 22 x 54 LH	VEL2 24 x 69 LH	VNB1 0 x NaN LL	
NA03 2 x 82 LH	BGR1 12 x 68 LH	CPT1 0 x NaN LL	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 1 x 100 LH	TRL1 1 x 100 LH	TRT1 1 x 100 LH	UGI1 1 x 100 LH	VSI1 0 x 100 LH

Region SOUTH ARCOT MTD | LCE 4.74% | LCR 48.04% | LA

SA01 11 x 41 LA	CUD1 29 x 35 LA	KLM1 1 x 60 LH	MKM1 1 x 100 LH	POY1 2 x 100 LH	POY2 5 x 72 LH				
SA02 1 x 83 LH	CDM1 1 x 67 LH	KKI2 2 x 62 LH	KML1 0 x 100 LH	NVL2 2 x 86 LH	PRT1 1 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 71 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 4 x 44 LA	TVM1 4 x 100 LH	TVM2 1 x 100 LH	VPM1 7 x 88 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 10.01% | LCR 71.95% | LH

KVT1 10 x 70 LH	KVT1 7 x 53 LH	KYR1 2 x 86 LH	PKD1 18 x 78 LH	RND1 8 x 74 LH	SKD1 19 x 73 LH	SNL1 11 x 83 LH	STU2 6 x 62 LH	VKM1 16 x 65 LH
NGR1 10 x 72 LH	COL1 6 x 83 LH	KGL1 13 x 58 LH	KSM1 8 x 100 LH	MAR1 10 x 100 LH	MMT1 4 x 56 LH	NGR1 12 x 61 LH	TKY1 5 x 80 LH	
TKS1 7 x 87 LH	PDI1 5 x 69 LH	RPM1 6 x 86 LH	SDI1 4 x 89 LH	SGT1 23 x 91 LH	TKS1 6 x 83 LH	TKS2 6 x 94 LH		
TUT1 15 x 71 LH	ERL1 NaN x NaN LL	ERL2 9 x 90 LH	TCN1 12 x 53 LH	TUT1 12 x 63 LH	TUT2 9 x 56 LH	TYI1 15 x 90 LH	UDN1 67 x 83 HH	
TVL1 8 x 81 LH	ARM1 7 x 64 LH	ASM1 16 x 91 LH	TVL1 7 x 79 LH	VLY1 7 x 84 LH				
VNR1 8 x 54 LH	APK1 2 x 71 LH	APK2 17 x 53 LH	SVK1 2 x 50 LA	VNR1 24 x 59 LH	VNR2 4 x 44 LA			

Region SOUTH-03 MTD | LCE 3.71% | LCR 73.96% | LH

KKD2 4 x 81 LH	ATG1 2 x 100 LH	DKI1 0 x 100 LH	KKD2 NaN x NaN LL	KKD3 10 x 78 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PV11 13 x 82 LH	SGP1 1 x 100 LH	TDI1 0 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 1 x 100 LH	PNI1 4 x 83 LH						
MDU1 3 x 89 LH	DGL1 0 x 100 LH	DGL2 6 x 100 LH	MDU1 4 x 100 LH	MDU2 0 x 100 LH	MDU3 2 x 100 LH	MDU4 4 x 100 LH	MDU5 2 x 100 LH	MDU6 7 x 62 LH			
SVG1 6 x 57 LH	BTU1 7 x 67 LH	KPT1 2 x 50 LA	KYK1 1 x 100 LH	MDU7 8 x 83 LH	MLR1 3 x 67 LH	NKI1 1 x 0 LL	SVG1 3 x 57 LH	TMM1 14 x 46 LA	USL1 3 x 40 LA		
TEN1 4 x 67 LH	ADP1 3 x 60 LH	BNR1 6 x 69 LH	CBM1 1 x 33 LA	CMR1 3 x 100 LH	PKM1 6 x 45 LA	TEN1 4 x 70 LH	TEN2 5 x 79 LH				

Region TIRUPATI-01 MTD | LCE 10.85% | LCR 76.77% | LH

ATP1 12 x 84 LH	ADI1 4 x 88 LH	ATP1 20 x 67 LH	DHN1 25 x 98 LH	GTL1 6 x 100 LH	KNL1 2 x 100 LH	KNL2 4 x 57 LH	NDL1 4 x 50 LA	TPI1 41 x 100 LH	
KDA1 8 x 88 LH	BVL1 0 x NaN LL	KAR1 1 x 100 LH	KDA1 8 x 100 LH	KOU1 9 x 56 LH	MPL1 24 x 95 LH	PDT1 9 x 94 LH	PIL1 4 x 83 LH	RCY1 5 x 71 LH	RIP1 11 x 90 LH
NLR1 6 x 81 LH	KDR1 2 x 100 LH	KHT1 3 x 75 LH	KVL1 17 x 67 LH	NLR1 8 x 93 LH	NYP1 10 x 87 LH	SPE1 0 x NaN LL	VKI1 2 x 100 LH		



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TPY1 17 x 64 LH	CTO1 22 x 81 LH	PGR1 4 x 100 LH	PMR1 8 x 75 LH	PUT1 5 x 56 LH	TPY1 27 x 43 LA	TPY2 21 x 59 LH
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Region TRICHY-01 MTD | LCE 7.81% | LCR 84.05% | LH

KUM1 7 x 72 LH	KIK1 4 x 100 LH	KUM1 15 x 62 LH	KUM2 2 x 86 LH	NCK1 17 x 90 LH	NGT1 8 x 69 LH	TTP1 3 x 33 LA	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 11 x 88 LH	AYR1 6 x 94 LH	JKM1 1 x 100 LH	MSI1 0 x 100 LH	MVM1 29 x 94 LH	PBR1 12 x 90 LH	PBR2 6 x 67 LH	TYR1 9 x 79 LH	
TNJ1 10 x 84 LH	APM1 9 x 60 LH	MDI1 17 x 94 LH	NMM1 25 x 77 LH	ORU1 7 x 87 LH	PTK1 14 x 80 LH	TNJ1 5 x 97 LH	TNJ2 3 x 83 LH	
TRY1 4 x 91 LH	KRN1 1 x 50 LA	PDK1 18 x 81 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 27.70% | LCR 84.97% | LH

BVR1 19 x 85 LH	AMP1 15 x 67 LH	BVR1 24 x 69 LH	DPE1 5 x 100 LH	ELU1 15 x 96 LH	JGG1 2 x 100 LH	KND1 53 x 98 AH	NPR1 0 x 100 LH	PAP1 22 x 62 LH	PPM1 82 x 97 HH	RMV1 15 x 76 LH	TDD1 1 x 100 LH	TNI1 35 x 98 LH	TNK1 2 x 100 LH
GNT1 40 x 91 LH	BPP1 7 x 75 LH	CKT1 99 x 94 HH	CRL1 20 x 88 LH	GNT1 34 x 97 LH	GNT2 54 x 99 AH	NRT1 45 x 99 LH	OGL1 41 x 89 LH	PNR1 48 x 57 LH	PRL1 54 x 83 AH	RAL1 37 x 85 LH	TEL1 22 x 98 LH	VKN1 39 x 98 LH	
VJW1 24 x 74 LH	GDV1 34 x 68 LH	GVM1 53 x 81 AH	JPT1 54 x 71 AH	MTM1 27 x 73 LH	NZV1 6 x 67 LH	TVU1 24 x 76 LH	VJW1 27 x 76 LH	VJW2 12 x 76 LH	VJW3 12 x 60 LH	VJW4 13 x 90 LH	VJW5 15 x 65 LH	VUY1 11 x 73 LH	

Region WEST-01 MTD | LCE 14.86% | LCR 81.66% | LH

CBE1 22 x 83 LH	CBE1 15 x 88 LH	CBE2 24 x 67 LH	CBE3 17 x 100 LH	CBE4 14 x 87 LH	CBE5 22 x 100 LH	CBE6 73 x 99 HH	KMR1 14 x 73 LH	SNR1 13 x 97 LH	SUL1 4 x 75 LH
PLI1 3 x 100 LH	DPM2 4 x 100 LH	KGM1 1 x 100 LH	PDM1 2 x 100 LH	PLI1 5 x 100 LH	UMP1 3 x 100 LH				
TPR1 11 x 74 LH	TPR1 14 x 64 LH	TPR2 4 x 100 LH	TPR3 18 x 80 LH						
TPR4 20 x 85 LH	ANR1 4 x 100 LH	AVI1 24 x 98 LH	GBM1 32 x 71 LH	PPI1 36 x 77 LH	SYM2 1 x 100 LH	TPR4 16 x 100 LH			
UAM1 5 x 57 LH	CNR1 3 x 100 LH	GDR1 4 x 40 LA	KG1 0 x NaN LL	KMD1 4 x 80 LH	MPM1 12 x 48 LA	UAM1 2 x 80 LH			

Region WEST-02 MTD | LCE 9.20% | LCR 72.54% | LH

ERD1 16 x 78 LH	CMI1 17 x 62 LH	ERD1 24 x 70 LH	ERD2 10 x 81 LH	KMM1 15 x 74 LH	NKL2 10 x 89 LH	PDR1 6 x 100 LH	RSP1 24 x 86 LH	SGG1 33 x 84 LH	TCG1 15 x 82 LH	VKL1 21 x 77 LH
HSR1 3 x 84 LH	HSR1 7 x 94 LH	HSR2 4 x 65 LH	KAM1 1 x 100 LH	KRI1 2 x 100 LH	KVP1 2 x 75 LH	PLC1 0 x NaN LL	PMP1 2 x 100 LH	SGI1 0 x NaN LL		
MTR1 6 x 66 LH	BMD1 3 x 71 LH	DPR1 2 x 100 LH	DPR2 19 x 64 LH	HRR1 4 x 100 LH	MCR1 5 x 36 LA	MTR1 4 x 56 LH	OML1 3 x 86 LH	TRM1 10 x 62 LH		
SLM1 10 x 64 LH	APN1 14 x 71 LH	ATU1 18 x 54 LH	EDP1 2 x 100 LH	EPI1 1 x 100 LH	SLM1 20 x 60 LH	SLM2 4 x 73 LH	SLM3 4 x 88 LH	VPD1 1 x 100 LH		