



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 : 23-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,209	1,337	1,072	11.93%	80.18%	LH
CHENNAI-02	10,114	1,621	1,330	16.03%	82.05%	LH
KL-NORTH	968	58	53	5.99%	91.38%	LH
KL-SOUTH	1,048	191	174	18.23%	91.10%	LH
NORTH ARCOT	8,406	1,040	716	12.37%	68.85%	LH
SOUTH ARCOT	6,400	437	251	6.83%	57.44%	LH
SOUTH-01	14,588	2,567	1,934	17.60%	75.34%	LH
SOUTH-03	11,239	755	487	6.72%	64.50%	LH
TIRUPATI-01	5,349	1,468	1,181	27.45%	80.45%	LH
TRICHY-01	9,945	1,232	1,046	12.39%	84.90%	LH
VIJAYAWADA-01	6,148	2,138	1,806	34.78%	84.47%	LH
WEST-01	7,603	2,263	1,748	29.76%	77.24%	LH
WEST-02	9,178	1,884	1,521	20.53%	80.73%	LH
Total	102,196	16,991	13,319	16.63%	78.39%	LH

Region **CHENNAI-01 MTD | LCE 11.93% | LCR 80.18% | LH**

CH03 15 x 79 LH	CGL1 3 x 100 LH	CH45 3 x 92 LH	GUD1 13 x 93 LH	GUD2 20 x 87 LH	MC10 2 x 100 LH	MRM1 13 x 45 LA	SKL1 21 x 86 LH	TKM1 55 x 76 AH		
CH05 14 x 76 LH	AVD1 11 x 79 LH	CH05 6 x 92 LH	CH14 18 x 73 LH	CH26 2 x 100 LH	CH30 22 x 68 LH	CH35 31 x 78 LH	CH37 12 x 62 LH			
CH06 13 x 83 LH	CH08 25 x 77 LH	CH11 ∞ x 100 HH	CH16 17 x 85 LH	CH19 12 x 88 LH	CH25 12 x 96 LH	CH29 1 x 100 LH	CH39 9 x 86 LH	CH40 4 x 50 LA	CH42 8 x 100 LH	CH49 8 x 64 LH
CH08 5 x 86 LH	CH07 8 x 85 LH	CH22 9 x 81 LH	CH28 2 x 100 LH	CH38 6 x 88 LH	CH47 3 x 100 LH	CH48 6 x 85 LH	KNR1 3 x 83 LH	MC09 4 x 100 LH		

Region **CHENNAI-02 MTD | LCE 16.03% | LCR 82.05% | LH**

CH01 11 x 83 LH	CH03 2 x 100 LH	CH06 4 x 100 LH	CH12 26 x 80 LH	CH23 3 x 100 LH	CH24 26 x 81 LH	MC06 1 x 100 LH		
CH04 14 x 82 LH	CH21 31 x 77 LH	CH31 4 x 100 LH	CH34 16 x 77 LH	CH51 12 x 87 LH	GPD1 11 x 94 LH	MJR1 4 x 86 LH	PON1 9 x 95 LH	UKI1 2 x 100 LH
CH07 22 x 79 LH	CH01 56 x 100 AH	CH15 35 x 75 LH	CH17 8 x 93 LH	CH18 30 x 77 LH	CH27 6 x 100 LH	CH32 11 x 100 LH	CH36 3 x 100 LH	CH43 9 x 89 LH
CH09 18 x 85 LH	CH09 ∞ x 100 HH	CH20 19 x 75 LH	CH33 13 x 87 LH	CH41 21 x 85 LH	CH44 26 x 90 LH	CH46 33 x 97 LH	CH50 9 x 69 LH	MC05 4 x 75 LH

Region **KL-NORTH MTD | LCE 5.99% | LCR 91.38% | LH**

TVP1 6 x 91 LH	KZD1 6 x 91 LH							
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Region **KL-SOUTH MTD | LCE 18.23% | LCR 91.10% | LH**

TVP1 18 x 91 LH	KLR1 44 x 100 LH	PAS1 29 x 78 LH	PNL1 7 x 100 LH	TVP1 9 x 95 LH				
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Region **NORTH ARCOT MTD | LCE 12.37% | LCR 68.85% | LH**

NA01 26 x 67 LH	AKM1 25 x 77 LH	ANI1 10 x 89 LH	ARC2 1 x 100 LH	CYR1 5 x 90 LH	KPM1 25 x 68 LH	KPM2 41 x 49 LA	WJD1 32 x 90 LH	WJP1 30 x 84 LH
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Follow-Up Lead Capturing Effectiveness as on 3/23/2026 10:00:09 AM

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NA02 9 x 68 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 18 x 66 LH	VEL2 25 x 67 LH	VNB1 0 x 100 LH	
NA03 3 x 86 LH	BGR1 15 x 82 LH	CPT1 0 x 100 LH	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 2 x 80 LH	TRL1 3 x 100 LH	TRT1 1 x 100 LH	UGI1 1 x 50 LA	VSI1 1 x 33 LA

Region SOUTH ARCOT MTD | LCE 6.83% | LCR 57.44% | LH

SA01 16 x 49 LA	CUD1 37 x 42 LA	KLM1 7 x 83 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 13 x 46 LA			
SA02 2 x 100 LH	CDM1 1 x 100 LH	KKI2 6 x 100 LH	KML1 1 x 100 LH	NVL2 2 x 100 LH	PRT1 0 x 100 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 4 x 100 LH
SA03 2 x 85 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 64 LH	TRK1 2 x 70 LH	TVM1 5 x 100 LH	TVM2 2 x 100 LH	VPM1 10 x 100 LH	VPM2 0 x 100 LH

Region SOUTH-01 MTD | LCE 17.60% | LCR 75.34% | LH

KVT1 17 x 78 LH	KVT1 9 x 85 LH	KYR1 5 x 81 LH	PKD1 30 x 76 LH	RND1 23 x 69 LH	SKD1 24 x 76 LH	SNL1 22 x 79 LH	STU2 11 x 96 LH	VKM1 21 x 82 LH
NGR1 16 x 78 LH	COL1 9 x 88 LH	KGL1 12 x 75 LH	KSM1 16 x 95 LH	MAR1 17 x 86 LH	MMT1 12 x 83 LH	NGR1 23 x 71 LH	TKY1 2 x 100 LH	
TKS1 20 x 91 LH	PDI1 9 x 89 LH	RPM1 16 x 94 LH	SDI1 4 x 64 LH	SGT1 40 x 94 LH	TKS1 19 x 85 LH	TKS2 28 x 93 LH		
TUT1 18 x 65 LH	ERL1 NaN x NaN LL	ERL2 24 x 71 LH	TCN1 14 x 81 LH	TUT1 15 x 63 LH	TUT2 14 x 61 LH	TYI1 26 x 62 LH	UDN1 45 x 66 LH	
TVL1 18 x 82 LH	ARM1 28 x 70 LH	ASM1 22 x 84 LH	TVL1 16 x 88 LH	VLY1 17 x 72 LH				
VNR1 17 x 62 LH	APK1 10 x 64 LH	APK2 27 x 75 LH	SVK1 8 x 83 LH	VNR1 35 x 72 LH	VNR2 14 x 33 LA			

Region SOUTH-03 MTD | LCE 6.72% | LCR 64.50% | LH

KKD2 7 x 69 LH	ATG1 1 x 67 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 13 x 78 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 25 x 63 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 7 x 52 LH
KRR1 3 x 87 LH	KRR1 5 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 5 x 50 LA						
MDU1 5 x 69 LH	DGL1 2 x 100 LH	DGL2 3 x 71 LH	MDU1 3 x 96 LH	MDU2 3 x 100 LH	MDU3 2 x 100 LH	MDU4 16 x 56 LH	MDU5 3 x 100 LH	MDU6 16 x 49 LA			
SVG1 8 x 42 LA	BTU1 5 x 22 LL	KPT1 1 x 50 LA	KYK1 0 x NaN LL	MDU7 3 x 75 LH	MLR1 5 x 80 LH	NKI1 6 x 25 LL	SVG1 2 x 100 LH	TMM1 28 x 36 LA	USL1 6 x 50 LA		
TEN1 11 x 76 LH	ADP1 9 x 43 LA	BNR1 14 x 43 LA	CBM1 8 x 86 LH	CMR1 27 x 96 LH	PKM1 21 x 80 LH	TEN1 3 x 100 LH	TEN2 6 x 82 LH				

Region TIRUPATI-01 MTD | LCE 27.45% | LCR 80.45% | LH

ATP1 30 x 88 LH	ADI1 18 x 83 LH	ATP1 26 x 67 LH	DHN1 16 x 87 LH	GTL1 22 x 100 LH	KNL1 18 x 91 LH	KNL2 37 x 89 LH	NDL1 40 x 94 LH	TPI1 76 x 98 HH	
KDA1 19 x 85 LH	BVL1 4 x 100 LH	KAR1 3 x 80 LH	KDA1 11 x 95 LH	KOU1 7 x 55 LH	MPL1 64 x 95 HH	PDT1 12 x 100 LH	PIL1 2 x 67 LH	RCY1 19 x 70 LH	RJP1 40 x 72 LH
NLR1 32 x 82 LH	KDR1 85 x 99 HH	KHT1 25 x 59 LH	KVL1 35 x 75 LH	NLR1 33 x 86 LH	NYP1 23 x 60 LH	SPE1 17 x 88 LH	VKI1 23 x 81 LH		
TPY1 31 x 69 LH	CTO1 41 x 73 LH	PGR1 29 x 73 LH	PMR1 33 x 90 LH	PUT1 24 x 60 LH	TPY1 54 x 55 AH	TPY2 17 x 73 LH			

Region TRICHY-01 MTD | LCE 12.39% | LCR 84.90% | LH



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KUM1 8 x 87 LH	KIK1 2 x 100 LH	KUM1 21 x 84 LH	NCK1 28 x 96 LH	NGT1 6 x 65 LH	TTP1 2 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 88 LH	AYR1 5 x 92 LH	JKM1 2 x 88 LH	MSI1 2 x 100 LH	MVM1 41 x 92 LH	PBR1 11 x 77 LH	PBR2 12 x 80 LH	TYR1 10 x 84 LH
TNJ1 22 x 82 LH	APM1 19 x 82 LH	MDI1 37 x 95 LH	NMM1 45 x 89 LH	ORU1 21 x 67 LH	PTK1 20 x 70 LH	TNJ1 9 x 79 LH	TNJ2 15 x 70 LH
TRY1 5 x 84 LH	KRN1 4 x 77 LH	PDK1 26 x 70 LH	TRY1 2 x 97 LH	TRY2 3 x 100 LH	TRY3 4 x 100 LH	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 34.78% | LCR 84.47% | LH

BVR1 30 x 85 LH	AMP1 17 x 53 LH	BVR1 30 x 65 LH	DPE1 14 x 83 LH	ELU1 53 x 98 AH	JGG1 5 x 100 LH	KND1 44 x 98 LH	NPR1 11 x 100 LH	PAP1 41 x 87 LH	PPM1 50 x 99 LH	RMV1 57 x 77 AH	TDD1 11 x 79 LH	TNI1 20 x 97 LH	TNK1 7 x 70 LH
GNT1 38 x 90 LH	BPP1 27 x 80 LH	CKT1 132 x 96 HH	CRL1 15 x 64 LH	GNT1 13 x 93 LH	GNT2 21 x 93 LH	NRT1 30 x 98 LH	OGL1 73 x 90 HH	PNR1 29 x 47 LA	PRL1 15 x 76 LH	RAL1 23 x 100 LH	TEL1 88 x 92 HH	VKN1 8 x 90 LH	
VJW1 37 x 78 LH	GDV1 27 x 69 LH	GVM1 62 x 78 HH	JPT1 64 x 76 HH	MTM1 33 x 91 LH	TVU1 34 x 91 LH	VJW1 36 x 77 LH	VJW2 27 x 95 LH	VJW3 32 x 80 LH	VJW4 34 x 67 LH	VJW5 42 x 70 LH	VUY1 3 x 67 LH		

Region WEST-01 MTD | LCE 29.76% | LCR 77.24% | LH

CBE1 39 x 73 LH	CBE1 26 x 94 LH	CBE2 55 x 56 AH	CBE3 38 x 84 LH	CBE4 15 x 93 LH	CBE5 47 x 100 LH	CBE6 43 x 99 LH	KMR1 39 x 86 LH	SNR1 27 x 84 LH	SUL1 22 x 86 LH
PLI1 8 x 88 LH	DPM2 4 x 100 LH	KGM1 5 x 88 LH	PDM1 5 x 100 LH	PLI1 13 x 83 LH	UMP1 10 x 83 LH				
TPR1 24 x 89 LH	TPR1 28 x 79 LH	TPR2 2 x 100 LH	TPR3 62 x 97 HH						
TPR4 46 x 89 LH	ANR1 13 x 82 LH	AVI1 32 x 99 LH	GBM1 68 x 87 HH	PPI1 65 x 86 HH	SYM2 13 x 48 LA	TPR4 80 x 98 HH			
UAM1 10 x 47 LA	CNR1 11 x 47 LA	GDR1 19 x 41 LA	KGI1 11 x 59 LH	KMD1 1 x 100 LH	MPM1 14 x 38 LA	UAM1 4 x 64 LH			

Region WEST-02 MTD | LCE 20.53% | LCR 80.73% | LH

ERD1 39 x 83 LH	CMI1 31 x 58 LH	ERD1 47 x 79 LH	ERD2 33 x 89 LH	KMM1 30 x 80 LH	NKL2 44 x 89 LH	PDR1 31 x 86 LH	RSP1 38 x 77 LH	SGG1 93 x 94 HH	TCG1 32 x 77 LH	VKL1 31 x 90 LH
HSR1 7 x 80 LH	HSR1 12 x 86 LH	HSR2 13 x 70 LH	KAM1 7 x 45 LA	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 7 x 80 LH	PMP1 3 x 100 LH	SGI1 6 x 100 LH		
MTR1 18 x 83 LH	BMD1 29 x 80 LH	DPR1 11 x 83 LH	DPR2 43 x 65 LH	HRR1 47 x 98 LH	MCR1 9 x 84 LH	MTR1 2 x 100 LH	OML1 9 x 81 LH	TRM1 14 x 75 LH		
SLM1 15 x 73 LH	APN1 31 x 62 LH	ATU1 31 x 63 LH	EDP1 2 x 100 LH	EPI1 2 x 71 LH	SLM1 18 x 82 LH	SLM2 10 x 84 LH	SLM3 6 x 100 LH	VPD1 10 x 63 LH		