



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 : 24-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,654	1,384	1,112	11.88%	80.35%	LH
CHENNAI-02	10,632	1,670	1,364	15.71%	81.68%	LH
KL-NORTH	1,035	62	57	5.99%	91.94%	LH
KL-SOUTH	1,120	198	177	17.69%	89.39%	LH
NORTH ARCOT	8,695	1,066	733	12.26%	68.76%	LH
SOUTH ARCOT	6,664	442	256	6.63%	57.92%	LH
SOUTH-01	15,267	2,649	1,996	17.35%	75.35%	LH
SOUTH-03	11,762	774	498	6.58%	64.34%	LH
TIRUPATI-01	5,614	1,515	1,218	26.99%	80.40%	LH
TRICHY-01	10,393	1,265	1,074	12.17%	84.90%	LH
VIJAYAWADA-01	6,384	2,196	1,852	34.40%	84.34%	LH
WEST-01	7,906	2,348	1,805	29.70%	76.87%	LH
WEST-02	9,545	1,937	1,559	20.29%	80.49%	LH
Total	106,671	17,506	13,701	16.41%	78.26%	LH

Region **CHENNAI-01 MTD | LCE 11.88% | LCR 80.35% | 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 44 LA	SKL1 20 x 86 LH	TKM1 57 x 77 AH		
CH05 14 x 76 LH	AVD1 11 x 80 LH	CH05 6 x 92 LH	CH14 17 x 73 LH	CH26 2 x 100 LH	CH30 22 x 69 LH	CH35 31 x 79 LH	CH37 12 x 62 LH			
CH06 13 x 83 LH	CH08 25 x 77 LH	CH11 ∞ x 100 HH	CH16 17 x 86 LH	CH19 13 x 89 LH	CH25 11 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 62 LH
CH08 5 x 86 LH	CH07 8 x 83 LH	CH22 8 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 15.71% | LCR 81.68% | LH**

CH01 11 x 83 LH	CH03 2 x 100 LH	CH06 4 x 100 LH	CH12 26 x 79 LH	CH23 2 x 100 LH	CH24 27 x 82 LH	MC06 1 x 100 LH		
CH04 13 x 81 LH	CH21 29 x 76 LH	CH31 3 x 100 LH	CH34 16 x 77 LH	CH51 11 x 85 LH	GPD1 10 x 94 LH	MJR1 3 x 86 LH	PON1 10 x 96 LH	UKI1 2 x 100 LH
CH07 21 x 79 LH	CH01 60 x 100 AH	CH15 34 x 76 LH	CH17 8 x 94 LH	CH18 30 x 73 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 84 LH	CH44 26 x 90 LH	CH46 33 x 96 LH	CH50 9 x 70 LH	MC05 4 x 75 LH

Region **KL-NORTH MTD | LCE 5.99% | LCR 91.94% | LH**

TVP1 6 x 92 LH	KZD1 6 x 92 LH							
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Region **KL-SOUTH MTD | LCE 17.69% | LCR 89.39% | LH**

TVP1 18 x 89 LH	KLR1 41 x 100 LH	PAS1 30 x 75 LH	PNL1 7 x 100 LH	TVP1 8 x 93 LH				
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Region **NORTH ARCOT MTD | LCE 12.26% | LCR 68.76% | LH**

NA01 25 x 67 LH	AKM1 24 x 77 LH	ANI1 10 x 89 LH	ARC2 1 x 100 LH	CYR1 5 x 90 LH	KPM1 24 x 68 LH	KPM2 41 x 48 LA	WJD1 32 x 89 LH	WJP1 29 x 84 LH
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Follow-Up Lead Capturing Effectiveness as on 3/24/2026 10:00:27 AM

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NA02 9 x 69 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 67 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 6.63% | LCR 57.92% | LH

SA01 16 x 49 LA	CUD1 36 x 42 LA	KLM1 7 x 83 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 13 x 48 LA			
SA02 2 x 100 LH	CDM1 1 x 100 LH	KKI2 5 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 3 x 86 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 67 LH	TRK1 3 x 73 LH	TVM1 5 x 100 LH	TVM2 2 x 100 LH	VPM1 9 x 100 LH	VPM2 0 x 100 LH

Region SOUTH-01 MTD | LCE 17.35% | LCR 75.35% | LH

KVT1 17 x 77 LH	KVT1 9 x 85 LH	KYR1 5 x 81 LH	PKD1 30 x 75 LH	RND1 22 x 70 LH	SKD1 23 x 76 LH	SNL1 21 x 77 LH	STU2 10 x 96 LH	VKM1 20 x 76 LH
NGR1 17 x 78 LH	COL1 10 x 90 LH	KGL1 13 x 77 LH	KSM1 15 x 95 LH	MAR1 16 x 86 LH	MMT1 11 x 76 LH	NGR1 24 x 74 LH	TKY1 2 x 100 LH	
TKS1 19 x 91 LH	PDI1 9 x 89 LH	RPM1 16 x 92 LH	SDI1 4 x 67 LH	SGT1 40 x 94 LH	TKS1 19 x 86 LH	TKS2 27 x 93 LH		
TUT1 18 x 66 LH	ERL1 NaN x NaN LL	ERL2 23 x 72 LH	TCN1 15 x 81 LH	TUT1 15 x 63 LH	TUT2 14 x 60 LH	TYI1 25 x 61 LH	UDN1 45 x 68 LH	
TVL1 17 x 82 LH	ARM1 27 x 71 LH	ASM1 21 x 84 LH	TVL1 15 x 88 LH	VLY1 17 x 71 LH				
VNR1 16 x 62 LH	APK1 10 x 64 LH	APK2 27 x 74 LH	SVK1 8 x 83 LH	VNR1 34 x 73 LH	VNR2 14 x 32 LA			

Region SOUTH-03 MTD | LCE 6.58% | LCR 64.34% | LH

KKD2 6 x 69 LH	ATG1 1 x 67 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 12 x 78 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 23 x 62 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 7 x 54 LH
KRR1 3 x 83 LH	KRR1 4 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 4 x 38 LA						
MDU1 5 x 70 LH	DGL1 1 x 100 LH	DGL2 2 x 71 LH	MDU1 3 x 96 LH	MDU2 3 x 100 LH	MDU3 2 x 100 LH	MDU4 16 x 57 LH	MDU5 3 x 100 LH	MDU6 17 x 51 LH			
SVG1 8 x 42 LA	BTU1 5 x 22 LL	KPT1 1 x 50 LA	KYK1 1 x 100 LH	MDU7 3 x 75 LH	MLR1 4 x 80 LH	NKI1 5 x 25 LL	SVG1 2 x 100 LH	TMM1 28 x 36 LA	USL1 6 x 50 LA		
TEN1 11 x 75 LH	ADP1 9 x 41 LA	BNR1 13 x 43 LA	CBM1 8 x 87 LH	CMR1 26 x 96 LH	PKM1 21 x 80 LH	TEN1 3 x 88 LH	TEN2 6 x 83 LH				

Region TIRUPATI-01 MTD | LCE 26.99% | LCR 80.40% | LH

ATP1 30 x 88 LH	ADI1 18 x 82 LH	ATP1 26 x 68 LH	DHN1 16 x 88 LH	GTL1 21 x 100 LH	KNL1 18 x 92 LH	KNL2 37 x 88 LH	NDL1 38 x 94 LH	TPI1 78 x 98 HH	
KDA1 18 x 85 LH	BVL1 3 x 100 LH	KAR1 2 x 80 LH	KDA1 10 x 96 LH	KOU1 7 x 55 LH	MPL1 63 x 94 HH	PDT1 11 x 100 LH	PIL1 2 x 67 LH	RCY1 17 x 70 LH	RJP1 37 x 72 LH
NLR1 31 x 81 LH	KDR1 81 x 99 HH	KHT1 24 x 59 LH	KVL1 35 x 74 LH	NLR1 32 x 83 LH	NYP1 22 x 57 LH	SPE1 17 x 88 LH	VKI1 24 x 82 LH		
TPY1 31 x 70 LH	CTO1 39 x 73 LH	PGR1 30 x 69 LH	PMR1 32 x 90 LH	PUT1 23 x 60 LH	TPY1 54 x 57 AH	TPY2 17 x 73 LH			

Region TRICHY-01 MTD | LCE 12.17% | LCR 84.90% | LH



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KUM1 8 x 87 LH	KIK1 2 x 100 LH	KUM1 20 x 84 LH	NCK1 27 x 96 LH	NGT1 7 x 68 LH	TTP1 1 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 88 LH	AYR1 5 x 93 LH	JKM1 2 x 88 LH	MSI1 2 x 100 LH	MVM1 42 x 93 LH	PBR1 11 x 73 LH	PBR2 12 x 77 LH	TYR1 10 x 85 LH
TNJ1 21 x 82 LH	APM1 18 x 83 LH	MDI1 36 x 95 LH	NMM1 44 x 89 LH	ORU1 20 x 67 LH	PTK1 19 x 70 LH	TNJ1 9 x 79 LH	TNJ2 15 x 71 LH
TRY1 5 x 84 LH	KRN1 4 x 77 LH	PDK1 25 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 34.40% | LCR 84.34% | LH

BVR1 30 x 85 LH	AMP1 16 x 53 LH	BVR1 29 x 62 LH	DPE1 15 x 86 LH	ELU1 50 x 98 AH	JGG1 5 x 100 LH	KND1 49 x 98 LH	NPR1 10 x 100 LH	PAP1 41 x 87 LH	PPM1 49 x 99 LH	RMV1 56 x 77 AH	TDD1 13 x 82 LH	TNI1 20 x 97 LH	TNK1 7 x 70 LH
GNT1 37 x 89 LH	BPP1 26 x 81 LH	CKT1 133 x 96 HH	CRL1 15 x 62 LH	GNT1 12 x 93 LH	GNT2 20 x 89 LH	NRT1 28 x 98 LH	OGL1 70 x 90 HH	PNR1 29 x 40 LA	PRL1 15 x 76 LH	RAL1 23 x 95 LH	TEL1 90 x 92 HH	VKN1 8 x 90 LH	
VJW1 37 x 79 LH	GDV1 26 x 69 LH	GVM1 64 x 79 HH	JPT1 63 x 75 HH	MTM1 32 x 91 LH	TVU1 36 x 92 LH	VJW1 36 x 78 LH	VJW2 27 x 92 LH	VJW3 32 x 81 LH	VJW4 34 x 67 LH	VJW5 40 x 70 LH	VUY1 3 x 67 LH		

Region WEST-01 MTD | LCE 29.70% | LCR 76.87% | LH

CBE1 39 x 72 LH	CBE1 26 x 94 LH	CBE2 55 x 55 AH	CBE3 38 x 85 LH	CBE4 14 x 93 LH	CBE5 47 x 100 LH	CBE6 41 x 99 LH	KMR1 39 x 85 LH	SNR1 27 x 85 LH	SUL1 22 x 86 LH
PLI1 7 x 88 LH	DPM2 3 x 100 LH	KGM1 4 x 88 LH	PDM1 5 x 100 LH	PLI1 12 x 83 LH	UMP1 10 x 84 LH				
TPR1 25 x 89 LH	TPR1 28 x 79 LH	TPR2 2 x 100 LH	TPR3 64 x 97 HH						
TPR4 46 x 89 LH	ANR1 13 x 83 LH	AVI1 30 x 99 LH	GBM1 68 x 86 HH	PPI1 65 x 86 HH	SYM2 13 x 46 LA	TPR4 83 x 98 HH			
UAM1 10 x 47 LA	CNR1 10 x 47 LA	GDR1 18 x 41 LA	KGI1 10 x 59 LH	KMD1 1 x 100 LH	MPM1 14 x 38 LA	UAM1 5 x 67 LH			

Region WEST-02 MTD | LCE 20.29% | LCR 80.49% | LH

ERD1 39 x 83 LH	CMI1 30 x 52 LH	ERD1 46 x 78 LH	ERD2 33 x 89 LH	KMM1 29 x 80 LH	NKL2 43 x 89 LH	PDR1 31 x 86 LH	RSP1 37 x 76 LH	SGG1 91 x 94 HH	TCG1 32 x 75 LH	VKL1 36 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 82 LH	BMD1 27 x 80 LH	DPR1 12 x 80 LH	DPR2 42 x 59 LH	HRR1 48 x 98 LH	MCR1 8 x 84 LH	MTR1 2 x 100 LH	OML1 8 x 81 LH	TRM1 14 x 75 LH		
SLM1 15 x 73 LH	APN1 31 x 64 LH	ATU1 31 x 62 LH	EDP1 2 x 100 LH	EPI1 3 x 75 LH	SLM1 17 x 83 LH	SLM2 10 x 84 LH	SLM3 6 x 100 LH	VPD1 10 x 64 LH		