



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 : 25-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,010	1,420	1,140	11.82%	80.28%	LH
CHENNAI-02	10,975	1,707	1,389	15.55%	81.37%	LH
KL-NORTH	1,118	63	57	5.64%	90.48%	LH
KL-SOUTH	1,187	215	192	18.12%	89.30%	LH
NORTH ARCOT	8,955	1,089	736	12.16%	67.58%	LH
SOUTH ARCOT	6,892	444	258	6.44%	58.11%	LH
SOUTH-01	15,872	2,723	2,033	17.16%	74.66%	LH
SOUTH-03	12,171	782	498	6.43%	63.68%	LH
TIRUPATI-01	5,792	1,567	1,256	27.05%	80.15%	LH
TRICHY-01	10,715	1,313	1,117	12.25%	85.07%	LH
VIJAYAWADA-01	6,577	2,254	1,899	34.27%	84.25%	LH
WEST-01	8,202	2,419	1,846	29.49%	76.31%	LH
WEST-02	9,818	1,976	1,585	20.13%	80.21%	LH
Total	110,283	17,972	14,006	16.30%	77.93%	LH

Region **CHENNAI-01 MTD | LCE 11.82% | LCR 80.28% | LH**

CH03 15 x 79 LH	CGL1 3 x 100 LH	CH45 3 x 93 LH	GUD1 13 x 93 LH	GUD2 20 x 87 LH	MC10 2 x 100 LH	MRM1 14 x 44 LA	SKL1 20 x 86 LH	TKM1 55 x 76 AH		
CH05 14 x 76 LH	AVD1 11 x 80 LH	CH05 6 x 93 LH	CH14 17 x 73 LH	CH26 2 x 100 LH	CH30 21 x 68 LH	CH35 30 x 79 LH	CH37 12 x 63 LH			
CH06 13 x 83 LH	CH08 24 x 76 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 8 x 86 LH	CH40 4 x 50 LA	CH42 8 x 100 LH	CH49 8 x 63 LH
CH08 5 x 86 LH	CH07 8 x 84 LH	CH22 9 x 83 LH	CH28 1 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 15.55% | LCR 81.37% | LH**

CH01 11 x 83 LH	CH03 2 x 100 LH	CH06 4 x 100 LH	CH12 27 x 80 LH	CH23 2 x 100 LH	CH24 26 x 80 LH	MC06 1 x 100 LH		
CH04 13 x 81 LH	CH21 29 x 77 LH	CH31 3 x 100 LH	CH34 16 x 75 LH	CH51 11 x 81 LH	GPD1 10 x 94 LH	MJR1 3 x 86 LH	PON1 10 x 96 LH	UKI1 2 x 100 LH
CH07 21 x 78 LH	CH01 60 x 100 AH	CH15 34 x 76 LH	CH17 8 x 94 LH	CH18 29 x 71 LH	CH27 6 x 100 LH	CH32 12 x 100 LH	CH36 3 x 100 LH	CH43 9 x 90 LH
CH09 18 x 85 LH	CH09 ∞ x 100 HH	CH20 19 x 76 LH	CH33 13 x 87 LH	CH41 20 x 84 LH	CH44 25 x 90 LH	CH46 33 x 94 LH	CH50 9 x 70 LH	MC05 3 x 75 LH

Region **KL-NORTH MTD | LCE 5.64% | LCR 90.48% | LH**

TVP1 6 x 90 LH	KZD1 6 x 90 LH							
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Region **KL-SOUTH MTD | LCE 18.12% | LCR 89.30% | LH**

TVP1 18 x 89 LH	KLR1 42 x 100 LH	PAS1 29 x 75 LH	PNL1 6 x 100 LH	TVP1 9 x 92 LH				
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Region **NORTH ARCOT MTD | LCE 12.16% | LCR 67.58% | LH**

NA01 25 x 65 LH	AKM1 24 x 77 LH	ANI1 10 x 90 LH	ARC2 1 x 100 LH	CYR1 4 x 90 LH	KPM1 24 x 67 LH	KPM2 40 x 46 LA	WJD1 31 x 85 LH	WJP1 28 x 84 LH
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Follow-Up Lead Capturing Effectiveness as on 3/25/2026 10:00:45 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 19 x 68 LH	VEL2 25 x 66 LH	VNB1 0 x 100 LH	
NA03 3 x 87 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 2 x 67 LH

Region SOUTH ARCOT MTD | LCE 6.44% | LCR 58.11% | LH

SA01 16 x 49 LA	CUD1 35 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 3 x 100 LH
SA03 2 x 86 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 67 LH	TRK1 2 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 17.16% | LCR 74.66% | LH

KVT1 16 x 77 LH	KVT1 9 x 85 LH	KYR1 5 x 81 LH	PKD1 29 x 75 LH	RND1 21 x 67 LH	SKD1 24 x 78 LH	SNL1 21 x 78 LH	STU2 11 x 96 LH	VKM1 19 x 76 LH
NGR1 17 x 73 LH	COL1 10 x 90 LH	KGL1 13 x 79 LH	KSM1 14 x 95 LH	MAR1 16 x 86 LH	MMT1 11 x 77 LH	NGR1 24 x 65 LH	TKY1 2 x 100 LH	
TKS1 20 x 91 LH	PDI1 9 x 90 LH	RPM1 16 x 93 LH	SDI1 4 x 69 LH	SGT1 39 x 94 LH	TKS1 18 x 86 LH	TKS2 28 x 94 LH		
TUT1 17 x 65 LH	ERL1 NaN x NaN LL	ERL2 23 x 72 LH	TCN1 15 x 82 LH	TUT1 15 x 62 LH	TUT2 13 x 60 LH	TYI1 25 x 62 LH	UDN1 45 x 65 LH	
TVL1 17 x 81 LH	ARM1 25 x 71 LH	ASM1 20 x 84 LH	TVL1 15 x 88 LH	VLY1 16 x 68 LH				
VNR1 16 x 62 LH	APK1 10 x 65 LH	APK2 28 x 76 LH	SVK1 8 x 81 LH	VNR1 33 x 73 LH	VNR2 14 x 35 LA			

Region SOUTH-03 MTD | LCE 6.43% | LCR 63.68% | 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 22 x 62 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 7 x 56 LH
KRR1 2 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 69 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 55 LH	MDU5 3 x 100 LH	MDU6 17 x 49 LA			
SVG1 8 x 40 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 34 LA	USL1 6 x 50 LA		
TEN1 11 x 75 LH	ADP1 9 x 43 LA	BNR1 12 x 40 LA	CBM1 8 x 87 LH	CMR1 25 x 96 LH	PKM1 19 x 80 LH	TEN1 3 x 90 LH	TEN2 6 x 83 LH				

Region TIRUPATI-01 MTD | LCE 27.05% | LCR 80.15% | LH

ATP1 30 x 87 LH	ADI1 18 x 76 LH	ATP1 26 x 69 LH	DHN1 17 x 89 LH	GTL1 21 x 100 LH	KNL1 18 x 92 LH	KNL2 36 x 87 LH	NDL1 37 x 94 LH	TPI1 81 x 98 HH	
KDA1 19 x 86 LH	BVL1 3 x 100 LH	KAR1 2 x 80 LH	KDA1 10 x 96 LH	KOU1 7 x 58 LH	MPL1 65 x 95 HH	PDT1 13 x 100 LH	PIL1 2 x 67 LH	RCY1 16 x 70 LH	RJP1 38 x 73 LH
NLR1 31 x 81 LH	KDR1 83 x 99 HH	KHT1 23 x 59 LH	KVL1 35 x 74 LH	NLR1 32 x 83 LH	NYP1 22 x 56 LH	SPE1 16 x 88 LH	VKI1 24 x 82 LH		
TPY1 31 x 69 LH	CTO1 39 x 74 LH	PGR1 31 x 65 LH	PMR1 32 x 91 LH	PUT1 23 x 61 LH	TPY1 54 x 53 AH	TPY2 17 x 74 LH			

Region TRICHY-01 MTD | LCE 12.25% | LCR 85.07% | LH



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KUM1 8 x 87 LH	KIK1 2 x 100 LH	KUM1 20 x 84 LH	NCK1 27 x 97 LH	NGT1 7 x 69 LH	TTP1 1 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 88 LH	AYR1 6 x 87 LH	JKM1 2 x 88 LH	MSI1 2 x 100 LH	MVM1 42 x 93 LH	PBR1 11 x 74 LH	PBR2 12 x 77 LH	TYR1 10 x 85 LH
TNJ1 21 x 82 LH	APM1 17 x 79 LH	MDI1 36 x 95 LH	NMM1 44 x 89 LH	ORU1 20 x 69 LH	PTK1 19 x 71 LH	TNJ1 9 x 79 LH	TNJ2 16 x 71 LH
TRY1 5 x 84 LH	KRN1 4 x 77 LH	PDK1 25 x 68 LH	TRY1 2 x 97 LH	TRY2 4 x 100 LH	TRY3 4 x 100 LH	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 34.27% | LCR 84.25% | LH

BVR1 30 x 84 LH	AMP1 16 x 47 LA	BVR1 29 x 62 LH	DPE1 16 x 87 LH	ELU1 51 x 98 AH	JGG1 4 x 100 LH	KND1 49 x 98 LH	NPR1 10 x 100 LH	PAP1 39 x 86 LH	PPM1 50 x 99 LH	RMV1 55 x 77 AH	TDD1 12 x 76 LH	TNI1 20 x 97 LH	TNK1 7 x 71 LH
GNT1 38 x 89 LH	BPP1 27 x 82 LH	CKT1 133 x 97 HH	CRL1 15 x 64 LH	GNT1 12 x 93 LH	GNT2 20 x 89 LH	NRT1 29 x 98 LH	OGL1 68 x 90 HH	PNR1 30 x 45 LA	PRL1 15 x 76 LH	RAL1 27 x 96 LH	TEL1 88 x 92 HH	VKN1 8 x 90 LH	
VJW1 37 x 78 LH	GDV1 26 x 70 LH	GVM1 63 x 78 HH	JPT1 62 x 76 HH	MTM1 32 x 91 LH	TVU1 35 x 90 LH	VJW1 36 x 77 LH	VJW2 27 x 92 LH	VJW3 31 x 80 LH	VJW4 33 x 67 LH	VJW5 40 x 71 LH	VUY1 3 x 67 LH		

Region WEST-01 MTD | LCE 29.49% | LCR 76.31% | LH

CBE1 39 x 71 LH	CBE1 26 x 94 LH	CBE2 53 x 52 AH	CBE3 38 x 82 LH	CBE4 14 x 93 LH	CBE5 48 x 100 LH	CBE6 41 x 99 LH	KMR1 40 x 86 LH	SNR1 27 x 85 LH	SUL1 23 x 88 LH
PLI1 8 x 88 LH	DPM2 3 x 100 LH	KGM1 4 x 88 LH	PDM1 5 x 100 LH	PLI1 12 x 84 LH	UMP1 11 x 86 LH				
TPR1 25 x 90 LH	TPR1 28 x 80 LH	TPR2 2 x 100 LH	TPR3 61 x 97 HH						
TPR4 46 x 89 LH	ANR1 13 x 83 LH	AVI1 29 x 99 LH	GBM1 68 x 86 HH	PPI1 64 x 85 HH	SYM2 13 x 44 LA	TPR4 83 x 98 HH			
UAM1 10 x 48 LA	CNR1 10 x 47 LA	GDR1 18 x 41 LA	KGI1 11 x 61 LH	KMD1 1 x 100 LH	MPM1 13 x 39 LA	UAM1 4 x 67 LH			

Region WEST-02 MTD | LCE 20.13% | LCR 80.21% | LH

ERD1 38 x 82 LH	CMI1 29 x 53 LH	ERD1 44 x 78 LH	ERD2 32 x 89 LH	KMM1 30 x 82 LH	NKL2 42 x 89 LH	PDR1 30 x 86 LH	RSP1 37 x 76 LH	SGG1 91 x 94 HH	TCG1 32 x 76 LH	VKL1 34 x 78 LH
HSR1 7 x 80 LH	HSR1 12 x 86 LH	HSR2 14 x 71 LH	KAM1 6 x 45 LA	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 6 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 81 LH	DPR2 43 x 59 LH	HRR1 48 x 98 LH	MCR1 9 x 85 LH	MTR1 2 x 100 LH	OML1 9 x 82 LH	TRM1 13 x 75 LH		
SLM1 14 x 73 LH	APN1 30 x 64 LH	ATU1 30 x 62 LH	EDP1 2 x 100 LH	EPI1 2 x 75 LH	SLM1 17 x 83 LH	SLM2 9 x 84 LH	SLM3 6 x 100 LH	VPD1 10 x 67 LH		