



Follow-Up Lead Capturing Effectiveness as on 5/25/2026 10:00:10 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 : 25-May-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	14,733	1,038	711	7.05%	68.50%	LH
CHENNAI-02	12,788	1,454	1,034	11.37%	71.11%	LH
KL-NORTH	1,932	326	291	16.87%	89.26%	LH
KL-SOUTH	1,467	90	80	6.13%	88.89%	LH
NORTH ARCOT	9,148	938	477	10.25%	50.85%	LH
SOUTH ARCOT	8,006	347	169	4.33%	48.70%	LA
SOUTH-01	16,853	1,711	1,264	10.15%	73.87%	LH
SOUTH-03	12,476	482	362	3.86%	75.10%	LH
TIRUPATI-01	6,744	750	581	11.12%	77.47%	LH
TRICHY-01	12,439	997	838	8.02%	84.05%	LH
VIJAYAWADA-01	9,033	2,244	1,847	24.84%	82.31%	LH
WEST-01	6,965	1,054	865	15.13%	82.07%	LH
WEST-02	9,476	869	638	9.17%	73.42%	LH
Total	122,060	12,300	9,157	10.08%	74.45%	LH

Region CHENNAI-01 MTD | LCE 7.05% | LCR 68.50% | LH

CH03 9 x 75 LH	CGL1 10 x 92 LH	CH45 1 x 75 LH	GUD1 2 x 100 LH	GUD2 5 x 71 LH	MC10 0 x NaN LL	MRM1 12 x 60 LH	SKL1 9 x 69 LH	TKM1 36 x 76 LH
CH05 9 x 63 LH	AVD1 7 x 91 LH	CH05 2 x 83 LH	CH14 17 x 54 LH	CH26 4 x 100 LH	CH30 11 x 54 LH	CH35 11 x 76 LH	CH37 5 x 82 LH	
CH06 8 x 72 LH	CH08 22 x 72 LH	CH11 ∞ x 100 HH	CH19 4 x 71 LH	CH25 1 x 100 LH	CH39 1 x 100 LH	CH40 1 x 100 LH	CH49 8 x 69 LH	
CH08 5 x 61 LH	CH07 4 x 81 LH	CH22 3 x 69 LH	CH47 12 x 50 LA	CH48 1 x 83 LH	KNR1 2 x 100 LH			
CH10 3 x 72 LH	CH16 3 x 52 LH	CH28 3 x 69 LH	CH29 0 x NaN LL	CH38 2 x 89 LH	CH42 4 x 86 LH	MC09 21 x 100 LH		

Region CHENNAI-02 MTD | LCE 11.37% | LCR 71.11% | LH

CH01 9 x 75 LH	CH03 2 x 88 LH	CH06 3 x 86 LH	CH12 22 x 68 LH	CH23 9 x 82 LH	CH24 10 x 79 LH	MC06 3 x 100 LH		
CH04 12 x 69 LH	CH21 31 x 65 LH	CH31 1 x 100 LH	CH34 17 x 67 LH	CH51 12 x 84 LH	GPD1 1 x 75 LH	MJR1 4 x 60 LH	PON1 2 x 100 LH	UKI1 1 x 50 LA
CH07 14 x 66 LH	CH01 41 x 100 LH	CH15 22 x 57 LH	CH17 6 x 100 LH	CH18 16 x 70 LH	CH27 4 x 89 LH	CH32 4 x 100 LH	CH36 1 x 100 LH	CH43 9 x 63 LH
CH09 12 x 77 LH	CH09 ∞ x 100 HH	CH20 16 x 82 LH	CH33 4 x 95 LH	CH41 13 x 82 LH	CH44 20 x 69 LH	CH46 20 x 73 LH	CH50 2 x 71 LH	MC05 3 x 100 LH

Region KL-NORTH MTD | LCE 16.87% | LCR 89.26% | LH

KZD1 17 x 89 LH	KZD1 17 x 89 LH							
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Region KL-SOUTH MTD | LCE 6.13% | LCR 88.89% | LH

TVP1 6 x 89 LH	KLR1 15 x 97 LH	PAS1 9 x 86 LH	PNL1 4 x 75 LH	TVP1 3 x 86 LH
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Region NORTH ARCOT MTD | LCE 10.25% | LCR 50.85% | LH



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NA01 18 x 43 LA	AKM1 14 x 69 LH	ANI1 4 x 78 LH	ARC2 1 x 100 LH	CYR1 1 x 100 LH	KPM1 12 x 53 LH	KPM2 39 x 30 LA	WJD1 13 x 58 LH	WJP1 10 x 74 LH	
NA02 10 x 60 LH	ABR1 1 x 100 LH	CGM1 0 x 100 LH	GDM1 1 x 100 LH	PLR1 2 x 100 LH	TRR1 0 x 100 LH	VEL1 22 x 57 LH	VEL2 26 x 60 LH	VNB1 0 x NaN LL	
NA03 2 x 83 LH	BGR1 10 x 70 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 2 x 100 LH	VSI1 1 x 67 LH

Region SOUTH ARCOT MTD | LCE 4.33% | LCR 48.70% | LA

SA01 10 x 42 LA	CUD1 28 x 35 LA	KLM1 2 x 75 LH	MKM1 1 x 100 LH	POY1 2 x 100 LH	POY2 4 x 70 LH				
SA02 1 x 81 LH	CDM1 1 x 80 LH	KKI2 3 x 55 LH	KML1 0 x 100 LH	NVL2 2 x 88 LH	PRT1 1 x 100 LH	STP1 0 x NaN LL	ULP1 0 x 100 LH	VCM1 4 x 100 LH	VCM2 0 x NaN LL
SA03 2 x 70 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 0 x 100 LH	TRK1 4 x 41 LA	TVM1 4 x 100 LH	TVM2 1 x 100 LH	VPM1 6 x 88 LH	VPM2 0 x NaN LL	

Region SOUTH-01 MTD | LCE 10.15% | LCR 73.87% | LH

KVT1 10 x 72 LH	KVT1 7 x 59 LH	KYR1 2 x 86 LH	PKD1 19 x 75 LH	RND1 8 x 76 LH	SKD1 22 x 73 LH	SNL1 11 x 83 LH	STU2 6 x 67 LH	VKM1 16 x 70 LH
NGR1 10 x 73 LH	COL1 6 x 88 LH	KGL1 11 x 58 LH	KSM1 14 x 100 LH	MAR1 10 x 100 LH	MMT1 5 x 71 LH	NGR1 11 x 58 LH	TKY1 5 x 83 LH	
TKS1 7 x 85 LH	PDI1 4 x 62 LH	RPM1 7 x 88 LH	SDI1 4 x 82 LH	SGT1 23 x 90 LH	TKS1 7 x 78 LH	TKS2 6 x 95 LH		
TUT1 15 x 73 LH	ERL1 NaN x NaN LL	ERL2 10 x 85 LH	TCN1 13 x 59 LH	TUT1 12 x 67 LH	TUT2 9 x 60 LH	TYI1 15 x 91 LH	UDN1 62 x 83 HH	
TVL1 9 x 85 LH	ARM1 9 x 74 LH	ASM1 16 x 93 LH	TVL1 8 x 84 LH	VLY1 6 x 82 LH				
VNR1 8 x 57 LH	APK1 2 x 67 LH	APK2 17 x 58 LH	SVK1 2 x 62 LH	VNR1 24 x 60 LH	VNR2 4 x 45 LA			

Region SOUTH-03 MTD | LCE 3.86% | LCR 75.10% | LH

KKD2 4 x 85 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 11 x 84 LH	MNM1 2 x 100 LH	PNV1 NaN x NaN LL	PNV2 0 x 100 LH	PV11 12 x 83 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 0 x 0 LL
KRR1 2 x 96 LH	KRR1 4 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 1 x 100 LH	DGL2 5 x 93 LH	MDU1 3 x 100 LH	MDU2 0 x 100 LH	MDU3 2 x 100 LH	MDU4 4 x 100 LH	MDU5 3 x 100 LH	MDU6 7 x 66 LH			
SVG1 6 x 54 LH	BTU1 7 x 36 LA	KPT1 2 x 25 LL	KYK1 0 x 100 LH	MDU7 7 x 85 LH	MLR1 2 x 67 LH	NKI1 0 x 0 LL	SVG1 3 x 57 LH	TMM1 15 x 47 LA	USL1 3 x 50 LA		
TEN1 5 x 69 LH	ADP1 3 x 33 LA	BNR1 6 x 67 LH	CBM1 4 x 78 LH	CMR1 6 x 100 LH	PKM1 6 x 50 LA	TEN1 4 x 73 LH	TEN2 5 x 71 LH				

Region TIRUPATI-01 MTD | LCE 11.12% | LCR 77.47% | LH

ATP1 13 x 86 LH	ADI1 4 x 88 LH	ATP1 19 x 69 LH	DHN1 29 x 98 LH	GTL1 10 x 100 LH	KNL1 3 x 100 LH	KNL2 3 x 57 LH	NDL1 4 x 44 LA	TPI1 43 x 100 LH	
KDA1 8 x 87 LH	BVL1 0 x NaN LL	KAR1 0 x 100 LH	KDA1 8 x 100 LH	KOU1 8 x 56 LH	MPL1 27 x 96 LH	PDT1 9 x 95 LH	PIL1 3 x 83 LH	RCY1 6 x 44 LA	RIP1 10 x 91 LH
NLR1 5 x 81 LH	KDR1 2 x 100 LH	KHT1 3 x 83 LH	KVL1 17 x 64 LH	NLR1 7 x 94 LH	NYP1 8 x 87 LH	SPE1 0 x 100 LH	VKI1 1 x 100 LH		



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TPY1 18 x 65 LH	CTO1 21 x 81 LH	PGR1 7 x 82 LH	PMR1 7 x 75 LH	PUT1 7 x 71 LH	TPY1 31 x 45 LA	TPY2 20 x 60 LH
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Region TRICHY-01 MTD | LCE 8.02% | LCR 84.05% | LH

KUM1 6 x 69 LH	KIK1 3 x 90 LH	KUM1 14 x 59 LH	KUM2 3 x 90 LH	NCK1 17 x 77 LH	NGT1 7 x 66 LH	TTP1 3 x 50 LA	TVR1 4 x 100 LH	TVR2 1 x 100 LH
PBR1 11 x 88 LH	AYR1 5 x 94 LH	JKM1 0 x 100 LH	MSI1 0 x 100 LH	MVM1 30 x 92 LH	PBR1 12 x 89 LH	PBR2 6 x 73 LH	TYR1 10 x 83 LH	
TNJ1 11 x 87 LH	APM1 11 x 74 LH	MDI1 16 x 95 LH	NMM1 27 x 81 LH	ORU1 9 x 91 LH	PTK1 15 x 82 LH	TNJ1 5 x 98 LH	TNJ2 2 x 85 LH	
TRY1 4 x 89 LH	KRN1 1 x 50 LA	PDK1 19 x 78 LH	TRY1 2 x 100 LH	TRY2 8 x 100 LH	TRY3 3 x 100 LH	TRY4 2 x 100 LH		

Region VIJAYAWADA-01 MTD | LCE 24.84% | LCR 82.31% | LH

BVR1 17 x 82 LH	AMP1 17 x 61 LH	BVR1 27 x 62 LH	DPE1 4 x 100 LH	ELU1 13 x 97 LH	JGG1 2 x 100 LH	KND1 46 x 98 LH	NPR1 0 x 100 LH	PAP1 19 x 65 LH	PPM1 63 x 98 HH	RMV1 16 x 79 LH	TDD1 1 x 100 LH	TNI1 29 x 98 LH	TNK1 2 x 100 LH
GNT1 35 x 91 LH	BPP1 7 x 80 LH	CKT1 92 x 95 HH	CRL1 18 x 86 LH	GNT1 27 x 97 LH	GNT2 43 x 99 LH	NRT1 38 x 99 LH	OGL1 40 x 89 LH	PNR1 44 x 55 LH	PRL1 44 x 80 LH	RAL1 34 x 88 LH	TEL1 20 x 98 LH	VKN1 32 x 97 LH	
VJW1 23 x 69 LH	GDV1 43 x 36 LA	GVM1 49 x 81 LH	JPT1 48 x 70 LH	MTM1 24 x 63 LH	NZV1 5 x 67 LH	TVU1 23 x 80 LH	VJW1 25 x 73 LH	VJW2 11 x 79 LH	VJW3 11 x 56 LH	VJW4 14 x 93 LH	VJW5 13 x 64 LH	VUY1 9 x 67 LH	

Region WEST-01 MTD | LCE 15.13% | LCR 82.07% | LH

CBE1 22 x 83 LH	CBE1 16 x 90 LH	CBE2 25 x 70 LH	CBE3 17 x 100 LH	CBE4 13 x 80 LH	CBE5 32 x 100 LH	CBE6 65 x 99 HH	KMR1 14 x 72 LH	SNR1 17 x 93 LH	SUL1 5 x 64 LH
PLI1 3 x 100 LH	DPM2 3 x 100 LH	KGM1 0 x 100 LH	PDM1 2 x 100 LH	PLI1 6 x 100 LH	UMP1 4 x 100 LH				
TPR1 11 x 76 LH	TPR1 14 x 67 LH	TPR2 4 x 100 LH	TPR3 17 x 81 LH						
TPR4 21 x 84 LH	ANR1 4 x 100 LH	AVI1 28 x 99 LH	GBM1 34 x 71 LH	PPI1 35 x 74 LH	SYM2 1 x 100 LH	TPR4 15 x 100 LH			
UAM1 5 x 57 LH	CNR1 3 x 100 LH	GDR1 4 x 50 LA	KG1 0 x NaN LL	KMD1 4 x 67 LH	MPM1 12 x 45 LA	UAM1 2 x 86 LH			

Region WEST-02 MTD | LCE 9.17% | LCR 73.42% | LH

ERD1 16 x 78 LH	CMI1 16 x 55 LH	ERD1 23 x 71 LH	ERD2 10 x 84 LH	KMM1 16 x 73 LH	NKL2 11 x 87 LH	PDR1 6 x 100 LH	RSP1 23 x 83 LH	SGG1 35 x 82 LH	TCG1 15 x 85 LH	VKL1 18 x 79 LH
HSR1 3 x 84 LH	HSR1 7 x 91 LH	HSR2 4 x 67 LH	KAM1 1 x 100 LH	KRI1 2 x 100 LH	KVP1 2 x 75 LH	PLC1 0 x NaN LL	PMP1 1 x 100 LH	SGI1 0 x NaN LL		
MTR1 6 x 67 LH	BMD1 4 x 80 LH	DPR1 2 x 100 LH	DPR2 17 x 63 LH	HRR1 4 x 100 LH	MCR1 4 x 36 LA	MTR1 4 x 45 LA	OML1 3 x 78 LH	TRM1 10 x 69 LH		
SLM1 10 x 66 LH	APN1 14 x 73 LH	ATU1 18 x 58 LH	EDP1 2 x 100 LH	EPI1 1 x 100 LH	SLM1 20 x 63 LH	SLM2 3 x 75 LH	SLM3 4 x 88 LH	VPD1 1 x 100 LH		