



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 : 26-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,428	1,453	1,162	11.69%	79.97%	LH
CHENNAI-02	11,302	1,749	1,424	15.48%	81.42%	LH
KL-NORTH	1,186	102	96	8.60%	94.12%	LH
KL-SOUTH	1,259	223	200	17.71%	89.69%	LH
NORTH ARCOT	9,206	1,102	738	11.97%	66.97%	LH
SOUTH ARCOT	7,053	456	270	6.47%	59.21%	LH
SOUTH-01	16,522	2,789	2,065	16.88%	74.04%	LH
SOUTH-03	12,572	805	518	6.40%	64.35%	LH
TIRUPATI-01	6,020	1,638	1,315	27.21%	80.28%	LH
TRICHY-01	11,065	1,355	1,157	12.25%	85.39%	LH
VIJAYAWADA-01	6,798	2,322	1,956	34.16%	84.24%	LH
WEST-01	8,498	2,491	1,902	29.31%	76.35%	LH
WEST-02	10,108	2,042	1,619	20.20%	79.29%	LH
Total	114,016	18,527	14,422	16.25%	77.84%	LH

Region **CHENNAI-01 MTD | LCE 11.69% | LCR 79.97% | LH**

CH03 15 x 79 LH	CGL1 3 x 100 LH	CH45 3 x 93 LH	GUD1 13 x 94 LH	GUD2 20 x 88 LH	MC10 2 x 100 LH	MRM1 13 x 44 LA	SKL1 21 x 87 LH	TKM1 54 x 75 AH		
CH05 14 x 76 LH	AVD1 11 x 81 LH	CH05 6 x 91 LH	CH14 17 x 73 LH	CH26 2 x 100 LH	CH30 20 x 66 LH	CH35 30 x 78 LH	CH37 13 x 67 LH			
CH06 13 x 83 LH	CH08 24 x 75 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 64 LH
CH08 5 x 86 LH	CH07 8 x 85 LH	CH22 10 x 81 LH	CH28 1 x 100 LH	CH38 6 x 89 LH	CH47 2 x 100 LH	CH48 5 x 85 LH	KNR1 2 x 83 LH	MC09 4 x 100 LH		

Region **CHENNAI-02 MTD | LCE 15.48% | LCR 81.42% | LH**

CH01 11 x 83 LH	CH03 2 x 100 LH	CH06 4 x 100 LH	CH12 27 x 81 LH	CH23 2 x 100 LH	CH24 25 x 80 LH	MC06 1 x 100 LH		
CH04 13 x 81 LH	CH21 29 x 78 LH	CH31 3 x 100 LH	CH34 15 x 73 LH	CH51 11 x 82 LH	GPD1 11 x 94 LH	MJR1 4 x 87 LH	PON1 10 x 96 LH	UKI1 2 x 100 LH
CH07 21 x 78 LH	CH01 62 x 100 HH	CH15 33 x 76 LH	CH17 8 x 94 LH	CH18 29 x 71 LH	CH27 6 x 100 LH	CH32 11 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 77 LH	CH33 12 x 87 LH	CH41 20 x 85 LH	CH44 26 x 90 LH	CH46 33 x 94 LH	CH50 9 x 70 LH	MC05 3 x 75 LH

Region **KL-NORTH MTD | LCE 8.60% | LCR 94.12% | LH**

TVP1 9 x 94 LH	KZD1 9 x 94 LH							
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Region **KL-SOUTH MTD | LCE 17.71% | LCR 89.69% | LH**

TVP1 18 x 90 LH	KLR1 40 x 100 LH	PAS1 28 x 76 LH	PNL1 6 x 100 LH	TVP1 9 x 92 LH				
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Region **NORTH ARCOT MTD | LCE 11.97% | LCR 66.97% | LH**

NA01 24 x 64 LH	AKM1 24 x 78 LH	ANI1 10 x 85 LH	ARC2 1 x 100 LH	CYR1 4 x 90 LH	KPM1 23 x 67 LH	KPM2 39 x 44 LA	WJD1 30 x 85 LH	WJP1 28 x 84 LH
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Follow-Up Lead Capturing Effectiveness as on 3/26/2026 10:00:05 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 19 x 67 LH	VEL2 25 x 66 LH	VNB1 1 x 100 LH	
NA03 3 x 86 LH	BGR1 15 x 81 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 6.47% | LCR 59.21% | LH

SA01 16 x 50 LH	CUD1 34 x 43 LA	KLM1 7 x 85 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 13 x 50 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 2 x 87 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 69 LH	TRK1 2 x 73 LH	TVM1 6 x 100 LH	TVM2 2 x 100 LH	VPM1 9 x 100 LH	VPM2 0 x 100 LH

Region SOUTH-01 MTD | LCE 16.88% | LCR 74.04% | LH

KVT1 16 x 77 LH	KVT1 9 x 84 LH	KYR1 5 x 81 LH	PKD1 29 x 75 LH	RND1 21 x 68 LH	SKD1 24 x 79 LH	SNL1 21 x 77 LH	STU2 11 x 96 LH	VKM1 18 x 74 LH
NGR1 16 x 71 LH	COL1 9 x 90 LH	KGL1 13 x 75 LH	KSM1 16 x 96 LH	MAR1 15 x 86 LH	MMT1 11 x 77 LH	NGR1 23 x 60 LH	TKY1 2 x 100 LH	
TKS1 19 x 91 LH	PDI1 8 x 90 LH	RPM1 16 x 93 LH	SDI1 4 x 71 LH	SGT1 38 x 94 LH	TKS1 18 x 87 LH	TKS2 27 x 93 LH		
TUT1 17 x 65 LH	ERL1 NaN x NaN LL	ERL2 23 x 73 LH	TCN1 14 x 77 LH	TUT1 14 x 61 LH	TUT2 13 x 60 LH	TYI1 25 x 63 LH	UDN1 43 x 66 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 61 LH	APK1 9 x 62 LH	APK2 27 x 75 LH	SVK1 7 x 81 LH	VNR1 33 x 69 LH	VNR2 14 x 35 LA			

Region SOUTH-03 MTD | LCE 6.40% | LCR 64.35% | LH

KKD2 6 x 70 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 58 LH
KRR1 3 x 85 LH	KRR1 5 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 5 x 44 LA						
MDU1 5 x 69 LH	DGL1 1 x 100 LH	DGL2 3 x 75 LH	MDU1 2 x 96 LH	MDU2 3 x 100 LH	MDU3 2 x 100 LH	MDU4 16 x 57 LH	MDU5 3 x 100 LH	MDU6 16 x 49 LA			
SVG1 8 x 41 LA	BTU1 5 x 22 LL	KPT1 1 x 67 LH	KYK1 0 x 100 LH	MDU7 3 x 75 LH	MLR1 4 x 80 LH	NKI1 6 x 31 LA	SVG1 1 x 100 LH	TMM1 27 x 35 LA	USL1 5 x 50 LA		
TEN1 11 x 75 LH	ADP1 9 x 43 LA	BNR1 12 x 40 LA	CBM1 8 x 88 LH	CMR1 26 x 96 LH	PKM1 19 x 80 LH	TEN1 4 x 92 LH	TEN2 6 x 79 LH				

Region TIRUPATI-01 MTD | LCE 27.21% | LCR 80.28% | LH

ATP1 30 x 87 LH	ADI1 17 x 77 LH	ATP1 26 x 68 LH	DHN1 20 x 91 LH	GTL1 22 x 100 LH	KNL1 18 x 90 LH	KNL2 36 x 86 LH	NDL1 36 x 92 LH	TPI1 79 x 97 HH	
KDA1 20 x 87 LH	BVL1 3 x 80 LH	KAR1 3 x 83 LH	KDA1 10 x 96 LH	KOU1 8 x 62 LH	MPL1 67 x 95 HH	PDT1 21 x 100 LH	PIL1 2 x 67 LH	RCY1 16 x 70 LH	RJP1 38 x 75 LH
NLR1 30 x 80 LH	KDR1 85 x 98 HH	KHT1 22 x 59 LH	KVL1 34 x 75 LH	NLR1 31 x 81 LH	NYP1 21 x 56 LH	SPE1 16 x 88 LH	VKI1 23 x 82 LH		
TPY1 30 x 68 LH	CTO1 38 x 73 LH	PGR1 30 x 65 LH	PMR1 32 x 91 LH	PUT1 23 x 59 LH	TPY1 54 x 54 AH	TPY2 17 x 74 LH			

Region TRICHY-01 MTD | LCE 12.25% | LCR 85.39% | LH



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KUM1 8 x 87 LH	KIK1 2 x 100 LH	KUM1 20 x 83 LH	NCK1 27 x 97 LH	NGT1 7 x 69 LH	TTP1 1 x 100 LH	TVR1 4 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 88 LH	AYR1 7 x 89 LH	JKM1 2 x 88 LH	MSI1 2 x 100 LH	MVM1 43 x 93 LH	PBR1 10 x 74 LH	PBR2 11 x 77 LH	TYR1 10 x 86 LH
TNJ1 21 x 83 LH	APM1 17 x 79 LH	MDI1 38 x 95 LH	NMM1 44 x 89 LH	ORU1 19 x 69 LH	PTK1 18 x 71 LH	TNJ1 9 x 79 LH	TNJ2 16 x 71 LH
TRY1 5 x 85 LH	KRN1 4 x 79 LH	PDK1 25 x 69 LH	TRY1 3 x 97 LH	TRY2 4 x 100 LH	TRY3 4 x 100 LH	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 34.16% | LCR 84.24% | LH

BVR1 30 x 85 LH	AMP1 16 x 50 LA	BVR1 28 x 62 LH	DPE1 15 x 87 LH	ELU1 50 x 98 AH	JGG1 4 x 100 LH	KND1 52 x 98 AH	NPR1 9 x 100 LH	PAP1 41 x 87 LH	PPM1 49 x 98 LH	RMV1 55 x 76 AH	TDD1 13 x 79 LH	TNI1 19 x 97 LH	TNK1 7 x 71 LH
GNT1 38 x 89 LH	BPP1 27 x 83 LH	CKT1 133 x 97 HH	CRL1 15 x 62 LH	GNT1 12 x 93 LH	GNT2 19 x 89 LH	NRT1 30 x 98 LH	OGL1 68 x 90 HH	PNR1 29 x 39 LA	PRL1 14 x 76 LH	RAL1 26 x 96 LH	TEL1 91 x 92 HH	VKN1 8 x 90 LH	
VJW1 36 x 78 LH	GDV1 25 x 70 LH	GVM1 67 x 79 HH	JPT1 63 x 75 HH	MTM1 31 x 91 LH	TVU1 34 x 90 LH	VJW1 35 x 76 LH	VJW2 25 x 92 LH	VJW3 31 x 79 LH	VJW4 33 x 69 LH	VJW5 40 x 71 LH	VUY1 3 x 67 LH		

Region WEST-01 MTD | LCE 29.31% | LCR 76.35% | LH

CBE1 39 x 71 LH	CBE1 25 x 94 LH	CBE2 53 x 53 AH	CBE3 39 x 83 LH	CBE4 14 x 94 LH	CBE5 47 x 100 LH	CBE6 42 x 99 LH	KMR1 39 x 84 LH	SNR1 28 x 86 LH	SUL1 22 x 86 LH
PLI1 8 x 87 LH	DPM2 4 x 100 LH	KGM1 4 x 88 LH	PDM1 5 x 100 LH	PLI1 12 x 81 LH	UMP1 11 x 86 LH				
TPR1 24 x 89 LH	TPR1 28 x 78 LH	TPR2 2 x 100 LH	TPR3 58 x 97 AH						
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 46 LA	TPR4 84 x 98 HH			
UAM1 10 x 48 LA	CNR1 10 x 47 LA	GDR1 18 x 43 LA	KGI1 11 x 56 LH	KMD1 1 x 100 LH	MPM1 14 x 42 LA	UAM1 4 x 67 LH			

Region WEST-02 MTD | LCE 20.20% | LCR 79.29% | LH

ERD1 38 x 82 LH	CMI1 29 x 53 LH	ERD1 46 x 79 LH	ERD2 32 x 89 LH	KMM1 32 x 81 LH	NKL2 42 x 89 LH	PDR1 30 x 87 LH	RSP1 35 x 76 LH	SGG1 87 x 93 HH	TCG1 31 x 73 LH	VKL1 33 x 79 LH
HSR1 7 x 76 LH	HSR1 13 x 85 LH	HSR2 14 x 64 LH	KAM1 6 x 45 LA	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 6 x 67 LH	PMP1 3 x 100 LH	SGI1 6 x 100 LH		
MTR1 18 x 81 LH	BMD1 26 x 79 LH	DPR1 12 x 82 LH	DPR2 43 x 60 LH	HRR1 47 x 97 LH	MCR1 9 x 85 LH	MTR1 2 x 83 LH	OML1 9 x 80 LH	TRM1 14 x 76 LH		
SLM1 15 x 71 LH	APN1 30 x 62 LH	ATU1 30 x 59 LH	EDP1 2 x 100 LH	EPI1 3 x 78 LH	SLM1 18 x 79 LH	SLM2 10 x 85 LH	SLM3 6 x 100 LH	VPD1 10 x 62 LH		