



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 : 27-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,818	1,498	1,201	11.69%	80.17%	LH
CHENNAI-02	11,638	1,798	1,463	15.45%	81.37%	LH
KL-NORTH	1,278	109	103	8.53%	94.50%	LH
KL-SOUTH	1,329	237	212	17.84%	89.45%	LH
NORTH ARCOT	9,485	1,125	749	11.86%	66.58%	LH
SOUTH ARCOT	7,321	476	289	6.50%	60.71%	LH
SOUTH-01	17,139	2,876	2,138	16.78%	74.34%	LH
SOUTH-03	12,966	819	525	6.32%	64.10%	LH
TIRUPATI-01	6,224	1,687	1,359	27.10%	80.56%	LH
TRICHY-01	11,406	1,388	1,188	12.17%	85.59%	LH
VIJAYAWADA-01	6,988	2,392	2,021	34.23%	84.49%	LH
WEST-01	8,779	2,555	1,958	29.10%	76.63%	LH
WEST-02	10,414	2,090	1,650	20.07%	78.95%	LH
<b>Total</b>	<b>117,785</b>	<b>19,050</b>	<b>14,856</b>	<b>16.17%</b>	<b>77.98%</b>	<b>LH</b>

Region **CHENNAI-01 MTD | LCE 11.69% | LCR 80.17% | 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 22 x 85 LH	TKM1 54 x 76 AH		
CH05 14 x 76 LH	AVD1 11 x 81 LH	CH05 6 x 91 LH	CH14 17 x 74 LH	CH26 2 x 100 LH	CH30 20 x 65 LH	CH35 29 x 78 LH	CH37 12 x 67 LH			
CH06 12 x 83 LH	CH08 24 x 76 LH	CH11 ∞ x 100 HH	CH16 16 x 86 LH	CH19 13 x 90 LH	CH25 10 x 96 LH	CH29 1 x 100 LH	CH39 8 x 86 LH	CH40 4 x 50 LA	CH42 7 x 100 LH	CH49 8 x 65 LH
CH08 5 x 86 LH	CH07 8 x 85 LH	CH22 9 x 81 LH	CH28 2 x 100 LH	CH38 6 x 83 LH	CH47 4 x 100 LH	CH48 6 x 86 LH	KNR1 2 x 83 LH	MC09 4 x 100 LH		

Region **CHENNAI-02 MTD | LCE 15.45% | 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 81 LH	MC06 1 x 100 LH		
CH04 13 x 81 LH	CH21 30 x 78 LH	CH31 3 x 100 LH	CH34 15 x 74 LH	CH51 11 x 80 LH	GPD1 10 x 91 LH	MJR1 3 x 87 LH	PON1 9 x 96 LH	UKI1 2 x 100 LH
CH07 21 x 78 LH	CH01 69 x 100 HH	CH15 33 x 75 LH	CH17 8 x 94 LH	CH18 29 x 70 LH	CH27 6 x 100 LH	CH32 12 x 100 LH	CH36 3 x 100 LH	CH43 8 x 90 LH
CH09 18 x 86 LH	CH09 ∞ x 100 HH	CH20 19 x 79 LH	CH33 13 x 88 LH	CH41 20 x 85 LH	CH44 25 x 90 LH	CH46 33 x 94 LH	CH50 8 x 70 LH	MC05 3 x 75 LH

Region **KL-NORTH MTD | LCE 8.53% | LCR 94.50% | LH**

TVP1 9 x 94 LH	KZD1 9 x 94 LH							
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Region **KL-SOUTH MTD | LCE 17.84% | LCR 89.45% | LH**

TVP1 18 x 89 LH	KLR1 42 x 100 LH	PAS1 28 x 77 LH	PNL1 6 x 100 LH	TVP1 9 x 89 LH				
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Region **NORTH ARCOT MTD | LCE 11.86% | LCR 66.58% | LH**

NA01 24 x 64 LH	AKM1 24 x 77 LH	ANI1 9 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 84 LH	WJP1 28 x 85 LH
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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 2 x 100 LH	TRR1 0 x 100 LH	VEL1 19 x 66 LH	VEL2 24 x 65 LH	VNB1 1 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 2 x 67 LH

## Region SOUTH ARCOT MTD | LCE 6.50% | LCR 60.71% | LH

SA01 16 x 52 LH	CUD1 36 x 45 LA	KLM1 7 x 85 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 13 x 52 LH			
SA02 2 x 100 LH	CDM1 1 x 100 LH	KKI2 5 x 100 LH	KML1 1 x 100 LH	NVL2 1 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 5 x 100 LH	TVM2 2 x 100 LH	VPM1 9 x 100 LH	VPM2 1 x 100 LH

## Region SOUTH-01 MTD | LCE 16.78% | LCR 74.34% | LH

KVT1 16 x 77 LH	KVT1 8 x 84 LH	KYR1 5 x 81 LH	PKD1 29 x 75 LH	RND1 21 x 69 LH	SKD1 24 x 78 LH	SNL1 20 x 77 LH	STU2 10 x 96 LH	VKM1 18 x 75 LH
NGR1 16 x 72 LH	COL1 10 x 92 LH	KGL1 13 x 76 LH	KSM1 16 x 96 LH	MAR1 15 x 87 LH	MMT1 11 x 78 LH	NGR1 23 x 62 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 95 LH	TKS1 18 x 87 LH	TKS2 26 x 93 LH		
TUT1 17 x 66 LH	ERL1 NaN x NaN LL	ERL2 23 x 74 LH	TCN1 14 x 78 LH	TUT1 15 x 62 LH	TUT2 13 x 60 LH	TYI1 24 x 64 LH	UDN1 43 x 67 LH	
TVL1 16 x 81 LH	ARM1 24 x 72 LH	ASM1 19 x 84 LH	TVL1 15 x 88 LH	VLY1 16 x 68 LH				
VNR1 16 x 61 LH	APK1 9 x 62 LH	APK2 28 x 76 LH	SVK1 8 x 81 LH	VNR1 33 x 69 LH	VNR2 14 x 31 LA			

## Region SOUTH-03 MTD | LCE 6.32% | LCR 64.10% | LH

KKD2 6 x 70 LH	ATG1 1 x 67 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 11 x 78 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 22 x 63 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 6 x 54 LH
KRR1 3 x 83 LH	KRR1 5 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 5 x 33 LA						
MDU1 5 x 68 LH	DGL1 2 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 53 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 5 x 23 LL	SVG1 1 x 100 LH	TMM1 27 x 35 LA	USL1 5 x 50 LA		
TEN1 11 x 75 LH	ADP1 9 x 48 LA	BNR1 12 x 42 LA	CBM1 8 x 83 LH	CMR1 26 x 96 LH	PKM1 19 x 80 LH	TEN1 4 x 92 LH	TEN2 6 x 74 LH				

## Region TIRUPATI-01 MTD | LCE 27.10% | LCR 80.56% | LH

ATP1 30 x 87 LH	ADI1 17 x 75 LH	ATP1 26 x 69 LH	DHN1 22 x 92 LH	GTL1 21 x 100 LH	KNL1 17 x 90 LH	KNL2 35 x 84 LH	NDL1 35 x 93 LH	TPI1 81 x 98 HH	
KDA1 20 x 87 LH	BVL1 3 x 80 LH	KAR1 3 x 83 LH	KDA1 10 x 96 LH	KOU1 7 x 62 LH	MPL1 66 x 95 HH	PDT1 21 x 98 LH	PIL1 2 x 67 LH	RCY1 17 x 73 LH	RJP1 37 x 75 LH
NLR1 30 x 81 LH	KDR1 83 x 98 HH	KHT1 21 x 59 LH	KVL1 35 x 76 LH	NLR1 31 x 82 LH	NYP1 21 x 56 LH	SPE1 15 x 88 LH	VKI1 22 x 82 LH		
TPY1 30 x 69 LH	CTO1 39 x 75 LH	PGR1 29 x 65 LH	PMR1 32 x 91 LH	PUT1 22 x 59 LH	TPY1 53 x 54 AH	TPY2 17 x 75 LH			

## Region TRICHY-01 MTD | LCE 12.17% | LCR 85.59% | LH



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KUM1 8 x 88 LH	KIK1 2 x 100 LH	KUM1 20 x 84 LH	NCK1 28 x 97 LH	NGT1 6 x 69 LH	TTP1 1 x 100 LH	TVR1 4 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 89 LH	AYR1 6 x 89 LH	JKM1 2 x 88 LH	MSI1 2 x 100 LH	MVM1 44 x 94 LH	PBR1 10 x 75 LH	PBR2 11 x 78 LH	TYR1 10 x 86 LH
TNJ1 21 x 83 LH	APM1 16 x 79 LH	MDI1 37 x 95 LH	NMM1 43 x 88 LH	ORU1 18 x 69 LH	PTK1 18 x 72 LH	TNJ1 8 x 79 LH	TNJ2 16 x 72 LH
TRY1 5 x 84 LH	KRN1 4 x 71 LH	PDK1 24 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 34.23% | LCR 84.49% | LH

BVR1 30 x 85 LH	AMP1 17 x 53 LH	BVR1 27 x 62 LH	DPE1 17 x 88 LH	ELU1 51 x 98 AH	JGG1 5 x 100 LH	KND1 51 x 99 AH	NPR1 9 x 100 LH	PAP1 40 x 87 LH	PPM1 50 x 98 LH	RMV1 54 x 76 AH	TDD1 14 x 80 LH	TNI1 19 x 97 LH	TNK1 7 x 71 LH
GNT1 38 x 89 LH	BPP1 27 x 81 LH	CKT1 131 x 96 HH	CRL1 15 x 63 LH	GNT1 11 x 93 LH	GNT2 19 x 89 LH	NRT1 31 x 98 LH	OGL1 68 x 90 HH	PNR1 32 x 42 LA	PRL1 14 x 76 LH	RAL1 26 x 96 LH	TEL1 95 x 92 HH	VKN1 8 x 90 LH	
VJW1 36 x 79 LH	GDV1 25 x 71 LH	GVM1 66 x 79 HH	JPT1 62 x 75 HH	MTM1 30 x 91 LH	TVU1 35 x 91 LH	VJW1 37 x 78 LH	VJW2 25 x 92 LH	VJW3 30 x 79 LH	VJW4 32 x 69 LH	VJW5 40 x 72 LH	VUY1 3 x 67 LH		

## Region WEST-01 MTD | LCE 29.10% | LCR 76.63% | LH

CBE1 38 x 72 LH	CBE1 25 x 94 LH	CBE2 53 x 53 AH	CBE3 38 x 83 LH	CBE4 14 x 94 LH	CBE5 46 x 100 LH	CBE6 41 x 99 LH	KMR1 40 x 84 LH	SNR1 27 x 86 LH	SUL1 21 x 86 LH
PLI1 7 x 88 LH	DPM2 4 x 100 LH	KGM1 4 x 89 LH	PDM1 5 x 100 LH	PLI1 12 x 82 LH	UMP1 10 x 86 LH				
TPR1 23 x 88 LH	TPR1 27 x 78 LH	TPR2 2 x 100 LH	TPR3 56 x 96 AH						
TPR4 47 x 89 LH	ANR1 12 x 83 LH	AVI1 31 x 99 LH	GBM1 70 x 87 HH	PPI1 64 x 84 HH	SYM2 13 x 48 LA	TPR4 85 x 98 HH			
UAM1 9 x 50 LA	CNR1 10 x 47 LA	GDR1 17 x 43 LA	KGI1 10 x 56 LH	KMD1 2 x 100 LH	MPM1 14 x 43 LA	UAM1 4 x 67 LH			

## Region WEST-02 MTD | LCE 20.07% | LCR 78.95% | LH

ERD1 38 x 82 LH	CMI1 29 x 55 LH	ERD1 46 x 79 LH	ERD2 31 x 89 LH	KMM1 32 x 80 LH	NKL2 41 x 88 LH	PDR1 29 x 85 LH	RSP1 35 x 76 LH	SGG1 87 x 94 HH	TCG1 32 x 75 LH	VKL1 33 x 77 LH
HSR1 7 x 76 LH	HSR1 14 x 81 LH	HSR2 14 x 67 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 5 x 100 LH		
MTR1 18 x 81 LH	BMD1 27 x 79 LH	DPR1 12 x 82 LH	DPR2 41 x 60 LH	HRR1 46 x 97 LH	MCR1 9 x 86 LH	MTR1 2 x 86 LH	OML1 10 x 76 LH	TRM1 13 x 75 LH		
SLM1 14 x 71 LH	APN1 30 x 64 LH	ATU1 30 x 59 LH	EDP1 2 x 100 LH	EPI1 3 x 82 LH	SLM1 17 x 79 LH	SLM2 10 x 82 LH	SLM3 6 x 100 LH	VPD1 10 x 56 LH		