



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 : 28-May-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	16,258	1,166	775	7.17%	66.47%	LH
CHENNAI-02	14,084	1,594	1,114	11.32%	69.89%	LH
KL-NORTH	2,161	412	374	19.06%	90.78%	LH
KL-SOUTH	1,610	101	88	6.27%	87.13%	LH
NORTH ARCOT	9,998	1,041	516	10.41%	49.57%	LA
SOUTH ARCOT	8,894	496	312	5.58%	62.90%	LH
SOUTH-01	18,743	1,964	1,445	10.48%	73.57%	LH
SOUTH-03	13,964	538	408	3.85%	75.84%	LH
TIRUPATI-01	7,384	844	655	11.43%	77.61%	LH
TRICHY-01	13,787	1,130	950	8.20%	84.07%	LH
VIJAYAWADA-01	10,410	2,466	2,016	23.69%	81.75%	LH
WEST-01	7,586	1,213	1,009	15.99%	83.18%	LH
WEST-02	10,372	958	706	9.24%	73.70%	LH
Total	135,252	13,923	10,368	10.29%	74.47%	LH

Region **CHENNAI-01 MTD | LCE 7.17% | LCR 66.47% | LH**

CH03 9 x 72 LH	CGL1 10 x 92 LH	CH45 1 x 75 LH	GUD1 2 x 100 LH	GUD2 7 x 74 LH	MC10 0 x NaN LL	MRM1 12 x 56 LH	SKL1 8 x 70 LH	TKM1 31 x 70 LH
CH05 9 x 61 LH	AVD1 8 x 92 LH	CH05 2 x 81 LH	CH14 16 x 51 LH	CH26 4 x 100 LH	CH30 11 x 48 LA	CH35 12 x 72 LH	CH37 5 x 77 LH	
CH06 8 x 69 LH	CH08 21 x 68 LH	CH11 ∞ x 100 HH	CH19 4 x 76 LH	CH25 1 x 100 LH	CH39 1 x 100 LH	CH40 1 x 100 LH	CH49 9 x 63 LH	
CH08 5 x 59 LH	CH07 4 x 81 LH	CH22 3 x 69 LH	CH47 12 x 47 LA	CH48 1 x 86 LH	KNR1 3 x 100 LH			
CH10 3 x 76 LH	CH16 3 x 58 LH	CH28 4 x 81 LH	CH29 0 x NaN LL	CH38 3 x 82 LH	CH42 4 x 86 LH	MC09 19 x 100 LH		

Region **CHENNAI-02 MTD | LCE 11.32% | LCR 69.89% | LH**

CH01 9 x 75 LH	CH03 2 x 89 LH	CH06 3 x 88 LH	CH12 23 x 68 LH	CH23 10 x 82 LH	CH24 11 x 81 LH	MC06 2 x 100 LH		
CH04 12 x 65 LH	CH21 29 x 61 LH	CH31 2 x 100 LH	CH34 16 x 60 LH	CH51 13 x 85 LH	GPD1 2 x 67 LH	MJR1 4 x 60 LH	PON1 2 x 100 LH	UKI1 1 x 50 LA
CH07 13 x 65 LH	CH01 37 x 100 LH	CH15 22 x 56 LH	CH17 6 x 100 LH	CH18 16 x 67 LH	CH27 4 x 91 LH	CH32 7 x 100 LH	CH36 1 x 100 LH	CH43 9 x 64 LH
CH09 12 x 76 LH	CH09 ∞ x 100 HH	CH20 16 x 83 LH	CH33 4 x 95 LH	CH41 14 x 75 LH	CH44 20 x 68 LH	CH46 20 x 72 LH	CH50 3 x 76 LH	MC05 2 x 100 LH

Region **KL-NORTH MTD | LCE 19.06% | LCR 90.78% | LH**

KZD1 19 x 91 LH	KZD1 19 x 91 LH							
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Region **KL-SOUTH MTD | LCE 6.27% | LCR 87.13% | LH**

TVP1 6 x 87 LH	KLR1 14 x 97 LH	PAS1 10 x 88 LH	PNL1 6 x 67 LH	TVP1 3 x 84 LH
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Region **NORTH ARCOT MTD | LCE 10.41% | LCR 49.57% | LA**



Follow-Up Lead Capturing Effectiveness as on 5/28/2026 10:00:33 AM

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NA01 18 x 39 LA	AKM1 15 x 61 LH	ANI1 5 x 86 LH	ARC2 1 x 100 LH	CYR1 2 x 100 LH	KPM1 11 x 49 LA	KPM2 38 x 25 LL	WJD1 12 x 62 LH	WJP1 11 x 77 LH	
NA02 11 x 62 LH	ABR1 1 x 100 LH	CGM1 1 x 100 LH	GDM1 5 x 100 LH	PLR1 1 x 100 LH	TRR1 0 x 100 LH	VEL1 21 x 55 LH	VEL2 26 x 60 LH	VNB1 1 x 100 LH	
NA03 2 x 85 LH	BGR1 10 x 72 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 1 x 100 LH	VSI1 1 x 67 LH

Region SOUTH ARCOT MTD | LCE 5.58% | LCR 62.90% | LH

SA01 14 x 58 LH	CUD1 29 x 41 LA	KLM1 2 x 78 LH	MKM1 1 x 100 LH	POY1 13 x 100 LH	POY2 4 x 73 LH				
SA02 1 x 84 LH	CDM1 1 x 83 LH	KKI2 3 x 64 LH	KML1 0 x 100 LH	NVL2 2 x 89 LH	PRT1 2 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 78 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 100 LH	TRK1 4 x 57 LH	TVM1 5 x 100 LH	TVM2 1 x 100 LH	VPM1 7 x 82 LH	VPM2 0 x 100 LH	

Region SOUTH-01 MTD | LCE 10.48% | LCR 73.57% | LH

KVT1 11 x 72 LH	KVT1 7 x 59 LH	KYR1 2 x 88 LH	PKD1 20 x 79 LH	RND1 8 x 75 LH	SKD1 22 x 74 LH	SNL1 11 x 78 LH	STU2 8 x 70 LH	VKM1 14 x 65 LH
NGR1 9 x 73 LH	COL1 5 x 75 LH	KGL1 11 x 59 LH	KSM1 13 x 100 LH	MAR1 10 x 100 LH	MMT1 5 x 69 LH	NGR1 11 x 59 LH	TKY1 5 x 85 LH	
TKS1 8 x 84 LH	PDI1 5 x 59 LH	RPM1 8 x 88 LH	SDI1 4 x 75 LH	SGT1 21 x 90 LH	TKS1 9 x 77 LH	TKS2 6 x 95 LH		
TUT1 15 x 74 LH	ERL1 NaN x NaN LL	ERL2 11 x 79 LH	TCN1 12 x 61 LH	TUT1 12 x 68 LH	TUT2 9 x 59 LH	TYI1 16 x 93 LH	UDN1 62 x 83 HH	
TVL1 9 x 84 LH	ARM1 9 x 67 LH	ASM1 17 x 92 LH	TVL1 9 x 84 LH	VLY1 7 x 80 LH				
VNR1 8 x 55 LH	APK1 3 x 73 LH	APK2 17 x 51 LH	SVK1 3 x 65 LH	VNR1 23 x 59 LH	VNR2 4 x 42 LA			

Region SOUTH-03 MTD | LCE 3.85% | LCR 75.84% | LH

KKD2 5 x 84 LH	ATG1 1 x 100 LH	DKI1 1 x 75 LH	KKD2 NaN x NaN LL	KKD3 12 x 87 LH	MNM1 2 x 100 LH	PNV1 NaN x NaN LL	PNV2 0 x 100 LH	PV11 13 x 77 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 0 x 50 LA
KRR1 2 x 96 LH	KRR1 4 x 100 LH	MPA1 2 x 100 LH	NTM1 0 x 100 LH	ODM1 1 x 100 LH	PNI1 3 x 83 LH						
MDU1 3 x 88 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 5 x 94 LH	MDU5 3 x 100 LH	MDU6 7 x 64 LH			
SVG1 5 x 55 LH	BTU1 7 x 42 LA	KPT1 1 x 25 LL	KYK1 0 x 100 LH	MDU7 6 x 85 LH	MLR1 3 x 71 LH	NKI1 0 x 0 LL	SVG1 2 x 57 LH	TMM1 14 x 47 LA	USL1 2 x 50 LA		
TEN1 5 x 73 LH	ADP1 2 x 33 LA	BNR1 7 x 74 LH	CBM1 4 x 82 LH	CMR1 7 x 100 LH	PKM1 6 x 54 LH	TEN1 4 x 77 LH	TEN2 5 x 71 LH				

Region TIRUPATI-01 MTD | LCE 11.43% | LCR 77.61% | LH

ATP1 13 x 87 LH	ADI1 4 x 88 LH	ATP1 19 x 70 LH	DHN1 28 x 98 LH	GTL1 14 x 100 LH	KNL1 3 x 100 LH	KNL2 5 x 77 LH	NDL1 3 x 44 LA	TPI1 44 x 100 LH	
KDA1 9 x 89 LH	BVL1 0 x 100 LH	KAR1 1 x 100 LH	KDA1 8 x 100 LH	KOU1 10 x 61 LH	MPL1 32 x 97 LH	PDT1 8 x 95 LH	PIL1 3 x 83 LH	RCY1 6 x 50 LA	RIP1 11 x 92 LH
NLR1 5 x 81 LH	KDR1 2 x 100 LH	KHT1 3 x 83 LH	KVL1 16 x 68 LH	NLR1 7 x 90 LH	NYP1 8 x 88 LH	SPE1 0 x 100 LH	VKI1 1 x 100 LH		



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TPY1 18 x 63 LH	CTO1 22 x 80 LH	PGR1 7 x 75 LH	PMR1 7 x 77 LH	PUT1 6 x 71 LH	TPY1 31 x 38 LA	TPY2 20 x 61 LH
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Region **TRICHY-01 MTD | LCE 8.20% | LCR 84.07% | LH**

KUM1 6 x 69 LH	KIK1 3 x 92 LH	KUM1 14 x 59 LH	KUM2 3 x 85 LH	NCK1 17 x 77 LH	NGT1 7 x 63 LH	TTP1 3 x 54 LH	TVR1 3 x 100 LH	TVR2 1 x 100 LH
PBR1 11 x 89 LH	AYR1 6 x 91 LH	JKM1 1 x 100 LH	MSI1 0 x 100 LH	MVM1 28 x 91 LH	PBR1 13 x 91 LH	PBR2 7 x 77 LH	TYR1 10 x 85 LH	
TNJ1 11 x 86 LH	APM1 12 x 77 LH	MDI1 16 x 95 LH	NMM1 26 x 80 LH	ORU1 10 x 89 LH	PTK1 17 x 83 LH	TNJ1 7 x 91 LH	TNJ2 3 x 88 LH	
TRY1 4 x 90 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 23.69% | LCR 81.75% | LH**

BVR1 16 x 81 LH	AMP1 17 x 57 LH	BVR1 27 x 62 LH	DPE1 4 x 100 LH	ELU1 11 x 97 LH	JGG1 2 x 100 LH	KND1 41 x 98 LH	NPR1 0 x 100 LH	PAP1 18 x 63 LH	PPM1 55 x 98 AH	RMV1 16 x 83 LH	TDD1 1 x 100 LH	TNI1 26 x 98 LH	TNK1 2 x 89 LH
GNT1 33 x 90 LH	BPP1 6 x 82 LH	CKT1 91 x 96 HH	CRL1 17 x 87 LH	GNT1 24 x 97 LH	GNT2 39 x 97 LH	NRT1 37 x 98 LH	OGL1 39 x 90 LH	PNR1 45 x 53 LH	PRL1 43 x 76 LH	RAL1 34 x 85 LH	TEL1 19 x 98 LH	VKN1 28 x 97 LH	
VJW1 23 x 69 LH	GDV1 39 x 36 LA	GVM1 49 x 82 LH	JPT1 47 x 72 LH	MTM1 22 x 64 LH	NZV1 5 x 64 LH	TVU1 25 x 81 LH	VJW1 23 x 75 LH	VJW2 11 x 77 LH	VJW3 11 x 54 LH	VJW4 14 x 91 LH	VJW5 14 x 66 LH	VUY1 10 x 64 LH	

Region **WEST-01 MTD | LCE 15.99% | LCR 83.18% | LH**

CBE1 24 x 85 LH	CBE1 18 x 92 LH	CBE2 25 x 71 LH	CBE3 18 x 100 LH	CBE4 12 x 78 LH	CBE5 32 x 98 LH	CBE6 77 x 100 HH	KMR1 15 x 76 LH	SNR1 16 x 88 LH	SUL1 5 x 67 LH
PLI1 3 x 100 LH	DPM2 4 x 100 LH	KGM1 1 x 100 LH	PDM1 2 x 100 LH	PLI1 5 x 100 LH	UMP1 4 x 100 LH				
TPR1 11 x 79 LH	TPR1 14 x 69 LH	TPR2 5 x 100 LH	TPR3 17 x 83 LH						
TPR4 22 x 84 LH	ANR1 4 x 100 LH	AVI1 29 x 98 LH	GBM1 38 x 74 LH	PPI1 37 x 72 LH	SYM2 1 x 100 LH	TPR4 16 x 100 LH			
UAM1 5 x 59 LH	CNR1 5 x 88 LH	GDR1 4 x 62 LH	KG1 0 x NaN LL	KMD1 4 x 67 LH	MPM1 12 x 46 LA	UAM1 2 x 86 LH			

Region **WEST-02 MTD | LCE 9.24% | LCR 73.70% | LH**

ERD1 16 x 78 LH	CMI1 16 x 55 LH	ERD1 23 x 71 LH	ERD2 11 x 84 LH	KMM1 16 x 77 LH	NKL2 10 x 85 LH	PDR1 6 x 100 LH	RSP1 22 x 83 LH	SGG1 36 x 80 LH	TCG1 14 x 86 LH	VKL1 16 x 79 LH
HSR1 3 x 85 LH	HSR1 8 x 92 LH	HSR2 4 x 70 LH	KAM1 1 x 100 LH	KRI1 3 x 92 LH	KVP1 2 x 75 LH	PLC1 0 x NaN LL	PMP1 1 x 100 LH	SGI1 0 x NaN LL		
MTR1 6 x 71 LH	BMD1 4 x 80 LH	DPR1 3 x 100 LH	DPR2 20 x 71 LH	HRR1 4 x 100 LH	MCR1 5 x 43 LA	MTR1 4 x 50 LA	OML1 4 x 85 LH	TRM1 10 x 71 LH		
SLM1 10 x 66 LH	APN1 13 x 71 LH	ATU1 19 x 58 LH	EDP1 2 x 100 LH	EPI1 1 x 100 LH	SLM1 20 x 64 LH	SLM2 4 x 71 LH	SLM3 4 x 88 LH	VPD1 1 x 100 LH		