



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 : 29-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	13,950	1,694	1,316	12.14%	77.69%	LH
CHENNAI-02	12,768	2,002	1,588	15.68%	79.32%	LH
KL-NORTH	1,456	116	103	7.97%	88.79%	LH
KL-SOUTH	1,479	255	230	17.24%	90.20%	LH
NORTH ARCOT	10,049	1,236	828	12.30%	66.99%	LH
SOUTH ARCOT	7,964	557	336	6.99%	60.32%	LH
SOUTH-01	18,639	3,099	2,296	16.63%	74.09%	LH
SOUTH-03	14,006	960	648	6.85%	67.50%	LH
TIRUPATI-01	6,890	1,821	1,468	26.43%	80.62%	LH
TRICHY-01	12,252	1,504	1,294	12.28%	86.04%	LH
VIJAYAWADA-01	7,628	2,619	2,211	34.33%	84.42%	LH
WEST-01	9,471	2,799	2,163	29.55%	77.28%	LH
WEST-02	11,200	2,228	1,762	19.89%	79.08%	LH
Total	127,752	20,890	16,243	16.35%	77.75%	LH

Region **CHENNAI-01 MTD | LCE 12.14% | LCR 77.69% | LH**

CH03 15 x 78 LH	CGL1 3 x 100 LH	CH45 4 x 96 LH	GUD1 12 x 81 LH	GUD2 21 x 86 LH	MC10 4 x 100 LH	MRM1 13 x 46 LA	SKL1 23 x 81 LH	TKM1 53 x 77 AH		
CH05 14 x 72 LH	AVD1 11 x 81 LH	CH05 7 x 85 LH	CH14 17 x 67 LH	CH26 2 x 100 LH	CH30 20 x 61 LH	CH35 29 x 77 LH	CH37 14 x 62 LH			
CH06 13 x 80 LH	CH08 25 x 73 LH	CH11 ∞ x 100 HH	CH16 16 x 84 LH	CH19 12 x 82 LH	CH25 10 x 95 LH	CH29 2 x 100 LH	CH39 8 x 83 LH	CH40 4 x 57 LH	CH42 8 x 98 LH	CH49 9 x 62 LH
CH08 6 x 85 LH	CH07 8 x 82 LH	CH22 9 x 79 LH	CH28 5 x 93 LH	CH38 6 x 86 LH	CH47 4 x 93 LH	CH48 5 x 83 LH	KNR1 5 x 92 LH	MC09 4 x 100 LH		

Region **CHENNAI-02 MTD | LCE 15.68% | LCR 79.32% | LH**

CH01 12 x 81 LH	CH03 2 x 100 LH	CH06 4 x 100 LH	CH12 28 x 79 LH	CH23 4 x 100 LH	CH24 29 x 77 LH	MC06 1 x 100 LH		
CH04 13 x 76 LH	CH21 29 x 71 LH	CH31 5 x 91 LH	CH34 15 x 75 LH	CH51 10 x 73 LH	GPD1 10 x 86 LH	MJR1 4 x 89 LH	PON1 9 x 96 LH	UKI1 2 x 100 LH
CH07 20 x 77 LH	CH01 69 x 100 HH	CH15 32 x 75 LH	CH17 8 x 92 LH	CH18 28 x 69 LH	CH27 6 x 100 LH	CH32 13 x 100 LH	CH36 3 x 100 LH	CH43 9 x 89 LH
CH09 18 x 84 LH	CH09 NaN x NaN LL	CH20 20 x 75 LH	CH33 14 x 89 LH	CH41 21 x 83 LH	CH44 24 x 88 LH	CH46 33 x 91 LH	CH50 11 x 76 LH	MC05 4 x 80 LH

Region **KL-NORTH MTD | LCE 7.97% | LCR 88.79% | LH**

TVP1 8 x 89 LH	KZD1 8 x 89 LH
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Region **KL-SOUTH MTD | LCE 17.24% | LCR 90.20% | LH**

TVP1 17 x 90 LH	KLR1 39 x 100 LH	PAS1 27 x 78 LH	PNL1 5 x 100 LH	TVP1 9 x 90 LH
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Region **NORTH ARCOT MTD | LCE 12.30% | LCR 66.99% | LH**

NA01 25 x 64 LH	AKM1 23 x 74 LH	ANI1 11 x 83 LH	ARC2 1 x 100 LH	CYR1 6 x 93 LH	KPM1 23 x 67 LH	KPM2 41 x 46 LA	WJD1 31 x 85 LH	WJP1 27 x 85 LH
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Follow-Up Lead Capturing Effectiveness as on 3/29/2026 10:00:15 AM

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NA02 9 x 68 LH	ABR1 1 x 100 LH	CGM1 1 x 100 LH	GDM1 1 x 100 LH	PLR1 6 x 100 LH	TRR1 0 x 100 LH	VEL1 20 x 65 LH	VEL2 25 x 65 LH	VNB1 1 x 100 LH	
NA03 3 x 84 LH	BGR1 16 x 80 LH	CPT1 2 x 100 LH	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 2 x 86 LH	TRL1 3 x 100 LH	TRT1 1 x 100 LH	UGI1 1 x 33 LA	VSI1 2 x 57 LH

Region SOUTH ARCOT MTD | LCE 6.99% | LCR 60.32% | LH

SA01 16 x 50 LA	CUD1 34 x 39 LA	KLM1 6 x 78 LH	MKM1 0 x NaN LL	POY1 7 x 100 LH	POY2 13 x 52 LH			
SA02 2 x 98 LH	CDM1 1 x 83 LH	KKI2 5 x 100 LH	KML1 1 x 100 LH	NVL2 3 x 100 LH	PRT1 0 x 100 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 4 x 100 LH
SA03 3 x 90 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 69 LH	TRK1 4 x 87 LH	TVM1 6 x 100 LH	TVM2 2 x 100 LH	VPM1 9 x 100 LH	VPM2 1 x 100 LH

Region SOUTH-01 MTD | LCE 16.63% | LCR 74.09% | LH

KVT1 15 x 77 LH	KVT1 8 x 85 LH	KYR1 5 x 84 LH	PKD1 29 x 76 LH	RND1 19 x 69 LH	SKD1 23 x 78 LH	SNL1 19 x 77 LH	STU2 10 x 96 LH	VKM1 19 x 76 LH
NGR1 18 x 71 LH	COL1 14 x 89 LH	KGL1 12 x 78 LH	KSM1 15 x 92 LH	MAR1 15 x 88 LH	MMT1 11 x 76 LH	NGR1 27 x 61 LH	TKY1 2 x 100 LH	
TKS1 18 x 91 LH	PDI1 6 x 81 LH	RPM1 16 x 91 LH	SDI1 4 x 71 LH	SGT1 37 x 95 LH	TKS1 18 x 88 LH	TKS2 25 x 92 LH		
TUT1 17 x 66 LH	ERL1 NaN x NaN LL	ERL2 22 x 73 LH	TCN1 15 x 80 LH	TUT1 14 x 61 LH	TUT2 13 x 59 LH	TYI1 23 x 65 LH	UDN1 44 x 69 LH	
TVL1 16 x 82 LH	ARM1 23 x 73 LH	ASM1 20 x 85 LH	TVL1 14 x 88 LH	VLY1 16 x 67 LH				
VNR1 16 x 61 LH	APK1 8 x 59 LH	APK2 29 x 77 LH	SVK1 8 x 80 LH	VNR1 33 x 70 LH	VNR2 13 x 30 LA			

Region SOUTH-03 MTD | LCE 6.85% | LCR 67.50% | LH

KKD2 7 x 73 LH	ATG1 2 x 78 LH	DKI1 2 x 100 LH	KKD2 NaN x NaN LL	KKD3 13 x 82 LH	MNM1 2 x 100 LH	PNV1 NaN x NaN LL	PNV2 3 x 100 LH	PVI1 21 x 62 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 6 x 56 LH
KRR1 3 x 83 LH	KRR1 6 x 95 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 1 x 100 LH	PNI1 4 x 33 LA						
MDU1 6 x 75 LH	DGL1 5 x 97 LH	DGL2 3 x 78 LH	MDU1 5 x 96 LH	MDU2 3 x 100 LH	MDU3 2 x 100 LH	MDU4 15 x 52 LH	MDU5 4 x 100 LH	MDU6 15 x 50 LA			
SVG1 8 x 43 LA	BTU1 4 x 22 LL	KPT1 1 x 75 LH	KYK1 0 x 100 LH	MDU7 3 x 80 LH	MLR1 4 x 80 LH	NKI1 5 x 21 LL	SVG1 2 x 100 LH	TMM1 26 x 35 LA	USL1 6 x 53 LH		
TEN1 11 x 74 LH	ADP1 10 x 50 LA	BNR1 11 x 41 LA	CBM1 7 x 84 LH	CMR1 25 x 95 LH	PKM1 19 x 78 LH	TEN1 4 x 88 LH	TEN2 6 x 77 LH				

Region TIRUPATI-01 MTD | LCE 26.43% | LCR 80.62% | LH

ATP1 28 x 87 LH	ADI1 17 x 77 LH	ATP1 25 x 71 LH	DHN1 22 x 88 LH	GTL1 19 x 100 LH	KNL1 16 x 90 LH	KNL2 34 x 84 LH	NDL1 32 x 93 LH	TPI1 75 x 98 HH	
KDA1 20 x 88 LH	BVL1 3 x 83 LH	KAR1 7 x 94 LH	KDA1 11 x 94 LH	KOU1 7 x 62 LH	MPL1 63 x 95 HH	PDT1 22 x 98 LH	PIL1 2 x 67 LH	RCY1 15 x 68 LH	RJP1 34 x 76 LH
NLR1 31 x 81 LH	KDR1 81 x 98 HH	KHT1 23 x 63 LH	KVL1 33 x 73 LH	NLR1 33 x 82 LH	NYP1 21 x 60 LH	SPE1 15 x 88 LH	VKI1 23 x 84 LH		
TPY1 30 x 68 LH	CTO1 38 x 73 LH	PGR1 27 x 67 LH	PMR1 31 x 90 LH	PUT1 21 x 62 LH	TPY1 54 x 55 AH	TPY2 16 x 72 LH			

Region TRICHY-01 MTD | LCE 12.28% | LCR 86.04% | LH



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KUM1 9 x 87 LH	KIK1 2 x 100 LH	KUM1 21 x 83 LH	NCK1 27 x 97 LH	NGT1 6 x 70 LH	TTP1 2 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x 100 LH
PBR1 16 x 90 LH	AYR1 8 x 91 LH	JKM1 3 x 91 LH	MSI1 4 x 92 LH	MVM1 45 x 94 LH	PBR1 10 x 77 LH	PBR2 11 x 79 LH	TYR1 10 x 87 LH
TNJ1 20 x 83 LH	APM1 16 x 77 LH	MDI1 36 x 95 LH	NMM1 41 x 89 LH	ORU1 19 x 71 LH	PTK1 17 x 71 LH	TNJ1 8 x 80 LH	TNJ2 16 x 74 LH
TRY1 5 x 85 LH	KRN1 5 x 75 LH	PDK1 23 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 34.33% | LCR 84.42% | LH

BVR1 30 x 85 LH	AMP1 17 x 50 LA	BVR1 28 x 63 LH	DPE1 15 x 88 LH	ELU1 52 x 98 AH	JGG1 6 x 100 LH	KND1 52 x 99 AH	NPR1 21 x 100 LH	PAP1 37 x 86 LH	PPM1 49 x 98 LH	RMV1 53 x 74 AH	TDD1 12 x 70 LH	TNI1 19 x 95 LH	TNK1 7 x 75 LH
GNT1 38 x 89 LH	BPP1 25 x 79 LH	CKT1 130 x 96 HH	CRL1 15 x 62 LH	GNT1 14 x 95 LH	GNT2 20 x 91 LH	NRT1 31 x 97 LH	OGL1 65 x 89 HH	PNR1 30 x 41 LA	PRL1 14 x 77 LH	RAL1 26 x 97 LH	TEL1 94 x 93 HH	VKN1 7 x 90 LH	
VJW1 36 x 79 LH	GDV1 26 x 71 LH	GVM1 67 x 79 HH	JPT1 62 x 77 HH	MTM1 30 x 92 LH	TVU1 35 x 92 LH	VJW1 39 x 75 LH	VJW2 25 x 93 LH	VJW3 29 x 80 LH	VJW4 31 x 68 LH	VJW5 38 x 72 LH	VUY1 2 x 67 LH		

Region WEST-01 MTD | LCE 29.55% | LCR 77.28% | LH

CBE1 39 x 72 LH	CBE1 25 x 94 LH	CBE2 52 x 53 AH	CBE3 41 x 82 LH	CBE4 21 x 96 LH	CBE5 51 x 100 AH	CBE6 43 x 99 LH	KMR1 40 x 84 LH	SNR1 28 x 84 LH	SUL1 21 x 87 LH
PLI1 7 x 88 LH	DPM2 6 x 93 LH	KGM1 4 x 90 LH	PDM1 5 x 100 LH	PLI1 11 x 82 LH	UMP1 10 x 87 LH				
TPR1 23 x 88 LH	TPR1 26 x 77 LH	TPR2 2 x 100 LH	TPR3 57 x 97 AH						
TPR4 47 x 90 LH	ANR1 12 x 83 LH	AVI1 37 x 99 LH	GBM1 67 x 87 HH	PPI1 62 x 85 HH	SYM2 14 x 53 LH	TPR4 82 x 98 HH			
UAM1 10 x 52 LH	CNR1 9 x 47 LA	GDR1 16 x 45 LA	KGI1 10 x 56 LH	KMD1 3 x 67 LH	MPM1 15 x 51 LH	UAM1 4 x 67 LH			

Region WEST-02 MTD | LCE 19.89% | LCR 79.08% | LH

ERD1 37 x 82 LH	CMI1 28 x 55 LH	ERD1 45 x 79 LH	ERD2 30 x 88 LH	KMM1 33 x 78 LH	NKL2 39 x 88 LH	PDR1 27 x 85 LH	RSP1 35 x 75 LH	SGG1 85 x 93 HH	TCG1 31 x 76 LH	VKL1 33 x 79 LH
HSR1 8 x 77 LH	HSR1 15 x 82 LH	HSR2 13 x 65 LH	KAM1 8 x 60 LH	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 6 x 67 LH	PMP1 5 x 100 LH	SGI1 5 x 100 LH		
MTR1 18 x 82 LH	BMD1 26 x 80 LH	DPR1 13 x 85 LH	DPR2 41 x 62 LH	HRR1 45 x 97 LH	MCR1 10 x 88 LH	MTR1 3 x 90 LH	OML1 10 x 76 LH	TRM1 13 x 75 LH		
SLM1 14 x 71 LH	APN1 30 x 65 LH	ATU1 28 x 56 LH	EDP1 2 x 100 LH	EPI1 4 x 81 LH	SLM1 17 x 80 LH	SLM2 10 x 85 LH	SLM3 6 x 100 LH	VPD1 9 x 58 LH		