



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 : 30-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	14,896	1,833	1,387	12.31%	75.67%	LH
CHENNAI-02	13,458	2,170	1,680	16.12%	77.42%	LH
KL-NORTH	1,550	129	112	8.32%	86.82%	LH
KL-SOUTH	1,550	270	241	17.42%	89.26%	LH
NORTH ARCOT	10,642	1,291	843	12.13%	65.30%	LH
SOUTH ARCOT	8,297	582	354	7.01%	60.82%	LH
SOUTH-01	19,617	3,208	2,376	16.35%	74.06%	LH
SOUTH-03	14,587	1,017	680	6.97%	66.86%	LH
TIRUPATI-01	7,221	1,910	1,527	26.45%	79.95%	LH
TRICHY-01	12,752	1,576	1,342	12.36%	85.15%	LH
VIJAYAWADA-01	7,981	2,732	2,293	34.23%	83.93%	LH
WEST-01	10,121	2,995	2,280	29.59%	76.13%	LH
WEST-02	11,736	2,330	1,841	19.85%	79.01%	LH
Total	134,407	22,043	16,956	16.40%	76.92%	LH

Region **CHENNAI-01 MTD | LCE 12.31% | LCR 75.67% | LH**

CH03 15 x 75 LH	CGL1 3 x 100 LH	CH45 4 x 92 LH	GUD1 12 x 80 LH	GUD2 20 x 81 LH	MC10 4 x 100 LH	MRM1 13 x 40 LA	SKL1 24 x 76 LH	TKM1 53 x 78 AH		
CH05 15 x 71 LH	AVD1 12 x 79 LH	CH05 7 x 83 LH	CH14 18 x 67 LH	CH26 2 x 100 LH	CH30 21 x 60 LH	CH35 28 x 76 LH	CH37 14 x 60 LH			
CH06 13 x 78 LH	CH08 25 x 71 LH	CH11 ∞ x 100 HH	CH16 16 x 83 LH	CH19 12 x 82 LH	CH25 11 x 93 LH	CH29 3 x 50 LA	CH39 8 x 83 LH	CH40 4 x 57 LH	CH42 7 x 96 LH	CH49 10 x 60 LH
CH08 7 x 81 LH	CH07 8 x 81 LH	CH22 10 x 78 LH	CH28 7 x 78 LH	CH38 7 x 76 LH	CH47 4 x 93 LH	CH48 5 x 84 LH	KNR1 5 x 86 LH	MC09 5 x 100 LH		

Region **CHENNAI-02 MTD | LCE 16.12% | LCR 77.42% | LH**

CH01 12 x 79 LH	CH03 2 x 100 LH	CH06 5 x 95 LH	CH12 29 x 77 LH	CH23 3 x 100 LH	CH24 31 x 75 LH	MC06 2 x 100 LH		
CH04 14 x 75 LH	CH21 29 x 69 LH	CH31 6 x 93 LH	CH34 16 x 76 LH	CH51 11 x 71 LH	GPD1 11 x 82 LH	MJR1 4 x 90 LH	PON1 9 x 96 LH	UKI1 2 x 100 LH
CH07 21 x 76 LH	CH01 69 x 100 HH	CH15 32 x 75 LH	CH17 8 x 88 LH	CH18 29 x 68 LH	CH27 6 x 100 LH	CH32 13 x 100 LH	CH36 3 x 100 LH	CH43 10 x 79 LH
CH09 19 x 80 LH	CH09 NaN x NaN LL	CH20 20 x 70 LH	CH33 13 x 84 LH	CH41 20 x 78 LH	CH44 24 x 85 LH	CH46 36 x 90 LH	CH50 12 x 76 LH	MC05 3 x 80 LH

Region **KL-NORTH MTD | LCE 8.32% | LCR 86.82% | LH**

TVP1 8 x 87 LH	KZD1 8 x 87 LH
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Region **KL-SOUTH MTD | LCE 17.42% | LCR 89.26% | LH**

TVP1 17 x 89 LH	KLR1 37 x 100 LH	PAS1 27 x 79 LH	PNL1 6 x 94 LH	TVP1 10 x 87 LH
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Region **NORTH ARCOT MTD | LCE 12.13% | LCR 65.30% | LH**

NA01 24 x 63 LH	AKM1 23 x 74 LH	ANI1 11 x 85 LH	ARC2 1 x 100 LH	CYR1 5 x 93 LH	KPM1 23 x 65 LH	KPM2 40 x 45 LA	WJD1 30 x 80 LH	WJP1 27 x 84 LH
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Follow-Up Lead Capturing Effectiveness as on 3/30/2026 10:00:37 AM

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NA02 9 x 66 LH	ABR1 1 x 100 LH	CGM1 1 x 67 LH	GDM1 1 x 100 LH	PLR1 6 x 100 LH	TRR1 0 x 100 LH	VEL1 19 x 63 LH	VEL2 24 x 63 LH	VNB1 1 x 100 LH	
NA03 3 x 81 LH	BGR1 15 x 76 LH	CPT1 2 x 67 LH	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 3 x 75 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 7.01% | LCR 60.82% | LH

SA01 16 x 50 LH	CUD1 34 x 39 LA	KLM1 6 x 78 LH	MKM1 0 x 100 LH	POY1 7 x 100 LH	POY2 13 x 55 LH			
SA02 2 x 98 LH	CDM1 2 x 88 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 71 LH	TRK1 6 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 16.35% | LCR 74.06% | LH

KVT1 15 x 78 LH	KVT1 8 x 84 LH	KYR1 5 x 84 LH	PKD1 28 x 76 LH	RND1 19 x 70 LH	SKD1 23 x 78 LH	SNL1 20 x 79 LH	STU2 9 x 96 LH	VKM1 19 x 78 LH
NGR1 18 x 69 LH	COL1 14 x 79 LH	KGL1 11 x 78 LH	KSM1 15 x 93 LH	MAR1 14 x 88 LH	MMT1 11 x 76 LH	NGR1 27 x 60 LH	TKY1 2 x 100 LH	
TKS1 17 x 90 LH	PDI1 6 x 78 LH	RPM1 16 x 92 LH	SDI1 4 x 71 LH	SGT1 35 x 95 LH	TKS1 17 x 86 LH	TKS2 25 x 91 LH		
TUT1 17 x 66 LH	ERL1 NaN x NaN LL	ERL2 21 x 72 LH	TCN1 15 x 81 LH	TUT1 14 x 62 LH	TUT2 13 x 58 LH	TYI1 23 x 66 LH	UDN1 45 x 71 LH	
TVL1 15 x 82 LH	ARM1 23 x 74 LH	ASM1 19 x 86 LH	TVL1 14 x 88 LH	VLY1 15 x 68 LH				
VNR1 15 x 61 LH	APK1 8 x 61 LH	APK2 28 x 77 LH	SVK1 8 x 78 LH	VNR1 32 x 71 LH	VNR2 13 x 33 LA			

Region SOUTH-03 MTD | LCE 6.97% | LCR 66.86% | LH

KKD2 7 x 73 LH	ATG1 2 x 78 LH	DKI1 2 x 100 LH	KKD2 NaN x NaN LL	KKD3 13 x 80 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 3 x 100 LH	PVI1 22 x 64 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 73 LH	DGL1 4 x 97 LH	DGL2 3 x 78 LH	MDU1 5 x 89 LH	MDU2 3 x 95 LH	MDU3 2 x 100 LH	MDU4 15 x 53 LH	MDU5 4 x 100 LH	MDU6 15 x 50 LA			
SVG1 8 x 44 LA	BTU1 4 x 22 LL	KPT1 1 x 50 LA	KYK1 0 x 100 LH	MDU7 3 x 81 LH	MLR1 4 x 73 LH	NKI1 5 x 21 LL	SVG1 3 x 88 LH	TMM1 26 x 38 LA	USL1 7 x 58 LH		
TEN1 11 x 73 LH	ADP1 10 x 50 LA	BNR1 11 x 42 LA	CBM1 7 x 84 LH	CMR1 28 x 92 LH	PKM1 20 x 77 LH	TEN1 7 x 68 LH	TEN2 6 x 77 LH				

Region TIRUPATI-01 MTD | LCE 26.45% | LCR 79.95% | LH

ATP1 28 x 86 LH	ADI1 16 x 72 LH	ATP1 25 x 70 LH	DHN1 21 x 88 LH	GTL1 20 x 100 LH	KNL1 15 x 90 LH	KNL2 35 x 82 LH	NDL1 30 x 93 LH	TPI1 73 x 98 HH	
KDA1 20 x 88 LH	BVL1 4 x 88 LH	KAR1 9 x 96 LH	KDA1 11 x 91 LH	KOU1 6 x 62 LH	MPL1 61 x 94 HH	PDT1 24 x 97 LH	PIL1 2 x 67 LH	RCY1 14 x 68 LH	RJP1 32 x 76 LH
NLR1 31 x 80 LH	KDR1 76 x 96 HH	KHT1 24 x 64 LH	KVL1 35 x 70 LH	NLR1 34 x 79 LH	NYP1 22 x 60 LH	SPE1 15 x 89 LH	VKI1 22 x 84 LH		
TPY1 30 x 68 LH	CTO1 38 x 74 LH	PGR1 28 x 69 LH	PMR1 33 x 89 LH	PUT1 22 x 62 LH	TPY1 53 x 52 AH	TPY2 16 x 71 LH			

Region TRICHY-01 MTD | LCE 12.36% | LCR 85.15% | LH



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KUM1 9 x 86 LH	KIK1 2 x 100 LH	KUM1 21 x 81 LH	NCK1 30 x 97 LH	NGT1 6 x 69 LH	TTP1 2 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x 100 LH
PBR1 16 x 89 LH	AYR1 9 x 93 LH	JKM1 3 x 92 LH	MSI1 4 x 92 LH	MVM1 45 x 93 LH	PBR1 10 x 75 LH	PBR2 11 x 78 LH	TYR1 10 x 86 LH
TNJ1 20 x 82 LH	APM1 16 x 77 LH	MDI1 35 x 94 LH	NMM1 41 x 88 LH	ORU1 18 x 71 LH	PTK1 17 x 71 LH	TNJ1 8 x 80 LH	TNJ2 16 x 72 LH
TRY1 5 x 82 LH	KRN1 5 x 67 LH	PDK1 24 x 66 LH	TRY1 2 x 97 LH	TRY2 4 x 88 LH	TRY3 4 x 100 LH	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 34.23% | LCR 83.93% | LH

BVR1 30 x 84 LH	AMP1 20 x 58 LH	BVR1 28 x 63 LH	DPE1 15 x 88 LH	ELU1 53 x 98 AH	JGG1 6 x 100 LH	KND1 52 x 99 AH	NPR1 20 x 100 LH	PAP1 37 x 83 LH	PPM1 48 x 98 LH	RMV1 51 x 73 AH	TDD1 11 x 70 LH	TNI1 18 x 95 LH	TNK1 7 x 75 LH
GNT1 37 x 89 LH	BPP1 24 x 80 LH	CKT1 128 x 96 HH	CRL1 15 x 61 LH	GNT1 14 x 95 LH	GNT2 23 x 92 LH	NRT1 30 x 95 LH	OGL1 62 x 88 HH	PNR1 30 x 43 LA	PRL1 14 x 72 LH	RAL1 25 x 95 LH	TEL1 92 x 92 HH	VKN1 7 x 90 LH	
VJW1 37 x 79 LH	GDV1 26 x 70 LH	GVM1 69 x 80 HH	JPT1 64 x 75 HH	MTM1 31 x 87 LH	TVU1 34 x 92 LH	VJW1 41 x 76 LH	VJW2 23 x 93 LH	VJW3 30 x 80 LH	VJW4 31 x 67 LH	VJW5 39 x 72 LH	VUY1 3 x 75 LH		

Region WEST-01 MTD | LCE 29.59% | LCR 76.13% | LH

CBE1 40 x 71 LH	CBE1 24 x 90 LH	CBE2 54 x 54 AH	CBE3 42 x 81 LH	CBE4 19 x 91 LH	CBE5 48 x 99 LH	CBE6 41 x 98 LH	KMR1 39 x 82 LH	SNR1 29 x 80 LH	SUL1 21 x 84 LH
PLI1 7 x 88 LH	DPM2 6 x 93 LH	KGM1 4 x 90 LH	PDM1 4 x 100 LH	PLI1 11 x 83 LH	UMP1 9 x 87 LH				
TPR1 22 x 86 LH	TPR1 25 x 73 LH	TPR2 2 x 100 LH	TPR3 56 x 96 AH						
TPR4 47 x 89 LH	ANR1 11 x 83 LH	AVI1 37 x 99 LH	GBM1 73 x 87 HH	PPI1 61 x 84 HH	SYM2 14 x 53 LH	TPR4 77 x 97 HH			
UAM1 10 x 50 LA	CNR1 9 x 47 LA	GDR1 17 x 45 LA	KGI1 9 x 56 LH	KMD1 3 x 67 LH	MPM1 15 x 43 LA	UAM1 5 x 75 LH			

Region WEST-02 MTD | LCE 19.85% | LCR 79.01% | LH

ERD1 37 x 82 LH	CMI1 27 x 55 LH	ERD1 45 x 79 LH	ERD2 30 x 87 LH	KMM1 33 x 78 LH	NKL2 40 x 88 LH	PDR1 26 x 85 LH	RSP1 34 x 73 LH	SGG1 87 x 93 HH	TCG1 32 x 77 LH	VKL1 33 x 80 LH
HSR1 8 x 75 LH	HSR1 16 x 78 LH	HSR2 13 x 65 LH	KAM1 8 x 65 LH	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 5 x 67 LH	PMP1 4 x 100 LH	SGI1 5 x 93 LH		
MTR1 18 x 82 LH	BMD1 26 x 80 LH	DPR1 13 x 86 LH	DPR2 39 x 62 LH	HRR1 44 x 97 LH	MCR1 9 x 88 LH	MTR1 3 x 91 LH	OML1 10 x 76 LH	TRM1 13 x 77 LH		
SLM1 14 x 71 LH	APN1 29 x 65 LH	ATU1 28 x 56 LH	EDP1 2 x 100 LH	EPI1 5 x 83 LH	SLM1 18 x 77 LH	SLM2 11 x 84 LH	SLM3 6 x 100 LH	VPD1 9 x 59 LH		