



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 : 31-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	15,372	1,976	1,486	12.85%	75.20%	LH
CHENNAI-02	13,907	2,277	1,749	16.37%	76.81%	LH
KL-NORTH	1,621	134	110	8.26%	82.09%	LH
KL-SOUTH	1,615	282	251	17.46%	89.01%	LH
NORTH ARCOT	11,024	1,382	908	12.54%	65.70%	LH
SOUTH ARCOT	8,591	612	382	7.12%	62.42%	LH
SOUTH-01	20,468	3,404	2,525	16.63%	74.18%	LH
SOUTH-03	15,150	1,077	724	7.11%	67.22%	LH
TIRUPATI-01	7,451	2,023	1,633	27.15%	80.72%	LH
TRICHY-01	13,295	1,681	1,433	12.64%	85.25%	LH
VIJAYAWADA-01	8,238	2,872	2,414	34.86%	84.05%	LH
WEST-01	10,571	3,193	2,430	30.21%	76.10%	LH
WEST-02	12,188	2,507	1,982	20.57%	79.06%	LH
<b>Total</b>	<b>139,491</b>	<b>23,420</b>	<b>18,027</b>	<b>16.79%</b>	<b>76.97%</b>	<b>LH</b>

Region **CHENNAI-01 MTD | LCE 12.85% | LCR 75.20% | LH**

CH03 16 x 75 LH	CGL1 3 x 100 LH	CH45 5 x 93 LH	GUD1 11 x 75 LH	GUD2 20 x 81 LH	MC10 4 x 100 LH	MRM1 14 x 43 LA	SKL1 25 x 77 LH	TKM1 55 x 79 AH		
CH05 15 x 69 LH	AVD1 14 x 80 LH	CH05 7 x 83 LH	CH14 19 x 63 LH	CH26 2 x 100 LH	CH30 21 x 57 LH	CH35 29 x 74 LH	CH37 16 x 62 LH			
CH06 13 x 78 LH	CH08 26 x 71 LH	CH11 ∞ x 100 HH	CH16 16 x 83 LH	CH19 12 x 80 LH	CH25 10 x 93 LH	CH29 4 x 60 LH	CH39 8 x 81 LH	CH40 4 x 57 LH	CH42 7 x 96 LH	CH49 10 x 60 LH
CH08 7 x 82 LH	CH07 9 x 81 LH	CH22 11 x 81 LH	CH28 8 x 81 LH	CH38 7 x 79 LH	CH47 6 x 91 LH	CH48 5 x 81 LH	KNR1 6 x 89 LH	MC09 5 x 100 LH		

Region **CHENNAI-02 MTD | LCE 16.37% | LCR 76.81% | LH**

CH01 13 x 79 LH	CH03 2 x 100 LH	CH06 5 x 96 LH	CH12 30 x 77 LH	CH23 3 x 100 LH	CH24 31 x 74 LH	MC06 1 x 100 LH		
CH04 14 x 74 LH	CH21 31 x 69 LH	CH31 7 x 94 LH	CH34 16 x 74 LH	CH51 11 x 66 LH	GPD1 12 x 83 LH	MJR1 4 x 86 LH	PON1 9 x 96 LH	UKI1 2 x 100 LH
CH07 21 x 75 LH	CH01 64 x 100 HH	CH15 33 x 74 LH	CH17 8 x 88 LH	CH18 29 x 67 LH	CH27 6 x 100 LH	CH32 14 x 100 LH	CH36 3 x 100 LH	CH43 9 x 77 LH
CH09 19 x 80 LH	CH09 NaN x NaN LL	CH20 21 x 70 LH	CH33 14 x 84 LH	CH41 20 x 77 LH	CH44 24 x 85 LH	CH46 36 x 88 LH	CH50 12 x 78 LH	MC05 3 x 80 LH

Region **KL-NORTH MTD | LCE 8.26% | LCR 82.09% | LH**

TVP1 8 x 82 LH	KZD1 8 x 82 LH							
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Region **KL-SOUTH MTD | LCE 17.46% | LCR 89.01% | LH**

TVP1 17 x 89 LH	KLR1 36 x 100 LH	PAS1 27 x 80 LH	PNL1 7 x 94 LH	TVP1 10 x 86 LH				
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Region **NORTH ARCOT MTD | LCE 12.54% | LCR 65.70% | LH**

NA01 25 x 63 LH	AKM1 24 x 73 LH	ANI1 11 x 85 LH	ARC2 2 x 100 LH	CYR1 6 x 88 LH	KPM1 23 x 64 LH	KPM2 41 x 45 LA	WJD1 30 x 80 LH	WJP1 27 x 84 LH
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NA02 10 x 68 LH	ABR1 1 x 100 LH	CGM1 1 x 67 LH	GDM1 1 x 100 LH	PLR1 7 x 100 LH	TRR1 0 x 100 LH	VEL1 22 x 67 LH	VEL2 26 x 64 LH	VNB1 1 x 100 LH	
NA03 3 x 80 LH	BGR1 16 x 78 LH	CPT1 3 x 62 LH	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 2 x 62 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 7.12% | LCR 62.42% | LH

SA01 16 x 52 LH	CUD1 35 x 41 LA	KLM1 7 x 80 LH	MKM1 0 x 100 LH	POY1 7 x 100 LH	POY2 13 x 57 LH			
SA02 2 x 95 LH	CDM1 2 x 88 LH	KKI2 5 x 100 LH	KML1 1 x 100 LH	NVL2 3 x 93 LH	PRT1 1 x 67 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 4 x 100 LH
SA03 3 x 91 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 71 LH	TRK1 7 x 90 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 74.18% | LH

KVT1 15 x 78 LH	KVT1 8 x 82 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 20 x 78 LH
NGR1 19 x 69 LH	COL1 14 x 80 LH	KGL1 13 x 77 LH	KSM1 15 x 93 LH	MAR1 14 x 88 LH	MMT1 11 x 77 LH	NGR1 30 x 60 LH	TKY1 2 x 100 LH	
TKS1 17 x 89 LH	PDI1 6 x 78 LH	RPM1 16 x 92 LH	SDI1 4 x 71 LH	SGT1 34 x 95 LH	TKS1 17 x 86 LH	TKS2 24 x 90 LH		
TUT1 17 x 67 LH	ERL1 NaN x NaN LL	ERL2 20 x 73 LH	TCN1 15 x 79 LH	TUT1 15 x 63 LH	TUT2 14 x 61 LH	TYI1 22 x 66 LH	UDN1 48 x 73 LH	
TVL1 15 x 83 LH	ARM1 23 x 75 LH	ASM1 19 x 86 LH	TVL1 14 x 88 LH	VLY1 15 x 69 LH				
VNR1 15 x 62 LH	APK1 8 x 62 LH	APK2 29 x 77 LH	SVK1 7 x 76 LH	VNR1 32 x 71 LH	VNR2 13 x 37 LA			

## Region SOUTH-03 MTD | LCE 7.11% | LCR 67.22% | LH

KKD2 7 x 73 LH	ATG1 2 x 78 LH	DKI1 3 x 100 LH	KKD2 NaN x NaN LL	KKD3 14 x 80 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 3 x 100 LH	PVI1 22 x 65 LH	SGP1 0 x 100 LH	TDI1 1 x 100 LH	TPT1 6 x 56 LH
KRR1 3 x 82 LH	KRR1 5 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 74 LH	DGL1 4 x 98 LH	DGL2 2 x 78 LH	MDU1 5 x 90 LH	MDU2 3 x 95 LH	MDU3 3 x 100 LH	MDU4 15 x 53 LH	MDU5 4 x 100 LH	MDU6 16 x 52 LH			
SVG1 8 x 44 LA	BTU1 4 x 22 LL	KPT1 1 x 50 LA	KYK1 0 x 100 LH	MDU7 3 x 82 LH	MLR1 4 x 73 LH	NKI1 6 x 25 LL	SVG1 3 x 78 LH	TMM1 26 x 40 LA	USL1 7 x 38 LA		
TEN1 12 x 73 LH	ADP1 11 x 51 LH	BNR1 11 x 41 LA	CBM1 7 x 84 LH	CMR1 29 x 93 LH	PKM1 21 x 77 LH	TEN1 7 x 67 LH	TEN2 7 x 82 LH				

## Region TIRUPATI-01 MTD | LCE 27.15% | LCR 80.72% | LH

ATP1 28 x 86 LH	ADI1 17 x 75 LH	ATP1 25 x 72 LH	DHN1 22 x 89 LH	GTL1 20 x 100 LH	KNL1 15 x 91 LH	KNL2 33 x 80 LH	NDL1 31 x 92 LH	TPI1 75 x 98 HH	
KDA1 20 x 88 LH	BVL1 4 x 89 LH	KAR1 9 x 96 LH	KDA1 11 x 88 LH	KOU1 6 x 62 LH	MPL1 61 x 94 HH	PDT1 24 x 97 LH	PIL1 2 x 67 LH	RCY1 14 x 70 LH	RJP1 34 x 78 LH
NLR1 32 x 81 LH	KDR1 77 x 96 HH	KHT1 27 x 70 LH	KVL1 38 x 73 LH	NLR1 35 x 80 LH	NYP1 24 x 62 LH	SPE1 14 x 89 LH	VKI1 22 x 85 LH		
TPY1 31 x 70 LH	CTO1 40 x 76 LH	PGR1 27 x 67 LH	PMR1 34 x 90 LH	PUT1 22 x 63 LH	TPY1 56 x 55 AH	TPY2 17 x 73 LH			

## Region TRICHY-01 MTD | LCE 12.64% | LCR 85.25% | LH



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KUM1 9 x 86 LH	KIK1 2 x 100 LH	KUM1 23 x 82 LH	NCK1 30 x 96 LH	NGT1 7 x 68 LH	TTP1 3 x 91 LH	TVR1 3 x 100 LH	TVR2 0 x 100 LH
PBR1 16 x 88 LH	AYR1 10 x 94 LH	JKM1 3 x 92 LH	MSI1 5 x 75 LH	MVM1 45 x 93 LH	PBR1 10 x 76 LH	PBR2 12 x 77 LH	TYR1 11 x 85 LH
TNJ1 20 x 83 LH	APM1 15 x 77 LH	MDI1 35 x 94 LH	NMM1 42 x 89 LH	ORU1 18 x 72 LH	PTK1 18 x 74 LH	TNJ1 8 x 81 LH	TNJ2 16 x 72 LH
TRY1 5 x 83 LH	KRN1 5 x 68 LH	PDK1 26 x 70 LH	TRY1 2 x 97 LH	TRY2 5 x 89 LH	TRY3 3 x 100 LH	TRY4 4 x 100 LH	

## Region VIJAYAWADA-01 MTD | LCE 34.86% | LCR 84.05% | LH

BVR1 30 x 85 LH	AMP1 22 x 59 LH	BVR1 30 x 66 LH	DPE1 15 x 89 LH	ELU1 52 x 98 AH	JGG1 6 x 100 LH	KND1 52 x 99 AH	NPR1 20 x 100 LH	PAP1 38 x 84 LH	PPM1 49 x 98 LH	RMV1 51 x 74 AH	TDD1 11 x 70 LH	TNI1 18 x 93 LH	TNK1 6 x 75 LH
GNT1 38 x 89 LH	BPP1 26 x 80 LH	CKT1 126 x 96 HH	CRL1 15 x 62 LH	GNT1 14 x 95 LH	GNT2 24 x 93 LH	NRT1 31 x 95 LH	OGL1 63 x 89 HH	PNR1 30 x 45 LA	PRL1 14 x 72 LH	RAL1 26 x 95 LH	TEL1 94 x 93 HH	VKN1 7 x 90 LH	
VJW1 38 x 78 LH	GDV1 29 x 71 LH	GVM1 70 x 81 HH	JPT1 65 x 74 HH	MTM1 32 x 84 LH	TVU1 34 x 92 LH	VJW1 45 x 76 LH	VJW2 23 x 93 LH	VJW3 30 x 77 LH	VJW4 31 x 68 LH	VJW5 38 x 72 LH	VUY1 3 x 75 LH		

## Region WEST-01 MTD | LCE 30.21% | LCR 76.10% | LH

CBE1 40 x 71 LH	CBE1 26 x 90 LH	CBE2 54 x 53 AH	CBE3 47 x 84 LH	CBE4 20 x 92 LH	CBE5 51 x 99 AH	CBE6 39 x 98 LH	KMR1 39 x 83 LH	SNR1 30 x 82 LH	SUL1 21 x 84 LH
PLI1 7 x 88 LH	DPM2 5 x 93 LH	KGM1 4 x 90 LH	PDM1 4 x 100 LH	PLI1 11 x 84 LH	UMP1 9 x 87 LH				
TPR1 23 x 87 LH	TPR1 26 x 75 LH	TPR2 3 x 100 LH	TPR3 57 x 96 AH						
TPR4 49 x 89 LH	ANR1 11 x 83 LH	AVI1 43 x 99 LH	GBM1 73 x 86 HH	PPI1 61 x 83 HH	SYM2 14 x 54 LH	TPR4 80 x 97 HH			
UAM1 10 x 51 LH	CNR1 10 x 53 LH	GDR1 16 x 45 LA	KGI1 9 x 56 LH	KMD1 4 x 71 LH	MPM1 15 x 43 LA	UAM1 5 x 76 LH			

## Region WEST-02 MTD | LCE 20.57% | LCR 79.06% | LH

ERD1 38 x 82 LH	CMI1 29 x 59 LH	ERD1 49 x 79 LH	ERD2 32 x 86 LH	KMM1 35 x 79 LH	NKL2 40 x 88 LH	PDR1 27 x 86 LH	RSP1 35 x 73 LH	SGG1 88 x 93 HH	TCG1 32 x 76 LH	VKL1 36 x 82 LH
HSR1 8 x 76 LH	HSR1 15 x 77 LH	HSR2 13 x 68 LH	KAM1 10 x 65 LH	KRI1 2 x 100 LH	KVP1 3 x 100 LH	PLC1 6 x 72 LH	PMP1 5 x 100 LH	SGI1 5 x 93 LH		
MTR1 18 x 82 LH	BMD1 27 x 80 LH	DPR1 16 x 86 LH	DPR2 39 x 63 LH	HRR1 43 x 97 LH	MCR1 9 x 88 LH	MTR1 3 x 82 LH	OML1 10 x 77 LH	TRM1 13 x 73 LH		
SLM1 15 x 71 LH	APN1 29 x 65 LH	ATU1 28 x 57 LH	EDP1 2 x 100 LH	EPI1 5 x 85 LH	SLM1 19 x 77 LH	SLM2 12 x 84 LH	SLM3 6 x 100 LH	VPD1 9 x 58 LH		