



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-Apr-2026 To Date : 03-Apr-2026 | | | | | | | |
|--|---------------|--------------|--------------|---------------|---------------|-----------|--|
| Sales Zone | Expected | Leads | Won | LCE % | LCR % | Category | |
| CHENNAI-01 | 1,388 | 498 | 312 | 35.87% | 62.65% | LH | |
| CHENNAI-02 | 1,239 | 458 | 307 | 36.97% | 67.03% | LH | |
| KL-NORTH | 198 | 33 | 24 | 16.70% | 72.73% | LH | |
| KL-SOUTH | 202 | 53 | 43 | 26.28% | 81.13% | LH | |
| NORTH ARCOT | 978 | 297 | 210 | 30.38% | 70.71% | LH | |
| SOUTH ARCOT | 915 | 120 | 73 | 13.12% | 60.83% | LH | |
| SOUTH-01 | 2,476 | 888 | 642 | 35.86% | 72.30% | LH | |
| SOUTH-03 | 1,954 | 268 | 179 | 13.71% | 66.79% | LH | |
| TIRUPATI-01 | 979 | 396 | 308 | 40.45% | 77.78% | LH | |
| TRICHY-01 | 1,973 | 489 | 362 | 24.78% | 74.03% | LH | |
| VIJAYAWADA-01 | 1,071 | 455 | 327 | 42.47% | 71.87% | LH | |
| WEST-01 | 1,341 | 570 | 432 | 42.49% | 75.79% | LH | |
| WEST-02 | 1,550 | 629 | 433 | 40.57% | 68.84% | LH | |
| Total | 16,264 | 5,154 | 3,652 | 31.69% | 70.86% | LH | |

Region **CHENNAI-01 MTD | LCE 35.87% | LCR 62.65% | LH**

| | | | | | | | | | | |
|-----------------------|------------------------|-------------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|
| CH03 20 x 57 LH | CGL1 11 x 100 LH | CH45 0 x NaN LL | GUD1 21 x 56 LH | GUD2 23 x 71 LH | MC10 0 x NaN LL | MRM1 26 x 46 LA | SKL1 41 x 58 LH | TKM1 41 x 38 LA | | |
| CH05 49 x 60 LH | AVD1 48 x 70 LH | CH05 14 x 70 LH | CH14 56 x 69 AH | CH26 6 x 100 LH | CH30 72 x 35 HA | CH35 68 x 52 HH | CH37 75 x 75 HH | | | |
| CH06 36 x 64 LH | CH08 68 x 65 HH | CH11 NaN x NaN LL | CH16 26 x 33 LA | CH19 42 x 63 LH | CH25 14 x 86 LH | CH29 0 x NaN LL | CH39 19 x 67 LH | CH40 19 x 100 LH | CH42 23 x 57 LH | CH49 45 x 77 LH |
| CH08 37 x 68 LH | CH07 30 x 50 LA | CH22 56 x 57 AH | CH28 33 x 76 LH | CH38 29 x 60 LH | CH47 100 x 85 HH | CH48 7 x 33 LA | KNR1 0 x NaN LL | MC09 0 x NaN LL | | |

Region **CHENNAI-02 MTD | LCE 36.97% | LCR 67.03% | LH**

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|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|
| CH01 27 x 70 LH | CH03 4 x 75 LH | CH06 6 x 100 LH | CH12 74 x 71 HH | CH23 19 x 60 LH | CH24 39 x 65 LH | MC06 0 x NaN LL | | |
| CH04 40 x 68 LH | CH21 82 x 73 HH | CH31 0 x NaN LL | CH34 65 x 55 HH | CH51 33 x 70 LH | GPD1 23 x 62 LH | MJR1 10 x 75 LH | PON1 28 x 83 LH | UKI1 0 x NaN LL |
| CH07 45 x 70 LH | CH01 100 x 100 HH | CH15 85 x 75 HH | CH17 7 x 75 LH | CH18 55 x 62 AH | CH27 4 x 100 LH | CH32 15 x 100 LH | CH36 0 x NaN LL | CH43 35 x 50 LA |
| CH09 36 x 58 LH | CH09 ∞ x 100 HH | CH20 31 x 53 LH | CH33 21 x 60 LH | CH41 39 x 38 LA | CH44 38 x 67 LH | CH46 64 x 60 HH | CH50 38 x 65 LH | MC05 0 x NaN LL |

Region **KL-NORTH MTD | LCE 16.70% | LCR 72.73% | LH**

| | |
|-----------------------|-----------------------|
| TVP1 17 x 73 LH | KZD1 17 x 73 LH |
|-----------------------|-----------------------|

Region **KL-SOUTH MTD | LCE 26.28% | LCR 81.13% | LH**

| | | | | |
|-----------------------|-----------------------|-----------------------|---------------------|-----------------------|
| TVP1 26 x 81 LH | KLR1 25 x 83 LH | PAS1 50 x 79 LH | PNL1 7 x 0 LL | TVP1 20 x 90 LH |
|-----------------------|-----------------------|-----------------------|---------------------|-----------------------|

Region **NORTH ARCOT MTD | LCE 30.38% | LCR 70.71% | LH**

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|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| NA01 49 x 66 LH | AKM1 56 x 64 AH | ANI1 61 x 75 HH | ARC2 6 x 100 LH | CYR1 18 x 50 LA | KPM1 39 x 75 LH | KPM2 82 x 72 HH | WJD1 53 x 38 AA | WJP1 37 x 64 LH |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|



Follow-Up Lead Capturing Effectiveness as on 4/3/2026 10:00:57 AM

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| | | | | | | | | | |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| NA02 34 x 76 LH | ABR1 0 x NaN LL | CGM1 0 x NaN LL | GDM1 7 x 100 LH | PLR1 3 x 100 LH | TRR1 1 x 100 LH | VEL1 92 x 80 HH | VEL2 93 x 73 HH | VNB1 2 x 100 LH | |
| NA03 6 x 65 LH | BGR1 37 x 43 LA | CPT1 10 x 33 LA | PTU1 0 x NaN LL | SBR1 0 x NaN LL | SLG1 4 x 100 LH | TRL1 5 x 100 LH | TRT1 5 x 100 LH | UGI1 0 x NaN LL | VSI1 4 x 100 LH |

Region SOUTH ARCOT MTD | LCE 13.12% | LCR 60.83% | LH

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|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|
| SA01 21 x 61 LH | CUD1 52 x 55 AH | KLM1 7 x 67 LH | MKM1 8 x 100 LH | POY1 2 x 100 LH | POY2 7 x 100 LH | | | |
| SA02 10 x 61 LH | CDM1 26 x 80 LH | KKI2 28 x 31 LA | KML1 0 x NaN LL | NVL2 0 x NaN LL | PRT1 7 x 75 LH | STP1 0 x NaN LL | ULP1 0 x NaN LL | VCM1 10 x 100 LH |
| SA03 8 x 60 LH | SJI1 NaN x NaN LL | SJI2 0 x NaN LL | TDM1 9 x 33 LA | TRK1 26 x 54 LH | TVM1 15 x 100 LH | TVM2 4 x 100 LH | VPM1 0 x NaN LL | VPM2 0 x NaN LL |

Region SOUTH-01 MTD | LCE 35.86% | LCR 72.30% | LH

| | | | | | | | | |
|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|------------------------|-----------------------|
| KVT1 32 x 74 LH | KVT1 20 x 67 LH | KYR1 11 x 80 LH | PKD1 76 x 74 HH | RND1 27 x 75 LH | SKD1 59 x 82 AH | SNL1 31 x 62 LH | STU2 0 x NaN LL | VKM1 54 x 82 AH |
| NGR1 56 x 75 AH | COL1 38 x 100 LH | KGL1 42 x 70 LH | KSM1 35 x 70 LH | MAR1 6 x 80 LH | MMT1 24 x 54 LH | NGR1 108 x 76 HH | TKY1 3 x 100 LH | |
| TKS1 20 x 72 LH | PDI1 13 x 50 LA | RPM1 10 x 57 LH | SDI1 10 x 75 LH | SGT1 11 x 33 LA | TKS1 41 x 76 LH | TKS2 18 x 80 LH | | |
| TUT1 46 x 70 LH | ERL1 NaN x NaN LL | ERL2 30 x 65 LH | TCN1 46 x 71 LH | TUT1 45 x 69 LH | TUT2 51 x 69 AH | TYI1 26 x 70 LH | UDN1 101 x 77 HH | |
| TVL1 22 x 73 LH | ARM1 64 x 70 HH | ASM1 23 x 70 LH | TVL1 10 x 96 LH | VLY1 47 x 59 LH | | | | |
| VNR1 30 x 68 LH | APK1 24 x 78 LH | APK2 52 x 78 AH | SVK1 16 x 79 LH | VNR1 73 x 66 HH | VNR2 18 x 50 LA | | | |

Region SOUTH-03 MTD | LCE 13.71% | LCR 66.79% | LH

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|-----------------------|------------------------|-----------------------|-------------------------|------------------------|------------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| KKD2 17 x 54 LH | ATG1 0 x NaN LL | DKI1 0 x NaN LL | KKD2 NaN x NaN LL | KKD3 40 x 54 LH | MNM1 0 x NaN LL | PNV1 NaN x NaN LL | PNV2 3 x 100 LH | PVI1 56 x 43 AA | SGP1 4 x 100 LH | TDI1 0 x NaN LL | TPT1 7 x 100 LH |
| KRR1 5 x 93 LH | KRR1 12 x 100 LH | MPA1 2 x 100 LH | NTM1 0 x NaN LL | ODM1 12 x 100 LH | PNI1 5 x 50 LA | | | | | | |
| MDU1 7 x 83 LH | DGL1 3 x 100 LH | DGL2 8 x 67 LH | MDU1 7 x 83 LH | MDU2 6 x 100 LH | MDU3 2 x 100 LH | MDU4 5 x 100 LH | MDU5 3 x 100 LH | MDU6 21 x 74 LH | | | |
| SVG1 22 x 58 LH | BTU1 12 x 33 LA | KPT1 0 x NaN LL | KYK1 0 x NaN LL | MDU7 3 x 100 LH | MLR1 12 x 100 LH | NKI1 14 x 75 LH | SVG1 20 x 50 LA | TMM1 54 x 58 AH | USL1 65 x 50 HA | | |
| TEN1 25 x 70 LH | ADP1 34 x 75 LH | BNR1 39 x 60 LH | CBM1 14 x 67 LH | CMR1 10 x 50 LA | PKM1 58 x 65 AH | TEN1 19 x 75 LH | TEN2 20 x 90 LH | | | | |

Region TIRUPATI-01 MTD | LCE 40.45% | LCR 77.78% | LH

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|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|
| ATP1 40 x 86 LH | ADI1 8 x 50 LA | ATP1 78 x 81 HH | DHN1 41 x 100 LH | GTL1 6 x 100 LH | KNL1 19 x 100 LH | KNL2 40 x 77 LH | NDL1 26 x 83 LH | TPI1 69 x 100 HH | |
| KDA1 26 x 83 LH | BVL1 0 x NaN LL | KAR1 48 x 94 LH | KDA1 0 x NaN LL | KOU1 10 x 33 LA | MPL1 13 x 83 LH | PDT1 66 x 96 HH | PIL1 0 x NaN LL | RCY1 27 x 89 LH | RJP1 62 x 62 HH |
| NLR1 47 x 70 LH | KDR1 0 x NaN LL | KHT1 46 x 56 LH | KVL1 100 x 62 HH | NLR1 59 x 94 AH | NYP1 27 x 100 LH | SPE1 36 x 44 LA | VKI1 44 x 60 LH | | |
| TPY1 53 x 74 AH | CTO1 60 x 70 HH | PGR1 52 x 71 AH | PMR1 25 x 86 LH | PUT1 45 x 69 LH | TPY1 96 x 77 HH | TPY2 32 x 77 LH | | | |

Region TRICHY-01 MTD | LCE 24.78% | LCR 74.03% | LH



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| | | | | | | | |
|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|
| KUM1 22 x 71 LH | KIK1 2 x 100 LH | KUM1 66 x 68 HH | NCK1 10 x 100 LH | NGT1 32 x 61 LH | TTP1 13 x 83 LH | TVR1 5 x 100 LH | TVR2 2 x 100 LH |
| PBR1 37 x 74 LH | AYR1 22 x 89 LH | JKM1 3 x 100 LH | MSI1 13 x 75 LH | MVM1 67 x 74 HH | PBR1 32 x 64 LH | PBR2 40 x 71 LH | TYR1 39 x 76 LH |
| TNJ1 24 x 71 LH | APM1 67 x 50 HA | MDI1 16 x 86 LH | NMM1 61 x 60 HH | ORU1 0 x NaN LL | PTK1 43 x 67 LH | TNJ1 5 x 100 LH | TNJ2 23 x 87 LH |
| TRY1 15 x 84 LH | KRN1 7 x 67 LH | PDK1 99 x 76 HH | TRY1 4 x 100 LH | TRY2 0 x NaN LL | TRY3 8 x 100 LH | TRY4 15 x 100 LH | |

Region VIJAYAWADA-01 MTD | LCE 42.47% | LCR 71.87% | LH

| | | | | | | | | | | | | | |
|-----------------------|-----------------------|-----------------------|------------------------|------------------------|------------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| BVR1 32 x 71 LH | AMP1 62 x 90 HH | BVR1 77 x 74 HH | DPE1 5 x 100 LH | ELU1 4 x 100 LH | JGG1 7 x 100 LH | KND1 47 x 73 LH | NPR1 5 x 100 LH | PAP1 39 x 41 LA | PPM1 33 x 50 LA | RMV1 69 x 71 HH | TDD1 24 x 67 LH | TNI1 23 x 86 LH | TNK1 8 x 100 LH |
| GNT1 38 x 71 LH | BPP1 42 x 82 LH | CKT1 79 x 79 HH | CRL1 37 x 60 LH | GNT1 11 x 100 LH | GNT2 29 x 100 LH | NRT1 15 x 25 LL | OGL1 19 x 100 LH | PNR1 50 x 56 LH | PRL1 6 x 100 LH | RAL1 94 x 54 HH | TEL1 95 x 73 HH | VKN1 6 x 100 LH | |
| VJW1 61 x 73 HH | GDV1 59 x 67 AH | GVM1 69 x 87 HH | JPT1 100 x 75 HH | MTM1 43 x 78 LH | TVU1 100 x 79 HH | VJW1 90 x 62 HH | VJW2 0 x NaN LL | VJW3 42 x 62 LH | VJW4 47 x 64 LH | VJW5 85 x 86 HH | VUY1 4 x 0 LL | | |

Region WEST-01 MTD | LCE 42.49% | LCR 75.79% | LH

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|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|------------------------|------------------------|-----------------------|-----------------------|-----------------------|
| CBE1 55 x 79 AH | CBE1 21 x 71 LH | CBE2 94 x 77 HH | CBE3 57 x 80 AH | CBE4 8 x 100 LH | CBE5 61 x 100 HH | CBE6 11 x 100 LH | KMR1 45 x 72 LH | SNR1 80 x 76 HH | SUL1 33 x 92 LH |
| PLI1 12 x 87 LH | DPM2 5 x 100 LH | KGM1 3 x 100 LH | PDM1 10 x 100 LH | PLI1 24 x 79 LH | UMP1 10 x 100 LH | | | | |
| TPR1 46 x 76 LH | TPR1 74 x 81 HH | TPR2 22 x 56 LH | TPR3 42 x 81 LH | | | | | | |
| TPR4 30 x 75 LH | ANR1 6 x 100 LH | AVI1 6 x 100 LH | GBM1 56 x 67 AH | PPI1 66 x 81 HH | SYM2 12 x 100 LH | TPR4 47 x 62 LH | | | |
| UAM1 39 x 56 LH | CNR1 27 x 50 LA | GDR1 9 x 50 LA | KGI1 7 x 0 LL | KMD1 27 x 56 LH | MPM1 88 x 57 HH | UAM1 14 x 75 LH | | | |

Region WEST-02 MTD | LCE 40.57% | LCR 68.84% | LH

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|-----------------------|-----------------------|-----------------------|------------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| ERD1 61 x 65 HH | CMI1 92 x 62 HH | ERD1 68 x 60 HH | ERD2 46 x 67 LH | KMM1 44 x 58 LH | NKL2 44 x 88 LH | PDR1 50 x 62 LH | RSP1 83 x 81 HH | SGG1 61 x 54 HH | TCG1 76 x 59 HH | VKL1 61 x 36 HA |
| HSR1 14 x 86 LH | HSR1 34 x 92 LH | HSR2 25 x 81 LH | KAM1 18 x 100 LH | KRI1 7 x 80 LH | KVP1 4 x 100 LH | PLC1 12 x 75 LH | PMP1 0 x NaN LL | SGI1 0 x NaN LL | | |
| MTR1 36 x 78 LH | BMD1 37 x 89 LH | DPR1 23 x 67 LH | DPR2 113 x 82 HH | HRR1 65 x 100 HH | MCR1 8 x 25 LL | MTR1 18 x 67 LH | OML1 36 x 64 LH | TRM1 21 x 78 LH | | |
| SLM1 41 x 66 LH | APN1 40 x 73 LH | ATU1 85 x 56 HH | EDP1 15 x 100 LH | EPI1 3 x 0 LL | SLM1 66 x 69 HH | SLM2 25 x 67 LH | SLM3 6 x 100 LH | VPD1 15 x 71 LH | | |