

Follow-Up Lead Capturing Effectiveness as on 4/5/2026 10:00:39 AM



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 : 05-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,359	870	412	36.88%	47.36%	LA
CHENNAI-02	2,177	806	404	37.03%	50.12%	LH
KL-NORTH	352	67	33	19.01%	49.25%	LA
KL-SOUTH	314	88	44	28.00%	50.00%	LA
NORTH ARCOT	1,634	517	239	31.64%	46.23%	LA
SOUTH ARCOT	1,495	217	107	14.52%	49.31%	LA
SOUTH-01	4,098	1,445	628	35.26%	43.46%	LA
SOUTH-03	3,146	492	236	15.64%	47.97%	LA
TIRUPATI-01	1,517	659	354	43.44%	53.72%	LH
TRICHY-01	2,981	783	362	26.27%	46.23%	LA
VIJAYAWADA-01	1,631	789	417	48.36%	52.85%	LH
WEST-01	2,091	945	516	45.19%	54.60%	LH
WEST-02	2,391	983	444	41.11%	45.17%	LA
Total	26,187	8,661	4,196	33.07%	48.45%	LA

Region CHENNAI-01 MTD | LCE 36.88% | LCR 47.36% | LA

CH03 25 x 48 LA	CGL1 10 x 50 LA	CH45 5 x 80 LH	GUD1 13 x 55 LH	GUD2 36 x 40 LA	MC10 0 x NaN LL	MRM1 46 x 49 LA	SKL1 49 x 38 LA	TKM1 39 x 67 LH		
CH05 49 x 41 LA	AVD1 39 x 48 LA	CH05 16 x 55 LH	CH14 60 x 40 AA	CH26 8 x 100 LH	CH30 73 x 34 HA	CH35 69 x 38 HA	CH37 75 x 40 HA			
CH06 35 x 45 LA	CH08 77 x 45 HA	CH11 NaN x NaN LL	CH16 28 x 36 LA	CH19 33 x 36 LA	CH25 10 x 89 LH	CH29 8 x 100 LH	CH39 13 x 29 LL	CH40 18 x 25 LL	CH42 22 x 59 LH	CH49 45 x 47 LA
CH08 39 x 58 LH	CH07 27 x 41 LA	CH22 56 x 29 AL	CH28 37 x 46 LA	CH38 26 x 27 LL	CH47 105 x 88 HH	CH48 6 x 20 LL	KNR1 3 x 100 LH	MC09 0 x NaN LL		

Region CHENNAI-02 MTD | LCE 37.03% | LCR 50.12% | LH

CH01 28 x 56 LH	CH03 5 x 67 LH	CH06 8 x 80 LH	CH12 76 x 52 HH	CH23 22 x 55 LH	CH24 41 x 61 LH	MC06 0 x NaN LL		
CH04 33 x 43 LA	CH21 72 x 52 HH	CH31 6 x 50 LA	CH34 49 x 37 LA	CH51 23 x 27 LL	GPD1 18 x 20 LL	MJR1 8 x 50 LA	PON1 18 x 38 LA	UKI1 0 x NaN LL
CH07 48 x 49 LA	CH01 124 x 100 HH	CH15 87 x 46 HA	CH17 9 x 89 LH	CH18 61 x 50 HA	CH27 2 x 100 LH	CH32 16 x 100 LH	CH36 4 x 100 LH	CH43 31 x 33 LA
CH09 37 x 54 LH	CH09 ∞ x 100 HH	CH20 37 x 47 LA	CH33 18 x 53 LH	CH41 45 x 52 LH	CH44 46 x 48 LA	CH46 66 x 59 HH	CH50 31 x 61 LH	MC05 0 x NaN LL

Region KL-NORTH MTD | LCE 19.01% | LCR 49.25% | LA

TVP1 19 x 49 LA	KZD1 19 x 49 LA
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Region KL-SOUTH MTD | LCE 28.00% | LCR 50.00% | LA

TVP1 28 x 50 LA	KLR1 26 x 92 LH	PAS1 46 x 45 LA	PNL1 9 x 50 LA	TVP1 24 x 39 LA
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Region NORTH ARCOT MTD | LCE 31.64% | LCR 46.23% | LA

NA01 57 x 49 AA	AKM1 59 x 35 AA	ANI1 65 x 44 HA	ARC2 10 x 80 LH	CYR1 17 x 50 LA	KPM1 38 x 45 LA	KPM2 94 x 61 HH	WJD1 61 x 26 HL	WJP1 46 x 50 LA
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NA02 30 x 41 LA	ABR1 0 x NaN LL	CGM1 2 x 100 LH	GDM1 5 x 100 LH	PLR1 6 x 100 LH	TRR1 1 x 100 LH	VEL1 78 x 52 HH	VEL2 80 x 31 HA	VNB1 2 x 100 LH	
NA03 6 x 50 LA	BGR1 37 x 17 LL	CPT1 13 x 50 LA	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 3 x 100 LH	TRL1 4 x 100 LH	TRT1 4 x 50 LA	UGI1 4 x 100 LH	VSI1 2 x 100 LH

Region SOUTH ARCOT MTD | LCE 14.52% | LCR 49.31% | LA

SA01 26 x 49 LA	CUD1 63 x 45 HA	KLM1 8 x 60 LH	MKM1 9 x 75 LH	POY1 4 x 100 LH	POY2 6 x 71 LH			
SA02 12 x 51 LH	CDM1 23 x 45 LA	KKI2 33 x 45 LA	KML1 0 x NaN LL	NVL2 3 x 50 LA	PRT1 11 x 60 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 9 x 100 LH
SA03 6 x 46 LA	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 5 x 0 LL	TRK1 22 x 43 LA	TVM1 8 x 100 LH	TVM2 2 x 100 LH	VPM1 0 x NaN LL	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 35.26% | LCR 43.46% | LA

KVT1 34 x 47 LA	KVT1 22 x 47 LA	KYR1 16 x 50 LA	PKD1 79 x 38 HA	RND1 28 x 59 LH	SKD1 56 x 52 AH	SNL1 39 x 47 LA	STU2 0 x NaN LL	VKM1 57 x 47 AA
NGR1 48 x 34 LA	COL1 41 x 56 LH	KGL1 40 x 28 LL	KSM1 29 x 67 LH	MAR1 6 x 62 LH	MMT1 22 x 32 LA	NGR1 90 x 30 HA	TKY1 3 x 100 LH	
TKS1 20 x 44 LA	PDI1 8 x 20 LL	RPM1 13 x 71 LH	SDI1 14 x 60 LH	SGT1 9 x 40 LA	TKS1 43 x 41 LA	TKS2 17 x 38 LA		
TUT1 49 x 45 LA	ERL1 NaN x NaN LL	ERL2 39 x 41 LA	TCN1 54 x 54 AH	TUT1 45 x 46 LA	TUT2 54 x 35 AA	TYI1 21 x 43 LA	UDN1 102 x 56 HH	
TVL1 23 x 59 LH	ARM1 57 x 56 AH	ASM1 25 x 67 LH	TVL1 11 x 81 LH	VLY1 49 x 40 LA				
VNR1 31 x 42 LA	APK1 19 x 29 LL	APK2 59 x 43 AA	SVK1 19 x 44 LA	VNR1 67 x 50 HA	VNR2 22 x 35 LA			

Region SOUTH-03 MTD | LCE 15.64% | LCR 47.97% | LA

KKD2 18 x 46 LA	ATG1 1 x 0 LL	DKI1 2 x 100 LH	KKD2 NaN x NaN LL	KKD3 40 x 37 LA	MNM1 9 x 50 LA	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 63 x 45 HA	SGP1 3 x 100 LH	TDI1 0 x NaN LL	TPT1 13 x 100 LH
KRR1 5 x 86 LH	KRR1 14 x 92 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 7 x 100 LH	PNI1 3 x 0 LL						
MDU1 8 x 65 LH	DGL1 1 x 67 LH	DGL2 6 x 75 LH	MDU1 10 x 69 LH	MDU2 4 x 71 LH	MDU3 1 x 100 LH	MDU4 15 x 100 LH	MDU5 5 x 100 LH	MDU6 20 x 37 LA			
SVG1 25 x 29 LL	BTU1 7 x 0 LL	KPT1 4 x 50 LA	KYK1 0 x NaN LL	MDU7 4 x 75 LH	MLR1 15 x 38 LA	NKI1 9 x 40 LA	SVG1 19 x 25 LL	TMM1 68 x 29 HL	USL1 63 x 22 HL		
TEN1 31 x 54 LH	ADP1 40 x 62 LH	BNR1 52 x 60 AH	CBM1 13 x 30 LL	CMR1 12 x 57 LH	PKM1 66 x 55 HH	TEN1 26 x 39 LA	TEN2 27 x 54 LH				

Region TIRUPATI-01 MTD | LCE 43.44% | LCR 53.72% | LH

ATP1 45 x 58 LH	ADI1 11 x 25 LL	ATP1 83 x 45 HA	DHN1 37 x 86 LH	GTL1 12 x 100 LH	KNL1 17 x 86 LH	KNL2 46 x 37 LA	NDL1 31 x 67 LH	TPI1 84 x 91 HH	
KDA1 31 x 60 LH	BVL1 0 x NaN LL	KAR1 42 x 64 LH	KDA1 4 x 100 LH	KOU1 27 x 64 LH	MPL1 26 x 53 LH	PDT1 61 x 81 HH	PIL1 0 x NaN LL	RCY1 26 x 46 LA	RJP1 69 x 43 HA
NLR1 51 x 49 AA	KDR1 26 x 71 LH	KHT1 37 x 46 LA	KVL1 88 x 30 HA	NLR1 61 x 56 HH	NYP1 39 x 50 LA	SPE1 28 x 27 LL	VKI1 75 x 78 HH		
TPY1 52 x 49 AA	CTO1 62 x 45 HA	PGR1 47 x 67 LH	PMR1 24 x 82 LH	PUT1 42 x 20 LL	TPY1 91 x 48 HA	TPY2 34 x 57 LH			

Region TRICHY-01 MTD | LCE 26.27% | LCR 46.23% | LA

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KUM1 25 x 42 LA	KIK1 3 x 100 LH	KUM1 70 x 33 HA	NCK1 18 x 100 LH	NGT1 46 x 36 LA	TTP1 9 x 75 LH	TVR1 3 x 100 LH	TVR2 1 x 100 LH
PBR1 39 x 47 LA	AYR1 26 x 72 LH	JKM1 2 x 50 LA	MSI1 12 x 36 LA	MVM1 76 x 51 HH	PBR1 39 x 48 LA	PBR2 42 x 35 LA	TYR1 40 x 48 LA
TNJ1 26 x 39 LA	APM1 58 x 21 AL	MDI1 18 x 55 LH	NMM1 51 x 32 AA	ORU1 0 x NaN LL	PTK1 51 x 33 AA	TNJ1 6 x 100 LH	TNJ2 26 x 41 LA
TRY1 15 x 61 LH	KRN1 11 x 25 LL	PDK1 104 x 51 HH	TRY1 4 x 100 LH	TRY2 0 x NaN LL	TRY3 7 x 100 LH	TRY4 14 x 71 LH	

Region VIJAYAWADA-01 MTD | LCE 48.36% | LCR 52.85% | LH

BVR1 36 x 49 LA	AMP1 79 x 53 HH	BVR1 81 x 40 HA	DPE1 10 x 50 LA	ELU1 5 x 100 LH	JGG1 8 x 50 LA	KND1 64 x 86 HH	NPR1 6 x 100 LH	PAP1 42 x 38 LA	PPM1 22 x 29 LL	RMV1 77 x 44 HA	TDD1 19 x 29 LL	TNI1 33 x 60 LH	TNK1 6 x 50 LA
GNT1 43 x 56 LH	BPP1 73 x 75 HH	CKT1 108 x 67 HH	CRL1 45 x 44 LA	GNT1 7 x 100 LH	GNT2 29 x 82 LH	NRT1 13 x 33 LA	OGL1 20 x 100 LH	PNR1 31 x 0 LL	PRL1 14 x 75 LH	RAL1 84 x 14 HL	TEL1 126 x 60 HH	VKN1 3 x 100 LH	
VJW1 70 x 53 HH	GDV1 70 x 48 HA	GVM1 108 x 74 HH	JPT1 90 x 40 HA	MTM1 57 x 40 AA	TVU1 100 x 60 HH	VJW1 108 x 50 HA	VJW2 3 x 100 LH	VJW3 44 x 25 LL	VJW4 52 x 50 AA	VJW5 95 x 69 HH	VUY1 6 x 50 LA		

Region WEST-01 MTD | LCE 45.19% | LCR 54.60% | LH

CBE1 57 x 56 AH	CBE1 31 x 59 LH	CBE2 89 x 52 HH	CBE3 73 x 57 HH	CBE4 8 x 78 LH	CBE5 60 x 92 AH	CBE6 9 x 100 LH	KMR1 49 x 49 LA	SNR1 77 x 61 HH	SUL1 40 x 39 LA
PLI1 14 x 71 LH	DPM2 3 x 100 LH	KGM1 2 x 100 LH	PDM1 21 x 80 LH	PLI1 25 x 59 LH	UMP1 14 x 86 LH				
TPR1 42 x 44 LA	TPR1 68 x 32 HA	TPR2 16 x 41 LA	TPR3 47 x 74 LH						
TPR4 47 x 68 LH	ANR1 4 x 100 LH	AVI1 35 x 100 LH	GBM1 73 x 55 HH	PPI1 71 x 56 HH	SYM2 9 x 25 LL	TPR4 88 x 72 HH			
UAM1 37 x 34 LA	CNR1 19 x 60 LH	GDR1 9 x 33 LA	KGI1 8 x 0 LL	KMD1 30 x 31 LA	MPM1 83 x 35 HA	UAM1 9 x 25 LL			

Region WEST-02 MTD | LCE 41.11% | LCR 45.17% | LA

ERD1 64 x 41 HA	CMI1 80 x 39 HA	ERD1 77 x 40 HA	ERD2 50 x 32 LA	KMM1 49 x 26 LL	NKL2 44 x 62 LH	PDR1 53 x 24 AL	RSP1 77 x 41 HA	SGG1 76 x 60 HH	TCG1 74 x 38 HA	VKL1 80 x 41 HA
HSR1 14 x 63 LH	HSR1 38 x 69 LH	HSR2 24 x 56 LH	KAM1 18 x 56 LH	KRI1 5 x 83 LH	KVP1 4 x 100 LH	PLC1 10 x 40 LA	PMP1 0 x NaN LL	SGI1 2 x 100 LH		
MTR1 36 x 62 LH	BMD1 38 x 78 LH	DPR1 28 x 82 LH	DPR2 103 x 55 HH	HRR1 65 x 88 HH	MCR1 7 x 20 LL	MTR1 16 x 38 LA	OML1 41 x 53 LH	TRM1 21 x 47 LA		
SLM1 41 x 40 LA	APN1 42 x 38 LA	ATU1 81 x 35 HA	EDP1 12 x 100 LH	EPI1 2 x 0 LL	SLM1 66 x 40 HA	SLM2 30 x 41 LA	SLM3 7 x 67 LH	VPD1 19 x 42 LA		