



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 : 06-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,243	1,173	555	36.16%	47.31%	LA
CHENNAI-02	2,894	1,074	511	37.11%	47.58%	LA
KL-NORTH	437	77	38	17.63%	49.35%	LA
KL-SOUTH	387	101	49	26.08%	48.51%	LA
NORTH ARCOT	2,100	656	272	31.24%	41.46%	LA
SOUTH ARCOT	1,836	258	92	14.05%	35.66%	LA
SOUTH-01	5,004	1,720	652	34.37%	37.91%	LA
SOUTH-03	3,802	617	273	16.23%	44.25%	LA
TIRUPATI-01	1,790	771	371	43.08%	48.12%	LA
TRICHY-01	3,506	912	387	26.01%	42.43%	LA
VIJAYAWADA-01	1,944	987	488	50.76%	49.44%	AA
WEST-01	2,605	1,206	648	46.30%	53.73%	LH
WEST-02	2,957	1,224	540	41.39%	44.12%	LA
<b>Total</b>	<b>32,506</b>	<b>10,776</b>	<b>4,876</b>	<b>33.15%</b>	<b>45.25%</b>	<b>LA</b>

Region **CHENNAI-01 MTD | LCE 36.16% | LCR 47.31% | LA**

CH03 27 x 54 LH	CGL1 8 x 50 LA	CH45 6 x 62 LH	GUD1 11 x 54 LH	GUD2 33 x 43 LA	MC10 0 x NaN LL	MRM1 48 x 54 LH	SKL1 52 x 32 AA	TKM1 55 x 86 AH		
CH05 48 x 42 LA	AVD1 33 x 50 LA	CH05 16 x 52 LH	CH14 61 x 38 HA	CH26 5 x 100 LH	CH30 75 x 32 HA	CH35 65 x 41 HA	CH37 89 x 52 HH			
CH06 34 x 43 LA	CH08 75 x 43 HA	CH11 NaN x NaN LL	CH16 31 x 38 LA	CH19 30 x 39 LA	CH25 7 x 89 LH	CH29 6 x 0 LL	CH39 14 x 55 LH	CH40 19 x 50 LA	CH42 24 x 43 LA	CH49 45 x 38 LA
CH08 35 x 56 LH	CH07 26 x 29 LL	CH22 49 x 28 LL	CH28 43 x 50 LA	CH38 24 x 16 LL	CH47 61 x 85 HH	CH48 6 x 43 LA	KNR1 2 x 0 LL	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 37.11% | LCR 47.58% | LA**

CH01 28 x 53 LH	CH03 4 x 60 LH	CH06 8 x 83 LH	CH12 76 x 54 HH	CH23 17 x 36 LA	CH24 43 x 49 LA	MC06 0 x NaN LL		
CH04 33 x 44 LA	CH21 73 x 51 HH	CH31 6 x 33 LA	CH34 52 x 39 AA	CH51 21 x 25 LL	GPD1 16 x 31 LA	MJR1 7 x 56 LH	PON1 18 x 36 LA	UKI1 0 x NaN LL
CH07 49 x 44 LA	CH01 93 x 100 HH	CH15 87 x 40 HA	CH17 10 x 58 LH	CH18 58 x 47 AA	CH27 2 x 100 LH	CH32 24 x 100 LH	CH36 4 x 100 LH	CH43 33 x 44 LA
CH09 38 x 52 LH	CH09 ∞ x 100 HH	CH20 33 x 38 LA	CH33 15 x 33 LA	CH41 47 x 38 LA	CH44 56 x 60 AH	CH46 69 x 65 HH	CH50 28 x 62 LH	MC05 0 x NaN LL

Region **KL-NORTH MTD | LCE 17.63% | LCR 49.35% | LA**

TVP1 18 x 49 LA	KZD1 18 x 49 LA
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Region **KL-SOUTH MTD | LCE 26.08% | LCR 48.51% | LA**

TVP1 26 x 49 LA	KLR1 25 x 93 LH	PAS1 45 x 42 LA	PNL1 8 x 0 LL	TVP1 22 x 44 LA
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Region **NORTH ARCOT MTD | LCE 31.24% | LCR 41.46% | LA**

NA01 56 x 45 AA	AKM1 62 x 33 HA	ANI1 65 x 28 HL	ARC2 11 x 75 LH	CYR1 11 x 50 LA	KPM1 40 x 44 LA	KPM2 93 x 58 HH	WJD1 51 x 20 AL	WJP1 47 x 44 LA
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NA02 29 x 34 LA	ABR1 0 x NaN LL	CGM1 2 x 100 LH	GDM1 4 x 100 LH	PLR1 9 x 67 LH	TRR1 1 x 100 LH	VEL1 71 x 40 HA	VEL2 79 x 27 HL	VNB1 1 x 100 LH	
NA03 6 x 55 LH	BGR1 41 x 39 LA	CPT1 15 x 44 LA	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 2 x 100 LH	TRL1 3 x 100 LH	TRT1 3 x 50 LA	UGI1 3 x 100 LH	VSI1 2 x 100 LH

## Region SOUTH ARCOT MTD | LCE 14.05% | LCR 35.66% | LA

SA01 25 x 33 LA	CUD1 63 x 29 HL	KLM1 6 x 20 LL	MKM1 8 x 25 LL	POY1 3 x 100 LH	POY2 6 x 75 LH			
SA02 10 x 32 LA	CDM1 20 x 35 LA	KKI2 30 x 30 LA	KML1 0 x NaN LL	NVL2 2 x 0 LL	PRT1 11 x 17 LL	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 8 x 100 LH
SA03 7 x 53 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 4 x 0 LL	TRK1 27 x 52 LH	TVM1 7 x 100 LH	TVM2 2 x 100 LH	VPM1 0 x NaN LL	VPM2 0 x NaN LL

## Region SOUTH-01 MTD | LCE 34.37% | LCR 37.91% | LA

KVT1 33 x 38 LA	KVT1 21 x 32 LA	KYR1 17 x 38 LA	PKD1 74 x 37 HA	RND1 27 x 41 LA	SKD1 58 x 41 AA	SNL1 40 x 38 LA	STU2 0 x NaN LL	VKM1 52 x 45 AA
NGR1 45 x 30 LL	COL1 36 x 32 LA	KGL1 39 x 14 LL	KSM1 24 x 58 LH	MAR1 6 x 44 LA	MMT1 21 x 29 LL	NGR1 84 x 29 HL	TKY1 3 x 100 LH	
TKS1 20 x 34 LA	PDI1 8 x 0 LL	RPM1 16 x 59 LH	SDI1 13 x 36 LA	SGT1 9 x 33 LA	TKS1 40 x 32 LA	TKS2 17 x 28 LL		
TUT1 49 x 41 LA	ERL1 NaN x NaN LL	ERL2 42 x 35 LA	TCN1 51 x 43 AA	TUT1 47 x 46 LA	TUT2 53 x 28 AL	TYI1 24 x 53 LH	UDN1 89 x 48 HA	
TVL1 24 x 54 LH	ARM1 60 x 61 HH	ASM1 29 x 62 LH	TVL1 11 x 72 LH	VLY1 47 x 35 LA				
VNR1 29 x 34 LA	APK1 20 x 22 LL	APK2 51 x 35 AA	SVK1 17 x 27 LL	VNR1 61 x 49 HA	VNR2 23 x 24 LL			

## Region SOUTH-03 MTD | LCE 16.23% | LCR 44.25% | LA

KKD2 18 x 45 LA	ATG1 1 x 0 LL	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 39 x 29 LL	MNM1 9 x 60 LH	PNV1 NaN x NaN LL	PNV2 4 x 100 LH	PVI1 56 x 53 AH	SGP1 2 x 100 LH	TDI1 0 x NaN LL	TPT1 14 x 100 LH
KRR1 5 x 80 LH	KRR1 14 x 80 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 6 x 100 LH	PNI1 4 x 33 LA						
MDU1 8 x 59 LH	DGL1 1 x 67 LH	DGL2 7 x 80 LH	MDU1 9 x 62 LH	MDU2 3 x 71 LH	MDU3 2 x 100 LH	MDU4 20 x 72 LH	MDU5 5 x 75 LH	MDU6 20 x 39 LA			
SVG1 26 x 31 LA	BTU1 8 x 25 LL	KPT1 4 x 33 LA	KYK1 0 x NaN LL	MDU7 4 x 60 LH	MLR1 18 x 27 LL	NKI1 13 x 50 LA	SVG1 21 x 25 LL	TMM1 68 x 35 HA	USL1 61 x 19 HL		
TEN1 33 x 44 LA	ADP1 39 x 49 LA	BNR1 57 x 44 AA	CBM1 13 x 25 LL	CMR1 10 x 29 LL	PKM1 67 x 49 HA	TEN1 27 x 30 LA	TEN2 33 x 53 LH				

## Region TIRUPATI-01 MTD | LCE 43.08% | LCR 48.12% | LA

ATP1 43 x 53 LH	ADI1 11 x 20 LL	ATP1 73 x 39 HA	DHN1 34 x 73 LH	GTL1 17 x 100 LH	KNL1 16 x 75 LH	KNL2 48 x 32 LA	NDL1 32 x 64 LH	TPI1 73 x 92 HH	
KDA1 31 x 52 LH	BVL1 2 x 100 LH	KAR1 37 x 57 LH	KDA1 3 x 100 LH	KOU1 29 x 54 LH	MPL1 3 x 26 LL	PDT1 53 x 81 AH	PIL1 0 x NaN LL	RCY1 35 x 58 LH	RJP1 69 x 34 HA
NLR1 49 x 43 LA	KDR1 35 x 82 LH	KHT1 34 x 29 LL	KVL1 82 x 29 HL	NLR1 58 x 48 AA	NYP1 44 x 55 LH	SPE1 29 x 36 LA	VKI1 57 x 44 AA		
TPY1 53 x 45 AA	CTO1 61 x 39 HA	PGR1 45 x 67 LH	PMR1 29 x 80 LH	PUT1 39 x 18 LL	TPY1 93 x 45 HA	TPY2 39 x 46 LA			

## Region TRICHY-01 MTD | LCE 26.01% | LCR 42.43% | LA

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KUM1 23 x 35 LA	KIK1 2 x 100 LH	KUM1 68 x 27 HL	NCK1 22 x 100 LH	NGT1 43 x 24 LL	TTP1 8 x 50 LA	TVR1 2 x 100 LH	TVR2 1 x 100 LH
PBR1 38 x 43 LA	AYR1 24 x 65 LH	JKM1 2 x 50 LA	MSI1 11 x 33 LA	MVM1 78 x 53 HH	PBR1 36 x 29 LL	PBR2 40 x 30 LL	TYR1 37 x 36 LA
TNJ1 28 x 41 LA	APM1 53 x 29 AL	MDI1 23 x 66 LH	NMM1 54 x 29 AL	ORU1 0 x NaN LL	PTK1 51 x 31 AA	TNJ1 6 x 100 LH	TNJ2 30 x 43 LA
TRY1 15 x 56 LH	KRN1 16 x 46 LA	PDK1 106 x 44 HA	TRY1 4 x 94 LH	TRY2 2 x 100 LH	TRY3 6 x 100 LH	TRY4 12 x 67 LH	

## Region VIJAYAWADA-01 MTD | LCE 50.76% | LCR 49.44% | AA

BVR1 38 x 45 LA	AMP1 70 x 43 HA	BVR1 83 x 34 HA	DPE1 8 x 25 LL	ELU1 11 x 88 LH	JGG1 8 x 50 LA	KND1 71 x 86 HH	NPR1 5 x 100 LH	PAP1 38 x 21 LL	PPM1 18 x 29 LL	RMV1 89 x 43 HA	TDD1 21 x 40 LA	TNI1 33 x 67 LH	TNK1 5 x 50 LA
GNT1 47 x 54 LH	BPP1 72 x 61 HH	CKT1 114 x 60 HH	CRL1 49 x 38 LA	GNT1 9 x 100 LH	GNT2 24 x 73 LH	NRT1 17 x 56 LH	OGL1 26 x 81 LH	PNR1 31 x 10 LL	PRL1 15 x 50 LA	RAL1 95 x 33 HA	TEL1 139 x 61 HH	VKN1 3 x 100 LH	
VJW1 71 x 49 HA	GDV1 72 x 29 HL	GVM1 112 x 69 HH	JPT1 97 x 42 HA	MTM1 57 x 25 AL	TVU1 106 x 62 HH	VJW1 102 x 44 HA	VJW2 6 x 100 LH	VJW3 46 x 25 LL	VJW4 48 x 41 LA	VJW5 98 x 67 HH	VUY1 5 x 50 LA		

## Region WEST-01 MTD | LCE 46.30% | LCR 53.73% | LH

CBE1 59 x 54 AH	CBE1 38 x 58 LH	CBE2 93 x 50 HA	CBE3 71 x 56 HH	CBE4 8 x 55 LH	CBE5 51 x 89 AH	CBE6 20 x 100 LH	KMR1 44 x 42 LA	SNR1 78 x 61 HH	SUL1 42 x 42 LA
PLI1 13 x 47 LA	DPM2 3 x 100 LH	KGM1 3 x 100 LH	PDM1 22 x 38 LA	PLI1 20 x 36 LA	UMP1 13 x 62 LH				
TPR1 45 x 54 LH	TPR1 65 x 37 HA	TPR2 13 x 44 LA	TPR3 74 x 83 HH						
TPR4 48 x 70 LH	ANR1 7 x 100 LH	AVI1 29 x 96 LH	GBM1 80 x 64 HH	PPI1 70 x 61 HH	SYM2 11 x 50 LA	TPR4 87 x 73 HH			
UAM1 35 x 29 LL	CNR1 14 x 40 LA	GDR1 8 x 0 LL	KGI1 6 x 0 LL	KMD1 30 x 38 LA	MPM1 81 x 27 HL	UAM1 12 x 50 LA			

## Region WEST-02 MTD | LCE 41.39% | LCR 44.12% | LA

ERD1 65 x 42 HA	CMI1 67 x 31 HA	ERD1 83 x 41 HA	ERD2 55 x 39 AA	KMM1 44 x 32 LA	NKL2 43 x 56 LH	PDR1 54 x 33 AA	RSP1 76 x 40 HA	SGG1 86 x 55 HH	TCG1 82 x 49 HA	VKL1 72 x 41 HA
HSR1 13 x 48 LA	HSR1 33 x 48 LA	HSR2 21 x 37 LA	KAM1 20 x 58 LH	KRI1 5 x 83 LH	KVP1 4 x 50 LA	PLC1 8 x 20 LL	PMP1 0 x NaN LL	SGI1 2 x 100 LH		
MTR1 34 x 61 LH	BMD1 39 x 67 LH	DPR1 27 x 71 LH	DPR2 105 x 58 HH	HRR1 51 x 88 AH	MCR1 9 x 43 LA	MTR1 15 x 40 LA	OML1 34 x 52 LH	TRM1 22 x 52 LH		
SLM1 41 x 38 LA	APN1 39 x 46 LA	ATU1 80 x 31 HA	EDP1 9 x 100 LH	EPI1 1 x 0 LL	SLM1 69 x 38 HA	SLM2 33 x 43 LA	SLM3 9 x 50 LA	VPD1 21 x 31 LA		