



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 : 07-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,891	1,398	582	35.93%	41.63%	LA
CHENNAI-02	3,397	1,235	493	36.36%	39.92%	LA
KL-NORTH	523	86	34	16.46%	39.53%	LA
KL-SOUTH	474	125	61	26.35%	48.80%	LA
NORTH ARCOT	2,549	779	295	30.56%	37.87%	LA
SOUTH ARCOT	2,194	297	101	13.54%	34.01%	LA
SOUTH-01	5,769	1,970	674	34.15%	34.21%	LA
SOUTH-03	4,320	720	273	16.67%	37.92%	LA
TIRUPATI-01	2,096	914	419	43.61%	45.84%	LA
TRICHY-01	3,991	1,073	449	26.89%	41.85%	LA
VIJAYAWADA-01	2,274	1,221	573	53.69%	46.93%	AA
WEST-01	2,933	1,358	647	46.31%	47.64%	LA
WEST-02	3,463	1,409	544	40.69%	38.61%	LA
<b>Total</b>	<b>37,872</b>	<b>12,585</b>	<b>5,145</b>	<b>33.23%</b>	<b>40.88%</b>	<b>LA</b>

Region **CHENNAI-01 MTD | LCE 35.93% | LCR 41.63% | LA**

CH03 28 x 50 LA	CGL1 7 x 50 LA	CH45 7 x 60 LH	GUD1 9 x 54 LH	GUD2 30 x 40 LA	MC10 0 x NaN LL	MRM1 49 x 41 LA	SKL1 50 x 30 AL	TKM1 66 x 83 HH		
CH05 47 x 29 LL	AVD1 34 x 55 LH	CH05 14 x 27 LL	CH14 61 x 29 HL	CH26 4 x 100 LH	CH30 74 x 22 HL	CH35 62 x 29 HL	CH37 86 x 25 HL			
CH06 34 x 39 LA	CH08 76 x 33 HA	CH11 ∞ x 100 HH	CH16 31 x 33 LA	CH19 29 x 33 LA	CH25 7 x 90 LH	CH29 11 x 50 LA	CH39 15 x 62 LH	CH40 20 x 43 LA	CH42 24 x 50 LA	CH49 42 x 39 LA
CH08 35 x 55 LH	CH07 23 x 32 LA	CH22 49 x 17 LL	CH28 43 x 34 LA	CH38 35 x 25 LL	CH47 52 x 86 AH	CH48 5 x 14 LL	KNR1 3 x 50 LA	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 36.36% | LCR 39.92% | LA**

CH01 27 x 45 LA	CH03 3 x 64 LH	CH06 6 x 83 LH	CH12 76 x 45 HA	CH23 17 x 38 LA	CH24 47 x 40 LA	MC06 0 x NaN LL		
CH04 33 x 33 LA	CH21 72 x 39 HA	CH31 6 x 33 LA	CH34 52 x 30 AA	CH51 22 x 17 LL	GPD1 17 x 24 LL	MJR1 7 x 22 LL	PON1 18 x 31 LA	UKI1 0 x NaN LL
CH07 47 x 37 LA	CH01 83 x 100 HH	CH15 84 x 31 HA	CH17 9 x 58 LH	CH18 55 x 41 AA	CH27 3 x 100 LH	CH32 29 x 83 LH	CH36 3 x 100 LH	CH43 34 x 35 LA
CH09 38 x 48 LA	CH09 ∞ x 100 HH	CH20 33 x 40 LA	CH33 17 x 52 LH	CH41 52 x 25 AL	CH44 52 x 49 AA	CH46 73 x 62 HH	CH50 27 x 58 LH	MC05 0 x NaN LL

Region **KL-NORTH MTD | LCE 16.46% | LCR 39.53% | LA**

TVP1 16 x 40 LA	KZD1 16 x 40 LA
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Region **KL-SOUTH MTD | LCE 26.35% | LCR 48.80% | LA**

TVP1 26 x 49 LA	KLR1 26 x 95 LH	PAS1 45 x 44 LA	PNL1 6 x 0 LL	TVP1 23 x 40 LA
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Region **NORTH ARCOT MTD | LCE 30.56% | LCR 37.87% | LA**

NA01 58 x 39 AA	AKM1 66 x 29 HL	ANI1 60 x 24 AL	ARC2 10 x 38 LA	CYR1 10 x 57 LH	KPM1 43 x 41 LA	KPM2 99 x 49 HA	WJD1 58 x 33 AA	WJP1 43 x 29 LL
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# Follow-Up Lead Capturing Effectiveness as on 4/7/2026 10:00:34 AM



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NA02 27 x 32 LA	ABR1 2 x 100 LH	CGM1 1 x 100 LH	GDM1 3 x 100 LH	PLR1 7 x 33 LA	TRR1 1 x 100 LH	VEL1 69 x 38 HA	VEL2 70 x 26 HL	VNB1 1 x 100 LH	
NA03 6 x 55 LH	BGR1 38 x 38 LA	CPT1 13 x 30 LL	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 5 x 100 LH	TRL1 4 x 100 LH	TRT1 2 x 50 LA	UGI1 2 x 100 LH	VSI1 3 x 100 LH

## Region SOUTH ARCOT MTD | LCE 13.54% | LCR 34.01% | LA

SA01 23 x 29 LL	CUD1 59 x 23 AL	KLM1 6 x 43 LA	MKM1 6 x 25 LL	POY1 3 x 100 LH	POY2 5 x 75 LH			
SA02 11 x 38 LA	CDM1 23 x 47 LA	KKI2 31 x 30 LL	KML1 0 x NaN LL	NVL2 3 x 33 LA	PRT1 11 x 21 LL	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 6 x 100 LH
SA03 7 x 47 LA	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 3 x 0 LL	TRK1 24 x 39 LA	TVM1 7 x 100 LH	TVM2 1 x 100 LH	VPM1 6 x 100 LH	VPM2 0 x NaN LL

## Region SOUTH-01 MTD | LCE 34.15% | LCR 34.21% | LA

KVT1 32 x 31 LA	KVT1 20 x 31 LA	KYR1 16 x 18 LL	PKD1 74 x 24 HL	RND1 26 x 37 LA	SKD1 54 x 32 AA	SNL1 37 x 35 LA	STU2 0 x NaN LL	VKM1 53 x 40 AA
NGR1 44 x 30 LA	COL1 43 x 48 LA	KGL1 40 x 22 LL	KSM1 23 x 62 LH	MAR1 5 x 50 LA	MMT1 20 x 26 LL	NGR1 80 x 28 HL	TKY1 2 x 100 LH	
TKS1 21 x 35 LA	PDI1 7 x 0 LL	RPM1 19 x 41 LA	SDI1 13 x 33 LA	SGT1 15 x 55 LH	TKS1 39 x 32 LA	TKS2 18 x 37 LA		
TUT1 51 x 37 AA	ERL1 ∞ x 100 HH	ERL2 43 x 20 LL	TCN1 57 x 47 AA	TUT1 47 x 39 LA	TUT2 56 x 26 AL	TYI1 26 x 48 LA	UDN1 89 x 43 HA	
TVL1 23 x 46 LA	ARM1 59 x 39 AA	ASM1 26 x 56 LH	TVL1 10 x 71 LH	VLY1 46 x 28 LL				
VNR1 28 x 29 LL	APK1 19 x 25 LL	APK2 55 x 44 AA	SVK1 16 x 20 LL	VNR1 60 x 42 HA	VNR2 20 x 9 LL			

## Region SOUTH-03 MTD | LCE 16.67% | LCR 37.92% | LA

KKD2 18 x 38 LA	ATG1 4 x 75 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 41 x 22 LL	MNM1 9 x 33 LA	PNV1 NaN x NaN LL	PNV2 4 x 100 LH	PVI1 52 x 44 AA	SGP1 2 x 100 LH	TDI1 0 x NaN LL	TPT1 17 x 100 LH
KRR1 5 x 70 LH	KRR1 14 x 69 LH	MPA1 1 x 100 LH	NTM1 0 x NaN LL	ODM1 5 x 100 LH	PNI1 5 x 25 LL						
MDU1 8 x 51 LH	DGL1 1 x 75 LH	DGL2 9 x 71 LH	MDU1 10 x 56 LH	MDU2 3 x 75 LH	MDU3 2 x 100 LH	MDU4 18 x 47 LA	MDU5 4 x 50 LA	MDU6 22 x 37 LA			
SVG1 26 x 25 LL	BTU1 8 x 20 LL	KPT1 3 x 33 LA	KYK1 0 x NaN LL	MDU7 4 x 40 LA	MLR1 15 x 18 LL	NKI1 11 x 12 LL	SVG1 23 x 19 LL	TMM1 70 x 31 HA	USL1 59 x 15 AL		
TEN1 34 x 39 LA	ADP1 35 x 36 LA	BNR1 52 x 26 AL	CBM1 17 x 35 LA	CMR1 22 x 61 LH	PKM1 58 x 44 AA	TEN1 26 x 35 LA	TEN2 37 x 41 LA				

## Region TIRUPATI-01 MTD | LCE 43.61% | LCR 45.84% | LA

ATP1 41 x 45 LA	ADI1 14 x 38 LA	ATP1 70 x 31 HA	DHN1 39 x 75 LH	GTL1 14 x 100 LH	KNL1 14 x 75 LH	KNL2 45 x 12 LL	NDL1 28 x 47 LA	TPI1 60 x 93 AH	
KDA1 32 x 51 LH	BVL1 3 x 100 LH	KAR1 37 x 56 LH	KDA1 4 x 100 LH	KOU1 29 x 50 LA	MPL1 27 x 33 LA	PDT1 46 x 81 LH	PIL1 0 x NaN LL	RCY1 35 x 36 LA	RJP1 79 x 41 HA
NLR1 52 x 44 AA	KDR1 43 x 69 LH	KHT1 37 x 39 LA	KVL1 86 x 35 HA	NLR1 59 x 47 AA	NYP1 50 x 52 AH	SPE1 26 x 27 LL	VKI1 66 x 48 HA		
TPY1 54 x 44 AA	CTO1 63 x 47 HA	PGR1 41 x 64 LH	PMR1 29 x 78 LH	PUT1 44 x 25 LL	TPY1 92 x 38 HA	TPY2 41 x 38 LA			

## Region TRICHY-01 MTD | LCE 26.89% | LCR 41.85% | LA

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KUM1 24 x 34 LA	KIK1 2 x 100 LH	KUM1 69 x 26 HL	NCK1 26 x 100 LH	NGT1 43 x 21 LL	TTP1 8 x 33 LA	TVR1 2 x 100 LH	TVR2 1 x 100 LH
PBR1 39 x 43 LA	AYR1 24 x 61 LH	JKM1 2 x 50 LA	MSI1 12 x 33 LA	MVM1 86 x 53 HH	PBR1 35 x 35 LA	PBR2 39 x 29 LL	TYR1 35 x 35 LA
TNJ1 29 x 41 LA	APM1 57 x 31 AA	MDI1 27 x 70 LH	NMM1 58 x 36 AA	ORU1 3 x 100 LH	PTK1 49 x 27 LL	TNJ1 5 x 91 LH	TNJ2 31 x 38 LA
TRY1 15 x 53 LH	KRN1 17 x 29 LL	PDK1 104 x 39 HA	TRY1 4 x 95 LH	TRY2 2 x 100 LH	TRY3 6 x 100 LH	TRY4 14 x 74 LH	

## Region VIJAYAWADA-01 MTD | LCE 53.69% | LCR 46.93% | AA

BVR1 40 x 44 LA	AMP1 65 x 36 HA	BVR1 86 x 35 HA	DPE1 11 x 50 LA	ELU1 11 x 38 LA	JGG1 6 x 50 LA	KND1 69 x 76 HH	NPR1 20 x 100 LH	PAP1 46 x 28 LL	PPM1 32 x 46 LA	RMV1 91 x 41 HA	TDD1 21 x 27 LL	TNI1 31 x 50 LA	TNK1 6 x 67 LH
GNT1 49 x 50 LH	BPP1 69 x 56 HH	CKT1 122 x 69 HH	CRL1 54 x 42 AA	GNT1 7 x 100 LH	GNT2 27 x 79 LH	NRT1 20 x 27 LL	OGL1 34 x 76 LH	PNR1 29 x 18 LL	PRL1 14 x 20 LL	RAL1 92 x 22 HL	TEL1 136 x 56 HH	VKN1 2 x 100 LH	
VJW1 74 x 46 HA	GDV1 73 x 36 HA	GVM1 122 x 68 HH	JPT1 95 x 39 HA	MTM1 64 x 20 HL	TVU1 104 x 54 HH	VJW1 109 x 42 HA	VJW2 6 x 67 LH	VJW3 46 x 25 LL	VJW4 61 x 51 HH	VJW5 99 x 56 HH	VUY1 4 x 50 LA		

## Region WEST-01 MTD | LCE 46.31% | LCR 47.64% | LA

CBE1 58 x 45 AA	CBE1 42 x 56 LH	CBE2 91 x 40 HA	CBE3 71 x 43 HA	CBE4 7 x 55 LH	CBE5 49 x 83 LH	CBE6 23 x 100 LH	KMR1 44 x 38 LA	SNR1 75 x 46 HA	SUL1 38 x 29 LL
PLI1 13 x 43 LA	DPM2 4 x 67 LH	KGM1 3 x 50 LA	PDM1 22 x 33 LA	PLI1 19 x 42 LA	UMP1 13 x 56 LH				
TPR1 44 x 48 LA	TPR1 65 x 31 HA	TPR2 12 x 44 LA	TPR3 67 x 77 HH						
TPR4 54 x 68 AH	ANR1 6 x 50 LA	AVI1 38 x 97 LH	GBM1 80 x 58 HH	PPI1 76 x 57 HH	SYM2 12 x 38 LA	TPR4 108 x 73 HH			
UAM1 35 x 28 LL	CNR1 12 x 40 LA	GDR1 7 x 0 LL	KGI1 9 x 50 LA	KMD1 29 x 24 LL	MPM1 79 x 27 HL	UAM1 15 x 50 LA			

## Region WEST-02 MTD | LCE 40.69% | LCR 38.61% | LA

ERD1 66 x 36 HA	CMI1 63 x 31 HA	ERD1 85 x 32 HA	ERD2 60 x 35 AA	KMM1 49 x 38 LA	NKL2 41 x 51 LH	PDR1 52 x 12 AL	RSP1 77 x 44 HA	SGG1 78 x 48 HA	TCG1 75 x 33 HA	VKL1 68 x 39 HA
HSR1 13 x 48 LA	HSR1 33 x 50 LA	HSR2 19 x 32 LA	KAM1 24 x 56 LH	KRI1 5 x 86 LH	KVP1 3 x 50 LA	PLC1 7 x 20 LL	PMP1 0 x NaN LL	SGI1 4 x 100 LH		
MTR1 33 x 52 LH	BMD1 39 x 57 LH	DPR1 24 x 53 LH	DPR2 101 x 55 HH	HRR1 53 x 87 AH	MCR1 7 x 14 LL	MTR1 16 x 31 LA	OML1 36 x 40 LA	TRM1 23 x 35 LA		
SLM1 40 x 33 LA	APN1 35 x 40 LA	ATU1 76 x 27 HL	EDP1 7 x 100 LH	EPI1 3 x 67 LH	SLM1 68 x 33 HA	SLM2 33 x 38 LA	SLM3 10 x 25 LL	VPD1 22 x 33 LA		