



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 : 17-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,012	3,252	939	27.07%	28.87%	LL
CHENNAI-02	10,128	3,227	1,132	31.86%	35.08%	LA
KL-NORTH	1,587	220	83	13.87%	37.73%	LA
KL-SOUTH	1,485	391	202	26.32%	51.66%	LH
NORTH ARCOT	8,137	2,174	569	26.72%	26.17%	LL
SOUTH ARCOT	6,970	906	285	13.00%	31.46%	LA
SOUTH-01	15,796	4,611	1,231	29.19%	26.70%	LL
SOUTH-03	12,196	1,549	494	12.70%	31.89%	LA
TIRUPATI-01	5,789	1,969	745	34.01%	37.84%	LA
TRICHY-01	11,148	2,464	915	22.10%	37.13%	LA
VIJAYAWADA-01	5,779	2,751	1,088	47.61%	39.55%	LA
WEST-01	8,031	3,149	1,357	39.21%	43.09%	LA
WEST-02	10,476	3,626	1,030	34.61%	28.41%	LL
Total	109,533	30,289	10,070	27.65%	33.25%	LA

Region **CHENNAI-01 MTD | LCE 27.07% | LCR 28.87% | LL**

CH03 23 x 39 LA	CGL1 3 x 56 LH	CH45 4 x 62 LH	GUD1 8 x 56 LH	GUD2 22 x 46 LA	MC10 0 x NaN LL	MRM1 42 x 21 LL	SKL1 41 x 22 LL	TKM1 60 x 61 AH		
CH05 36 x 25 LL	AVD1 25 x 52 LH	CH05 13 x 38 LA	CH14 48 x 22 LL	CH26 3 x 100 LH	CH30 59 x 16 AL	CH35 48 x 28 LL	CH37 51 x 21 AL			
CH06 27 x 31 LA	CH08 64 x 28 HL	CH11 ∞ x 100 HH	CH16 27 x 24 LL	CH19 19 x 40 LA	CH25 5 x 80 LH	CH29 8 x 75 LH	CH39 7 x 61 LH	CH40 17 x 31 LA	CH42 14 x 31 LA	CH49 35 x 28 LL
CH08 22 x 24 LL	CH07 16 x 26 LL	CH22 33 x 14 LL	CH28 27 x 29 LL	CH38 23 x 5 LL	CH47 30 x 24 LL	CH48 6 x 40 LA	KNR1 12 x 46 LA	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 31.86% | LCR 35.08% | LA**

CH01 24 x 41 LA	CH03 4 x 59 LH	CH06 5 x 82 LH	CH12 63 x 40 HA	CH23 6 x 29 LL	CH24 47 x 35 LA	MC06 1 x 100 LH		
CH04 28 x 30 LL	CH21 63 x 33 HA	CH31 8 x 58 LH	CH34 49 x 23 LL	CH51 23 x 30 LA	GPD1 14 x 26 LL	MJR1 5 x 32 LA	PON1 10 x 28 LL	UKI1 0 x 100 LH
CH07 42 x 33 LA	CH01 61 x 100 HH	CH15 70 x 27 HL	CH17 7 x 73 LH	CH18 53 x 37 AA	CH27 6 x 100 LH	CH32 14 x 78 LH	CH36 3 x 100 LH	CH43 35 x 32 LA
CH09 34 x 39 LA	CH09 ∞ x 100 HH	CH20 35 x 41 LA	CH33 9 x 47 LA	CH41 55 x 21 AL	CH44 47 x 39 LA	CH46 57 x 45 AA	CH50 23 x 54 LH	MC05 4 x 100 LH

Region **KL-NORTH MTD | LCE 13.87% | LCR 37.73% | LA**

TVP1 14 x 38 LA	KZD1 14 x 38 LA
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Region **KL-SOUTH MTD | LCE 26.32% | LCR 51.66% | LH**

TVP1 26 x 52 LH	KLR1 44 x 91 LH	PAS1 34 x 42 LA	PNL1 6 x 25 LL	TVP1 23 x 37 LA
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Region **NORTH ARCOT MTD | LCE 26.72% | LCR 26.17% | LL**

NA01 47 x 25 LL	AKM1 59 x 26 AL	ANI1 45 x 26 LL	ARC2 6 x 47 LA	CYR1 10 x 52 LH	KPM1 34 x 24 LL	KPM2 73 x 24 HL	WJD1 48 x 22 LL	WJP1 36 x 20 LL
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Follow-Up Lead Capturing Effectiveness as on 4/17/2026 10:00:35 AM

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NA02 24 x 26 LL	ABR1 1 x 100 LH	CGM1 1 x 100 LH	GDM1 2 x 100 LH	PLR1 4 x 38 LA	TRR1 2 x 100 LH	VEL1 70 x 26 HL	VEL2 60 x 21 AL	VNB1 1 x 100 LH	
NA03 6 x 43 LA	BGR1 33 x 29 LL	CPT1 11 x 32 LA	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 3 x 86 LH	TRL1 2 x 100 LH	TRT1 2 x 75 LH	UGI1 1 x 100 LH	VSI1 7 x 40 LA

Region SOUTH ARCOT MTD | LCE 13.00% | LCR 31.46% | LA

SA01 23 x 29 LL	CUD1 61 x 24 HL	KLM1 10 x 26 LL	MKM1 2 x 25 LL	POY1 3 x 95 LH	POY2 7 x 55 LH			
SA02 9 x 39 LA	CDM1 14 x 27 LL	KKI2 36 x 41 LA	KML1 0 x NaN LL	NVL2 2 x 62 LH	PRT1 5 x 29 LL	STP1 1 x 100 LH	ULP1 0 x NaN LL	VCM1 6 x 80 LH
SA03 7 x 28 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 0 LL	TRK1 25 x 22 LL	TVM1 5 x 100 LH	TVM2 1 x 100 LH	VPM1 9 x 27 LL	VPM2 1 x 50 LA

Region SOUTH-01 MTD | LCE 29.19% | LCR 26.70% | LL

KVT1 31 x 25 LL	KVT1 24 x 24 LL	KYR1 14 x 11 LL	PKD1 62 x 21 HL	RND1 26 x 22 LL	SKD1 47 x 37 LA	SNL1 39 x 27 LL	STU2 2 x 75 LH	VKM1 47 x 27 LL
NGR1 32 x 23 LL	COL1 35 x 21 LL	KGL1 41 x 21 LL	KSM1 10 x 40 LA	MAR1 8 x 51 LH	MMT1 19 x 35 LA	NGR1 57 x 19 AL	TKY1 1 x 100 LH	
TKS1 20 x 35 LA	PDI1 21 x 24 LL	RPM1 13 x 45 LA	SDI1 7 x 37 LA	SGT1 27 x 44 LA	TKS1 35 x 29 LL	TKS2 15 x 41 LA		
TUT1 42 x 25 LL	ERL1 ∞ x 100 HH	ERL2 34 x 16 LL	TCN1 50 x 29 LL	TUT1 39 x 27 LL	TUT2 41 x 12 LL	TYI1 30 x 26 LL	UDN1 74 x 35 HA	
TVL1 18 x 36 LA	ARM1 50 x 32 LA	ASM1 18 x 38 LA	TVL1 7 x 63 LH	VLY1 34 x 20 LL				
VNR1 27 x 26 LL	APK1 16 x 31 LA	APK2 53 x 28 AL	SVK1 11 x 17 LL	VNR1 61 x 42 HA	VNR2 22 x 10 LL			

Region SOUTH-03 MTD | LCE 12.70% | LCR 31.89% | LA

KKD2 13 x 28 LL	ATG1 2 x 50 LA	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 35 x 21 LL	MNM1 8 x 43 LA	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 45 x 33 LA	SGP1 2 x 33 LA	TDI1 0 x NaN LL	TPT1 4 x 29 LL
KRR1 4 x 76 LH	KRR1 9 x 83 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 4 x 100 LH	PNI1 4 x 12 LL						
MDU1 6 x 50 LH	DGL1 1 x 89 LH	DGL2 9 x 77 LH	MDU1 6 x 55 LH	MDU2 3 x 83 LH	MDU3 2 x 100 LH	MDU4 11 x 41 LA	MDU5 2 x 71 LH	MDU6 19 x 30 LL			
SVG1 18 x 20 LL	BTU1 3 x 0 LL	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 3 x 69 LH	MLR1 10 x 23 LL	NKI1 8 x 12 LL	SVG1 19 x 20 LL	TMM1 49 x 18 LL	USL1 42 x 18 LL		
TEN1 29 x 31 LA	ADP1 23 x 40 LA	BNR1 39 x 11 LL	CBM1 15 x 12 LL	CMR1 27 x 61 LH	PKM1 52 x 25 AL	TEN1 20 x 21 LL	TEN2 35 x 47 LA				

Region TIRUPATI-01 MTD | LCE 34.01% | LCR 37.84% | LA

ATP1 31 x 43 LA	ADI1 11 x 35 LA	ATP1 56 x 23 AL	DHN1 40 x 82 LH	GTL1 6 x 100 LH	KNL1 9 x 50 LA	KNL2 37 x 14 LL	NDL1 16 x 37 LA	TPI1 50 x 97 LH	
KDA1 25 x 45 LA	BVL1 2 x 50 LA	KAR1 26 x 46 LA	KDA1 5 x 100 LH	KOU1 23 x 63 LH	MPL1 30 x 43 LA	PDT1 22 x 82 LH	PIL1 1 x 100 LH	RCY1 27 x 16 LL	RJP1 78 x 35 HA
NLR1 38 x 31 LA	KDR1 23 x 74 LH	KHT1 26 x 18 LL	KVL1 69 x 22 HL	NLR1 53 x 35 AA	NYP1 32 x 35 LA	SPE1 13 x 25 LL	VKI1 51 x 29 AL		
TPY1 45 x 33 LA	CTO1 52 x 42 AA	PGR1 24 x 51 LH	PMR1 20 x 65 LH	PUT1 37 x 13 LL	TPY1 80 x 23 HL	TPY2 37 x 30 LA			

Region TRICHY-01 MTD | LCE 22.10% | LCR 37.13% | LA



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KUM1 21 x 28 LL	KIK1 1 x 100 LH	KUM1 60 x 21 AL	NCK1 24 x 88 LH	NGT1 34 x 17 LL	TTP1 5 x 35 LA	TVR1 3 x 88 LH	TVR2 0 x 100 LH
PBR1 33 x 40 LA	AYR1 17 x 66 LH	JKM1 2 x 71 LH	MSI1 9 x 21 LL	MVM1 77 x 47 HA	PBR1 36 x 34 LA	PBR2 31 x 22 LL	TYR1 28 x 41 LA
TNJ1 23 x 39 LA	APM1 35 x 17 LL	MDI1 28 x 79 LH	NMM1 52 x 33 AA	ORU1 5 x 69 LH	PTK1 38 x 17 LL	TNJ1 4 x 77 LH	TNJ2 20 x 38 LA
TRY1 11 x 43 LA	KRN1 11 x 16 LL	PDK1 72 x 26 HL	TRY1 2 x 97 LH	TRY2 4 x 100 LH	TRY3 6 x 89 LH	TRY4 8 x 71 LH	

Region VIJAYAWADA-01 MTD | LCE 47.61% | LCR 39.55% | LA

BVR1 38 x 42 LA	AMP1 49 x 31 LA	BVR1 76 x 26 HL	DPE1 8 x 45 LA	ELU1 6 x 58 LH	JGG1 3 x 33 LA	KND1 56 x 71 AH	NPR1 27 x 97 LH	PAP1 44 x 14 LL	PPM1 89 x 66 HH	RMV1 70 x 35 HA	TDD1 22 x 27 LL	TNI1 31 x 66 LH	TNK1 4 x 20 LL
GNT1 44 x 41 LA	BPP1 58 x 41 AA	CKT1 103 x 69 HH	CRL1 48 x 20 LL	GNT1 7 x 80 LH	GNT2 23 x 52 LH	NRT1 16 x 44 LA	OGL1 42 x 64 LH	PNR1 31 x 14 LL	PRL1 46 x 39 LA	RAL1 86 x 16 HL	TEL1 66 x 43 HA	VKN1 2 x 100 LH	
VJW1 62 x 37 HA	GDV1 71 x 13 HL	GVM1 121 x 59 HH	JPT1 75 x 30 HA	MTM1 56 x 16 AL	TVU1 74 x 44 HA	VJW1 85 x 41 HA	VJW2 4 x 60 LH	VJW3 43 x 22 LL	VJW4 51 x 32 AA	VJW5 69 x 38 HA	VUY1 2 x 50 LA		

Region WEST-01 MTD | LCE 39.21% | LCR 43.09% | LA

CBE1 51 x 42 AA	CBE1 29 x 45 LA	CBE2 83 x 37 HA	CBE3 60 x 37 AA	CBE4 8 x 48 LA	CBE5 51 x 79 AH	CBE6 20 x 100 LH	KMR1 36 x 45 LA	SNR1 65 x 40 HA	SUL1 26 x 29 LL
PLI1 10 x 45 LA	DPM2 4 x 75 LH	KGM1 2 x 40 LA	PDM1 14 x 28 LL	PLI1 18 x 46 LA	UMP1 8 x 59 LH				
TPR1 30 x 38 LA	TPR1 57 x 25 AL	TPR2 5 x 46 LA	TPR3 40 x 67 LH						
TPR4 50 x 57 AH	ANR1 5 x 83 LH	AVI1 24 x 97 LH	GBM1 95 x 48 HA	PPI1 82 x 41 HA	SYM2 13 x 27 LL	TPR4 76 x 78 HH			
UAM1 28 x 23 LL	CNR1 13 x 31 LA	GDR1 9 x 11 LL	KGI1 10 x 36 LA	KMD1 28 x 33 LA	MPM1 55 x 20 AL	UAM1 7 x 25 LL			

Region WEST-02 MTD | LCE 34.61% | LCR 28.41% | LL

ERD1 56 x 27 AL	CMI1 59 x 29 AL	ERD1 80 x 27 HL	ERD2 51 x 16 AL	KMM1 45 x 30 LL	NKL2 29 x 49 LA	PDR1 40 x 14 LL	RSP1 57 x 24 AL	SGG1 69 x 30 HL	TCG1 62 x 30 HA	VKL1 68 x 35 HA
HSR1 10 x 38 LA	HSR1 18 x 39 LA	HSR2 19 x 36 LA	KAM1 12 x 19 LL	KRI1 3 x 64 LH	KVP1 1 x 50 LA	PLC1 5 x 38 LA	PMP1 4 x 11 LL	SGI1 7 x 64 LH		
MTR1 28 x 38 LA	BMD1 38 x 40 LA	DPR1 14 x 64 LH	DPR2 70 x 31 HA	HRR1 35 x 91 LH	MCR1 8 x 24 LL	MTR1 14 x 11 LL	OML1 37 x 26 LL	TRM1 20 x 28 LL		
SLM1 36 x 24 LL	APN1 41 x 27 LL	ATU1 66 x 18 HL	EDP1 4 x 100 LH	EPI1 4 x 45 LA	SLM1 60 x 25 HL	SLM2 26 x 27 LL	SLM3 8 x 41 LA	VPD1 21 x 19 LL		