



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 : 18-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,592	3,287	953	26.10%	28.99%	LL
CHENNAI-02	10,654	3,265	1,148	30.64%	35.16%	LA
KL-NORTH	1,651	226	89	13.69%	39.38%	LA
KL-SOUTH	1,611	403	210	25.01%	52.11%	LH
NORTH ARCOT	8,530	2,217	583	25.99%	26.30%	LL
SOUTH ARCOT	7,319	919	279	12.56%	30.36%	LA
SOUTH-01	16,696	4,678	1,265	28.02%	27.04%	LL
SOUTH-03	12,920	1,574	493	12.18%	31.32%	LA
TIRUPATI-01	6,088	1,998	762	32.82%	38.14%	LA
TRICHY-01	11,797	2,507	955	21.25%	38.09%	LA
VIJAYAWADA-01	6,072	2,808	1,133	46.25%	40.35%	LA
WEST-01	8,473	3,235	1,424	38.18%	44.02%	LA
WEST-02	10,961	3,692	1,056	33.68%	28.60%	LL
<b>Total</b>	<b>115,363</b>	<b>30,809</b>	<b>10,350</b>	<b>26.71%</b>	<b>33.59%</b>	<b>LA</b>

Region **CHENNAI-01 MTD | LCE 26.10% | LCR 28.99% | LL**

CH03 22 x 38 LA	CGL1 3 x 60 LH	CH45 4 x 62 LH	GUD1 8 x 53 LH	GUD2 21 x 46 LA	MC10 0 x NaN LL	MRM1 41 x 20 LL	SKL1 40 x 21 LL	TKM1 61 x 61 HH		
CH05 35 x 25 LL	AVD1 24 x 52 LH	CH05 12 x 38 LA	CH14 47 x 22 LL	CH26 3 x 100 LH	CH30 56 x 16 AL	CH35 47 x 28 LL	CH37 49 x 21 LL			
CH06 26 x 31 LA	CH08 61 x 28 HL	CH11 ∞ x 100 HH	CH16 27 x 26 LL	CH19 18 x 40 LA	CH25 5 x 80 LH	CH29 8 x 75 LH	CH39 7 x 61 LH	CH40 19 x 42 LA	CH42 13 x 31 LA	CH49 33 x 28 LL
CH08 22 x 24 LL	CH07 16 x 25 LL	CH22 32 x 16 LL	CH28 26 x 30 LL	CH38 22 x 5 LL	CH47 29 x 24 LL	CH48 5 x 42 LA	KNR1 12 x 48 LA	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 30.64% | LCR 35.16% | LA**

CH01 23 x 40 LA	CH03 4 x 59 LH	CH06 5 x 82 LH	CH12 62 x 40 HA	CH23 6 x 29 LL	CH24 45 x 35 LA	MC06 1 x 100 LH		
CH04 27 x 30 LL	CH21 61 x 34 HA	CH31 7 x 58 LH	CH34 47 x 22 LL	CH51 22 x 30 LL	GPD1 13 x 26 LL	MJR1 5 x 32 LA	PON1 10 x 28 LL	UKI1 0 x 100 LH
CH07 40 x 33 LA	CH01 55 x 100 AH	CH15 67 x 26 HL	CH17 7 x 73 LH	CH18 51 x 37 AA	CH27 6 x 100 LH	CH32 13 x 78 LH	CH36 3 x 100 LH	CH43 35 x 36 LA
CH09 33 x 39 LA	CH09 ∞ x 100 HH	CH20 34 x 41 LA	CH33 8 x 47 LA	CH41 50 x 19 AL	CH44 45 x 40 LA	CH46 56 x 45 AA	CH50 22 x 54 LH	MC05 4 x 100 LH

Region **KL-NORTH MTD | LCE 13.69% | LCR 39.38% | LA**

TVP1 14 x 39 LA	KZD1 14 x 39 LA
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Region **KL-SOUTH MTD | LCE 25.01% | LCR 52.11% | LH**

TVP1 25 x 52 LH	KLR1 42 x 91 LH	PAS1 34 x 44 LA	PNL1 5 x 25 LL	TVP1 22 x 37 LA
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Region **NORTH ARCOT MTD | LCE 25.99% | LCR 26.30% | LL**

NA01 46 x 25 LL	AKM1 57 x 26 AL	ANI1 43 x 26 LL	ARC2 6 x 50 LA	CYR1 10 x 52 LH	KPM1 33 x 24 LL	KPM2 72 x 23 HL	WJD1 46 x 23 LL	WJP1 35 x 20 LL
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# Follow-Up Lead Capturing Effectiveness as on 4/18/2026 10:12:03 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 67 x 26 HL	VEL2 58 x 21 AL	VNB1 1 x 100 LH	
NA03 6 x 44 LA	BGR1 32 x 29 LL	CPT1 10 x 32 LA	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 3 x 88 LH	TRL1 2 x 100 LH	TRT1 1 x 75 LH	UGI1 1 x 100 LH	VSI1 7 x 40 LA

## Region SOUTH ARCOT MTD | LCE 12.56% | LCR 30.36% | LA

SA01 22 x 27 LL	CUD1 59 x 21 AL	KLM1 9 x 26 LL	MKM1 2 x 25 LL	POY1 4 x 95 LH	POY2 7 x 55 LH			
SA02 9 x 39 LA	CDM1 14 x 28 LL	KKI2 34 x 41 LA	KML1 0 x NaN LL	NVL2 2 x 50 LA	PRT1 5 x 29 LL	STP1 1 x 100 LH	ULP1 0 x NaN LL	VCM1 6 x 82 LH
SA03 6 x 28 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 0 LL	TRK1 24 x 22 LL	TVM1 5 x 100 LH	TVM2 1 x 100 LH	VPM1 9 x 27 LL	VPM2 0 x 50 LA

## Region SOUTH-01 MTD | LCE 28.02% | LCR 27.04% | LL

KVT1 30 x 25 LL	KVT1 23 x 23 LL	KYR1 14 x 13 LL	PKD1 60 x 21 AL	RND1 25 x 22 LL	SKD1 46 x 39 LA	SNL1 37 x 29 LL	STU2 2 x 75 LH	VKM1 45 x 28 LL
NGR1 31 x 24 LL	COL1 34 x 21 LL	KGL1 39 x 23 LL	KSM1 10 x 40 LA	MAR1 7 x 51 LH	MMT1 18 x 36 LA	NGR1 54 x 20 AL	TKY1 1 x 100 LH	
TKS1 19 x 36 LA	PDI1 20 x 24 LL	RPM1 12 x 46 LA	SDI1 7 x 37 LA	SGT1 25 x 43 LA	TKS1 34 x 30 LL	TKS2 15 x 42 LA		
TUT1 40 x 25 LL	ERL1 ∞ x 100 HH	ERL2 32 x 17 LL	TCN1 48 x 30 LL	TUT1 37 x 27 LL	TUT2 40 x 13 LL	TYI1 28 x 24 LL	UDN1 73 x 37 HA	
TVL1 17 x 36 LA	ARM1 47 x 30 LL	ASM1 17 x 39 LA	TVL1 7 x 64 LH	VLY1 33 x 21 LL				
VNR1 26 x 25 LL	APK1 15 x 33 LA	APK2 50 x 26 AL	SVK1 11 x 17 LL	VNR1 58 x 41 AA	VNR2 21 x 10 LL			

## Region SOUTH-03 MTD | LCE 12.18% | LCR 31.32% | LA

KKD2 12 x 28 LL	ATG1 2 x 50 LA	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 33 x 21 LL	MNM1 7 x 43 LA	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 43 x 33 LA	SGP1 2 x 33 LA	TDI1 0 x NaN LL	TPT1 4 x 29 LL
KRR1 4 x 77 LH	KRR1 9 x 84 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 3 x 12 LL						
MDU1 6 x 52 LH	DGL1 1 x 90 LH	DGL2 10 x 80 LH	MDU1 6 x 55 LH	MDU2 3 x 83 LH	MDU3 1 x 100 LH	MDU4 11 x 43 LA	MDU5 2 x 71 LH	MDU6 18 x 31 LA			
SVG1 18 x 21 LL	BTU1 4 x 17 LL	KPT1 2 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 73 LH	MLR1 10 x 23 LL	NKI1 7 x 12 LL	SVG1 18 x 20 LL	TMM1 46 x 19 LL	USL1 39 x 18 LL		
TEN1 26 x 26 LL	ADP1 22 x 40 LA	BNR1 37 x 12 LL	CBM1 15 x 12 LL	CMR1 27 x 62 LH	PKM1 50 x 25 LL	TEN1 19 x 22 LL	TEN2 26 x 23 LL				

## Region TIRUPATI-01 MTD | LCE 32.82% | LCR 38.14% | LA

ATP1 30 x 43 LA	ADI1 10 x 30 LL	ATP1 52 x 21 AL	DHN1 38 x 82 LH	GTL1 5 x 100 LH	KNL1 8 x 50 LA	KNL2 35 x 16 LL	NDL1 15 x 33 LA	TPI1 50 x 97 LH	
KDA1 24 x 46 LA	BVL1 2 x 50 LA	KAR1 25 x 48 LA	KDA1 6 x 100 LH	KOU1 23 x 65 LH	MPL1 30 x 45 LA	PDT1 21 x 82 LH	PIL1 1 x 100 LH	RCY1 26 x 18 LL	RJP1 77 x 35 HA
NLR1 37 x 32 LA	KDR1 22 x 74 LH	KHT1 24 x 18 LL	KVL1 67 x 22 HL	NLR1 52 x 35 AA	NYP1 32 x 36 LA	SPE1 13 x 29 LL	VKI1 49 x 30 LL		
TPY1 43 x 33 LA	CTO1 50 x 43 AA	PGR1 23 x 51 LH	PMR1 18 x 65 LH	PUT1 37 x 12 LL	TPY1 79 x 23 HL	TPY2 36 x 31 LA			

## Region TRICHY-01 MTD | LCE 21.25% | LCR 38.09% | LA



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KUM1 20 x 28 LL	KIK1 1 x 100 LH	KUM1 57 x 22 AL	NCK1 23 x 88 LH	NGT1 33 x 16 LL	TTP1 6 x 42 LA	TVR1 3 x 88 LH	TVR2 0 x 100 LH
PBR1 32 x 41 LA	AYR1 16 x 67 LH	JKM1 2 x 71 LH	MSI1 9 x 24 LL	MVM1 74 x 48 HA	PBR1 34 x 35 LA	PBR2 29 x 22 LL	TYR1 28 x 42 LA
TNJ1 22 x 40 LA	APM1 32 x 17 LL	MDI1 27 x 80 LH	NMM1 49 x 33 LA	ORU1 5 x 71 LH	PTK1 36 x 18 LL	TNJ1 3 x 77 LH	TNJ2 20 x 40 LA
TRY1 10 x 44 LA	KRN1 11 x 16 LL	PDK1 68 x 26 HL	TRY1 2 x 97 LH	TRY2 3 x 100 LH	TRY3 5 x 89 LH	TRY4 8 x 72 LH	

## Region VIJAYAWADA-01 MTD | LCE 46.25% | LCR 40.35% | LA

BVR1 38 x 43 LA	AMP1 45 x 31 LA	BVR1 73 x 26 HL	DPE1 8 x 45 LA	ELU1 9 x 72 LH	JGG1 3 x 33 LA	KND1 52 x 71 AH	NPR1 26 x 97 LH	PAP1 42 x 13 LL	PPM1 94 x 70 HH	RMV1 69 x 36 HA	TDD1 20 x 27 LL	TNI1 31 x 68 LH	TNK1 4 x 20 LL
GNT1 43 x 42 LA	BPP1 53 x 40 AA	CKT1 101 x 70 HH	CRL1 47 x 20 LL	GNT1 6 x 80 LH	GNT2 22 x 52 LH	NRT1 15 x 44 LA	OGL1 42 x 64 LH	PNR1 30 x 14 LL	PRL1 45 x 38 LA	RAL1 83 x 17 HL	TEL1 64 x 43 HA	VKN1 2 x 100 LH	
VJW1 60 x 37 HA	GDV1 68 x 14 HL	GVM1 117 x 60 HH	JPT1 73 x 30 HA	MTM1 55 x 18 AL	TVU1 70 x 43 HA	VJW1 81 x 41 HA	VJW2 4 x 60 LH	VJW3 42 x 24 LL	VJW4 49 x 32 LA	VJW5 67 x 39 HA	VUY1 2 x 50 LA		

## Region WEST-01 MTD | LCE 38.18% | LCR 44.02% | LA

CBE1 49 x 43 LA	CBE1 28 x 46 LA	CBE2 81 x 38 HA	CBE3 55 x 37 AA	CBE4 8 x 48 LA	CBE5 49 x 79 LH	CBE6 19 x 100 LH	KMR1 34 x 45 LA	SNR1 64 x 41 HA	SUL1 25 x 30 LA
PLI1 9 x 46 LA	DPM2 4 x 75 LH	KGM1 2 x 40 LA	PDM1 14 x 28 LL	PLI1 17 x 46 LA	UMP1 8 x 61 LH				
TPR1 29 x 38 LA	TPR1 55 x 26 AL	TPR2 5 x 48 LA	TPR3 37 x 67 LH						
TPR4 49 x 57 LH	ANR1 6 x 88 LH	AVI1 25 x 97 LH	GBM1 90 x 47 HA	PPI1 77 x 41 HA	SYM2 13 x 32 LA	TPR4 75 x 77 HH			
UAM1 29 x 28 LL	CNR1 14 x 40 LA	GDR1 11 x 17 LL	KGI1 10 x 36 LA	KMD1 27 x 35 LA	MPM1 59 x 26 AL	UAM1 7 x 31 LA			

## Region WEST-02 MTD | LCE 33.68% | LCR 28.60% | LL

ERD1 55 x 27 AL	CMI1 58 x 29 AL	ERD1 78 x 28 HL	ERD2 50 x 17 LL	KMM1 43 x 27 LL	NKL2 28 x 49 LA	PDR1 39 x 14 LL	RSP1 56 x 26 AL	SGG1 66 x 29 HL	TCG1 60 x 28 HL	VKL1 66 x 36 HA
HSR1 9 x 37 LA	HSR1 18 x 39 LA	HSR2 19 x 34 LA	KAM1 12 x 21 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 27 x 38 LA	BMD1 37 x 38 LA	DPR1 13 x 64 LH	DPR2 69 x 31 HA	HRR1 35 x 88 LH	MCR1 8 x 24 LL	MTR1 14 x 11 LL	OML1 36 x 26 LL	TRM1 19 x 26 LL		
SLM1 34 x 25 LL	APN1 40 x 26 LL	ATU1 64 x 18 HL	EDP1 4 x 100 LH	EPI1 3 x 45 LA	SLM1 59 x 26 AL	SLM2 25 x 27 LL	SLM3 8 x 44 LA	VPD1 20 x 17 LL		