



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 : 19-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	13,271	3,324	974	25.05%	29.30%	LL
CHENNAI-02	11,194	3,316	1,179	29.62%	35.55%	LA
KL-NORTH	1,819	235	94	12.92%	40.00%	LA
KL-SOUTH	1,741	411	213	23.60%	51.82%	LH
NORTH ARCOT	8,908	2,248	586	25.23%	26.07%	LL
SOUTH ARCOT	7,624	924	267	12.12%	28.90%	LL
SOUTH-01	17,669	4,747	1,307	26.87%	27.53%	LL
SOUTH-03	13,758	1,602	507	11.64%	31.65%	LA
TIRUPATI-01	6,516	2,063	820	31.66%	39.75%	LA
TRICHY-01	12,355	2,557	1,003	20.70%	39.23%	LA
VIJAYAWADA-01	6,484	2,896	1,212	44.67%	41.85%	LA
WEST-01	9,002	3,300	1,448	36.66%	43.88%	LA
WEST-02	11,525	3,760	1,085	32.62%	28.86%	LL
Total	121,869	31,383	10,695	25.75%	34.08%	LA

Region **CHENNAI-01 MTD | LCE 25.05% | LCR 29.30% | LL**

CH03 21 x 39 LA	CGL1 3 x 60 LH	CH45 3 x 62 LH	GUD1 8 x 54 LH	GUD2 21 x 48 LA	MC10 0 x NaN LL	MRM1 39 x 20 LL	SKL1 39 x 22 LL	TKM1 59 x 61 AH		
CH05 33 x 26 LL	AVD1 23 x 52 LH	CH05 12 x 38 LA	CH14 45 x 23 LL	CH26 3 x 100 LH	CH30 53 x 17 AL	CH35 47 x 30 LL	CH37 47 x 21 LL			
CH06 25 x 31 LA	CH08 59 x 28 AL	CH11 ∞ x 100 HH	CH16 25 x 23 LL	CH19 17 x 41 LA	CH25 4 x 80 LH	CH29 7 x 75 LH	CH39 7 x 61 LH	CH40 17 x 26 LL	CH42 12 x 31 LA	CH49 31 x 29 LL
CH08 21 x 25 LL	CH07 15 x 27 LL	CH22 30 x 16 LL	CH28 25 x 30 LL	CH38 21 x 5 LL	CH47 29 x 25 LL	CH48 5 x 42 LA	KNR1 11 x 50 LA	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 29.62% | LCR 35.55% | LA**

CH01 22 x 41 LA	CH03 4 x 59 LH	CH06 5 x 82 LH	CH12 61 x 40 HA	CH23 6 x 29 LL	CH24 43 x 36 LA	MC06 1 x 100 LH		
CH04 27 x 30 LA	CH21 60 x 35 AA	CH31 7 x 58 LH	CH34 45 x 22 LL	CH51 22 x 31 LA	GPD1 13 x 24 LL	MJR1 4 x 32 LA	PON1 10 x 28 LL	UKI1 0 x 100 LH
CH07 39 x 34 LA	CH01 50 x 100 LH	CH15 65 x 27 HL	CH17 6 x 73 LH	CH18 49 x 38 LA	CH27 5 x 100 LH	CH32 12 x 78 LH	CH36 3 x 100 LH	CH43 34 x 33 LA
CH09 31 x 39 LA	CH09 ∞ x 100 HH	CH20 33 x 42 LA	CH33 8 x 47 LA	CH41 48 x 19 LL	CH44 43 x 40 LA	CH46 52 x 45 AA	CH50 21 x 53 LH	MC05 4 x 100 LH

Region **KL-NORTH MTD | LCE 12.92% | LCR 40.00% | LA**

TVP1 13 x 40 LA	KZD1 13 x 40 LA
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Region **KL-SOUTH MTD | LCE 23.60% | LCR 51.82% | LH**

TVP1 24 x 52 LH	KLR1 40 x 91 LH	PAS1 32 x 45 LA	PNL1 5 x 25 LL	TVP1 20 x 36 LA
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Region **NORTH ARCOT MTD | LCE 25.23% | LCR 26.07% | LL**

NA01 45 x 24 LL	AKM1 55 x 26 AL	ANI1 41 x 26 LL	ARC2 6 x 50 LA	CYR1 9 x 52 LH	KPM1 32 x 24 LL	KPM2 71 x 22 HL	WJD1 44 x 23 LL	WJP1 35 x 24 LL
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Follow-Up Lead Capturing Effectiveness as on 4/19/2026 10:00:36 AM

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NA02 23 x 26 LL	ABR1 1 x 100 LH	CGM1 1 x 100 LH	GDM1 2 x 100 LH	PLR1 3 x 38 LA	TRR1 2 x 100 LH	VEL1 64 x 25 HL	VEL2 56 x 22 AL	VNB1 1 x 100 LH	
NA03 6 x 44 LA	BGR1 32 x 30 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 12.12% | LCR 28.90% | LL

SA01 21 x 24 LL	CUD1 56 x 18 AL	KLM1 9 x 26 LL	MKM1 2 x 25 LL	POY1 3 x 95 LH	POY2 7 x 55 LH			
SA02 8 x 39 LA	CDM1 13 x 28 LL	KKI2 32 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 29 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 1 x 0 LL	TRK1 23 x 23 LL	TVM1 5 x 100 LH	TVM2 1 x 100 LH	VPM1 9 x 33 LA	VPM2 0 x 50 LA

Region SOUTH-01 MTD | LCE 26.87% | LCR 27.53% | LL

KVT1 28 x 25 LL	KVT1 21 x 24 LL	KYR1 13 x 9 LL	PKD1 57 x 21 AL	RND1 24 x 22 LL	SKD1 44 x 39 LA	SNL1 36 x 31 LA	STU2 2 x 75 LH	VKM1 43 x 28 LL
NGR1 29 x 24 LL	COL1 32 x 23 LL	KGL1 37 x 22 LL	KSM1 9 x 40 LA	MAR1 7 x 53 LH	MMT1 17 x 38 LA	NGR1 52 x 21 AL	TKY1 1 x 100 LH	
TKS1 18 x 35 LA	PDI1 19 x 18 LL	RPM1 12 x 48 LA	SDI1 7 x 40 LA	SGT1 25 x 44 LA	TKS1 32 x 29 LL	TKS2 14 x 43 LA		
TUT1 39 x 25 LL	ERL1 ∞ x 100 HH	ERL2 31 x 18 LL	TCN1 46 x 30 LL	TUT1 36 x 27 LL	TUT2 38 x 12 LL	TYI1 28 x 27 LL	UDN1 71 x 37 HA	
TVL1 16 x 37 LA	ARM1 44 x 28 LL	ASM1 16 x 39 LA	TVL1 7 x 64 LH	VLY1 32 x 23 LL				
VNR1 25 x 27 LL	APK1 14 x 33 LA	APK2 50 x 30 AL	SVK1 11 x 20 LL	VNR1 56 x 42 AA	VNR2 20 x 10 LL			

Region SOUTH-03 MTD | LCE 11.64% | LCR 31.65% | LA

KKD2 12 x 29 LL	ATG1 2 x 57 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 31 x 22 LL	MNM1 7 x 43 LA	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 42 x 35 LA	SGP1 2 x 33 LA	TDI1 0 x NaN LL	TPT1 4 x 29 LL
KRR1 4 x 79 LH	KRR1 10 x 85 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 4 x 30 LL						
MDU1 6 x 52 LH	DGL1 1 x 90 LH	DGL2 9 x 77 LH	MDU1 5 x 56 LH	MDU2 3 x 85 LH	MDU3 1 x 100 LH	MDU4 10 x 43 LA	MDU5 2 x 71 LH	MDU6 17 x 31 LA			
SVG1 17 x 20 LL	BTU1 3 x 0 LL	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 78 LH	MLR1 9 x 23 LL	NKI1 7 x 12 LL	SVG1 17 x 20 LL	TMM1 43 x 18 LL	USL1 36 x 15 LL		
TEN1 24 x 26 LL	ADP1 21 x 40 LA	BNR1 35 x 14 LL	CBM1 14 x 10 LL	CMR1 25 x 62 LH	PKM1 46 x 26 LL	TEN1 17 x 22 LL	TEN2 23 x 22 LL				

Region TIRUPATI-01 MTD | LCE 31.66% | LCR 39.75% | LA

ATP1 28 x 45 LA	ADI1 10 x 30 LL	ATP1 50 x 25 LL	DHN1 35 x 82 LH	GTL1 5 x 100 LH	KNL1 7 x 50 LA	KNL2 33 x 20 LL	NDL1 15 x 39 LA	TPI1 48 x 97 LH	
KDA1 24 x 48 LA	BVL1 2 x 50 LA	KAR1 24 x 49 LA	KDA1 5 x 100 LH	KOU1 23 x 65 LH	MPL1 30 x 46 LA	PDT1 21 x 83 LH	PIL1 1 x 100 LH	RCY1 25 x 18 LL	RJP1 81 x 39 HA
NLR1 36 x 34 LA	KDR1 22 x 77 LH	KHT1 23 x 18 LL	KVL1 65 x 25 HL	NLR1 51 x 36 AA	NYP1 31 x 38 LA	SPE1 12 x 29 LL	VKI1 46 x 30 LL		
TPY1 41 x 34 LA	CTO1 49 x 44 LA	PGR1 22 x 51 LH	PMR1 18 x 66 LH	PUT1 34 x 11 LL	TPY1 77 x 23 HL	TPY2 34 x 33 LA			

Region TRICHY-01 MTD | LCE 20.70% | LCR 39.23% | LA



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KUM1 20 x 29 LL	KIK1 1 x 100 LH	KUM1 55 x 22 AL	NCK1 24 x 89 LH	NGT1 32 x 18 LL	TTP1 5 x 42 LA	TVR1 3 x 88 LH	TVR2 0 x 100 LH
PBR1 32 x 42 LA	AYR1 17 x 70 LH	JKM1 2 x 75 LH	MSI1 9 x 24 LL	MVM1 74 x 50 HA	PBR1 33 x 36 LA	PBR2 28 x 22 LL	TYR1 27 x 44 LA
TNJ1 22 x 41 LA	APM1 31 x 18 LL	MDI1 27 x 80 LH	NMM1 48 x 34 LA	ORU1 6 x 73 LH	PTK1 35 x 18 LL	TNJ1 3 x 79 LH	TNJ2 19 x 41 LA
TRY1 10 x 44 LA	KRN1 10 x 16 LL	PDK1 65 x 27 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 44.67% | LCR 41.85% | LA

BVR1 37 x 45 LA	AMP1 43 x 33 LA	BVR1 70 x 26 HL	DPE1 7 x 45 LA	ELU1 9 x 76 LH	JGG1 3 x 33 LA	KND1 53 x 72 AH	NPR1 25 x 97 LH	PAP1 40 x 13 LL	PPM1 99 x 74 HH	RMV1 66 x 37 HA	TDD1 20 x 27 LL	TNI1 32 x 70 LH	TNK1 4 x 20 LL
GNT1 42 x 43 LA	BPP1 42 x 38 LA	CKT1 102 x 72 HH	CRL1 45 x 21 LL	GNT1 7 x 82 LH	GNT2 21 x 52 LH	NRT1 14 x 44 LA	OGL1 40 x 64 LH	PNR1 30 x 17 LL	PRL1 44 x 38 LA	RAL1 83 x 20 HL	TEL1 62 x 44 HA	VKN1 1 x 100 LH	
VJW1 57 x 38 AA	GDV1 67 x 17 HL	GVM1 110 x 60 HH	JPT1 71 x 33 HA	MTM1 56 x 22 AL	TVU1 67 x 44 HA	VJW1 77 x 41 HA	VJW2 3 x 60 LH	VJW3 41 x 25 LL	VJW4 46 x 33 LA	VJW5 62 x 39 HA	VUY1 2 x 50 LA		

Region WEST-01 MTD | LCE 36.66% | LCR 43.88% | LA

CBE1 47 x 43 LA	CBE1 27 x 47 LA	CBE2 78 x 38 HA	CBE3 53 x 37 AA	CBE4 8 x 51 LH	CBE5 46 x 80 LH	CBE6 17 x 100 LH	KMR1 33 x 45 LA	SNR1 61 x 43 HA	SUL1 24 x 31 LA
PLI1 9 x 47 LA	DPM2 4 x 78 LH	KGM1 2 x 50 LA	PDM1 13 x 28 LL	PLI1 16 x 46 LA	UMP1 8 x 61 LH				
TPR1 27 x 39 LA	TPR1 53 x 26 AL	TPR2 5 x 48 LA	TPR3 35 x 68 LH						
TPR4 47 x 57 LH	ANR1 6 x 88 LH	AVI1 24 x 97 LH	GBM1 88 x 47 HA	PPI1 75 x 41 HA	SYM2 12 x 32 LA	TPR4 69 x 78 HH			
UAM1 27 x 24 LL	CNR1 13 x 40 LA	GDR1 10 x 8 LL	KGI1 9 x 36 LA	KMD1 25 x 33 LA	MPM1 54 x 20 AL	UAM1 7 x 31 LA			

Region WEST-02 MTD | LCE 32.62% | LCR 28.86% | LL

ERD1 53 x 28 AL	CMI1 57 x 29 AL	ERD1 74 x 27 HL	ERD2 48 x 18 LL	KMM1 41 x 27 LL	NKL2 29 x 52 LH	PDR1 37 x 16 LL	RSP1 54 x 26 AL	SGG1 63 x 28 HL	TCG1 60 x 29 AL	VKL1 67 x 38 HA
HSR1 9 x 37 LA	HSR1 17 x 37 LA	HSR2 19 x 35 LA	KAM1 12 x 21 LL	KRI1 3 x 67 LH	KVP1 1 x 50 LA	PLC1 5 x 38 LA	PMP1 4 x 11 LL	SGI1 7 x 64 LH		
MTR1 26 x 37 LA	BMD1 36 x 39 LA	DPR1 12 x 64 LH	DPR2 68 x 29 HL	HRR1 34 x 88 LH	MCR1 7 x 24 LL	MTR1 14 x 16 LL	OML1 34 x 24 LL	TRM1 19 x 27 LL		
SLM1 33 x 25 LL	APN1 39 x 26 LL	ATU1 62 x 19 HL	EDP1 4 x 100 LH	EPI1 3 x 45 LA	SLM1 56 x 26 AL	SLM2 24 x 28 LL	SLM3 8 x 45 LA	VPD1 19 x 17 LL		