



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-May-2026 To Date : 19-May-2026 | | | | | | | |
|--|---------------|--------------|--------------|--------------|---------------|-----------|--|
| Sales Zone | Expected | Leads | Won | LCE % | LCR % | Category | |
| CHENNAI-01 | 10,856 | 711 | 482 | 6.55% | 67.79% | LH | |
| CHENNAI-02 | 9,248 | 995 | 703 | 10.76% | 70.65% | LH | |
| KL-NORTH | 1,504 | 189 | 161 | 12.57% | 85.19% | LH | |
| KL-SOUTH | 1,171 | 61 | 53 | 5.21% | 86.89% | LH | |
| NORTH ARCOT | 6,924 | 730 | 382 | 10.54% | 52.33% | LH | |
| SOUTH ARCOT | 5,971 | 289 | 132 | 4.84% | 45.67% | LA | |
| SOUTH-01 | 12,971 | 1,310 | 935 | 10.10% | 71.37% | LH | |
| SOUTH-03 | 9,430 | 350 | 255 | 3.71% | 72.86% | LH | |
| TIRUPATI-01 | 5,246 | 577 | 442 | 11.00% | 76.60% | LH | |
| TRICHY-01 | 9,655 | 756 | 632 | 7.83% | 83.60% | LH | |
| VIJAYAWADA-01 | 5,913 | 1,696 | 1,451 | 28.68% | 85.55% | LH | |
| WEST-01 | 5,627 | 814 | 663 | 14.47% | 81.45% | LH | |
| WEST-02 | 7,515 | 700 | 504 | 9.31% | 72.00% | LH | |
| Total | 92,031 | 9,178 | 6,795 | 9.97% | 74.04% | LH | |

Region **CHENNAI-01 MTD | LCE 6.55% | LCR 67.79% | LH**

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|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|
| CH03 9 x 75 LH | CGL1 11 x 96 LH | CH45 1 x 75 LH | GUD1 2 x 100 LH | GUD2 3 x 83 LH | MC10 0 x NaN LL | MRM1 10 x 49 LA | SKL1 11 x 67 LH | TKM1 33 x 79 LH |
| CH05 8 x 67 LH | AVD1 8 x 95 LH | CH05 2 x 77 LH | CH14 14 x 58 LH | CH26 5 x 100 LH | CH30 10 x 59 LH | CH35 10 x 76 LH | CH37 4 x 71 LH | |
| CH06 8 x 70 LH | CH08 21 x 69 LH | CH11 ∞ x 100 HH | CH19 3 x 59 LH | CH25 1 x 100 LH | CH39 1 x 100 LH | CH40 0 x NaN LL | CH49 7 x 69 LH | |
| CH08 6 x 55 LH | CH07 3 x 80 LH | CH22 3 x 50 LA | CH47 13 x 46 LA | CH48 1 x 80 LH | KNR1 3 x 100 LH | | | |
| CH10 2 x 67 LH | CH16 2 x 40 LA | CH28 2 x 62 LH | CH29 0 x NaN LL | CH38 2 x 100 LH | CH42 3 x 85 LH | MC09 21 x 100 LH | | |

Region **CHENNAI-02 MTD | LCE 10.76% | LCR 70.65% | LH**

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|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| CH01 8 x 72 LH | CH03 1 x 82 LH | CH06 2 x 86 LH | CH12 23 x 67 LH | CH23 8 x 89 LH | CH24 11 x 74 LH | MC06 4 x 100 LH | | |
| CH04 10 x 70 LH | CH21 27 x 67 LH | CH31 1 x 100 LH | CH34 14 x 68 LH | CH51 12 x 82 LH | GPD1 1 x 50 LA | MJR1 4 x 54 LH | PON1 2 x 100 LH | UKI1 0 x 100 LH |
| CH07 14 x 66 LH | CH01 34 x 100 LH | CH15 22 x 57 LH | CH17 4 x 100 LH | CH18 17 x 73 LH | CH27 4 x 83 LH | CH32 5 x 100 LH | CH36 1 x 100 LH | CH43 10 x 61 LH |
| CH09 11 x 77 LH | CH09 ∞ x 100 HH | CH20 14 x 86 LH | CH33 4 x 100 LH | CH41 11 x 81 LH | CH44 21 x 69 LH | CH46 20 x 70 LH | CH50 3 x 67 LH | MC05 3 x 100 LH |

Region **KL-NORTH MTD | LCE 12.57% | LCR 85.19% | LH**

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|-----------------------|-----------------------|--|--|--|--|--|--|--|
| KZD1 13 x 85 LH | KZD1 13 x 85 LH | | | | | | | |
|-----------------------|-----------------------|--|--|--|--|--|--|--|

Region **KL-SOUTH MTD | LCE 5.21% | LCR 86.89% | LH**

| | | | | |
|----------------------|-----------------------|----------------------|----------------------|----------------------|
| TVP1 5 x 87 LH | KLR1 12 x 95 LH | PAS1 8 x 79 LH | PNL1 2 x 67 LH | TVP1 3 x 88 LH |
|----------------------|-----------------------|----------------------|----------------------|----------------------|

Region **NORTH ARCOT MTD | LCE 10.54% | LCR 52.33% | LH**



Follow-Up Lead Capturing Effectiveness as on 5/19/2026 10:00:31 AM

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| | | | | | | | | | |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| NA01 19 x 44 LA | AKM1 13 x 61 LH | ANI1 4 x 100 LH | ARC2 1 x 100 LH | CYR1 2 x 100 LH | KPM1 11 x 52 LH | KPM2 44 x 32 LA | WJD1 13 x 68 LH | WJP1 11 x 72 LH | |
| NA02 10 x 64 LH | ABR1 0 x 100 LH | CGM1 1 x 100 LH | GDM1 1 x 100 LH | PLR1 0 x NaN LL | TRR1 1 x 100 LH | VEL1 23 x 56 LH | VEL2 23 x 68 LH | VNB1 0 x NaN LL | |
| NA03 2 x 83 LH | BGR1 12 x 70 LH | CPT1 0 x NaN LL | PTU1 0 x NaN LL | SBR1 1 x 100 LH | SLG1 1 x 100 LH | TRL1 1 x 100 LH | TRT1 1 x 100 LH | UGI1 1 x 100 LH | VSI1 0 x 100 LH |

Region SOUTH ARCOT MTD | LCE 4.84% | LCR 45.67% | LA

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|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| SA01 11 x 38 LA | CUD1 30 x 32 LA | KLM1 1 x 60 LH | MKM1 1 x 100 LH | POY1 2 x 100 LH | POY2 4 x 67 LH | | | | |
| SA02 1 x 81 LH | CDM1 1 x 67 LH | KKI2 2 x 57 LH | KML1 0 x 100 LH | NVL2 2 x 86 LH | PRT1 2 x 100 LH | STP1 0 x NaN LL | ULP1 0 x NaN LL | VCM1 4 x 100 LH | VCM2 0 x NaN LL |
| SA03 2 x 71 LH | SJI1 NaN x NaN LL | SJI2 0 x NaN LL | TDM1 1 x 100 LH | TRK1 4 x 44 LA | TVM1 5 x 100 LH | TVM2 1 x 100 LH | VPM1 7 x 88 LH | VPM2 0 x NaN LL | |

Region SOUTH-01 MTD | LCE 10.10% | LCR 71.37% | LH

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|-----------------------|-------------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| KVT1 10 x 69 LH | KVT1 7 x 52 LH | KYR1 2 x 86 LH | PKD1 18 x 80 LH | RND1 8 x 72 LH | SKD1 18 x 68 LH | SNL1 11 x 81 LH | STU2 5 x 60 LH | VKM1 16 x 66 LH |
| NGR1 10 x 73 LH | COL1 7 x 83 LH | KGL1 14 x 58 LH | KSM1 8 x 100 LH | MAR1 10 x 100 LH | MMT1 4 x 50 LA | NGR1 12 x 63 LH | TKY1 6 x 82 LH | |
| TKS1 6 x 86 LH | PDI1 5 x 64 LH | RPM1 6 x 90 LH | SDI1 3 x 83 LH | SGT1 23 x 90 LH | TKS1 5 x 82 LH | TKS2 6 x 93 LH | | |
| TUT1 16 x 71 LH | ERL1 NaN x NaN LL | ERL2 10 x 90 LH | TCN1 13 x 55 LH | TUT1 12 x 63 LH | TUT2 9 x 55 LH | TYI1 15 x 92 LH | UDN1 66 x 83 HH | |
| TVL1 8 x 79 LH | ARM1 8 x 62 LH | ASM1 15 x 90 LH | TVL1 7 x 77 LH | VLY1 6 x 81 LH | | | | |
| VNR1 8 x 54 LH | APK1 2 x 67 LH | APK2 19 x 54 LH | SVK1 3 x 50 LA | VNR1 24 x 57 LH | VNR2 5 x 48 LA | | | |

Region SOUTH-03 MTD | LCE 3.71% | LCR 72.86% | LH

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|----------------------|-----------------------|-----------------------|-------------------------|-----------------------|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|
| KKD2 4 x 79 LH | ATG1 2 x 100 LH | DKI1 0 x 100 LH | KKD2 NaN x NaN LL | KKD3 9 x 74 LH | MNM1 1 x 100 LH | PNV1 NaN x NaN LL | PNV2 1 x 100 LH | PV11 13 x 81 LH | SGP1 1 x 100 LH | TDI1 0 x 100 LH | TPT1 0 x 0 LL |
| KRR1 2 x 94 LH | KRR1 2 x 100 LH | MPA1 2 x 100 LH | NTM1 0 x NaN LL | ODM1 1 x 100 LH | PNI1 5 x 83 LH | | | | | | |
| MDU1 3 x 89 LH | DGL1 0 x 100 LH | DGL2 6 x 100 LH | MDU1 4 x 100 LH | MDU2 0 x 100 LH | MDU3 2 x 100 LH | MDU4 3 x 100 LH | MDU5 2 x 100 LH | MDU6 7 x 63 LH | | | |
| SVG1 6 x 56 LH | BTU1 4 x 50 LA | KPT1 2 x 50 LA | KYK1 1 x 100 LH | MDU7 8 x 86 LH | MLR1 2 x 67 LH | NKI1 1 x 0 LL | SVG1 3 x 57 LH | TMM1 15 x 46 LA | USL1 3 x 40 LA | | |
| TEN1 4 x 62 LH | ADP1 2 x 33 LA | BNR1 6 x 64 LH | CBM1 2 x 33 LA | CMR1 3 x 100 LH | PKM1 7 x 45 LA | TEN1 4 x 62 LH | TEN2 5 x 73 LH | | | | |

Region TIRUPATI-01 MTD | LCE 11.00% | LCR 76.60% | LH

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|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|
| ATP1 12 x 85 LH | ADI1 5 x 88 LH | ATP1 21 x 70 LH | DHN1 24 x 97 LH | GTL1 5 x 100 LH | KNL1 2 x 100 LH | KNL2 4 x 57 LH | NDL1 4 x 50 LA | TPI1 42 x 100 LH | |
| KDA1 8 x 89 LH | BVL1 0 x NaN LL | KAR1 1 x 100 LH | KDA1 8 x 100 LH | KOU1 9 x 64 LH | MPL1 23 x 95 LH | PDT1 9 x 100 LH | PIL1 3 x 80 LH | RCY1 3 x 50 LA | RIP1 11 x 89 LH |
| NLR1 6 x 80 LH | KDR1 2 x 100 LH | KHT1 2 x 50 LA | KVL1 19 x 67 LH | NLR1 9 x 93 LH | NYP1 10 x 86 LH | SPE1 0 x NaN LL | VKI1 2 x 100 LH | | |



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| | | | | | | |
|-----------------------|-----------------------|-----------------------|----------------------|----------------------|-----------------------|-----------------------|
| TPY1 17 x 63 LH | CTO1 23 x 82 LH | PGR1 3 x 100 LH | PMR1 8 x 73 LH | PUT1 5 x 50 LA | TPY1 28 x 42 LA | TPY2 21 x 57 LH |
|-----------------------|-----------------------|-----------------------|----------------------|----------------------|-----------------------|-----------------------|

Region TRICHY-01 MTD | LCE 7.83% | LCR 83.60% | LH

| | | | | | | | | |
|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| KUM1 7 x 70 LH | KIK1 4 x 100 LH | KUM1 14 x 58 LH | KUM2 3 x 86 LH | NCK1 18 x 89 LH | NGT1 8 x 67 LH | TTP1 3 x 33 LA | TVR1 5 x 100 LH | TVR2 1 x 100 LH |
| PBR1 11 x 88 LH | AYR1 6 x 94 LH | JKM1 1 x 100 LH | MSI1 0 x 100 LH | MVM1 28 x 94 LH | PBR1 12 x 88 LH | PBR2 6 x 65 LH | TYR1 9 x 82 LH | |
| TNJ1 10 x 84 LH | APM1 8 x 54 LH | MDI1 17 x 95 LH | NMM1 25 x 77 LH | ORU1 6 x 83 LH | PTK1 15 x 81 LH | TNJ1 5 x 97 LH | TNJ2 3 x 83 LH | |
| TRY1 4 x 91 LH | KRN1 1 x 50 LA | PDK1 18 x 80 LH | TRY1 2 x 100 LH | TRY2 10 x 100 LH | TRY3 3 x 100 LH | TRY4 3 x 100 LH | | |

Region VIJAYAWADA-01 MTD | LCE 28.68% | LCR 85.55% | LH

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|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|
| BVR1 19 x 84 LH | AMP1 14 x 67 LH | BVR1 23 x 66 LH | DPE1 5 x 100 LH | ELU1 16 x 96 LH | JGG1 2 x 100 LH | KND1 47 x 97 LH | NPR1 1 x 100 LH | PAP1 22 x 57 LH | PPM1 84 x 97 HH | RMV1 15 x 74 LH | TDD1 1 x 100 LH | TNI1 36 x 98 LH | TNK1 3 x 100 LH |
| GNT1 42 x 92 LH | BPP1 6 x 83 LH | CKT1 105 x 95 HH | CRL1 21 x 88 LH | GNT1 39 x 97 LH | GNT2 60 x 100 HH | NRT1 47 x 99 LH | OGL1 40 x 87 LH | PNR1 48 x 62 LH | PRL1 58 x 87 AH | RAL1 35 x 84 LH | TEL1 23 x 97 LH | VKN1 43 x 100 LH | |
| VJW1 25 x 75 LH | GDV1 34 x 67 LH | GVM1 59 x 83 AH | JPT1 54 x 71 AH | MTM1 34 x 87 LH | NZV1 7 x 67 LH | TVU1 24 x 73 LH | VJW1 26 x 74 LH | VJW2 12 x 81 LH | VJW3 12 x 64 LH | VJW4 14 x 90 LH | VJW5 14 x 60 LH | VUY1 11 x 80 LH | |

Region WEST-01 MTD | LCE 14.47% | LCR 81.45% | LH

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|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|------------------------|------------------------|-----------------------|-----------------------|----------------------|
| CBE1 21 x 82 LH | CBE1 14 x 93 LH | CBE2 24 x 67 LH | CBE3 17 x 100 LH | CBE4 14 x 86 LH | CBE5 24 x 100 LH | CBE6 68 x 99 HH | KMR1 13 x 69 LH | SNR1 13 x 96 LH | SUL1 5 x 88 LH |
| PLI1 3 x 100 LH | DPM2 4 x 100 LH | KGM1 1 x 100 LH | PDM1 2 x 100 LH | PLI1 5 x 100 LH | UMP1 3 x 100 LH | | | | |
| TPR1 12 x 75 LH | TPR1 14 x 66 LH | TPR2 4 x 100 LH | TPR3 19 x 80 LH | | | | | | |
| TPR4 18 x 85 LH | ANR1 3 x 100 LH | AVI1 21 x 98 LH | GBM1 30 x 71 LH | PPI1 36 x 79 LH | SYM2 1 x 100 LH | TPR4 17 x 100 LH | | | |
| UAM1 5 x 60 LH | CNR1 3 x 100 LH | GDR1 3 x 50 LA | KG1 0 x NaN LL | KMD1 4 x 75 LH | MPM1 13 x 52 LH | UAM1 2 x 80 LH | | | |

Region WEST-02 MTD | LCE 9.31% | LCR 72.00% | LH

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|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| ERD1 16 x 78 LH | CMI1 17 x 58 LH | ERD1 25 x 70 LH | ERD2 10 x 83 LH | KMM1 17 x 74 LH | NKL2 10 x 88 LH | PDR1 5 x 100 LH | RSP1 24 x 85 LH | SGG1 31 x 82 LH | TCG1 14 x 80 LH | VKL1 20 x 80 LH |
| HSR1 3 x 85 LH | HSR1 6 x 94 LH | HSR2 5 x 71 LH | KAM1 1 x 100 LH | KRI1 2 x 100 LH | KVP1 3 x 75 LH | PLC1 0 x NaN LL | PMP1 2 x 100 LH | SGI1 0 x NaN LL | | |
| MTR1 6 x 64 LH | BMD1 4 x 71 LH | DPR1 1 x 100 LH | DPR2 18 x 65 LH | HRR1 5 x 100 LH | MCR1 5 x 30 LL | MTR1 3 x 43 LA | OML1 3 x 100 LH | TRM1 10 x 58 LH | | |
| SLM1 10 x 64 LH | APN1 14 x 73 LH | ATU1 19 x 55 LH | EDP1 2 x 100 LH | EPI1 1 x 100 LH | SLM1 20 x 59 LH | SLM2 4 x 70 LH | SLM3 5 x 88 LH | VPD1 1 x 100 LH | | |