



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 : 20-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	14,156	3,385	1,025	23.91%	30.28%	LA
CHENNAI-02	11,954	3,389	1,234	28.35%	36.41%	LA
KL-NORTH	2,015	241	95	11.96%	39.42%	LA
KL-SOUTH	1,890	419	221	22.17%	52.74%	LH
NORTH ARCOT	9,437	2,296	612	24.33%	26.66%	LL
SOUTH ARCOT	7,969	946	286	11.87%	30.23%	LA
SOUTH-01	18,769	4,852	1,395	25.85%	28.75%	LL
SOUTH-03	14,664	1,627	525	11.09%	32.27%	LA
TIRUPATI-01	6,986	2,166	892	31.00%	41.18%	LA
TRICHY-01	13,057	2,616	1,056	20.04%	40.37%	LA
VIJAYAWADA-01	6,900	2,975	1,279	43.12%	42.99%	LA
WEST-01	9,749	3,431	1,565	35.20%	45.61%	LA
WEST-02	12,250	3,854	1,133	31.46%	29.40%	LL
Total	129,796	32,197	11,318	24.81%	35.15%	LA

Region **CHENNAI-01 MTD | LCE 23.91% | LCR 30.28% | LA**

CH03 20 x 40 LA	CGL1 3 x 60 LH	CH45 3 x 62 LH	GUD1 8 x 57 LH	GUD2 20 x 47 LA	MC10 0 x NaN LL	MRM1 37 x 20 LL	SKL1 38 x 24 LL	TKM1 57 x 62 AH		
CH05 32 x 27 LL	AVD1 21 x 53 LH	CH05 11 x 39 LA	CH14 42 x 23 LL	CH26 3 x 100 LH	CH30 50 x 19 AL	CH35 45 x 33 LA	CH37 45 x 21 LL			
CH06 24 x 32 LA	CH08 57 x 30 AL	CH11 ∞ x 100 HH	CH16 24 x 23 LL	CH19 16 x 42 LA	CH25 4 x 81 LH	CH29 6 x 75 LH	CH39 6 x 61 LH	CH40 15 x 26 LL	CH42 12 x 33 LA	CH49 30 x 29 LL
CH08 20 x 25 LL	CH07 15 x 29 LL	CH22 28 x 16 LL	CH28 23 x 30 LL	CH38 19 x 5 LL	CH47 28 x 26 LL	CH48 5 x 42 LA	KNR1 11 x 52 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 28.35% | LCR 36.41% | LA**

CH01 21 x 42 LA	CH03 3 x 59 LH	CH06 5 x 84 LH	CH12 59 x 42 AA	CH23 6 x 29 LL	CH24 40 x 36 LA	MC06 1 x 100 LH		
CH04 26 x 32 LA	CH21 58 x 37 AA	CH31 7 x 54 LH	CH34 43 x 22 LL	CH51 20 x 34 LA	GPD1 12 x 21 LL	MJR1 4 x 32 LA	PON1 9 x 31 LA	UKI1 0 x 100 LH
CH07 37 x 34 LA	CH01 45 x 100 LH	CH15 63 x 28 HL	CH17 6 x 70 LH	CH18 47 x 37 LA	CH27 6 x 100 LH	CH32 11 x 78 LH	CH36 3 x 100 LH	CH43 32 x 34 LA
CH09 30 x 40 LA	CH09 ∞ x 100 HH	CH20 31 x 44 LA	CH33 8 x 51 LH	CH41 46 x 19 LL	CH44 41 x 40 LA	CH46 50 x 46 AA	CH50 20 x 53 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 11.96% | LCR 39.42% | LA**

TVP1 12 x 39 LA	KZD1 12 x 39 LA
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Region **KL-SOUTH MTD | LCE 22.17% | LCR 52.74% | LH**

TVP1 22 x 53 LH	KLR1 37 x 91 LH	PAS1 31 x 46 LA	PNL1 5 x 31 LA	TVP1 18 x 37 LA
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Region **NORTH ARCOT MTD | LCE 24.33% | LCR 26.66% | LL**

NA01 43 x 25 LL	AKM1 53 x 26 AL	ANI1 40 x 28 LL	ARC2 7 x 57 LH	CYR1 8 x 52 LH	KPM1 30 x 25 LL	KPM2 70 x 23 HL	WJD1 43 x 26 LL	WJP1 33 x 23 LL
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Follow-Up Lead Capturing Effectiveness as on 4/20/2026 10:00:03 AM

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NA02 22 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 62 x 25 HL	VEL2 54 x 21 AL	VNB1 1 x 100 LH	
NA03 5 x 44 LA	BGR1 30 x 31 LA	CPT1 9 x 27 LL	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 3 x 89 LH	TRL1 1 x 100 LH	TRT1 1 x 75 LH	UGI1 1 x 100 LH	VSI1 6 x 40 LA

Region SOUTH ARCOT MTD | LCE 11.87% | LCR 30.23% | LA

SA01 21 x 26 LL	CUD1 56 x 21 AL	KLM1 8 x 26 LL	MKM1 2 x 25 LL	POY1 3 x 95 LH	POY2 7 x 52 LH			
SA02 8 x 40 LA	CDM1 12 x 28 LL	KKI2 32 x 42 LA	KML1 0 x NaN LL	NVL2 2 x 50 LA	PRT1 4 x 29 LL	STP1 0 x 100 LH	ULP1 0 x NaN LL	VCM1 6 x 82 LH
SA03 6 x 30 LL	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 1 x 0 LL	TRK1 23 x 23 LL	TVM1 4 x 100 LH	TVM2 1 x 100 LH	VPM1 9 x 33 LA	VPM2 0 x 50 LA

Region SOUTH-01 MTD | LCE 25.85% | LCR 28.75% | LL

KVT1 27 x 26 LL	KVT1 20 x 25 LL	KYR1 12 x 9 LL	PKD1 55 x 23 AL	RND1 23 x 22 LL	SKD1 43 x 40 LA	SNL1 35 x 32 LA	STU2 2 x 75 LH	VKM1 40 x 27 LL
NGR1 29 x 28 LL	COL1 31 x 23 LL	KGL1 34 x 22 LL	KSM1 9 x 40 LA	MAR1 6 x 54 LH	MMT1 16 x 38 LA	NGR1 52 x 26 AL	TKY1 1 x 100 LH	
TKS1 17 x 37 LA	PDI1 18 x 19 LL	RPM1 12 x 51 LH	SDI1 6 x 40 LA	SGT1 23 x 44 LA	TKS1 30 x 31 LA	TKS2 13 x 43 LA		
TUT1 37 x 26 LL	ERL1 ∞ x 100 HH	ERL2 30 x 18 LL	TCN1 44 x 30 LL	TUT1 35 x 29 LL	TUT2 36 x 13 LL	TYI1 27 x 29 LL	UDN1 69 x 38 HA	
TVL1 16 x 37 LA	ARM1 40 x 28 LL	ASM1 16 x 42 LA	TVL1 7 x 64 LH	VLY1 30 x 23 LL				
VNR1 24 x 28 LL	APK1 14 x 35 LA	APK2 49 x 30 LA	SVK1 10 x 21 LL	VNR1 54 x 41 AA	VNR2 19 x 11 LL			

Region SOUTH-03 MTD | LCE 11.09% | LCR 32.27% | LA

KKD2 11 x 30 LL	ATG1 2 x 67 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 29 x 23 LL	MNM1 7 x 43 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 39 x 35 LA	SGP1 2 x 33 LA	TDI1 0 x NaN LL	TPT1 4 x 29 LL
KRR1 4 x 79 LH	KRR1 9 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 53 LH	DGL1 1 x 91 LH	DGL2 10 x 79 LH	MDU1 5 x 58 LH	MDU2 3 x 85 LH	MDU3 1 x 100 LH	MDU4 9 x 43 LA	MDU5 2 x 71 LH	MDU6 16 x 31 LA			
SVG1 16 x 19 LL	BTU1 4 x 14 LL	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 78 LH	MLR1 9 x 23 LL	NKI1 7 x 17 LL	SVG1 16 x 20 LL	TMM1 40 x 17 LL	USL1 34 x 15 LL		
TEN1 23 x 27 LL	ADP1 20 x 40 LA	BNR1 34 x 14 LL	CBM1 13 x 12 LL	CMR1 27 x 65 LH	PKM1 44 x 26 LL	TEN1 16 x 22 LL	TEN2 21 x 22 LL				

Region TIRUPATI-01 MTD | LCE 31.00% | LCR 41.18% | LA

ATP1 27 x 47 LA	ADI1 9 x 33 LA	ATP1 46 x 24 LL	DHN1 36 x 83 LH	GTL1 5 x 100 LH	KNL1 7 x 50 LA	KNL2 33 x 26 LL	NDL1 15 x 41 LA	TPI1 50 x 98 LH	
KDA1 24 x 49 LA	BVL1 2 x 50 LA	KAR1 23 x 47 LA	KDA1 5 x 100 LH	KOU1 20 x 62 LH	MPL1 30 x 49 LA	PDT1 28 x 88 LH	PIL1 1 x 100 LH	RCY1 24 x 18 LL	RJP1 81 x 36 HA
NLR1 34 x 35 LA	KDR1 24 x 80 LH	KHT1 21 x 18 LL	KVL1 63 x 24 HL	NLR1 50 x 37 LA	NYP1 33 x 41 LA	SPE1 11 x 29 LL	VKI1 43 x 30 LL		
TPY1 40 x 34 LA	CTO1 47 x 43 LA	PGR1 20 x 51 LH	PMR1 17 x 67 LH	PUT1 32 x 12 LL	TPY1 75 x 24 HL	TPY2 33 x 35 LA			

Region TRICHY-01 MTD | LCE 20.04% | LCR 40.37% | LA



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KUM1 19 x 31 LA	KIK1 1 x 100 LH	KUM1 53 x 23 AL	NCK1 23 x 89 LH	NGT1 31 x 18 LL	TTP1 6 x 50 LA	TVR1 3 x 89 LH	TVR2 0 x 100 LH
PBR1 31 x 43 LA	AYR1 16 x 70 LH	JKM1 2 x 78 LH	MSI1 8 x 24 LL	MVM1 72 x 51 HH	PBR1 32 x 37 LA	PBR2 27 x 24 LL	TYR1 26 x 43 LA
TNJ1 21 x 42 LA	APM1 29 x 18 LL	MDI1 28 x 81 LH	NMM1 47 x 36 LA	ORU1 6 x 75 LH	PTK1 34 x 20 LL	TNJ1 3 x 80 LH	TNJ2 18 x 41 LA
TRY1 9 x 45 LA	KRN1 10 x 16 LL	PDK1 62 x 27 HL	TRY1 2 x 97 LH	TRY2 3 x 100 LH	TRY3 5 x 89 LH	TRY4 7 x 72 LH	

Region VIJAYAWADA-01 MTD | LCE 43.12% | LCR 42.99% | LA

BVR1 36 x 47 LA	AMP1 39 x 34 LA	BVR1 66 x 26 HL	DPE1 7 x 50 LA	ELU1 9 x 77 LH	JGG1 3 x 33 LA	KND1 51 x 73 AH	NPR1 24 x 95 LH	PAP1 40 x 18 LL	PPM1 105 x 76 HH	RMV1 62 x 38 HA	TDD1 18 x 27 LL	TNI1 32 x 72 LH	TNK1 4 x 20 LL
GNT1 40 x 44 LA	BPP1 42 x 41 LA	CKT1 102 x 73 HH	CRL1 43 x 21 LL	GNT1 6 x 82 LH	GNT2 20 x 52 LH	NRT1 13 x 44 LA	OGL1 39 x 66 LH	PNR1 28 x 13 LL	PRL1 43 x 37 LA	RAL1 80 x 20 HL	TEL1 60 x 46 HA	VKN1 1 x 100 LH	
VJW1 54 x 39 AA	GDV1 64 x 17 HL	GVM1 109 x 62 HH	JPT1 68 x 32 HA	MTM1 54 x 21 AL	TVU1 65 x 44 HA	VJW1 74 x 43 HA	VJW2 3 x 60 LH	VJW3 38 x 26 LL	VJW4 44 x 35 LA	VJW5 57 x 39 AA	VUY1 2 x 50 LA		

Region WEST-01 MTD | LCE 35.20% | LCR 45.61% | LA

CBE1 46 x 46 LA	CBE1 25 x 47 LA	CBE2 79 x 41 HA	CBE3 50 x 39 LA	CBE4 7 x 51 LH	CBE5 43 x 81 LH	CBE6 16 x 100 LH	KMR1 31 x 47 LA	SNR1 60 x 44 HA	SUL1 22 x 31 LA
PLI1 9 x 48 LA	DPM2 4 x 78 LH	KGM1 2 x 50 LA	PDM1 13 x 32 LA	PLI1 15 x 46 LA	UMP1 8 x 63 LH				
TPR1 26 x 41 LA	TPR1 50 x 29 LL	TPR2 4 x 48 LA	TPR3 33 x 68 LH						
TPR4 43 x 58 LH	ANR1 6 x 89 LH	AVI1 23 x 97 LH	GBM1 80 x 47 HA	PPI1 73 x 43 HA	SYM2 11 x 29 LL	TPR4 62 x 78 HH			
UAM1 26 x 24 LL	CNR1 12 x 40 LA	GDR1 10 x 8 LL	KGI1 8 x 36 LA	KMD1 25 x 33 LA	MPM1 51 x 21 AL	UAM1 6 x 31 LA			

Region WEST-02 MTD | LCE 31.46% | LCR 29.40% | LL

ERD1 51 x 28 AL	CMI1 54 x 28 AL	ERD1 71 x 27 HL	ERD2 45 x 18 LL	KMM1 41 x 27 LL	NKL2 28 x 51 LH	PDR1 36 x 17 LL	RSP1 52 x 26 AL	SGG1 61 x 29 HL	TCG1 57 x 30 AL	VKL1 64 x 39 HA
HSR1 9 x 33 LA	HSR1 16 x 32 LA	HSR2 18 x 32 LA	KAM1 11 x 10 LL	KRI1 3 x 60 LH	KVP1 1 x 67 LH	PLC1 5 x 38 LA	PMP1 3 x 11 LL	SGI1 7 x 67 LH		
MTR1 26 x 39 LA	BMD1 37 x 42 LA	DPR1 11 x 64 LH	DPR2 65 x 31 HA	HRR1 37 x 89 LH	MCR1 8 x 33 LA	MTR1 13 x 11 LL	OML1 32 x 25 LL	TRM1 18 x 26 LL		
SLM1 32 x 27 LL	APN1 37 x 26 LL	ATU1 59 x 19 AL	EDP1 4 x 100 LH	EPI1 3 x 45 LA	SLM1 55 x 29 AL	SLM2 23 x 29 LL	SLM3 8 x 50 LA	VPD1 18 x 15 LL		