



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 : 22-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	15,200	3,468	1,079	22.82%	31.11%	LA
CHENNAI-02	12,881	3,491	1,298	27.10%	37.18%	LA
KL-NORTH	2,311	253	103	10.95%	40.71%	LA
KL-SOUTH	2,166	431	224	19.90%	51.97%	LH
NORTH ARCOT	10,275	2,396	656	23.32%	27.38%	LL
SOUTH ARCOT	8,894	986	317	11.09%	32.15%	LA
SOUTH-01	20,676	5,044	1,520	24.40%	30.13%	LA
SOUTH-03	16,271	1,679	564	10.32%	33.59%	LA
TIRUPATI-01	7,791	2,267	930	29.10%	41.02%	LA
TRICHY-01	14,653	2,741	1,140	18.71%	41.59%	LA
VIJAYAWADA-01	7,669	3,106	1,385	40.50%	44.59%	LA
WEST-01	10,672	3,591	1,634	33.65%	45.50%	LA
WEST-02	13,431	3,994	1,217	29.74%	30.47%	LA
Total	142,889	33,447	12,067	23.41%	36.08%	LA

Region **CHENNAI-01 MTD | LCE 22.82% | LCR 31.11% | LA**

CH03 20 x 42 LA	CGL1 3 x 64 LH	CH45 3 x 62 LH	GUD1 8 x 57 LH	GUD2 19 x 48 LA	MC10 0 x NaN LL	MRM1 35 x 21 LL	SKL1 38 x 30 LL	TKM1 57 x 64 AH		
CH05 30 x 28 LL	AVD1 20 x 54 LH	CH05 11 x 39 LA	CH14 40 x 24 LL	CH26 3 x 100 LH	CH30 48 x 20 LL	CH35 44 x 33 LA	CH37 42 x 21 LL			
CH06 22 x 32 LA	CH08 53 x 29 AL	CH11 ∞ x 100 HH	CH16 22 x 23 LL	CH19 16 x 43 LA	CH25 4 x 81 LH	CH29 6 x 75 LH	CH39 6 x 61 LH	CH40 14 x 26 LL	CH42 11 x 32 LA	CH49 29 x 30 LA
CH08 19 x 26 LL	CH07 14 x 30 LA	CH22 27 x 16 LL	CH28 22 x 31 LA	CH38 18 x 7 LL	CH47 27 x 27 LL	CH48 4 x 42 LA	KNR1 10 x 54 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 27.10% | LCR 37.18% | LA**

CH01 20 x 43 LA	CH03 3 x 59 LH	CH06 5 x 85 LH	CH12 57 x 43 AA	CH23 5 x 33 LA	CH24 39 x 37 LA	MC06 1 x 100 LH		
CH04 24 x 32 LA	CH21 56 x 37 AA	CH31 8 x 60 LH	CH34 41 x 23 LL	CH51 19 x 31 LA	GPD1 11 x 21 LL	MJR1 4 x 32 LA	PON1 9 x 27 LL	UKI1 0 x 100 LH
CH07 36 x 35 LA	CH01 34 x 100 LH	CH15 60 x 29 AL	CH17 6 x 72 LH	CH18 45 x 38 LA	CH27 5 x 100 LH	CH32 11 x 80 LH	CH36 3 x 100 LH	CH43 31 x 33 LA
CH09 28 x 41 LA	CH09 ∞ x 100 HH	CH20 31 x 46 LA	CH33 8 x 53 LH	CH41 44 x 21 LL	CH44 38 x 42 LA	CH46 48 x 46 LA	CH50 19 x 53 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 10.95% | LCR 40.71% | LA**

TVP1 11 x 41 LA	KZD1 11 x 41 LA
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Region **KL-SOUTH MTD | LCE 19.90% | LCR 51.97% | LH**

TVP1 20 x 52 LH	KLR1 31 x 91 LH	PAS1 29 x 46 LA	PNL1 5 x 38 LA	TVP1 17 x 35 LA
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Region **NORTH ARCOT MTD | LCE 23.32% | LCR 27.38% | LL**

NA01 42 x 26 LL	AKM1 52 x 28 AL	ANI1 36 x 26 LL	ARC2 6 x 48 LA	CYR1 9 x 57 LH	KPM1 28 x 26 LL	KPM2 68 x 23 HL	WJD1 41 x 27 LL	WJP1 32 x 24 LL
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Follow-Up Lead Capturing Effectiveness as on 4/22/2026 10:00:35 AM

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NA02 21 x 27 LL	ABR1 1 x 100 LH	CGM1 1 x 100 LH	GDM1 1 x 100 LH	PLR1 3 x 38 LA	TRR1 2 x 100 LH	VEL1 59 x 26 AL	VEL2 51 x 22 AL	VNB1 1 x 100 LH	
NA03 5 x 46 LA	BGR1 30 x 36 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 38 LA

Region SOUTH ARCOT MTD | LCE 11.09% | LCR 32.15% | LA

SA01 20 x 29 LL	CUD1 55 x 24 AL	KLM1 8 x 26 LL	MKM1 2 x 25 LL	POY1 3 x 95 LH	POY2 6 x 52 LH				
SA02 7 x 41 LA	CDM1 12 x 28 LL	KKI2 28 x 42 LA	KML1 0 x 100 LH	NVL2 2 x 56 LH	PRT1 4 x 29 LL	STP1 0 x 100 LH	ULP1 0 x NaN LL	VCM1 7 x 83 LH	VCM2 2 x 100 LH
SA03 6 x 31 LA	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 1 x 0 LL	TRK1 21 x 25 LL	TVM1 4 x 100 LH	TVM2 1 x 100 LH	VPM1 8 x 33 LA	VPM2 0 x 50 LA	

Region SOUTH-01 MTD | LCE 24.40% | LCR 30.13% | LA

KVT1 26 x 29 LL	KVT1 19 x 29 LL	KYR1 12 x 13 LL	PKD1 51 x 25 AL	RND1 22 x 25 LL	SKD1 41 x 43 LA	SNL1 35 x 37 LA	STU2 1 x 75 LH	VKM1 36 x 27 LL
NGR1 27 x 28 LL	COL1 29 x 23 LL	KGL1 32 x 25 LL	KSM1 8 x 40 LA	MAR1 6 x 59 LH	MMT1 15 x 39 LA	NGR1 48 x 24 LL	TKY1 2 x 100 LH	
TKS1 17 x 39 LA	PDI1 17 x 22 LL	RPM1 12 x 52 LH	SDI1 6 x 40 LA	SGT1 22 x 48 LA	TKS1 29 x 33 LA	TKS2 12 x 44 LA		
TUT1 35 x 27 LL	ERL1 ∞ x 100 HH	ERL2 28 x 20 LL	TCN1 41 x 30 LL	TUT1 33 x 29 LL	TUT2 34 x 12 LL	TYI1 25 x 31 LA	UDN1 66 x 41 HA	
TVL1 15 x 39 LA	ARM1 37 x 32 LA	ASM1 14 x 44 LA	TVL1 7 x 66 LH	VLY1 28 x 24 LL				
VNR1 23 x 28 LL	APK1 13 x 35 LA	APK2 45 x 33 LA	SVK1 9 x 19 LL	VNR1 51 x 41 AA	VNR2 18 x 12 LL			

Region SOUTH-03 MTD | LCE 10.32% | LCR 33.59% | LA

KKD2 10 x 33 LA	ATG1 2 x 67 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 27 x 24 LL	MNM1 6 x 43 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 38 x 40 LA	SGP1 1 x 33 LA	TDI1 1 x 100 LH	TPT1 3 x 29 LL
KRR1 4 x 80 LH	KRR1 8 x 86 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 3 x 30 LL						
MDU1 5 x 55 LH	DGL1 2 x 93 LH	DGL2 9 x 80 LH	MDU1 5 x 59 LH	MDU2 3 x 86 LH	MDU3 1 x 100 LH	MDU4 9 x 42 LA	MDU5 2 x 71 LH	MDU6 15 x 33 LA			
SVG1 15 x 20 LL	BTU1 3 x 0 LL	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 4 x 78 LH	MLR1 8 x 23 LL	NKI1 6 x 17 LL	SVG1 15 x 21 LL	TMM1 37 x 19 LL	USL1 31 x 14 LL		
TEN1 21 x 28 LL	ADP1 18 x 36 LA	BNR1 31 x 13 LL	CBM1 12 x 14 LL	CMR1 24 x 64 LH	PKM1 40 x 27 LL	TEN1 14 x 24 LL	TEN2 20 x 24 LL				

Region TIRUPATI-01 MTD | LCE 29.10% | LCR 41.02% | LA

ATP1 25 x 48 LA	ADI1 9 x 36 LA	ATP1 43 x 26 LL	DHN1 34 x 84 LH	GTL1 4 x 100 LH	KNL1 6 x 50 LA	KNL2 31 x 26 LL	NDL1 14 x 43 LA	TPI1 47 x 98 LH	
KDA1 22 x 45 LA	BVL1 2 x 50 LA	KAR1 22 x 47 LA	KDA1 7 x 100 LH	KOU1 15 x 51 LH	MPL1 29 x 51 LH	PDT1 26 x 87 LH	PIL1 1 x 100 LH	RCY1 23 x 18 LL	RJP1 57 x 25 AL
NLR1 33 x 37 LA	KDR1 24 x 82 LH	KHT1 21 x 24 LL	KVL1 60 x 25 AL	NLR1 48 x 39 LA	NYP1 30 x 38 LA	SPE1 10 x 29 LL	VKI1 41 x 32 LA		
TPY1 39 x 35 LA	CTO1 46 x 45 LA	PGR1 19 x 53 LH	PMR1 16 x 67 LH	PUT1 31 x 15 LL	TPY1 74 x 24 HL	TPY2 32 x 35 LA			

Region TRICHY-01 MTD | LCE 18.71% | LCR 41.59% | LA



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KUM1 17 x 31 LA	KIK1 1 x 100 LH	KUM1 50 x 24 AL	KUM2 1 x 100 LH	NCK1 21 x 89 LH	NGT1 29 x 18 LL	TTP1 6 x 48 LA	TVR1 3 x 89 LH	TVR2 0 x 100 LH
PBR1 29 x 44 LA	AYR1 14 x 70 LH	JKM1 2 x 78 LH	MSI1 8 x 24 LL	MVM1 68 x 51 HH	PBR1 29 x 39 LA	PBR2 26 x 24 LL	TYR1 24 x 45 LA	
TNJ1 20 x 45 LA	APM1 28 x 19 LL	MDI1 26 x 80 LH	NMM1 46 x 40 LA	ORU1 5 x 76 LH	PTK1 33 x 24 LL	TNJ1 3 x 81 LH	TNJ2 18 x 44 LA	
TRY1 9 x 47 LA	KRN1 9 x 16 LL	PDK1 56 x 30 AL	TRY1 2 x 98 LH	TRY2 3 x 100 LH	TRY3 4 x 89 LH	TRY4 7 x 75 LH		

Region VIJAYAWADA-01 MTD | LCE 40.50% | LCR 44.59% | LA

BVR1 35 x 49 LA	AMP1 36 x 34 LA	BVR1 61 x 27 HL	DPE1 7 x 50 LA	ELU1 9 x 78 LH	JGG1 3 x 33 LA	KND1 48 x 74 LH	NPR1 20 x 92 LH	PAP1 38 x 18 LL	PPM1 108 x 79 HH	RMV1 60 x 40 HA	TDD1 17 x 29 LL	TNI1 34 x 76 LH	TNK1 3 x 20 LL
GNT1 38 x 45 LA	BPP1 38 x 37 LA	CKT1 103 x 74 HH	CRL1 40 x 21 LL	GNT1 6 x 82 LH	GNT2 19 x 52 LH	NRT1 13 x 46 LA	OGL1 36 x 66 LH	PNR1 28 x 12 LL	PRL1 39 x 39 LA	RAL1 75 x 21 HL	TEL1 58 x 47 AA	VKN1 1 x 100 LH	
VJW1 50 x 41 LA	GDV1 62 x 20 HL	GVM1 103 x 62 HH	JPT1 65 x 34 HA	MTM1 52 x 25 AL	NZV1 0 x NaN LL	TVU1 60 x 45 HA	VJW1 70 x 43 HA	VJW2 5 x 80 LH	VJW3 35 x 27 LL	VJW4 41 x 35 LA	VJW5 57 x 43 AA	VUY1 2 x 50 LA	

Region WEST-01 MTD | LCE 33.65% | LCR 45.50% | LA

CBE1 44 x 45 LA	CBE1 25 x 50 LA	CBE2 73 x 39 HA	CBE3 48 x 41 LA	CBE4 10 x 66 LH	CBE5 43 x 82 LH	CBE6 15 x 100 LH	KMR1 29 x 47 LA	SNR1 58 x 43 AA	SUL1 21 x 31 LA
PLI1 8 x 48 LA	DPM2 4 x 80 LH	KGM1 2 x 50 LA	PDM1 12 x 32 LA	PLI1 14 x 46 LA	UMP1 7 x 63 LH				
TPR1 24 x 42 LA	TPR1 47 x 30 LL	TPR2 4 x 48 LA	TPR3 32 x 69 LH						
TPR4 42 x 59 LH	ANR1 6 x 90 LH	AVI1 22 x 98 LH	GBM1 75 x 48 HA	PPI1 74 x 47 HA	SYM2 11 x 31 LA	TPR4 58 x 78 AH			
UAM1 24 x 24 LL	CNR1 12 x 44 LA	GDR1 11 x 13 LL	KGI1 9 x 42 LA	KMD1 22 x 33 LA	MPM1 47 x 20 LL	UAM1 6 x 31 LA			

Region WEST-02 MTD | LCE 29.74% | LCR 30.47% | LA

ERD1 47 x 29 LL	CMI1 54 x 33 AA	ERD1 66 x 28 HL	ERD2 42 x 19 LL	KMM1 35 x 29 LL	NKL2 26 x 52 LH	PDR1 35 x 17 LL	RSP1 49 x 27 LL	SGG1 56 x 30 AA	TCG1 53 x 29 AL	VKL1 61 x 42 HA
HSR1 9 x 34 LA	HSR1 15 x 34 LA	HSR2 17 x 31 LA	KAM1 11 x 10 LL	KRI1 3 x 65 LH	KVP1 1 x 67 LH	PLC1 4 x 38 LA	PMP1 3 x 11 LL	SGI1 6 x 60 LH		
MTR1 25 x 41 LA	BMD1 34 x 40 LA	DPR1 11 x 65 LH	DPR2 64 x 33 HA	HRR1 38 x 90 LH	MCR1 8 x 38 LA	MTR1 13 x 14 LL	OML1 30 x 27 LL	TRM1 16 x 26 LL		
SLM1 30 x 28 LL	APN1 35 x 28 LL	ATU1 57 x 21 AL	EDP1 3 x 100 LH	EPI1 3 x 45 LA	SLM1 51 x 28 AL	SLM2 22 x 31 LA	SLM3 8 x 54 LH	VPD1 16 x 15 LL		