



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 : 24-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	15,862	3,514	1,111	22.15%	31.62%	LA
CHENNAI-02	13,528	3,543	1,340	26.19%	37.82%	LA
KL-NORTH	2,560	282	120	11.02%	42.55%	LA
KL-SOUTH	2,344	441	234	18.82%	53.06%	LH
NORTH ARCOT	10,921	2,451	690	22.44%	28.15%	LL
SOUTH ARCOT	9,496	1,050	368	11.06%	35.05%	LA
SOUTH-01	22,022	5,150	1,591	23.39%	30.89%	LA
SOUTH-03	17,401	1,715	592	9.86%	34.52%	LA
TIRUPATI-01	8,368	2,349	997	28.07%	42.44%	LA
TRICHY-01	15,697	2,826	1,213	18.00%	42.92%	LA
VIJAYAWADA-01	8,266	3,252	1,518	39.34%	46.68%	LA
WEST-01	11,231	3,733	1,690	33.24%	45.27%	LA
WEST-02	14,335	4,095	1,251	28.57%	30.55%	LA
Total	152,029	34,401	12,715	22.63%	36.96%	LA

Region **CHENNAI-01 MTD | LCE 22.15% | LCR 31.62% | LA**

CH03 19 x 43 LA	CGL1 3 x 69 LH	CH45 3 x 65 LH	GUD1 7 x 57 LH	GUD2 19 x 48 LA	MC10 0 x NaN LL	MRM1 34 x 19 LL	SKL1 38 x 32 LA	TKM1 56 x 64 AH		
CH05 29 x 28 LL	AVD1 19 x 54 LH	CH05 10 x 39 LA	CH14 39 x 25 LL	CH26 2 x 100 LH	CH30 47 x 21 LL	CH35 42 x 33 LA	CH37 41 x 23 LL			
CH06 22 x 32 LA	CH08 51 x 30 AL	CH11 ∞ x 100 HH	CH16 21 x 23 LL	CH19 16 x 44 LA	CH25 4 x 81 LH	CH29 6 x 75 LH	CH39 6 x 61 LH	CH40 13 x 26 LL	CH42 11 x 32 LA	CH49 28 x 31 LA
CH08 18 x 27 LL	CH07 14 x 31 LA	CH22 27 x 18 LL	CH28 22 x 31 LA	CH38 18 x 7 LL	CH47 26 x 27 LL	CH48 4 x 42 LA	KNR1 10 x 54 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 26.19% | LCR 37.82% | LA**

CH01 20 x 44 LA	CH03 3 x 60 LH	CH06 5 x 86 LH	CH12 56 x 44 AA	CH23 5 x 33 LA	CH24 37 x 38 LA	MC06 3 x 100 LH		
CH04 23 x 32 LA	CH21 53 x 37 AA	CH31 8 x 62 LH	CH34 40 x 24 LL	CH51 19 x 33 LA	GPD1 10 x 21 LL	MJR1 4 x 32 LA	PON1 8 x 27 LL	UKI1 0 x 100 LH
CH07 35 x 36 LA	CH01 34 x 100 LH	CH15 59 x 29 AL	CH17 6 x 72 LH	CH18 43 x 38 LA	CH27 6 x 100 LH	CH32 11 x 80 LH	CH36 4 x 100 LH	CH43 31 x 34 LA
CH09 27 x 41 LA	CH09 ∞ x 100 HH	CH20 30 x 46 LA	CH33 7 x 53 LH	CH41 42 x 20 LL	CH44 37 x 42 LA	CH46 47 x 46 LA	CH50 18 x 53 LH	MC05 2 x 100 LH

Region **KL-NORTH MTD | LCE 11.02% | LCR 42.55% | LA**

TVP1 11 x 43 LA	KZD1 11 x 43 LA
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Region **KL-SOUTH MTD | LCE 18.82% | LCR 53.06% | LH**

TVP1 19 x 53 LH	KLR1 31 x 92 LH	PAS1 28 x 47 LA	PNL1 5 x 38 LA	TVP1 15 x 35 LA
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Region **NORTH ARCOT MTD | LCE 22.44% | LCR 28.15% | LL**

NA01 41 x 26 LL	AKM1 50 x 30 AA	ANI1 34 x 26 LL	ARC2 6 x 48 LA	CYR1 8 x 57 LH	KPM1 28 x 28 LL	KPM2 66 x 23 HL	WJD1 39 x 27 LL	WJP1 31 x 26 LL
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NA02 20 x 28 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 57 x 27 AL	VEL2 50 x 24 LL	VNB1 1 x 100 LH	
NA03 5 x 46 LA	BGR1 30 x 37 LA	CPT1 8 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 5 x 38 LA

Region SOUTH ARCOT MTD | LCE 11.06% | LCR 35.05% | LA

SA01 20 x 32 LA	CUD1 57 x 28 AL	KLM1 7 x 26 LL	MKM1 2 x 25 LL	POY1 3 x 95 LH	POY2 6 x 54 LH				
SA02 7 x 43 LA	CDM1 11 x 29 LL	KKI2 29 x 46 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 6 x 75 LH	VCM2 2 x 100 LH
SA03 6 x 33 LA	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 1 x 0 LL	TRK1 20 x 26 LL	TVM1 4 x 100 LH	TVM2 1 x 100 LH	VPM1 8 x 43 LA	VPM2 0 x 50 LA	

Region SOUTH-01 MTD | LCE 23.39% | LCR 30.89% | LA

KVT1 25 x 30 LL	KVT1 18 x 29 LL	KYR1 11 x 15 LL	PKD1 47 x 23 LL	RND1 22 x 27 LL	SKD1 39 x 44 LA	SNL1 34 x 39 LA	STU2 1 x 75 LH	VKM1 34 x 29 LL
NGR1 26 x 27 LL	COL1 28 x 24 LL	KGL1 30 x 24 LL	KSM1 8 x 40 LA	MAR1 6 x 59 LH	MMT1 14 x 40 LA	NGR1 45 x 24 LL	TKY1 2 x 100 LH	
TKS1 16 x 40 LA	PDI1 17 x 26 LL	RPM1 11 x 52 LH	SDI1 6 x 43 LA	SGT1 22 x 49 LA	TKS1 27 x 33 LA	TKS2 12 x 48 LA		
TUT1 34 x 28 LL	ERL1 ∞ x 100 HH	ERL2 27 x 21 LL	TCN1 40 x 31 LA	TUT1 31 x 31 LA	TUT2 32 x 12 LL	TYI1 24 x 31 LA	UDN1 63 x 41 HA	
TVL1 14 x 40 LA	ARM1 36 x 33 LA	ASM1 13 x 45 LA	TVL1 6 x 67 LH	VLY1 27 x 25 LL				
VNR1 22 x 29 LL	APK1 12 x 35 LA	APK2 43 x 32 LA	SVK1 9 x 19 LL	VNR1 52 x 44 AA	VNR2 17 x 11 LL			

Region SOUTH-03 MTD | LCE 9.86% | LCR 34.52% | LA

KKD2 10 x 34 LA	ATG1 2 x 67 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 26 x 25 LL	MNM1 6 x 43 LA	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 36 x 40 LA	SGP1 1 x 33 LA	TDI1 1 x 100 LH	TPT1 3 x 33 LA
KRR1 4 x 81 LH	KRR1 8 x 86 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 4 x 36 LA						
MDU1 5 x 56 LH	DGL1 2 x 94 LH	DGL2 9 x 81 LH	MDU1 5 x 60 LH	MDU2 3 x 86 LH	MDU3 1 x 100 LH	MDU4 8 x 42 LA	MDU5 2 x 71 LH	MDU6 15 x 35 LA			
SVG1 14 x 21 LL	BTU1 4 x 22 LL	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 3 x 78 LH	MLR1 7 x 23 LL	NKI1 6 x 17 LL	SVG1 14 x 19 LL	TMM1 35 x 20 LL	USL1 29 x 15 LL		
TEN1 20 x 28 LL	ADP1 18 x 38 LA	BNR1 28 x 13 LL	CBM1 12 x 16 LL	CMR1 23 x 66 LH	PKM1 37 x 27 LL	TEN1 13 x 24 LL	TEN2 19 x 23 LL				

Region TIRUPATI-01 MTD | LCE 28.07% | LCR 42.44% | LA

ATP1 25 x 51 LH	ADI1 9 x 39 LA	ATP1 41 x 27 LL	DHN1 36 x 86 LH	GTL1 4 x 100 LH	KNL1 5 x 50 LA	KNL2 29 x 26 LL	NDL1 14 x 44 LA	TPI1 47 x 98 LH	
KDA1 21 x 47 LA	BVL1 2 x 50 LA	KAR1 20 x 48 LA	KDA1 7 x 95 LH	KOU1 15 x 39 LA	MPL1 29 x 54 LH	PDT1 28 x 89 LH	PIL1 0 x 100 LH	RCY1 22 x 20 LL	RJP1 54 x 26 AL
NLR1 31 x 38 LA	KDR1 21 x 82 LH	KHT1 20 x 26 LL	KVL1 57 x 27 AL	NLR1 47 x 40 LA	NYP1 29 x 41 LA	SPE1 9 x 29 LL	VKI1 37 x 32 LA		
TPY1 37 x 36 LA	CTO1 45 x 47 LA	PGR1 18 x 51 LH	PMR1 16 x 68 LH	PUT1 28 x 14 LL	TPY1 71 x 23 HL	TPY2 32 x 38 LA			

Region TRICHY-01 MTD | LCE 18.00% | LCR 42.92% | LA



Follow-Up Lead Capturing Effectiveness as on 4/24/2026 10:00:32 AM

Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day

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KUM1 16 x 33 LA	KIK1 1 x 100 LH	KUM1 49 x 25 LL	KUM2 2 x 80 LH	NCK1 21 x 86 LH	NGT1 28 x 20 LL	TTP1 5 x 48 LA	TVR1 3 x 89 LH	TVR2 0 x 100 LH
PBR1 27 x 45 LA	AYR1 14 x 71 LH	JKM1 2 x 80 LH	MSI1 7 x 27 LL	MVM1 66 x 52 HH	PBR1 28 x 42 LA	PBR2 25 x 25 LL	TYR1 23 x 45 LA	
TNJ1 20 x 46 LA	APM1 27 x 20 LL	MDI1 26 x 80 LH	NMM1 44 x 42 LA	ORU1 6 x 80 LH	PTK1 32 x 25 LL	TNJ1 3 x 81 LH	TNJ2 17 x 47 LA	
TRY1 8 x 48 LA	KRN1 9 x 18 LL	PDK1 54 x 31 AA	TRY1 2 x 98 LH	TRY2 3 x 100 LH	TRY3 4 x 89 LH	TRY4 7 x 76 LH		

Region VIJAYAWADA-01 MTD | LCE 39.34% | LCR 46.68% | LA

BVR1 34 x 52 LH	AMP1 34 x 34 LA	BVR1 57 x 29 AL	DPE1 7 x 54 LH	ELU1 10 x 83 LH	JGG1 2 x 33 LA	KND1 45 x 75 LH	NPR1 18 x 92 LH	PAP1 38 x 25 LL	PPM1 111 x 81 HH	RMV1 56 x 41 AA	TDD1 16 x 29 LL	TNI1 37 x 79 LH	TNK1 3 x 27 LL
GNT1 37 x 47 LA	BPP1 36 x 37 LA	CKT1 104 x 76 HH	CRL1 38 x 21 LL	GNT1 6 x 83 LH	GNT2 20 x 58 LH	NRT1 12 x 48 LA	OGL1 35 x 68 LH	PNR1 26 x 9 LL	PRL1 39 x 41 LA	RAL1 72 x 26 HL	TEL1 58 x 49 AA	VKN1 1 x 100 LH	
VJW1 48 x 42 LA	GDV1 59 x 19 AL	GVM1 101 x 63 HH	JPT1 66 x 36 HA	MTM1 50 x 28 AL	NZV1 0 x NaN LL	TVU1 58 x 50 AA	VJW1 67 x 43 HA	VJW2 5 x 73 LH	VJW3 34 x 28 LL	VJW4 40 x 37 LA	VJW5 53 x 42 AA	VUY1 1 x 50 LA	

Region WEST-01 MTD | LCE 33.24% | LCR 45.27% | LA

CBE1 44 x 45 LA	CBE1 25 x 49 LA	CBE2 74 x 39 HA	CBE3 47 x 40 LA	CBE4 10 x 62 LH	CBE5 43 x 83 LH	CBE6 14 x 100 LH	KMR1 27 x 47 LA	SNR1 57 x 44 AA	SUL1 21 x 31 LA
PLI1 8 x 48 LA	DPM2 4 x 80 LH	KGM1 2 x 50 LA	PDM1 11 x 32 LA	PLI1 13 x 47 LA	UMP1 7 x 60 LH				
TPR1 24 x 42 LA	TPR1 46 x 31 LA	TPR2 4 x 48 LA	TPR3 34 x 66 LH						
TPR4 41 x 59 LH	ANR1 6 x 90 LH	AVI1 21 x 98 LH	GBM1 75 x 47 HA	PPI1 72 x 46 HA	SYM2 11 x 35 LA	TPR4 59 x 79 AH			
UAM1 24 x 24 LL	CNR1 12 x 44 LA	GDR1 12 x 28 LL	KGI1 8 x 42 LA	KMD1 22 x 34 LA	MPM1 46 x 19 LL	UAM1 6 x 31 LA			

Region WEST-02 MTD | LCE 28.57% | LCR 30.55% | LA

ERD1 46 x 29 LL	CMI1 50 x 30 AL	ERD1 64 x 27 HL	ERD2 40 x 19 LL	KMM1 32 x 29 LL	NKL2 24 x 52 LH	PDR1 34 x 18 LL	RSP1 47 x 28 LL	SGG1 54 x 30 AA	TCG1 53 x 29 AL	VKL1 60 x 44 HA
HSR1 8 x 35 LA	HSR1 15 x 34 LA	HSR2 17 x 30 LA	KAM1 10 x 10 LL	KRI1 3 x 61 LH	KVP1 1 x 67 LH	PLC1 5 x 50 LA	PMP1 4 x 33 LA	SGI1 6 x 60 LH		
MTR1 24 x 40 LA	BMD1 32 x 37 LA	DPR1 10 x 67 LH	DPR2 61 x 32 HA	HRR1 34 x 88 LH	MCR1 10 x 51 LH	MTR1 12 x 12 LL	OML1 28 x 26 LL	TRM1 16 x 25 LL		
SLM1 29 x 28 LL	APN1 34 x 28 LL	ATU1 54 x 21 AL	EDP1 3 x 100 LH	EPI1 3 x 45 LA	SLM1 49 x 28 LL	SLM2 22 x 32 LA	SLM3 8 x 53 LH	VPD1 15 x 16 LL		