



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 : 25-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	16,309	3,548	1,138	21.75%	32.07%	LA
CHENNAI-02	13,975	3,584	1,362	25.65%	38.00%	LA
KL-NORTH	2,672	291	127	10.89%	43.64%	LA
KL-SOUTH	2,413	446	237	18.48%	53.14%	LH
NORTH ARCOT	11,474	2,511	732	21.88%	29.15%	LL
SOUTH ARCOT	10,072	1,100	378	10.92%	34.36%	LA
SOUTH-01	23,248	5,250	1,675	22.58%	31.90%	LA
SOUTH-03	18,475	1,745	615	9.45%	35.24%	LA
TIRUPATI-01	8,663	2,383	1,026	27.51%	43.05%	LA
TRICHY-01	16,643	2,893	1,272	17.38%	43.97%	LA
VIJAYAWADA-01	8,561	3,319	1,559	38.77%	46.97%	LA
WEST-01	11,747	3,814	1,757	32.47%	46.07%	LA
WEST-02	15,078	4,188	1,332	27.77%	31.81%	LA
Total	159,331	35,072	13,210	22.01%	37.67%	LA

Region **CHENNAI-01 MTD | LCE 21.75% | LCR 32.07% | LA**

CH03 19 x 44 LA	CGL1 3 x 71 LH	CH45 3 x 65 LH	GUD1 7 x 57 LH	GUD2 19 x 48 LA	MC10 0 x NaN LL	MRM1 33 x 21 LL	SKL1 39 x 34 LA	TKM1 55 x 64 AH		
CH05 29 x 29 LL	AVD1 19 x 55 LH	CH05 10 x 39 LA	CH14 38 x 25 LL	CH26 2 x 100 LH	CH30 46 x 20 LL	CH35 41 x 34 LA	CH37 40 x 23 LL			
CH06 21 x 33 LA	CH08 51 x 31 AA	CH11 ∞ x 100 HH	CH16 21 x 24 LL	CH19 15 x 44 LA	CH25 4 x 81 LH	CH29 5 x 75 LH	CH39 5 x 61 LH	CH40 13 x 26 LL	CH42 11 x 33 LA	CH49 28 x 32 LA
CH08 18 x 26 LL	CH07 13 x 31 LA	CH22 26 x 18 LL	CH28 21 x 31 LA	CH38 17 x 7 LL	CH47 26 x 26 LL	CH48 4 x 42 LA	KNR1 9 x 54 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 25.65% | LCR 38.00% | LA**

CH01 19 x 44 LA	CH03 3 x 60 LH	CH06 5 x 86 LH	CH12 54 x 44 AA	CH23 5 x 33 LA	CH24 36 x 38 LA	MC06 3 x 100 LH		
CH04 23 x 33 LA	CH21 53 x 38 AA	CH31 8 x 65 LH	CH34 39 x 23 LL	CH51 18 x 35 LA	GPD1 10 x 21 LL	MJR1 4 x 32 LA	PON1 8 x 27 LL	UKI1 0 x 100 LH
CH07 34 x 36 LA	CH01 34 x 100 LH	CH15 58 x 29 AL	CH17 6 x 72 LH	CH18 43 x 39 LA	CH27 6 x 100 LH	CH32 10 x 80 LH	CH36 3 x 100 LH	CH43 30 x 35 LA
CH09 27 x 41 LA	CH09 ∞ x 100 HH	CH20 29 x 46 LA	CH33 7 x 54 LH	CH41 42 x 20 LL	CH44 37 x 43 LA	CH46 46 x 46 LA	CH50 17 x 54 LH	MC05 2 x 100 LH

Region **KL-NORTH MTD | LCE 10.89% | LCR 43.64% | LA**

TVP1 11 x 44 LA	KZD1 11 x 44 LA
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Region **KL-SOUTH MTD | LCE 18.48% | LCR 53.14% | LH**

TVP1 18 x 53 LH	KLR1 30 x 92 LH	PAS1 28 x 47 LA	PNL1 4 x 38 LA	TVP1 15 x 36 LA
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Region **NORTH ARCOT MTD | LCE 21.88% | LCR 29.15% | LL**

NA01 40 x 27 LL	AKM1 48 x 30 LL	ANI1 33 x 28 LL	ARC2 6 x 54 LH	CYR1 8 x 57 LH	KPM1 27 x 28 LL	KPM2 68 x 25 HL	WJD1 39 x 27 LL	WJP1 29 x 26 LL
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Follow-Up Lead Capturing Effectiveness as on 4/25/2026 10:00:48 AM

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NA02 19 x 29 LL	ABR1 1 x 100 LH	CGM1 1 x 100 LH	GDM1 2 x 100 LH	PLR1 2 x 38 LA	TRR1 1 x 100 LH	VEL1 55 x 28 AL	VEL2 49 x 25 LL	VNB1 1 x 100 LH	
NA03 5 x 47 LA	BGR1 28 x 38 LA	CPT1 7 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 10.92% | LCR 34.36% | LA

SA01 20 x 30 LL	CUD1 55 x 26 AL	KLM1 8 x 31 LA	MKM1 2 x 25 LL	POY1 3 x 95 LH	POY2 6 x 54 LH				
SA02 7 x 45 LA	CDM1 10 x 30 LL	KKI2 27 x 47 LA	KML1 0 x 100 LH	NVL2 2 x 56 LH	PRT1 4 x 29 LL	STP1 0 x 100 LH	ULP1 0 x 100 LH	VCM1 7 x 77 LH	VCM2 2 x 100 LH
SA03 6 x 37 LA	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 1 x 0 LL	TRK1 20 x 31 LA	TVM1 3 x 100 LH	TVM2 1 x 100 LH	VPM1 8 x 43 LA	VPM2 0 x 50 LA	

Region SOUTH-01 MTD | LCE 22.58% | LCR 31.90% | LA

KVT1 24 x 32 LA	KVT1 17 x 30 LL	KYR1 11 x 15 LL	PKD1 45 x 25 LL	RND1 21 x 28 LL	SKD1 37 x 45 LA	SNL1 32 x 40 LA	STU2 2 x 83 LH	VKM1 33 x 32 LA
NGR1 25 x 28 LL	COL1 28 x 27 LL	KGL1 30 x 27 LL	KSM1 8 x 44 LA	MAR1 6 x 59 LH	MMT1 14 x 40 LA	NGR1 44 x 24 LL	TKY1 2 x 100 LH	
TKS1 15 x 41 LA	PDI1 16 x 27 LL	RPM1 10 x 53 LH	SDI1 5 x 45 LA	SGT1 21 x 51 LH	TKS1 27 x 34 LA	TKS2 12 x 49 LA		
TUT1 33 x 29 LL	ERL1 ∞ x 100 HH	ERL2 26 x 22 LL	TCN1 38 x 31 LA	TUT1 31 x 31 LA	TUT2 31 x 13 LL	TYI1 23 x 33 LA	UDN1 62 x 44 HA	
TVL1 14 x 41 LA	ARM1 35 x 34 LA	ASM1 13 x 46 LA	TVL1 6 x 67 LH	VLY1 26 x 25 LL				
VNR1 21 x 30 LA	APK1 12 x 38 LA	APK2 42 x 35 LA	SVK1 8 x 19 LL	VNR1 50 x 44 AA	VNR2 16 x 12 LL			

Region SOUTH-03 MTD | LCE 9.45% | LCR 35.24% | LA

KKD2 10 x 36 LA	ATG1 2 x 73 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 24 x 26 LL	MNM1 5 x 43 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 35 x 43 LA	SGP1 2 x 50 LA	TDI1 1 x 100 LH	TPT1 3 x 33 LA
KRR1 3 x 82 LH	KRR1 8 x 87 LH	MPA1 2 x 100 LH	NTM1 0 x NaN LL	ODM1 2 x 100 LH	PNI1 3 x 36 LA						
MDU1 5 x 56 LH	DGL1 1 x 94 LH	DGL2 8 x 81 LH	MDU1 5 x 60 LH	MDU2 3 x 86 LH	MDU3 1 x 100 LH	MDU4 7 x 42 LA	MDU5 2 x 71 LH	MDU6 14 x 35 LA			
SVG1 13 x 23 LL	BTU1 4 x 30 LL	KPT1 1 x 20 LL	KYK1 1 x 100 LH	MDU7 3 x 79 LH	MLR1 7 x 26 LL	NKI1 6 x 17 LL	SVG1 13 x 19 LL	TMM1 33 x 21 LL	USL1 29 x 17 LL		
TEN1 19 x 28 LL	ADP1 18 x 38 LA	BNR1 26 x 13 LL	CBM1 11 x 17 LL	CMR1 21 x 66 LH	PKM1 36 x 28 LL	TEN1 12 x 24 LL	TEN2 18 x 22 LL				

Region TIRUPATI-01 MTD | LCE 27.51% | LCR 43.05% | LA

ATP1 24 x 52 LH	ADI1 9 x 42 LA	ATP1 40 x 28 LL	DHN1 36 x 87 LH	GTL1 4 x 100 LH	KNL1 5 x 50 LA	KNL2 29 x 26 LL	NDL1 13 x 44 LA	TPI1 48 x 98 LH	
KDA1 21 x 47 LA	BVL1 2 x 50 LA	KAR1 19 x 48 LA	KDA1 6 x 95 LH	KOU1 14 x 39 LA	MPL1 29 x 53 LH	PDT1 28 x 89 LH	PIL1 0 x 100 LH	RCY1 22 x 22 LL	RJP1 53 x 27 AL
NLR1 30 x 38 LA	KDR1 21 x 82 LH	KHT1 19 x 26 LL	KVL1 55 x 28 AL	NLR1 44 x 39 LA	NYP1 29 x 42 LA	SPE1 9 x 29 LL	VKI1 36 x 32 LA		
TPY1 37 x 37 LA	CTO1 44 x 48 LA	PGR1 18 x 51 LH	PMR1 15 x 68 LH	PUT1 28 x 18 LL	TPY1 69 x 23 HL	TPY2 31 x 39 LA			

Region TRICHY-01 MTD | LCE 17.38% | LCR 43.97% | LA



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KUM1 16 x 33 LA	KIK1 1 x 100 LH	KUM1 47 x 25 LL	KUM2 2 x 80 LH	NCK1 22 x 87 LH	NGT1 27 x 21 LL	TTP1 5 x 50 LA	TVR1 3 x 89 LH	TVR2 0 x 100 LH
PBR1 27 x 46 LA	AYR1 13 x 71 LH	JKM1 2 x 80 LH	MSI1 7 x 31 LA	MVM1 63 x 53 HH	PBR1 28 x 45 LA	PBR2 24 x 26 LL	TYR1 22 x 47 LA	
TNJ1 19 x 48 LA	APM1 26 x 22 LL	MDI1 24 x 80 LH	NMM1 43 x 44 LA	ORU1 5 x 80 LH	PTK1 31 x 28 LL	TNJ1 3 x 81 LH	TNJ2 17 x 47 LA	
TRY1 8 x 49 LA	KRN1 8 x 18 LL	PDK1 51 x 33 AA	TRY1 2 x 98 LH	TRY2 3 x 100 LH	TRY3 4 x 90 LH	TRY4 7 x 76 LH		

Region VIJAYAWADA-01 MTD | LCE 38.77% | LCR 46.97% | LA

BVR1 33 x 53 LH	AMP1 32 x 34 LA	BVR1 56 x 29 AL	DPE1 6 x 54 LH	ELU1 10 x 84 LH	JGG1 2 x 33 LA	KND1 44 x 75 LH	NPR1 18 x 92 LH	PAP1 41 x 31 LA	PPM1 111 x 81 HH	RMV1 55 x 40 AA	TDD1 16 x 29 LL	TNI1 36 x 80 LH	TNK1 3 x 18 LL
GNT1 37 x 48 LA	BPP1 36 x 39 LA	CKT1 103 x 75 HH	CRL1 38 x 24 LL	GNT1 6 x 84 LH	GNT2 19 x 58 LH	NRT1 12 x 48 LA	OGL1 35 x 69 LH	PNR1 27 x 12 LL	PRL1 38 x 41 LA	RAL1 72 x 26 HL	TEL1 57 x 49 AA	VKN1 1 x 100 LH	
VJW1 47 x 42 LA	GDV1 58 x 19 AL	GVM1 96 x 58 HH	JPT1 65 x 37 HA	MTM1 49 x 29 LL	NZV1 0 x NaN LL	TVU1 58 x 50 AH	VJW1 66 x 44 HA	VJW2 5 x 73 LH	VJW3 33 x 28 LL	VJW4 40 x 37 LA	VJW5 52 x 42 AA	VUY1 1 x 50 LA	

Region WEST-01 MTD | LCE 32.47% | LCR 46.07% | LA

CBE1 43 x 46 LA	CBE1 24 x 49 LA	CBE2 73 x 40 HA	CBE3 46 x 41 LA	CBE4 10 x 62 LH	CBE5 42 x 82 LH	CBE6 13 x 100 LH	KMR1 26 x 48 LA	SNR1 56 x 45 AA	SUL1 20 x 31 LA
PLI1 7 x 49 LA	DPM2 3 x 80 LH	KGM1 2 x 50 LA	PDM1 11 x 34 LA	PLI1 13 x 47 LA	UMP1 6 x 60 LH				
TPR1 24 x 42 LA	TPR1 45 x 32 LA	TPR2 3 x 48 LA	TPR3 33 x 65 LH						
TPR4 40 x 59 LH	ANR1 6 x 90 LH	AVI1 22 x 98 LH	GBM1 73 x 47 HA	PPI1 70 x 46 HA	SYM2 10 x 35 LA	TPR4 56 x 78 AH			
UAM1 23 x 25 LL	CNR1 11 x 44 LA	GDR1 13 x 30 LL	KGI1 8 x 33 LA	KMD1 21 x 37 LA	MPM1 44 x 20 LL	UAM1 6 x 31 LA			

Region WEST-02 MTD | LCE 27.77% | LCR 31.81% | LA

ERD1 44 x 30 LA	CMI1 50 x 32 LA	ERD1 63 x 28 HL	ERD2 39 x 22 LL	KMM1 31 x 29 LL	NKL2 23 x 52 LH	PDR1 33 x 20 LL	RSP1 46 x 29 LL	SGG1 52 x 30 AA	TCG1 52 x 32 AA	VKL1 56 x 46 AA
HSR1 8 x 35 LA	HSR1 15 x 34 LA	HSR2 16 x 32 LA	KAM1 9 x 10 LL	KRI1 3 x 61 LH	KVP1 1 x 67 LH	PLC1 5 x 44 LA	PMP1 4 x 43 LA	SGI1 6 x 60 LH		
MTR1 23 x 41 LA	BMD1 30 x 38 LA	DPR1 10 x 67 LH	DPR2 60 x 34 HA	HRR1 32 x 88 LH	MCR1 10 x 41 LA	MTR1 12 x 18 LL	OML1 27 x 27 LL	TRM1 16 x 28 LL		
SLM1 28 x 29 LL	APN1 34 x 29 LL	ATU1 52 x 22 AL	EDP1 3 x 100 LH	EPI1 3 x 45 LA	SLM1 47 x 29 LL	SLM2 22 x 34 LA	SLM3 9 x 56 LH	VPD1 14 x 16 LL		