



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 : 28-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	18,416	3,709	1,256	20.14%	33.86%	LA
CHENNAI-02	15,772	3,768	1,495	23.89%	39.68%	LA
KL-NORTH	3,028	308	135	10.17%	43.83%	LA
KL-SOUTH	2,677	469	255	17.52%	54.37%	LH
NORTH ARCOT	12,996	2,688	823	20.68%	30.62%	LA
SOUTH ARCOT	11,574	1,245	457	10.76%	36.71%	LA
SOUTH-01	26,482	5,474	1,827	20.67%	33.38%	LA
SOUTH-03	21,094	1,834	691	8.69%	37.68%	LA
TIRUPATI-01	9,698	2,533	1,152	26.12%	45.48%	LA
TRICHY-01	18,866	3,101	1,450	16.44%	46.76%	LA
VIJAYAWADA-01	9,654	3,523	1,724	36.49%	48.94%	LA
WEST-01	13,308	4,032	1,917	30.30%	47.54%	LA
WEST-02	17,073	4,411	1,427	25.84%	32.35%	LA
Total	180,639	37,095	14,609	20.54%	39.38%	LA

Region **CHENNAI-01 MTD | LCE 20.14% | LCR 33.86% | LA**

CH03 18 x 44 LA	CGL1 3 x 73 LH	CH45 3 x 67 LH	GUD1 7 x 59 LH	GUD2 17 x 48 LA	MC10 0 x NaN LL	MRM1 31 x 25 LL	SKL1 29 x 24 LL	TKM1 55 x 67 AH		
CH05 27 x 31 LA	AVD1 18 x 55 LH	CH05 9 x 41 LA	CH14 36 x 28 LL	CH26 2 x 100 LH	CH30 43 x 23 LL	CH35 38 x 37 LA	CH37 37 x 24 LL			
CH06 20 x 35 LA	CH08 48 x 33 LA	CH11 ∞ x 100 HH	CH16 19 x 27 LL	CH19 14 x 46 LA	CH25 4 x 82 LH	CH29 5 x 75 LH	CH39 5 x 63 LH	CH40 11 x 26 LL	CH42 10 x 34 LA	CH49 26 x 34 LA
CH08 16 x 28 LL	CH07 12 x 34 LA	CH22 20 x 17 LL	CH28 19 x 32 LA	CH38 13 x 8 LL	CH47 26 x 28 LL	CH48 4 x 41 LA	KNR1 10 x 61 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 23.89% | LCR 39.68% | LA**

CH01 18 x 46 LA	CH03 3 x 59 LH	CH06 4 x 88 LH	CH12 50 x 46 LA	CH23 4 x 33 LA	CH24 34 x 40 LA	MC06 2 x 100 LH		
CH04 21 x 34 LA	CH21 49 x 39 LA	CH31 7 x 65 LH	CH34 37 x 25 LL	CH51 17 x 37 LA	GPD1 9 x 21 LL	MJR1 3 x 32 LA	PON1 7 x 30 LL	UKI1 0 x 100 LH
CH07 32 x 37 LA	CH01 34 x 100 LH	CH15 54 x 31 AA	CH17 5 x 74 LH	CH18 40 x 38 LA	CH27 6 x 100 LH	CH32 9 x 80 LH	CH36 3 x 100 LH	CH43 31 x 40 LA
CH09 25 x 43 LA	CH09 ∞ x 100 HH	CH20 26 x 46 LA	CH33 7 x 57 LH	CH41 39 x 24 LL	CH44 34 x 45 LA	CH46 42 x 47 LA	CH50 16 x 56 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 10.17% | LCR 43.83% | LA**

TVP1 10 x 44 LA	KZD1 10 x 44 LA
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Region **KL-SOUTH MTD | LCE 17.52% | LCR 54.37% | LH**

TVP1 18 x 54 LH	KLR1 27 x 92 LH	PAS1 28 x 48 LA	PNL1 5 x 47 LA	TVP1 14 x 37 LA
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Region **NORTH ARCOT MTD | LCE 20.68% | LCR 30.62% | LA**

NA01 38 x 29 LL	AKM1 43 x 31 LA	ANI1 30 x 31 LA	ARC2 6 x 48 LA	CYR1 7 x 57 LH	KPM1 24 x 29 LL	KPM2 66 x 26 HL	WJD1 37 x 31 LA	WJP1 28 x 30 LL
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Follow-Up Lead Capturing Effectiveness as on 4/28/2026 10:00:41 AM

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NA02 18 x 31 LA	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 50 x 28 AL	VEL2 45 x 28 LL	VNB1 1 x 100 LH	
NA03 4 x 50 LA	BGR1 26 x 41 LA	CPT1 7 x 30 LA	PTU1 1 x 100 LH	SBR1 1 x 100 LH	SLG1 2 x 89 LH	TRL1 1 x 100 LH	TRT1 1 x 75 LH	UGI1 1 x 100 LH	VSI1 5 x 41 LA

Region SOUTH ARCOT MTD | LCE 10.76% | LCR 36.71% | LA

SA01 21 x 34 LA	CUD1 57 x 30 AA	KLM1 7 x 32 LA	MKM1 2 x 50 LA	POY1 2 x 96 LH	POY2 6 x 56 LH				
SA02 6 x 46 LA	CDM1 9 x 31 LA	KKI2 25 x 48 LA	KML1 0 x 100 LH	NVL2 2 x 56 LH	PRT1 3 x 29 LL	STP1 1 x 100 LH	ULP1 0 x 100 LH	VCM1 6 x 79 LH	VCM2 1 x 100 LH
SA03 5 x 36 LA	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 1 x 25 LL	TRK1 18 x 29 LL	TVM1 3 x 100 LH	TVM2 1 x 100 LH	VPM1 7 x 43 LA	VPM2 0 x 67 LH	

Region SOUTH-01 MTD | LCE 20.67% | LCR 33.38% | LA

KVT1 22 x 33 LA	KVT1 15 x 30 LL	KYR1 10 x 16 LL	PKD1 41 x 27 LL	RND1 19 x 29 LL	SKD1 35 x 46 LA	SNL1 29 x 40 LA	STU2 2 x 89 LH	VKM1 30 x 33 LA
NGR1 23 x 30 LL	COL1 25 x 28 LL	KGL1 27 x 27 LL	KSM1 8 x 50 LA	MAR1 5 x 60 LH	MMT1 13 x 44 LA	NGR1 40 x 26 LL	TKY1 2 x 100 LH	
TKS1 14 x 42 LA	PDI1 14 x 27 LL	RPM1 10 x 54 LH	SDI1 5 x 50 LA	SGT1 20 x 51 LH	TKS1 23 x 34 LA	TKS2 10 x 49 LA		
TUT1 31 x 32 LA	ERL1 ∞ x 100 HH	ERL2 24 x 24 LL	TCN1 37 x 34 LA	TUT1 28 x 34 LA	TUT2 29 x 15 LL	TYI1 23 x 40 LA	UDN1 59 x 46 AA	
TVL1 12 x 42 LA	ARM1 30 x 35 LA	ASM1 12 x 48 LA	TVL1 6 x 69 LH	VLY1 23 x 26 LL				
VNR1 19 x 30 LA	APK1 10 x 34 LA	APK2 38 x 37 LA	SVK1 8 x 21 LL	VNR1 47 x 43 LA	VNR2 15 x 12 LL			

Region SOUTH-03 MTD | LCE 8.69% | LCR 37.68% | LA

KKD2 9 x 38 LA	ATG1 2 x 73 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 22 x 28 LL	MNM1 5 x 43 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 32 x 45 LA	SGP1 1 x 50 LA	TDI1 0 x 100 LH	TPT1 3 x 40 LA
KRR1 3 x 83 LH	KRR1 7 x 87 LH	MPA1 2 x 100 LH	NTM1 0 x 100 LH	ODM1 2 x 100 LH	PNI1 3 x 46 LA						
MDU1 5 x 60 LH	DGL1 2 x 95 LH	DGL2 10 x 87 LH	MDU1 5 x 65 LH	MDU2 3 x 87 LH	MDU3 1 x 100 LH	MDU4 7 x 45 LA	MDU5 2 x 75 LH	MDU6 13 x 36 LA			
SVG1 12 x 24 LL	BTU1 5 x 33 LA	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 3 x 76 LH	MLR1 7 x 27 LL	NKI1 5 x 17 LL	SVG1 12 x 24 LL	TMM1 30 x 22 LL	USL1 26 x 20 LL		
TEN1 17 x 29 LL	ADP1 16 x 38 LA	BNR1 24 x 14 LL	CBM1 10 x 19 LL	CMR1 19 x 66 LH	PKM1 31 x 27 LL	TEN1 12 x 27 LL	TEN2 16 x 22 LL				

Region TIRUPATI-01 MTD | LCE 26.12% | LCR 45.48% | LA

ATP1 23 x 53 LH	ADI1 8 x 38 LA	ATP1 37 x 31 LA	DHN1 36 x 87 LH	GTL1 3 x 100 LH	KNL1 5 x 53 LH	KNL2 26 x 27 LL	NDL1 12 x 44 LA	TPI1 44 x 97 LH	
KDA1 21 x 52 LH	BVL1 1 x 50 LA	KAR1 18 x 49 LA	KDA1 6 x 96 LH	KOU1 13 x 38 LA	MPL1 28 x 57 LH	PDT1 37 x 93 LH	PIL1 0 x 100 LH	RCY1 20 x 23 LL	RJP1 50 x 28 AL
NLR1 28 x 41 LA	KDR1 23 x 85 LH	KHT1 18 x 26 LL	KVL1 53 x 32 AA	NLR1 37 x 42 LA	NYP1 26 x 42 LA	SPE1 9 x 35 LA	VKI1 31 x 32 LA		
TPY1 35 x 38 LA	CTO1 41 x 49 LA	PGR1 16 x 53 LH	PMR1 15 x 71 LH	PUT1 27 x 19 LL	TPY1 66 x 23 HL	TPY2 31 x 40 LA			

Region TRICHY-01 MTD | LCE 16.44% | LCR 46.76% | LA



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KUM1 15 x 34 LA	KIK1 1 x 100 LH	KUM1 44 x 26 LL	KUM2 2 x 75 LH	NCK1 20 x 88 LH	NGT1 25 x 22 LL	TTP1 5 x 52 LH	TVR1 3 x 90 LH	TVR2 0 x 100 LH
PBR1 24 x 48 LA	AYR1 12 x 73 LH	JKM1 2 x 80 LH	MSI1 7 x 31 LA	MVM1 59 x 55 AH	PBR1 26 x 48 LA	PBR2 22 x 28 LL	TYR1 21 x 49 LA	
TNJ1 19 x 53 LH	APM1 25 x 24 LL	MDI1 27 x 84 LH	NMM1 45 x 50 LH	ORU1 5 x 80 LH	PTK1 28 x 32 LA	TNJ1 3 x 82 LH	TNJ2 16 x 51 LH	
TRY1 8 x 51 LH	KRN1 7 x 18 LL	PDK1 49 x 34 LA	TRY1 2 x 98 LH	TRY2 3 x 100 LH	TRY3 5 x 92 LH	TRY4 6 x 78 LH		

Region VIJAYAWADA-01 MTD | LCE 36.49% | LCR 48.94% | LA

BVR1 31 x 55 LH	AMP1 31 x 35 LA	BVR1 52 x 31 AA	DPE1 6 x 54 LH	ELU1 10 x 85 LH	JGG1 3 x 50 LA	KND1 39 x 75 LH	NPR1 18 x 93 LH	PAP1 37 x 35 LA	PPM1 107 x 83 HH	RMV1 51 x 41 AA	TDD1 14 x 29 LL	TNI1 37 x 82 LH	TNK1 3 x 25 LL
GNT1 36 x 51 LH	BPP1 34 x 40 LA	CKT1 107 x 78 HH	CRL1 36 x 25 LL	GNT1 5 x 87 LH	GNT2 18 x 58 LH	NRT1 11 x 52 LH	OGL1 41 x 76 LH	PNR1 28 x 8 LL	PRL1 36 x 44 LA	RAL1 67 x 29 HL	TEL1 55 x 50 AA	VKN1 1 x 100 LH	
VJW1 43 x 42 LA	GDV1 53 x 19 AL	GVM1 72 x 53 HH	JPT1 63 x 38 HA	MTM1 47 x 32 LA	NZV1 1 x 100 LH	TVU1 52 x 50 AA	VJW1 63 x 46 HA	VJW2 4 x 73 LH	VJW3 29 x 29 LL	VJW4 36 x 37 LA	VJW5 49 x 43 LA	VUY1 1 x 50 LA	

Region WEST-01 MTD | LCE 30.30% | LCR 47.54% | LA

CBE1 40 x 47 LA	CBE1 22 x 51 LH	CBE2 69 x 41 HA	CBE3 45 x 44 LA	CBE4 9 x 67 LH	CBE5 40 x 83 LH	CBE6 13 x 100 LH	KMR1 24 x 50 LH	SNR1 51 x 48 AA	SUL1 19 x 36 LA
PLI1 7 x 53 LH	DPM2 4 x 85 LH	KGM1 2 x 57 LH	PDM1 9 x 34 LA	PLI1 12 x 52 LH	UMP1 6 x 62 LH				
TPR1 22 x 44 LA	TPR1 42 x 33 LA	TPR2 3 x 52 LH	TPR3 30 x 64 LH						
TPR4 39 x 60 LH	ANR1 9 x 94 LH	AVI1 22 x 98 LH	GBM1 72 x 49 HA	PPI1 66 x 48 HA	SYM2 9 x 35 LA	TPR4 48 x 78 LH			
UAM1 21 x 27 LL	CNR1 10 x 44 LA	GDR1 11 x 23 LL	KGI1 7 x 33 LA	KMD1 19 x 39 LA	MPM1 41 x 22 LL	UAM1 5 x 36 LA			

Region WEST-02 MTD | LCE 25.84% | LCR 32.35% | LA

ERD1 42 x 31 LA	CMI1 48 x 31 LA	ERD1 58 x 27 AL	ERD2 37 x 22 LL	KMM1 29 x 32 LA	NKL2 22 x 54 LH	PDR1 30 x 21 LL	RSP1 42 x 30 LL	SGG1 62 x 47 HA	TCG1 48 x 32 LA	VKL1 52 x 46 AA
HSR1 8 x 36 LA	HSR1 13 x 36 LA	HSR2 15 x 30 LA	KAM1 8 x 10 LL	KRI1 3 x 63 LH	KVP1 2 x 50 LA	PLC1 5 x 50 LA	PMP1 4 x 47 LA	SGI1 5 x 60 LH		
MTR1 21 x 39 LA	BMD1 28 x 39 LA	DPR1 9 x 67 LH	DPR2 55 x 31 AA	HRR1 28 x 88 LH	MCR1 10 x 44 LA	MTR1 10 x 9 LL	OML1 24 x 28 LL	TRM1 14 x 27 LL		
SLM1 26 x 29 LL	APN1 32 x 31 LA	ATU1 48 x 20 LL	EDP1 5 x 100 LH	EPI1 3 x 50 LA	SLM1 43 x 31 LA	SLM2 20 x 33 LA	SLM3 8 x 47 LA	VPD1 13 x 16 LL		