



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 : 29-Apr-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	18,921	3,766	1,302	19.90%	34.57%	LA
CHENNAI-02	16,221	3,836	1,550	23.65%	40.41%	LA
KL-NORTH	3,154	337	163	10.69%	48.37%	LA
KL-SOUTH	2,752	477	262	17.33%	54.93%	LH
NORTH ARCOT	13,397	2,748	826	20.51%	30.06%	LA
SOUTH ARCOT	12,014	1,266	457	10.54%	36.10%	LA
SOUTH-01	27,320	5,614	1,947	20.55%	34.68%	LA
SOUTH-03	21,771	1,874	727	8.61%	38.79%	LA
TIRUPATI-01	9,972	2,587	1,200	25.94%	46.39%	LA
TRICHY-01	19,437	3,179	1,516	16.36%	47.69%	LA
VIJAYAWADA-01	9,925	3,631	1,823	36.58%	50.21%	LH
WEST-01	13,652	4,097	1,963	30.01%	47.91%	LA
WEST-02	17,526	4,489	1,502	25.61%	33.46%	LA
Total	186,062	37,901	15,238	20.37%	40.20%	LA

Region **CHENNAI-01 MTD | LCE 19.90% | LCR 34.57% | LA**

CH03 18 x 44 LA	CGL1 3 x 73 LH	CH45 3 x 67 LH	GUD1 7 x 60 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 26 x 32 LA	AVD1 19 x 57 LH	CH05 9 x 42 LA	CH14 35 x 27 LL	CH26 2 x 100 LH	CH30 43 x 24 LL	CH35 37 x 36 LA	CH37 37 x 25 LL			
CH06 20 x 36 LA	CH08 48 x 34 LA	CH11 ∞ x 100 HH	CH16 19 x 27 LL	CH19 14 x 46 LA	CH25 3 x 82 LH	CH29 4 x 75 LH	CH39 5 x 63 LH	CH40 11 x 26 LL	CH42 10 x 34 LA	CH49 26 x 35 LA
CH08 16 x 30 LL	CH07 12 x 35 LA	CH22 19 x 17 LL	CH28 18 x 32 LA	CH38 13 x 8 LL	CH47 26 x 30 LL	CH48 4 x 45 LA	KNR1 11 x 64 LH	MC09 0 x NaN LL		

Region **CHENNAI-02 MTD | LCE 23.65% | LCR 40.41% | LA**

CH01 18 x 47 LA	CH03 3 x 59 LH	CH06 4 x 88 LH	CH12 50 x 47 LA	CH23 4 x 33 LA	CH24 33 x 40 LA	MC06 2 x 100 LH		
CH04 21 x 35 LA	CH21 48 x 39 LA	CH31 7 x 65 LH	CH34 37 x 24 LL	CH51 17 x 37 LA	GPD1 9 x 25 LL	MJR1 3 x 35 LA	PON1 7 x 32 LA	UKI1 0 x 100 LH
CH07 32 x 38 LA	CH01 34 x 100 LH	CH15 53 x 32 AA	CH17 5 x 74 LH	CH18 40 x 40 LA	CH27 5 x 100 LH	CH32 9 x 80 LH	CH36 3 x 100 LH	CH43 30 x 40 LA
CH09 24 x 44 LA	CH09 ∞ x 100 HH	CH20 26 x 47 LA	CH33 7 x 58 LH	CH41 38 x 25 LL	CH44 34 x 46 LA	CH46 41 x 48 LA	CH50 16 x 56 LH	MC05 3 x 100 LH

Region **KL-NORTH MTD | LCE 10.69% | LCR 48.37% | LA**

TVP1 11 x 48 LA	KZD1 11 x 48 LA
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Region **KL-SOUTH MTD | LCE 17.33% | LCR 54.93% | LH**

TVP1 17 x 55 LH	KLR1 27 x 92 LH	KTY1 NaN x NaN LL	NDM1 NaN x NaN LL	PAS1 28 x 49 LA	PNL1 5 x 50 LA	TVP1 14 x 38 LA
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Region **NORTH ARCOT MTD | LCE 20.51% | LCR 30.06% | LA**

NA01 37 x 27 LL	AKM1 43 x 31 LA	ANI1 30 x 32 LA	ARC2 6 x 48 LA	CYR1 7 x 57 LH	KPM1 24 x 30 LA	KPM2 63 x 21 HL	WJD1 37 x 30 LA	WJP1 27 x 30 LA
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NA02 18 x 32 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 51 x 31 AA	VEL2 45 x 29 LL	VNB1 1 x 100 LH	
NA03 4 x 51 LH	BGR1 27 x 44 LA	CPT1 6 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 36 LA

Region SOUTH ARCOT MTD | LCE 10.54% | LCR 36.10% | LA

SA01 21 x 33 LA	CUD1 53 x 29 AL	KLM1 6 x 32 LA	MKM1 2 x 50 LA	POY1 2 x 96 LH	POY2 6 x 58 LH				
SA02 6 x 47 LA	CDM1 9 x 31 LA	KKI2 24 x 49 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 80 LH	VCM2 1 x 100 LH
SA03 5 x 34 LA	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 1 x 25 LL	TRK1 17 x 28 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 20.55% | LCR 34.68% | LA

KVT1 21 x 34 LA	KVT1 15 x 32 LA	KYR1 9 x 14 LL	PKD1 40 x 28 LL	RND1 19 x 31 LA	SKD1 35 x 47 LA	SNL1 28 x 41 LA	STU2 3 x 91 LH	VKM1 30 x 35 LA
NGR1 23 x 31 LA	COL1 25 x 29 LL	KGL1 28 x 30 LL	KSM1 8 x 50 LA	MAR1 6 x 63 LH	MMT1 14 x 47 LA	NGR1 39 x 27 LL	TKY1 2 x 100 LH	
TKS1 13 x 43 LA	PDI1 15 x 31 LA	RPM1 9 x 55 LH	SDI1 5 x 50 LA	SGT1 19 x 51 LH	TKS1 23 x 35 LA	TKS2 10 x 49 LA		
TUT1 31 x 33 LA	ERL1 ∞ x 100 HH	ERL2 24 x 24 LL	TCN1 36 x 35 LA	TUT1 28 x 35 LA	TUT2 28 x 16 LL	TYI1 23 x 42 LA	UDN1 60 x 48 HA	
TVL1 12 x 43 LA	ARM1 30 x 36 LA	ASM1 11 x 48 LA	TVL1 6 x 70 LH	VLY1 23 x 28 LL				
VNR1 19 x 32 LA	APK1 10 x 35 LA	APK2 38 x 39 LA	SVK1 8 x 21 LL	VNR1 47 x 44 LA	VNR2 15 x 13 LL			

Region SOUTH-03 MTD | LCE 8.61% | LCR 38.79% | LA

KKD2 9 x 38 LA	ATG1 2 x 77 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 22 x 28 LL	MNM1 4 x 43 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 32 x 46 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 4 x 50 LA						
MDU1 5 x 61 LH	DGL1 2 x 95 LH	DGL2 10 x 87 LH	MDU1 5 x 65 LH	MDU2 2 x 87 LH	MDU3 1 x 100 LH	MDU4 7 x 46 LA	MDU5 2 x 75 LH	MDU6 13 x 39 LA			
SVG1 12 x 26 LL	BTU1 5 x 38 LA	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 3 x 76 LH	MLR1 7 x 30 LL	NKI1 5 x 17 LL	SVG1 12 x 24 LL	TMM1 31 x 24 LL	USL1 25 x 21 LL		
TEN1 17 x 30 LA	ADP1 16 x 38 LA	BNR1 24 x 18 LL	CBM1 10 x 19 LL	CMR1 18 x 66 LH	PKM1 30 x 29 LL	TEN1 12 x 31 LA	TEN2 16 x 23 LL				

Region TIRUPATI-01 MTD | LCE 25.94% | LCR 46.39% | LA

ATP1 23 x 54 LH	ADI1 8 x 38 LA	ATP1 37 x 33 LA	DHN1 36 x 87 LH	GTL1 3 x 100 LH	KNL1 5 x 53 LH	KNL2 26 x 29 LL	NDL1 12 x 47 LA	TPI1 44 x 97 LH	
KDA1 20 x 52 LH	BVL1 1 x 50 LA	KAR1 17 x 49 LA	KDA1 6 x 96 LH	KOU1 12 x 38 LA	MPL1 27 x 56 LH	PDT1 36 x 93 LH	PIL1 0 x 100 LH	RCY1 19 x 23 LL	RJP1 50 x 29 AL
NLR1 28 x 41 LA	KDR1 23 x 85 LH	KHT1 18 x 30 LL	KVL1 54 x 34 AA	NLR1 36 x 42 LA	NYP1 25 x 42 LA	SPE1 9 x 35 LA	VKI1 31 x 33 LA		
TPY1 35 x 39 LA	CTO1 41 x 50 LH	PGR1 16 x 53 LH	PMR1 16 x 73 LH	PUT1 26 x 19 LL	TPY1 66 x 24 HL	TPY2 31 x 41 LA			

Region TRICHY-01 MTD | LCE 16.36% | LCR 47.69% | LA



Follow-Up Lead Capturing Effectiveness as on 4/29/2026 10:00:58 AM

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)

KUM1 15 x 35 LA	KIK1 1 x 100 LH	KUM1 43 x 26 LL	KUM2 2 x 78 LH	NCK1 20 x 88 LH	NGT1 24 x 22 LL	TTP1 5 x 54 LH	TVR1 3 x 90 LH	TVR2 0 x 100 LH
PBR1 24 x 49 LA	AYR1 12 x 73 LH	JKM1 2 x 80 LH	MSI1 6 x 31 LA	MVM1 59 x 56 AH	PBR1 26 x 50 LA	PBR2 22 x 29 LL	TYR1 21 x 50 LA	
TNJ1 19 x 54 LH	APM1 25 x 29 LL	MDI1 27 x 84 LH	NMM1 44 x 51 LH	ORU1 5 x 83 LH	PTK1 28 x 32 LA	TNJ1 3 x 84 LH	TNJ2 16 x 51 LH	
TRY1 8 x 52 LH	KRN1 7 x 18 LL	PDK1 48 x 35 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 36.58% | LCR 50.21% | LH

BVR1 31 x 56 LH	AMP1 31 x 37 LA	BVR1 51 x 32 AA	DPE1 7 x 62 LH	ELU1 10 x 85 LH	JGG1 3 x 50 LA	KND1 38 x 74 LH	NPR1 17 x 93 LH	PAP1 37 x 37 LA	PPM1 108 x 83 HH	RMV1 51 x 43 AA	TDD1 14 x 31 LA	TNI1 36 x 82 LH	TNK1 3 x 31 LA
GNT1 36 x 53 LH	BPP1 34 x 41 LA	CKT1 107 x 79 HH	CRL1 35 x 25 LL	GNT1 5 x 83 LH	GNT2 21 x 65 LH	NRT1 12 x 53 LH	OGL1 41 x 77 LH	PNR1 29 x 10 LL	PRL1 35 x 42 LA	RAL1 66 x 30 HL	TEL1 55 x 52 AH	VKN1 1 x 100 LH	
VJW1 43 x 43 LA	GDV1 52 x 20 AL	GVM1 72 x 53 HH	JPT1 64 x 39 HA	MTM1 47 x 34 LA	NZV1 3 x 100 LH	TVU1 51 x 50 AA	VJW1 64 x 48 HA	VJW2 5 x 75 LH	VJW3 30 x 32 LA	VJW4 35 x 38 LA	VJW5 48 x 43 LA	VUY1 5 x 88 LH	

Region WEST-01 MTD | LCE 30.01% | LCR 47.91% | LA

CBE1 40 x 47 LA	CBE1 22 x 52 LH	CBE2 69 x 41 HA	CBE3 46 x 46 LA	CBE4 9 x 67 LH	CBE5 40 x 83 LH	CBE6 12 x 100 LH	KMR1 24 x 52 LH	SNR1 51 x 48 AA	SUL1 19 x 38 LA
PLI1 7 x 53 LH	DPM2 4 x 86 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 40 x 33 LA	TPR2 3 x 52 LH	TPR3 30 x 65 LH						
TPR4 38 x 61 LH	ANR1 9 x 94 LH	AVI1 22 x 98 LH	GBM1 72 x 50 HH	PPI1 64 x 48 HA	SYM2 9 x 35 LA	TPR4 46 x 79 LH			
UAM1 20 x 27 LL	CNR1 10 x 47 LA	GDR1 11 x 23 LL	KGI1 7 x 33 LA	KMD1 18 x 40 LA	MPM1 40 x 21 LL	UAM1 5 x 36 LA			

Region WEST-02 MTD | LCE 25.61% | LCR 33.46% | LA

ERD1 41 x 33 LA	CMI1 49 x 32 LA	ERD1 57 x 29 AL	ERD2 36 x 22 LL	KMM1 29 x 34 LA	NKL2 22 x 56 LH	PDR1 29 x 21 LL	RSP1 42 x 31 LA	SGG1 64 x 49 HA	TCG1 47 x 32 LA	VKL1 51 x 48 AA
HSR1 7 x 37 LA	HSR1 13 x 37 LA	HSR2 14 x 31 LA	KAM1 8 x 10 LL	KRI1 3 x 63 LH	KVP1 2 x 50 LA	PLC1 5 x 50 LA	PMP1 4 x 50 LA	SGI1 5 x 60 LH		
MTR1 21 x 40 LA	BMD1 28 x 40 LA	DPR1 8 x 67 LH	DPR2 54 x 32 AA	HRR1 27 x 88 LH	MCR1 10 x 45 LA	MTR1 10 x 11 LL	OML1 24 x 29 LL	TRM1 14 x 28 LL		
SLM1 26 x 31 LA	APN1 31 x 32 LA	ATU1 48 x 22 LL	EDP1 5 x 100 LH	EPI1 2 x 50 LA	SLM1 43 x 32 LA	SLM2 20 x 33 LA	SLM3 8 x 48 LA	VPD1 13 x 19 LL		