Follow-Up Lead Capturing Effectiveness as on 4/30/2026 10:00:28 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)

	Follow-Up Lead Converion Rate (LCR)		
Follow-Up Lead Capture Efficency (LCE)	**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 : 30-Apr-2026					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	19,379	3,929	1,405	20.27%	35.76%	LA
CHENNAI-02	16,664	4,015	1,660	24.09%	41.34%	LA
KL-NORTH	3,276	368	153	11.23%	41.58%	LA
KL-SOUTH	2,812	499	274	17.75%	54.91%	LH
NORTH ARCOT	13,847	2,890	894	20.87%	30.93%	LA
SOUTH ARCOT	12,424	1,342	462	10.80%	34.43%	LA
SOUTH-01	28,102	6,028	2,117	21.45%	35.12%	LA
SOUTH-03	22,383	1,984	773	8.86%	38.96%	LA
TIRUPATI-01	10,215	2,705	1,257	26.48%	46.47%	LA
TRICHY-01	20,028	3,392	1,613	16.94%	47.55%	LA
VIJAYAWADA-01	10,163	3,840	1,933	37.78%	50.34%	LH
WEST-01	13,927	4,207	2,022	30.21%	48.06%	LA
WEST-02	17,966	4,709	1,595	26.21%	33.87%	LA
Total	191,187	39,908	16,158	20.87%	40.49%	LA

Region CHENNAI-01 MTD | LCE 20.27% | LCR 35.76% | LA

CH03 18 x 45 LA	CGL1 3 x 73 LH	CH45 3 x 68 LH	GUD1 7 x 59 LH	GUD2 16 x 48 LA	MC10 0 x NaN LL	MRM1 30 x 25 LL	SKL1 30 x 28 LL	TKM1 55 x 66 AH
CH05 27 x 33 LA	AVD1 19 x 56 LH	CH05 9 x 42 LA	CH14 36 x 30 LL	CH26 3 x 100 LH	CH30 45 x 26 LL	CH35 39 x 40 LA	CH37 37 x 26 LL	
CH06 20 x 37 LA	CH08 49 x 34 LA	CH11 ∞ x 100 HH	CH16 19 x 28 LL	CH19 14 x 47 LA	CH25 3 x 82 LH	CH29 4 x 75 LH	CH39 5 x 57 LH	CH40 10 x 26 LL	CH42 10 x 34 LA	CH49 26 x 36 LA
CH08 17 x 31 LA	CH07 13 x 36 LA	CH22 19 x 18 LL	CH28 19 x 33 LA	CH38 13 x 9 LL	CH47 27 x 31 LA	CH48 4 x 45 LA	KNR1 11 x 66 LH	MC09 0 x NaN LL

Region CHENNAI-02 MTD | LCE 24.09% | LCR 41.34% | LA

CH01 18 x 47 LA	CH03 3 x 59 LH	CH06 5 x 88 LH	CH12 50 x 46 AA	CH23 5 x 39 LA	CH24 35 x 43 LA	MC06 2 x 100 LH		
CH04 22 x 36 LA	CH21 49 x 39 LA	CH31 7 x 67 LH	CH34 38 x 27 LL	CH51 17 x 39 LA	GPD1 9 x 29 LL	MJR1 4 x 41 LA	PON1 7 x 29 LL	UKI1 2 x 62 LH
CH07 33 x 39 LA	CH01 34 x 100 LH	CH15 54 x 33 AA	CH17 5 x 74 LH	CH18 41 x 42 LA	CH27 6 x 100 LH	CH32 8 x 80 LH	CH36 3 x 100 LH	CH43 32 x 41 LA
CH09 25 x 45 LA	CH09 ∞ x 100 HH	CH20 28 x 48 LA	CH33 7 x 59 LH	CH41 38 x 24 LL	CH44 34 x 47 LA	CH46 43 x 51 LH	CH50 16 x 56 LH	MC05 2 x 100 LH

Region KL-NORTH MTD | LCE 11.23% | LCR 41.58% | LA

TVP1 11 x 42 LA	KZD1 11 x 42 LA							

Region KL-SOUTH MTD | LCE 17.75% | LCR 54.91% | LH

TVP1 18 x 55 LH	KLR1 27 x 92 LH	KTY1 NaN x NaN LL	NDM1 NaN x NaN LL	PAS1 29 x 49 LA	PNL1 5 x 45 LA	TVP1 14 x 39 LA		

Region NORTH ARCOT MTD | LCE 20.87% | LCR 30.93% | LA

NA01 38 x 28 LL	AKM1 45 x 33 LA	ANI1 31 x 30 LA	ARC2 6 x 48 LA	CYR1 6 x 57 LH	KPM1 25 x 31 LA	KPM2 63 x 22 HL	WJD1 38 x 33 LA	WJP1 29 x 32 LA

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NA02 19 x 33 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 52 x 30 AA	VEL2 47 x 32 LA	VNB1 1 x 100 LH
NA03 4 x 50 LH	BGR1 28 x 43 LA	CPT1 6 x 30 LA	PTU1 0 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 4 x 36 LA

Region SOUTH ARCOT MTD | LCE 10.80% | LCR 34.43% | LA

SA01 21 x 30 LA	CUD1 54 x 25 AL	KLM1 6 x 32 LA	MKM1 2 x 50 LA	POY1 4 x 91 LH	POY2 6 x 56 LH			
SA02 6 x 47 LA	CDM1 9 x 33 LA	KKI2 24 x 49 LA	KML1 0 x 100 LH	NVL2 1 x 56 LH	PRT1 3 x 29 LL	STP1 1 x 100 LH	ULP1 0 x 100 LH	VCM1 6 x 81 LH	VCM2 1 x 100 LH
SA03 5 x 35 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 1 x 75 LH

Region SOUTH-01 MTD | LCE 21.45% | LCR 35.12% | LA

KVT1 23 x 34 LA	KVT1 17 x 31 LA	KYR1 9 x 14 LL	PKD1 44 x 29 LL	RND1 20 x 32 LA	SKD1 36 x 50 LA	SNL1 30 x 40 LA	STU2 5 x 74 LH	VKM1 31 x 34 LA
NGR1 24 x 32 LA	COL1 25 x 28 LL	KGL1 28 x 30 LL	KSM1 8 x 55 LH	MAR1 6 x 60 LH	MMT1 14 x 43 LA	NGR1 40 x 28 LL	TKY1 2 x 100 LH	
TKS1 14 x 42 LA	PDI1 15 x 30 LA	RPM1 9 x 56 LH	SDI1 5 x 46 LA	SGT1 19 x 52 LH	TKS1 23 x 34 LA	TKS2 10 x 49 LA		
TUT1 32 x 34 LA	ERL1 ∞ x 100 HH	ERL2 26 x 26 LL	TCN1 38 x 36 LA	TUT1 29 x 36 LA	TUT2 29 x 18 LL	TYI1 25 x 41 LA	UDN1 64 x 51 HH	
TVL1 13 x 43 LA	ARM1 31 x 36 LA	ASM1 11 x 48 LA	TVL1 6 x 69 LH	VLY1 24 x 29 LL				
VNR1 20 x 32 LA	APK1 10 x 38 LA	APK2 41 x 37 LA	SVK1 7 x 22 LL	VNR1 50 x 45 LA	VNR2 15 x 14 LL			

Region SOUTH-03 MTD | LCE 8.86% | LCR 38.96% | LA

KKD2 9 x 38 LA	ATG1 2 x 69 LH	DKI1 1 x 25 LL	KKD2 NaN x NaN LL	KKD3 23 x 29 LL	MNM1 5 x 47 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 34 x 45 LA	SGP1 1 x 50 LA	TDI1 0 x 100 LH	TPT1 3 x 40 LA
KRR1 3 x 81 LH	KRR1 7 x 88 LH	MPA1 1 x 100 LH	NTM1 0 x 100 LH	ODM1 2 x 100 LH	PNI1 4 x 44 LA						
MDU1 5 x 61 LH	DGL1 2 x 95 LH	DGL2 10 x 87 LH	MDU1 4 x 65 LH	MDU2 2 x 87 LH	MDU3 1 x 100 LH	MDU4 7 x 45 LA	MDU5 2 x 78 LH	MDU6 14 x 41 LA		
SVG1 12 x 27 LL	BTU1 5 x 38 LA	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MDU7 3 x 76 LH	MLR1 8 x 29 LL	NKI1 5 x 25 LL	SVG1 12 x 23 LL	TMM1 32 x 26 LL	USL1 24 x 19 LL	
TEN1 17 x 31 LA	ADP1 17 x 40 LA	BNR1 26 x 18 LL	CBM1 10 x 19 LL	CMR1 17 x 66 LH	PKM1 32 x 30 LL	TEN1 12 x 32 LA	TEN2 15 x 23 LL			

Region TIRUPATI-01 MTD | LCE 26.48% | LCR 46.47% | LA

ATP1 23 x 54 LH	ADI1 8 x 38 LA	ATP1 40 x 34 LA	DHN1 35 x 87 LH	GTL1 3 x 100 LH	KNL1 5 x 53 LH	KNL2 27 x 28 LL	NDL1 12 x 44 LA	TPI1 45 x 97 LH
KDA1 21 x 53 LH	BVL1 2 x 60 LH	KAR1 16 x 49 LA	KDA1 6 x 96 LH	KOU1 13 x 38 LA	MPL1 28 x 58 LH	PDT1 35 x 92 LH	PIL1 0 x 100 LH	RCY1 19 x 27 LL	RJP1 52 x 32 AA
NLR1 28 x 41 LA	KDR1 22 x 85 LH	KHT1 18 x 28 LL	KVL1 56 x 33 AA	NLR1 36 x 41 LA	NYP1 25 x 43 LA	SPE1 9 x 35 LA	VKI1 30 x 32 LA		
TPY1 36 x 40 LA	CTO1 43 x 49 LA	PGR1 16 x 50 LA	PMR1 16 x 72 LH	PUT1 27 x 22 LL	TPY1 67 x 24 HL	TPY2 33 x 44 LA		

Region TRICHY-01 MTD | LCE 16.94% | LCR 47.55% | LA

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KUM1 15 x 36 LA	KIK1 1 x 100 LH	KUM1 45 x 29 LL	KUM2 2 x 82 LH	NCK1 21 x 87 LH	NGT1 25 x 24 LL	TTP1 6 x 52 LH	TVR1 2 x 90 LH	TVR2 0 x 100 LH
PBR1 25 x 49 LA	AYR1 12 x 73 LH	JKM1 2 x 80 LH	MSI1 6 x 31 LA	MVM1 61 x 54 HH	PBR1 27 x 49 LA	PBR2 23 x 31 LA	TYR1 21 x 48 LA	
TNJ1 20 x 54 LH	APM1 28 x 26 LL	MDI1 27 x 84 LH	NMM1 46 x 51 LH	ORU1 6 x 81 LH	PTK1 29 x 34 LA	TNJ1 3 x 79 LH	TNJ2 16 x 53 LH	
TRY1 8 x 51 LH	KRN1 7 x 17 LL	PDK1 51 x 35 AA	TRY1 2 x 98 LH	TRY2 3 x 100 LH	TRY3 4 x 92 LH	TRY4 6 x 78 LH		

Region **VIJAYAWADA-01 MTD | LCE 37.78% | LCR 50.34% | LH**

BVR1 32 x 56 LH	AMP1 31 x 36 LA	BVR1 53 x 32 AA	DPE1 7 x 62 LH	ELU1 10 x 85 LH	JGG1 4 x 57 LH	KND1 38 x 74 LH	NPR1 18 x 94 LH	PAP1 37 x 37 LA	PPM1 107 x 82 HH	RMV1 55 x 47 AA	TDD1 14 x 33 LA	TNI1 36 x 82 LH	TNK1 4 x 25 LL
GNT1 37 x 53 LH	BPP1 35 x 42 LA	CKT1 109 x 78 HH	CRL1 35 x 26 LL	GNT1 5 x 83 LH	GNT2 31 x 71 LH	NRT1 11 x 50 LA	OGL1 41 x 77 LH	PNR1 29 x 10 LL	PRL1 37 x 42 LA	RAL1 69 x 31 HA	TEL1 55 x 51 AH	VKN1 1 x 100 LH	
VJW1 45 x 44 LA	GDV1 53 x 21 AL	GVM1 73 x 53 HH	JPT1 66 x 42 HA	MTM1 50 x 35 AA	NZV1 3 x 25 LL	TVU1 51 x 51 AH	VJW1 65 x 47 HA	VJW2 7 x 68 LH	VJW3 33 x 34 LA	VJW4 38 x 41 LA	VJW5 51 x 42 AA	VUY1 5 x 75 LH	

Region **WEST-01 MTD | LCE 30.21% | LCR 48.06% | LA**

CBE1 40 x 48 LA	CBE1 23 x 53 LH	CBE2 69 x 41 HA	CBE3 47 x 48 LA	CBE4 10 x 68 LH	CBE5 39 x 83 LH	CBE6 12 x 100 LH	KMR1 25 x 53 LH	SNR1 50 x 48 AA	SUL1 18 x 37 LA
PLI1 7 x 53 LH	DPM2 4 x 86 LH	KGM1 2 x 62 LH	PDM1 9 x 34 LA	PLI1 12 x 52 LH	UMP1 6 x 62 LH				
TPR1 22 x 45 LA	TPR1 41 x 35 LA	TPR2 3 x 52 LH	TPR3 30 x 64 LH						
TPR4 38 x 60 LH	ANR1 8 x 94 LH	AVI1 21 x 98 LH	GBM1 72 x 49 HA	PPI1 65 x 48 HA	SYM2 9 x 35 LA	TPR4 45 x 79 LH			
UAM1 21 x 26 LL	CNR1 10 x 41 LA	GDR1 11 x 23 LL	KGI1 7 x 33 LA	KMD1 19 x 39 LA	MPM1 41 x 22 LL	UAM1 5 x 38 LA			

Region **WEST-02 MTD | LCE 26.21% | LCR 33.87% | LA**

ERD1 43 x 33 LA	CMI1 51 x 34 AA	ERD1 59 x 30 AL	ERD2 37 x 23 LL	KMM1 29 x 33 LA	NKL2 23 x 56 LH	PDR1 30 x 25 LL	RSP1 43 x 31 LA	SGG1 64 x 46 HA	TCG1 49 x 33 LA	VKL1 54 x 47 AA
HSR1 7 x 38 LA	HSR1 13 x 38 LA	HSR2 14 x 32 LA	KAM1 8 x 10 LL	KRI1 3 x 65 LH	KVP1 2 x 50 LA	PLC1 5 x 52 LH	PMP1 4 x 50 LA	SGI1 5 x 62 LH	
MTR1 21 x 40 LA	BMD1 27 x 38 LA	DPR1 8 x 67 LH	DPR2 56 x 34 AA	HRR1 26 x 88 LH	MCR1 10 x 45 LA	MTR1 10 x 11 LL	OML1 25 x 29 LL	TRM1 14 x 28 LL	
SLM1 27 x 31 LA	APN1 32 x 31 LA	ATU1 49 x 21 LL	EDP1 5 x 100 LH	EPI1 3 x 46 LA	SLM1 44 x 33 LA	SLM2 20 x 31 LA	SLM3 9 x 51 LH	VPD1 13 x 17 LL	