Follow-Up Lead Capturing Effectiveness as on 8/3/2025 10:00:46 AM

SATHYA SPREADING HAPPINESS

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 Efficency (LCE)	Follow-Up Lead Converion 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-Aug-2025 To Date : 03-Aug-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	748	589	589	78.77%	100.00%	HH
CHENNAI-02	694	497	497	71.60%	100.00%	HH
KL-SOUTH	42	24	24	56.86%	100.00%	AH
NORTH ARCOT	543	518	518	95.33%	100.00%	HH
SOUTH ARCOT	456	331	331	72.54%	100.00%	HH
SOUTH-01	1,034	717	717	69.31%	100.00%	HH
SOUTH-03	845	442	442	52.32%	100.00%	AH
TIRUPATI-01	421	465	465	110.34%	100.00%	HH
TRICHY-01	825	606	606	73.48%	100.00%	HH
VIJAYAWADA-01	346	615	615	177.89%	100.00%	HH
WEST-01	487	372	372	76.37%	100.00%	HH
WEST-02	667	669	669	100.35%	100.00%	HH
Total	7,109	5,845	5,845	82.22%	100.00%	HH

CHENNAI-01 MTD | LCE 78.77% | LCR 100.00% | HH

Region							
CH03 84 x 100 HH	CGL1 142 x 100 HH	CH45 47 x 100 LH	GUD1 133 x 100 HH	GUD2 85 x 100 HH	MC10 66 x 100 HH	MRM1 106 x 100 HH	SKL1 12 x 100 LH	TKM1 109 x 100 HH
CH05 101 x 100 HH	AVD1 88 x 100 HH	CH05 88 x 100 HH	CH14 130 x 100 HH	CH26 17 x 100 LH	CH30 75 x 100 HH	CH35 155 x 100 HH	CH37 56 x 100 AH
CH06 70 x 100 HH	CH08 124 x 100 HH	CH11 30 x 100 LH	CH16 47 x 100 LH	CH19 54 x 100 AH	CH29 30 x 100 LH	CH39 176 x 100 HH	CH40 28 x 100 LH	CH42 49 x 100 LH
CH08 62 x 100 HH	CH07 67 x 100 HH	CH22 93 x 100 HH	CH28 112 x 100 HH	CH38 69 x 100 HH	CH48 0 x NaN LL	KNR1 43 x 100 LH	MC02 0 x NaN LL	MC09 87 x 100 HH

CHENNAI-02 MTD | LCE 71.60% | LCR 100.00% | HH

Region							
CH01 57 x 100 AH	CH03 5 x 100 LH	CH12 114 x 100 HH	CH23 61 x 100 HH	CH24 100 x 100 HH	CH41 104 x 100 HH	MC06 64 x 100 HH	MC08 0 x NaN LL
CH04 89 x 100 HH	CH21 107 x 100 HH	CH34 87 x 100 HH	CH44 94 x 100 HH	GPD1 84 x 100 HH	MC05 193 x 100 HH	MJR1 71 x 100 HH	PON1 88 x 100 HH	UKI1 50 x 100 LH
CH07 78 x 100 HH	CH01 0 x NaN LL	CH15 112 x 100 HH	CH17 9 x 100 LH	CH18 86 x 100 HH	CH27 0 x NaN LL	CH32 30 x 100 LH	CH36 18 x 100 LH	CH43 103 x 100 HH
CH09 53 x 100 AH	CH06 70 x 100 HH	CH09 26 x 100 LH	CH20 92 x 100 HH	CH31 16 x 100 LH	CH33 0 x NaN LL	CH46 97 x 100 HH

KL-SOUTH MTD | LCE 56.86% | LCR 100.00% | AH

Region		
TVP1 57 x 100 AH	PAS1 79 x 100 HH	TVP1 49 x 100 LH

NORTH ARCOT MTD | LCE 95.33% | LCR 100.00% | HH

Region							
NA01 128 x 100 HH	AKM1 146 x 100 HH	ANI1 90 x 100 HH	ARC2 22 x 100 LH	CYR1 75 x 100 HH	KPM1 109 x 100 HH	KPM2 128 x 100 HH	WJD1 149 x 100 HH	WJP1 203 x 100 HH
NA02 71 x 100 HH	ABR1 53 x 100 AH	CGM1 26 x 100 LH	GDM1 75 x 100 HH	PLR1 100 x 100 HH	TRR1 27 x 100 LH	VEL1 91 x 100 HH	VEL2 144 x 100 HH	VNB1 85 x 100 HH
NA03 90 x 100 HH	BGR1 115 x 100 HH	CPT1 96 x 100 HH	PTU1 53 x 100 AH	SBR1 102 x 100 HH	SLG1 127 x 100 HH	TRL1 27 x 100 LH	TRT1 179 x 100 HH	UGI1 156 x 100 HH	VSI1 50 x 100 LH

SOUTH ARCOT MTD | LCE 72.54% | LCR 100.00% | HH

Region

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SA01 102 x 100 HH	CUD1 120 x 100 HH	KLM1 140 x 100 HH	MKM1 129 x 100 HH	POY1 57 x 100 AH	POY2 70 x 100 HH	
SA02 46 x 100 LH	CDM1 51 x 100 AH	KKI2 143 x 100 HH	KML1 14 x 100 LH	NVL2 29 x 100 LH	PRT1 0 x NaN LL	STP1 10 x 100 LH	ULP1 18 x 100 LH	VCM1 47 x 100 LH
SA03 78 x 100 HH	SJI1 50 x 100 LH	TDM1 85 x 100 HH	TRK1 135 x 100 HH	TVM1 37 x 100 LH	TVM2 66 x 100 HH	VPM1 149 x 100 HH	VPM2 22 x 100 LH

Region **SOUTH-01 MTD | LCE 69.31% | LCR 100.00% | HH**

KVT1 80 x 100 HH	KVT1 42 x 100 LH	KYR1 14 x 100 LH	PKD1 114 x 100 HH	RND1 122 x 100 HH	SNL1 95 x 100 HH	STU2 104 x 100 HH	VKM1 131 x 100 HH
NGR1 18 x 100 LH	COL1 81 x 100 HH	KGL1 0 x NaN LL	KSM1 11 x 100 LH	MAR1 13 x 100 LH	MMT1 66 x 100 HH	NGR1 9 x 100 LH	TKY1 9 x 100 LH
TKS1 57 x 100 AH	PDI1 31 x 100 LH	RPM1 25 x 100 LH	SDI1 65 x 100 HH	SGT1 162 x 100 HH	TKS1 107 x 100 HH	TKS2 18 x 100 LH
TUT1 89 x 100 HH	ERL1 168 x 100 HH	TCN1 133 x 100 HH	TUT1 104 x 100 HH	TUT2 22 x 100 LH	TYI1 23 x 100 LH	UDN1 149 x 100 HH
TVL1 56 x 100 AH	ARM1 57 x 100 AH	ASM1 39 x 100 LH	TVL1 54 x 100 AH	TVL2 54 x 100 AH	VLY1 69 x 100 HH
VNR1 111 x 100 HH	APK1 70 x 100 HH	SVK1 124 x 100 HH	VNR1 143 x 100 HH	VNR2 115 x 100 HH

Region **SOUTH-03 MTD | LCE 52.32% | LCR 100.00% | AH**

DGL1 17 x 100 LH	DGL1 2 x 100 LH	DGL2 5 x 100 LH	MDU1 6 x 100 LH	MDU5 41 x 100 LH	MPA1 0 x NaN LL	NTM1 50 x 100 LH	PNI1 87 x 100 HH
KKD2 32 x 100 LH	ATG1 19 x 100 LH	DKI1 95 x 100 HH	KKD2 6 x 100 LH	MNM1 0 x NaN LL	PNV1 39 x 100 LH	PVI1 84 x 100 HH	SGP1 0 x NaN LL	TDI1 9 x 100 LH	TPT1 4 x 100 LH
KRR1 9 x 100 LH	KRR1 10 x 100 LH				ODM1 6 x 100 LH		
MDU2 78 x 100 HH	ADP1 114 x 100 HH	BNR1 149 x 100 HH	CBM1 55 x 100 AH	CMR1 123 x 100 HH	MDU2 63 x 100 HH	MDU3 6 x 100 LH	MDU4 68 x 100 HH	MDU6 71 x 100 HH	TEN1 54 x 100 AH	TEN2 116 x 100 HH
SVG1 96 x 100 HH	BTU1 176 x 100 HH	KPT1 27 x 100 LH	MLR1 0 x NaN LL	NKI1 83 x 100 HH	PKM1 56 x 100 AH	SVG1 54 x 100 AH	TMM1 124 x 100 HH	USL1 272 x 100 HH

Region **TIRUPATI-01 MTD | LCE 110.34% | LCR 100.00% | HH**

ATP1 73 x 100 HH	ADI1 126 x 100 HH	ATP1 6 x 100 LH	DHN1 149 x 100 HH	GTL1 323 x 100 HH	KNL1 199 x 100 HH	KNL2 149 x 100 HH	NDL1 117 x 100 HH	TPI1 311 x 100 HH
KDA1 89 x 100 HH	BVL1 68 x 100 HH	KDA1 149 x 100 HH	KOU1 45 x 100 LH	MPL1 19 x 100 LH	PDT1 102 x 100 HH	PIL1 90 x 100 HH	RCY1 114 x 100 HH	RJP1 187 x 100 HH
TPY1 172 x 100 HH	CTO1 141 x 100 HH	KHT1 182 x 100 HH	NLR1 413 x 100 HH	NYP1 209 x 100 HH	PGR1 129 x 100 HH	PMR1 121 x 100 HH	PUT1 478 x 100 HH	SPE1 149 x 100 HH	TPY1 179 x 100 HH	TPY2 110 x 100 HH	VKI1 231 x 100 HH

Region **TRICHY-01 MTD | LCE 73.48% | LCR 100.00% | HH**

KUM1 106 x 100 HH	JKM1 9 x 100 LH	KUM1 188 x 100 HH	MVM1 200 x 100 HH	NCK1 61 x 100 HH	TVR1 27 x 100 LH	TVR2 16 x 100 LH
PTK1 70 x 100 HH	APM1 163 x 100 HH	MDI1 20 x 100 LH	NGT1 69 x 100 HH	NMM1 112 x 100 HH	PTK1 0 x NaN LL	TTP1 123 x 100 HH
TNJ1 41 x 100 LH	AYR1 32 x 100 LH	KIK1 14 x 100 LH	KRN1 19 x 100 LH	ORU1 7 x 100 LH	PDK1 180 x 100 HH	TNJ1 23 x 100 LH	TNJ2 51 x 100 AH

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| TRY1 80 x 100 HH | MSI1 28 x 100 LH | PBR1 0 x NaN LL | PBR2 115 x 100 HH | TRY1 73 x 100 HH | TRY2 230 x 100 HH | TRY3 57 x 100 AH | TYR1 94 x 100 HH |

Region VIJAYAWADA-01 MTD | LCE 177.89% | LCR 100.00% | HH

BVR1 180 x 100 HH	AMP1 249 x 100 HH	BVR1 170 x 100 HH	DPE1 60 x 100 AH	ELU1 256 x 100 HH	JGG1 328 x 100 HH	KND1 166 x 100 HH	PAP1 209 x 100 HH	PPM1 174 x 100 HH	RMV1 173 x 100 HH	TDD1 163 x 100 HH	TNK1 135 x 100 HH
GNT1 199 x 100 HH	BPP1 182 x 100 HH	CKT1 195 x 100 HH	CRL1 178 x 100 HH	GNT1 187 x 100 HH	GNT2 285 x 100 HH	KDR1 264 x 100 HH	NRT1 75 x 100 HH	OGL1 360 x 100 HH	PNR1 249 x 100 HH	PRL1 224 x 100 HH	RAL1 149 x 100 HH	VKN1 140 x 100 HH
VJW1 157 x 100 HH	GDV1 64 x 100 HH	GVM1 184 x 100 HH	JPT1 110 x 100 HH	MTM1 220 x 100 HH	TEL1 136 x 100 HH	TVU1 199 x 100 HH	VJW1 66 x 100 HH	VJW2 129 x 100 HH	VJW3 167 x 100 HH	VJW4 119 x 100 HH	VJW5 192 x 100 HH	VUY1 498 x 100 HH

Region WEST-01 MTD | LCE 76.37% | LCR 100.00% | HH

CBE1 57 x 100 AH	CBE1 157 x 100 HH	CBE2 9 x 100 LH	CBE3 0 x NaN LL	CBE4 102 x 100 HH	CBE6 111 x 100 HH	KMR1 63 x 100 HH	SNR1 15 x 100 LH	SUL1 103 x 100 HH
PLI1 46 x 100 LH	DPM2 54 x 100 AH		KGM1 55 x 100 AH		PDM1 41 x 100 LH	PLI1 44 x 100 LH	UMP1 34 x 100 LH	
TPR1 88 x 100 HH	TPR1 149 x 100 HH			TPR2 19 x 100 LH		TPR3 85 x 100 HH		
TPR4 153 x 100 HH	ANR1 25 x 100 LH	AVI1 171 x 100 HH	GBM1 184 x 100 HH	PPI1 169 x 100 HH	SYM2 149 x 100 HH	TPR4 96 x 100 HH	
UAM1 63 x 100 HH	CNR1 7 x 100 LH	GDR1 44 x 100 LH	KGI1 149 x 100 HH	KMD1 0 x NaN LL	MPM1 113 x 100 HH	UAM1 45 x 100 LH	

Region WEST-02 MTD | LCE 100.35% | LCR 100.00% | HH

ERD1 128 x 100 HH	CMI1 174 x 100 HH	ERD1 154 x 100 HH	ERD2 61 x 100 HH	KMM1 105 x 100 HH	NKL2 111 x 100 HH	PDR1 104 x 100 HH	RSP1 111 x 100 HH	SGG1 187 x 100 HH	TCG1 134 x 100 HH	VKL1 255 x 100 HH
HSR1 67 x 100 HH	HSR1 90 x 100 HH	HSR2 92 x 100 HH	KRI1 66 x 100 HH	KVP1 0 x NaN LL	PLC1 52 x 100 AH	PMP1 45 x 100 LH	SGI1 111 x 100 HH	
MTR1 94 x 100 HH	BMD1 26 x 100 LH	DPR1 20 x 100 LH	DPR2 177 x 100 HH	HRR1 107 x 100 HH	MCR1 105 x 100 HH	MTR1 77 x 100 HH	OML1 130 x 100 HH	TRM1 100 x 100 HH	
SLM1 108 x 100 HH	APN1 142 x 100 HH	ATU1 136 x 100 HH	EDP1 28 x 100 LH	EPI1 44 x 100 LH	SLM1 129 x 100 HH	SLM2 68 x 100 HH	SLM3 85 x 100 HH	VPD1 162 x 100 HH	