

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 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-Nov-2025 To Date : 05-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,290	207	165	16.05%	79.71%	LH
CHENNAI-02	1,193	281	243	23.55%	86.48%	LH
KL-SOUTH	150	12	9	8.00%	75.00%	LH
NORTH ARCOT	1,100	145	114	13.18%	78.62%	LH
SOUTH ARCOT	775	77	68	9.93%	88.31%	LH
SOUTH-01	1,848	313	260	16.94%	83.07%	LH
SOUTH-03	1,359	137	102	10.08%	74.45%	LH
TIRUPATI-01	537	289	269	53.78%	93.08%	AH
TRICHY-01	1,091	158	143	14.49%	90.51%	LH
VIJAYAWADA-01	514	385	363	74.92%	94.29%	HH
WEST-01	939	168	157	17.88%	93.45%	LH
WEST-02	1,040	202	167	19.43%	82.67%	LH
Total	11,837	2,374	2,060	20.06%	86.77%	LH

RegionCHENNAI-01 MTD | LCE 16.05% | LCR 79.71% | LH

CH03 18 x 83 LH	CGL1 63 x 100 HH	CH45 7 x 67 LH	GUD1 17 x 83 LH	GUD2 3 x 100 LH	MC10 8 x 0 LL	MRM1 12 x 67 LH	SKL1 0 x NaN LL	TKM1 66 x 82 HH
CH05 17 x 76 LH	AVD1 13 x 71 LH	CH05 9 x 100 LH	CH14 8 x 67 LH	CH26 12 x 100 LH	CH30 37 x 92 LH	CH35 30 x 64 LH	CH37 34 x 64 LH	
CH06 15 x 86 LH	CH08 27 x 79 LH	CH11 12 x 100 LH	CH16 14 x 92 LH	CH19 10 x 86 LH	CH29 0 x NaN LL	CH39 26 x 70 LH	CH40 0 x NaN LL	CH42 11 x 100 LH
CH08 15 x 71 LH	CH07 8 x 100 LH	CH22 28 x 75 LH	CH28 19 x 89 LH	CH38 21 x 38 LA	CH48 13 x 57 LH	KNR1 4 x 100 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

RegionCHENNAI-02 MTD | LCE 23.55% | LCR 86.48% | LH

CH01 23 x 97 LH	CH03 32 x 97 LH	CH06 3 x 100 LH	CH12 32 x 100 LH	CH23 19 x 100 LH	CH24 14 x 86 LH	MC06 9 x 100 LH		
CH04 25 x 81 LH	CH21 32 x 65 LH	CH34 30 x 95 LH	CH44 30 x 93 LH	GPD1 37 x 75 LH	MC05 0 x NaN LL	MJR1 29 x 80 LH	PON1 19 x 71 LH	UKI1 0 x NaN LL
CH07 27 x 88 LH	CH01 75 x 100 HH	CH15 47 x 84 LH	CH17 10 x 100 LH	CH18 35 x 96 LH	CH27 7 x 100 LH	CH32 0 x NaN LL	CH36 7 x 100 LH	CH43 22 x 75 LH
CH09 16 x 80 LH	CH09 22 x 100 LH	CH20 16 x 62 LH	CH31 6 x 100 LH	CH33 4 x 100 LH	CH41 42 x 67 LH	CH46 13 x 100 LH		

RegionKL-SOUTH MTD | LCE 8.00% | LCR 75.00% | LH

TVP1 8 x 75 LH	KLR1 0 x NaN LL	PAS1 22 x 83 LH	TVP1 11 x 67 LH
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RegionNORTH ARCOT MTD | LCE 13.18% | LCR 78.62% | LH

NA01 17 x 73 LH	AKM1 9 x 100 LH	ANI1 4 x 100 LH	ARC2 4 x 100 LH	CYR1 5 x 100 LH	KPM1 16 x 17 LL	KPM2 36 x 71 LH	WJD1 15 x 78 LH	WJP1 8 x 100 LH	
NA02 15 x 80 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 7 x 100 LH	PLR1 4 x 100 LH	TRR1 3 x 100 LH	VEL1 47 x 79 LH	VEL2 41 x 76 LH	VNB1 0 x NaN LL	
NA03 6 x 95 LH	BGR1 13 x 100 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 2 x 100 LH	SLG1 18 x 100 LH	TRL1 3 x 100 LH	TRT1 9 x 50 LA	UGI1 10 x 100 LH	VSI1 11 x 100 LH

RegionSOUTH ARCOT MTD | LCE 9.93% | LCR 88.31% | LH



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SA01 15 x 82 LH	CUD1 35 x 88 LH		KLM1 17 x 67 LH		MKM1 4 x 0 LL		POY1 2 x 100 LH		POY2 5 x 100 LH	
SA02 8 x 96 LH	CDM1 2 x 100 LH	KKI2 29 x 100 LH	KML1 0 x NaN LL	NVL2 5 x 100 LH	PRT1 12 x 100 LH	STP1 0 x NaN LL	ULP1 5 x 50 LA	VCM1 6 x 100 LH		
SA03 7 x 89 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 29 x 82 LH	TRK1 10 x 100 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 6 x 100 LH	VPM2 0 x NaN LL		

RegionSOUTH-01 MTD | LCE 16.94% | LCR 83.07% | LH

KVT1 18 x 76 LH	KVT1 3 x 75 LH	KYR1 0 x NaN LL	PKD1 27 x 67 LH	RND1 43 x 86 LH	SKD1 49 x 69 LH	SNL1 15 x 83 LH	STU2 18 x 50 LA	VKM1 24 x 86 LH
NGR1 24 x 87 LH	COL1 44 x 100 LH	KGL1 32 x 50 LA	KSM1 12 x 100 LH	MAR1 29 x 100 LH	MMT1 7 x 33 LA	NGR1 34 x 92 LH	TKY1 8 x 100 LH	
TKS1 11 x 81 LH	PD11 0 x NaN LL	RPM1 11 x 67 LH	SDI1 2 x 0 LL	SGT1 18 x 60 LH	TKS1 9 x 100 LH	TKS2 23 x 93 LH		
TUT1 18 x 82 LH	ERL1 NaN x NaN LL	ERL2 5 x 100 LH	TCN1 13 x 86 LH	TUT1 14 x 79 LH	TUT2 14 x 60 LH	TYI1 31 x 100 LH	UDN1 68 x 84 HH	
TVL1 12 x 91 LH	ARM1 7 x 100 LH	ASM1 33 x 80 LH	TVL1 9 x 92 LH	TVL2 17 x 100 LH	VLY1 9 x 100 LH			
VNR1 19 x 87 LH	APK1 11 x 50 LA	APK2 79 x 96 HH	SVK1 9 x 80 LH	VNR1 12 x 75 LH	VNR2 9 x 88 LH			

RegionSOUTH-03 MTD | LCE 10.08% | LCR 74.45% | LH

DGL1 5 x 76 LH	DGL1 1 x 100 LH		DGL2 0 x NaN LL		MDU1 3 x 100 LH		MDU5 24 x 78 LH		MPA1 3 x 100 LH		NTM1 0 x NaN LL		PNI1 13 x 33 LA							
KKD2 7 x 94 LH	ATG1 3 x 100 LH		DKI1 6 x 100 LH		KKD2 ∞ x 100 HH		KKD3 5 x 67 LH		MNM1 0 x NaN LL		PNV1 NaN x NaN LL		PVI1 21 x 100 LH		SGP1 0 x NaN LL		TDI1 9 x 100 LH		TPT1 4 x 100 LH	
KRR1 5 x 100 LH	KRR1 10 x 100 LH										ODM1 0 x NaN LL									
MDU2 8 x 85 LH	ADP1 18 x 60 LH		BNR1 4 x 100 LH		CBM1 0 x NaN LL		CMR1 30 x 100 LH		MDU2 5 x 100 LH		MDU3 0 x NaN LL		MDU4 11 x 100 LH		MDU6 7 x 78 LH		TEN1 7 x 100 LH		TEN2 9 x 67 LH	
SVG1 24 x 62 LH	BTU1 17 x 33 LA		KPT1 3 x 0 LL		KYK1 4 x 100 LH		MLR1 10 x 100 LH		NKI1 7 x 50 LA		PKM1 45 x 44 LA		SVG1 14 x 75 LH		TMM1 52 x 76 AH		USL1 25 x 50 LA			

RegionTIRUPATI-01 MTD | LCE 53.78% | LCR 93.08% | AH

ATP1 94 x 98 HH	ADI1 41 x 100 LH		ATP1 48 x 89 LH		DHN1 161 x 100 HH		GTL1 464 x 100 HH		KNL1 46 x 100 LH		KNL2 80 x 100 HH		NDL1 42 x 83 LH		TPI1 124 x 100 HH	
KDA1 27 x 83 LH	BVL1 0 x NaN LL		KDA1 18 x 100 LH		KOU1 12 x 50 LA		MPL1 28 x 67 LH		PDT1 162 x 92 HH		PIL1 0 x NaN LL		RCY1 14 x 50 LA		RJP1 50 x 100 LH	
TPY1 37 x 88 LH	CTO1 10 x 100 LH	KHT1 33 x 100 LH	KVL1 24 x 80 LH	NLR1 59 x 77 AH	NYP1 37 x 86 LH	PGR1 142 x 100 HH	PMR1 21 x 100 LH	PUT1 24 x 100 LH	SPE1 21 x 80 LH	TPY1 161 x 71 HH	TPY2 15 x 83 LH	VKI1 39 x 100 LH				

RegionTRICHY-01 MTD | LCE 14.49% | LCR 90.51% | LH

KUM1 17 x 95 LH	KIK1 12 x 100 LH	KUM1 30 x 89 LH	NCK1 71 x 100 HH	NGT1 36 x 100 LH	TTP1 0 x NaN LL	TVR1 0 x NaN LL	TVR2 0 x NaN LL	
PBR1 15 x 90 LH	AYR1 32 x 100 LH	JKM1 3 x 100 LH	MSI1 4 x 100 LH	MVM1 3 x 100 LH	PBR1 20 x 100 LH	PBR2 21 x 73 LH	TYR1 22 x 89 LH	
TNJ1 16 x 87 LH	APM1 6 x 100 LH	MDI1 27 x 100 LH	NMM1 31 x 83 LH	ORU1 4 x 100 LH	PTK1 0 x NaN LL	TNJ1 12 x 89 LH	TNJ2 21 x 70 LH	

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TRY1 10 x 90 LH	KRN1 11 x 67 LH			PDK1 61 x 93 HH			TRY1 2 x 100 LH			TRY2 54 x 89 AH			TRY3 0 x NaN LL			TRY4 0 x NaN LL											
RegionVIJAYAWADA-01 MTD   LCE 74.92%   LCR 94.29%   HH																											
BVR1 70 x 95 HH	AMP1 19 x 0 LL		BVR1 10 x 100 LH		DPE1 53 x 100 AH		ELU1 176 x 100 HH		JGG1 8 x 0 LL		KND1 174 x 100 HH		NPR1 0 x NaN LL		PAP1 9 x 0 LL		PPM1 224 x 100 HH		RMV1 133 x 100 HH		TDD1 33 x 50 LA		TNI1 50 x 100 LH		TNK1 55 x 82 AH		
GNT1 90 x 95 HH	BPP1 0 x NaN LL		CKT1 141 x 100 HH		CRL1 27 x 83 LH		GNT1 75 x 100 HH		GNT2 264 x 100 HH		KDR1 91 x 82 HH		NRT1 21 x 100 LH		OGL1 304 x 98 HH		PNR1 60 x 75 AH		PRL1 45 x 83 LH		RAL1 44 x 88 LH		VKN1 19 x 100 LH				
VJW1 64 x 93 HH	GDV1 239 x 96 HH		GVM1 37 x 75 LH		JPT1 112 x 78 HH		MTM1 19 x 100 LH		TEL1 70 x 100 HH		TVU1 129 x 96 HH		VJW1 66 x 90 HH		VJW2 0 x NaN LL		VJW3 27 x 100 LH		VJW4 19 x 50 LA		VJW5 6 x 100 LH		VUY1 93 x 100 HH				
RegionWEST-01 MTD   LCE 17.88%   LCR 93.45%   LH																											
CBE1 21 x 98 LH	CBE1 41 x 100 LH			CBE2 7 x 100 LH			CBE3 21 x 100 LH			CBE4 20 x 100 LH			CBE5 4 x 100 LH			CBE6 45 x 95 LH			KMR1 38 x 100 LH			SNR1 5 x 100 LH			SUL1 18 x 83 LH		
PLI1 6 x 100 LH	DPM2 7 x 100 LH				KGM1 0 x NaN LL				PDM1 18 x 100 LH				PLI1 3 x 100 LH				UMP1 0 x NaN LL										
TPR1 31 x 91 LH	TPR1 40 x 87 LH							TPR2 7 x 100 LH							TPR3 50 x 94 LH												
TPR4 23 x 88 LH	ANR1 0 x NaN LL				AVI1 24 x 100 LH				GBM1 43 x 85 LH				PPI1 28 x 75 LH				SYM2 9 x 100 LH				TPR4 16 x 100 LH						
UAM1 6 x 78 LH	CNR1 5 x 100 LH				GDR1 20 x 100 LH				KGI1 0 x NaN LL				KMD1 0 x NaN LL				MPM1 13 x 60 LH				UAM1 0 x NaN LL						
RegionWEST-02 MTD   LCE 19.43%   LCR 82.67%   LH																											
ERD1 37 x 80 LH	CMI1 12 x 0 LL		ERD1 76 x 88 HH		ERD2 23 x 71 LH		KMM1 30 x 67 LH		NKL2 41 x 72 LH		PDR1 65 x 90 HH		RSP1 21 x 100 LH		SGG1 44 x 88 LH		TCG1 9 x 100 LH		VKL1 44 x 86 LH								
HSR1 16 x 83 LH	HSR1 17 x 67 LH			HSR2 40 x 88 LH			KRI1 5 x 100 LH			KVP1 5 x 100 LH			PLC1 11 x 67 LH			PMP1 0 x NaN LL			SGI1 0 x NaN LL								
MTR1 2 x 100 LH	BMD1 0 x NaN LL			DPR1 0 x NaN LL			DPR2 6 x 100 LH			HRR1 3 x 100 LH			MCR1 10 x 100 LH			MTR1 2 x 100 LH			OML1 0 x NaN LL			TRM1 0 x NaN LL					
SLM1 21 x 86 LH	APN1 54 x 100 AH			ATU1 45 x 92 LH			EDP1 0 x NaN LL			EPI1 4 x 100 LH			SLM1 25 x 69 LH			SLM2 25 x 86 LH			SLM3 11 x 75 LH			VPD1 7 x 100 LH					