Follow-Up Lead Capturing Effectiveness as on 9/6/2025 10:00:02 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-Sep-2025 To Date : 06-Sep-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,372	169	157	12.32%	92.90%	LH
CHENNAI-02	1,161	196	169	16.88%	86.22%	LH
KL-SOUTH	507	42	35	8.29%	83.33%	LH
NORTH ARCOT	994	129	106	12.97%	82.17%	LH
SOUTH ARCOT	887	98	85	11.05%	86.73%	LH
SOUTH-01	2,377	329	283	13.84%	86.02%	LH
SOUTH-03	1,740	174	158	10.00%	90.80%	LH
TIRUPATI-01	675	439	423	65.07%	96.36%	HH
TRICHY-01	1,576	320	302	20.31%	94.38%	LH
VIJAYAWADA-01	596	500	473	83.94%	94.60%	HH
WEST-01	1,135	207	196	18.24%	94.69%	LH
WEST-02	1,237	177	162	14.31%	91.53%	LH
Total	14,256	2,780	2,549	19.50%	91.69%	LH

CHENNAI-01 MTD | LCE 12.32% | LCR 92.90% | LH

Region							
CH03 15 x 91 LH	CGL1 12 x 75 LH	CH45 8 x 100 LH	GUD1 37 x 100 LH	GUD2 0 x NaN LL	MC10 19 x 100 LH	MRM1 19 x 100 LH	SKL1 6 x 100 LH	TKM1 19 x 62 LH
CH05 13 x 96 LH	AVD1 8 x 100 LH	CH05 5 x 100 LH	CH14 24 x 90 LH	CH26 29 x 100 LH	CH30 3 x 100 LH	CH35 17 x 100 LH	CH37 4 x 100 LH
CH06 15 x 90 LH	CH08 23 x 78 LH	CH11 16 x 100 LH	CH16 6 x 100 LH	CH19 13 x 100 LH	CH29 6 x 100 LH	CH39 56 x 100 AH	CH40 0 x NaN LL	CH42 8 x 60 LH
CH08 5 x 100 LH	CH07 7 x 100 LH	CH22 8 x 100 LH	CH28 7 x 100 LH	CH38 3 x 100 LH	CH48 0 x NaN LL	KNR1 10 x 100 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 16.88% | LCR 86.22% | LH

Region							
CH01 11 x 91 LH	CH03 6 x 86 LH	CH12 13 x 83 LH	CH23 39 x 100 LH	CH24 13 x 75 LH	CH41 12 x 100 LH	MC06 7 x 100 LH	MC08 0 x NaN LL
CH04 19 x 85 LH	CH21 33 x 84 LH	CH34 24 x 67 LH	CH44 14 x 83 LH	GPD1 30 x 100 LH	MC05 13 x 50 LA	MJR1 14 x 100 LH	PON1 9 x 100 LH	UKI1 5 x 100 LH
CH07 18 x 85 LH	CH01 30 x 100 LH	CH15 38 x 72 LH	CH17 9 x 100 LH	CH18 9 x 100 LH	CH27 31 x 100 LH	CH32 25 x 100 LH	CH36 5 x 100 LH	CH43 8 x 100 LH
CH09 18 x 87 LH	CH06 25 x 88 LH	CH09 6 x 100 LH	CH20 28 x 80 LH	CH31 24 x 83 LH	CH33 8 x 100 LH	CH46 18 x 100 LH

KL-SOUTH MTD | LCE 8.29% | LCR 83.33% | LH

Region			
TVP1 8 x 83 LH	KLR1 0 x NaN LL	PAS1 30 x 82 LH	TVP1 2 x 100 LH

NORTH ARCOT MTD | LCE 12.97% | LCR 82.17% | LH

Region							
NA01 17 x 72 LH	AKM1 20 x 80 LH	ANI1 23 x 80 LH	ARC2 0 x NaN LL	CYR1 9 x 100 LH	KPM1 23 x 75 LH	KPM2 26 x 63 LH	WJD1 8 x 80 LH	WJP1 17 x 80 LH
NA02 11 x 93 LH	ABR1 7 x 100 LH	CGM1 7 x 100 LH	GDM1 7 x 50 LA	PLR1 5 x 100 LH	TRR1 13 x 100 LH	VEL1 2 x 100 LH	VEL2 24 x 88 LH	VNB1 12 x 100 LH
NA03 10 x 89 LH	BGR1 14 x 100 LH	CPT1 0 x NaN LL	PTU1 11 x 50 LA	SBR1 2 x 100 LH	SLG1 4 x 100 LH	TRL1 12 x 100 LH	TRT1 20 x 50 LA	UGI1 16 x 100 LH	VSI1 11 x 100 LH

SOUTH ARCOT MTD | LCE 11.05% | LCR 86.73% | LH

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Region SOUTH-01 MTD | LCE 13.84% | LCR 86.02% | LH

Group							
SA01 15 x 83 LH	CUD1 29 x 76 LH	KLM1 6 x 100 LH	MKM1 4 x 100 LH	POY1 19 x 91 LH	POY2 4 x 100 LH		
SA02 7 x 92 LH	CDM1 8 x 80 LH	KKI2 27 x 93 LH	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 0 x NaN LL	STP1 8 x 100 LH	ULP1 3 x 100 LH / VCM1 4 x 100 LH
SA03 12 x 88 LH	SJI1 0 x NaN LL	TDM1 21 x 75 LH	TRK1 32 x 95 LH	TVM1 4 x 100 LH	TVM2 0 x NaN LL	VPM1 15 x 67 LH	VPM2 2 x 100 LH

Region SOUTH-03 MTD | LCE 10.00% | LCR 90.80% | LH

Group							
KVT1 13 x 84 LH	KVT1 19 x 95 LH	KYR1 0 x NaN LL	PKD1 8 x 100 LH	RND1 13 x 92 LH	SKD1 6 x 50 LA	SNL1 14 x 43 LA	STU2 9 x 100 LH / VKM1 22 x 78 LH
NGR1 9 x 93 LH	COL1 11 x 50 LA	KGL1 38 x 100 LH	KSM1 0 x NaN LL	MAR1 18 x 93 LH	MMT1 6 x 67 LH	NGR1 5 x 100 LH	TKY1 3 x 100 LH
TKS1 11 x 96 LH	PDI1 4 x 100 LH	RPM1 9 x 100 LH	SDI1 3 x 100 LH	SGT1 6 x 100 LH	TKS1 21 x 93 LH	TKS2 23 x 94 LH	
TUT1 17 x 74 LH	ERL1 ∞ x 100 HH	ERL2 23 x 79 LH	TCN1 15 x 78 LH	TUT1 10 x 90 LH	TUT2 11 x 60 LH	TYI1 31 x 100 LH	UDN1 41 x 15 LL
TVL1 26 x 94 LH	ARM1 33 x 100 LH	ASM1 59 x 94 AH	TVL1 14 x 100 LH	TVL2 61 x 100 HH	VLY1 20 x 77 LH		
VNR1 11 x 85 LH	APK1 20 x 100 LH	APK2 0 x NaN LL	SVK1 8 x 80 LH	VNR1 21 x 71 LH	VNR2 11 x 85 LH		

Region TIRUPATI-01 MTD | LCE 65.07% | LCR 96.36% | HH

Group									
DGL1 4 x 95 LH	DGL1 3 x 100 LH	DGL2 0 x NaN LL	MDU1 3 x 100 LH	MDU5 7 x 75 LH	MPA1 8 x 100 LH	NTM1 0 x NaN LL	PNI1 12 x 100 LH		
KKD2 10 x 98 LH	ATG1 8 x 100 LH	DKI1 5 x 50 LA	KKD2 19 x 100 LH	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 24 x 100 LH	SGP1 4 x 100 LH	TDI1 2 x 100 LH	TPT1 2 x 100 LH
KRR1 10 x 100 LH	KRR1 16 x 100 LH			ODM1 4 x 100 LH					
MDU2 11 x 84 LH	ADP1 14 x 100 LH	BNR1 15 x 100 LH	CBM1 6 x 100 LH	CMR1 45 x 92 LH	MDU2 3 x 100 LH	MDU3 2 x 100 LH	MDU4 12 x 0 LL	MDU6 20 x 80 LH	TEN1 3 x 100 LH / TEN2 3 x 100 LH
SVG1 16 x 90 LH	BTU1 13 x 67 LH	KPT1 6 x 100 LH	KYK1 1 x 100 LH	MLR1 3 x 100 LH	NKI1 12 x 100 LH	PKM1 80 x 91 HH	SVG1 4 x 100 LH	TMM1 28 x 83 LH	USL1 24 x 100 LH

Region TRICHY-01 MTD | LCE 20.31% | LCR 94.38% | LH

Group									
ATP1 108 x 98 HH	ADI1 36 x 100 LH	ATP1 54 x 91 AH	DHN1 173 x 98 HH	GTL1 261 x 100 HH	KNL1 124 x 100 HH	KNL2 68 x 100 HH	NDL1 13 x 67 LH	TPI1 224 x 97 HH	
KDA1 32 x 96 LH	BVL1 6 x 100 LH	KDA1 14 x 100 LH	KOU1 27 x 86 LH	MPL1 47 x 100 LH	PDT1 63 x 100 HH	PIL1 18 x 100 LH	RCY1 8 x 100 LH	RJP1 55 x 93 AH	
TPY1 56 x 95 AH	CTO1 12 x 83 LH	KHT1 61 x 100 HH	KVL1 0 x NaN LL	NLR1 65 x 92 HH	NYP1 193 x 97 HH	PGR1 61 x 100 HH	PMR1 128 x 100 HH	PUT1 8 x 100 LH	SPE1 51 x 83 AH / TPY1 47 x 90 LH / TPY2 26 x 91 LH / VKI1 136 x 94 HH
KUM1 21 x 96 LH	JKM1 20 x 90 LH	KUM1 35 x 96 LH	MVM1 33 x 97 LH	NCK1 26 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x NaN LL			
PTK1 12 x 95 LH	APM1 7 x 100 LH	MDI1 13 x 91 LH	NGT1 5 x 100 LH	NMM1 38 x 94 LH	PTK1 6 x 100 LH	TTP1 4 x 100 LH			
TNJ1 44 x 93 LH	AYR1 46 x 94 LH	KIK1 12 x 100 LH	KRN1 62 x 87 HH	ORU1 32 x 79 LH	PDK1 100 x 95 HH	TNJ1 45 x 100 LH	TNJ2 31 x 93 LH		

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| TRY1 8 x 95 LH | MSI1 5 x 100 LH | PBR1 11 x 100 LH | PBR2 7 x 86 LH | TRY1 10 x 95 LH | TRY2 16 x 100 LH | TRY3 10 x 100 LH | TYR1 0 x NaN LL |

Region — VIJAYAWADA-01 MTD | LCE 83.94% | LCR 94.60% | HH

| BVR1 112 x 98 HH | AMP1 41 x 100 LH | BVR1 62 x 89 HH | DPE1 113 x 100 HH | ELU1 144 x 96 HH | JGG1 100 x 100 HH | KND1 190 x 100 HH | PAP1 107 x 100 HH | PPM1 249 x 100 HH | RMV1 308 x 100 HH | TDD1 83 x 90 HH | TNK1 25 x 100 LH |

| GNT1 77 x 93 HH | BPP1 22 x 25 LL | CKT1 155 x 92 HH | CRL1 69 x 94 HH | GNT1 16 x 100 LH | GNT2 149 x 100 HH | KDR1 94 x 100 HH | NRT1 9 x 100 LH | OGL1 324 x 97 HH | PNR1 50 x 43 LA | PRL1 0 x NaN LL | RAL1 13 x 100 LH | VKN1 9 x 100 LH |

| VJW1 68 x 92 HH | GDV1 96 x 100 HH | GVM1 101 x 84 HH | JPT1 91 x 82 HH | MTM1 5 x 100 LH | TEL1 45 x 90 HH | TVU1 104 x 100 HH | VJW1 105 x 100 HH | VJW2 12 x 100 LH | VJW3 72 x 100 HH | VJW4 32 x 50 LA | VJW5 75 x 100 HH | VUY1 132 x 93 HH |

Region — WEST-01 MTD | LCE 18.24% | LCR 94.69% | LH

| CBE1 17 x 98 LH | CBE1 34 x 90 LH | CBE2 10 x 100 LH | CBE3 19 x 100 LH | CBE4 4 x 100 LH | CBE5 0 x NaN LL | CBE6 50 x 100 AH | KMR1 17 x 95 LH | SNR1 8 x 100 LH | SUL1 8 x 100 LH |

| PLI1 9 x 93 LH | DPM2 7 x 100 LH | KGM1 7 x 50 LA | PDM1 0 x NaN LL | PLI1 15 x 100 LH | UMP1 11 x 100 LH |

| TPR1 23 x 92 LH | TPR1 11 x 80 LH | TPR2 0 x NaN LL | TPR3 57 x 95 AH |

| TPR4 42 x 94 LH | ANR1 0 x NaN LL | AVI1 75 x 100 HH | GBM1 45 x 83 LH | PPI1 42 x 91 LH | SYM2 10 x 100 LH | TPR4 80 x 93 HH |

| UAM1 4 x 89 LH | CNR1 9 x 100 LH | GDR1 0 x NaN LL | KGI1 4 x 100 LH | KMD1 0 x NaN LL | MPM1 12 x 75 LH | UAM1 4 x 100 LH |

Region — WEST-02 MTD | LCE 14.31% | LCR 91.53% | LH

| ERD1 20 x 89 LH | CMI1 21 x 67 LH | ERD1 33 x 100 LH | ERD2 10 x 100 LH | KMM1 0 x NaN LL | NKL2 25 x 92 LH | PDR1 19 x 67 LH | RSP1 14 x 100 LH | SGG1 19 x 100 LH | TCG1 13 x 67 LH | VKL1 35 x 85 LH |

| HSR1 9 x 95 LH | HSR1 22 x 100 LH | HSR2 8 x 75 LH | KRI1 22 x 100 LH | KVP1 0 x NaN LL | PLC1 0 x NaN LL | PMP1 9 x 100 LH | SGI1 0 x NaN LL |

| MTR1 11 x 97 LH | BMD1 4 x 100 LH | DPR1 11 x 100 LH | DPR2 25 x 100 LH | HRR1 25 x 100 LH | MCR1 3 x 100 LH | MTR1 3 x 100 LH | OML1 8 x 75 LH | TRM1 9 x 100 LH |

| SLM1 17 x 89 LH | APN1 61 x 79 HH | ATU1 8 x 100 LH | EDP1 0 x NaN LL | EPI1 2 x 100 LH | SLM1 23 x 100 LH | SLM2 21 x 100 LH | SLM3 5 x 0 LL | VPD1 5 x 100 LH |