Follow-Up Lead Capturing Effectiveness as on 9/7/2025 10:00:18 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 : 07-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,619	315	303	19.46%	96.19%	LH
CHENNAI-02	1,351	380	353	28.12%	92.89%	LH
KL-SOUTH	580	50	43	8.62%	86.00%	LH
NORTH ARCOT	1,187	319	296	26.88%	92.79%	LH
SOUTH ARCOT	1,018	291	278	28.59%	95.53%	LH
SOUTH-01	2,748	762	716	27.73%	93.96%	LH
SOUTH-03	2,140	328	312	15.33%	95.12%	LH
TIRUPATI-01	761	588	572	77.25%	97.28%	HH
TRICHY-01	1,795	507	489	28.25%	96.45%	LH
VIJAYAWADA-01	663	630	603	94.98%	95.71%	HH
WEST-01	1,315	329	318	25.02%	96.66%	LH
WEST-02	1,393	309	294	22.18%	95.15%	LH
Total	16,570	4,808	4,577	29.02%	95.20%	LH

CHENNAI-01 MTD | LCE 19.46% | LCR 96.19% | LH

Region							
CH03 19 x 94 LH	CGL1 16 x 83 LH	CH45 7 x 100 LH	GUD1 48 x 100 LH	GUD2 0 x NaN LL	MC10 21 x 100 LH	MRM1 23 x 100 LH	SKL1 4 x 100 LH	TKM1 27 x 77 LH
CH05 24 x 98 LH	AVD1 11 x 100 LH	CH05 15 x 100 LH	CH14 44 x 95 LH	CH26 24 x 100 LH	CH30 7 x 100 LH	CH35 37 x 100 LH	CH37 16 x 100 LH
CH06 23 x 95 LH	CH08 40 x 89 LH	CH11 15 x 100 LH	CH16 6 x 100 LH	CH19 17 x 100 LH	CH29 14 x 100 LH	CH39 70 x 100 HH	CH40 0 x NaN LL	CH42 15 x 82 LH
CH08 12 x 100 LH	CH07 9 x 100 LH	CH22 22 x 100 LH	CH28 7 x 100 LH	CH38 15 x 100 LH	CH48 0 x NaN LL	KNR1 25 x 100 LH	MC02 0 x NaN LL	MC09 21 x 100 LH

CHENNAI-02 MTD | LCE 28.12% | LCR 92.89% | LH

Region							
CH01 18 x 95 LH	CH03 6 x 88 LH	CH12 32 x 95 LH	CH23 40 x 100 LH	CH24 27 x 90 LH	CH41 23 x 100 LH	MC06 12 x 100 LH	MC08 0 x NaN LL
CH04 36 x 93 LH	CH21 51 x 91 AH	CH34 40 x 83 LH	CH44 36 x 94 LH	GPD1 39 x 100 LH	MC05 34 x 83 LH	MJR1 34 x 100 LH	PON1 38 x 100 LH	UKI1 13 x 100 LH
CH07 29 x 92 LH	CH01 19 x 100 LH	CH15 60 x 86 HH	CH17 8 x 100 LH	CH18 17 x 100 LH	CH27 31 x 100 LH	CH32 20 x 100 LH	CH36 13 x 100 LH	CH43 19 x 100 LH
CH09 27 x 93 LH	CH06 27 x 90 LH	CH09 11 x 100 LH	CH20 54 x 91 AH	CH31 21 x 83 LH	CH33 7 x 100 LH	CH46 42 x 100 LH

KL-SOUTH MTD | LCE 8.62% | LCR 86.00% | LH

Region			
TVP1 9 x 86 LH	KLR1 0 x NaN LL	PAS1 31 x 85 LH	TVP1 1 x 100 LH

NORTH ARCOT MTD | LCE 26.88% | LCR 92.79% | LH

Region							
NA01 38 x 89 LH	AKM1 59 x 95 AH	ANI1 50 x 93 LH	ARC2 15 x 100 LH	CYR1 19 x 100 LH	KPM1 29 x 83 LH	KPM2 40 x 81 LH	WJD1 41 x 97 LH	WJP1 45 x 94 LH
NA02 19 x 96 LH	ABR1 10 x 100 LH	CGM1 8 x 100 LH	GDM1 12 x 75 LH	PLR1 16 x 100 LH	TRR1 15 x 100 LH	VEL1 19 x 100 LH	VEL2 40 x 94 LH	VNB1 15 x 100 LH
NA03 23 x 96 LH	BGR1 35 x 100 LH	CPT1 13 x 100 LH	PTU1 14 x 67 LH	SBR1 2 x 100 LH	SLG1 13 x 100 LH	TRL1 24 x 100 LH	TRT1 44 x 80 LH	UGI1 53 x 100 AH	VSI1 22 x 100 LH

SOUTH ARCOT MTD | LCE 28.59% | LCR 95.53% | LH

Region

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Region SOUTH-01 MTD | LCE 27.73% | LCR 93.96% | LH

Branch	Cells
SA01 60 x 96 HH	CUD1 48 x 87 LH · KLM1 17 x 100 LH · MKM1 15 x 100 LH · POY1 172 x 99 HH · POY2 10 x 100 LH
SA02 12 x 96 LH	CDM1 10 x 86 LH · KKI2 43 x 96 LH · KML1 0 x NaN LL · NVL2 0 x NaN LL · PRT1 2 x 100 LH · STP1 7 x 100 LH · ULP1 16 x 100 LH · VCM1 4 x 100 LH
SA03 18 x 93 LH	SJI1 0 x NaN LL · TDM1 23 x 80 LH · TRK1 39 x 96 LH · TVM1 21 x 100 LH · TVM2 0 x NaN LL · VPM1 20 x 80 LH · VPM2 11 x 100 LH

Region SOUTH-03 MTD | LCE 15.33% | LCR 95.12% | LH

Branch	Cells
KVT1 26 x 93 LH	KVT1 26 x 97 LH · KYR1 16 x 100 LH · PKD1 32 x 100 LH · RND1 26 x 96 LH · SKD1 13 x 78 LH · SNL1 25 x 71 LH · STU2 33 x 100 LH · VKM1 38 x 89 LH
NGR1 19 x 97 LH	COL1 37 x 89 LH · KGL1 60 x 100 HH · KSM1 0 x NaN LL · MAR1 26 x 96 LH · MMT1 32 x 94 LH · NGR1 9 x 100 LH · TKY1 9 x 100 LH
TKS1 22 x 98 LH	PDI1 19 x 100 LH · RPM1 12 x 100 LH · SDI1 4 x 100 LH · SGT1 20 x 100 LH · TKS1 41 x 97 LH · TKS2 43 x 98 LH
TUT1 39 x 90 LH	ERL1 ∞ x 100 HH · ERL2 35 x 88 LH · TCN1 27 x 90 LH · TUT1 32 x 97 LH · TUT2 36 x 89 LH · TYI1 51 x 100 AH · UDN1 99 x 69 HH
TVL1 32 x 96 LH	ARM1 42 x 100 LH · ASM1 46 x 94 LH · TVL1 26 x 100 LH · TVL2 54 x 100 AH · VLY1 26 x 84 LH
VNR1 29 x 95 LH	APK1 33 x 100 LH · APK2 14 x 100 LH · SVK1 22 x 93 LH · VNR1 51 x 90 AH · VNR2 32 x 95 LH

Region TIRUPATI-01 MTD | LCE 77.25% | LCR 97.28% | HH

Branch	Cells
DGL1 6 x 97 LH	DGL1 4 x 100 LH · DGL2 0 x NaN LL · MDU1 4 x 100 LH · MDU5 6 x 75 LH · MPA1 10 x 100 LH · NTM1 2 x 100 LH · PNI1 31 x 100 LH
KKD2 15 x 99 LH	ATG1 7 x 100 LH · DKI1 23 x 90 LH · KKD2 18 x 100 LH · MNM1 0 x NaN LL · PNV1 8 x 100 LH · PVI1 31 x 100 LH · SGP1 4 x 100 LH · TDI1 6 x 100 LH · TPT1 2 x 100 LH
KRR1 9 x 100 LH	KRR1 17 x 100 LH · ODM1 3 x 100 LH
MDU2 16 x 91 LH	ADP1 13 x 100 LH · BNR1 37 x 100 LH · CBM1 7 x 100 LH · CMR1 48 x 94 LH · MDU2 4 x 100 LH · MDU3 2 x 100 LH · MDU4 19 x 43 LA · MDU6 28 x 88 LH · TEN1 9 x 100 LH · TEN2 7 x 100 LH
SVG1 27 x 95 LH	BTU1 21 x 83 LH · KPT1 6 x 100 LH · KYK1 3 x 100 LH · MLR1 7 x 100 LH · NKI1 23 x 100 LH · PKM1 94 x 94 HH · SVG1 8 x 100 LH · TMM1 61 x 93 HH · USL1 34 x 100 LH

Region TRICHY-01 MTD | LCE 28.25% | LCR 96.45% | LH

Branch	Cells
ATP1 128 x 98 HH	ADI1 51 x 100 AH · ATP1 65 x 93 HH · DHN1 195 x 98 HH · GTL1 313 x 100 HH · KNL1 139 x 100 HH · KNL2 101 x 100 HH · NDL1 27 x 86 LH · TPI1 251 x 97 HH
KDA1 33 x 97 LH	BVL1 5 x 100 LH · KDA1 18 x 100 LH · KOU1 33 x 89 LH · MPL1 45 x 100 LH · PDT1 52 x 100 AH · PIL1 17 x 100 LH · RCY1 7 x 100 LH · RJP1 62 x 94 HH
TPY1 68 x 96 HH	CTO1 28 x 93 LH · KHT1 85 x 100 HH · KVL1 0 x NaN LL · NLR1 83 x 95 HH · NYP1 177 x 98 HH · PGR1 73 x 100 HH · PMR1 130 x 100 HH · PUT1 12 x 100 LH · SPE1 75 x 90 HH · TPY1 64 x 93 HH · TPY2 30 x 93 HH · VKI1 161 x 95 HH

Region

Branch	Cells
KUM1 28 x 97 LH	JKM1 17 x 90 LH · KUM1 55 x 98 AH · MVM1 41 x 98 LH · NCK1 37 x 100 LH · TVR1 13 x 100 LH · TVR2 0 x NaN LL
PTK1 19 x 97 LH	APM1 29 x 100 LH · MDI1 15 x 93 LH · NGT1 12 x 100 LH · NMM1 62 x 97 HH · PTK1 6 x 100 LH · TTP1 4 x 100 LH
TNJ1 60 x 96 AH	AYR1 45 x 95 LH · KIK1 25 x 100 LH · KRN1 78 x 91 HH · ORU1 70 x 91 HH · PDK1 125 x 96 HH · TNJ1 55 x 100 AH · TNJ2 45 x 96 LH

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TRY1 11 x 97 LH	MSI1 4 x 100 LH	PBR1 17 x 100 LH	PBR2 15 x 94 LH	TRY1 13 x 97 LH	TRY2 23 x 100 LH	TRY3 8 x 100 LH	TYR1 1 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 94.98% | LCR 95.71% | HH

BVR1 121 x 98 HH	AMP1 54 x 100 AH	BVR1 64 x 89 HH	DPE1 109 x 100 HH	ELU1 144 x 96 HH	JGG1 110 x 100 HH	KND1 149 x 100 HH	PAP1 129 x 100 HH	PPM1 232 x 100 HH	RMV1 360 x 100 HH	TDD1 75 x 90 HH	TNK1 45 x 100 LH
GNT1 86 x 94 HH	BPP1 27 x 40 LA	CKT1 171 x 94 HH	CRL1 86 x 96 HH	GNT1 20 x 100 LH	GNT2 136 x 100 HH	KDR1 95 x 100 HH	NRT1 8 x 100 LH	OGL1 354 x 97 HH	PNR1 68 x 60 HH	PRL1 15 x 100 LH	RAL1 17 x 100 LH	VKN1 7 x 100 LH
VJW1 83 x 94 HH	GDV1 117 x 100 HH	GVM1 127 x 89 HH	JPT1 115 x 88 HH	MTM1 22 x 100 LH	TEL1 65 x 94 HH	TVU1 112 x 100 HH	VJW1 115 x 100 HH	VJW2 12 x 100 LH	VJW3 85 x 100 HH	VJW4 35 x 56 LH	VJW5 98 x 100 HH	VUY1 142 x 95 HH

Region — WEST-01 MTD | LCE 25.02% | LCR 96.66% | LH

CBE1 22 x 98 LH	CBE1 52 x 94 AH	CBE2 11 x 100 LH	CBE3 21 x 100 LH	CBE4 3 x 100 LH	CBE5 0 x NaN LL	CBE6 57 x 100 AH	KMR1 24 x 97 LH	SNR1 13 x 100 LH	SUL1 34 x 100 LH
PLI1 14 x 96 LH	DPM2 8 x 100 LH		KGM1 16 x 80 LH		PDM1 11 x 100 LH		PLI1 22 x 100 LH		UMP1 14 x 100 LH
TPR1 35 x 96 LH	TPR1 28 x 93 LH			TPR2 0 x NaN LL			TPR3 76 x 97 HH		
TPR4 54 x 95 AH	ANR1 0 x NaN LL	AVI1 72 x 100 HH		GBM1 86 x 92 HH		PPI1 48 x 93 LH		SYM2 19 x 100 LH	TPR4 98 x 95 HH
UAM1 8 x 95 LH	CNR1 8 x 100 LH		GDR1 0 x NaN LL		KGI1 4 x 100 LH		KMD1 0 x NaN LL		MPM1 33 x 92 LH	UAM1 6 x 100 LH

Region — WEST-02 MTD | LCE 22.18% | LCR 95.15% | LH

ERD1 33 x 94 LH	CMI1 24 x 75 LH	ERD1 47 x 100 LH	ERD2 11 x 100 LH	KMM1 9 x 100 LH	NKL2 34 x 95 LH	PDR1 53 x 91 AH	RSP1 26 x 100 LH	SGG1 45 x 100 LH	TCG1 36 x 90 LH	VKL1 51 x 90 AH
HSR1 13 x 97 LH	HSR1 20 x 100 LH	HSR2 28 x 94 LH		KRI1 20 x 100 LH		KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 12 x 100 LH		SGI1 0 x NaN LL
MTR1 14 x 98 LH	BMD1 6 x 100 LH	DPR1 15 x 100 LH	DPR2 38 x 100 LH	HRR1 23 x 100 LH	MCR1 10 x 100 LH	MTR1 2 x 100 LH	OML1 11 x 83 LH	TRM1 16 x 100 LH
SLM1 26 x 94 LH	APN1 97 x 89 HH	ATU1 14 x 100 LH	EDP1 0 x NaN LL	EPI1 4 x 100 LH	SLM1 36 x 100 LH	SLM2 22 x 100 LH	SLM3 4 x 0 LL	VPD1 12 x 100 LH