Follow-Up Lead Capturing Effectiveness as on 9/9/2025 10:00:50 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 : 09-Sep-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,989	814	795	27.23%	97.67%	LH
CHENNAI-02	2,476	978	945	39.49%	96.63%	LH
KL-SOUTH	726	76	68	10.47%	89.47%	LH
NORTH ARCOT	2,163	801	765	37.02%	95.51%	LH
SOUTH ARCOT	1,897	590	572	31.11%	96.95%	LH
SOUTH-01	4,729	1,893	1,840	40.03%	97.20%	LH
SOUTH-03	3,201	556	533	17.37%	95.86%	LH
TIRUPATI-01	1,272	990	972	77.81%	98.18%	HH
TRICHY-01	2,944	958	931	32.54%	97.18%	LH
VIJAYAWADA-01	1,133	985	952	86.94%	96.65%	HH
WEST-01	2,237	713	696	31.87%	97.62%	LH
WEST-02	2,582	936	913	36.26%	97.54%	LH
Total	28,348	10,290	9,982	36.30%	97.01%	LH

CHENNAI-01 MTD | LCE 27.23% | LCR 97.67% | LH

Region

CH03 20 x 95 LH	CGL1 39 x 96 LH	CH45 3 x 100 LH	GUD1 39 x 100 LH	GUD2 0 x NaN LL	MC10 23 x 100 LH	MRM1 23 x 91 LH	SKL1 3 x 100 LH	TKM1 29 x 88 LH
CH05 38 x 98 LH	AVD1 11 x 100 LH	CH05 14 x 100 LH	CH14 73 x 96 HH	CH26 46 x 100 LH	CH30 31 x 100 LH	CH35 50 x 100 LH	CH37 18 x 100 LH	
CH06 31 x 98 LH	CH08 71 x 97 HH	CH11 10 x 100 LH	CH16 8 x 100 LH	CH19 15 x 100 LH	CH29 13 x 100 LH	CH39 84 x 99 HH	CH40 6 x 100 LH	CH42 20 x 93 LH
CH08 17 x 100 LH	CH07 7 x 100 LH	CH22 47 x 100 LH	CH28 16 x 100 LH	CH38 9 x 100 LH	CH48 0 x NaN LL	KNR1 30 x 100 LH	MC02 0 x NaN LL	MC09 71 x 100 HH

CHENNAI-02 MTD | LCE 39.49% | LCR 96.63% | LH

Region

CH01 27 x 97 LH	CH03 5 x 91 LH	CH12 50 x 99 AH	CH23 28 x 100 LH	CH24 40 x 94 LH	CH41 45 x 98 LH	MC06 6 x 100 LH	MC08 0 x NaN LL
CH04 50 x 97 LH	CH21 73 x 96 HH	CH34 55 x 92 AH	CH44 58 x 98 AH	GPD1 40 x 100 LH	MC05 45 x 93 LH	MJR1 40 x 98 LH	PON1 65 x 100 HH	UKI1 22 x 100 LH
CH07 43 x 96 LH	CH01 30 x 100 LH	CH15 79 x 94 HH	CH17 12 x 100 LH	CH18 37 x 97 LH	CH27 21 x 100 LH	CH32 13 x 100 LH	CH36 15 x 100 LH	CH43 38 x 100 LH
CH09 33 x 97 LH	CH06 33 x 96 LH	CH09 15 x 100 LH	CH20 72 x 96 HH	CH31 12 x 83 LH	CH33 8 x 100 LH	CH46 51 x 100 AH		

KL-SOUTH MTD | LCE 10.47% | LCR 89.47% | LH

Region

TVP1 10 x 89 LH	KLR1 0 x NaN LL	PAS1 36 x 89 LH	TVP1 1 x 100 LH

NORTH ARCOT MTD | LCE 37.02% | LCR 95.51% | LH

Region

NA01 52 x 93 AH	AKM1 85 x 97 HH	ANI1 56 x 97 AH	ARC2 9 x 100 LH	CYR1 31 x 100 LH	KPM1 46 x 94 LH	KPM2 48 x 80 LH	WJD1 52 x 98 AH	WJP1 91 x 98 HH
NA02 26 x 98 LH	ABR1 7 x 100 LH	CGM1 7 x 100 LH	GDM1 11 x 71 LH	PLR1 17 x 100 LH	TRR1 13 x 100 LH	VEL1 37 x 100 LH	VEL2 63 x 98 HH	VNB1 18 x 100 LH
NA03 33 x 98 LH	BGR1 51 x 100 AH	CPT1 41 x 100 LH	PTU1 34 x 91 LH	SBR1 9 x 100 LH	SLG1 27 x 100 HA	TRL1 13 x 100 LH	TRT1 97 x 93 HH	UGI1 58 x 100 AH	VSI1 24 x 100 LH

SOUTH ARCOT MTD | LCE 31.11% | LCR 96.95% | LH

Region

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SA01 56 x 96 AH	CUD1 66 x 92 HH	KLM1 38 x 97 LH	MKM1 29 x 100 LH	POY1 97 x 99 HH	POY2 20 x 100 LH
SA02 17 x 98 LH	CDM1 11 x 93 LH	KKI2 53 x 98 AH	KML1 3 x 100 LH	NVL2 8 x 100 LH	PRT1 11 x 100 LH	STP1 4 x 100 LH	ULP1 20 x 100 LH	VCM1 3 x 100 LH
SA03 23 x 97 LH	SJI1 4 x 100 LH	TDM1 36 x 93 LH	TRK1 46 x 98 LH	TVM1 24 x 100 LH	TVM2 3 x 100 LH	VPM1 37 x 94 LH	VPM2 8 x 100 LH

Region SOUTH-01 MTD | LCE 40.03% | LCR 97.20% | LH

KVT1 42 x 97 LH	KVT1 34 x 99 LH	KYR1 29 x 100 LH	PKD1 69 x 100 HH	RND1 40 x 99 LH	SKD1 23 x 91 LH	SNL1 56 x 92 AH	STU2 55 x 100 AH	VKM1 50 x 95 AH
NGR1 21 x 98 LH	COL1 41 x 94 LH	KGL1 53 x 100 AH	KSM1 3 x 100 LH	MAR1 18 x 97 LH	MMT1 59 x 98 AH	NGR1 10 x 100 LH	TKY1 5 x 100 LH
TKS1 30 x 99 LH	PDI1 33 x 100 LH	RPM1 4 x 90 LH	SDI1 10 x 100 LH	SGT1 45 x 100 LH	TKS1 53 x 99 AH	TKS2 60 x 99 AH
TUT1 58 x 96 AH	ERL1 ∞ x 100 HH	ERL2 52 x 95 AH	TCN1 45 x 95 LH	TUT1 49 x 99 LH	TUT2 59 x 96 AH	TYI1 66 x 99 HH	UDN1 122 x 85 HH
TVL1 36 x 97 LH	ARM1 59 x 97 AH	ASM1 41 x 94 LH	TVL1 25 x 100 LH	TVL2 68 x 100 HH	VLY1 34 x 93 LH
VNR1 53 x 98 AH	APK1 46 x 100 LH	APK2 26 x 100 LH	SVK1 43 x 96 LH	VNR1 104 x 98 HH	VNR2 53 x 98 AH

Region SOUTH-03 MTD | LCE 17.37% | LCR 95.86% | LH

DGL1 8 x 98 LH	DGL1 3 x 100 LH	DGL2 0 x NaN LL	MDU1 4 x 100 LH	MDU5 7 x 83 LH	MPA1 6 x 100 LH	NTM1 6 x 100 LH	PNI1 65 x 100 HH
KKD2 15 x 97 LH	ATG1 7 x 100 LH	DKI1 28 x 95 LH	KKD2 12 x 100 LH	MNM1 2 x 100 LH	PNV1 11 x 100 LH	PVI1 33 x 97 LH	SGP1 2 x 100 LH	TDI1 4 x 100 LH	TPT1 1 x 100 LH
KRR1 7 x 100 LH	KRR1 14 x 100 LH			ODM1 1 x 100 LH
MDU2 19 x 93 LH	ADP1 13 x 92 LH	BNR1 54 x 97 AH	CBM1 15 x 100 LH	CMR1 40 x 95 LH	MDU2 8 x 100 LH	MDU3 1 x 100 LH	MDU4 22 x 71 LH	MDU6 37 x 91 LH	TEN1 10 x 100 LH	TEN2 6 x 100 LH
SVG1 31 x 96 LH	BTU1 35 x 87 LH	KPT1 5 x 100 LH	KYK1 3 x 100 LH	MLR1 5 x 100 LH	NKI1 27 x 100 LH	PKM1 89 x 95 HH	SVG1 10 x 100 LH	TMM1 74 x 96 HH	USL1 38 x 100 LH

Region TIRUPATI-01 MTD | LCE 77.81% | LCR 98.18% | HH

ATP1 122 x 99 HH	ADI1 67 x 95 HH	ATP1 70 x 96 HH	DHN1 143 x 99 HH	GTL1 295 x 100 HH	KNL1 124 x 100 HH	KNL2 93 x 100 HH	NDL1 49 x 95 LH	TPI1 253 x 98 HH
KDA1 36 x 98 LH	BVL1 11 x 100 LH	KDA1 36 x 100 LH	KOU1 32 x 93 LH	MPL1 54 x 100 AH	PDT1 34 x 100 LH	PIL1 15 x 100 LH	RCY1 15 x 100 LH	RJP1 60 x 97 HH
TPY1 73 x 98 HH	CTO1 38 x 97 LH	KHT1 91 x 100 HH	KVL1 0 x NaN LL	NLR1 61 x 97 HH	NYP1 173 x 97 HH	PGR1 79 x 100 HH	PMR1 109 x 100 HH	PUT1 45 x 100 LH	SPE1 78 x 94 HH	TPY1 92 x 98 HH	TPY2 41 x 97 HH	VKI1 161 x 97 HH

Region TRICHY-01 MTD | LCE 32.54% | LCR 97.18% | LH

KUM1 36 x 98 LH	JKM1 10 x 90 LH	KUM1 73 x 97 HH	MVM1 60 x 99 HH	NCK1 34 x 100 HH	TVR1 10 x 100 LH	TVR2 0 x NaN LL
PTK1 27 x 97 LH	APM1 54 x 97 AH	MDI1 11 x 94 LH	NGT1 27 x 97 LH	NMM1 82 x 97 HH	PTK1 5 x 100 LH	TTP1 6 x 100 LH
TNJ1 55 x 96 AH	AYR1 30 x 90 LH	KIK1 14 x 100 LH	KRN1 75 x 94 HH	ORU1 58 x 94 AH	PDK1 128 x 96 HH	TNJ1 45 x 100 LH	TNJ2 61 x 98 HH

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| TRY1 16 x 98 LH | MSI1 3 x 100 LH | PBR1 15 x 100 LH | PBR2 29 x 96 LH | TRY1 18 x 99 LH | TRY2 45 x 100 LH | TRY3 7 x 100 LH | TYR1 2 x 100 LH |

Region — VIJAYAWADA-01 MTD | LCE 86.94% | LCR 96.65% | HH

Region											
BVR1 113 x 99 HH	AMP1 71 x 100 HH	BVR1 90 x 93 HH	DPE1 93 x 100 HH	ELU1 139 x 98 HH	JGG1 104 x 100 HH	KND1 129 x 100 HH	PAP1 117 x 100 HH	PPM1 205 x 100 HH	RMV1 224 x 100 HH	TDD1 68 x 95 HH	TNK1 46 x 100 LH
GNT1 72 x 95 HH	BPP1 39 x 70 LH	CKT1 133 x 94 HH	CRL1 86 x 97 HH	GNT1 20 x 100 LH	GNT2 69 x 100 HH	KDR1 64 x 100 HH	NRT1 5 x 100 LH	OGL1 250 x 97 HH	PNR1 58 x 64 AH	PRL1 12 x 100 LH	RAL1 48 x 100 LH
											VKN1 6 x 50 LA
VJW1 82 x 96 HH	GDV1 69 x 100 HH	GVM1 108 x 93 HH	JPT1 102 x 93 HH	MTM1 44 x 100 LH	TEL1 75 x 97 HH	TVU1 97 x 100 HH	VJW1 76 x 100 HH	VJW2 23 x 100 LH	VJW3 93 x 100 HH	VJW4 61 x 80 HH	VJW5 109 x 100 HH
											VUY1 119 x 96 HH

Region — WEST-01 MTD | LCE 31.87% | LCR 97.62% | LH

CBE1 24 x 99 LH	CBE1 75 x 98 HH	CBE2 7 x 100 LH	CBE3 20 x 100 LH	CBE4 4 x 100 LH	CBE5 0 x NaN LL	CBE6 42 x 98 LH	KMR1 37 x 99 LH	SNR1 16 x 100 LH	SUL1 38 x 100 LH
PLI1 22 x 99 LH	DPM2 10 x 100 LH	KGM1 28 x 93 LH	PDM1 38 x 100 LH	PLI1 25 x 100 LH	UMP1 17 x 100 LH				
TPR1 59 x 98 AH	TPR1 68 x 96 HH	TPR2 0 x NaN LL	TPR3 110 x 99 HH						
TPR4 66 x 97 HH	ANR1 3 x 100 LH	AVI1 70 x 100 HH	GBM1 88 x 94 HH	PPI1 65 x 94 HH	SYM2 34 x 100 LH	TPR4 112 x 98 HH			
UAM1 12 x 96 LH	CNR1 4 x 100 LH	GDR1 7 x 100 LH	KGI1 2 x 100 LH	KMD1 0 x NaN LL	MPM1 54 x 97 AH	UAM1 6 x 83 LH			

Region — WEST-02 MTD | LCE 36.26% | LCR 97.54% | LH

ERD1 48 x 98 LH	CMI1 50 x 94 LH	ERD1 69 x 100 HH	ERD2 14 x 100 LH	KMM1 21 x 100 LH	NKL2 42 x 98 LH	PDR1 71 x 96 HH	RSP1 58 x 100 AH	SGG1 84 x 100 HH	TCG1 42 x 95 LH	VKL1 68 x 93 HH
HSR1 21 x 96 LH	HSR1 24 x 100 LH	HSR2 42 x 93 LH	KRI1 19 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 14 x 100 LH	SGI1 16 x 100 LH		
MTR1 26 x 98 LH	BMD1 6 x 100 LH	DPR1 11 x 100 LH	DPR2 70 x 100 HH	HRR1 56 x 100 AH	MCR1 20 x 94 LH	MTR1 1 x 100 LH	OML1 24 x 92 LH	TRM1 27 x 100 LH	
SLM1 46 x 98 LH	APN1 106 x 95 HH	ATU1 61 x 100 HH	EDP1 0 x NaN LL	EPI1 5 x 100 LH	SLM1 65 x 99 HH	SLM2 47 x 100 LH	SLM3 7 x 75 LH	VPD1 36 x 97 LH	