Follow-Up Lead Capturing Effectiveness as on 11/9/2025 10:00:25 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-Nov-2025 To Date : 09-Nov-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,313	354	209	10.68%	59.04%	LH
CHENNAI-02	3,068	465	288	15.16%	61.94%	LH
KL-SOUTH	336	19	13	5.65%	68.42%	LH
NORTH ARCOT	2,469	272	142	11.02%	52.21%	LH
SOUTH ARCOT	2,300	192	82	8.35%	42.71%	LA
SOUTH-01	4,719	628	438	13.31%	69.75%	LH
SOUTH-03	3,474	279	177	8.03%	63.44%	LH
TIRUPATI-01	1,410	504	435	35.74%	86.31%	LH
TRICHY-01	3,463	286	196	8.26%	68.53%	LH
VIJAYAWADA-01	1,433	724	642	50.52%	88.67%	AH
WEST-01	2,400	331	263	13.79%	79.46%	LH
WEST-02	2,874	389	274	13.54%	70.44%	LH
Total	31,260	4,443	3,159	14.21%	71.10%	LH

CHENNAI-01 MTD | LCE 10.68% | LCR 59.04% | LH

Region							
CH03 11 x 59 LH	CGL1 28 x 62 LH	CH45 3 x 33 LA	GUD1 16 x 65 LH	GUD2 1 x 100 LH	MC10 7 x 50 LA	MRM1 10 x 58 LH	SKL1 1 x 100 LH	TKM1 24 x 50 LA
CH05 13 x 52 LH	AVD1 9 x 45 LA	CH05 7 x 50 LA	CH14 10 x 53 LH	CH26 8 x 100 LH	CH30 20 x 72 LH	CH35 19 x 47 LA	CH37 25 x 33 LA
CH06 10 x 70 LH	CH08 19 x 49 LA	CH11 6 x 100 LH	CH16 9 x 90 LH	CH19 11 x 94 LH	CH29 0 x NaN LL	CH39 15 x 47 LA	CH40 0 x NaN LL	CH42 6 x 92 LH
CH08 9 x 50 LA	CH07 4 x 100 LH	CH22 19 x 48 LA	CH28 8 x 33 LA	CH38 7 x 38 LA	CH48 13 x 53 LH	KNR1 5 x 50 LA	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 15.16% | LCR 61.94% | LH

Region							
CH01 13 x 77 LH	CH03 15 x 72 LH	CH06 2 x 100 LH	CH12 22 x 74 LH	CH23 9 x 83 LH	CH24 9 x 92 LH	MC06 2 x 100 LH
CH04 18 x 52 LH	CH21 36 x 46 LA	CH34 20 x 45 LA	CH44 20 x 75 LH	GPD1 23 x 62 LH	MC05 3 x 100 LH	MJR1 12 x 25 LL	PON1 19 x 71 LH	UKI1 1 x 100 LH
CH07 17 x 57 LH	CH01 119 x 100 HH	CH15 30 x 45 LA	CH17 3 x 100 LH	CH18 21 x 63 LH	CH27 7 x 100 LH	CH32 4 x 100 LH	CH36 4 x 100 LH	CH43 12 x 60 LH
CH09 10 x 75 LH	CH09 10 x 80 LH	CH20 12 x 69 LH	CH31 7 x 100 LH	CH33 5 x 88 LH	CH41 20 x 62 LH	CH46 7 x 100 LH

KL-SOUTH MTD | LCE 5.65% | LCR 68.42% | LH

Region			
TVP1 6 x 68 LH	KLR1 0 x NaN LL	PAS1 16 x 73 LH	TVP1 5 x 62 LH

NORTH ARCOT MTD | LCE 11.02% | LCR 52.21% | LH

Region							
NA01 16 x 35 LA	AKM1 11 x 39 LA	ANI1 7 x 50 LA	ARC2 3 x 100 LH	CYR1 7 x 100 LH	KPM1 10 x 11 LL	KPM2 36 x 27 LL	WJD1 12 x 64 LH	WJP1 5 x 20 LL
NA02 11 x 70 LH	ABR1 4 x 100 LH	CGM1 1 x 100 LH	GDM1 3 x 100 LH	PLR1 2 x 100 LH	TRR1 2 x 100 LH	VEL1 29 x 52 LH	VEL2 32 x 74 LH	VNB1 0 x NaN LL
NA03 5 x 77 LH	BGR1 12 x 86 LH	CPT1 0 x NaN LL	PTU1 2 x 0 LL	SBR1 1 x 100 LH	SLG1 10 x 100 LH	TRL1 1 x 100 LH	TRT1 5 x 67 LH	UGI1 10 x 83 LH	VSI1 12 x 58 LH

SOUTH ARCOT MTD | LCE 8.35% | LCR 42.71% | LA

Region

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Group								
SA01 16 x 35 LA	CUD1 38 x 30 LL	KLM1 9 x 55 LH	MKM1 4 x 50 LA	POY1 3 x 100 LH	POY2 4 x 17 LL			
SA02 5 x 57 LH	CDM1 2 x 100 LH	KKI2 19 x 48 LA	KML1 0 x NaN LL	NVL2 5 x 67 LH	PRT1 5 x 60 LH	STP1 0 x NaN LL	ULP1 2 x 50 LA	VCM1 2 x 100 LH
SA03 4 x 56 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 12 x 23 LL	TRK1 9 x 83 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 5 x 100 LH	VPM2 0 x NaN LL

Region — SOUTH-01 MTD | LCE 13.31% | LCR 69.75% | LH

Group								
KVT1 12 x 62 LH	KVT1 5 x 73 LH	KYR1 3 x 100 LH	PKD1 17 x 60 LH	RND1 22 x 62 LH	RND2 NaN x NaN LL	SKD1 31 x 65 LH	SNL1 8 x 62 LH	STU2 11 x 50 LA · VKM1 18 x 38 LA
NGR1 16 x 71 LH	COL1 17 x 100 LH	KGL1 21 x 58 LH	KSM1 16 x 83 LH	MAR1 18 x 79 LH	MMT1 8 x 29 LL	NGR1 20 x 70 LH	TKY1 6 x 100 LH	
TKS1 10 x 77 LH	PDI1 2 x 50 LA	RPM1 7 x 40 LA	SDI1 3 x 67 LH	SGT1 14 x 75 LH	TKS1 6 x 78 LH	TKS2 23 x 89 LH		
TUT1 16 x 64 LH	ERL1 NaN x NaN LL	ERL2 6 x 67 LH	TCN1 12 x 80 LH	TUT1 13 x 58 LH	TUT2 16 x 56 LH	TYI1 18 x 67 LH	UDN1 50 x 71 LH	
TVL1 12 x 86 LH	ARM1 9 x 100 LH	ASM1 14 x 60 LH	TVL1 12 x 90 LH	TVL2 24 x 75 LH	VLY1 9 x 93 LH			
VNR1 14 x 69 LH	APK1 10 x 44 LA	APK2 42 x 89 LH	SVK1 9 x 57 LH	VNR1 16 x 67 LH	VNR2 7 x 47 LA			

Region — SOUTH-03 MTD | LCE 8.03% | LCR 63.44% | LH

Group									
DGL1 5 x 80 LH	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 5 x 100 LH	MDU5 15 x 79 LH	MPA1 4 x 100 LH	NTM1 0 x NaN LL	PNI1 16 x 33 LA		
KKD2 6 x 91 LH	ATG1 2 x 100 LH	DKI1 3 x 100 LH	KKD2 ∞ x 100 HH	KKD3 4 x 62 LH	MNM1 4 x 100 LH	PNV1 NaN x NaN LL	PVI1 14 x 100 LH	SGP1 0 x NaN LL	TDI1 4 x 100 LH · TPT1 13 x 93 LH
KRR1 4 x 100 LH	KRR1 6 x 100 LH				ODM1 2 x 100 LH				
MDU2 8 x 74 LH	ADP1 26 x 67 LH	BNR1 6 x 100 LH	CBM1 7 x 100 LH	CMR1 15 x 100 LH	MDU2 5 x 100 LH	MDU3 0 x NaN LL	MDU4 6 x 80 LH	MDU6 12 x 55 LH	TEN1 2 x 100 LH · TEN2 4 x 67 LH
SVG1 14 x 32 LA	BTU1 7 x 33 LA	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MLR1 4 x 100 LH	NKI1 11 x 43 LA	PKM1 33 x 36 LA	SVG1 6 x 80 LH	TMM1 28 x 24 LL	USL1 11 x 0 LL

Region — TIRUPATI-01 MTD | LCE 35.74% | LCR 86.31% | LH

Group									
ATP1 65 x 93 HH	ADI1 28 x 82 LH	ATP1 22 x 86 LH	DHN1 102 x 98 HH	GTL1 256 x 98 HH	KAR1 NaN x NaN LL	KNL1 34 x 100 LH	KNL2 60 x 97 HH	NDL1 36 x 61 LH	TPI1 157 x 100 HH
KDA1 17 x 84 LH	BVL1 0 x NaN LL	KDA1 8 x 100 LH	KOU1 13 x 83 LH	MPL1 23 x 80 LH	PDT1 52 x 86 AH	PIL1 9 x 100 LH	RCY1 9 x 67 LH	RJP1 18 x 71 LH	
TPY1 26 x 76 LH	CTO1 8 x 75 LH	KHT1 27 x 83 LH	KVL1 21 x 60 LH	NLR1 37 x 81 LH	NYP1 11 x 80 LH	PGR1 92 x 86 HH	PMR1 20 x 90 LH	PUT1 17 x 57 LH · SPE1 14 x 71 LH	TPY1 40 x 47 LA · TPY2 19 x 71 LH · VKI1 53 x 94 AH

Region — TRICHY-01 MTD | LCE 8.26% | LCR 68.53% | LH

Group								
KUM1 8 x 52 LH	KIK1 4 x 100 LH	KUM1 18 x 32 LA	NCK1 18 x 75 LH	NGT1 14 x 61 LH	TTP1 2 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 8 x 71 LH	AYR1 20 x 94 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 6 x 58 LH	PBR1 8 x 80 LH	PBR2 11 x 41 LA	TYR1 12 x 93 LH
TNJ1 10 x 71 LH	APM1 10 x 80 LH	MDI1 18 x 92 LH	NMM1 16 x 44 LA	ORU1 1 x 100 LH	PTK1 4 x 50 LA	TNJ1 8 x 82 LH	TNJ2 9 x 53 LH

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TRY1 7 x 81 LH	KRN1 6 x 60 LH	PDK1 37 x 74 LH	TRY1 3 x 100 LH	TRY2 26 x 90 LH	TRY3 2 x 100 LH	TRY4 0 x NaN LL

Region — VIJAYAWADA-01 MTD | LCE 50.52% | LCR 88.67% | AH

BVR1 49 x 94 LH	AMP1 12 x 50 LA	BVR1 17 x 67 LH	DPE1 37 x 100 LH	ELU1 118 x 100 HH	JGG1 8 x 50 LA	KND1 107 x 100 HH	NPR1 0 x NaN LL	PAP1 7 x 50 LA	PPM1 180 x 100 HH	RMV1 69 x 93 HH	TDD1 24 x 83 LH	TNI1 57 x 95 AH	TNK1 22 x 85 LH
GNT1 55 x 84 AH	BPP1 11 x 33 LA	CKT1 121 x 89 HH	CRL1 38 x 89 LH	GNT1 54 x 91 AH	GNT2 96 x 100 HH	KDR1 46 x 83 LH	NRT1 23 x 91 LH	OGL1 164 x 85 HH	PNR1 23 x 20 LL	PRL1 17 x 67 LH	RAL1 16 x 12 LL	VKN1 6 x 100 LH	
VJW1 48 x 89 LH	GDV1 127 x 95 HH	GVM1 26 x 56 LH	JPT1 68 x 74 HH	MTM1 17 x 71 LH	TEL1 55 x 95 AH	TVU1 115 x 93 HH	VJW1 53 x 91 AH	VJW2 30 x 100 LH	VJW3 27 x 94 LH	VJW4 28 x 67 LH	VJW5 10 x 75 LH	VUY1 31 x 100 LH	

Region — WEST-01 MTD | LCE 13.79% | LCR 79.46% | LH

CBE1 16 x 87 LH	CBE1 30 x 100 LH	CBE2 11 x 84 LH	CBE3 16 x 100 LH	CBE4 11 x 85 LH	CBE5 1 x 100 LH	CBE6 23 x 96 LH	KMR1 36 x 82 LH	SNR1 2 x 100 LH	SUL1 9 x 43 LA
PLI1 5 x 94 LH	DPM2 5 x 100 LH	KGM1 6 x 100 LH	PDM1 10 x 83 LH	PLI1 1 x 100 LH	UMP1 3 x 100 LH				
TPR1 20 x 64 LH	TPR1 27 x 38 LA	TPR2 4 x 100 LH	TPR3 31 x 96 LH						
TPR4 22 x 80 LH	ANR1 0 x NaN LL	AVI1 25 x 100 LH	GBM1 42 x 68 LH	PPI1 26 x 80 LH	SYM2 2 x 100 LH	TPR4 13 x 88 LH			
UAM1 6 x 55 LH	CNR1 4 x 100 LH	GDR1 8 x 0 LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 19 x 59 LH	UAM1 0 x NaN LL			

Region — WEST-02 MTD | LCE 13.54% | LCR 70.44% | LH

ERD1 25 x 70 LH	CMI1 15 x 50 LA	ERD1 39 x 77 LH	ERD2 15 x 56 LH	KMM1 16 x 38 LA	NKL2 29 x 75 LH	PDR1 33 x 64 LH	RSP1 20 x 71 LH	SGG1 27 x 67 LH	TCG1 7 x 100 LH	VKL1 55 x 82 AH
HSR1 13 x 83 LH	HSR1 23 x 83 LH	HSR2 33 x 86 LH	KRI1 3 x 100 LH	KVP1 2 x 100 LH	PLC1 8 x 40 LA	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 4 x 80 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 13 x 57 LH	HRR1 13 x 100 LH	MCR1 6 x 60 LH	MTR1 2 x 100 LH	OML1 1 x 100 LH	TRM1 0 x NaN LL		
SLM1 11 x 61 LH	APN1 26 x 52 LH	ATU1 23 x 38 LA	EDP1 0 x NaN LL	EPI1 1 x 100 LH	SLM1 14 x 69 LH	SLM2 13 x 87 LH	SLM3 5 x 83 LH	VPD1 5 x 40 LA		