

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-Aug-2025 To Date : 18-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,767	2,133	649	27.46%	30.43%	LA
CHENNAI-02	6,890	2,065	724	29.97%	35.06%	LA
KL-SOUTH	453	135	50	29.81%	37.04%	LA
NORTH ARCOT	5,562	1,965	506	35.33%	25.75%	LL
SOUTH ARCOT	5,100	1,322	382	25.92%	28.90%	LL
SOUTH-01	11,066	3,032	866	27.40%	28.56%	LL
SOUTH-03	7,992	1,735	586	21.71%	33.78%	LA
TIRUPATI-01	3,544	2,485	1,502	70.11%	60.44%	HH
TRICHY-01	8,378	2,565	1,431	30.62%	55.79%	LH
VIJAYAWADA-01	3,633	3,339	2,429	91.91%	72.75%	HH
WEST-01	5,449	1,718	953	31.53%	55.47%	LH
WEST-02	6,841	2,532	1,107	37.01%	43.72%	LA
Total	72,674	25,026	11,185	34.44%	44.69%	LA

Region

CHENNAI-01 MTD | LCE 27.46% | LCR 30.43% | LA

CH03 30 x 32 LA	CGL1 53 x 44 AA	CH45 17 x 33 LA	GUD1 30 x 32 LA	GUD2 12 x 37 LA	MC10 35 x 38 LA	MRM1 40 x 19 LL	SKL1 12 x 35 LA	TKM1 47 x 27 LL
CH05 34 x 24 LL	AVD1 22 x 28 LL	CH05 24 x 30 LL	CH14 63 x 24 HL	CH26 5 x 67 LH	CH30 33 x 17 LL	CH35 37 x 23 LL	CH37 21 x 23 LL	
CH06 25 x 38 LA	CH08 47 x 21 LL	CH11 17 x 78 LH	CH16 17 x 58 LH	CH19 20 x 65 LH	CH29 12 x 27 LL	CH39 61 x 28 HL	CH40 11 x 21 LL	CH42 11 x 27 LL
CH08 20 x 28 LL	CH07 22 x 42 LA	CH22 37 x 17 LL	CH28 33 x 25 LL	CH38 11 x 40 LA	CH48 0 x NaN LL	KNR1 20 x 35 LA	MC02 0 x NaN LL	MC09 35 x 10 LL

Region

CHENNAI-02 MTD | LCE 29.97% | LCR 35.06% | LA

CH01 23 x 36 LA	CH03 5 x 76 LH	CH12 41 x 30 LA	CH23 11 x 35 LA	CH24 36 x 33 LA	CH41 46 x 34 LA	MC06 12 x 22 LL	MC08 8 x 100 LH	
CH04 38 x 35 LA	CH21 46 x 33 LA	CH34 39 x 28 LL	CH44 39 x 24 LL	GPD1 46 x 44 LA	MC05 40 x 12 LL	MJR1 22 x 33 LA	PON1 49 x 49 LA	UKI1 27 x 57 LH
CH07 32 x 34 LA	CH01 139 x 100 HH	CH15 46 x 25 LL	CH17 10 x 94 LH	CH18 35 x 26 LL	CH27 9 x 100 LH	CH32 15 x 100 LH	CH36 7 x 78 LH	CH43 31 x 31 LA
CH09 24 x 37 LA	CH06 30 x 21 LL	CH09 14 x 50 LA	CH20 39 x 30 LL	CH31 13 x 94 LH	CH33 5 x 100 LH	CH46 43 x 40 LA		

Region

KL-SOUTH MTD | LCE 29.81% | LCR 37.04% | LA

TVP1 30 x 37 LA	PAS1 42 x 51 LH	TVP1 24 x 25 LL
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Region

NORTH ARCOT MTD | LCE 35.33% | LCR 25.75% | LL

NA01 48 x 21 LL	AKM1 52 x 14 AL	ANI1 33 x 31 LA	ARC2 8 x 40 LA	CYR1 23 x 31 LA	KPM1 47 x 23 LL	KPM2 57 x 22 AL	WJD1 51 x 20 AL	WJP1 82 x 18 HL	
NA02 28 x 29 LL	ABR1 16 x 40 LA	CGM1 17 x 37 LA	GDM1 20 x 26 LL	PLR1 30 x 48 LA	TRR1 11 x 33 LA	VEL1 41 x 49 LA	VEL2 49 x 14 LL	VNB1 34 x 13 LL	
NA03 31 x 30 LA	BGR1 40 x 28 LL	CPT1 39 x 12 LL	PTU1 31 x 55 LH	SBR1 14 x 49 LA	SLG1 27 x 24 LL	TRL1 12 x 59 LH	TRT1 65 x 20 HL	UGI1 56 x 31 AA	VSI1 26 x 36 LA

Region

SOUTH ARCOT MTD | LCE 25.92% | LCR 28.90% | LL



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SA01 33 x 28 LL	CUD1 44 x 26 LL		KLM1 38 x 22 LL		MKM1 27 x 17 LL		POY1 19 x 57 LH		POY2 32 x 24 LL		
SA02 17 x 33 LA	CDM1 30 x 41 LA	KKI2 46 x 26 LL	KML1 4 x 57 LH	NVL2 8 x 33 LA	PRT1 4 x 71 LH		STP1 4 x 20 LL	ULP1 6 x 35 LA	VCM1 10 x 18 LL		
SA03 28 x 26 LL	SJI1 17 x 11 LL	TDM1 30 x 23 LL		TRK1 46 x 28 LL		TVM1 23 x 48 LA		TVM2 23 x 22 LL		VPM1 42 x 27 LL	VPM2 8 x 29 LL

SOUTH-01 MTD | LCE 27.40% | LCR 28.56% | LL

KVT1 25 x 19 LL	KVT1 17 x 16 LL	KYR1 8 x 11 LL	PKD1 39 x 22 LL	RND1 43 x 19 LL	SKD1 0 x NaN LL	SNL1 29 x 25 LL	STU2 30 x 20 LL	VKM1 48 x 14 LL
NGR1 11 x 37 LA	COL1 13 x 0 LL	KGL1 26 x 8 LL	KSM1 12 x 29 LL	MAR1 11 x 57 LH	MMT1 13 x 19 LL	NGR1 6 x 92 LH	TKY1 9 x 26 LL	
TKS1 21 x 29 LL	PDI1 18 x 33 LA	RPM1 5 x 42 LA	SDI1 26 x 35 LA	SGT1 48 x 15 LL	TKS1 35 x 25 LL	TKS2 11 x 44 LA		
TUT1 33 x 28 LL	ERL1 107 x 43 HA	ERL2 0 x NaN LL	TCN1 42 x 18 LL	TUT1 39 x 25 LL	TUT2 13 x 19 LL	TYI1 22 x 39 LA	UDN1 75 x 39 HA	
TVL1 26 x 51 LH	ARM1 33 x 32 LA	ASM1 27 x 59 LH	TVL1 24 x 59 LH	TVL2 30 x 68 LH	VLY1 28 x 31 LA			
VNR1 50 x 21 LL	APK1 42 x 32 LA	SVK1 46 x 23 LL	VNR1 61 x 33 HA	VNR2 52 x 13 AL				

SOUTH-03 MTD | LCE 21.71% | LCR 33.78% | LA

DGL1 9 x 62 LH	DGL1 4 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 17 x 61 LH		MPA1 0 x 100 LH		NTM1 21 x 20 LL		PNI1 52 x 44 AA							
KKD2 13 x 30 LL	ATG1 5 x 75 LH		DKI1 37 x 7 LL		KKD2 4 x 100 LH		MNM1 8 x 67 LH		PNV1 18 x 25 LL		PVI1 34 x 26 LL		SGP1 3 x 100 LH		TDI1 2 x 33 LA		TPT1 3 x 88 LH			
KRR1 8 x 100 LH	KRR1 13 x 100 LH								ODM1 4 x 100 LH											
MDU2 28 x 32 LA	ADP1 31 x 26 LL		BNR1 60 x 21 AL		CBM1 21 x 19 LL		CMR1 47 x 76 LH		MDU2 16 x 29 LL		MDU3 6 x 100 LH		MDU4 16 x 44 LA		MDU6 48 x 37 LA		TEN1 22 x 24 LL		TEN2 24 x 4 LL	
SVG1 41 x 25 LL	BTU1 81 x 31 HA		KPT1 11 x 12 LL		MLR1 3 x 67 LH		NKI1 42 x 22 LL		PKM1 54 x 60 AH		SVG1 29 x 20 LL		TMM1 56 x 13 AL		USL1 59 x 21 AL					

TIRUPATI-01 MTD | LCE 70.11% | LCR 60.44% | HH

ATP1 89 x 74 HH	ADI1 67 x 16 HL	ATP1 25 x 63 LH	DHN1 130 x 80 HH	GTL1 223 x 94 HH	KNL1 109 x 83 HH	KNL2 75 x 92 HH	NDL1 66 x 15 HL	TPI1 205 x 87 HH			
KDA1 43 x 58 LH	BVL1 24 x 32 LA	KDA1 37 x 54 LH	KOU1 35 x 50 LA	MPL1 16 x 73 LH	PDT1 78 x 81 HH	PIL1 42 x 66 LH	RCY1 53 x 51 AH	RJP1 64 x 36 HA			
TPY1 72 x 49 HA	CTO1 47 x 35 LA	KHT1 82 x 50 HA	NLR1 113 x 60 HH	NYP1 48 x 71 LH	PGR1 128 x 73 HH	PMR1 67 x 53 HH	PUT1 59 x 21 AL	SPE1 96 x 68 HH	TPY1 71 x 42 HA	TPY2 58 x 31 AA	VKI1 94 x 52 HH

TRICHY-01 MTD | LCE 30.62% | LCR 55.79% | LH

KUM1 38 x 51 LH	JKM1 15 x 71 LH	KUM1 60 x 50 AA	MVM1 69 x 40 HA	NCK1 38 x 80 LH	TVR1 15 x 85 LH	TVR2 5 x 76 LH	
PTK1 19 x 38 LA	APM1 47 x 25 LL	MDI1 9 x 92 LH	NGT1 15 x 26 LL	NMM1 53 x 25 AL	PTK1 2 x 100 LH	TTP1 18 x 42 LA	
TNJ1 35 x 80 LH	AYR1 26 x 98 LH	KIK1 25 x 58 LH	KRN1 32 x 88 LH	ORU1 24 x 64 LH	PDK1 105 x 70 HH	TNJ1 30 x 91 LH	TNJ2 27 x 90 LH



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TRY1 28 x 44 LA	MSI1 8 x 94 LH	PBR1 7 x 73 LH	PBR2 44 x 28 LL	TRY1 25 x 54 LH	TRY2 52 x 34 AA	TRY3 26 x 83 LH	TYR1 25 x 19 LL	
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Region VIJAYAWADA-01 MTD | LCE 91.91% | LCR 72.75% | HH

BVR1 116 x 75 HH	AMP1 76 x 64 HH	BVR1 69 x 49 HA	DPE1 131 x 87 HH	ELU1 138 x 75 HH	JGG1 174 x 83 HH	KND1 96 x 94 HH	PAP1 140 x 76 HH	PPM1 179 x 77 HH	RMV1 180 x 90 HH	TDD1 82 x 65 HH	TNK1 91 x 61 HH	
GNT1 88 x 74 HH	BPP1 53 x 53 AH	CKT1 137 x 91 HH	CRL1 88 x 83 HH	GNT1 56 x 70 AH	GNT2 109 x 89 HH	KDR1 154 x 83 HH	NRT1 39 x 48 LA	OGL1 189 x 86 HH	PNR1 71 x 34 HA	PRL1 62 x 65 HH	RAL1 45 x 16 LL	VKN1 40 x 33 LA
VJW1 74 x 69 HH	GDV1 110 x 80 HH	GVM1 69 x 68 HH	JPT1 63 x 67 HH	MTM1 73 x 60 HH	TEL1 69 x 52 HH	TVU1 69 x 57 HH	VJW1 46 x 91 LH	VJW2 78 x 72 HH	VJW3 91 x 58 HH	VJW4 57 x 60 AH	VJW5 76 x 89 HH	VUY1 110 x 80 HH

Region WEST-01 MTD | LCE 31.53% | LCR 55.47% | LH

CBE1 24 x 77 LH	CBE1 49 x 62 LH	CBE2 8 x 98 LH	CBE3 14 x 100 LH	CBE4 19 x 92 LH	CBE6 45 x 90 LH	KMR1 30 x 87 LH	SNR1 22 x 62 LH	SUL1 37 x 26 LL	
PLI1 20 x 44 LA	DPM2 19 x 40 LA		KGM1 26 x 23 LL	PDM1 27 x 38 LA		PLI1 14 x 56 LH	UMP1 22 x 69 LH		
TPR1 42 x 56 LH	TPR1 63 x 28 HL			TPR2 4 x 75 LH			TPR3 76 x 86 HH		
TPR4 66 x 50 HH	ANR1 36 x 46 LA		AVI1 53 x 85 AH	GBM1 72 x 27 HL	PPI1 125 x 52 HH		SYM2 65 x 33 HA	TPR4 30 x 69 LH	
UAM1 22 x 22 LL	CNR1 7 x 56 LH		GDR1 14 x 20 LL	KGI1 36 x 13 LL	KMD1 0 x NaN LL		MPM1 44 x 19 LL	UAM1 18 x 33 LA	

Region WEST-02 MTD | LCE 37.01% | LCR 43.72% | LA

ERD1 50 x 46 AA	CMI1 44 x 29 LL	ERD1 70 x 54 HH	ERD2 16 x 70 LH	KMM1 33 x 34 LA	NKL2 53 x 40 AA	PDR1 42 x 33 LA	RSP1 46 x 36 LA	SGG1 63 x 38 HA	TCG1 58 x 47 AA	VKL1 115 x 61 HH
HSR1 24 x 38 LA	HSR1 37 x 63 LH	HSR2 37 x 22 LL		KRI1 19 x 60 LH	KVP1 1 x 100 LH	PLC1 15 x 33 LA		PMP1 13 x 43 LA		SGI1 29 x 7 LL
MTR1 38 x 42 LA	BMD1 11 x 16 LL	DPR1 11 x 80 LH	DPR2 58 x 38 AA	HRR1 87 x 88 HH	MCR1 41 x 13 LL	MTR1 21 x 14 LL		OML1 40 x 13 LL		TRM1 33 x 25 LL
SLM1 34 x 45 LA	APN1 56 x 38 AA	ATU1 52 x 21 AL	EDP1 7 x 36 LA	EPI1 8 x 18 LL	SLM1 44 x 81 LH	SLM2 23 x 57 LH		SLM3 24 x 18 LL		VPD1 45 x 32 LA