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

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
From Date: 01-Nov-2025 To Date : 18-Nov-2025						
CHENNAI-01	6,351	1,429	1,253	22.50%	87.68%	LH
CHENNAI-02	5,970	1,702	1,488	28.51%	87.43%	LH
KL-SOUTH	582	61	52	10.48%	85.25%	LH
NORTH ARCOT	4,746	1,219	1,047	25.69%	85.89%	LH
SOUTH ARCOT	4,294	611	475	14.23%	77.74%	LH
SOUTH-01	9,008	2,988	2,700	33.17%	90.36%	LH
SOUTH-03	6,857	1,052	926	15.34%	88.02%	LH
TIRUPATI-01	2,812	1,413	1,315	50.25%	93.06%	AH
TRICHY-01	6,161	1,306	1,200	21.20%	91.88%	LH
VIJAYAWADA-01	2,898	2,173	2,060	74.99%	94.80%	HH
WEST-01	4,818	1,229	1,113	25.51%	90.56%	LH
WEST-02	5,540	1,523	1,372	27.49%	90.09%	LH
Total	60,038	16,706	15,001	27.83%	89.79%	LH

CHENNAI-01 MTD | LCE 22.50% | LCR 87.68% | LH

Region								
CH03 22 x 88 LH	CGL1 39 x 85 LH	CH45 7 x 88 LH	GUD1 30 x 90 LH	GUD2 4 x 86 LH	MC10 18 x 85 LH	MRM1 37 x 93 LH	SKL1 5 x 100 LH	TKM1 38 x 80 LH
CH05 25 x 84 LH	AVD1 29 x 89 LH	CH05 17 x 87 LH	CH14 13 x 70 LH	CH26 4 x 100 LH	CH30 39 x 92 LH	CH35 34 x 81 LH	CH37 46 x 79 LH	
CH06 23 x 92 LH	CH08 38 x 83 LH	CH11 5 x 100 LH	CH16 24 x 98 LH	CH19 28 x 99 LH	CH29 4 x 100 LH	CH39 26 x 80 LH	CH40 7 x 100 LH	CH42 17 x 98 LH
CH08 20 x 84 LH	CH07 10 x 100 LH	CH22 43 x 85 LH	CH28 11 x 62 LH	CH38 29 x 92 LH	CH48 22 x 79 LH	KNR1 6 x 71 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 28.51% | LCR 87.43% | LH

Region								
CH01 25 x 93 LH	CH03 16 x 85 LH	CH06 7 x 100 LH	CH12 49 x 94 LH	CH23 18 x 96 LH	CH24 33 x 99 LH	MC06 1 x 100 LH		
CH04 32 x 84 LH	CH21 51 x 77 AH	CH34 43 x 85 LH	CH44 42 x 89 LH	GPD1 37 x 88 LH	MC05 3 x 100 LH	MJR1 20 x 80 LH	PON1 43 x 92 LH	UKI1 1 x 100 LH
CH07 36 x 86 LH	CH01 168 x 100 HH	CH15 48 x 76 LH	CH17 6 x 100 LH	CH18 54 x 91 AH	CH27 9 x 100 LH	CH32 3 x 100 LH	CH36 17 x 100 LH	CH43 43 x 94 LH
CH09 18 x 90 LH	CH09 8 x 87 LH	CH20 34 x 93 LH	CH31 8 x 100 LH	CH33 6 x 93 LH	CH41 29 x 83 LH	CH46 18 x 91 LH		

KL-SOUTH MTD | LCE 10.48% | LCR 85.25% | LH

Region			
TVP1 10 x 85 LH	KLR1 1 x 100 LH	PAS1 32 x 90 LH	TVP1 8 x 74 LH

NORTH ARCOT MTD | LCE 25.69% | LCR 85.89% | LH

Region								
NA01 38 x 81 LH	AKM1 35 x 82 LH	ANI1 24 x 92 LH	ARC2 6 x 100 LH	CYR1 16 x 100 LH	KPM1 29 x 83 LH	KPM2 59 x 68 AH	WJD1 45 x 96 LH	WJP1 33 x 93 LH
NA02 23 x 90 LH	ABR1 8 x 100 LH	CGM1 2 x 100 LH	GDM1 5 x 86 LH	PLR1 7 x 100 LH	TRR1 2 x 86 LH	VEL1 53 x 84 AH	VEL2 92 x 92 HH	VNB1 1 x 100 LH
NA03 14 x 95 LH	BGR1 48 x 98 LH	CPT1 22 x 100 LH	PTU1 5 x 83 LH	SBR1 1 x 100 LH	SLG1 31 x 100 LH	TRL1 2 x 100 LH	TRT1 3 x 75 LH	UGI1 20 x 92 LH	VSI1 17 x 88 LH

SOUTH ARCOT MTD | LCE 14.23% | LCR 77.74% | LH

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)

Branch									
SA01 24 x 70 LH	CUD1 52 x 63 AH	KLM1 27 x 91 LH	MKM1 4 x 75 LH	POY1 5 x 100 LH	POY2 5 x 60 LH				
SA02 9 x 87 LH	CDM1 1 x 100 LH	KKI2 43 x 87 LH	KML1 0 x NaN LL	NVL2 4 x 80 LH	PRT1 7 x 83 LH	STP1 0 x NaN LL	ULP1 2 x 75 LH	VCM1 2 x 100 LH	
SA03 10 x 88 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 22 x 78 LH	TRK1 29 x 94 LH	TVM1 2 x 100 LH	TVM2 0 x NaN LL	VPM1 3 x 100 LH	VPM2 0 x NaN LL	

Region — SOUTH-01 MTD | LCE 33.17% | LCR 90.36% | LH

Branch									
KVT1 35 x 90 LH	KVT1 15 x 94 LH	KYR1 30 x 97 LH	PKD1 45 x 91 LH	RND1 44 x 85 LH	RND2 NaN x NaN LL	SKD1 54 x 84 AH	SNL1 37 x 96 LH	STU2 40 x 93 LH	VKM1 52 x 88 AH
NGR1 36 x 93 LH	COL1 53 x 100 AH	KGL1 37 x 86 LH	KSM1 28 x 95 LH	MAR1 31 x 94 LH	MMT1 33 x 89 LH	NGR1 42 x 92 LH	TKY1 23 x 100 LH		
TKS1 22 x 91 LH	PDI1 19 x 94 LH	RPM1 12 x 76 LH	SDI1 10 x 89 LH	SGT1 39 x 85 LH	TKS1 24 x 96 LH	TKS2 35 x 95 LH			
TUT1 42 x 88 LH	ERL1 ∞ x 100 HH	ERL2 37 x 96 LH	TCN1 40 x 93 LH	TUT1 35 x 83 LH	TUT2 46 x 90 LH	TYI1 43 x 90 LH	UDN1 81 x 86 HH		
TVL1 25 x 94 LH	ARM1 34 x 100 LH	ASM1 19 x 87 LH	TVL1 28 x 95 LH	TVL2 24 x 85 LH	VLY1 19 x 93 LH				
VNR1 34 x 90 LH	APK1 32 x 83 LH	APK2 59 x 93 AH	SVK1 30 x 92 LH	VNR1 50 x 91 LH	VNR2 22 x 88 LH				

Region — SOUTH-03 MTD | LCE 15.34% | LCR 88.02% | LH

Branch										
DGL1 10 x 93 LH	DGL1 8 x 100 LH	DGL2 1 x 100 LH	MDU1 6 x 97 LH	MDU5 28 x 94 LH	MPA1 3 x 100 LH	NTM1 13 x 100 LH	PNI1 36 x 79 LH			
KKD2 13 x 95 LH	ATG1 5 x 100 LH	DKI1 4 x 86 LH	KKD2 NaN x NaN LL	KKD3 16 x 90 LH	MNM1 5 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 38 x 100 LH	SGP1 3 x 100 LH	TDI1 2 x 100 LH / TPT1 28 x 93 LH
KRR1 5 x 100 LH	KRR1 6 x 100 LH				ODM1 3 x 100 LH					
MDU2 16 x 90 LH	ADP1 38 x 87 LH	BNR1 39 x 100 LH	CBM1 13 x 87 LH	CMR1 24 x 100 LH	MDU2 6 x 89 LH	MDU3 0 x 100 LH	MDU4 23 x 91 LH	MDU6 27 x 85 LH	TEN1 3 x 100 LH	TEN2 4 x 86 LH
SVG1 25 x 79 LH	BTU1 8 x 71 LH	KPT1 8 x 92 LH	KYK1 4 x 100 LH	MLR1 5 x 100 LH	NKI1 18 x 80 LH	PKM1 61 x 78 HH	SVG1 9 x 93 LH	TMM1 56 x 78 AH	USL1 17 x 64 LH	

Region — TIRUPATI-01 MTD | LCE 50.25% | LCR 93.06% | AH

Branch											
ATP1 77 x 95 HH	ADI1 55 x 92 AH	ATP1 45 x 97 LH	DHN1 78 x 97 HH	GTL1 195 x 99 HH	KAR1 NaN x NaN LL	KNL1 67 x 99 HH	KNL2 75 x 99 HH	NDL1 60 x 75 AH	TPI1 134 x 96 HH		
KDA1 28 x 94 LH	BVL1 12 x 100 LH	KDA1 18 x 100 LH	KOU1 26 x 95 LH	MPL1 43 x 93 LH	PDT1 43 x 88 LH	PIL1 13 x 100 LH	RCY1 31 x 95 LH	RJP1 37 x 90 LH			
TPY1 44 x 91 LH	CTO1 25 x 93 LH	KHT1 51 x 95 AH	KVL1 60 x 88 AH	NLR1 68 x 94 HH	NYP1 21 x 94 LH	PGR1 78 x 90 HH	PMR1 37 x 97 LH	PUT1 45 x 93 LH	SPE1 35 x 94 LH	TPY1 58 x 81 AH	TPY2 29 x 84 AH / VKI1 54 x 97 AH

Region — TRICHY-01 MTD | LCE 21.20% | LCR 91.88% | LH

Branch								
KUM1 22 x 88 LH	KIK1 8 x 100 LH	KUM1 46 x 85 LH	NCK1 31 x 92 LH	NGT1 48 x 87 LH	TTP1 5 x 100 LH	TVR1 1 x 100 LH	TVR2 4 x 100 LH
PBR1 21 x 93 LH	AYR1 23 x 97 LH	JKM1 1 x 100 LH	MSI1 8 x 100 LH	MVM1 25 x 94 LH	PBR1 29 x 97 LH	PBR2 31 x 87 LH	TYR1 19 x 97 LH
TNJ1 30 x 94 LH	APM1 77 x 97 HH	MDI1 24 x 96 LH	NMM1 48 x 89 LH	ORU1 19 x 100 LH	PTK1 14 x 89 LH	TNJ1 20 x 94 LH	TNJ2 35 x 92 LH

Follow-Up Lead Capturing Effectiveness as on 11/18/2025 10:00:33 AM

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)

TRY1 13 x 93 LH	KRN1 23 x 93 LH	PDK1 58 x 88 AH	TRY1 5 x 100 LH	TRY2 40 x 97 LH	TRY3 1 x 100 LH	TRY4 3 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 74.99% | LCR 94.80% | HH

BVR1 66 x 97 HH	AMP1 23 x 86 LH	BVR1 53 x 95 AH	DPE1 27 x 100 LH	ELU1 122 x 99 HH	JGG1 27 x 92 LH	KND1 154 x 100 HH	NPR1 29 x 100 LH	PAP1 29 x 89 LH	PPM1 169 x 100 HH	RMV1 63 x 96 HH	TDD1 28 x 88 LH	TNI1 49 x 97 LH	TNK1 48 x 97 LH
GNT1 87 x 93 HH	BPP1 51 x 93 AH	CKT1 158 x 95 HH	CRL1 81 x 94 HH	GNT1 77 x 97 HH	GNT2 151 x 98 HH	KDR1 70 x 95 HH	NRT1 36 x 97 LH	OGL1 173 x 91 HH	PNR1 70 x 76 HH	PRL1 32 x 84 HH	RAL1 67 x 88 HH	VKN1 30 x 100 LH	
VJW1 73 x 94 HH	GDV1 117 x 98 HH	GVM1 55 x 79 AH	JPT1 114 x 89 HH	MTM1 54 x 89 AH	TEL1 80 x 91 HH	TVU1 148 x 97 HH	VJW1 74 x 95 HH	VJW2 24 x 100 LH	VJW3 55 x 97 AH	VJW4 64 x 93 HH	VJW5 44 x 97 LH	VUY1 43 x 100 LH	

Region — WEST-01 MTD | LCE 25.51% | LCR 90.56% | LH

CBE1 22 x 92 LH	CBE1 35 x 100 LH	CBE2 19 x 88 LH	CBE3 13 x 100 LH	CBE4 23 x 96 LH	CBE5 1 x 100 LH	CBE6 45 x 99 LH	KMR1 31 x 87 LH	SNR1 2 x 100 LH	SUL1 28 x 88 LH
PLI1 15 x 94 LH	DPM2 9 x 100 LH	KGM1 22 x 87 LH		PDM1 26 x 89 LH		PLI1 17 x 100 LH		UMP1 3 x 100 LH	
TPR1 42 x 87 LH	TPR1 56 x 79 AH		TPR2 4 x 88 LH			TPR3 74 x 97 HH			
TPR4 46 x 91 LH	ANR1 0 x NaN LL	AVI1 51 x 97 AH	GBM1 77 x 83 HH	PPI1 58 x 92 AH		SYM2 19 x 100 LH		TPR4 39 x 94 LH	
UAM1 12 x 87 LH	CNR1 6 x 100 LH	GDR1 12 x 67 LH	KGI1 0 x NaN LL	KMD1 9 x 100 LH		MPM1 34 x 84 LH		UAM1 7 x 100 LH	

Region — WEST-02 MTD | LCE 27.49% | LCR 90.09% | LH

ERD1 50 x 89 LH	CMI1 40 x 80 LH	ERD1 62 x 91 HH	ERD2 41 x 89 LH	KMM1 49 x 88 LH	NKL2 54 x 89 AH	PDR1 52 x 88 AH	RSP1 43 x 91 LH	SGG1 43 x 89 LH	TCG1 40 x 98 LH	VKL1 77 x 86 HH
HSR1 21 x 94 LH	HSR1 57 x 97 AH	HSR2 43 x 92 LH	KRI1 10 x 100 LH	KVP1 3 x 100 LH	PLC1 7 x 70 LH		PMP1 0 x NaN LL	SGI1 0 x NaN LL		
MTR1 11 x 96 LH	BMD1 0 x NaN LL	DPR1 20 x 100 LH	DPR2 33 x 91 LH	HRR1 8 x 100 LH	MCR1 14 x 86 LH	MTR1 1 x 100 LH	OML1 22 x 100 LH	TRM1 3 x 100 LH		
SLM1 24 x 88 LH	APN1 47 x 85 LH	ATU1 41 x 77 LH	EDP1 0 x NaN LL	EPI1 5 x 100 LH	SLM1 36 x 92 LH	SLM2 17 x 94 LH	SLM3 8 x 95 LH	VPD1 27 x 91 LH		