Follow-Up Lead Capturing Effectiveness as on 10/22/2025 10:00:13 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-Oct-2025 To Date : 22-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,356	1,067	662	9.40%	62.04%	LH
CHENNAI-02	10,162	1,448	843	14.25%	58.22%	LH
KL-SOUTH	747	68	51	9.10%	75.00%	LH
NORTH ARCOT	9,566	1,238	588	12.94%	47.50%	LA
SOUTH ARCOT	8,085	691	403	8.55%	58.32%	LH
SOUTH-01	19,121	2,929	1,878	15.32%	64.12%	LH
SOUTH-03	16,238	1,045	594	6.44%	56.84%	LH
TIRUPATI-01	6,855	1,496	1,201	21.82%	80.28%	LH
TRICHY-01	12,885	1,316	1,100	10.21%	83.59%	LH
VIJAYAWADA-01	6,960	2,138	1,847	30.72%	86.39%	LH
WEST-01	9,809	1,862	1,569	18.98%	84.26%	LH
WEST-02	13,637	1,479	1,102	10.85%	74.51%	LH
Total	125,420	16,777	11,838	13.38%	70.56%	LH

CHENNAI-01 MTD | LCE 9.40% | LCR 62.04% | LH

Region

CH03 7 x 61 LH	CGL1 6 x 81 LH	CH45 2 x 43 LA	GUD1 10 x 59 LH	GUD2 0 x 100 LH	MC10 7 x 36 LA	MRM1 13 x 64 LH	SKL1 3 x 75 LH	TKM1 10 x 55 LH
CH05 12 x 55 LH	AVD1 3 x 74 LH	CH05 12 x 60 LH	CH14 12 x 61 LH	CH26 5 x 100 LH	CH30 9 x 71 LH	CH35 13 x 72 LH		CH37 28 x 25 LL
CH06 9 x 71 LH	CH08 16 x 56 LH	CH11 6 x 90 LH	CH16 3 x 87 LH	CH19 10 x 87 LH	CH29 4 x 100 LH	CH39 23 x 57 LH	CH40 2 x 100 LH	CH42 6 x 97 LH
CH08 10 x 61 LH	CH07 4 x 89 LH	CH22 18 x 39 LA	CH28 24 x 73 LH	CH38 5 x 32 LA	CH48 7 x 48 LA	KNR1 4 x 64 LH	MC02 4 x 100 LH	MC09 7 x 100 LH

CHENNAI-02 MTD | LCE 14.25% | LCR 58.22% | LH

Region

CH01 11 x 68 LH	CH03 4 x 73 LH	CH06 7 x 48 LA	CH12 26 x 62 LH	CH23 11 x 100 LH	CH24 15 x 77 LH	MC06 1 x 100 LH
CH04 15 x 53 LH	CH21 23 x 45 LA	CH34 14 x 67 LH	CH44 15 x 48 LA	GPD1 22 x 57 LH	MC05 3 x 100 LH	MJR1 18 x 48 LA	PON1 14 x 57 LH	UKI1 1 x 100 LH
CH07 19 x 56 LH	CH01 40 x 100 LH	CH15 28 x 45 LA	CH17 14 x 100 LH	CH18 14 x 70 LH	CH27 4 x 100 LH	CH32 16 x 100 LH	CH36 4 x 100 LH	CH43 21 x 43 LA
CH09 11 x 63 LH	CH09 4 x 92 LH	CH20 18 x 50 LA	CH31 3 x 67 LH	CH33 4 x 94 LH	CH41 17 x 57 LH	CH46 13 x 74 LH		CH51 NaN x NaN LL

KL-SOUTH MTD | LCE 9.10% | LCR 75.00% | LH

Region

TVP1 9 x 75 LH	KLR1 1 x 100 LH	NYK1 NaN x NaN LL	PAS1 17 x 70 LH	PNL1 NaN x NaN LL	TVP1 9 x 79 LH

NORTH ARCOT MTD | LCE 12.94% | LCR 47.50% | LA

Region

NA01 23 x 37 LA	AKM1 33 x 30 LL	ANI1 8 x 76 LH	ARC2 3 x 100 LH	CYR1 8 x 60 LH	KPM1 9 x 64 LH	KPM2 41 x 24 LL	WJD1 13 x 71 LH	WJP1 16 x 74 LH
NA02 8 x 64 LH	ABR1 7 x 82 LH	CGM1 1 x 75 LH	GDM1 10 x 48 LA	PLR1 5 x 100 LH	TRR1 6 x 69 LH	VEL1 15 x 73 LH	VEL2 15 x 54 LH	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 7 x 69 LH	BGR1 13 x 79 LH	CPT1 4 x 77 LH	PTU1 6 x 75 LH	SBR1 0 x 100 LH	SLG1 3 x 45 LA	TRL1 5 x 92 LH	TRT1 6 x 29 LL	UGI1 13 x 65 LH	VSI1 14 x 72 LH

SOUTH ARCOT MTD | LCE 8.55% | LCR 58.32% | LH

Region

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Row	Col 1	Col 2	Col 3	Col 4	Col 5	Col 6	Col 7	Col 8
SA01 13 x 50 LH	CUD1 25 x 37 LA	KLM1 10 x 65 LH	MKM1 3 x 83 LH		POY1 8 x 85 LH		POY2 6 x 71 LH	
SA02 7 x 64 LH	CDM1 12 x 38 LA	KKI2 18 x 71 LH	KML1 1 x 100 LH	NVL2 5 x 64 LH	PRT1 6 x 94 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 8 x 92 LH
SA03 5 x 68 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 6 x 64 LH	TRK1 14 x 52 LH	TVM1 9 x 100 LH	TVM2 2 x 100 LH	VPM1 12 x 94 LH	VPM2 0 x 100 LH

Region — SOUTH-01 MTD | LCE 15.32% | LCR 64.12% | LH

Row	Col 1	Col 2	Col 3	Col 4	Col 5	Col 6	Col 7	Col 8
KVT1 14 x 61 LH	KVT1 5 x 69 LH	KYR1 3 x 67 LH	PKD1 28 x 46 LA	RND1 26 x 64 LH	SKD1 12 x 65 LH	SNL1 11 x 61 LH	STU2 11 x 89 LH	VKM1 16 x 67 LH
NGR1 10 x 64 LH	COL1 21 x 77 LH	KGL1 13 x 77 LH	KSM1 6 x 56 LH	MAR1 11 x 92 LH	MMT1 10 x 71 LH	NGR1 11 x 48 LA		TKY1 3 x 33 LA
TKS1 13 x 77 LH	PDI1 5 x 56 LH	RPM1 9 x 83 LH	SDI1 8 x 68 LH	SGT1 7 x 75 LH	TKS1 12 x 63 LH	TKS2 23 x 84 LH		
TUT1 17 x 66 LH	ERL1 ∞ x 100 HH	ERL2 21 x 69 LH	TCN1 11 x 69 LH	TUT1 14 x 65 LH	TUT2 16 x 58 LH	TYI1 14 x 76 LH	UDN1 45 x 66 LH	
TVL1 20 x 79 LH	ARM1 21 x 56 LH	ASM1 18 x 85 LH	TVL1 21 x 86 LH	TVL2 30 x 90 LH		VLY1 14 x 56 LH		
VNR1 19 x 41 LA	APK1 22 x 27 LL	APK2 43 x 42 LA	SVK1 5 x 53 LH	VNR1 32 x 48 LA		VNR2 12 x 42 LA		

Region — SOUTH-03 MTD | LCE 6.44% | LCR 56.84% | LH

Row	Col 1	Col 2	Col 3	Col 4	Col 5	Col 6	Col 7	Col 8	Col 9
DGL1 3 x 88 LH	DGL1 1 x 100 LH	DGL2 1 x 100 LH	MDU1 4 x 96 LH	MDU5 7 x 100 LH	MPA1 2 x 100 LH	NTM1 3 x 64 LH	PNI1 12 x 60 LH		
KKD2 2 x 85 LH	ATG1 1 x 100 LH	DKI1 2 x 71 LH	KKD2 10 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 2 x 67 LH	PVI1 8 x 83 LH	SGP1 1 x 100 LH	TDI1 2 x 80 LH	TPT1 1 x 67 LH
KRR1 3 x 94 LH	KRR1 4 x 94 LH				ODM1 0 x 100 LH				
MDU2 12 x 43 LA	ADP1 0 x 100 LH	BNR1 10 x 58 LH	CBM1 3 x 64 LH	CMR1 14 x 85 LH	MDU2 7 x 70 LH	MDU3 2 x 100 LH	MDU4 4 x 56 LH	MDU6 48 x 28 LL	TEN1 4 x 93 LH	TEN2 3 x 70 LH
SVG1 7 x 59 LH	BTU1 10 x 73 LH	KPT1 1 x 75 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 2 x 57 LH	PKM1 28 x 52 LH	SVG1 3 x 83 LH	TMM1 10 x 60 LH	USL1 11 x 45 LA

Region — TIRUPATI-01 MTD | LCE 21.82% | LCR 80.28% | LH

Row	Col 1	Col 2	Col 3	Col 4	Col 5	Col 6	Col 7	Col 8	Col 9	Col 10
ATP1 28 x 91 LH	ADI1 27 x 67 LH	ATP1 11 x 79 LH	DHN1 4 x 100 LH	GTL1 8 x 100 LH	HPR1 NaN x NaN LL	KNL1 63 x 99 HH	KNL2 14 x 92 LH	NDL1 15 x 82 LH	TPI1 104 x 97 HH	
KDA1 5 x 86 LH	BVL1 2 x 100 LH	KDA1 3 x 86 LH	KOU1 8 x 100 LH	MPL1 3 x 71 LH	PDT1 10 x 100 LH	PIL1 1 x 100 LH	RCY1 1 x 100 LH	RJP1 11 x 62 LH	
TPY1 27 x 72 LH	CTO1 6 x 81 LH	KHT1 29 x 87 LH	KVL1 15 x 44 LA	NLR1 17 x 77 LH	NYP1 35 x 61 LH	PGR1 25 x 88 LH	PMR1 45 x 97 LH	PUT1 15 x 60 LH	SPE1 19 x 83 LH	TPY1 47 x 46 LH	TPY2 31 x 60 LA	VKI1 54 x 98 AH

Region — TRICHY-01 MTD | LCE 10.21% | LCR 83.59% | LH

Row	Col 1	Col 2	Col 3	Col 4	Col 5	Col 6	Col 7
KUM1 7 x 84 LH	KIK1 7 x 86 LH	KUM1 10 x 88 LH	NCK1 23 x 75 LH	NGT1 6 x 81 LH	TTP1 4 x 84 LH	TVR1 4 x 91 LH	TVR2 2 x 100 LH
PBR1 9 x 81 LH	AYR1 15 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 14 x 81 LH	PBR1 7 x 88 LH	PBR2 10 x 67 LH	TYR1 9 x 80 LH
TNJ1 15 x 83 LH	APM1 19 x 72 LH	MDI1 27 x 93 LH	NMM1 18 x 84 LH	ORU1 6 x 71 LH	PTK1 6 x 79 LH	TNJ1 12 x 81 LH	TNJ2 17 x 78 LH

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| TRY1 10 x 87 LH | KRN1 4 x 81 LH | PDK1 60 x 82 HH | TRY1 4 x 98 LH | TRY2 22 x 89 LH | TRY3 2 x 100 LH | TRY4 2 x 100 LH |

Region VIJAYAWADA-01 MTD | LCE 30.72% | LCR 86.39% | LH

BVR1 48 x 90 LH	AMP1 38 x 92 LH	BVR1 80 x 81 HH	DPE1 0 x NaN LL	ELU1 69 x 98 HH	JGG1 19 x 95 LH	KND1 66 x 99 HH	NPR1 1 x 100 LH	PAP1 66 x 87 HH	PPM1 135 x 99 HH	RMV1 48 x 97 LH	TDD1 22 x 90 LH	TNI1 1 x 100 LH	TNK1 14 x 93 LH
GNT1 24 x 85 LH	BPP1 2 x 67 LH	CKT1 104 x 97 HH	CRL1 17 x 93 LH	GNT1 2 x 100 LH	GNT2 4 x 83 LH	KDR1 10 x 100 LH	NRT1 2 x 100 LH	OGL1 96 x 81 HH	PNR1 30 x 36 LA	PRL1 7 x 89 LH	RAL1 11 x 65 LH	VKN1 0 x NaN LL	
VJW1 17 x 75 LH	GDV1 3 x 100 LH	GVM1 18 x 46 LA	JPT1 28 x 50 LA	MTM1 13 x 54 LH	TEL1 23 x 79 LH	TVU1 32 x 96 LH	VJW1 14 x 98 LH	VJW2 1 x 100 LH	VJW3 12 x 65 LH	VJW4 36 x 82 LH	VJW5 19 x 79 LH	VUY1 5 x 100 LH	

Region WEST-01 MTD | LCE 18.98% | LCR 84.26% | LH

CBE1 18 x 88 LH	CBE1 17 x 92 LH	CBE2 17 x 84 LH	CBE3 8 x 100 LH	CBE4 10 x 88 LH	CBE5 4 x 100 LH	CBE6 46 x 99 LH	KMR1 28 x 88 LH	SNR1 10 x 96 LH	SUL1 9 x 52 LH
PLI1 8 x 88 LH	DPM2 4 x 100 LH		KGM1 9 x 92 LH		PDM1 9 x 86 LH		PLI1 13 x 82 LH		UMP1 4 x 100 LH
TPR1 22 x 84 LH	TPR1 25 x 62 LH			TPR2 5 x 96 LH			TPR3 47 x 100 LH		
TPR4 43 x 81 LH	ANR1 33 x 95 LH	AVI1 56 x 96 AH	GBM1 87 x 70 HH		PPI1 47 x 86 LH		SYM2 4 x 69 LH		TPR4 21 x 68 LH
UAM1 5 x 74 LH	CNR1 11 x 75 LH	GDR1 5 x 67 LH		KGI1 1 x 100 LH		KMD1 1 x 100 LH		MPM1 10 x 68 LH	UAM1 2 x 100 LH

Region WEST-02 MTD | LCE 10.85% | LCR 74.51% | LH

ERD1 16 x 75 LH	CMI1 5 x 57 LH	ERD1 19 x 77 LH	ERD2 6 x 76 LH	KMM1 10 x 70 LH	NKL2 11 x 72 LH	PDR1 20 x 75 LH	RSP1 14 x 64 LH	SGG1 31 x 56 LH	TCG1 2 x 100 LH	VKL1 66 x 87 HH
HSR1 6 x 72 LH	HSR1 12 x 92 LH	HSR2 12 x 61 LH	KRI1 5 x 100 LH	KVP1 0 x 100 LH	PLC1 1 x 75 LH	PMP1 4 x 31 LA	SGI1 1 x 100 LH			
MTR1 9 x 84 LH	BMD1 2 x 100 LH	DPR1 3 x 100 LH	DPR2 17 x 62 LH	HRR1 41 x 100 LH	MCR1 4 x 67 LH	MTR1 1 x 80 LH	OML1 13 x 65 LH	TRM1 2 x 55 LH		
SLM1 10 x 69 LH	APN1 29 x 43 LA	ATU1 13 x 69 LH	EDP1 3 x 100 LH	EPI1 2 x 100 LH	SLM1 16 x 79 LH	SLM2 6 x 87 LH	SLM3 2 x 44 LA	VPD1 9 x 72 LH		