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 : 23-Nov-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,758	1,684	545	21.71%	32.36%	LA
CHENNAI-02	7,201	1,937	602	26.90%	31.08%	LA
KL-SOUTH	699	74	28	10.59%	37.84%	LA
NORTH ARCOT	6,215	1,471	292	23.67%	19.85%	LL
SOUTH ARCOT	5,200	725	177	13.94%	24.41%	LL
SOUTH-01	11,209	3,570	1,055	31.85%	29.55%	LL
SOUTH-03	8,605	1,312	432	15.25%	32.93%	LA
TIRUPATI-01	3,593	1,763	1,009	49.06%	57.23%	LH
TRICHY-01	7,564	1,598	622	21.13%	38.92%	LA
VIJAYAWADA-01	3,753	2,798	1,852	74.55%	66.19%	HH
WEST-01	5,840	1,610	918	27.57%	57.02%	LH
WEST-02	6,845	1,755	697	25.64%	39.72%	LA
Total	74,482	20,297	8,229	27.25%	40.54%	LA

CHENNAI-01 MTD | LCE 21.71% | LCR 32.36% | LA

Region							
CH03 24 x 41 LA	CGL1 36 x 54 LH	CH45 8 x 54 LH	GUD1 30 x 31 LA	GUD2 7 x 88 LH	MC10 30 x 44 LA	MRM1 41 x 34 LA	SKL1 5 x 40 LA	TKM1 37 x 30 LL
CH05 24 x 26 LL	AVD1 28 x 31 LA	CH05 17 x 27 LL	CH14 12 x 35 LA	CH26 4 x 75 LH	CH30 36 x 23 LL	CH35 31 x 17 LL	CH37 47 x 24 LL
CH06 22 x 34 LA	CH08 36 x 21 LL	CH11 5 x 92 LH	CH16 23 x 32 LA	CH19 25 x 47 LA	CH29 4 x 25 LL	CH39 27 x 43 LA	CH40 5 x 20 LL	CH42 17 x 33 LA
CH08 18 x 28 LL	CH07 9 x 73 LH	CH22 45 x 27 LL	CH28 7 x 38 LA	CH38 27 x 10 LL	CH48 20 x 16 LL	KNR1 7 x 67 LH	MC02 10 x 100 LH	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 26.90% | LCR 31.08% | LA

Region							
CH01 23 x 37 LA	CH03 14 x 52 LH	CH06 6 x 50 LA	CH12 46 x 32 LA	CH23 18 x 52 LH	CH24 30 x 30 LL	MC06 1 x 100 LH
CH04 30 x 27 LL	CH21 49 x 29 LL	CH34 39 x 16 LL	CH44 39 x 27 LL	GPD1 34 x 45 LA	MC05 5 x 100 LH	MJR1 18 x 14 LL	PON1 36 x 24 LL	UKI1 2 x 100 LH
CH07 34 x 28 LL	CH01 149 x 100 HH	CH15 45 x 23 LL	CH17 8 x 71 LH	CH18 50 x 22 AL	CH27 13 x 75 LH	CH32 7 x 100 LH	CH36 16 x 39 LA	CH43 39 x 25 LL
CH09 18 x 39 LA	CH09 7 x 69 LH	CH20 33 x 26 LL	CH31 6 x 57 LH	CH33 7 x 73 LH	CH41 27 x 32 LA	CH46 20 x 54 LH

KL-SOUTH MTD | LCE 10.59% | LCR 37.84% | LA

Region			
TVP1 11 x 38 LA	KLR1 2 x 33 LA	PAS1 30 x 27 LL	TVP1 8 x 58 LH

NORTH ARCOT MTD | LCE 23.67% | LCR 19.85% | LL

Region							
NA01 34 x 16 LL	AKM1 32 x 15 LL	ANI1 21 x 24 LL	ARC2 4 x 18 LL	CYR1 16 x 41 LA	KPM1 26 x 23 LL	KPM2 55 x 14 AL	WJD1 43 x 15 LL	WJP1 30 x 11 LL
NA02 23 x 22 LL	ABR1 7 x 43 LA	CGM1 2 x 25 LL	GDM1 4 x 62 LH	PLR1 5 x 38 LA	TRR1 5 x 56 LH	VEL1 52 x 31 AA	VEL2 63 x 12 HL	VNB1 1 x 100 LH
NA03 13 x 28 LL	BGR1 45 x 22 LL	CPT1 19 x 6 LL	PTU1 5 x 25 LL	SBR1 1 x 100 LH	SLG1 30 x 37 LA	TRL1 3 x 100 LH	TRT1 6 x 67 LH	UGI1 19 x 28 LL	VSI1 15 x 17 LL

SOUTH ARCOT MTD | LCE 13.94% | LCR 24.41% | LL

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Region SOUTH-01 | MTD | LCE 31.85% | LCR 29.55% | LL

Branch								
SA01 23 x 23 LL	CUD1 51 x 20 AL	KLM1 25 x 23 LL	MKM1 3 x 50 LA	POY1 4 x 94 LH	POY2 4 x 7 LL			
SA02 9 x 32 LA	CDM1 1 x 80 LH	KKI2 43 x 24 LL	KML1 0 x NaN LL	NVL2 4 x 45 LA	PRT1 7 x 38 LA	STP1 0 x NaN LL	ULP1 2 x 60 LH	VCM1 5 x 100 LH
SA03 9 x 19 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 22 x 12 LL	TRK1 27 x 21 LL	TVM1 2 x 33 LA	TVM2 0 x NaN LL	VPM1 3 x 67 LH	VPM2 0 x NaN LL

Region SOUTH-03 | MTD | LCE 15.25% | LCR 32.93% | LA

Branch								
KVT1 33 x 26 LL	KVT1 14 x 22 LL	KYR1 29 x 29 LL	PKD1 43 x 28 LL	RND1 45 x 26 LL	SKD1 51 x 38 AA	SNL1 35 x 20 LL	STU2 38 x 23 LL	VKM1 49 x 18 LL
NGR1 38 x 33 LA	COL1 52 x 32 AA	KGL1 32 x 35 LA	KSM1 28 x 48 LA	MAR1 36 x 52 LH	MMT1 35 x 17 LL	NGR1 43 x 28 LL	TKY1 22 x 32 LA	
TKS1 19 x 27 LL	PDI1 18 x 7 LL	RPM1 10 x 24 LL	SDI1 10 x 32 LA	SGT1 36 x 9 LL	TKS1 22 x 18 LL	TKS2 23 x 46 LA		
TUT1 40 x 28 LL	ERL1 NaN x NaN LL	ERL2 38 x 37 LA	TCN1 35 x 21 LL	TUT1 33 x 26 LL	TUT2 44 x 22 LL	TYI1 36 x 26 LL	UDN1 79 x 38 HA	
TVL1 26 x 44 LA	ARM1 34 x 35 LA	ASM1 20 x 52 LH	TVL1 29 x 46 LA	TVL2 22 x 54 LH	VLY1 19 x 33 LA			
VNR1 34 x 25 LL	APK1 31 x 16 LL	APK2 58 x 45 AA	SVK1 29 x 18 LL	VNR1 53 x 22 AL	VNR2 21 x 16 LL			

Region TIRUPATI-01 | MTD | LCE 49.06% | LCR 57.23% | LH

Branch										
DGL1 11 x 52 LH	DGL1 7 x 27 LL	DGL2 1 x 0 LL	MDU1 6 x 93 LH	MDU5 29 x 48 LA	MPA1 12 x 96 LH	NTM1 13 x 26 LL	PNI1 38 x 24 LL			
KKD2 12 x 27 LL	ATG1 4 x 50 LA	DKI1 4 x 67 LH	KKD2 NaN x NaN LL	KKD3 14 x 26 LL	MNM1 5 x 50 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 37 x 34 LA	SGP1 3 x 0 LL	TDI1 1 x 100 LH, TPT1 27 x 10 LL
KRR1 4 x 100 LH	KRR1 5 x 100 LH	ODM1 2 x 100 LH								
MDU2 16 x 38 LA	ADP1 33 x 41 LA	BNR1 34 x 36 LA	CBM1 12 x 34 LA	CMR1 28 x 72 LH	MDU2 5 x 64 LH	MDU3 0 x 100 LH	MDU4 24 x 30 LL	MDU6 28 x 29 LL	TEN1 4 x 40 LA	TEN2 4 x 38 LA
SVG1 26 x 19 LL	BTU1 7 x 50 LA	KPT1 6 x 7 LL	KYK1 5 x 12 LL	MLR1 8 x 50 LA	NKI1 19 x 18 LL	PKM1 59 x 21 AL	SVG1 13 x 46 LA	TMM1 57 x 15 AL	USL1 16 x 4 LL	

Region TRICHY-01 | MTD | LCE 21.13% | LCR 38.92% | LA

Branch											
ATP1 74 x 71 HH	ADI1 52 x 49 AA	ATP1 47 x 54 LH	DHN1 75 x 95 HH	GTL1 192 x 99 HH	KNL1 62 x 52 HH	KNL2 68 x 68 HH	NDL1 55 x 30 AL	TPI1 128 x 95 HH			
KDA1 32 x 51 LH	BVL1 21 x 52 LH	KDA1 15 x 93 LH	KOU1 26 x 23 LL	MPL1 57 x 65 AH	PDT1 51 x 54 AH	PIL1 14 x 69 LH	RCY1 28 x 26 LL	RJP1 38 x 36 LA			
TPY1 41 x 41 LA	CTO1 25 x 19 LL	KHT1 49 x 33 LA	KVL1 52 x 17 AL	NLR1 61 x 47 HA	NYP1 20 x 63 LH	PGR1 67 x 60 HH	PMR1 39 x 73 LH	PUT1 39 x 16 LL	SPE1 34 x 37 LA	TPY1 54 x 26 LA, TPY2 28 x 37 LA	VKI1 51 x 85 AH

(Region continued)

Branch							
KUM1 22 x 28 LL	KIK1 9 x 53 LH	KUM1 44 x 14 LL	NCK1 32 x 71 LH	NGT1 47 x 17 LL	TTP1 4 x 60 LH	TVR1 2 x 100 LH	TVR2 4 x 93 LH
PBR1 21 x 36 LA	AYR1 27 x 71 LH	JKM1 1 x 100 LH	MSI1 11 x 89 LH	MVM1 25 x 33 LA	PBR1 26 x 33 LA	PBR2 29 x 15 LL	TYR1 18 x 46 LA
TNJ1 29 x 44 LA	APM1 74 x 53 HH	MDI1 23 x 85 LH	NMM1 48 x 26 LL	ORU1 19 x 19 LL	PTK1 15 x 30 LL	TNJ1 19 x 35 LA	TNJ2 35 x 50 LA

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TRY1 13 x 48 LA	KRN1 22 x 12 LL	PDK1 60 x 54 HH	TRY1 7 x 63 LH	TRY2 35 x 48 LA	TRY3 1 x 100 LH	TRY4 4 x 54 LH

Region — VIJAYAWADA-01 MTD | LCE 74.55% | LCR 66.19% | HH

BVR1 64 x 65 HH	AMP1 19 x 10 LL	BVR1 56 x 37 AA	DPE1 21 x 81 LH	ELU1 119 x 70 HH	JGG1 28 x 6 LL	KND1 170 x 87 HH	NPR1 23 x 100 LH	PAP1 27 x 17 LL	PPM1 160 x 79 HH	RMV1 58 x 83 AH	TDD1 26 x 32 LA	TNI1 58 x 77 AH	TNK1 40 x 44 LA
GNT1 85 x 67 HH	BPP1 49 x 61 LH	CKT1 161 x 75 HH	CRL1 82 x 70 HH	GNT1 74 x 74 HH	GNT2 135 x 92 HH	KDR1 70 x 63 HH	NRT1 33 x 49 LA	OGL1 182 x 79 HH	PNR1 65 x 32 HA	PRL1 35 x 18 LL	RAL1 62 x 14 HL	VKN1 32 x 46 LA	
VJW1 76 x 66 HH	GDV1 117 x 80 HH	GVM1 49 x 23 LL	JPT1 102 x 58 HH	MTM1 54 x 24 AL	TEL1 84 x 60 HH	TVU1 159 x 87 HH	VJW1 78 x 81 HH	VJW2 27 x 88 LH	VJW3 70 x 58 HH	VJW4 54 x 43 AA	VJW5 46 x 74 LH	VUY1 44 x 62 LH	

Region — WEST-01 MTD | LCE 27.57% | LCR 57.02% | LH

CBE1 25 x 66 LH	CBE1 33 x 62 LH	CBE2 18 x 42 LA	CBE3 12 x 91 LH	CBE4 44 x 96 LH	CBE5 5 x 100 LH	CBE6 59 x 92 AH	KMR1 28 x 55 LH	SNR1 3 x 100 LH	SUL1 27 x 20 LL
PLI1 17 x 40 LA	DPM2 8 x 40 LA		KGM1 24 x 20 LL		PDM1 24 x 29 LL		PLI1 24 x 56 LH		UMP1 2 x 67 LH
TPR1 43 x 57 LH	TPR1 52 x 20 AL			TPR2 5 x 82 LH			TPR3 84 x 97 HH		
TPR4 51 x 56 AH	ANR1 0 x NaN LL		AVI1 78 x 86 HH	GBM1 78 x 50 HA		PPI1 51 x 31 AA	SYM2 19 x 28 LL		TPR4 40 x 46 LA
UAM1 11 x 25 LL	CNR1 5 x 33 LA		GDR1 10 x 20 LL	KGI1 0 x NaN LL		KMD1 7 x 88 LH	MPM1 33 x 17 LL		UAM1 6 x 27 LL

Region — WEST-02 MTD | LCE 25.64% | LCR 39.72% | LA

ERD1 47 x 38 LA	CMI1 40 x 7 LL	ERD1 60 x 50 AA	ERD2 38 x 29 LL	KMM1 43 x 11 LL	NKL2 49 x 36 LA	PDR1 48 x 40 LA	RSP1 39 x 44 LA	SGG1 39 x 44 LA	TCG1 42 x 40 LA	VKL1 78 x 72 HH
HSR1 18 x 61 LH	HSR1 49 x 36 LA	HSR2 34 x 83 LH		KRI1 9 x 65 LH		KVP1 2 x 67 LH	PLC1 6 x 27 LL		PMP1 3 x 20 LL	SGI1 0 x NaN LL
MTR1 11 x 31 LA	BMD1 1 x 0 LL	DPR1 18 x 57 LH	DPR2 31 x 22 LL	HRR1 7 x 100 LH		MCR1 15 x 25 LL	MTR1 1 x 100 LH	OML1 21 x 6 LL		TRM1 3 x 56 LH
SLM1 24 x 34 LA	APN1 45 x 42 LA	ATU1 39 x 23 LL	EDP1 0 x NaN LL	EPI1 4 x 50 LA		SLM1 34 x 26 LL	SLM2 18 x 74 LH	SLM3 12 x 62 LH		VPD1 24 x 15 LL