Follow-Up Lead Capturing Effectiveness as on 10/26/2025 10:00:27 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 : 26-Oct-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	12,942	1,182	720	9.13%	60.91%	LH
CHENNAI-02	11,647	1,590	878	13.65%	55.22%	LH
KL-SOUTH	866	79	56	9.13%	70.89%	LH
NORTH ARCOT	10,875	1,358	596	12.49%	43.89%	LA
SOUTH ARCOT	9,291	741	411	7.98%	55.47%	LH
SOUTH-01	22,215	3,224	1,980	14.51%	61.41%	LH
SOUTH-03	18,619	1,143	636	6.14%	55.64%	LH
TIRUPATI-01	7,714	1,683	1,322	21.82%	78.55%	LH
TRICHY-01	14,837	1,448	1,174	9.76%	81.08%	LH
VIJAYAWADA-01	7,624	2,532	2,214	33.21%	87.44%	LH
WEST-01	11,290	1,997	1,641	17.69%	82.17%	LH
WEST-02	15,774	1,594	1,070	10.10%	67.13%	LH
Total	143,695	18,571	12,698	12.92%	68.38%	LH

CHENNAI-01 MTD | LCE 9.13% | LCR 60.91% | LH

Region								
CH03 6 x 61 LH	CGL1 6 x 82 LH	CH45 2 x 43 LA	GUD1 9 x 61 LH	GUD2 0 x 100 LH	MC10 7 x 36 LA	MRM1 13 x 58 LH	SKL1 3 x 80 LH	TKM1 10 x 59 LH
CH05 11 x 53 LH	AVD1 4 x 79 LH	CH05 12 x 59 LH	CH14 12 x 51 LH	CH26 5 x 100 LH	CH30 8 x 70 LH	CH35 14 x 69 LH	CH37 25 x 27 LL	
CH06 9 x 71 LH	CH08 15 x 55 LH	CH11 5 x 91 LH	CH16 3 x 85 LH	CH19 10 x 87 LH	CH29 3 x 100 LH	CH39 23 x 55 LH	CH40 2 x 100 LH	CH42 6 x 97 LH
CH08 10 x 59 LH	CH07 4 x 89 LH	CH22 18 x 38 LA	CH28 22 x 71 LH	CH38 5 x 32 LA	CH48 7 x 46 LA	KNR1 4 x 67 LH	MC02 4 x 100 LH	MC09 6 x 100 LH

CHENNAI-02 MTD | LCE 13.65% | LCR 55.22% | LH

Region								
CH01 10 x 65 LH	CH03 4 x 76 LH	CH06 6 x 47 LA	CH12 24 x 56 LH	CH23 10 x 100 LH	CH24 14 x 77 LH		MC06 1 x 100 LH	
CH04 15 x 49 LA	CH21 23 x 45 LA	CH34 15 x 60 LH	CH44 16 x 48 LA	GPD1 20 x 54 LH	MC05 3 x 100 LH	MJR1 16 x 36 LA	PON1 14 x 46 LA	UKI1 1 x 80 LH
CH07 18 x 53 LH	CH01 34 x 100 LH	CH15 27 x 39 LA	CH17 12 x 100 LH	CH18 13 x 69 LH	CH27 4 x 100 LH	CH32 17 x 100 LH	CH36 4 x 100 LH	CH43 20 x 44 LA
CH09 10 x 63 LH	CH09 5 x 95 LH	CH20 17 x 49 LA	CH31 4 x 75 LH	CH33 4 x 94 LH	CH41 16 x 55 LH	CH46 12 x 75 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 9.13% | LCR 70.89% | LH

Region					
TVP1 9 x 71 LH	KLR1 1 x 100 LH	NYK1 NaN x NaN LL	PAS1 17 x 69 LH	PNL1 NaN x NaN LL	TVP1 9 x 70 LH

NORTH ARCOT MTD | LCE 12.49% | LCR 43.89% | LA

Region								
NA01 22 x 34 LA	AKM1 31 x 24 LL	ANI1 7 x 72 LH	ARC2 2 x 100 LH	CYR1 8 x 52 LH	KPM1 9 x 69 LH	KPM2 42 x 23 LL	WJD1 13 x 69 LH	WJP1 16 x 71 LH
NA02 7 x 60 LH	ABR1 7 x 74 LH	CGM1 1 x 75 LH	GDM1 9 x 48 LA	PLR1 4 x 100 LH	TRR1 6 x 70 LH	VEL1 15 x 62 LH	VEL2 13 x 49 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 6 x 64 LH	BGR1 13 x 79 LH	CPT1 4 x 57 LH	PTU1 6 x 78 LH	SBR1 0 x 100 LH	SLG1 3 x 45 LA	TRL1 5 x 93 LH	TRT1 5 x 29 LL	UGI1 12 x 61 LH	VSI1 14 x 58 LH

SOUTH ARCOT MTD | LCE 7.98% | LCR 55.47% | LH

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SA01 12 x 47 LA	CUD1 23 x 32 LA		KLM1 9 x 63 LH	MKM1 3 x 88 LH	POY1 8 x 85 LH	POY2 6 x 73 LH
SA02 7 x 62 LH	CDM1 11 x 32 LA	KKI2 17 x 68 LH	KML1 1 x 100 LH	NVL2 5 x 62 LH	PRT1 6 x 91 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 7 x 92 LH
SA03 5 x 64 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 6 x 52 LH	TRK1 13 x 51 LH	TVM1 8 x 100 LH	TVM2 1 x 100 LH	VPM1 11 x 94 LH	VPM2 0 x 100 LH

Region   **SOUTH-01 MTD | LCE 14.51% | LCR 61.41% | LH**

KVT1 13 x 58 LH	KVT1 5 x 65 LH	KYR1 3 x 73 LH	PKD1 26 x 42 LA	RND1 26 x 63 LH	SKD1 10 x 57 LH	SNL1 11 x 55 LH	STU2 11 x 91 LH	VKM1 14 x 65 LH
NGR1 10 x 63 LH	COL1 23 x 82 LH	KGL1 13 x 74 LH	KSM1 6 x 60 LH	MAR1 11 x 92 LH	MMT1 9 x 65 LH	NGR1 10 x 45 LA	TKY1 3 x 45 LA
TKS1 12 x 77 LH	PDI1 4 x 59 LH	RPM1 8 x 83 LH	SDI1 7 x 68 LH	SGT1 7 x 72 LH	TKS1 12 x 65 LH	TKS2 21 x 83 LH
TUT1 16 x 60 LH	ERL1 NaN x NaN LL	ERL2 19 x 70 LH	TCN1 11 x 62 LH	TUT1 14 x 57 LH	TUT2 15 x 48 LA	TYI1 13 x 75 LH	UDN1 45 x 67 LH
TVL1 19 x 78 LH	ARM1 19 x 48 LA	ASM1 17 x 82 LH	TVL1 21 x 87 LH	TVL2 28 x 91 LH	VLY1 14 x 59 LH
VNR1 17 x 36 LA	APK1 19 x 18 LL	APK2 41 x 39 LA	SVK1 4 x 53 LH	VNR1 29 x 41 LA	VNR2 11 x 38 LA

Region   **SOUTH-03 MTD | LCE 6.14% | LCR 55.64% | LH**

DGL1 3 x 88 LH	DGL1 1 x 100 LH	DGL2 1 x 100 LH	MDU1 3 x 97 LH	MDU5 6 x 96 LH	MPA1 2 x 100 LH	NTM1 3 x 64 LH	PNI1 12 x 62 LH
KKD2 2 x 86 LH	ATG1 1 x 100 LH	DKI1 2 x 75 LH	KKD2 10 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 1 x 67 LH	PVI1 7 x 84 LH	SGP1 1 x 100 LH	TDI1 2 x 80 LH	TPT1 1 x 75 LH
KRR1 3 x 96 LH	KRR1 5 x 95 LH			ODM1 0 x 100 LH
MDU2 12 x 40 LA	ADP1 0 x 100 LH	BNR1 9 x 49 LA	CBM1 3 x 59 LH	CMR1 14 x 86 LH	MDU2 7 x 68 LH	MDU3 2 x 100 LH	MDU4 4 x 59 LH	MDU6 48 x 25 LL	TEN1 3 x 93 LH	TEN2 3 x 62 LH
SVG1 7 x 60 LH	BTU1 10 x 76 LH	KPT1 1 x 75 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 2 x 57 LH	PKM1 28 x 46 LA	SVG1 4 x 87 LH	TMM1 9 x 62 LH	USL1 11 x 50 LA

Region   **TIRUPATI-01 MTD | LCE 21.82% | LCR 78.55% | LH**

ATP1 28 x 90 LH	ADI1 29 x 64 LH	ATP1 11 x 77 LH	DHN1 4 x 100 LH	GTL1 20 x 100 LH	HPR1 NaN x NaN LL	KNL1 61 x 99 HH	KNL2 13 x 88 LH	NDL1 15 x 84 LH	TPI1 112 x 97 HH
KDA1 5 x 88 LH	BVL1 2 x 100 LH	KDA1 4 x 89 LH	KOU1 10 x 100 LH	MPL1 3 x 75 LH	PDT1 10 x 100 LH	PIL1 1 x 100 LH	RCY1 1 x 100 LH	RJP1 12 x 69 LH
TPY1 26 x 69 LH	CTO1 6 x 79 LH	KHT1 28 x 83 LH	KVL1 16 x 51 LH	NLR1 18 x 77 LH	NYP1 33 x 60 LH	PGR1 24 x 87 LH	PMR1 42 x 96 LH	PUT1 16 x 62 LH	SPE1 18 x 78 LH	TPY1 44 x 36 LH	TPY2 30 x 57 LH	VKI1 54 x 94 AH

Region   **TRICHY-01 MTD | LCE 9.76% | LCR 81.08% | LH**

KUM1 7 x 80 LH	KIK1 7 x 87 LH	KUM1 10 x 80 LH	NCK1 22 x 75 LH	NGT1 6 x 71 LH	TTP1 4 x 79 LH	TVR1 4 x 92 LH	TVR2 1 x 100 LH
PBR1 8 x 75 LH	AYR1 15 x 98 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 13 x 74 LH	PBR1 6 x 88 LH	PBR2 10 x 61 LH	TYR1 8 x 66 LH
TNJ1 15 x 82 LH	APM1 18 x 71 LH	MDI1 25 x 92 LH	NMM1 20 x 84 LH	ORU1 6 x 67 LH	PTK1 5 x 79 LH	TNJ1 11 x 79 LH	TNJ2 16 x 77 LH

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| TRY1 9 x 86 LH | KRN1 4 x 82 LH | PDK1 57 x 80 AH | TRY1 4 x 98 LH | TRY2 22 x 87 LH | TRY3 2 x 100 LH | TRY4 2 x 100 LH |

Region — VIJAYAWADA-01 MTD | LCE 33.21% | LCR 87.44% | LH

BVR1 49 x 91 LH	AMP1 38 x 90 LH	BVR1 77 x 81 HH	DPE1 3 x 100 LH	ELU1 74 x 98 HH	JGG1 18 x 95 LH	KND1 73 x 99 HH	NPR1 1 x 100 LH	PAP1 64 x 87 HH	PPM1 140 x 99 HH	RMV1 53 x 97 AH	TDD1 25 x 90 LH	TNI1 2 x 100 LH	TNK1 20 x 96 LH
GNT1 27 x 86 LH	BPP1 2 x 67 LH	CKT1 109 x 97 HH	CRL1 20 x 91 LH	GNT1 5 x 100 LH	GNT2 9 x 93 LH	KDR1 15 x 100 LH	NRT1 5 x 100 LH	OGL1 104 x 81 HH	PNR1 32 x 45 LA	PRL1 7 x 70 LH	RAL1 12 x 65 LH	VKN1 0 x NaN LL	
VJW1 20 x 79 LH	GDV1 17 x 100 LH	GVM1 18 x 52 LH	JPT1 28 x 51 LH	MTM1 15 x 59 LH	TEL1 24 x 83 LH	TVU1 36 x 97 LH	VJW1 23 x 96 LH	VJW2 1 x 100 LH	VJW3 13 x 71 LH	VJW4 38 x 85 LH	VJW5 23 x 81 LH	VUY1 7 x 100 LH	

Region — WEST-01 MTD | LCE 17.69% | LCR 82.17% | LH

CBE1 17 x 86 LH	CBE1 17 x 93 LH	CBE2 15 x 78 LH	CBE3 8 x 100 LH	CBE4 9 x 88 LH	CBE5 4 x 100 LH	CBE6 48 x 99 LH	KMR1 26 x 85 LH	SNR1 9 x 96 LH	SUL1 8 x 52 LH
PLI1 8 x 87 LH	DPM2 4 x 93 LH		KGM1 8 x 88 LH		PDM1 8 x 88 LH		PLI1 13 x 83 LH		UMP1 3 x 100 LH
TPR1 20 x 80 LH	TPR1 23 x 55 LH			TPR2 4 x 96 LH			TPR3 43 x 98 LH		
TPR4 40 x 80 LH	ANR1 28 x 95 LH		AVI1 47 x 96 LH		GBM1 87 x 68 HH	PPI1 47 x 86 LH		SYM2 4 x 64 LH	TPR4 19 x 67 LH
UAM1 5 x 67 LH	CNR1 9 x 70 LH		GDR1 5 x 62 LH		KGI1 1 x 100 LH		KMD1 1 x 100 LH	MPM1 10 x 60 LH	UAM1 2 x 89 LH

Region — WEST-02 MTD | LCE 10.10% | LCR 67.13% | LH

ERD1 15 x 69 LH	CMI1 4 x 43 LA	ERD1 18 x 69 LH	ERD2 6 x 75 LH	KMM1 10 x 58 LH	NKL2 10 x 74 LH	PDR1 19 x 64 LH	RSP1 14 x 60 LH	SGG1 28 x 55 LH	TCG1 2 x 100 LH	VKL1 61 x 78 HH
HSR1 5 x 69 LH	HSR1 11 x 87 LH	HSR2 11 x 58 LH		KRI1 5 x 100 LH	KVP1 0 x 100 LH		PLC1 1 x 75 LH	PMP1 3 x 31 LA		SGI1 1 x 100 LH
MTR1 8 x 75 LH	BMD1 2 x 100 LH	DPR1 3 x 100 LH	DPR2 16 x 50 LA	HRR1 36 x 100 LH	MCR1 4 x 53 LH		MTR1 1 x 80 LH	OML1 12 x 42 LA		TRM1 2 x 58 LH
SLM1 10 x 59 LH	APN1 26 x 33 LA	ATU1 14 x 54 LH	EDP1 3 x 100 LH	EPI1 1 x 100 LH	SLM1 15 x 65 LH		SLM2 6 x 84 LH	SLM3 2 x 55 LH		VPD1 8 x 70 LH