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 : 27-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	9,033	2,268	811	25.11%	35.76%	LA
CHENNAI-02	8,183	2,476	889	30.26%	35.90%	LA
KL-SOUTH	818	102	50	12.47%	49.02%	LA
NORTH ARCOT	7,166	1,894	515	26.43%	27.19%	LL
SOUTH ARCOT	6,025	886	241	14.70%	27.20%	LL
SOUTH-01	13,351	4,870	1,684	36.48%	34.58%	LA
SOUTH-03	9,961	1,674	667	16.81%	39.84%	LA
TIRUPATI-01	4,297	2,267	1,336	52.76%	58.93%	AH
TRICHY-01	8,583	2,030	910	23.65%	44.83%	LA
VIJAYAWADA-01	4,431	3,500	2,370	78.99%	67.71%	HH
WEST-01	6,847	2,218	1,309	32.39%	59.02%	LH
WEST-02	7,827	2,240	943	28.62%	42.10%	LA
Total	86,522	26,425	11,725	30.54%	44.37%	LA

CHENNAI-01 MTD | LCE 25.11% | LCR 35.76% | LA

Region							
CH03 28 x 44 LA	CGL1 41 x 57 LH	CH45 8 x 50 LA	GUD1 34 x 33 LA	GUD2 13 x 79 LH	MC10 45 x 46 LA	MRM1 49 x 38 LA	SKL1 7 x 41 LA	TKM1 42 x 36 LA
CH05 28 x 31 LA	AVD1 31 x 34 LA	CH05 19 x 37 LA	CH14 20 x 35 LA	CH26 3 x 75 LH	CH30 40 x 28 LL	CH35 37 x 26 LL	CH37 50 x 26 AL
CH06 25 x 37 LA	CH08 42 x 28 LL	CH11 7 x 95 LH	CH16 27 x 34 LA	CH19 27 x 47 LA	CH29 3 x 25 LL	CH39 30 x 42 LA	CH40 11 x 42 LA	CH42 20 x 35 LA
CH08 19 x 29 LL	CH07 11 x 79 LH	CH22 51 x 25 AL	CH28 6 x 33 LA	CH38 31 x 17 LL	CH48 21 x 20 LL	KNR1 7 x 50 LA	MC02 10 x 100 LH	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 30.26% | LCR 35.90% | LA

Region							
CH01 25 x 42 LA	CH03 14 x 51 LH	CH06 9 x 50 LA	CH12 54 x 40 AA	CH23 16 x 52 LH	CH24 32 x 34 LA	MC06 1 x 100 LH
CH04 34 x 32 LA	CH21 52 x 32 AA	CH34 47 x 26 LL	CH44 40 x 33 LA	GPD1 40 x 45 LA	MC05 8 x 100 LH	MJR1 19 x 17 LL	PON1 44 x 31 LA	UKI1 2 x 100 LH
CH07 38 x 34 LA	CH01 136 x 100 HH	CH15 51 x 28 AL	CH17 13 x 67 LH	CH18 54 x 28 AL	CH27 23 x 62 LH	CH32 6 x 100 LH	CH36 16 x 45 LA	CH43 39 x 31 LA
CH09 20 x 43 LA	CH09 6 x 69 LH	CH20 39 x 33 LA	CH31 6 x 62 LH	CH33 9 x 65 LH	CH41 31 x 37 LA	CH46 24 x 55 LH

KL-SOUTH MTD | LCE 12.47% | LCR 49.02% | LA

Region			
TVP1 12 x 49 LA	KLR1 4 x 58 LH	PAS1 34 x 39 LA	TVP1 8 x 65 LH

NORTH ARCOT MTD | LCE 26.43% | LCR 27.19% | LL

Region							
NA01 40 x 25 LL	AKM1 39 x 22 LL	ANI1 28 x 30 LL	ARC2 8 x 21 LL	CYR1 19 x 42 LA	KPM1 32 x 30 LL	KPM2 62 x 25 HL	WJD1 48 x 21 LL	WJP1 41 x 26 LL
NA02 24 x 28 LL	ABR1 7 x 41 LA	CGM1 2 x 50 LA	GDM1 4 x 62 LH	PLR1 5 x 40 LA	TRR1 5 x 61 LH	VEL1 54 x 32 AA	VEL2 66 x 21 HL	VNB1 1 x 100 LH
NA03 14 x 33 LA	BGR1 49 x 29 LL	CPT1 18 x 16 LL	PTU1 6 x 36 LA	SBR1 0 x 100 LH	SLG1 30 x 37 LA	TRL1 3 x 100 LH	TRT1 5 x 22 LL	UGI1 20 x 32 LA	VSI1 19 x 32 LA

SOUTH ARCOT MTD | LCE 14.70% | LCR 27.20% | LL

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SA01 24 x 26 LL	CUD1 51 x 22 AL	KLM1 27 x 27 LL	MKM1 5 x 57 LH	POY1 4 x 94 LH	POY2 5 x 22 LL
SA02 10 x 35 LA	CDM1 1 x 80 LH	KKI2 45 x 29 LL	KML1 0 x NaN LL	NVL2 4 x 50 LA	PRT1 8 x 36 LA	STP1 0 x NaN LL	ULP1 2 x 60 LH	VCM1 5 x 100 LH
SA03 10 x 22 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 24 x 14 LL	TRK1 30 x 26 LL	TVM1 2 x 33 LA	TVM2 0 x NaN LL	VPM1 3 x 67 LH	VPM2 0 x NaN LL

Region   SOUTH-01 MTD | LCE 36.48% | LCR 34.58% | LA

KVT1 38 x 33 LA	KVT1 19 x 42 LA	KYR1 34 x 36 LA	PKD1 47 x 32 LA	RND1 51 x 28 AL	SKD1 52 x 43 AA	SNL1 40 x 26 LL	STU2 46 x 29 LL	VKM1 54 x 29 AL
NGR1 42 x 34 LA	COL1 55 x 31 AA	KGL1 45 x 40 LA	KSM1 32 x 54 LH	MAR1 39 x 36 LA	MMT1 47 x 26 LL	NGR1 46 x 32 LA	TKY1 24 x 32 LA
TKS1 24 x 40 LA	PDI1 21 x 16 LL	RPM1 21 x 51 LH	SDI1 23 x 59 LH	SGT1 41 x 19 LL	TKS1 26 x 28 LL	TKS2 24 x 53 LH
TUT1 44 x 32 LA	ERL1 ∞ x 100 HH	ERL2 41 x 37 LA	TCN1 40 x 26 LL	TUT1 36 x 32 LA	TUT2 52 x 28 AL	TYI1 41 x 32 LA	UDN1 81 x 42 HA
TVL1 29 x 44 LA	ARM1 36 x 31 LA	ASM1 24 x 52 LH	TVL1 32 x 46 LA	TVL2 22 x 60 LH	VLY1 24 x 40 LA
VNR1 39 x 30 LL	APK1 35 x 21 LL	APK2 63 x 45 HA	SVK1 34 x 28 LL	VNR1 63 x 30 HL	VNR2 26 x 21 LL

Region   SOUTH-03 MTD | LCE 16.81% | LCR 39.84% | LA

DGL1 11 x 55 LH	DGL1 6 x 35 LA	DGL2 1 x 0 LL	MDU1 5 x 93 LH	MDU5 34 x 52 LH	MPA1 12 x 94 LH	NTM1 17 x 25 LL	PNI1 35 x 34 LA
KKD2 15 x 40 LA	ATG1 8 x 78 LH	DKI1 4 x 75 LH	KKD2 NaN x NaN LL	KKD3 19 x 37 LA	MNM1 7 x 50 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 45 x 45 LA	SGP1 4 x 17 LL	TDI1 1 x 100 LH	TPT1 27 x 16 LL
KRR1 3 x 100 LH	KRR1 4 x 100 LH	ODM1 2 x 100 LH
MDU2 16 x 42 LA	ADP1 35 x 51 LH	BNR1 33 x 33 LA	CBM1 14 x 44 LA	CMR1 28 x 69 LH	MDU2 6 x 67 LH	MDU3 0 x 100 LH	MDU4 27 x 34 LA	MDU6 29 x 32 LA	TEN1 5 x 38 LA	TEN2 6 x 38 LA
SVG1 29 x 29 LL	BTU1 10 x 38 LA	KPT1 7 x 12 LL	KYK1 5 x 11 LL	MLR1 10 x 60 LH	NKI1 20 x 23 LL	PKM1 66 x 29 HL	SVG1 13 x 47 LA	TMM1 67 x 29 HL	USL1 22 x 26 LL

Region   TIRUPATI-01 MTD | LCE 52.76% | LCR 58.93% | AH

ATP1 76 x 71 HH	ADI1 55 x 53 AH	ATP1 50 x 55 AH	DHN1 70 x 95 HH	GTL1 190 x 99 HH	KNL1 66 x 56 HH	KNL2 80 x 63 HH	NDL1 59 x 34 AA	TPI1 111 x 94 HH
KDA1 37 x 58 LH	BVL1 25 x 55 LH	KDA1 12 x 93 LH	KOU1 34 x 41 LA	MPL1 74 x 70 HH	PDT1 57 x 57 AH	PIL1 14 x 53 LH	RCY1 27 x 39 LA	RJP1 41 x 46 LA
TPY1 45 x 46 LA	CTO1 31 x 33 LA	KHT1 57 x 45 AA	KVL1 58 x 28 AL	NLR1 64 x 55 HH	NYP1 23 x 60 LH	PGR1 74 x 56 HH	PMR1 31 x 72 LH	PUT1 44 x 28 LL	SPE1 46 x 34 LA	TPY1 57 x 30 AL	TPY2 32 x 40 LA	VKI1 59 x 85 AH

Region   TRICHY-01 MTD | LCE 23.65% | LCR 44.83% | LA

KUM1 24 x 36 LA	KIK1 13 x 72 LH	KUM1 49 x 24 LL	NCK1 31 x 74 LL	NGT1 50 x 25 LL	TTP1 4 x 64 LH	TVR1 3 x 100 LH	TVR2 3 x 87 LH
PBR1 22 x 42 LA	AYR1 28 x 70 LH	JKM1 1 x 100 LH	MSI1 13 x 92 LH	MVM1 26 x 36 LA	PBR1 26 x 37 LA	PBR2 33 x 28 LL	TYR1 20 x 44 LA
TNJ1 34 x 49 LA	APM1 82 x 56 HH	MDI1 25 x 82 LH	NMM1 51 x 32 AA	ORU1 22 x 30 LL	PTK1 20 x 45 LA	TNJ1 24 x 39 LA	TNJ2 41 x 55 LH

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TRY1 15 x 54 LH	KRN1 25 x 26 LL	PDK1 67 x 61 HH	TRY1 8 x 66 LH	TRY2 33 x 47 LA	TRY3 3 x 100 LH	TRY4 6 x 55 LH

Region VIJAYAWADA-01 MTD | LCE 78.99% | LCR 67.71% | HH

BVR1 67 x 66 HH	AMP1 24 x 31 LA	BVR1 61 x 40 HA	DPE1 27 x 88 LH	ELU1 113 x 71 HH	JGG1 25 x 6 LL	KND1 188 x 87 HH	NPR1 20 x 100 LH	PAP1 34 x 31 LA	PPM1 164 x 80 HH	RMV1 70 x 77 HH	TDD1 25 x 32 LA	TNI1 62 x 76 HH	TNK1 42 x 46 LA
GNT1 89 x 69 HH	BPP1 50 x 57 LH	CKT1 160 x 77 HH	CRL1 94 x 75 HH	GNT1 73 x 73 HH	GNT2 141 x 93 HH	KDR1 75 x 68 HH	NRT1 32 x 51 LH	OGL1 176 x 77 HH	PNR1 64 x 37 HA	PRL1 46 x 35 LA	RAL1 73 x 29 HL	VKN1 32 x 50 LA	
VJW1 84 x 68 HH	GDV1 117 x 80 HH	GVM1 56 x 39 AA	JPT1 105 x 57 HH	MTM1 69 x 35 HA	TEL1 97 x 68 HH	TVU1 152 x 86 HH	VJW1 83 x 81 HH	VJW2 24 x 88 LH	VJW3 91 x 63 HH	VJW4 61 x 46 HA	VJW5 53 x 80 AH	VUY1 50 x 66 LH	

Region WEST-01 MTD | LCE 32.39% | LCR 59.02% | LH

CBE1 30 x 66 LH	CBE1 44 x 59 LH	CBE2 23 x 45 LA	CBE3 17 x 78 LH	CBE4 43 x 95 LH	CBE5 16 x 91 LH	CBE6 62 x 93 HH	KMR1 32 x 54 LH	SNR1 7 x 100 LH	SUL1 38 x 37 LA
PLI1 20 x 42 LA	DPM2 10 x 30 LL	KGM1 29 x 31 LA		PDM1 33 x 30 LL		PLI1 27 x 58 LH		UMP1 3 x 80 LH	
TPR1 52 x 60 AH	TPR1 60 x 27 HL		TPR2 14 x 77 LH			TPR3 92 x 93 HH			
TPR4 55 x 60 AH	ANR1 3 x 100 LH	AVI1 69 x 86 HH	GBM1 81 x 51 HH		PPI1 67 x 48 HA		SYM2 23 x 43 LA		TPR4 53 x 52 AH
UAM1 12 x 29 LL	CNR1 7 x 44 LA	GDR1 11 x 15 LL	KGI1 3 x 60 LH	KMD1 6 x 88 LH		MPM1 35 x 22 LL		UAM1 5 x 27 LL	

Region WEST-02 MTD | LCE 28.62% | LCR 42.10% | LA

ERD1 52 x 40 AA	CMI1 44 x 14 LL	ERD1 64 x 52 HH	ERD2 42 x 30 LA	KMM1 60 x 20 AL	NKL2 53 x 38 AA	PDR1 57 x 49 AA	RSP1 45 x 43 LA	SGG1 45 x 46 LA	TCG1 47 x 43 LA	VKL1 70 x 61 HH
HSR1 20 x 59 LH	HSR1 54 x 41 AA	HSR2 38 x 76 LH	KRI1 8 x 65 LH	KVP1 3 x 75 LH	PLC1 8 x 24 LL		PMP1 3 x 20 LL	SGI1 0 x NaN LL		
MTR1 12 x 36 LA	BMD1 1 x 0 LL	DPR1 19 x 55 LH	DPR2 36 x 31 LA	HRR1 6 x 100 LH	MCR1 17 x 26 LL	MTR1 1 x 100 LH	OML1 25 x 23 LL	TRM1 4 x 50 LA		
SLM1 27 x 40 LA	APN1 52 x 48 AA	ATU1 42 x 26 LL	EDP1 0 x NaN LL	EPI1 4 x 50 LA	SLM1 38 x 33 LA	SLM2 20 x 71 LH	SLM3 16 x 59 LH	VPD1 27 x 24 LL		