

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 Converion Rate (LCR)					
Follow-Up Lead Capture Efficency (LCE)	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-Aug-2025 To Date : 28-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,204	2,956	1,432	26.38%	48.44%	LA
CHENNAI-02	9,601	3,460	2,071	36.04%	59.86%	LH
KL-SOUTH	937	219	134	23.36%	61.19%	LH
NORTH ARCOT	7,904	3,192	1,657	40.38%	51.91%	LH
SOUTH ARCOT	7,162	1,925	969	26.88%	50.34%	LH
SOUTH-01	16,083	5,168	2,936	32.13%	56.81%	LH
SOUTH-03	11,127	2,537	1,334	22.80%	52.58%	LH
TIRUPATI-01	4,946	3,763	2,721	76.08%	72.31%	HH
TRICHY-01	11,233	3,910	2,743	34.81%	70.15%	LH
VIJAYAWADA-01	4,971	4,680	3,751	94.15%	80.15%	HH
WEST-01	7,281	2,709	1,922	37.21%	70.95%	LH
WEST-02	9,533	3,828	2,378	40.15%	62.12%	LH
Total	101,983	38,347	24,048	37.60%	62.71%	LH

RegionCHENNAI-01 MTD | LCE 26.38% | LCR 48.44% | LA

CH03 24 x 45 LA	CGL1 34 x 53 LH	CH45 12 x 40 LA	GUD1 26 x 52 LH	GUD2 10 x 43 LA	MC10 26 x 42 LA	MRM1 34 x 38 LA	SKL1 9 x 40 LA	TKM1 42 x 47 LA
CH05 36 x 47 LA	AVD1 19 x 39 LA	CH05 20 x 40 LA	CH14 67 x 48 HA	CH26 7 x 85 LH	CH30 33 x 31 LA	CH35 49 x 60 LH	CH37 29 x 60 LH	
CH06 24 x 53 LH	CH08 50 x 46 AA	CH11 15 x 81 LH	CH16 14 x 64 LH	CH19 19 x 72 LH	CH29 8 x 25 LL	CH39 62 x 46 HA	CH40 8 x 21 LL	CH42 10 x 48 LA
CH08 21 x 48 LA	CH07 21 x 57 LH	CH22 45 x 46 LA	CH28 31 x 42 LA	CH38 9 x 46 LA	CH48 0 x NaN LL	KNR1 22 x 54 LH	MC02 3 x 100 LH	MC09 36 x 40 LA

RegionCHENNAI-02 MTD | LCE 36.04% | LCR 59.86% | LH

CH01 25 x 58 LH	CH03 5 x 84 LH	CH12 52 x 59 AH	CH23 13 x 62 LH	CH24 37 x 55 LH	CH41 47 x 52 LH	MC06 8 x 22 LL	MC08 8 x 100 LH	
CH04 45 x 60 LH	CH21 64 x 66 HH	CH34 49 x 58 LH	CH44 40 x 42 LA	GPD1 47 x 59 LH	MC05 33 x 27 LL	MJR1 29 x 62 LH	PON1 71 x 73 HH	UKI1 23 x 67 LH
CH07 40 x 59 LH	CH01 187 x 100 HH	CH15 58 x 55 AH	CH17 12 x 96 LH	CH18 38 x 49 LA	CH27 9 x 100 LH	CH32 19 x 100 LH	CH36 13 x 90 LH	CH43 43 x 63 LH
CH09 30 x 62 LH	CH06 31 x 43 LA	CH09 20 x 71 LH	CH20 51 x 60 AH	CH31 14 x 91 LH	CH33 5 x 100 LH	CH46 55 x 66 AH		

RegionKL-SOUTH MTD | LCE 23.36% | LCR 61.19% | LH

TVP1 23 x 61 LH	KLR1 0 x 100 LH	PAS1 59 x 77 AH	TVP1 17 x 34 LA
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RegionNORTH ARCOT MTD | LCE 40.38% | LCR 51.91% | LH

NA01 57 x 52 AH	AKM1 64 x 48 HA	ANI1 38 x 57 LH	ARC2 7 x 55 LH	CYR1 28 x 61 LH	KPM1 46 x 48 LA	KPM2 70 x 49 HA	WJD1 78 x 61 HH	WJP1 90 x 49 HA	
NA02 29 x 51 LH	ABR1 15 x 49 LA	CGM1 16 x 51 LH	GDM1 22 x 50 LA	PLR1 24 x 55 LH	TRR1 10 x 43 LA	VEL1 44 x 66 LH	VEL2 59 x 47 AA	VNB1 31 x 38 LA	
NA03 34 x 53 LH	BGR1 53 x 60 AH	CPT1 43 x 40 LA	PTU1 34 x 70 LH	SBR1 11 x 52 LH	SLG1 34 x 57 LH	TRL1 11 x 69 LH	TRT1 76 x 44 HA	UGI1 59 x 53 AH	VSI1 30 x 57 LH

RegionSOUTH ARCOT MTD | LCE 26.88% | LCR 50.34% | LH



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SA01 37 x 53 LH	CUD1 53 x 55 AH		KLM1 48 x 57 LH		MKM1 37 x 55 LH		POY1 16 x 63 LH		POY2 28 x 34 LA					
SA02 18 x 52 LH	CDM1 29 x 52 LH		KKI2 51 x 48 AA		KML1 4 x 70 LH		NVL2 6 x 54 LH		PRT1 7 x 90 LH		STP1 3 x 20 LL	ULP1 5 x 52 LH	VCM1 13 x 44 LA	
SA03 27 x 46 LA	SJI1 12 x 14 LL		TDM1 42 x 52 LH		TRK1 53 x 50 AH		TVM1 19 x 57 LH		TVM2 17 x 32 LA		VPM1 32 x 35 LA		VPM2 6 x 44 LA	

SOUTH-01 MTD | LCE 32.13% | LCR 56.81% | LH

KVT1 31 x 53 LH	KVT1 24 x 60 LH	KYR1 13 x 57 LH	PKD1 44 x 51 LH	RND1 50 x 53 LH	SKD1 1 x 100 LH	SNL1 41 x 63 LH	STU2 39 x 53 LH	VKM1 49 x 31 LA
NGR1 13 x 68 LH	COL1 11 x 8 LL	KGL1 34 x 51 LH	KSM1 9 x 29 LL	MAR1 12 x 73 LH	MMT1 43 x 84 LH	NGR1 4 x 95 LH	TKY1 9 x 44 LA	
TKS1 25 x 58 LH	PDI1 19 x 56 LH	RPM1 11 x 79 LH	SDI1 24 x 44 LA	SGT1 55 x 50 AA	TKS1 39 x 50 LA	TKS2 19 x 76 LH		
TUT1 40 x 58 LH	ERL1 108 x 42 HA	ERL2 7 x 100 LH	TCN1 50 x 52 AH	TUT1 45 x 56 LH	TUT2 20 x 62 LH	TYI1 39 x 71 LH	UDN1 90 x 63 HH	
TVL1 30 x 70 LH	ARM1 47 x 66 LH	ASM1 33 x 77 LH	TVL1 26 x 72 LH	TVL2 31 x 79 LH	VLY1 35 x 61 LH			
VNR1 53 x 46 AA	APK1 45 x 52 LH	APK2 0 x NaN LL	SVK1 52 x 50 AH	VNR1 82 x 64 HH	VNR2 52 x 34 AA			

SOUTH-03 MTD | LCE 22.80% | LCR 52.58% | LH

DGL1 11 x 74 LH	DGL1 3 x 100 LH		DGL2 1 x 100 LH		MDU1 6 x 100 LH		MDU5 15 x 69 LH		MPA1 1 x 100 LH		NTM1 29 x 59 LH		PNI1 64 x 61 HH							
KKD2 14 x 50 LA	ATG1 5 x 81 LH		DKI1 31 x 24 LL		KKD2 7 x 100 LH		MNM1 7 x 77 LH		PNV1 22 x 52 LH		PVI1 39 x 49 LA		SGP1 3 x 100 LH		TDI1 1 x 33 LA		TPT1 4 x 92 LH			
KRR1 7 x 100 LH	KRR1 10 x 100 LH								ODM1 3 x 100 LH											
MDU2 27 x 47 LA	ADP1 29 x 40 LA		BNR1 62 x 40 HA		CBM1 26 x 48 LA		CMR1 47 x 82 LH		MDU2 16 x 44 LA		MDU3 6 x 100 LH		MDU4 17 x 62 LH		MDU6 44 x 47 LA		TEN1 18 x 34 LA		TEN2 19 x 16 LL	
SVG1 46 x 51 LH	BTU1 75 x 48 HA		KPT1 10 x 25 LL		KYK1 0 x NaN LL		MLR1 3 x 78 LH		NKI1 41 x 39 LA		PKM1 78 x 77 HH		SVG1 26 x 38 LA		TMM1 74 x 52 HH		USL1 62 x 40 HA			

TIRUPATI-01 MTD | LCE 76.08% | LCR 72.31% | HH

ATP1 104 x 83 HH	ADI1 84 x 50 HA		ATP1 34 x 77 LH		DHN1 138 x 86 HH		GTL1 278 x 96 HH		KNL1 114 x 89 HH		KNL2 94 x 96 HH		NDL1 72 x 44 HA		TPI1 196 x 91 HH									
KDA1 45 x 70 LH	BVL1 25 x 51 LH		KDA1 35 x 63 LH		KOU1 38 x 66 LH		MPL1 22 x 86 LH		PDT1 66 x 83 HH		PIL1 38 x 72 LH		RCY1 57 x 69 AH		RJP1 87 x 63 HH									
TPY1 73 x 62 HH	CTO1 48 x 54 LH		KHT1 88 x 59 HH		KVL1 0 x NaN LL		NLR1 107 x 70 HH		NYP1 61 x 81 HH		PGR1 95 x 73 HH		PMR1 65 x 64 HH		PUT1 62 x 37 HA		SPE1 107 x 75 HH		TPY1 83 x 60 HH		TPY2 58 x 48 AA		VKI1 102 x 68 HH	

TRICHY-01 MTD | LCE 34.81% | LCR 70.15% | LH

KUM1 42 x 65 LH	JKM1 15 x 78 LH	KUM1 69 x 67 HH	MVM1 75 x 56 HH	NCK1 42 x 87 LH	TVR1 13 x 85 LH	TVR2 4 x 78 LH	
PTK1 22 x 59 LH	APM1 66 x 57 HH	MDI1 9 x 94 LH	NGT1 18 x 57 LH	NMM1 57 x 51 AH	PTK1 3 x 100 LH	TTP1 16 x 49 LA	
TNJ1 46 x 88 LH	AYR1 39 x 98 LH	KIK1 36 x 76 LH	KRN1 47 x 94 LH	ORU1 29 x 75 LH	PDK1 130 x 82 HH	TNJ1 38 x 94 LH	TNJ2 35 x 94 LH



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TRY1 28 x 58 LH	MSI1 9 x 96 LH	PBR1 10 x 86 LH	PBR2 50 x 52 AH	TRY1 24 x 65 LH	TRY2 50 x 45 AA	TRY3 23 x 85 LH	TYR1 22 x 28 LL	
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Region VIJAYAWADA-01 MTD | LCE 94.15% | LCR 80.15% | HH

BVR1 116 x 81 HH	AMP1 71 x 72 HH	BVR1 73 x 62 HH	DPE1 142 x 91 HH	ELU1 130 x 82 HH	JGG1 143 x 87 HH	KND1 112 x 96 HH	PAP1 124 x 81 HH	PPM1 202 x 87 HH	RMV1 183 x 93 HH	TDD1 84 x 73 HH	TNK1 80 x 68 HH	
GNT1 90 x 81 HH	BPP1 56 x 65 AH	CKT1 154 x 93 HH	CRL1 85 x 87 HH	GNT1 52 x 73 AH	GNT2 107 x 92 HH	KDR1 144 x 87 HH	NRT1 36 x 59 LH	OGL1 196 x 90 HH	PNR1 71 x 48 HA	PRL1 79 x 81 HH	RAL1 61 x 59 HH	VKN1 35 x 45 LA
VJW1 77 x 77 HH	GDV1 111 x 84 HH	GVM1 79 x 78 HH	JPT1 53 x 73 AH	MTM1 79 x 70 HH	TEL1 85 x 74 HH	TVU1 75 x 68 HH	VJW1 48 x 94 LH	VJW2 64 x 72 HH	VJW3 95 x 69 HH	VJW4 66 x 71 HH	VJW5 79 x 92 HH	VUY1 116 x 85 HH

Region WEST-01 MTD | LCE 37.21% | LCR 70.95% | LH

CBE1 28 x 84 LH	CBE1 50 x 73 LH	CBE2 8 x 99 LH	CBE3 17 x 100 LH	CBE4 18 x 93 LH	CBE6 46 x 92 LH	KMR1 53 x 93 AH	SNR1 22 x 72 LH	SUL1 34 x 38 LA	
PLI1 22 x 63 LH	DPM2 20 x 58 LH	KGM1 31 x 48 LA	PDM1 29 x 59 LH	PLI1 18 x 75 LH	UMP1 21 x 76 LH				
TPR1 52 x 73 AH	TPR1 71 x 53 HH	TPR2 4 x 77 LH	TPR3 102 x 92 HH						
TPR4 77 x 67 HH	ANR1 39 x 67 LH	AVI1 56 x 90 AH	GBM1 82 x 47 HA	PPI1 143 x 66 HH	SYM2 70 x 54 HH	TPR4 60 x 89 AH			
UAM1 25 x 50 LH	CNR1 6 x 56 LH	GDR1 14 x 45 LA	KGI1 31 x 28 LL	KMD1 0 x NaN LL	MPM1 56 x 53 AH	UAM1 23 x 64 LH			

Region WEST-02 MTD | LCE 40.15% | LCR 62.12% | LH

ERD1 54 x 64 AH	CMI1 48 x 51 LH	ERD1 63 x 71 HH	ERD2 13 x 74 LH	KMM1 34 x 56 LH	NKL2 60 x 58 AH	PDR1 47 x 56 LH	RSP1 52 x 57 AH	SGG1 76 x 62 HH	TCG1 54 x 60 AH	VKL1 134 x 75 HH
HSR1 22 x 49 LA	HSR1 39 x 71 LH	HSR2 37 x 39 LA	KRI1 16 x 65 LH	KVP1 1 x 100 LH	PLC1 14 x 44 LA	PMP1 11 x 54 LH	SGI1 26 x 21 LL			
MTR1 39 x 60 LH	BMD1 9 x 24 LL	DPR1 11 x 86 LH	DPR2 69 x 60 HH	HRR1 78 x 90 HH	MCR1 35 x 31 LA	MTR1 15 x 21 LL	OML1 54 x 52 AH	TRM1 43 x 58 LH		
SLM1 41 x 67 LH	APN1 67 x 64 HH	ATU1 60 x 47 HA	EDP1 5 x 42 LA	EPI1 7 x 39 LA	SLM1 60 x 90 HH	SLM2 32 x 78 LH	SLM3 23 x 39 LA	VPD1 52 x 59 AH		