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

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
	From Date: 01-Aug-2025 To Date : 02-Aug-2025					
CHENNAI-01	292	243	243	83.18%	100.00%	HH
CHENNAI-02	286	211	211	73.75%	100.00%	HH
KL-SOUTH	21	8	8	37.31%	100.00%	LH
NORTH ARCOT	239	206	206	86.37%	100.00%	HH
SOUTH ARCOT	187	140	140	74.89%	100.00%	HH
SOUTH-01	467	300	300	64.24%	100.00%	HH
SOUTH-03	380	195	195	51.33%	100.00%	AH
TIRUPATI-01	186	208	208	112.08%	100.00%	HH
TRICHY-01	381	232	232	60.86%	100.00%	HH
VIJAYAWADA-01	176	286	286	162.93%	100.00%	HH
WEST-01	241	161	161	66.94%	100.00%	HH
WEST-02	306	288	288	94.27%	100.00%	HH
Total	3,160	2,478	2,478	78.41%	100.00%	HH

CHENNAI-01 MTD | LCE 83.18% | LCR 100.00% | HH

Region

CH03 90 x 100 HH	CGL1 137 x 100 HH	CH45 62 x 100 HH	GUD1 139 x 100 HH	GUD2 50 x 100 LH	MC10 56 x 100 AH	MRM1 122 x 100 HH	SKL1 25 x 100 LH	TKM1 122 x 100 HH
CH05 133 x 100 HH	AVD1 103 x 100 HH	CH05 131 x 100 HH	CH14 168 x 100 HH	CH26 33 x 100 LH	CH30 90 x 100 HH	CH35 277 x 100 HH	CH37 50 x 100 LH	
CH06 54 x 100 AH	CH08 109 x 100 HH	CH11 16 x 100 LH	CH16 42 x 100 LH	CH19 39 x 100 LH	CH29 37 x 100 LH	CH39 134 x 100 HH	CH40 50 x 100 LH	CH42 25 x 100 LH
CH08 67 x 100 HH	CH07 60 x 100 AH	CH22 87 x 100 HH	CH28 149 x 100 HH	CH38 75 x 100 HH	CH48 0 x NaN LL	KNR1 32 x 100 LH	MC02 0 x NaN LL	MC09 75 x 100 HH

CHENNAI-02 MTD | LCE 73.75% | LCR 100.00% | HH

Region

CH01 58 x 100 AH	CH03 3 x 100 LH	CH12 107 x 100 HH	CH23 75 x 100 HH	CH24 116 x 100 HH	CH41 100 x 100 HH	MC06 107 x 100 HH	MC08 0 x NaN LL	
CH04 90 x 100 HH	CH21 122 x 100 HH	CH34 112 x 100 HH	CH44 93 x 100 HH	GPD1 70 x 100 HH	MC05 187 x 100 HH	MJR1 47 x 100 LH	PON1 93 x 100 HH	UKI1 52 x 100 AH
CH07 76 x 100 HH	CH01 NaN x NaN LL	CH15 110 x 100 HH	CH17 21 x 100 LH	CH18 85 x 100 HH	CH27 0 x NaN LL	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 105 x 100 HH
CH09 58 x 100 AH	CH06 81 x 100 HH	CH09 50 x 100 LH	CH20 69 x 100 HH	CH31 21 x 100 LH	CH33 0 x NaN LL	CH46 109 x 100 HH		

KL-SOUTH MTD | LCE 37.31% | LCR 100.00% | LH

Region

TVP1 37 x 100 LH	PAS1 54 x 100 AH	TVP1 28 x 100 LH

NORTH ARCOT MTD | LCE 86.37% | LCR 100.00% | HH

Region

NA01 116 x 100 HH	AKM1 128 x 100 HH	ANI1 68 x 100 HH	ARC2 19 x 100 LH	CYR1 75 x 100 HH	KPM1 88 x 100 HH	KPM2 103 x 100 HH	WJD1 134 x 100 HH	WJP1 227 x 100 HH
NA02 58 x 100 AH	ABR1 30 x 100 LH	CGM1 30 x 100 LH	GDM1 43 x 100 LH	PLR1 112 x 100 HH	TRR1 5 x 100 LH	VEL1 129 x 100 HH	VEL2 126 x 100 HH	VNB1 47 x 100 LH
NA03 80 x 100 HH	BGR1 90 x 100 HH	CPT1 56 x 100 AH	PTU1 43 x 100 LH	SBR1 0 x NaN LL	SLG1 166 x 100 HH	TRL1 20 x 100 HH	TRT1 164 x 100 HH	UGI1 164 x 100 HH	VSI1 50 x 100 LH

SOUTH ARCOT MTD | LCE 74.89% | LCR 100.00% | HH

Region

Follow-Up Lead Capturing Effectiveness as on 8/2/2025 10:00:23 AM

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)

SOUTH-01 MTD | LCE 64.24% | LCR 100.00% | HH

Row						
SA01 108 x 100 HH	CUD1 125 x 100 HH	KLM1 149 x 100 HH	MKM1 131 x 100 HH	POY1 61 x 100 HH	POY2 90 x 100 HH	
SA02 47 x 100 LH	CDM1 48 x 100 LH	KKI2 142 x 100 HH	KML1 9 x 100 LH	NVL2 40 x 100 LH	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 18 x 100 LH	VCM1 75 x 100 HH
SA03 82 x 100 HH	SJI1 54 x 100 AH	TDM1 64 x 100 HH	TRK1 142 x 100 HH	TVM1 56 x 100 AH	TVM2 85 x 100 HH	VPM1 124 x 100 HH	VPM2 20 x 100 LH

SOUTH-03 MTD | LCE 51.33% | LCR 100.00% | AH

Row						
KVT1 70 x 100 HH	KVT1 26 x 100 LH	KYR1 6 x 100 LH	PKD1 124 x 100 HH	RND1 118 x 100 HH	SNL1 96 x 100 HH	STU2 75 x 100 HH	VKM1 137 x 100 HH
NGR1 23 x 100 LH	COL1 100 x 100 HH	KGL1 0 x NaN LL	KSM1 30 x 100 LH	MAR1 26 x 100 LH	MMT1 56 x 100 AH	NGR1 4 x 100 LH	TKY1 10 x 100 LH
TKS1 57 x 100 AH	PDI1 43 x 100 LH	RPM1 26 x 100 LH	SDI1 85 x 100 HH	SGT1 30 x 100 LH	TKS1 93 x 100 HH	TKS2 21 x 100 LH
TUT1 82 x 100 HH	ERL1 112 x 100 HH	TCN1 124 x 100 HH	TUT1 86 x 100 HH	TUT2 27 x 100 LH	TYI1 20 x 100 LH	UDN1 162 x 100 HH
TVL1 38 x 100 LH	ARM1 17 x 100 LH	ASM1 56 x 100 AH	TVL1 39 x 100 LH	TVL2 25 x 100 LH	VLY1 40 x 100 LH
VNR1 113 x 100 HH	APK1 94 x 100 HH	SVK1 104 x 100 HH	VNR1 107 x 100 HH	VNR2 127 x 100 HH

TIRUPATI-01 MTD | LCE 112.08% | LCR 100.00% | HH

Row						
DGL1 14 x 100 LH	DGL1 0 x NaN LL	DGL2 0 x NaN LL	MDU1 2 x 100 LH	MDU5 50 x 100 LH	MPA1 0 x NaN LL	NTM1 32 x 100 LH	PNI1 128 x 100 HH
KKD2 26 x 100 LH	ATG1 12 x 100 LH	DKI1 79 x 100 HH	KKD2 15 x 100 LH	MNM1 0 x NaN LL	PNV1 27 x 100 LH	PVI1 75 x 100 HH	SGP1 0 x NaN LL	TDI1 7 x 100 LH	TPT1 0 x NaN LL
KRR1 0 x NaN LL	KRR1 0 x NaN LL	ODM1 0 x NaN LL				
MDU2 84 x 100 HH	ADP1 37 x 100 LH	BNR1 172 x 100 HH	CBM1 50 x 100 LH	CMR1 119 x 100 HH	MDU2 92 x 100 HH	MDU3 0 x 100 LL	MDU4 41 x 100 LH	MDU6 80 x 100 HH	TEN1 69 x 100 HH	TEN2 104 x 100 HH
SVG1 99 x 100 HH	BTU1 182 x 100 HH	KPT1 21 x 100 LH	MLR1 0 x NaN LL	NKI1 134 x 100 HH	PKM1 25 x 100 LH	SVG1 41 x 100 LH	TMM1 142 x 100 HH	USL1 192 x 100 HH

TRICHY-01 MTD | LCE 60.86% | LCR 100.00% | HH

Row						
ATP1 79 x 100 HH	ADI1 75 x 100 HH	ATP1 10 x 100 LH	DHN1 116 x 100 HH	GTL1 485 x 100 HH	KNL1 187 x 100 HH	KNL2 149 x 100 HH	NDL1 107 x 100 HH	TPI1 410 x 100 HH
KDA1 100 x 100 HH	BVL1 56 x 100 AH	KDA1 149 x 100 HH	KOU1 33 x 100 LH	MPL1 75 x 100 HH	PDT1 131 x 100 HH	PIL1 75 x 100 HH	RCY1 107 x 100 HH	RJP1 269 x 100 HH
TPY1 155 x 100 HH	CTO1 128 x 100 HH	KHT1 187 x 100 HH	NLR1 398 x 100 HH	NYP1 205 x 100 HH	PGR1 100 x 100 HH	PMR1 100 x 100 HH	PUT1 1194 x 100 HH	SPE1 128 x 100 HH	TPY1 224 x 100 HH	TPY2 80 x 100 HH	VKI1 149 x 100 HH

Region (bottom)

Row						
KUM1 86 x 100 HH	JKM1 14 x 100 LH	KUM1 171 x 100 HH	MVM1 178 x 100 HH	NCK1 90 x 100 HH	TVR1 17 x 100 LH	TVR2 15 x 100 LH
PTK1 62 x 100 HH	APM1 164 x 100 HH	MDI1 22 x 100 LH	NGT1 84 x 100 HH	NMM1 86 x 100 HH	PTK1 0 x NaN LL	TTP1 100 x 100 HH
TNJ1 45 x 100 LH	AYR1 40 x 100 LH	KIK1 11 x 100 LH	KRN1 11 x 100 LH	ORU1 0 x NaN LL	PDK1 215 x 100 HH	TNJ1 13 x 100 LH	TNJ2 77 x 100 HH

Follow-Up Lead Capturing Effectiveness as on 8/2/2025 10:00:23 AM

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)

| TRY1 56 x 100 AH | MSI1 28 x 100 LH | PBR1 0 x NaN LL | PBR2 48 x 100 LH | TRY1 35 x 100 LH | TRY2 216 x 100 HH | TRY3 56 x 100 AH | TYR1 91 x 100 HH |

Region VIJAYAWADA-01 MTD | LCE 162.93% | LCR 100.00% | HH

BVR1 165 x 100 HH	AMP1 299 x 100 HH	BVR1 244 x 100 HH	DPE1 0 x NaN LL	ELU1 224 x 100 HH	JGG1 249 x 100 HH	KND1 107 x 100 HH	PAP1 199 x 100 HH	PPM1 112 x 100 HH	RMV1 182 x 100 HH	TDD1 149 x 100 HH	TNK1 105 x 100 HH
GNT1 194 x 100 HH	BPP1 149 x 100 HH	CKT1 182 x 100 HH	CRL1 213 x 100 HH	GNT1 149 x 100 HH	GNT2 299 x 100 HH	KDR1 299 x 100 HH	NRT1 43 x 100 LH	OGL1 358 x 100 HH	PNR1 149 x 100 HH	PRL1 100 x 100 HH	RAL1 149 x 100 HH	VKN1 171 x 100 HH
VJW1 137 x 100 HH	GDV1 0 x NaN LL	GVM1 164 x 100 HH	JPT1 96 x 100 HH	MTM1 199 x 100 HH	TEL1 112 x 100 HH	TVU1 213 x 100 HH	VJW1 37 x 100 LH	VJW2 75 x 100 HH	VJW3 184 x 100 HH	VJW4 112 x 100 HH	VJW5 192 x 100 HH	VUY1 672 x 100 HH

Region WEST-01 MTD | LCE 66.94% | LCR 100.00% | HH

CBE1 50 x 100 AH	CBE1 116 x 100 HH	CBE2 0 x NaN LL	CBE3 0 x NaN LL	CBE4 80 x 100 HH	CBE6 100 x 100 HH	KMR1 91 x 100 HH	SNR1 0 x NaN LL	SUL1 68 x 100 HH
PLI1 50 x 100 LH	DPM2 50 x 100 LH	KGM1 60 x 100 AH	PDM1 15 x 100 LH	PLI1 88 x 100 HH	UMP1 14 x 100 LH
TPR1 64 x 100 HH	TPR1 139 x 100 HH	TPR2 0 x NaN LL	TPR3 25 x 100 LH
TPR4 131 x 100 HH	ANR1 37 x 100 LH	AVI1 133 x 100 HH	GBM1 107 x 100 HH	PPI1 126 x 100 HH	SYM2 161 x 100 HH	TPR4 187 x 100 HH
UAM1 44 x 100 LH	CNR1 0 x NaN LL	GDR1 14 x 100 LH	KGI1 149 x 100 HH	KMD1 0 x NaN LL	MPM1 33 x 100 LH	UAM1 54 x 100 AH

Region WEST-02 MTD | LCE 94.27% | LCR 100.00% | HH

ERD1 120 x 100 HH	CMI1 235 x 100 HH	ERD1 169 x 100 HH	ERD2 64 x 100 HH	KMM1 60 x 100 AH	NKL2 78 x 100 HH	PDR1 112 x 100 HH	RSP1 114 x 100 HH	SGG1 187 x 100 HH	TCG1 119 x 100 HH	VKL1 235 x 100 HH
HSR1 72 x 100 HH	HSR1 54 x 100 AH	HSR2 97 x 100 HH	KRI1 67 x 100 HH	KVP1 0 x NaN LL	PLC1 50 x 100 LH	PMP1 75 x 100 HH	SGI1 123 x 100 HH
MTR1 94 x 100 HH	BMD1 33 x 100 LH	DPR1 37 x 100 LH	DPR2 187 x 100 HH	HRR1 104 x 100 HH	MCR1 109 x 100 HH	MTR1 68 x 100 HH	OML1 139 x 100 HH	TRM1 71 x 100 HH
SLM1 89 x 100 HH	APN1 66 x 100 HH	ATU1 126 x 100 HH	EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 163 x 100 HH	SLM2 60 x 100 AH	SLM3 61 x 100 HH	VPD1 136 x 100 HH