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 : 02-Oct-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	561	59	59	10.52%	100.00%	LH
CHENNAI-02	469	52	52	11.09%	100.00%	LH
KL-SOUTH	23	1	1	4.26%	100.00%	LH
NORTH ARCOT	397	55	54	13.84%	98.18%	LH
SOUTH ARCOT	327	23	23	7.03%	100.00%	LH
SOUTH-01	685	134	134	19.57%	100.00%	LH
SOUTH-03	490	52	52	10.60%	100.00%	LH
TIRUPATI-01	563	90	90	15.97%	100.00%	LH
TRICHY-01	444	50	50	11.26%	100.00%	LH
VIJAYAWADA-01	672	143	143	21.28%	100.00%	LH
WEST-01	338	40	38	11.85%	95.00%	LH
WEST-02	470	63	63	13.39%	100.00%	LH
Total	5,440	762	759	14.01%	99.61%	LH

CHENNAI-01 MTD | LCE 10.52% | LCR 100.00% | LH

Region								
CH03 5 x 100 LH	CGL1 0 x NaN LL	CH45 0 x NaN LL	GUD1 0 x NaN LL	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 21 x 100 LH	SKL1 8 x 100 LH	TKM1 0 x NaN LL
CH05 13 x 100 LH	AVD1 5 x 100 LH	CH05 20 x 100 LH	CH14 11 x 100 LH	CH26 30 x 100 LH	CH30 0 x NaN LL	CH35 0 x NaN LL		CH37 57 x 100 AH
CH06 12 x 100 LH	CH08 20 x 100 LH	CH11 16 x 100 LH	CH16 6 x 100 LH	CH19 10 x 100 LH	CH29 0 x NaN LL	CH39 19 x 100 LH	CH40 0 x NaN LL	CH42 14 x 100 LH
CH08 11 x 100 LH	CH07 0 x NaN LL	CH22 26 x 100 LH	CH28 27 x 100 LH	CH38 0 x NaN LL	CH48 0 x NaN LL	KNR1 20 x 100 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 11.09% | LCR 100.00% | LH

Region								
CH01 11 x 100 LH	CH03 5 x 100 LH	CH06 17 x 100 LH	CH12 10 x 100 LH	CH23 19 x 100 LH	CH24 21 x 100 LH		MC06 0 x NaN LL
CH04 16 x 100 LH	CH21 14 x 100 LH	CH34 9 x 100 LH	CH44 43 x 100 LH	GPD1 41 x 100 LH	MC05 0 x NaN LL	MJR1 12 x 100 LH	PON1 19 x 100 LH	UKI1 0 x NaN LL
CH07 11 x 100 LH	CH01 ∞ x 100 HH	CH15 13 x 100 LH	CH17 15 x 100 LH	CH18 13 x 100 LH	CH27 0 x NaN LL	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 0 x NaN LL
CH09 3 x 100 LH	CH09 0 x NaN LL	CH20 14 x 100 LH	CH31 0 x NaN LL	CH33 0 x NaN LL	CH41 0 x NaN LL		CH46 8 x 100 LH	

KL-SOUTH MTD | LCE 4.26% | LCR 100.00% | LH

Region			
TVP1 4 x 100 LH	KLR1 0 x NaN LL	PAS1 0 x NaN LL	TVP1 11 x 100 LH

NORTH ARCOT MTD | LCE 13.84% | LCR 98.18% | LH

Region								
NA01 17 x 100 LH	AKM1 43 x 100 LH	ANI1 0 x NaN LL	ARC2 0 x NaN LL	CYR1 0 x NaN LL	KPM1 5 x 100 LH	KPM2 33 x 100 LH	WJD1 15 x 100 LH	WJP1 0 x NaN LL
NA02 13 x 94 LH	ABR1 6 x 100 LH	CGM1 0 x NaN LL	GDM1 124 x 100 HH	PLR1 0 x NaN LL	TRR1 0 x NaN LL	VEL1 33 x 100 LH	VEL2 4 x 0 LL	VNB1 0 x NaN LL
NA03 11 x 100 LH	BGR1 0 x NaN LL	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 0 x NaN LL	TRL1 33 x 100 LH	TRT1 11 x 100 LH	UGI1 10 x 100 LH	VSI1 30 x 100 LH

SOUTH ARCOT MTD | LCE 7.03% | LCR 100.00% | LH

Region

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Branch							
SA01 8 x 100 LH	CUD1 12 x 100 LH	KLM1 0 x NaN LL	MKM1 0 x NaN LL		POY1 14 x 100 LH		POY2 6 x 100 LH
SA02 7 x 100 LH	CDM1 26 x 100 LH	KKI2 9 x 100 LH	KML1 8 x 100 LH	NVL2 5 x 100 LH	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 6 x 100 LH	VCM1 0 x NaN LL
SA03 6 x 100 LH	SJI1 NaN x NaN LL	TDM1 0 x NaN LL	TRK1 19 x 100 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 37 x 100 LH	VPM2 0 x NaN LL

Region   SOUTH-01 MTD | LCE 19.57% | LCR 100.00% | LH

KVT1 12 x 100 LH	KVT1 11 x 100 LH	KYR1 0 x NaN LL	PKD1 41 x 100 LH	RND1 17 x 100 LH	SKD1 7 x 100 LH	SNL1 6 x 100 LH	STU2 0 x NaN LL	VKM1 0 x NaN LL
NGR1 16 x 100 LH	COL1 0 x NaN LL	KGL1 10 x 100 LH	KSM1 33 x 100 LH	MAR1 7 x 100 LH	MMT1 26 x 100 LH	NGR1 26 x 100 LH	TKY1 0 x NaN LL
TKS1 15 x 100 LH	PDI1 8 x 100 LH	RPM1 4 x 100 LH	SDI1 25 x 100 LH	SGT1 0 x NaN LL	TKS1 6 x 100 LH	TKS2 36 x 100 LH
TUT1 22 x 100 LH	ERL1 NaN x NaN LL	ERL2 35 x 100 LH	TCN1 33 x 100 LH	TUT1 16 x 100 LH	TUT2 11 x 100 LH	TYI1 36 x 100 LH	UDN1 23 x 100 LH
TVL1 33 x 100 LH	ARM1 21 x 100 LH	ASM1 46 x 100 LH	TVL1 37 x 100 LH	TVL2 43 x 100 LH	VLY1 15 x 100 LH
VNR1 21 x 100 LH	APK1 28 x 100 LH	APK2 15 x 100 LH	SVK1 0 x NaN LL	VNR1 37 x 100 LH	VNR2 29 x 100 LH

Region   SOUTH-03 MTD | LCE 10.60% | LCR 100.00% | LH

DGL1 5 x 100 LH	DGL1 5 x 100 LH	DGL2 0 x NaN LL	MDU1 6 x 100 LH	MDU5 6 x 100 LH	MPA1 0 x NaN LL	NTM1 0 x NaN LL	PNI1 11 x 100 LH
KKD2 2 x 100 LH	ATG1 0 x NaN LL	DKI1 0 x NaN LL	KKD2 0 x NaN LL	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 18 x 100 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 0 x NaN LL
KRR1 5 x 100 LH	KRR1 0 x NaN LL				ODM1 11 x 100 LH
MDU2 26 x 100 LH	ADP1 0 x NaN LL	BNR1 0 x NaN LL	CBM1 8 x 100 LH	CMR1 30 x 100 LH	MDU2 16 x 100 LH	MDU3 0 x NaN LL	MDU4 21 x 100 LH	MDU6 245 x 100 HH	TEN1 7 x 100 LH	TEN2 0 x NaN LL
SVG1 8 x 100 LH	BTU1 19 x 100 LH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MLR1 0 x NaN LL	NKI1 6 x 100 LH	PKM1 30 x 100 LH	SVG1 0 x NaN LL	TMM1 10 x 100 LH	USL1 9 x 100 LH

Region   TIRUPATI-01 MTD | LCE 15.97% | LCR 100.00% | LH

ATP1 25 x 100 LH	ADI1 19 x 100 LH	ATP1 2 x 100 LH	DHN1 0 x NaN LL	GTL1 0 x NaN LL	KNL1 63 x 100 HH	KNL2 0 x NaN LL	NDL1 14 x 100 LH	TPI1 133 x 100 HH
KDA1 2 x 100 LH	BVL1 0 x NaN LL	KDA1 0 x NaN LL	KOU1 0 x NaN LL	MPL1 0 x NaN LL	PDT1 0 x NaN LL	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 10 x 100 LH
TPY1 19 x 100 LH	CTO1 0 x NaN LL	KHT1 11 x 100 LH	KVL1 12 x 100 LH	NLR1 5 x 100 LH	NYP1 43 x 100 LH	PGR1 30 x 100 LH	PMR1 44 x 100 LH	PUT1 7 x 100 LH	SPE1 9 x 100 LH	TPY1 28 x 100 LH	TPY2 18 x 100 LH	VKI1 61 x 100 HH

Region   TRICHY-01 MTD | LCE 11.26% | LCR 100.00% | LH

KUM1 6 x 100 LH	KIK1 7 x 100 LH	KUM1 12 x 100 LH	NCK1 14 x 100 LH	NGT1 0 x NaN LL	TTP1 14 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 5 x 100 LH	AYR1 0 x NaN LL	JKM1 0 x NaN LL	MSI1 9 x 100 LH	MVM1 4 x 100 LH	PBR1 0 x NaN LL	PBR2 12 x 100 LH	TYR1 0 x NaN LL
TNJ1 19 x 100 LH	APM1 33 x 100 LH	MDI1 64 x 100 HH	NMM1 15 x 100 LH	ORU1 11 x 100 LH	PTK1 0 x NaN LL	TNJ1 19 x 100 LH	TNJ2 6 x 100 LH

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TRY1 15 x 100 LH

KRN1 0 x NaN LL	PDK1 107 x 100 HH	TRY1 5 x 100 LH	TRY2 26 x 100 LH	TRY3 0 x NaN LL

Region — VIJAYAWADA-01 MTD | LCE 21.28% | LCR 100.00% | LH

BVR1 37 x 100 LH

AMP1 30 x 100 LH	BVR1 82 x 100 HH	DPE1 0 x NaN LL	ELU1 46 x 100 LH	JGG1 21 x 100 LH	KND1 9 x 100 LH	NPR1 0 x NaN LL	PAP1 81 x 100 HH	PPM1 96 x 100 HH	RMV1 5 x 100 LH	TDD1 34 x 100 LH	TNI1 0 x NaN LL	TNK1 0 x NaN LL

GNT1 12 x 100 LH

BPP1 0 x NaN LL	CKT1 121 x 100 HH	CRL1 5 x 100 LH	GNT1 3 x 100 LH	GNT2 0 x NaN LL	KDR1 14 x 100 LH	NRT1 0 x NaN LL	OGL1 5 x 100 LH	PNR1 53 x 100 AH	PRL1 0 x NaN LL	RAL1 7 x 100 LH	VKN1 0 x NaN LL

VJW1 11 x 100 LH

GDV1 0 x NaN LL	GVM1 12 x 100 LH	JPT1 28 x 100 LH	MTM1 5 x 100 LH	TEL1 7 x 100 LH	TVU1 39 x 100 LH	VJW1 3 x 100 LH	VJW2 0 x NaN LL	VJW3 4 x 100 LH	VJW4 23 x 100 LH	VJW5 17 x 100 LH	VUY1 21 x 100 LH

Region — WEST-01 MTD | LCE 11.85% | LCR 95.00% | LH

CBE1 9 x 100 LH

CBE1 149 x 100 HH	CBE2 3 x 100 LH	CBE3 0 x NaN LL	CBE4 7 x 100 LH	CBE5 0 x NaN LL	CBE6 0 x NaN LL	KMR1 11 x 100 LH	SNR1 0 x NaN LL	SUL1 50 x 100 LH

PLI1 9 x 100 LH

DPM2 0 x NaN LL	KGM1 20 x 100 LH	PDM1 11 x 100 LH	PLI1 0 x NaN LL	UMP1 11 x 100 LH

TPR1 16 x 100 LH

TPR1 18 x 100 LH	TPR2 4 x 100 LH	TPR3 39 x 100 LH

TPR4 34 x 88 LH

ANR1 60 x 100 AH	AVI1 8 x 100 LH	GBM1 92 x 75 HH	PPI1 37 x 100 LH	SYM2 0 x NaN LL	TPR4 20 x 100 LH

UAM1 1 x 100 LH

CNR1 0 x NaN LL	GDR1 0 x NaN LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 6 x 100 LH	UAM1 0 x NaN LL

Region — WEST-02 MTD | LCE 13.39% | LCR 100.00% | LH

ERD1 32 x 100 LH

CMI1 0 x NaN LL	ERD1 35 x 100 LH	ERD2 38 x 100 LH	KMM1 0 x NaN LL	NKL2 21 x 100 LH	PDR1 10 x 100 LH	RSP1 0 x NaN LL	SGG1 0 x NaN LL	TCG1 0 x NaN LL	VKL1 204 x 100 HH

HSR1 6 x 100 LH

HSR1 6 x 100 LH	HSR2 11 x 100 LH	KRI1 14 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 0 x NaN LL	SGI1 0 x NaN LL

MTR1 5 x 100 LH

BMD1 9 x 100 LH	DPR1 0 x NaN LL	DPR2 30 x 100 LH	HRR1 0 x NaN LL	MCR1 9 x 100 LH	MTR1 0 x NaN LL	OML1 5 x 100 LH	TRM1 4 x 100 LH

SLM1 10 x 100 LH

APN1 0 x NaN LL	ATU1 0 x NaN LL	EDP1 25 x 100 LH	EPI1 0 x NaN LL	SLM1 3 x 100 LH	SLM2 18 x 100 LH	SLM3 35 x 100 LH	VPD1 14 x 100 LH