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-Sep-2025 To Date : 04-Sep-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	892	107	102	12.00%	95.33%	LH
CHENNAI-02	746	128	109	17.15%	85.16%	LH
KL-SOUTH	315	27	24	8.57%	88.89%	LH
NORTH ARCOT	616	76	61	12.34%	80.26%	LH
SOUTH ARCOT	567	58	49	10.22%	84.48%	LH
SOUTH-01	1,479	183	155	12.37%	84.70%	LH
SOUTH-03	1,106	102	97	9.22%	95.10%	LH
TIRUPATI-01	421	258	251	61.22%	97.29%	HH
TRICHY-01	1,036	190	182	18.33%	95.79%	LH
VIJAYAWADA-01	360	291	279	80.73%	95.88%	HH
WEST-01	667	98	94	14.70%	95.92%	LH
WEST-02	819	113	102	13.79%	90.27%	LH
Total	9,026	1,631	1,505	18.07%	92.27%	LH

CHENNAI-01 MTD | LCE 12.00% | LCR 95.33% | LH

Region							
CH03 14 x 100 LH	CGL1 5 x 100 LH	CH45 12 x 100 LH	GUD1 35 x 100 LH	GUD2 0 x NaN LL	MC10 11 x 100 LH	MRM1 20 x 100 LH	SKL1 6 x 100 LH	TKM1 18 x 100 LH
CH05 12 x 96 LH	AVD1 10 x 100 LH	CH05 4 x 100 LH	CH14 19 x 90 LH	CH26 25 x 100 LH	CH30 2 x 100 LH	CH35 20 x 100 LH	CH37 5 x 100 LH
CH06 18 x 91 LH	CH08 23 x 82 LH	CH11 14 x 100 LH	CH16 8 x 100 LH	CH19 22 x 100 LH	CH29 0 x NaN LL	CH39 60 x 100 AH	CH40 0 x NaN LL	CH42 9 x 50 LA
CH08 4 x 100 LH	CH07 8 x 100 LH	CH22 6 x 100 LH	CH28 3 x 100 LH	CH38 3 x 100 LH	CH48 0 x NaN LL	KNR1 5 x 100 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 17.15% | LCR 85.16% | LH

Region							
CH01 13 x 96 LH	CH03 5 x 75 LH	CH12 11 x 100 LH	CH23 47 x 100 LH	CH24 26 x 100 LH	CH41 24 x 100 LH	MC06 0 x NaN LL	MC08 0 x NaN LL
CH04 16 x 74 LH	CH21 21 x 67 LH	CH34 23 x 45 LA	CH44 14 x 75 LH	GPD1 18 x 100 LH	MC05 19 x 100 LH	MJR1 18 x 100 LH	PON1 6 x 100 LH	UKI1 2 x 100 LH
CH07 21 x 85 LH	CH01 0 x NaN LL	CH15 40 x 71 LH	CH17 10 x 100 LH	CH18 9 x 100 LH	CH27 43 x 100 LH	CH32 33 x 100 LH	CH36 6 x 100 LH	CH43 15 x 100 LH
CH09 19 x 92 LH	CH06 19 x 75 LH	CH09 5 x 100 LH	CH20 31 x 89 LH	CH31 37 x 100 LH	CH33 7 x 100 LH	CH46 30 x 100 LH

KL-SOUTH MTD | LCE 8.57% | LCR 88.89% | LH

Region			
TVP1 9 x 89 LH	KLR1 0 x NaN LL	PAS1 33 x 88 LH	TVP1 2 x 100 LH

NORTH ARCOT MTD | LCE 12.34% | LCR 80.26% | LH

Region							
NA01 19 x 69 LH	AKM1 19 x 67 LH	ANI1 22 x 100 LH	ARC2 0 x NaN LL	CYR1 6 x 100 LH	KPM1 19 x 60 LH	KPM2 32 x 64 LH	WJD1 7 x 67 LH	WJP1 11 x 100 LH
NA02 7 x 94 LH	ABR1 7 x 100 LH	CGM1 10 x 100 LH	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 14 x 100 LH	VEL1 4 x 100 LH	VEL2 4 x 50 LA	VNB1 9 x 100 LH
NA03 11 x 94 LH	BGR1 13 x 100 LH	CPT1 0 x NaN LL	PTU1 12 x 100 LH	SBR1 3 x 100 LH	SLG1 9 x 100 LH	TRL1 12 x 100 LH	TRT1 17 x 50 LA	UGI1 14 x 100 LH	VSI1 23 x 100 LH

SOUTH ARCOT MTD | LCE 10.22% | LCR 84.48% | LH

Follow-Up Lead Capturing Effectiveness as on 9/4/2025 10:00:30 AM

SA01 16 x 80 LH	CUD1 26 x 71 LH	KLM1 7 x 100 LH		MKM1 0 x NaN LL	POY1 27 x 91 LH	POY2 0 x NaN LL
SA02 5 x 100 LH	CDM1 2 x 100 LH	KKI2 19 x 100 LH	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 0 x NaN LL	STP1 15 x 100 LH	ULP1 0 x NaN LL	VCM1 7 x 100 LH
SA03 11 x 83 LH	SJI1 0 x NaN LL	TDM1 31 x 67 LH	TRK1 26 x 89 LH	TVM1 8 x 100 LH	TVM2 0 x NaN LL	VPM1 18 x 100 LH	VPM2 0 x NaN LL

Region   SOUTH-01 MTD | LCE 12.37% | LCR 84.70% | LH

KVT1 11 x 80 LH	KVT1 17 x 100 LH	KYR1 0 x NaN LL	PKD1 8 x 100 LH	RND1 10 x 83 LH	SKD1 5 x 0 LL	SNL1 12 x 25 LL	STU2 10 x 100 LH	VKM1 17 x 80 LH
NGR1 7 x 95 LH	COL1 20 x 100 LH	KGL1 13 x 100 LH	KSM1 0 x NaN LL	MAR1 16 x 88 LH	MMT1 6 x 100 LH	NGR1 4 x 100 LH	TKY1 4 x 100 LH
TKS1 11 x 95 LH	PDI1 3 x 100 LH	RPM1 10 x 100 LH	SDI1 0 x NaN LL	SGT1 5 x 100 LH	TKS1 22 x 91 LH	TKS2 11 x 100 LH
TUT1 15 x 68 LH	ERL1 ∞ x 100 HH	ERL2 16 x 71 LH	TCN1 14 x 100 LH	TUT1 8 x 90 LH	TUT2 10 x 83 LH	TYI1 17 x 100 LH	UDN1 64 x 8 HL
TVL1 28 x 98 LH	ARM1 44 x 100 LH	ASM1 112 x 100 HH	TVL1 15 x 100 LH	TVL2 104 x 100 HH	VLY1 12 x 80 LH
VNR1 9 x 82 LH	APK1 8 x 100 LH	APK2 0 x NaN LL	SVK1 8 x 67 LH	VNR1 25 x 100 LH	VNR2 9 x 71 LH

Region   SOUTH-03 MTD | LCE 9.22% | LCR 95.10% | LH

DGL1 3 x 90 LH	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 4 x 100 LH	MDU5 8 x 67 LH	MPA1 0 x NaN LL	NTM1 0 x NaN LL	PNI1 7 x 100 LH
KKD2 12 x 100 LH	ATG1 7 x 100 LH	DKI1 7 x 100 LH	KKD2 19 x 100 LH	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 56 x 100 AH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 3 x 100 LH
KRR1 16 x 100 LH	KRR1 26 x 100 LH			ODM1 6 x 100 LH			
MDU2 9 x 93 LH	ADP1 4 x 100 LH	BNR1 17 x 100 LH	CBM1 0 x NaN LL	CMR1 37 x 100 LH	MDU2 4 x 100 LH	MDU3 3 x 100 LH	MDU4 10 x 0 LL	MDU6 16 x 100 LH	TEN1 4 x 100 LH	TEN2 5 x 100 LH
SVG1 13 x 94 LH	BTU1 13 x 50 LA	KPT1 7 x 100 LH	KYK1 0 x NaN LL	MLR1 4 x 100 LH	NKI1 19 x 100 LH	PKM1 75 x 100 HH	SVG1 6 x 100 LH	TMM1 15 x 86 LH	USL1 17 x 100 LH

Region   TIRUPATI-01 MTD | LCE 61.22% | LCR 97.29% | HH

ATP1 98 x 98 HH	ADI1 19 x 100 LH	ATP1 69 x 89 HH	DHN1 140 x 97 HH	GTL1 207 x 100 HH	KNL1 139 x 100 HH	KNL2 36 x 100 LH	NDL1 15 x 100 LH	TPI1 190 x 100 HH
KDA1 30 x 93 LH	BVL1 11 x 100 LH	KDA1 21 x 100 LH	KOU1 37 x 83 LH	MPL1 53 x 100 AH	PDT1 17 x 100 LH	PIL1 0 x NaN LL	RCY1 11 x 100 LH	RJP1 48 x 88 LH
TPY1 53 x 98 AH	CTO1 19 x 100 LH	KHT1 50 x 100 LH	KVL1 0 x NaN LL	NLR1 70 x 100 HH	NYP1 189 x 100 HH	PGR1 45 x 100 LH	PMR1 130 x 100 HH	PUT1 14 x 100 LH	SPE1 61 x 100 HH	TPY1 41 x 100 LH	TPY2 13 x 75 LH	VKI1 119 x 95 LH

Region   TRICHY-01 MTD | LCE 18.33% | LCR 95.79% | LH

KUM1 18 x 98 LH	JKM1 0 x NaN LL	KUM1 38 x 100 LH	MVM1 34 x 95 LH	NCK1 21 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PTK1 10 x 95 LH	APM1 6 x 100 LH	MDI1 14 x 83 LH	NGT1 9 x 100 LH	NMM1 24 x 100 LH	PTK1 6 x 100 LH	TTP1 0 x NaN LL
TNJ1 42 x 95 LH	AYR1 47 x 100 LH	KIK1 13 x 100 LH	KRN1 58 x 92 AH	ORU1 42 x 83 LH	PDK1 93 x 97 HH	TNJ1 33 x 100 LH	TNJ2 27 x 94 LH

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TRY1 7 x 96 LH	MSI1 7 x 100 LH	PBR1 18 x 100 LH	PBR2 6 x 100 LH	TRY1 7 x 91 LH	TRY2 14 x 100 LH	TRY3 15 x 100 LH	TYR1 0 x NaN LL

Region — VIJAYAWADA-01 MTD | LCE 80.73% | LCR 95.88% | HH

BVR1 108 x 98 HH	AMP1 30 x 100 LH	BVR1 50 x 80 LH	DPE1 131 x 100 HH	ELU1 126 x 100 HH	JGG1 136 x 100 HH	KND1 209 x 100 HH	PAP1 109 x 100 HH	PPM1 299 x 100 HH	RMV1 204 x 100 HH	TDD1 112 x 100 HH	TNK1 22 x 100 LH
GNT1 67 x 94 HH	BPP1 37 x 100 LH	CKT1 139 x 100 HH	CRL1 116 x 100 HH	GNT1 0 x NaN LL	GNT2 109 x 100 HH	KDR1 66 x 100 HH	NRT1 17 x 100 LH	OGL1 175 x 93 HH	PNR1 50 x 40 LA	PRL1 0 x NaN LL	RAL1 8 x 100 LH	VKN1 0 x NaN LL
VJW1 70 x 94 HH	GDV1 30 x 100 LH	GVM1 123 x 86 HH	JPT1 92 x 75 HH	MTM1 0 x NaN LL	TEL1 64 x 89 HH	TVU1 358 x 100 HH	VJW1 81 x 100 HH	VJW2 20 x 100 LH	VJW3 100 x 100 HH	VJW4 39 x 100 LH	VJW5 80 x 100 HH	VUY1 75 x 100 HH

Region — WEST-01 MTD | LCE 14.70% | LCR 95.92% | LH

CBE1 19 x 100 LH	CBE1 34 x 100 LH	CBE2 6 x 100 LH	CBE3 11 x 100 LH	CBE4 6 x 100 LH	CBE5 0 x NaN LL	CBE6 58 x 100 AH	KMR1 28 x 100 LH	SNR1 10 x 100 LH	SUL1 13 x 100 LH
PLI1 7 x 100 LH	DPM2 0 x NaN LL		KGM1 14 x 100 LH		PDM1 0 x NaN LL		PLI1 8 x 100 LH		UMP1 12 x 100 LH
TPR1 20 x 93 LH	TPR1 17 x 100 LH			TPR2 0 x NaN LL			TPR3 35 x 90 LH		
TPR4 21 x 92 LH	ANR1 0 x NaN LL		AVI1 0 x NaN LL		GBM1 46 x 88 LH		PPI1 31 x 100 LH	SYM2 0 x NaN LL	TPR4 66 x 88 HH
UAM1 4 x 80 LH	CNR1 8 x 100 LH		GDR1 0 x NaN LL		KGI1 5 x 100 LH		KMD1 0 x NaN LL	MPM1 8 x 50 LA	UAM1 4 x 100 LH

Region — WEST-02 MTD | LCE 13.79% | LCR 90.27% | LH

ERD1 17 x 85 LH	CMI1 10 x 0 LL	ERD1 45 x 100 LH	ERD2 10 x 100 LH	KMM1 0 x NaN LL	NKL2 18 x 83 LH	PDR1 18 x 50 LA	RSP1 12 x 100 LH	SGG1 15 x 100 LH	TCG1 15 x 100 LH	VKL1 20 x 67 LH
HSR1 9 x 93 LH	HSR1 22 x 100 LH	HSR2 7 x 50 LA		KRI1 27 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 13 x 100 LH		SGI1 0 x NaN LL	
MTR1 12 x 96 LH	BMD1 0 x NaN LL	DPR1 19 x 100 LH	DPR2 25 x 100 LH	HRR1 26 x 100 LH	MCR1 4 x 100 LH	MTR1 0 x NaN LL	OML1 9 x 67 LH	TRM1 12 x 100 LH		
SLM1 15 x 90 LH	APN1 52 x 86 AH	ATU1 3 x 100 LH	EDP1 0 x NaN LL	EPI1 3 x 100 LH	SLM1 23 x 100 LH	SLM2 22 x 100 LH	SLM3 7 x 0 LL	VPD1 3 x 100 LH		