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 : 04-Oct-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,522	153	133	10.05%	86.93%	LH
CHENNAI-02	1,340	148	123	11.04%	83.11%	LH
KL-SOUTH	78	10	9	12.76%	90.00%	LH
NORTH ARCOT	1,117	156	116	13.97%	74.36%	LH
SOUTH ARCOT	892	79	68	8.86%	86.08%	LH
SOUTH-01	1,936	359	320	18.54%	89.14%	LH
SOUTH-03	1,492	160	149	10.72%	93.13%	LH
TIRUPATI-01	1,625	273	233	16.80%	85.35%	LH
TRICHY-01	1,456	192	181	13.19%	94.27%	LH
VIJAYAWADA-01	2,095	457	418	21.81%	91.47%	LH
WEST-01	1,005	217	203	21.59%	93.55%	LH
WEST-02	1,315	179	155	13.61%	86.59%	LH
Total	15,874	2,383	2,108	15.01%	88.46%	LH

CHENNAI-01 MTD | LCE 10.05% | LCR 86.93% | LH

Region								
CH03 6 x 91 LH	CGL1 3 x 100 LH	CH45 0 x NaN LL	GUD1 9 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 20 x 85 LH	SKL1 3 x 100 LH	TKM1 8 x 100 LH
CH05 11 x 90 LH	AVD1 18 x 100 LH	CH05 15 x 92 LH	CH14 10 x 70 LH	CH26 13 x 100 LH	CH30 4 x 100 LH		CH35 0 x NaN LL	CH37 24 x 100 LH
CH06 10 x 89 LH	CH08 16 x 76 LH	CH11 18 x 100 LH	CH16 3 x 67 LH	CH19 9 x 100 LH	CH29 0 x NaN LL	CH39 13 x 100 LH	CH40 0 x NaN LL	CH42 9 x 100 LH
CH08 13 x 80 LH	CH07 0 x NaN LL	CH22 18 x 50 LA	CH28 25 x 79 LH	CH38 3 x 0 LL	CH48 14 x 100 LH	KNR1 18 x 100 LH	MC02 0 x NaN LL	MC09 20 x 100 LH

CHENNAI-02 MTD | LCE 11.04% | LCR 83.11% | LH

Region								
CH01 10 x 95 LH	CH03 4 x 100 LH	CH06 6 x 33 LA	CH12 13 x 100 LH	CH23 30 x 100 LH	CH24 18 x 100 LH		MC06 0 x NaN LL	
CH04 12 x 71 LH	CH21 12 x 75 LH	CH34 9 x 67 LH	CH44 13 x 43 LA	GPD1 30 x 92 LH	MC05 6 x 100 LH	MJR1 15 x 62 LH	PON1 13 x 60 LH	UKI1 2 x 100 LH
CH07 15 x 85 LH	CH01 299 x 100 HH	CH15 22 x 84 LH	CH17 19 x 100 LH	CH18 13 x 75 LH	CH27 0 x NaN LL	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 5 x 100 LH
CH09 6 x 87 LH	CH09 2 x 100 LH	CH20 13 x 67 LH	CH31 4 x 100 LH	CH33 8 x 100 LH	CH41 2 x 100 LH	CH46 6 x 100 LH		

KL-SOUTH MTD | LCE 12.76% | LCR 90.00% | LH

Region			
TVP1 13 x 90 LH	KLR1 0 x NaN LL	PAS1 23 x 75 LH	TVP1 16 x 100 LH

NORTH ARCOT MTD | LCE 13.97% | LCR 74.36% | LH

Region								
NA01 23 x 76 LH	AKM1 72 x 93 HH	ANI1 0 x NaN LL	ARC2 0 x NaN LL	CYR1 4 x 100 LH	KPM1 7 x 100 LH	KPM2 40 x 62 LH	WJD1 20 x 83 LH	WJP1 2 x 100 LH
NA02 8 x 59 LH	ABR1 11 x 80 LH	CGM1 0 x NaN LL	GDM1 22 x 9 LL	PLR1 7 x 100 LH	TRR1 2 x 100 LH	VEL1 17 x 86 LH	VEL2 7 x 80 LH	VNB1 0 x NaN LL
NA03 10 x 84 LH	BGR1 4 x 100 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 10 x 100 LH	TRL1 13 x 100 LH	TRT1 16 x 100 LH	UGI1 20 x 67 LH	VSI1 22 x 62 LH

SOUTH ARCOT MTD | LCE 8.86% | LCR 86.08% | LH

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SA01 9 x 81 LH	CUD1 13 x 62 LH	KLM1 6 x 67 LH	MKM1 3 x 100 LH	POY1 12 x 100 LH	POY2 7 x 100 LH
SA02 9 x 93 LH	CDM1 40 x 93 LH	KKI2 11 x 83 LH	KML1 3 x 100 LH	NVL2 3 x 100 LH	PRT1 10 x 100 LH	STP1 0 x NaN LL	ULP1 2 x 100 LH	VCM1 0 x NaN LL
SA03 8 x 85 LH	SJI1 NaN x NaN LL	TDM1 8 x 100 LH	TRK1 18 x 75 LH	TVM1 3 x 100 LH	TVM2 0 x NaN LL	VPM1 17 x 100 LH	VPM2 0 x NaN LL

Region   SOUTH-01 MTD | LCE 18.54% | LCR 89.14% | LH

KVT1 14 x 100 LH	KVT1 9 x 100 LH	KYR1 0 x NaN LL	PKD1 51 x 100 AH	RND1 23 x 100 LH	SKD1 5 x 100 LH	SNL1 7 x 100 LH	STU2 11 x 100 LH	VKM1 7 x 100 LH
NGR1 10 x 74 LH	COL1 0 x NaN LL	KGL1 11 x 100 LH	KSM1 11 x 50 LA	MAR1 4 x 100 LH	MMT1 12 x 25 LL	NGR1 17 x 80 LH	TKY1 2 x 100 LH
TKS1 23 x 96 LH	PDI1 6 x 100 LH	RPM1 12 x 100 LH	SDI1 21 x 67 LH	SGT1 9 x 100 LH	TKS1 11 x 100 LH	TKS2 60 x 100 HH
TUT1 17 x 81 LH	ERL1 NaN x NaN LL	ERL2 19 x 67 LH	TCN1 14 x 60 LH	TUT1 15 x 78 LH	TUT2 8 x 83 LH	TYI1 26 x 91 LH	UDN1 38 x 100 LH
TVL1 33 x 95 LH	ARM1 11 x 67 LH	ASM1 49 x 100 LH	TVL1 41 x 95 LH	TVL2 36 x 100 LH	VLY1 8 x 100 LH
VNR1 16 x 73 LH	APK1 19 x 88 LH	APK2 12 x 60 LH	SVK1 4 x 50 LA	VNR1 32 x 70 LH	VNR2 18 x 74 LH

Region   SOUTH-03 MTD | LCE 10.72% | LCR 93.13% | LH

DGL1 5 x 91 LH	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 7 x 90 LH	MDU5 10 x 100 LH	MPA1 0 x NaN LL	NTM1 3 x 100 LH	PNI1 24 x 83 LH
KKD2 1 x 75 LH	ATG1 0 x NaN LL	DKI1 2 x 100 LH	KKD2 0 x NaN LL	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 6 x 50 LA	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 3 x 100 LH
KRR1 3 x 100 LH	KRR1 3 x 100 LH	ODM1 4 x 100 LH
MDU2 21 x 98 LH	ADP1 0 x NaN LL	BNR1 8 x 100 LH	CBM1 5 x 100 LH	CMR1 27 x 100 LH	MDU2 9 x 100 LH	MDU3 0 x NaN LL	MDU4 11 x 67 LH	MDU6 230 x 98 HH	TEN1 2 x 100 LH	TEN2 2 x 100 LH
SVG1 18 x 88 LH	BTU1 68 x 80 HH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MLR1 0 x NaN LL	NKI1 3 x 100 LH	PKM1 60 x 71 AH	SVG1 3 x 100 LH	TMM1 23 x 100 LH	USL1 31 x 100 LH

Region   TIRUPATI-01 MTD | LCE 16.80% | LCR 85.35% | LH

ATP1 20 x 97 LH	ADI1 20 x 73 LH	ATP1 3 x 100 LH	DHN1 4 x 100 LH	GTL1 0 x NaN LL	KNL1 57 x 100 AH	KNL2 9 x 100 LH	NDL1 10 x 100 LH	TPI1 75 x 100 HH
KDA1 2 x 75 LH	BVL1 2 x 100 LH	KDA1 2 x 100 LH	KOU1 0 x NaN LL	MPL1 4 x 0 LL	PDT1 0 x NaN LL	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 7 x 100 LH
TPY1 24 x 80 LH	CTO1 2 x 100 LH	KHT1 40 x 83 LH	KVL1 15 x 62 LH	NLR1 12 x 86 LH	NYP1 13 x 71 LH	PGR1 15 x 86 LH	PMR1 31 x 100 LH	PUT1 15 x 80 LH	SPE1 12 x 75 LH	TPY1 42 x 75 LH	TPY2 31 x 72 LH	VKI1 57 x 95 AH

Region   TRICHY-01 MTD | LCE 13.19% | LCR 94.27% | LH

KUM1 7 x 96 LH	KIK1 7 x 100 LH	KUM1 12 x 100 LH	NCK1 12 x 100 LH	NGT1 4 x 100 LH	TTP1 12 x 83 LH	TVR1 9 x 100 LH	TVR2 0 x NaN LL
PBR1 9 x 88 LH	AYR1 35 x 100 LH	JKM1 0 x NaN LL	MSI1 3 x 100 LH	MVM1 8 x 62 LH	PBR1 11 x 67 LH	PBR2 10 x 100 LH	TYR1 2 x 100 LH
TNJ1 19 x 93 LH	APM1 30 x 67 LH	MDI1 52 x 100 AH	NMM1 22 x 89 LH	ORU1 3 x 100 LH	PTK1 3 x 100 LH	TNJ1 12 x 100 LH	TNJ2 18 x 88 LH

Follow-Up Lead Capturing Effectiveness as on 10/4/2025 10:00:03 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 19 x 98 LH	KRN1 11 x 100 LH	PDK1 97 x 96 HH	TRY1 8 x 100 LH	TRY2 50 x 100 LH	TRY3 2 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 21.81% | LCR 91.47% | LH

BVR1 34 x 97 LH	AMP1 33 x 100 LH	BVR1 94 x 97 HH	DPE1 0 x NaN LL	ELU1 34 x 94 LH	JGG1 23 x 100 LH	KND1 8 x 100 LH	NPR1 0 x NaN LL	PAP1 61 x 94 HH	PPM1 48 x 100 LH	RMV1 12 x 100 LH	TDD1 15 x 100 LH	TNI1 0 x NaN LL	TNK1 0 x NaN LL
GNT1 13 x 88 LH	BPP1 0 x NaN LL	CKT1 65 x 96 HH	CRL1 4 x 67 LH	GNT1 3 x 100 LH	GNT2 0 x NaN LL	KDR1 5 x 100 LH	NRT1 0 x NaN LL	OGL1 46 x 96 LH	PNR1 42 x 50 LA	PRL1 3 x 100 LH	RAL1 9 x 86 LH	VKN1 0 x NaN LL	
VJW1 16 x 80 LH	GDV1 0 x NaN LL	GVM1 22 x 64 LH	JPT1 40 x 61 LH	MTM1 16 x 78 LH	TEL1 23 x 77 LH	TVU1 40 x 100 LH	VJW1 2 x 100 LH	VJW2 0 x NaN LL	VJW3 6 x 80 LH	VJW4 30 x 100 LH	VJW5 14 x 83 LH	VUY1 3 x 100 LH	

Region — WEST-01 MTD | LCE 21.59% | LCR 93.55% | LH

CBE1 19 x 99 LH	CBE1 7 x 100 LH	CBE2 12 x 100 LH	CBE3 0 x NaN LL	CBE4 11 x 100 LH	CBE5 13 x 100 LH	CBE6 54 x 100 AH	KMR1 31 x 95 LH	SNR1 0 x NaN LL	SUL1 31 x 100 LH
PLI1 10 x 87 LH	DPM2 0 x NaN LL	KGM1 10 x 100 LH		PDM1 13 x 100 LH		PLI1 19 x 75 LH		UMP1 5 x 100 LH	
TPR1 25 x 100 LH	TPR1 17 x 100 LH			TPR2 5 x 100 LH			TPR3 78 x 100 HH		
TPR4 60 x 87 HH	ANR1 57 x 100 AH		AVI1 94 x 100 HH		GBM1 124 x 76 HH		PPI1 35 x 88 LH	SYM2 15 x 75 LH	TPR4 13 x 67 LH
UAM1 5 x 100 LH	CNR1 0 x NaN LL		GDR1 5 x 100 LH		KGI1 0 x NaN LL		KMD1 0 x NaN LL	MPM1 18 x 100 LH	UAM1 2 x 100 LH

Region — WEST-02 MTD | LCE 13.61% | LCR 86.59% | LH

ERD1 29 x 89 LH	CMI1 18 x 50 LA	ERD1 32 x 86 LH	ERD2 32 x 95 LH	KMM1 8 x 100 LH	NKL2 16 x 78 LH	PDR1 16 x 75 LH	RSP1 6 x 50 LA	SGG1 54 x 88 AH	TCG1 4 x 100 LH	VKL1 144 x 97 HH
HSR1 7 x 80 LH	HSR1 7 x 100 LH	HSR2 12 x 60 LH	KRI1 6 x 100 LH		KVP1 0 x NaN LL		PLC1 3 x 100 LH		PMP1 12 x 100 LH	SGI1 0 x NaN LL
MTR1 4 x 92 LH	BMD1 5 x 100 LH	DPR1 0 x NaN LL	DPR2 24 x 75 LH		HRR1 0 x NaN LL		MCR1 2 x 100 LH	MTR1 0 x NaN LL	OML1 4 x 100 LH	TRM1 6 x 100 LH
SLM1 12 x 82 LH	APN1 14 x 50 LA	ATU1 8 x 100 LH	EDP1 14 x 100 LH		EPI1 3 x 100 LH		SLM1 10 x 80 LH	SLM2 13 x 86 LH	SLM3 21 x 100 LH	VPD1 17 x 62 LH