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-Dec-2025 To Date : 04-Dec-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	533	135	69	25.31%	51.11%	LH
CHENNAI-02	364	118	82	32.43%	69.49%	LH
KL-SOUTH	61	25	18	41.00%	72.00%	LH
NORTH ARCOT	535	147	67	27.46%	45.58%	LA
SOUTH ARCOT	354	80	47	22.61%	58.75%	LH
SOUTH-01	974	510	194	52.35%	38.04%	AA
SOUTH-03	898	164	83	18.27%	50.61%	LH
TIRUPATI-01	342	241	168	70.39%	69.71%	HH
TRICHY-01	630	220	144	34.93%	65.45%	LH
VIJAYAWADA-01	385	392	283	101.75%	72.19%	HH
WEST-01	561	247	154	44.05%	62.35%	LH
WEST-02	628	248	135	39.50%	54.44%	LH
Total	6,265	2,527	1,444	40.33%	57.14%	LH

CHENNAI-01 MTD | LCE 25.31% | LCR 51.11% | LH

Region							
CH03 26 x 61 LH	CGL1 15 x 100 LH	CH45 0 x NaN LL	GUD1 39 x 83 LH	GUD2 6 x 0 LL	MC10 17 x 100 LH	MRM1 84 x 67 HH	SKL1 11 x 50 LA	TKM1 34 x 17 LL
CH05 23 x 35 LA	AVD1 21 x 67 LH	CH05 10 x 33 LA	CH14 14 x 0 LL	CH26 0 x NaN LL	CH30 16 x 100 LH	CH35 54 x 38 AA	CH37 52 x 14 AL
CH06 30 x 50 LA	CH08 47 x 36 LA	CH11 37 x 100 LH	CH16 20 x 33 LA	CH19 14 x 100 LH	CH29 0 x NaN LL	CH39 79 x 44 HA	CH40 87 x 43 HA	CH42 11 x 100 LH
CH08 20 x 56 LH	CH07 11 x 100 LH	CH22 54 x 56 AH	CH28 0 x NaN LL	CH38 31 x 0 LL	CH48 27 x 75 LH	KNR1 0 x NaN LL	MC02 NaN x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 32.43% | LCR 69.49% | LH

Region							
CH01 27 x 65 LH	CH03 11 x 100 LH	CH06 0 x NaN LL	CH12 67 x 57 HH	CH23 0 x NaN LL	CH24 18 x 50 LA	MC06 25 x 100 LH
CH04 35 x 78 LH	CH21 63 x 75 HH	CH34 44 x 60 LH	CH44 75 x 80 HH	GPD1 66 x 100 HH	MC05 0 x NaN LL	MJR1 6 x 100 LH	PON1 34 x 100 LH	UKI1 0 x NaN LL
CH07 46 x 62 LH	CH01 224 x 100 HH	CH15 60 x 64 AH	CH17 48 x 50 LA	CH18 34 x 86 LH	CH27 0 x NaN LL	CH32 33 x 50 LA	CH36 12 x 0 LL	CH43 42 x 43 LA
CH09 15 x 83 LH	CH09 6 x 100 LH	CH20 27 x 75 LH	CH31 0 x NaN LL	CH33 5 x 0 LL	CH41 30 x 100 LH	CH46 19 x 100 LH

KL-SOUTH MTD | LCE 41.00% | LCR 72.00% | LH

Region			
TVP1 41 x 72 LH	KLR1 43 x 22 LL	PAS1 107 x 100 HH	TVP1 19 x 100 LH

NORTH ARCOT MTD | LCE 27.46% | LCR 45.58% | LA

Region							
NA01 47 x 44 LA	AKM1 38 x 56 LH	ANI1 15 x 100 LH	ARC2 16 x 0 LL	CYR1 15 x 100 LH	KPM1 32 x 60 LH	KPM2 63 x 35 HA	WJD1 47 x 61 LH	WJP1 93 x 40 HA
NA02 24 x 49 LA	ABR1 6 x 0 LL	CGM1 0 x NaN LL	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 6 x 0 LL	VEL1 77 x 53 HH	VEL2 73 x 52 HH	VNB1 0 x NaN LL
NA03 8 x 42 LA	BGR1 24 x 0 LL	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 21 x 0 LL	TRL1 13 x 100 LH	TRT1 0 x NaN LL	UGI1 0 x NaN LL	VSI1 24 x 75 LH

SOUTH ARCOT MTD | LCE 22.61% | LCR 58.75% | LH

Follow-Up Lead Capturing Effectiveness as on 12/4/2025 10:00:58 AM

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SA01 55 x 66 AH	CUD1 121 x 62 HH	KLM1 31 x 67 LH	MKM1 0 x NaN LL	POY1 16 x 100 LH	POY2 15 x 100 LH
SA02 10 x 54 LH	CDM1 8 x 100 LH	KKI2 37 x 40 LA	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 6 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 0 x NaN LL
SA03 11 x 36 LA	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 61 x 29 HL	TRK1 13 x 40 LA	TVM1 0 x NaN LL	TVM2 7 x 100 LH	VPM1 15 x 0 LL	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 52.35% | LCR 38.04% | AA

KVT1 43 x 40 LA	KVT1 53 x 43 AA	KYR1 6 x 0 LL	PKD1 42 x 56 LH	RND1 59 x 21 AL	SKD1 71 x 55 HH	SNL1 36 x 20 LL	STU2 0 x NaN LL	VKM1 40 x 67 LH
NGR1 60 x 31 AA	COL1 15 x 0 LL	KGL1 50 x 33 LA	KSM1 12 x 0 LL	MAR1 92 x 46 HA	MMT1 60 x 10 AL	NGR1 76 x 32 HA	TKY1 18 x 50 LA
TKS1 49 x 32 LA	PDI1 16 x 0 LL	RPM1 105 x 62 HH	SDI1 31 x 0 LL	SGT1 71 x 0 HL	TKS1 44 x 27 LL	TKS2 38 x 30 LL
TUT1 56 x 30 AA	ERL1 NaN x NaN LL	ERL2 55 x 45 AA	TCN1 42 x 13 LL	TUT1 56 x 36 AA	TUT2 41 x 13 LL	TYI1 67 x 22 HL	UDN1 112 x 39 HA
TVL1 53 x 59 AH	ARM1 47 x 50 LA	ASM1 24 x 100 LH	TVL1 65 x 60 HH	TVL2 25 x 100 LH	VLY1 28 x 33 LA
VNR1 58 x 38 AA	APK1 70 x 47 HA	APK2 133 x 50 HA	SVK1 25 x 33 LA	VNR1 82 x 18 HL	VNR2 49 x 42 LA

Region SOUTH-03 MTD | LCE 18.27% | LCR 50.61% | LH

KKD2 12 x 39 LA	ATG1 0 x NaN LL	DKI1 21 x 25 LL	KKD2 NaN x NaN LL	KKD3 10 x 0 LL	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 7 x 100 LH	PVI1 37 x 55 LH	SGP1 7 x 0 LL	TDI1 0 x NaN LL	TPT1 7 x 50 LA
KRR1 20 x 65 LH	KRR1 21 x 100 LH	MPA1 10 x 100 LH	NTM1 0 x NaN LL	ODM1 7 x 100 LH	PNI1 90 x 33 HA
MDU1 14 x 61 LH	DGL1 5 x 100 LH	DGL2 0 x NaN LL	MDU1 1 x 100 LH	MDU2 5 x 100 LH	MDU3 0 x NaN LL	MDU4 13 x 50 LA	MDU5 47 x 69 LH	MDU6 42 x 48 LA
SVG1 27 x 45 LA	BTU1 14 x 0 LL	KPT1 10 x 100 LH	KYK1 0 x NaN LL	MLR1 13 x 0 LL	NKI1 14 x 0 LL	SVG1 19 x 40 LA	TMM1 88 x 54 HH	USL1 19 x 33 LA
TEN1 24 x 45 LA	ADP1 15 x 75 LH	BNR1 24 x 17 LL	CBM1 10 x 0 LL	CMR1 91 x 73 HH	PKM1 85 x 42 HA	TEN1 0 x NaN LL	TEN2 8 x 0 LL

Region TIRUPATI-01 MTD | LCE 70.39% | LCR 69.71% | HH

ATP1 87 x 87 HH	ADI1 61 x 78 HH	ATP1 55 x 100 AH	DHN1 215 x 96 HH	GTL1 149 x 100 HH	KNL1 86 x 45 HA	KNL2 64 x 67 HH	NDL1 41 x 83 LH	TPI1 121 x 100 HH
KDA1 58 x 64 AH	BVL1 18 x 100 LH	KDA1 20 x 100 LH	KOU1 37 x 75 LH	MPL1 114 x 56 HH	PDT1 61 x 71 HH	PIL1 0 x NaN LL	RCY1 66 x 50 HA	RJP1 149 x 64 HH
TPY1 65 x 56 HH	CTO1 29 x 60 LH	KHT1 119 x 75 HH	KVL1 90 x 56 HH	NLR1 97 x 55 HH	NYP1 47 x 40 LA	PGR1 112 x 83 HH	PMR1 56 x 33 AA	PUT1 41 x 40 LA	SPE1 56 x 33 AA	TPY1 181 x 76 HH	TPY2 43 x 38 LA	VKI1 85 x 100 HH

Region TRICHY-01 MTD | LCE 34.93% | LCR 65.45% | LH

KUM1 23 x 65 LH	KIK1 0 x NaN LL	KUM1 57 x 53 AH	NCK1 47 x 100 LH	NGT1 39 x 75 LH	TTP1 7 x 0 LL	TVR1 0 x NaN LL	TVR2 9 x 100 LH
PBR1 32 x 61 LH	AYR1 104 x 100 HH	JKM1 5 x 100 LH	MSI1 0 x NaN LL	MVM1 75 x 50 HA	PBR1 14 x 100 LH	PBR2 13 x 33 LA	TYR1 20 x 20 LL
TNJ1 66 x 67 HH	APM1 53 x 60 AH	MDI1 95 x 83 HH	NMM1 37 x 57 LH	ORU1 45 x 71 LH	PTK1 52 x 54 AH	TNJ1 71 x 63 HH	TNJ2 83 x 65 HH

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| TRY1 20 x 69 LH | KRN1 21 x 25 LL | PDK1 231 x 82 HH | TRY1 7 x 25 LL | TRY2 14 x 0 LL | TRY3 14 x 100 LH | TRY4 5 x 100 LH |

Region   VIJAYAWADA-01 MTD | LCE 101.75% | LCR 72.19% | HH

| BVR1 110 x 70 HH | AMP1 75 x 0 HL | BVR1 61 x 20 HL | DPE1 109 x 38 HA | ELU1 140 x 93 HH | JGG1 19 x 0 LL | KND1 403 x 89 HH | NPR1 56 x 100 AH | PAP1 58 x 71 AH | PPM1 149 x 94 HH | RMV1 195 x 76 HH | TDD1 90 x 33 HA | TNI1 139 x 85 HH | TNK1 78 x 50 HA |

| GNT1 115 x 80 HH | BPP1 37 x 33 LA | CKT1 181 x 88 HH | CRL1 116 x 81 HH | GNT1 71 x 90 HH | GNT2 224 x 100 HH | KDR1 182 x 82 HH | NRT1 100 x 80 HH | OGL1 155 x 96 HH | PNR1 100 x 50 HA | PRL1 65 x 14 HL | RAL1 108 x 54 HH | VKN1 0 x NaN LL |

| VJW1 81 x 65 HH | GDV1 109 x 73 HH | GVM1 129 x 54 HH | JPT1 32 x 33 LA | MTM1 30 x 33 LA | TEL1 179 x 67 HH | TVU1 93 x 70 HH | VJW1 52 x 56 AH | VJW2 41 x 100 LH | VJW3 118 x 78 HH | VJW4 68 x 20 HL | VJW5 53 x 67 AH | VUY1 37 x 50 LA |

Region   WEST-01 MTD | LCE 44.05% | LCR 62.35% | LH

| CBE1 60 x 55 AH | CBE1 71 x 9 HL | CBE2 75 x 48 HA | CBE3 0 x NaN LL | CBE4 64 x 83 HH | CBE5 61 x 100 HH | CBE6 48 x 100 LH | KMR1 56 x 52 AH | SNR1 26 x 20 LL | SUL1 57 x 62 AH |

| PLI1 21 x 60 LH | DPM2 28 x 60 LH | KGM1 14 x 0 LL | PDM1 25 x 67 LH | PLI1 25 x 75 LH | UMP1 9 x 100 LH |

| TPR1 57 x 80 AH | TPR1 54 x 42 AA | TPR2 0 x NaN LL | TPR3 127 x 100 HH |

| TPR4 53 x 70 AH | ANR1 0 x NaN LL | AVI1 13 x 100 LH | GBM1 204 x 85 HH | PPI1 40 x 50 LA | SYM2 19 x 0 LL | TPR4 58 x 57 AH |

| UAM1 13 x 64 LH | CNR1 0 x NaN LL | GDR1 23 x 100 LH | KGI1 11 x 100 LH | KMD1 0 x NaN LL | MPM1 17 x 0 LL | UAM1 19 x 83 LH |

Region   WEST-02 MTD | LCE 39.50% | LCR 54.44% | LH

| ERD1 58 x 50 AA | CMI1 50 x 40 LA | ERD1 75 x 69 HH | ERD2 55 x 39 AA | KMM1 30 x 20 LL | NKL2 65 x 35 HA | PDR1 40 x 50 LA | RSP1 88 x 90 HH | SGG1 43 x 0 LL | TCG1 45 x 67 LH | VKL1 75 x 60 HH |

| HSR1 30 x 59 LH | HSR1 89 x 73 HH | HSR2 64 x 45 HA | KRI1 0 x NaN LL | KVP1 0 x NaN LL | PLC1 9 x 50 LA | PMP1 0 x NaN LL | SGI1 0 x NaN LL |

| MTR1 21 x 53 LH | BMD1 0 x NaN LL | DPR1 7 x 100 LH | DPR2 30 x 25 LL | HRR1 0 x NaN LL | MCR1 45 x 44 LA | MTR1 0 x NaN LL | OML1 58 x 57 AH | TRM1 8 x 100 LH |

| SLM1 45 x 58 LH | APN1 115 x 55 HH | ATU1 75 x 31 HA | EDP1 0 x NaN LL | EPI1 0 x NaN LL | SLM1 78 x 58 HH | SLM2 36 x 62 LH | SLM3 29 x 100 LH | VPD1 14 x 100 LH |

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