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 : 05-Oct-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,883	191	162	10.15%	84.82%	LH
CHENNAI-02	1,646	184	146	11.18%	79.35%	LH
KL-SOUTH	100	14	13	14.02%	92.86%	LH
NORTH ARCOT	1,350	188	131	13.93%	69.68%	LH
SOUTH ARCOT	1,079	113	95	10.48%	84.07%	LH
SOUTH-01	2,423	505	457	20.84%	90.50%	LH
SOUTH-03	1,952	195	166	9.99%	85.13%	LH
TIRUPATI-01	1,866	328	276	17.58%	84.15%	LH
TRICHY-01	1,824	242	225	13.27%	92.98%	LH
VIJAYAWADA-01	2,377	510	457	21.45%	89.61%	LH
WEST-01	1,213	343	322	28.27%	93.88%	LH
WEST-02	1,607	216	181	13.44%	83.80%	LH
Total	19,319	3,029	2,631	15.68%	86.86%	LH

CHENNAI-01 MTD | LCE 10.15% | LCR 84.82% | LH

Region

CH03 8 x 94 LH	CGL1 7 x 100 LH	CH45 0 x NaN LL	GUD1 10 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 29 x 91 LH	SKL1 2 x 100 LH	TKM1 7 x 100 LH
CH05 11 x 89 LH	AVD1 13 x 100 LH	CH05 16 x 94 LH	CH14 9 x 73 LH	CH26 10 x 100 LH	CH30 5 x 67 LH	CH35 2 x 100 LH	CH37 19 x 100 LH	
CH06 9 x 85 LH	CH08 14 x 67 LH	CH11 14 x 100 LH	CH16 4 x 60 LH	CH19 7 x 100 LH	CH29 3 x 100 LH	CH39 14 x 100 LH	CH40 4 x 100 LH	CH42 7 x 100 LH
CH08 14 x 76 LH	CH07 1 x 100 LH	CH22 16 x 44 LA	CH28 31 x 82 LH	CH38 2 x 0 LL	CH48 11 x 70 LH	KNR1 19 x 100 LH	MC02 0 x NaN LL	MC09 14 x 100 LH

CHENNAI-02 MTD | LCE 11.18% | LCR 79.35% | LH

Region

CH01 10 x 93 LH	CH03 4 x 100 LH	CH06 5 x 33 LA	CH12 15 x 94 LH	CH23 28 x 100 LH	CH24 16 x 100 LH	MC06 0 x NaN LL
CH04 13 x 73 LH	CH21 14 x 82 LH	CH34 7 x 50 LA	CH44 13 x 56 LH	GPD1 38 x 94 LH	MC05 5 x 100 LH	MJR1 14 x 56 LH	PON1 16 x 57 LH	UKI1 2 x 100 LH
CH07 14 x 71 LH	CH01 299 x 100 HH	CH15 21 x 67 LH	CH17 18 x 100 LH	CH18 11 x 67 LH	CH27 3 x 100 LH	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 6 x 67 LH
CH09 6 x 90 LH	CH09 2 x 100 LH	CH20 13 x 75 LH	CH31 3 x 100 LH	CH33 9 x 100 LH	CH41 5 x 100 LH	CH46 5 x 100 LH		

KL-SOUTH MTD | LCE 14.02% | LCR 92.86% | LH

Region

TVP1 14 x 93 LH	KLR1 0 x NaN LL	PAS1 28 x 83 LH	TVP1 17 x 100 LH

NORTH ARCOT MTD | LCE 13.93% | LCR 69.68% | LH

Region

NA01 23 x 68 LH	AKM1 82 x 94 HH	ANI1 0 x NaN LL	ARC2 0 x NaN LL	CYR1 7 x 100 LH	KPM1 6 x 100 LH	KPM2 37 x 45 LA	WJD1 19 x 77 LH	WJP1 2 x 100 LH
NA02 9 x 66 LH	ABR1 9 x 80 LH	CGM1 0 x NaN LL	GDM1 24 x 29 LL	PLR1 5 x 100 LH	TRR1 3 x 67 LH	VEL1 21 x 91 LH	VEL2 7 x 83 LH	VNB1 0 x NaN LL
NA03 10 x 79 LH	BGR1 9 x 100 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 0 x NaN LL	SLG1 11 x 100 LH	TRL1 12 x 100 LH	TRT1 10 x 75 LH	UGI1 22 x 62 LH	VSI1 20 x 56 LH

SOUTH ARCOT MTD | LCE 10.48% | LCR 84.07% | LH

Region

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SA01 11 x 84 LH	CUD1 16 x 74 LH	KLM1 8 x 80 LH	MKM1 3 x 100 LH	POY1 14 x 92 LH	POY2 6 x 100 LH
SA02 11 x 89 LH	CDM1 40 x 80 LH	KKI2 12 x 88 LH	KML1 2 x 100 LH	NVL2 5 x 100 LH	PRT1 20 x 100 LH	STP1 0 x NaN LL	ULP1 2 x 100 LH	VCM1 0 x NaN LL
SA03 8 x 77 LH	SJI1 NaN x NaN LL	TDM1 12 x 100 LH	TRK1 18 x 60 LH	TVM1 2 x 100 LH	TVM2 0 x NaN LL	VPM1 13 x 100 LH	VPM2 0 x NaN LL

Region   SOUTH-01 MTD | LCE 20.84% | LCR 90.50% | LH

KVT1 15 x 96 LH	KVT1 8 x 91 LH	KYR1 0 x NaN LL	PKD1 65 x 100 HH	RND1 21 x 100 LH	SKD1 4 x 50 LA	SNL1 10 x 100 LH	STU2 13 x 100 LH	VKM1 7 x 67 LH
NGR1 13 x 82 LH	COL1 15 x 100 LH	KGL1 11 x 100 LH	KSM1 13 x 67 LH	MAR1 8 x 100 LH	MMT1 12 x 40 LA	NGR1 21 x 83 LH	TKY1 3 x 100 LH
TKS1 26 x 97 LH	PDI1 7 x 100 LH	RPM1 16 x 100 LH	SDI1 20 x 73 LH	SGT1 14 x 100 LH	TKS1 18 x 100 LH	TKS2 59 x 100 AH
TUT1 21 x 86 LH	ERL1 NaN x NaN LL	ERL2 26 x 79 LH	TCN1 13 x 57 LH	TUT1 17 x 82 LH	TUT2 12 x 91 LH	TYI1 25 x 93 LH	UDN1 60 x 100 HH
TVL1 35 x 95 LH	ARM1 10 x 67 LH	ASM1 47 x 100 LH	TVL1 42 x 95 LH	TVL2 37 x 100 LH	VLY1 13 x 100 LH
VNR1 17 x 76 LH	APK1 18 x 89 LH	APK2 17 x 75 LH	SVK1 6 x 75 LH	VNR1 36 x 67 LH	VNR2 18 x 78 LH

Region   SOUTH-03 MTD | LCE 9.99% | LCR 85.13% | LH

DGL1 5 x 87 LH	DGL1 1 x 100 LH	DGL2 5 x 100 LH	MDU1 7 x 91 LH	MDU5 11 x 100 LH	MPA1 4 x 100 LH	NTM1 2 x 100 LH	PNI1 20 x 57 LH
KKD2 1 x 60 LH	ATG1 0 x NaN LL	DKI1 2 x 100 LH	KKD2 5 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 4 x 50 LA	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 2 x 0 LL
KRR1 4 x 100 LH	KRR1 5 x 100 LH			ODM1 3 x 100 LH
MDU2 19 x 93 LH	ADP1 0 x NaN LL	BNR1 8 x 100 LH	CBM1 4 x 100 LH	CMR1 25 x 100 LH	MDU2 7 x 100 LH	MDU3 3 x 100 LH	MDU4 11 x 50 LA	MDU6 190 x 93 HH	TEN1 2 x 100 LH	TEN2 2 x 100 LH
SVG1 16 x 72 LH	BTU1 43 x 64 LH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MLR1 0 x NaN LL	NKI1 2 x 100 LH	PKM1 64 x 80 HH	SVG1 5 x 100 LH	TMM1 19 x 87 LH	USL1 17 x 25 LL

Region   TIRUPATI-01 MTD | LCE 17.58% | LCR 84.15% | LH

ATP1 21 x 96 LH	ADI1 20 x 69 LH	ATP1 3 x 100 LH	DHN1 6 x 100 LH	GTL1 0 x NaN LL	KNL1 62 x 100 HH	KNL2 7 x 100 LH	NDL1 13 x 100 LH	TPI1 78 x 100 HH
KDA1 2 x 80 LH	BVL1 2 x 100 LH	KDA1 1 x 100 LH	KOU1 0 x NaN LL	MPL1 3 x 0 LL	PDT1 2 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 8 x 100 LH
TPY1 25 x 78 LH	CTO1 2 x 100 LH	KHT1 38 x 85 LH	KVL1 20 x 58 LH	NLR1 13 x 89 LH	NYP1 14 x 62 LH	PGR1 25 x 92 LH	PMR1 35 x 100 LH	PUT1 11 x 40 LA	SPE1 16 x 83 LH	TPY1 41 x 64 LH	TPY2 32 x 73 LH	VKI1 52 x 95 AH

Region   TRICHY-01 MTD | LCE 13.27% | LCR 92.98% | LH

KUM1 6 x 93 LH	KIK1 6 x 100 LH	KUM1 10 x 90 LH	NCK1 21 x 100 LH	NGT1 3 x 100 LH	TTP1 10 x 83 LH	TVR1 6 x 100 LH	TVR2 0 x NaN LL
PBR1 9 x 90 LH	AYR1 32 x 100 LH	JKM1 0 x NaN LL	MSI1 2 x 100 LH	MVM1 10 x 73 LH	PBR1 11 x 75 LH	PBR2 10 x 100 LH	TYR1 1 x 100 LH
TNJ1 19 x 90 LH	APM1 27 x 57 LH	MDI1 54 x 100 AH	NMM1 21 x 90 LH	ORU1 2 x 100 LH	PTK1 6 x 100 LH	TNJ1 10 x 92 LH	TNJ2 22 x 84 LH

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| TRY1 19 x 97 LH | KRN1 17 x 86 LH | PDK1 96 x 98 HH | TRY1 7 x 100 LH | TRY2 41 x 100 LH | TRY3 2 x 100 LH |

Region — **VIJAYAWADA-01 MTD | LCE 21.45% | LCR 89.61% | LH**

| BVR1 32 x 96 LH | AMP1 28 x 89 LH | BVR1 87 x 97 HH | DPE1 0 x NaN LL | ELU1 38 x 95 LH | JGG1 21 x 86 LH | KND1 7 x 100 LH | NPR1 0 x NaN LL | PAP1 55 x 92 AH | PPM1 56 x 100 AH | RMV1 10 x 100 LH | TDD1 14 x 100 LH | TNI1 0 x NaN LL | TNK1 1 x 100 LH |

| GNT1 14 x 88 LH | BPP1 0 x NaN LL | CKT1 71 x 97 HH | CRL1 5 x 75 LH | GNT1 2 x 100 LH | GNT2 0 x NaN LL | KDR1 4 x 100 LH | NRT1 0 x NaN LL | OGL1 54 x 97 AH | PNR1 39 x 38 LA | PRL1 2 x 100 LH | RAL1 9 x 88 LH | VKN1 0 x NaN LL |

| VJW1 15 x 74 LH | GDV1 0 x NaN LL | GVM1 26 x 71 LH | JPT1 30 x 39 LA | MTM1 17 x 64 LH | TEL1 23 x 73 LH | TVU1 41 x 100 LH | VJW1 3 x 100 LH | VJW2 0 x NaN LL | VJW3 7 x 86 LH | VJW4 27 x 100 LH | VJW5 13 x 67 LH | VUY1 6 x 100 LH |

Region — **WEST-01 MTD | LCE 28.27% | LCR 93.88% | LH**

| CBE1 27 x 99 LH | CBE1 15 x 100 LH | CBE2 12 x 100 LH | CBE3 0 x NaN LL | CBE4 24 x 100 LH | CBE5 17 x 100 LH | CBE6 120 x 100 HH | KMR1 35 x 93 LH | SNR1 7 x 100 LH | SUL1 37 x 100 LH |

| PLI1 9 x 88 LH | DPM2 0 x NaN LL | KGM1 7 x 100 LH | PDM1 11 x 100 LH | PLI1 17 x 78 LH | UMP1 4 x 100 LH |

| TPR1 36 x 100 LH | TPR1 17 x 100 LH | TPR2 16 x 100 LH | TPR3 103 x 100 HH |

| TPR4 78 x 88 HH | ANR1 50 x 100 LH | AVI1 91 x 100 HH | GBM1 131 x 77 HH | PPI1 124 x 90 HH | SYM2 13 x 75 LH | TPR4 19 x 80 LH |

| UAM1 4 x 90 LH | CNR1 0 x NaN LL | GDR1 4 x 100 LH | KGI1 0 x NaN LL | KMD1 0 x NaN LL | MPM1 13 x 88 LH | UAM1 2 x 100 LH |

Region — **WEST-02 MTD | LCE 13.44% | LCR 83.80% | LH**

| ERD1 28 x 87 LH | CMI1 14 x 50 LA | ERD1 33 x 81 LH | ERD2 28 x 91 LH | KMM1 9 x 100 LH | NKL2 15 x 73 LH | PDR1 15 x 75 LH | RSP1 4 x 0 LL | SGG1 65 x 92 HH | TCG1 3 x 100 LH | VKL1 131 x 97 HH |

| HSR1 8 x 77 LH | HSR1 8 x 80 LH | HSR2 12 x 62 LH | KRI1 9 x 100 LH | KVP1 0 x NaN LL | PLC1 2 x 100 LH | PMP1 12 x 100 LH | SGI1 0 x NaN LL |

| MTR1 5 x 85 LH | BMD1 7 x 100 LH | DPR1 3 x 100 LH | DPR2 20 x 60 LH | HRR1 0 x NaN LL | MCR1 2 x 100 LH | MTR1 0 x NaN LL | OML1 7 x 100 LH | TRM1 7 x 83 LH |

| SLM1 11 x 80 LH | APN1 21 x 75 LH | ATU1 7 x 75 LH | EDP1 12 x 100 LH | EPI1 2 x 100 LH | SLM1 8 x 80 LH | SLM2 12 x 71 LH | SLM3 13 x 100 LH | VPD1 17 x 67 LH |