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 : 05-Dec-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,341	575	509	42.87%	88.52%	LH
CHENNAI-02	1,047	564	528	53.89%	93.62%	AH
KL-SOUTH	127	56	49	44.22%	87.50%	LH
NORTH ARCOT	1,103	481	401	43.59%	83.37%	LH
SOUTH ARCOT	1,010	244	211	24.17%	86.48%	LH
SOUTH-01	2,209	1,547	1,231	70.03%	79.57%	HH
SOUTH-03	1,723	494	413	28.67%	83.60%	LH
TIRUPATI-01	731	582	509	79.62%	87.46%	HH
TRICHY-01	1,745	839	763	48.09%	90.94%	LH
VIJAYAWADA-01	797	804	695	100.84%	86.44%	HH
WEST-01	1,106	596	503	53.88%	84.40%	AH
WEST-02	1,432	751	638	52.43%	84.95%	AH
Total	14,372	7,533	6,450	52.42%	85.62%	AH

CHENNAI-01 MTD | LCE 42.87% | LCR 88.52% | LH

Region

CH03 27 x 85 LH	CGL1 47 x 100 LH	CH45 1 x 100 LH	GUD1 35 x 94 LH	GUD2 9 x 75 LH	MC10 31 x 100 LH	MRM1 44 x 81 LH	SKL1 7 x 50 LA	TKM1 47 x 69 LH
CH05 57 x 90 AH	AVD1 56 x 96 AH	CH05 30 x 91 LH	CH14 58 x 90 AH	CH26 0 x NaN LL	CH30 72 x 100 HH	CH35 101 x 86 HH	CH37 79 x 76 HH	
CH06 49 x 88 LH	CH08 92 x 87 HH	CH11 18 x 100 LH	CH16 38 x 83 LH	CH19 20 x 100 LH	CH29 16 x 100 LH	CH39 94 x 84 HH	CH40 82 x 75 HH	CH42 35 x 100 LH
CH08 40 x 91 LH	CH07 12 x 100 LH	CH22 102 x 92 HH	CH28 2 x 100 LH	CH38 86 x 83 HH	CH48 37 x 91 LH	KNR1 10 x 100 LH	MC02 ∞ x 100 HH	MC09 15 x 100 LH

CHENNAI-02 MTD | LCE 53.89% | LCR 93.62% | AH

Region

CH01 38 x 92 LH	CH03 11 x 100 LH	CH06 11 x 100 LH	CH12 89 x 90 HH	CH23 0 x NaN LL	CH24 57 x 95 AH	MC06 6 x 100 LH
CH04 58 x 95 AH	CH21 96 x 96 HH	CH34 85 x 91 HH	CH44 66 x 93 HH	GPD1 67 x 100 HH	MC05 15 x 100 LH	MJR1 24 x 100 LH	PON1 43 x 100 LH	UKI1 0 x NaN LL
CH07 71 x 92 HH	CH01 149 x 100 HH	CH15 101 x 92 HH	CH17 47 x 83 LH	CH18 92 x 98 HH	CH27 27 x 100 LH	CH32 18 x 50 LA	CH36 14 x 67 LH	CH43 56 x 84 AH
CH09 40 x 98 LH	CH09 5 x 100 LH	CH20 80 x 97 HH	CH31 0 x NaN LL	CH33 9 x 75 LH	CH41 58 x 100 AH	CH46 75 x 100 HH

KL-SOUTH MTD | LCE 44.22% | LCR 87.50% | LH

Region

TVP1 44 x 88 LH	KLR1 42 x 63 LH	PAS1 112 x 100 HH	TVP1 22 x 100 LH

NORTH ARCOT MTD | LCE 43.59% | LCR 83.37% | LH

Region

NA01 75 x 82 HH	AKM1 98 x 93 HH	ANI1 77 x 100 HH	ARC2 18 x 50 LA	CYR1 46 x 100 LH	KPM1 51 x 87 AH	KPM2 81 x 70 HH	WJD1 72 x 83 HH	WJP1 153 x 80 HH
NA02 34 x 83 LH	ABR1 7 x 67 LH	CGM1 0 x NaN LL	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 3 x 0 LL	VEL1 98 x 82 HH	VEL2 105 x 86 HH	VNB1 0 x NaN LL
NA03 21 x 90 LH	BGR1 70 x 82 HH	CPT1 25 x 100 LH	PTU1 5 x 100 LH	SBR1 0 x NaN LL	SLG1 55 x 86 AH	TRL1 4 x 100 LH	TRT1 0 x NaN LL	UGI1 24 x 100 LH	VSI1 34 x 92 LH

SOUTH ARCOT MTD | LCE 24.17% | LCR 86.48% | LH

Region

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Branch								
SA01 46 x 88 LH	CUD1 100 x 85 HH	KLM1 45 x 93 LH	MKM1 0 x NaN LL	POY1 8 x 100 LH	POY2 12 x 100 LH			
SA02 14 x 89 LH	CDM1 4 x 100 LH	KKI2 58 x 86 AH	KML1 0 x NaN LL	NVL2 5 x 100 LH	PRT1 14 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 0 x NaN LL
SA03 13 x 76 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 52 x 71 AH	TRK1 26 x 83 LH	TVM1 0 x NaN LL	TVM2 3 x 100 LH	VPM1 9 x 50 LA	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 70.03% | LCR 79.57% | HH

Branch								
KVT1 71 x 84 HH	KVT1 75 x 82 HH	KYR1 40 x 94 LH	PKD1 93 x 91 HH	RND1 90 x 75 HH	SKD1 90 x 83 HH	SNL1 74 x 81 HH	STU2 11 x 100 LH	VKM1 67 x 90 HH
NGR1 78 x 76 HH	COL1 55 x 86 AH	KGL1 69 x 67 HH	KSM1 13 x 50 LA	MAR1 91 x 84 HH	MMT1 109 x 78 HH	NGR1 89 x 70 HH	TKY1 29 x 88 LH	
TKS1 51 x 70 AH	PDI1 24 x 70 LH	RPM1 55 x 75 AH	SDI1 52 x 68 AH	SGT1 65 x 38 HA	TKS1 79 x 81 HH	TKS2 35 x 64 LH		
TUT1 76 x 79 HH	ERL1 NaN x NaN LL	ERL2 61 x 81 HH	TCN1 77 x 77 HH	TUT1 66 x 78 HH	TUT2 82 x 83 HH	TYI1 64 x 63 HH	UDN1 152 x 80 HH	
TVL1 67 x 86 HH	ARM1 78 x 86 HH	ASM1 43 x 100 LH	TVL1 76 x 85 HH	TVL2 15 x 100 LH	VLY1 50 x 85 LH			
VNR1 78 x 80 HH	APK1 86 x 78 HH	APK2 125 x 83 HH	SVK1 41 x 81 LH	VNR1 126 x 77 HH	VNR2 64 x 81 HH			

Region SOUTH-03 MTD | LCE 28.67% | LCR 83.60% | LH

Branch										
KKD2 24 x 84 LH	ATG1 8 x 100 LH	DKI1 28 x 77 LH	KKD2 NaN x NaN LL	KKD3 33 x 84 LH	MNM1 11 x 100 LH	PNV1 NaN x NaN LL	PNV2 4 x 100 LH	PVI1 44 x 76 LH	SGP1 20 x 83 LH	TDI1 0 x NaN LL, TPT1 37 x 94 LH
KRR1 24 x 85 LH	KRR1 37 x 100 LH	MPA1 5 x 100 LH	NTM1 11 x 100 LH	ODM1 4 x 100 LH	PNI1 87 x 65 HH					
MDU1 17 x 83 LH	DGL1 4 x 100 LH	DGL2 0 x NaN LL	MDU1 3 x 100 LH	MDU2 3 x 100 LH	MDU3 2 x 100 LH	MDU4 72 x 96 HH	MDU5 61 x 84 HH	MDU6 38 x 65 LH		
SVG1 48 x 84 LH	BTU1 16 x 50 LA	KPT1 19 x 100 LH	KYK1 0 x NaN LL	MLR1 17 x 50 LA	NKI1 21 x 67 LH	SVG1 30 x 79 LH	TMM1 128 x 86 HH	USL1 69 x 91 HH		
TEN1 42 x 82 LH	ADP1 38 x 94 LH	BNR1 59 x 82 AH	CBM1 34 x 82 LH	CMR1 95 x 84 HH	PKM1 104 x 75 HH	TEN1 6 x 100 LH	TEN2 15 x 71 LH			

Region TIRUPATI-01 MTD | LCE 79.62% | LCR 87.46% | HH

Branch											
ATP1 93 x 94 HH	ADI1 76 x 92 HH	ATP1 64 x 100 HH	DHN1 119 x 96 HH	GTL1 136 x 100 HH	KNL1 98 x 74 HH	KNL2 142 x 95 HH	NDL1 79 x 96 HH	TPI1 87 x 100 HH			
KDA1 62 x 85 HH	BVL1 31 x 100 LH	KDA1 46 x 100 LH	KOU1 38 x 91 LH	MPL1 120 x 79 HH	PDT1 98 x 89 HH	PIL1 4 x 100 LH	RCY1 67 x 69 HH	RJP1 114 x 85 HH			
TPY1 81 x 83 HH	CTO1 58 x 89 HH	KHT1 141 x 94 HH	KVL1 96 x 84 HH	NLR1 86 x 74 HH	NYP1 63 x 81 HH	PGR1 109 x 94 HH	PMR1 50 x 60 LH	PUT1 95 x 91 HH	SPE1 82 x 81 HH	TPY1 129 x 88 HH	TPY2 59 x 71 AH, VKI1 103 x 100 HH

Region TRICHY-01 MTD | LCE 48.09% | LCR 90.94% | LH

Branch							
KUM1 44 x 93 LH	KIK1 17 x 100 LH	KUM1 124 x 92 HH	NCK1 23 x 100 LH	NGT1 78 x 96 HH	TTP1 8 x 60 LH	TVR1 3 x 100 LH	TVR2 4 x 100 LH
PBR1 40 x 89 LH	AYR1 103 x 100 HH	JKM1 1 x 100 LH	MSI1 0 x NaN LL	MVM1 61 x 82 HH	PBR1 21 x 100 LH	PBR2 41 x 91 LH	TYR1 43 x 86 LH
TNJ1 78 x 91 HH	APM1 109 x 91 HH	MDI1 92 x 94 HH	NMM1 98 x 94 HH	ORU1 71 x 93 HH	PTK1 66 x 87 HH	TNJ1 61 x 91 HH	TNJ2 84 x 88 HH

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| TRY1 27 x 91 LH | KRN1 36 x 81 LH | PDK1 140 x 93 HH | TRY1 13 x 87 LH | TRY2 50 x 91 LH | TRY3 10 x 100 LH | TRY4 10 x 100 LH |

Region   VIJAYAWADA-01 MTD | LCE 100.84% | LCR 86.44% | HH

BVR1 100 x 86 HH	AMP1 60 x 67 AH	BVR1 81 x 68 HH	DPE1 114 x 69 HH	ELU1 121 x 97 HH	JGG1 75 x 89 HH	KND1 206 x 92 HH	NPR1 60 x 100 AH	PAP1 75 x 91 HH	PPM1 149 x 97 HH	RMV1 116 x 86 HH	TDD1 95 x 71 HH	TNI1 73 x 91 HH	TNK1 97 x 81 HH
GNT1 108 x 90 HH	BPP1 60 x 75 AH	CKT1 153 x 95 HH	CRL1 134 x 92 HH	GNT1 73 x 95 HH	GNT2 136 x 100 HH	KDR1 197 x 93 HH	NRT1 75 x 87 HH	OGL1 117 x 97 HH	PNR1 69 x 67 HH	PRL1 75 x 54 HH	RAL1 93 x 70 HH	VKN1 81 x 100 HH
VJW1 94 x 84 HH	GDV1 98 x 84 HH	GVM1 124 x 79 HH	JPT1 75 x 80 HH	MTM1 92 x 88 HH	TEL1 160 x 81 HH	TVU1 103 x 85 HH	VJW1 49 x 76 LH	VJW2 57 x 100 AH	VJW3 115 x 88 HH	VJW4 116 x 83 HH	VJW5 77 x 86 HH	VUY1 40 x 75 LH

Region   WEST-01 MTD | LCE 53.88% | LCR 84.40% | AH

CBE1 60 x 78 AH	CBE1 79 x 63 HH	CBE2 84 x 75 HH	CBE3 19 x 100 LH	CBE4 28 x 86 LH	CBE5 60 x 100 AH	CBE6 27 x 100 LH	KMR1 53 x 76 AH	SNR1 29 x 60 LH	SUL1 87 x 90 HH
PLI1 34 x 89 LH	DPM2 24 x 80 LH		KGM1 31 x 78 LH		PDM1 68 x 94 HH		PLI1 42 x 94 LH		UMP1 7 x 100 LH
TPR1 76 x 92 HH	TPR1 95 x 83 HH			TPR2 0 x NaN LL			TPR3 156 x 100 HH		
TPR4 72 x 89 HH	ANR1 0 x NaN LL		AVI1 8 x 100 LH		GBM1 152 x 92 HH		PPI1 55 x 80 AH	SYM2 73 x 88 HH	TPR4 96 x 90 HH
UAM1 28 x 91 LH	CNR1 27 x 100 LH		GDR1 28 x 100 LH		KGI1 22 x 100 LH		KMD1 10 x 100 LH	MPM1 54 x 83 AH	UAM1 17 x 89 LH

Region   WEST-02 MTD | LCE 52.43% | LCR 84.95% | AH

ERD1 90 x 86 HH	CMI1 103 x 89 HH	ERD1 94 x 90 HH	ERD2 72 x 77 HH	KMM1 77 x 80 HH	NKL2 87 x 80 HH	PDR1 77 x 88 HH	RSP1 104 x 97 HH	SGG1 90 x 73 HH	TCG1 88 x 92 HH	VKL1 120 x 89 HH
HSR1 30 x 80 LH	HSR1 80 x 84 HH	HSR2 64 x 76 HH	KRI1 3 x 100 LH	KVP1 0 x NaN LL	PLC1 15 x 83 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL
MTR1 18 x 73 LH	BMD1 0 x NaN LL	DPR1 4 x 100 LH	DPR2 35 x 73 LH	HRR1 0 x NaN LL	MCR1 36 x 64 LH	MTR1 0 x NaN LL	OML1 52 x 68 AH	TRM1 13 x 100 LH
SLM1 60 x 88 AH	APN1 140 x 80 HH	ATU1 112 x 89 HH	EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 95 x 88 HH	SLM2 42 x 89 LH	SLM3 12 x 100 LH	VPD1 36 x 100 LH