SATHYA SPREADING HAPPINESS

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-Nov-2025 To Date : 07-Nov-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,634	304	196	11.54%	64.47%	LH
CHENNAI-02	2,516	402	262	15.98%	65.17%	LH
KL-SOUTH	280	16	11	5.71%	68.75%	LH
NORTH ARCOT	2,003	217	121	10.84%	55.76%	LH
SOUTH ARCOT	1,898	165	83	8.69%	50.30%	LH
SOUTH-01	3,826	484	344	12.65%	71.07%	LH
SOUTH-03	2,745	210	146	7.65%	69.52%	LH
TIRUPATI-01	1,086	406	355	37.38%	87.44%	LH
TRICHY-01	2,870	239	171	8.33%	71.55%	LH
VIJAYAWADA-01	1,099	555	504	50.51%	90.81%	AH
WEST-01	1,950	269	226	13.79%	84.01%	LH
WEST-02	2,368	324	243	13.68%	75.00%	LH
Total	25,275	3,591	2,662	14.21%	74.13%	LH

CHENNAI-01 MTD | LCE 11.54% | LCR 64.47% | LH

Region								
CH03 11 x 68 LH	CGL1 30 x 79 LH	CH45 3 x 33 LA	GUD1 18 x 86 LH	GUD2 1 x 100 LH	MC10 5 x 0 LL	MRM1 8 x 62 LH	SKL1 2 x 100 LH	TKM1 27 x 46 LA
CH05 12 x 56 LH	AVD1 8 x 38 LA	CH05 6 x 44 LA	CH14 9 x 77 LH	CH26 9 x 100 LH	CH30 20 x 79 LH	CH35 19 x 57 LH	CH37 26 x 29 LL	
CH06 12 x 75 LH	CH08 22 x 63 LH	CH11 6 x 100 LH	CH16 8 x 87 LH	CH19 12 x 94 LH	CH29 0 x NaN LL	CH39 18 x 50 LA	CH40 0 x NaN LL	CH42 8 x 92 LH
CH08 11 x 54 LH	CH07 5 x 100 LH	CH22 22 x 60 LH	CH28 10 x 27 LL	CH38 10 x 38 LA	CH48 15 x 53 LH	KNR1 6 x 75 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 15.98% | LCR 65.17% | LH

Region							
CH01 14 x 76 LH	CH03 17 x 71 LH	CH06 3 x 100 LH	CH12 23 x 73 LH	CH23 11 x 83 LH	CH24 9 x 90 LH	MC06 3 x 100 LH	
CH04 20 x 60 LH	CH21 33 x 59 LH	CH34 25 x 55 LH	CH44 18 x 69 LH	GPD1 27 x 71 LH	MC05 4 x 100 LH	MJR1 13 x 27 LL	PON1 21 x 79 LH	UKI1 0 x NaN LL
CH07 18 x 58 LH	CH01 90 x 100 HH	CH15 30 x 43 LA	CH17 3 x 100 LH	CH18 23 x 73 LH	CH27 4 x 100 LH	CH32 0 x NaN LL	CH36 5 x 100 LH	CH43 13 x 57 LH
CH09 11 x 78 LH	CH09 12 x 78 LH	CH20 11 x 75 LH	CH31 6 x 100 LH	CH33 4 x 100 LH	CH41 21 x 67 LH	CH46 8 x 100 LH	

KL-SOUTH MTD | LCE 5.71% | LCR 68.75% | LH

Region			
TVP1 6 x 69 LH	KLR1 0 x NaN LL	PAS1 17 x 67 LH	TVP1 6 x 71 LH

NORTH ARCOT MTD | LCE 10.84% | LCR 55.76% | LH

Region								
NA01 16 x 47 LA	AKM1 13 x 67 LH	ANI1 6 x 67 LH	ARC2 2 x 100 LH	CYR1 6 x 100 LH	KPM1 11 x 12 LL	KPM2 37 x 38 LA	WJD1 14 x 62 LH	WJP1 7 x 60 LH
NA02 11 x 66 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 3 x 100 LH	PLR1 2 x 100 LH	TRR1 2 x 100 LH	VEL1 33 x 52 LH	VEL2 28 x 71 LH	VNB1 0 x NaN LL
NA03 4 x 71 LH	BGR1 9 x 75 LH	CPT1 0 x NaN LL	PTU1 3 x 0 LL	SBR1 1 x 100 LH	SLG1 10 x 100 LH	TRL1 1 x 100 LH	TRT1 4 x 50 LA	UGI1 9 x 75 LH	VSI1 9 x 50 LA

SOUTH ARCOT MTD | LCE 8.69% | LCR 50.30% | LH

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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)

Row								
SA01 16 x 44 LA	CUD1 41 x 44 LA	KLM1 6 x 17 LL	MKM1 5 x 50 LA	POY1 2 x 100 LH	POY2 3 x 50 LA			
SA02 6 x 66 LH	CDM1 2 x 100 LH	KKI2 20 x 56 LH	KML1 0 x NaN LL	NVL2 5 x 100 LH	PRT1 6 x 60 LH	STP1 0 x NaN LL	ULP1 2 x 50 LA	VCM1 2 x 100 LH
SA03 4 x 50 LA	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 13 x 23 LL	TRK1 8 x 78 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 6 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 12.65% | LCR 71.07% | LH

Row								
KVT1 13 x 63 LH	KVT1 5 x 92 LH	KYR1 1 x 100 LH	PKD1 17 x 53 LH	RND1 23 x 64 LH	SKD1 28 x 50 LA	SNL1 10 x 62 LH	STU2 14 x 67 LH	VKM1 20 x 55 LH
NGR1 15 x 72 LH	COL1 19 x 100 LH	KGL1 24 x 50 LA	KSM1 17 x 80 LH	MAR1 12 x 92 LH	MMT1 10 x 57 LH	NGR1 18 x 66 LH	TKY1 7 x 100 LH	
TKS1 8 x 73 LH	PDI1 1 x 100 LH	RPM1 7 x 25 LL	SDI1 2 x 50 LA	SGT1 10 x 60 LH	TKS1 6 x 86 LH	TKS2 19 x 88 LH		
TUT1 15 x 68 LH	ERL1 NaN x NaN LL	ERL2 3 x 67 LH	TCN1 8 x 62 LH	TUT1 13 x 63 LH	TUT2 18 x 67 LH	TYI1 18 x 62 LH	UDN1 44 x 85 LH	
TVL1 10 x 83 LH	ARM1 9 x 100 LH	ASM1 16 x 60 LH	TVL1 9 x 86 LH	TVL2 22 x 83 LH	VLY1 8 x 90 LH			
VNR1 14 x 76 LH	APK1 8 x 50 LA	APK2 50 x 89 AH	SVK1 7 x 67 LH	VNR1 14 x 89 LH	VNR2 8 x 53 LH			

Region SOUTH-03 MTD | LCE 7.65% | LCR 69.52% | LH

Row										
DGL1 4 x 82 LH	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 2 x 100 LH	MDU5 20 x 77 LH	MPA1 4 x 100 LH	NTM1 0 x NaN LL	PNI1 15 x 71 LH		
KKD2 6 x 97 LH	ATG1 2 x 100 LH	DKI1 3 x 100 LH	KKD2 ∞ x 100 HH	KKD3 4 x 83 LH	MNM1 5 x 100 LH	PNV1 NaN x NaN LL	PVI1 16 x 100 LH	SGP1 0 x NaN LL	TDI1 4 x 100 LH / TPT1 11 x 100 LH
KRR1 4 x 100 LH	KRR1 6 x 100 LH				ODM1 2 x 100 LH				
MDU2 8 x 81 LH	ADP1 23 x 56 LH	BNR1 7 x 100 LH	CBM1 2 x 100 LH	CMR1 18 x 100 LH	MDU2 4 x 100 LH	MDU3 0 x NaN LL	MDU4 7 x 80 LH	MDU6 12 x 83 LH	TEN1 3 x 100 LH / TEN2 5 x 67 LH
SVG1 14 x 38 LA	BTU1 9 x 33 LA	KPT1 2 x 0 LL	KYK1 2 x 100 LH	MLR1 5 x 100 LH	NKI1 10 x 80 LH	PKM1 31 x 35 LA	SVG1 9 x 80 LH	TMM1 23 x 19 LL	USL1 16 x 44 LA

Region TIRUPATI-01 MTD | LCE 37.38% | LCR 87.44% | LH

Row											
ATP1 66 x 93 HH	ADI1 26 x 85 LH	ATP1 24 x 84 LH	DHN1 119 x 97 HH	GTL1 303 x 100 HH	KNL1 29 x 100 LH	KNL2 61 x 96 HH	NDL1 33 x 53 LH	TPI1 113 x 100 HH		
KDA1 18 x 81 LH	BVL1 0 x NaN LL	KDA1 9 x 100 LH	KOU1 9 x 67 LH	MPL1 23 x 75 LH	PDT1 58 x 89 AH	PIL1 11 x 100 LH	RCY1 11 x 67 LH	RJP1 18 x 60 LH		
TPY1 28 x 80 LH	CTO1 9 x 71 LH	KHT1 30 x 100 LH	KVL1 13 x 60 LH	NLR1 39 x 76 LH	NYP1 11 x 75 LH	PGR1 115 x 94 HH	PMR1 23 x 100 LH	PUT1 15 x 80 LH	SPE1 15 x 67 LH	TPY1 47 x 41 LH / TPY2 21 x 82 LH / VKI1 49 x 92 LH

Region TRICHY-01 MTD | LCE 8.33% | LCR 71.55% | LH

Row							
KUM1 9 x 63 LH	KIK1 4 x 100 LH	KUM1 21 x 59 LH	NCK1 22 x 75 LH	NGT1 12 x 54 LH	TTP1 1 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 9 x 74 LH	AYR1 17 x 92 LH	JKM1 1 x 100 LH	MSI1 2 x 100 LH	MVM1 6 x 60 LH	PBR1 8 x 100 LH	PBR2 12 x 50 LA	TYR1 12 x 92 LH
TNJ1 9 x 69 LH	APM1 9 x 75 LH	MDI1 15 x 94 LH	NMM1 15 x 29 LL	ORU1 0 x NaN LL	PTK1 4 x 100 LH	TNJ1 8 x 77 LH	TNJ2 10 x 60 LH

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| TRY1 6 x 83 LH | KRN1 6 x 50 LA | PDK1 36 x 81 LH | TRY1 2 x 100 LH | TRY2 27 x 89 LH | TRY3 1 x 100 LH | TRY4 0 x NaN LL |

Region — VIJAYAWADA-01 MTD | LCE 50.51% | LCR 90.81% | AH

BVR1 47 x 95 LH	AMP1 20 x 50 LA	BVR1 12 x 75 LH	DPE1 48 x 100 LH	ELU1 113 x 100 HH	JGG1 9 x 50 LA	KND1 78 x 100 HH	NPR1 0 x NaN LL	PAP1 4 x 0 LL	PPM1 193 x 100 HH	RMV1 56 x 94 AH	TDD1 21 x 75 LH	TNI1 69 x 100 HH	TNK1 30 x 85 LH
GNT1 57 x 89 AH	BPP1 11 x 100 LH	CKT1 112 x 93 HH	CRL1 31 x 92 LH	GNT1 42 x 95 LH	GNT2 168 x 100 HH	KDR1 66 x 83 HH	NRT1 29 x 100 LH	OGL1 166 x 90 HH	PNR1 17 x 0 LL	PRL1 14 x 50 LA	RAL1 21 x 50 LA	VKN1 7 x 100 LH
VJW1 47 x 89 LH	GDV1 119 x 94 HH	GVM1 25 x 43 LA	JPT1 90 x 80 HH	MTM1 17 x 100 LH	TEL1 56 x 94 AH	TVU1 108 x 94 HH	VJW1 49 x 88 LH	VJW2 6 x 100 LH	VJW3 26 x 92 LH	VJW4 31 x 75 LH	VJW5 9 x 100 LH	VUY1 32 x 100 LH

Region — WEST-01 MTD | LCE 13.79% | LCR 84.01% | LH

CBE1 16 x 90 LH	CBE1 30 x 100 LH	CBE2 11 x 93 LH	CBE3 17 x 100 LH	CBE4 12 x 83 LH	CBE5 2 x 100 LH	CBE6 25 x 95 LH	KMR1 40 x 86 LH	SNR1 3 x 100 LH	SUL1 9 x 67 LH
PLI1 4 x 90 LH	DPM2 6 x 100 LH	KGM1 0 x NaN LL		PDM1 9 x 75 LH		PLI1 1 x 100 LH		UMP1 2 x 100 LH	
TPR1 21 x 77 LH	TPR1 29 x 63 LH			TPR2 3 x 100 LH			TPR3 33 x 95 LH		
TPR4 19 x 78 LH	ANR1 0 x NaN LL	AVI1 21 x 100 LH		GBM1 37 x 69 LH		PPI1 19 x 67 LH	SYM2 2 x 100 LH	TPR4 13 x 86 LH	
UAM1 6 x 72 LH	CNR1 5 x 100 LH	GDR1 10 x 0 LL		KGI1 0 x NaN LL		KMD1 0 x NaN LL	MPM1 18 x 85 LH	UAM1 0 x NaN LL	

Region — WEST-02 MTD | LCE 13.68% | LCR 75.00% | LH

ERD1 25 x 73 LH	CMI1 11 x 40 LA	ERD1 41 x 76 LH	ERD2 19 x 68 LH	KMM1 16 x 57 LH	NKL2 24 x 76 LH	PDR1 33 x 67 LH	RSP1 19 x 70 LH	SGG1 30 x 75 LH	TCG1 8 x 100 LH	VKL1 48 x 88 LH
HSR1 14 x 85 LH	HSR1 26 x 88 LH	HSR2 31 x 86 LH	KRI1 3 x 100 LH	KVP1 2 x 100 LH	PLC1 10 x 60 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL
MTR1 4 x 84 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 9 x 75 LH	HRR1 15 x 100 LH	MCR1 5 x 33 LA	MTR1 1 x 100 LH	OML1 1 x 100 LH	TRM1 0 x NaN LL
SLM1 12 x 69 LH	APN1 26 x 59 LH	ATU1 26 x 64 LH	EDP1 0 x NaN LL	EPI1 1 x 100 LH	SLM1 14 x 69 LH	SLM2 14 x 85 LH	SLM3 5 x 80 LH	VPD1 5 x 75 LH