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-Nov-2025 To Date : 08-Nov-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,929	323	193	11.03%	59.75%	LH
CHENNAI-02	2,765	423	262	15.30%	61.94%	LH
KL-SOUTH	308	17	11	5.52%	64.71%	LH
NORTH ARCOT	2,230	244	126	10.94%	51.64%	LH
SOUTH ARCOT	2,087	179	83	8.58%	46.37%	LA
SOUTH-01	4,236	524	351	12.37%	66.98%	LH
SOUTH-03	3,042	245	169	8.05%	68.98%	LH
TIRUPATI-01	1,229	441	381	35.89%	86.39%	LH
TRICHY-01	3,152	259	174	8.22%	67.18%	LH
VIJAYAWADA-01	1,254	631	563	50.31%	89.22%	AH
WEST-01	2,158	293	233	13.58%	79.52%	LH
WEST-02	2,604	342	235	13.14%	68.71%	LH
Total	27,995	3,921	2,781	14.01%	70.93%	LH

Region CHENNAI-01 MTD | LCE 11.03% | LCR 59.75% | LH

CH03 11 x 60 LH	CGL1 30 x 76 LH	CH45 3 x 33 LA	GUD1 16 x 64 LH	GUD2 1 x 100 LH	MC10 4 x 0 LL	MRM1 9 x 44 LA	SKL1 2 x 100 LH	TKM1 24 x 46 LA
CH05 13 x 52 LH	AVD1 10 x 55 LH	CH05 7 x 45 LA	CH14 10 x 56 LH	CH26 9 x 100 LH	CH30 20 x 73 LH	CH35 19 x 44 LA	CH37 25 x 29 LL	
CH06 11 x 72 LH	CH08 21 x 55 LH	CH11 5 x 100 LH	CH16 8 x 88 LH	CH19 12 x 94 LH	CH29 0 x NaN LL	CH39 17 x 50 LA	CH40 0 x NaN LL	CH42 7 x 92 LH
CH08 10 x 50 LA	CH07 4 x 100 LH	CH22 21 x 48 LA	CH28 7 x 27 LL	CH38 9 x 38 LA	CH48 13 x 53 LH	KNR1 6 x 75 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

Region CHENNAI-02 MTD | LCE 15.30% | LCR 61.94% | LH

CH01 13 x 76 LH	CH03 16 x 71 LH	CH06 3 x 100 LH	CH12 22 x 74 LH	CH23 10 x 83 LH	CH24 9 x 91 LH	MC06 3 x 100 LH		
CH04 19 x 54 LH	CH21 36 x 49 LA	CH34 23 x 45 LA	CH44 17 x 69 LH	GPD1 24 x 71 LH	MC05 3 x 100 LH	MJR1 13 x 31 LA	PON1 20 x 71 LH	UKI1 0 x NaN LL
CH07 17 x 56 LH	CH01 90 x 100 HH	CH15 30 x 42 LA	CH17 2 x 100 LH	CH18 22 x 68 LH	CH27 4 x 100 LH	CH32 0 x NaN LL	CH36 5 x 100 LH	CH43 13 x 60 LH
CH09 10 x 74 LH	CH09 10 x 78 LH	CH20 11 x 71 LH	CH31 8 x 100 LH	CH33 4 x 100 LH	CH41 19 x 56 LH	CH46 8 x 100 LH		

Region KL-SOUTH MTD | LCE 5.52% | LCR 64.71% | LH

TVP1 6 x 65 LH	KLR1 0 x NaN LL	PAS1 15 x 67 LH	TVP1 6 x 62 LH

Region NORTH ARCOT MTD | LCE 10.94% | LCR 51.64% | LH

NA01 16 x 38 LA	AKM1 11 x 47 LA	ANI1 6 x 33 LA	ARC2 3 x 100 LH	CYR1 7 x 100 LH	KPM1 10 x 0 LL	KPM2 37 x 33 LA	WJD1 12 x 62 LH	WJP1 6 x 20 LL
NA02 11 x 66 LH	ABR1 2 x 100 LH	CGM1 0 x NaN LL	GDM1 3 x 100 LH	PLR1 2 x 100 LH	TRR1 2 x 100 LH	VEL1 31 x 48 LA	VEL2 29 x 72 LH	VNB1 0 x NaN LL
NA03 5 x 74 LH	BGR1 12 x 83 LH	CPT1 0 x NaN LL	PTU1 2 x 0 LL	SBR1 1 x 100 LH	SLG1 11 x 100 LH	TRL1 1 x 100 LH	TRT1 3 x 50 LA	UGI1 10 x 80 LH	VSI1 12 x 55 LH

Region SOUTH ARCOT MTD | LCE 8.58% | LCR 46.37% | LA

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Branch							
SA01 16 x 40 LA	CUD1 40 x 37 LA	KLM1 7 x 29 LL	MKM1 4 x 50 LA	POY1 3 x 100 LA	POY2 4 x 50 LA		
SA02 5 x 60 LH	CDM1 2 x 100 LH	KKI2 20 x 46 LA	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 54 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 12 x 23 LL	TRK1 9 x 82 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 5 x 100 LH	VPM2 0 x NaN LL

Region **SOUTH-01 MTD | LCE 12.37% | LCR 66.98% | LH**

Branch							
KVT1 12 x 60 LH	KVT1 5 x 86 LH	KYR1 1 x 100 LH	PKD1 16 x 53 LH	RND1 23 x 65 LH	SKD1 26 x 53 LH	SNL1 9 x 62 LH	STU2 10 x 40 LA	VKM1 19 x 42 LA
NGR1 15 x 68 LH	COL1 17 x 100 LH	KGL1 22 x 55 LH	KSM1 16 x 80 LH	MAR1 15 x 82 LH	MMT1 9 x 29 LL	NGR1 19 x 64 LH	TKY1 6 x 100 LH	
TKS1 8 x 72 LH	PDI1 3 x 50 LA	RPM1 6 x 25 LL	SDI1 2 x 50 LA	SGT1 11 x 67 LH	TKS1 6 x 75 LH	TKS2 18 x 89 LH	
TUT1 15 x 62 LH	ERL1 NaN x NaN LL	ERL2 4 x 75 LH	TCN1 8 x 67 LH	TUT1 13 x 59 LH	TUT2 17 x 57 LH	TYI1 17 x 62 LH	UDN1 46 x 69 LH
TVL1 10 x 83 LH	ARM1 9 x 100 LH	ASM1 15 x 60 LH	TVL1 9 x 88 LH	TVL2 25 x 75 LH	VLY1 8 x 91 LH		
VNR1 13 x 68 LH	APK1 7 x 33 LA	APK2 44 x 89 LH	SVK1 7 x 50 LA	VNR1 14 x 60 LH	VNR2 7 x 53 LH		

Region **SOUTH-03 MTD | LCE 8.05% | LCR 68.98% | LH**

Branch									
DGL1 5 x 81 LH	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 4 x 100 LH	MDU5 19 x 79 LH	MPA1 4 x 100 LH	NTM1 0 x NaN LL	PNI1 16 x 50 LA		
KKD2 6 x 92 LH	ATG1 2 x 100 LH	DKI1 2 x 100 LH	KKD2 ∞ x 100 HH	KKD3 4 x 71 LH	MNM1 5 x 100 LH	PNV1 NaN x NaN LL	PVI1 14 x 100 LH	SGP1 0 x NaN LL	TDI1 4 x 100 LH	TPT1 11 x 91 LH
KRR1 5 x 100 LH	KRR1 7 x 100 LH				ODM1 2 x 100 LH				
MDU2 8 x 73 LH	ADP1 26 x 63 LH	BNR1 7 x 100 LH	CBM1 4 x 100 LH	CMR1 17 x 100 LH	MDU2 4 x 100 LH	MDU3 0 x NaN LL	MDU4 6 x 80 LH	MDU6 12 x 54 LH	TEN1 2 x 100 LH	TEN2 4 x 67 LH
SVG1 15 x 49 LA	BTU1 8 x 33 LA	KPT1 1 x 0 LL	KYK1 2 x 100 LH	MLR1 4 x 100 LH	NKI1 13 x 86 LH	PKM1 35 x 39 LA	SVG1 7 x 80 LH	TMM1 32 x 45 LA	USL1 13 x 44 LA

Region **TIRUPATI-01 MTD | LCE 35.89% | LCR 86.39% | LH**

Branch									
ATP1 63 x 93 HH	ADI1 26 x 86 LH	ATP1 23 x 85 LH	DHN1 112 x 97 HH	GTL1 273 x 99 HH	KNL1 27 x 100 LH	KNL2 61 x 97 HH	NDL1 32 x 53 LH	TPI1 124 x 100 HH	
KDA1 18 x 84 LH	BVL1 0 x NaN LL	KDA1 11 x 100 LH	KOU1 13 x 80 LH	MPL1 24 x 78 LH	PDT1 57 x 90 AH	PIL1 10 x 100 LH	RCY1 10 x 67 LH	RJP1 15 x 60 LH	
TPY1 27 x 78 LH	CTO1 9 x 75 LH	KHT1 27 x 82 LH	KVL1 16 x 57 LH	NLR1 37 x 78 LH	NYP1 12 x 80 LH	PGR1 103 x 88 HH	PMR1 22 x 100 LH	PUT1 19 x 86 LH	SPE1 13 x 67 LH	TPY1 43 x 44 LA	TPY2 20 x 72 LH	VKI1 52 x 94 AH

Region **TRICHY-01 MTD | LCE 8.22% | LCR 67.18% | LH**

Branch							
KUM1 9 x 54 LH	KIK1 4 x 100 LH	KUM1 19 x 35 LA	NCK1 19 x 75 LH	NGT1 15 x 65 LH	TTP1 1 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 9 x 72 LH	AYR1 18 x 93 LH	JKM1 1 x 100 LH	MSI1 2 x 100 LH	MVM1 6 x 64 LH	PBR1 9 x 100 LH	PBR2 11 x 38 LA	TYR1 12 x 93 LH
TNJ1 9 x 66 LH	APM1 9 x 75 LH	MDI1 19 x 92 LH	NMM1 14 x 29 LL	ORU1 0 x NaN LL	PTK1 3 x 33 LA	TNJ1 7 x 77 LH	TNJ2 10 x 53 LH

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TRY1 6 x 80 LH	KRN1 5 x 50 LA	PDK1 38 x 77 LH	TRY1 2 x 100 LH	TRY2 25 x 89 LH	TRY3 2 x 100 LH	TRY4 0 x NaN LL

Region VIJAYAWADA-01 MTD | LCE 50.31% | LCR 89.22% | AH

BVR1 47 x 94 LH	AMP1 16 x 50 LA	BVR1 19 x 71 LH	DPE1 38 x 100 LH	ELU1 106 x 100 HH	JGG1 9 x 50 LA	KND1 97 x 100 HH	NPR1 0 x NaN LL	PAP1 4 x 0 LL	PPM1 186 x 100 HH	RMV1 49 x 88 LH	TDD1 19 x 75 LH	TNI1 67 x 100 HH	TNK1 26 x 85 LH
GNT1 57 x 86 AH	BPP1 12 x 67 LH	CKT1 124 x 91 HH	CRL1 32 x 87 LH	GNT1 42 x 87 LH	GNT2 119 x 100 HH	KDR1 51 x 83 AH	NRT1 27 x 100 LH	OGL1 185 x 89 HH	PNR1 21 x 25 LL	PRL1 13 x 50 LA	RAL1 19 x 12 LL	VKN1 6 x 100 LH	
VJW1 47 x 88 LH	GDV1 122 x 94 HH	GVM1 26 x 50 LA	JPT1 87 x 83 HH	MTM1 18 x 67 LH	TEL1 50 x 94 LH	TVU1 105 x 92 HH	VJW1 51 x 90 AH	VJW2 22 x 100 LH	VJW3 30 x 94 LH	VJW4 29 x 75 LH	VJW5 11 x 75 LH	VUY1 32 x 100 LH	

Region WEST-01 MTD | LCE 13.58% | LCR 79.52% | LH

CBE1 16 x 88 LH	CBE1 29 x 100 LH	CBE2 11 x 83 LH	CBE3 18 x 100 LH	CBE4 11 x 83 LH	CBE5 2 x 100 LH	CBE6 24 x 95 LH	KMR1 40 x 85 LH	SNR1 3 x 100 LH	SUL1 9 x 57 LH
PLI1 4 x 91 LH	DPM2 6 x 100 LH		KGM1 0 x NaN LL		PDM1 9 x 80 LH		PLI1 1 x 100 LH		UMP1 2 x 100 LH
TPR1 20 x 65 LH	TPR1 27 x 42 LA				TPR2 3 x 100 LH			TPR3 30 x 95 LH	
TPR4 20 x 78 LH	ANR1 0 x NaN LL		AVI1 24 x 100 LH		GBM1 40 x 67 LH		PPI1 19 x 70 LH	SYM2 2 x 100 LH	TPR4 12 x 86 LH
UAM1 5 x 56 LH	CNR1 4 x 100 LH		GDR1 9 x 0 LL		KGI1 0 x NaN LL		KMD1 0 x NaN LL	MPM1 16 x 62 LH	UAM1 0 x NaN LL

Region WEST-02 MTD | LCE 13.14% | LCR 68.71% | LH

ERD1 23 x 65 LH	CMI1 10 x 20 LL	ERD1 37 x 74 LH	ERD2 17 x 60 LH	KMM1 15 x 29 LL	NKL2 22 x 64 LH	PDR1 31 x 58 LH	RSP1 19 x 64 LH	SGG1 26 x 64 LH	TCG1 8 x 100 LH	VKL1 51 x 78 AH
HSR1 13 x 84 LH	HSR1 25 x 88 LH	HSR2 31 x 87 LH		KRI1 3 x 100 LH	KVP1 2 x 100 LH		PLC1 9 x 40 LA	PMP1 0 x NaN LL		SGI1 0 x NaN LL
MTR1 4 x 83 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 12 x 67 LH	HRR1 14 x 100 LH	MCR1 6 x 60 LH	MTR1 1 x 100 LH	OML1 1 x 100 LH		TRM1 0 x NaN LL	
SLM1 11 x 61 LH	APN1 26 x 58 LH	ATU1 24 x 39 LA	EDP1 0 x NaN LL	EPI1 1 x 100 LH	SLM1 15 x 70 LH	SLM2 13 x 86 LH	SLM3 4 x 80 LH	VPD1 4 x 25 LL		