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 <= 50%	Low <= 30%	Average 30 to 50 %	High 50%+
Average 50-60%	LL- Week Funnel	LA-Good sales, but no follow-up	LH-Strong seller, no database
	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 : 09-Dec-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	2,721	1,433	1,367	52.67%	95.39%	AH
CHENNAI-02	2,413	1,365	1,329	56.56%	97.36%	AH
KL-SOUTH	237	139	132	58.61%	94.96%	AH
NORTH ARCOT	2,131	1,080	1,000	50.67%	92.59%	AH
SOUTH ARCOT	1,771	457	424	25.81%	92.78%	LH
SOUTH-01	4,017	3,285	2,969	81.77%	90.38%	HH
SOUTH-03	3,111	1,081	1,000	34.74%	92.51%	LH
TIRUPATI-01	1,327	1,282	1,209	96.64%	94.31%	HH
TRICHY-01	2,908	1,543	1,467	53.06%	95.07%	AH
VIJAYAWADA-01	1,367	1,594	1,485	116.57%	93.16%	HH
WEST-01	2,056	1,403	1,310	68.25%	93.37%	HH
WEST-02	2,458	1,405	1,292	57.15%	91.96%	AH
Total	26,518	16,067	14,984	60.59%	93.26%	HH

CHENNAI-01 MTD | LCE 52.67% | LCR 95.39% | AH

Region

CH03 40 x 95 LH	CGL1 59 x 100 AH	CH45 2 x 100 LH	GUD1 46 x 98 LH	GUD2 20 x 94 LH	MC10 14 x 100 LH	MRM1 55 x 91 AH	SKL1 52 x 97 AH	TKM1 76 x 90 HH
CH05 65 x 96 HH	AVD1 63 x 98 HH	CH05 31 x 96 LH	CH14 66 x 96 HH	CH26 3 x 100 LH	CH30 91 x 100 HH	CH35 106 x 94 HH	CH37 88 x 91 HH	
CH06 60 x 95 AH	CH08 110 x 95 HH	CH11 11 x 100 LH	CH16 57 x 94 AH	CH19 43 x 100 LH	CH29 9 x 100 LH	CH39 87 x 92 HH	CH40 79 x 89 HH	CH42 46 x 100 LH
CH08 44 x 96 LH	CH07 15 x 100 LH	CH22 117 x 96 HH	CH28 4 x 100 LH	CH38 106 x 94 HH	CH48 40 x 96 LH	KNR1 14 x 100 LH	MC02 ∞ x 100 HH	MC09 6 x 100 LH

CHENNAI-02 MTD | LCE 56.56% | LCR 97.36% | AH

Region

CH01 40 x 97 LH	CH03 10 x 100 LH	CH06 11 x 100 LH	CH12 94 x 96 HH	CH23 5 x 100 LH	CH24 64 x 98 HH	MC06 3 x 100 LH
CH04 63 x 98 HH	CH21 94 x 98 HH	CH34 84 x 96 HH	CH44 85 x 98 HH	GPD1 55 x 100 AH	MC05 12 x 100 LH	MJR1 48 x 100 LH	PON1 55 x 100 AH	UKI1 0 x NaN LL
CH07 75 x 96 HH	CH01 192 x 100 HH	CH15 112 x 97 HH	CH17 31 x 89 LH	CH18 109 x 99 HH	CH27 34 x 100 LH	CH32 30 x 80 LH	CH36 7 x 67 LH	CH43 51 x 92 AH
CH09 44 x 99 LH	CH09 9 x 100 LH	CH20 88 x 99 HH	CH31 0 x NaN LL	CH33 13 x 92 LH		CH41 45 x 100 LH	CH46 89 x 100 HH

KL-SOUTH MTD | LCE 58.61% | LCR 94.96% | AH

Region

TVP1 59 x 95 AH	KLR1 48 x 79 LH	PAS1 130 x 100 HH	TVP1 38 x 100 LH

NORTH ARCOT MTD | LCE 50.67% | LCR 92.59% | AH

Region

NA01 92 x 92 HH	AKM1 93 x 96 HH	ANI1 70 x 100 HH	ARC2 16 x 69 LH	CYR1 41 x 100 LH	KPM1 75 x 96 HH	KPM2 107 x 89 HH	WJD1 106 x 94 HH	WJP1 218 x 91 HH
NA02 34 x 91 LH	ABR1 10 x 88 LH	CGM1 0 x NaN LL	GDM1 2 x 100 LH	PLR1 0 x NaN LL	TRR1 2 x 0 LL	VEL1 93 x 91 HH	VEL2 91 x 93 HH	VNB1 1 x 100 LH
NA03 24 x 96 LH	BGR1 96 x 93 HH	CPT1 38 x 100 LH	PTU1 3 x 100 LH	SBR1 1 x 100 LH	SLG1 54 x 92 AH	TRL1 2 x 100 LH	TRT1 0 x NaN LL	UGI1 28 x 100 LH	VSI1 42 x 97 LH

SOUTH ARCOT MTD | LCE 25.81% | LCR 92.78% | LH

Region

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SA01 43 x 93 LH	CUD1 98 x 91 HH	KLM1 54 x 96 AH	MKM1 2 x 100 LH	POY1 6 x 100 LH	POY2 6 x 100 LH
SA02 16 x 94 LH	CDM1 5 x 100 LH	KKI2 77 x 93 HH	KML1 0 x NaN LL	NVL2 4 x 100 LH	PRT1 10 x 100 LH	STP1 2 x 100 LH	ULP1 0 x NaN LL	VCM1 0 x NaN LL
SA03 18 x 90 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 73 x 88 HH	TRK1 38 x 93 LH	TVM1 2 x 100 LH	TVM2 3 x 100 LH	VPM1 8 x 67 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 81.77% | LCR 90.38% | HH

KVT1 78 x 92 HH	KVT1 72 x 91 HH	KYR1 56 x 98 AH	PKD1 109 x 96 HH	RND1 97 x 88 HH	SKD1 75 x 91 HH	SNL1 87 x 90 HH	STU2 32 x 100 LH	VKM1 87 x 95 HH
NGR1 87 x 89 HH	COL1 80 x 94 HH	KGL1 98 x 87 HH	KSM1 40 x 93 LH	MAR1 95 x 92 HH	MMT1 107 x 89 HH	NGR1 97 x 87 HH	TKY1 32 x 94 LH
TKS1 72 x 88 HH	PDI1 38 x 89 LH	RPM1 72 x 88 HH	SDI1 85 x 89 HH	SGT1 77 x 74 HH	TKS1 91 x 92 HH	TKS2 64 x 89 HH
TUT1 92 x 90 HH	ERL1 NaN x NaN LL	ERL2 83 x 92 HH	TCN1 81 x 86 HH	TUT1 84 x 91 HH	TUT2 94 x 92 HH	TYI1 100 x 89 HH	UDN1 160 x 89 HH
TVL1 73 x 93 HH	ARM1 95 x 94 HH	ASM1 51 x 100 AH	TVL1 83 x 92 HH	TVL2 9 x 100 LH	VLY1 51 x 93 AH
VNR1 87 x 90 HH	APK1 106 x 90 HH	APK2 136 x 91 HH	SVK1 54 x 92 AH	VNR1 131 x 85 HH	VNR2 70 x 90 HH

Region SOUTH-03 MTD | LCE 34.74% | LCR 92.51% | LH

KKD2 30 x 93 LH	ATG1 8 x 100 LH	DKI1 23 x 83 LH	KKD2 NaN x NaN LL	KKD3 51 x 94 AH	MNM1 7 x 100 LH	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 64 x 91 HH	SGP1 17 x 88 LH	TDI1 0 x NaN LL	TPT1 42 x 97 LH
KRR1 27 x 93 LH	KRR1 53 x 100 AH	MPA1 5 x 100 LH	NTM1 23 x 100 LH	ODM1 2 x 100 LH	PNI1 66 x 78 HH
MDU1 19 x 92 LH	DGL1 4 x 100 LH	DGL2 0 x NaN LL	MDU1 5 x 100 LH	MDU2 4 x 100 LH	MDU3 1 x 100 LH	MDU4 70 x 98 HH	MDU5 65 x 92 HH	MDU6 53 x 85 AH
SVG1 52 x 92 AH	BTU1 15 x 71 LH	KPT1 18 x 100 LH	KYK1 2 x 100 LH	MLR1 21 x 75 LH	NKI1 36 x 91 LH	SVG1 38 x 88 LH	TMM1 126 x 93 HH	USL1 62 x 95 HH
TEN1 59 x 93 AH	ADP1 47 x 97 LH	BNR1 65 x 90 HH	CBM1 49 x 94 LH	CMR1 104 x 94 HH	PKM1 136 x 91 HH	TEN1 16 x 100 LH	TEN2 48 x 95 LH

Region TIRUPATI-01 MTD | LCE 96.64% | LCR 94.31% | HH

ATP1 120 x 97 HH	ADI1 91 x 96 HH	ATP1 79 x 100 HH	DHN1 195 x 98 HH	GTL1 204 x 100 HH	KNL1 107 x 90 HH	KNL2 169 x 97 HH	NDL1 115 x 98 HH	TPI1 93 x 100 HH
KDA1 82 x 94 HH	BVL1 50 x 100 LH	KDA1 55 x 100 AH	KOU1 50 x 96 AH	MPL1 145 x 90 HH	PDT1 105 x 96 HH	PIL1 8 x 100 LH	RCY1 90 x 88 HH	RJP1 139 x 94 HH
TPY1 90 x 92 HH	CTO1 63 x 95 HH	KHT1 142 x 98 HH	KVL1 116 x 92 HH	NLR1 82 x 84 HH	NYP1 66 x 90 HH	PGR1 103 x 97 HH	PMR1 58 x 79 AH	PUT1 105 x 95 HH	SPE1 114 x 92 HH	TPY1 155 x 92 HH	TPY2 66 x 86 HH	VKI1 102 x 100 HH

Region TRICHY-01 MTD | LCE 53.06% | LCR 95.07% | AH

KUM1 48 x 96 LH	KIK1 12 x 100 LH	KUM1 128 x 95 HH	NCK1 36 x 100 LH	NGT1 96 x 98 LH	TTP1 13 x 85 LH	TVR1 3 x 100 LH	TVR2 5 x 100 LH
PBR1 40 x 93 LH	AYR1 82 x 100 HH	JKM1 1 x 100 LH	MSI1 5 x 100 LH	MVM1 62 x 89 HH	PBR1 21 x 100 LH	PBR2 41 x 95 LH	TYR1 42 x 91 LH
TNJ1 89 x 95 HH	APM1 132 x 96 HH	MDI1 89 x 96 HH	NMM1 114 x 97 HH	ORU1 82 x 96 HH	PTK1 75 x 93 HH	TNJ1 73 x 95 HH	TNJ2 96 x 93 HH

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| TRY1 34 x 96 LH | KRN1 53 x 92 AH | PDK1 151 x 96 HH | TRY1 18 x 95 LH | TRY2 64 x 96 HH | TRY3 10 x 100 LH | TRY4 17 x 100 LH |

Region   VIJAYAWADA-01 MTD | LCE 116.57% | LCR 93.16% | HH

BVR1 110 x 92 HH	AMP1 77 x 86 HH	BVR1 117 x 87 HH	DPE1 65 x 71 HH	ELU1 133 x 98 HH	JGG1 98 x 94 HH	KND1 219 x 96 HH	NPR1 39 x 100 LH	PAP1 113 x 96 HH	PPM1 165 x 98 HH	RMV1 147 x 93 HH	TDD1 65 x 88 HH	TNI1 81 x 95 HH	TNK1 100 x 90 HH
GNT1 119 x 94 HH	BPP1 82 x 90 HH	CKT1 155 x 96 HH	CRL1 151 x 96 HH	GNT1 79 x 97 HH	GNT2 139 x 100 HH	KDR1 180 x 96 HH	NRT1 83 x 93 HH	OGL1 118 x 98 HH	PNR1 131 x 90 HH	PRL1 112 x 80 HH	RAL1 101 x 85 HH	VKN1 93 x 100 HH	
VJW1 122 x 93 HH	GDV1 121 x 92 HH	GVM1 211 x 92 HH	JPT1 107 x 91 HH	MTM1 130 x 95 HH	TEL1 179 x 89 HH	TVU1 138 x 94 HH	VJW1 67 x 90 HH	VJW2 63 x 100 HH	VJW3 132 x 94 HH	VJW4 135 x 91 HH	VJW5 118 x 95 HH	VUY1 79 x 94 HH	

Region   WEST-01 MTD | LCE 68.25% | LCR 93.37% | HH

CBE1 75 x 90 HH	CBE1 96 x 84 HH	CBE2 94 x 87 HH	CBE3 75 x 100 HH	CBE4 37 x 94 LH	CBE5 48 x 100 LH	CBE6 49 x 100 LH	KMR1 75 x 88 HH	SNR1 44 x 87 LH	SUL1 125 x 96 HH
PLI1 38 x 94 LH	DPM2 17 x 82 LH	KGM1 45 x 90 LH		PDM1 86 x 98 HH		PLI1 37 x 96 LH		UMP1 10 x 100 LH	
TPR1 85 x 97 HH	TPR1 117 x 93 HH		TPR2 1 x 100 LH		TPR3 180 x 100 HH				
TPR4 95 x 96 HH	ANR1 24 x 100 LH	AVI1 14 x 100 LH	GBM1 198 x 96 HH	PPI1 101 x 93 HH	SYM2 90 x 95 HH	TPR4 122 x 96 HH			
UAM1 38 x 96 LH	CNR1 27 x 100 LH	GDR1 25 x 100 LH	KGI1 56 x 100 AH	KMD1 11 x 100 LH	MPM1 76 x 93 HH	UAM1 22 x 95 LH			

Region   WEST-02 MTD | LCE 57.15% | LCR 91.96% | AH

ERD1 101 x 93 HH	CMI1 119 x 95 HH	ERD1 113 x 95 HH	ERD2 83 x 89 HH	KMM1 104 x 92 HH	NKL2 80 x 86 HH	PDR1 102 x 95 HH	RSP1 108 x 98 HH	SGG1 102 x 88 HH	TCG1 113 x 96 HH	VKL1 134 x 94 HH
HSR1 34 x 90 LH	HSR1 84 x 92 HH	HSR2 80 x 89 HH	KRI1 3 x 100 LH	KVP1 0 x NaN LL	PLC1 9 x 86 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 20 x 87 LH	BMD1 0 x NaN LL	DPR1 6 x 100 LH	DPR2 44 x 86 LH	HRR1 0 x NaN LL	MCR1 39 x 78 LH	MTR1 0 x NaN LL	OML1 65 x 88 HH	TRM1 8 x 100 LH		
SLM1 61 x 93 HH	APN1 162 x 88 HH	ATU1 118 x 93 HH	EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 95 x 93 HH	SLM2 44 x 94 LH	SLM3 13 x 100 LH	VPD1 39 x 100 LH		