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-Sep-2025 To Date : 10-Sep-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	3,238	845	818	26.10%	96.80%	LH
CHENNAI-02	2,695	1,010	975	37.48%	96.53%	LH
KL-SOUTH	763	80	72	10.48%	90.00%	LH
NORTH ARCOT	2,358	822	779	34.86%	94.77%	LH
SOUTH ARCOT	2,035	603	578	29.62%	95.85%	LH
SOUTH-01	5,117	1,932	1,867	37.75%	96.64%	LH
SOUTH-03	3,493	581	551	16.63%	94.84%	LH
TIRUPATI-01	1,374	1,047	1,022	76.19%	97.61%	HH
TRICHY-01	3,194	1,009	982	31.59%	97.32%	LH
VIJAYAWADA-01	1,244	1,074	1,036	86.37%	96.46%	HH
WEST-01	2,408	741	721	30.77%	97.30%	LH
WEST-02	2,795	969	939	34.67%	96.90%	LH
Total	30,713	10,713	10,340	34.88%	96.52%	LH

CHENNAI-01 MTD | LCE 26.10% | LCR 96.80% | LH

Region							
CH03 19 x 94 LH	CGL1 38 x 97 LH	CH45 3 x 100 LH	GUD1 35 x 98 LH	GUD2 0 x NaN LL	MC10 23 x 100 LH	MRM1 22 x 86 LH	SKL1 3 x 100 LH / TKM1 30 x 89 LH
CH05 37 x 97 LH	AVD1 12 x 100 LH	CH05 15 x 100 LH	CH14 70 x 94 HH	CH26 40 x 95 LH	CH30 29 x 100 LH	CH35 49 x 100 LH	CH37 17 x 100 LH
CH06 30 x 97 LH	CH08 65 x 96 HH	CH11 9 x 100 LH	CH16 7 x 100 LH	CH19 16 x 100 LH	CH29 11 x 100 LH	CH39 82 x 98 HH	CH40 5 x 100 LH / CH42 20 x 93 LH
CH08 16 x 100 LH	CH07 8 x 100 LH	CH22 44 x 100 LH	CH28 16 x 100 LH	CH38 8 x 100 LH	CH48 0 x NaN LL	KNR1 29 x 100 LH	MC02 0 x NaN LL / MC09 65 x 100 HH

CHENNAI-02 MTD | LCE 37.48% | LCR 96.53% | LH

Region							
CH01 25 x 96 LH	CH03 5 x 92 LH	CH06 31 x 96 LH	CH12 49 x 97 LH	CH23 26 x 100 LH	CH24 41 x 94 LH	MC06 5 x 100 LH	MC08 0 x NaN LL
CH04 47 x 96 LH	CH21 65 x 96 HH	CH34 52 x 91 AH	CH44 55 x 98 AH	GPD1 41 x 100 LH	MC05 40 x 93 LH	MJR1 38 x 98 LH	PON1 63 x 100 HH / UKI1 21 x 100 LH
CH07 41 x 96 LH	CH01 60 x 100 AH	CH15 73 x 95 HH	CH17 11 x 100 LH	CH18 36 x 97 LH	CH27 20 x 100 LH	CH32 21 x 100 LH	CH36 13 x 100 LH / CH43 35 x 100 LH
CH09 34 x 97 LH	CH09 13 x 100 LH	CH20 68 x 96 HH	CH31 15 x 88 LH	CH33 7 x 100 LH	CH41 41 x 98 LH	CH46 50 x 100 LH	

KL-SOUTH MTD | LCE 10.48% | LCR 90.00% | LH

Region		
TVP1 10 x 90 LH	KLR1 0 x NaN LL	PAS1 36 x 89 LH / TVP1 1 x 100 LH

NORTH ARCOT MTD | LCE 34.86% | LCR 94.77% | LH

Region							
NA01 48 x 92 LH	AKM1 80 x 97 HH	ANI1 51 x 97 AH	ARC2 9 x 100 LH	CYR1 29 x 100 LH	KPM1 45 x 91 LH	KPM2 45 x 79 LH	WJD1 48 x 98 LH / WJP1 82 x 99 HH
NA02 24 x 97 LH	ABR1 7 x 100 LH	CGM1 7 x 100 LH	GDM1 14 x 70 LH	PLR1 15 x 100 LH	TRR1 13 x 100 LH	VEL1 34 x 100 LH	VEL2 60 x 97 HH / VNB1 17 x 100 LH
NA03 31 x 97 LH	BGR1 46 x 97 LH	CPT1 39 x 100 LH	PTU1 32 x 91 LH	SBR1 8 x 100 LH	SLG1 28 x 100 LH	TRL1 12 x 100 LH	TRT1 90 x 93 HH / UGI1 54 x 97 AH / VSI1 23 x 100 LH

SOUTH ARCOT MTD | LCE 29.62% | LCR 95.85% | LH

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)

SA01 53 x 95 AH	**CUD1** 62 x 88 HH	**KLM1** 35 x 97 LH	**MKM1** 28 x 100 LH	**POY1** 94 x 99 HH	**POY2** 20 x 100 LH	
SA02 16 x 97 LH	**CDM1** 10 x 93 LH	**KKI2** 51 x 97 AH	**KML1** 3 x 100 LH	**NVL2** 9 x 100 LH	**PRT1** 11 x 100 LH	**STP1** 4 x 100 LH	**ULP1** 18 x 100 LH	**VCM1** 3 x 50 LA
SA03 22 x 97 LH	**SJI1** 4 x 100 LH	**TDM1** 35 x 93 LH	**TRK1** 44 x 98 LH	**TVM1** 23 x 100 LH	**TVM2** 3 x 100 LH	**VPM1** 42 x 95 LH	**VPM2** 7 x 100 LH

Region — SOUTH-01 MTD | LCE 37.75% | LCR 96.64% | LH

KVT1 39 x 96 LH	**KVT1** 33 x 99 LH	**KYR1** 27 x 100 LH	**PKD1** 56 x 95 AH	**RND1** 37 x 99 LH	**SKD1** 24 x 92 LH	**SNL1** 49 x 92 LH	**STU2** 51 x 100 AH	**VKM1** 48 x 93 LH
NGR1 20 x 98 LH	**COL1** 39 x 94 LH	**KGL1** 50 x 100 LH	**KSM1** 3 x 100 LH	**MAR1** 17 x 97 LH	**MMT1** 55 x 98 AH	**NGR1** 10 x 100 LH	**TKY1** 6 x 100 LH
TKS1 28 x 99 LH	**PDI1** 31 x 100 LH	**RPM1** 4 x 90 LH	**SDI1** 10 x 100 LH	**SGT1** 43 x 100 LH	**TKS1** 50 x 99 LH	**TKS2** 55 x 99 AH
TUT1 55 x 95 AH	**ERL1** ∞ x 100 HH	**ERL2** 50 x 95 LH	**TCN1** 42 x 95 LH	**TUT1** 47 x 99 LH	**TUT2** 55 x 96 AH	**TYI1** 62 x 97 HH	**UDN1** 125 x 86 HH
TVL1 34 x 96 LH	**ARM1** 54 x 97 AH	**ASM1** 37 x 94 LH	**TVL1** 25 x 100 LH	**TVL2** 65 x 100 HH	**VLY1** 33 x 91 LH
VNR1 49 x 97 LH	**APK1** 44 x 97 LH	**APK2** 26 x 100 LH	**SVK1** 41 x 96 LH	**VNR1** 94 x 95 HH	**VNR2** 48 x 97 LH

Region — SOUTH-03 MTD | LCE 16.63% | LCR 94.84% | LH

DGL1 8 x 96 LH	**DGL1** 3 x 100 LH	**DGL2** 0 x NaN LL	**MDU1** 4 x 100 LH	**MDU5** 7 x 86 LH	**MPA1** 6 x 100 LH	**NTM1** 5 x 100 LH	**PNI1** 64 x 94 HH
KKD2 15 x 97 LH	**ATG1** 8 x 100 LH	**DKI1** 26 x 95 LH	**KKD2** 12 x 100 LH	**MNM1** 2 x 100 LH	**PNV1** 12 x 100 LH	**PVI1** 32 x 97 LH	**SGP1** 2 x 100 LH	**TDI1** 5 x 100 LH	**TPT1** 1 x 100 LH
KRR1 6 x 100 LH	**KRR1** 12 x 100 LH				**ODM1** 1 x 100 LH			
MDU2 19 x 92 LH	**ADP1** 12 x 92 LH	**BNR1** 49 x 97 LH	**CBM1** 14 x 100 LH	**CMR1** 43 x 95 LH	**MDU2** 7 x 100 LH	**MDU3** 1 x 100 LH	**MDU4** 21 x 71 LH	**MDU6** 37 x 90 LH	**TEN1** 10 x 100 LH	**TEN2** 5 x 75 LH
SVG1 29 x 95 LH	**BTU1** 36 x 89 LH	**KPT1** 5 x 100 LH	**KYK1** 2 x 100 LH	**MLR1** 5 x 100 LH	**NKI1** 24 x 100 LH	**PKM1** 85 x 89 HH	**SVG1** 9 x 100 LH	**TMM1** 69 x 96 HH	**USL1** 36 x 100 LH

Region — TIRUPATI-01 MTD | LCE 76.19% | LCR 97.61% | HH

ATP1 123 x 98 HH	**ADI1** 63 x 95 HH	**ATP1** 68 x 94 HH	**DHN1** 137 x 99 HH	**GTL1** 307 x 100 HH	**KNL1** 132 x 100 HH	**KNL2** 97 x 100 HH	**NDL1** 48 x 91 LH	**TPI1** 262 x 98 HH
KDA1 35 x 98 LH	**BVL1** 10 x 100 LH	**KDA1** 39 x 100 LH	**KOU1** 31 x 93 LH	**MPL1** 52 x 100 AH	**PDT1** 32 x 100 LH	**PIL1** 17 x 100 LH	**RCY1** 14 x 100 LH	**RJP1** 56 x 97 AH
TPY1 70 x 97 HH	**CTO1** 37 x 97 LH	**KHT1** 85 x 100 HH	**KVL1** 0 x NaN LL	**NLR1** 57 x 97 AH	**NYP1** 160 x 97 HH	**PGR1** 78 x 100 HH	**PMR1** 101 x 100 HH	**PUT1** 46 x 100 LH	**SPE1** 74 x 94 HH	**TPY1** 87 x 94 HH	**TPY2** 37 x 95 LH	**VKI1** 149 x 94 HH

Region — TRICHY-01 MTD | LCE 31.59% | LCR 97.32% | LH

KUM1 35 x 98 LH	**JKM1** 9 x 90 LH	**KUM1** 71 x 97 HH	**MVM1** 55 x 99 AH	**NCK1** 40 x 100 LH	**TVR1** 13 x 100 LH	**TVR2** 0 x NaN LL
PTK1 26 x 97 LH	**APM1** 51 x 97 AH	**MDI1** 14 x 95 LH	**NGT1** 24 x 97 LH	**NMM1** 78 x 97 HH	**PTK1** 6 x 100 LH	**TTP1** 7 x 100 LH
TNJ1 52 x 97 AH	**AYR1** 27 x 90 LH	**KIK1** 15 x 100 LH	**KRN1** 69 x 94 HH	**ORU1** 52 x 94 AH	**PDK1** 121 x 96 HH	**TNJ1** 42 x 100 LH	**TNJ2** 59 x 98 AH

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)

| TRY1 16 x 98 LH | MSI1 3 x 100 LH | PBR1 18 x 100 LH | PBR2 27 x 96 LH | TRY1 18 x 99 LH | TRY2 41 x 100 LH | TRY3 6 x 100 LH | TYR1 2 x 100 LH |

Region — VIJAYAWADA-01 MTD | LCE 86.37% | LCR 96.46% | HH

| BVR1 109 x 99 HH | AMP1 67 x 100 HH | BVR1 90 x 93 HH | DPE1 122 x 100 HH | ELU1 135 x 98 HH | JGG1 98 x 100 HH | KND1 136 x 100 HH | PAP1 105 x 100 HH | PPM1 208 x 100 HH | RMV1 214 x 100 HH | TDD1 54 x 95 AH | TNK1 39 x 100 LH |

| GNT1 73 x 94 HH | BPP1 36 x 70 LH | CKT1 135 x 95 HH | CRL1 101 x 98 HH | GNT1 20 x 100 LH | GNT2 76 x 100 HH | KDR1 59 x 96 AH | NRT1 12 x 100 LH | OGL1 251 x 97 HH | PNR1 58 x 62 AH | PRL1 11 x 100 LH | RAL1 47 x 100 LH | VKN1 5 x 50 LA |

| VJW1 81 x 96 HH | GDV1 64 x 100 HH | GVM1 95 x 89 HH | JPT1 103 x 94 HH | MTM1 46 x 100 LH | TEL1 71 x 94 HH | TVU1 92 x 100 HH | VJW1 79 x 100 HH | VJW2 22 x 100 LH | VJW3 102 x 100 HH | VJW4 56 x 80 AH | VJW5 103 x 100 HH | VUY1 129 x 97 HH |

Region — WEST-01 MTD | LCE 30.77% | LCR 97.30% | LH

| CBE1 24 x 98 LH | CBE1 72 x 98 HH | CBE2 8 x 100 LH | CBE3 18 x 100 LH | CBE4 4 x 100 LH | CBE5 0 x NaN LL | CBE6 46 x 98 LH | KMR1 37 x 97 LH | SNR1 15 x 100 LH | SUL1 34 x 100 LH |

| PLI1 22 x 97 LH | DPM2 11 x 100 LH | KGM1 26 x 93 LH | PDM1 35 x 93 LH | PLI1 25 x 100 LH | UMP1 18 x 100 LH |

| TPR1 54 x 98 AH | TPR1 61 x 96 HH | TPR2 0 x NaN LL | TPR3 102 x 99 HH |

| TPR4 64 x 96 HH | ANR1 3 x 100 LH | AVI1 65 x 100 HH | GBM1 88 x 95 HH | PPI1 64 x 92 HH | SYM2 32 x 100 LH | TPR4 110 x 98 HH |

| UAM1 12 x 96 LH | CNR1 3 x 100 LH | GDR1 6 x 100 LH | KGI1 2 x 100 LH | KMD1 0 x NaN LL | MPM1 52 x 97 AH | UAM1 7 x 86 LH |

Region — WEST-02 MTD | LCE 34.67% | LCR 96.90% | LH

| ERD1 46 x 97 LH | CMI1 51 x 95 AH | ERD1 65 x 98 HH | ERD2 15 x 100 LH | KMM1 19 x 100 LH | NKL2 41 x 95 LH | PDR1 67 x 96 HH | RSP1 53 x 100 AH | SGG1 71 x 100 HH | TCG1 41 x 95 HH | VKL1 68 x 94 HH |

| HSR1 20 x 95 LH | HSR1 23 x 96 LH | HSR2 41 x 91 LH | KRI1 20 x 100 LH | KVP1 0 x NaN LL | PLC1 0 x NaN LL | PMP1 14 x 100 LH | SGI1 15 x 100 LH |

| MTR1 25 x 98 LH | BMD1 6 x 100 LH | DPR1 11 x 100 LH | DPR2 70 x 100 HH | HRR1 53 x 100 AH | MCR1 18 x 94 LH | MTR1 1 x 100 LH | OML1 23 x 92 LH | TRM1 27 x 100 LH |

| SLM1 44 x 97 LH | APN1 106 x 93 HH | ATU1 59 x 99 AH | EDP1 2 x 100 LH | EPI1 5 x 100 LH | SLM1 61 x 99 HH | SLM2 44 x 100 LH | SLM3 7 x 75 LH | VPD1 33 x 97 LH |