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

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
From Date: 01-Oct-2025 To Date : 10-Oct-2025						
CHENNAI-01	3,859	433	301	11.22%	69.52%	LH
CHENNAI-02	3,474	495	329	14.25%	66.46%	LH
KL-SOUTH	293	17	11	5.81%	64.71%	LH
NORTH ARCOT	2,771	412	277	14.87%	67.23%	LH
SOUTH ARCOT	2,571	256	168	9.96%	65.63%	LH
SOUTH-01	5,828	1,226	915	21.04%	74.63%	LH
SOUTH-03	4,523	467	384	10.32%	82.23%	LH
TIRUPATI-01	3,012	595	450	19.76%	75.63%	LH
TRICHY-01	4,133	574	509	13.89%	88.68%	LH
VIJAYAWADA-01	3,555	859	759	24.16%	88.36%	LH
WEST-01	2,995	758	663	25.31%	87.47%	LH
WEST-02	3,692	552	405	14.95%	73.37%	LH
Total	40,707	6,644	5,171	16.32%	77.83%	LH

CHENNAI-01 MTD | LCE 11.22% | LCR 69.52% | LH

Region

CH03 8 x 63 LH	CGL1 11 x 90 LH	CH45 3 x 40 LA	GUD1 13 x 69 LH	GUD2 1 x 100 LH	MC10 2 x 0 LL	MRM1 18 x 50 LA	SKL1 3 x 100 LH	TKM1 8 x 71 LH
CH05 13 x 75 LH	AVD1 13 x 100 LH	CH05 18 x 65 LH	CH14 10 x 69 LH	CH26 12 x 100 LH	CH30 5 x 83 LH	CH35 7 x 57 LH	CH37 27 x 80 LH	
CH06 9 x 79 LH	CH08 15 x 62 LH	CH11 9 x 91 LH	CH16 4 x 73 LH	CH19 11 x 89 LH	CH29 5 x 100 LH	CH39 23 x 85 LH	CH40 2 x 100 LH	CH42 4 x 100 LH
CH08 16 x 61 LH	CH07 3 x 83 LH	CH22 17 x 21 LL	CH28 40 x 77 LH	CH38 8 x 11 LL	CH48 10 x 31 LA	KNR1 16 x 91 LH	MC02 0 x NaN LL	MC09 8 x 100 LH

CHENNAI-02 MTD | LCE 14.25% | LCR 66.46% | LH

Region

CH01 12 x 75 LH	CH03 5 x 79 LH	CH06 6 x 57 LH	CH12 22 x 65 LH	CH23 23 x 100 LH	CH24 14 x 81 LH	MC06 0 x NaN LL	
CH04 16 x 60 LH	CH21 23 x 49 LA	CH34 14 x 59 LH	CH44 13 x 42 LA	GPD1 38 x 88 LH	MC05 2 x 100 LH	MJR1 15 x 52 LH	PON1 16 x 57 LH	UKI1 2 x 100 LH
CH07 17 x 62 LH	CH01 90 x 100 HH	CH15 26 x 48 LA	CH17 21 x 100 LH	CH18 13 x 75 LH	CH27 8 x 100 LH	CH32 26 x 100 LH	CH36 0 x NaN LL	CH43 8 x 44 LA
CH09 12 x 77 LH	CH09 5 x 100 LH	CH20 15 x 62 LH	CH31 3 x 100 LH	CH33 9 x 100 LH	CH41 21 x 62 LH	CH46 13 x 100 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 5.81% | LCR 64.71% | LH

Region

TVP1 6 x 65 LH	KLR1 0 x NaN LL	NYK1 NaN x NaN LL	PAS1 10 x 29 LL	PNL1 NaN x NaN LL	TVP1 7 x 90 LH

NORTH ARCOT MTD | LCE 14.87% | LCR 67.23% | LH

Region

NA01 26 x 69 LH	AKM1 108 x 97 HH	ANI1 3 x 100 LH	ARC2 1 x 100 LH	CYR1 5 x 100 LH	KPM1 10 x 90 LH	KPM2 42 x 50 LA	WJD1 13 x 63 LH	WJP1 12 x 42 LA
NA02 9 x 52 LH	ABR1 8 x 67 LH	CGM1 0 x NaN LL	GDM1 18 x 38 LA	PLR1 5 x 100 LH	TRR1 7 x 75 LH	VEL1 15 x 58 LH	VEL2 14 x 36 LA	VEL3 NaN x NaN LL	VNB1 3 x 50 LA
NA03 8 x 81 LH	BGR1 11 x 100 LH	CPT1 3 x 100 LH	PTU1 8 x 67 LH	SBR1 0 x NaN LL	SLG1 13 x 100 LH	TRL1 8 x 100 LH	TRT1 9 x 83 LH	UGI1 18 x 71 LH	VSI1 13 x 50 LA

SOUTH ARCOT MTD | LCE 9.96% | LCR 65.63% | LH

Region

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Branch								
SA01 13 x 56 LH	CUD1 21 x 42 LA	KLM1 12 x 64 LH	MKM1 2 x 100 LH	POY1 9 x 72 LH	POY2 10 x 78 LH			
SA02 11 x 83 LH	CDM1 33 x 84 LH	KKI2 15 x 62 LH	KML1 2 x 100 LH	NVL2 8 x 83 LH	PRT1 11 x 100 LH	STP1 5 x 100 LH	ULP1 1 x 100 LH	VCM1 14 x 100 LH
SA03 6 x 54 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 8 x 56 LH	TRK1 16 x 37 LA	TVM1 4 x 100 LH	TVM2 0 x NaN LL	VPM1 21 x 89 LH	VPM2 1 x 100 LH

Region SOUTH-01 MTD | LCE 21.04% | LCR 74.63% | LH

Branch								
KVT1 20 x 80 LH	KVT1 9 x 67 LH	KYR1 5 x 60 LH	PKD1 61 x 97 HH	RND1 34 x 76 LH	SKD1 11 x 60 LH	SNL1 10 x 58 LH	STU2 24 x 93 LH	VKM1 13 x 73 LH
NGR1 12 x 64 LH	COL1 6 x 50 LA	KGL1 16 x 83 LH	KSM1 7 x 50 LA	MAR1 18 x 93 LH	MMT1 7 x 50 LA	NGR1 15 x 53 LH	TKY1 4 x 29 LL	
TKS1 24 x 86 LH	PDI1 10 x 78 LH	RPM1 17 x 88 LH	SDI1 16 x 58 LH	SGT1 10 x 57 LH	TKS1 16 x 71 LH	TKS2 52 x 95 AH		
TUT1 20 x 67 LH	ERL1 ∞ x 100 HH	ERL2 28 x 58 LH	TCN1 13 x 56 LH	TUT1 17 x 72 LH	TUT2 15 x 60 LH	TYI1 20 x 76 LH	UDN1 50 x 69 AH	
TVL1 32 x 85 LH	ARM1 10 x 75 LH	ASM1 27 x 92 LH	TVL1 42 x 90 LH	TVL2 36 x 100 LH	VLY1 14 x 21 LL			
VNR1 19 x 52 LH	APK1 24 x 72 LH	APK2 26 x 55 LH	SVK1 10 x 56 LH	VNR1 36 x 41 LA	VNR2 15 x 44 LA			

Region SOUTH-03 MTD | LCE 10.32% | LCR 82.23% | LH

Branch										
DGL1 6 x 92 LH	DGL1 3 x 100 LH	DGL2 5 x 100 LH	MDU1 7 x 96 LH	MDU5 12 x 100 LH	MPA1 4 x 100 LH	NTM1 8 x 67 LH	PNI1 13 x 70 LH			
KKD2 1 x 79 LH	ATG1 1 x 100 LH	DKI1 2 x 50 LA	KKD2 11 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 5 x 83 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 1 x 0 LL
KRR1 5 x 100 LH	KRR1 6 x 100 LH				ODM1 2 x 100 LH					
MDU2 21 x 87 LH	ADP1 0 x NaN LL	BNR1 10 x 82 LH	CBM1 5 x 33 LA	CMR1 19 x 85 LH	MDU2 10 x 86 LH	MDU3 2 x 100 LH	MDU4 8 x 44 LA	MDU6 190 x 91 HH	TEN1 6 x 100 LH	TEN2 4 x 75 LH
SVG1 13 x 64 LH	BTU1 28 x 65 LH	KPT1 5 x 67 LH	KYK1 1 x 100 LH	MLR1 1 x 100 LH	NKI1 5 x 100 LH	PKM1 48 x 76 LH	SVG1 3 x 100 LH	TMM1 17 x 55 LH	USL1 19 x 39 LA	

Region TIRUPATI-01 MTD | LCE 19.76% | LCR 75.63% | LH

Branch											
ATP1 25 x 88 LH	ADI1 23 x 52 LH	ATP1 10 x 89 LH	DHN1 8 x 100 LH	GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 63 x 98 HH	KNL2 14 x 87 LH	NDL1 16 x 72 LH	TPI1 85 x 96 HH		
KDA1 4 x 61 LH	BVL1 3 x 100 LH	KDA1 6 x 100 LH	KOU1 2 x 100 LH	MPL1 2 x 0 LL	PDT1 1 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 13 x 36 LA			
TPY1 26 x 69 LH	CTO1 1 x 100 LH	KHT1 34 x 79 LH	KVL1 15 x 33 LA	NLR1 20 x 81 LH	NYP1 20 x 74 LH	PGR1 25 x 90 LH	PMR1 34 x 100 LH	PUT1 11 x 56 LH	SPE1 27 x 83 LH	TPY1 47 x 47 LH	TPY2 34 x 55 LA
											VKI1 45 x 97 LH

Region TRICHY-01 MTD | LCE 13.89% | LCR 88.68% | LH

Branch							
KUM1 8 x 87 LH	KIK1 12 x 92 LH	KUM1 9 x 95 LH	NCK1 33 x 77 LH	NGT1 5 x 75 LH	TTP1 7 x 78 LH	TVR1 6 x 100 LH	TVR2 2 x 100 LH
PBR1 9 x 81 LH	AYR1 23 x 100 LH	JKM1 1 x 100 LH	MSI1 5 x 80 LH	MVM1 15 x 82 LH	PBR1 7 x 80 LH	PBR2 10 x 55 LH	TYR1 3 x 100 LH
TNJ1 20 x 87 LH	APM1 27 x 65 LH	MDI1 45 x 95 LH	NMM1 27 x 93 LH	ORU1 8 x 62 LH	PTK1 5 x 88 LH	TNJ1 13 x 81 LH	TNJ2 23 x 88 LH

Follow-Up Lead Capturing Effectiveness as on 10/10/2025 10:00:05 AM

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TRY1 18 x 96 LH	KRN1 12 x 82 LH	PDK1 96 x 99 HH	TRY1 6 x 100 LH	TRY2 35 x 88 LH	TRY3 2 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 24.16% | LCR 88.36% | LH

BVR1 35 x 95 LH	AMP1 26 x 92 LH	BVR1 82 x 97 HH	DPE1 0 x NaN LL	ELU1 49 x 96 LH	JGG1 21 x 91 LH	KND1 24 x 95 LH	NPR1 0 x NaN LL	PAP1 56 x 86 AH	PPM1 107 x 99 HH	RMV1 17 x 100 LH	TDD1 13 x 75 LH	TNI1 2 x 100 LH	TNK1 2 x 100 LH
GNT1 19 x 88 LH	BPP1 0 x NaN LL	CKT1 83 x 95 HH	CRL1 15 x 90 LH	GNT1 2 x 100 LH	GNT2 5 x 100 LH	KDR1 3 x 100 LH	NRT1 1 x 100 LH	OGL1 80 x 93 HH	PNR1 36 x 47 LA	PRL1 3 x 50 LA	RAL1 9 x 70 LH	VKN1 0 x NaN LL	
VJW1 16 x 71 LH	GDV1 0 x NaN LL	GVM1 20 x 56 LH	JPT1 26 x 26 LL	MTM1 14 x 36 LA	TEL1 19 x 74 LH	TVU1 46 x 97 LH	VJW1 8 x 100 LH	VJW2 0 x NaN LL	VJW3 10 x 80 LH	VJW4 40 x 85 LH	VJW5 16 x 67 LH	VUY1 4 x 100 LH	

Region — WEST-01 MTD | LCE 25.31% | LCR 87.47% | LH

CBE1 20 x 93 LH	CBE1 20 x 94 LH	CBE2 8 x 97 LH	CBE3 3 x 100 LH	CBE4 15 x 94 LH	CBE5 7 x 100 LH	CBE6 77 x 99 HH	KMR1 29 x 79 LH	SNR1 14 x 100 LH	SUL1 28 x 100 LH
PLI1 15 x 92 LH	DPM2 2 x 100 LH	KGM1 14 x 91 LH		PDM1 8 x 80 LH		PLI1 32 x 92 LH		UMP1 6 x 100 LH	
TPR1 33 x 87 LH	TPR1 26 x 57 LH			TPR2 14 x 100 LH			TPR3 67 x 100 HH		
TPR4 67 x 83 HH	ANR1 19 x 86 LH	AVI1 108 x 99 HH		GBM1 113 x 72 HH		PPI1 89 x 84 HH	SYM2 11 x 67 LH		TPR4 13 x 62 LH
UAM1 5 x 77 LH	CNR1 15 x 67 LH	GDR1 6 x 100 LH		KGI1 0 x NaN LL		KMD1 2 x 100 LH	MPM1 11 x 71 LH		UAM1 1 x 100 LH

Region — WEST-02 MTD | LCE 14.95% | LCR 73.37% | LH

ERD1 27 x 78 LH	CMI1 14 x 83 LH	ERD1 26 x 78 LH	ERD2 16 x 90 LH	KMM1 15 x 50 LA	NKL2 19 x 78 LH	PDR1 23 x 80 LH	RSP1 20 x 76 LH	SGG1 48 x 41 LA	TCG1 4 x 100 LH	VKL1 131 x 91 HH
HSR1 9 x 64 LH	HSR1 10 x 91 LH	HSR2 16 x 59 LH		KRI1 14 x 100 LH		KVP1 1 x 100 LH	PLC1 3 x 50 LA	PMP1 9 x 27 LL		SGI1 0 x NaN LL
MTR1 9 x 80 LH	BMD1 4 x 100 LH	DPR1 6 x 100 LH	DPR2 17 x 44 LA	HRR1 24 x 100 LH	MCR1 8 x 89 LH	MTR1 2 x 100 LH	OML1 12 x 73 LH		TRM1 6 x 50 LA	
SLM1 12 x 66 LH	APN1 39 x 45 LA	ATU1 11 x 65 LH	EDP1 6 x 100 LH	EPI1 2 x 100 LH	SLM1 16 x 76 LH	SLM2 11 x 81 LH	SLM3 3 x 50 LA	VPD1 12 x 56 LH		