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
High 60+	**AL**-Missed Sales and leads	**AA**-Balanced Funnel	**AH**-High potential, improve lead capturing
	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 : 11-Oct-2025						
CHENNAI-01	4,158	471	327	11.33%	69.43%	LH
CHENNAI-02	3,763	548	365	14.56%	66.61%	LH
KL-SOUTH	319	19	12	5.96%	63.16%	LH
NORTH ARCOT	3,044	465	303	15.27%	65.16%	LH
SOUTH ARCOT	2,792	276	183	9.89%	66.30%	LH
SOUTH-01	6,287	1,347	1,011	21.43%	75.06%	LH
SOUTH-03	5,107	518	288	10.14%	55.60%	LH
TIRUPATI-01	3,196	632	478	19.78%	75.63%	LH
TRICHY-01	4,568	628	556	13.75%	88.54%	LH
VIJAYAWADA-01	3,756	939	827	25.00%	88.07%	LH
WEST-01	3,258	826	726	25.36%	87.89%	LH
WEST-02	4,096	595	432	14.53%	72.61%	LH
Total	44,343	7,264	5,508	16.38%	75.83%	LH

CHENNAI-01 MTD | LCE 11.33% | LCR 69.43% | LH

Region								
CH03 8 x 62 LH	CGL1 10 x 82 LH	CH45 4 x 50 LA	GUD1 12 x 62 LH	GUD2 1 x 100 LH	MC10 2 x 0 LL	MRM1 18 x 53 LH	SKL1 3 x 67 LH	TKM1 8 x 75 LH
CH05 13 x 75 LH	AVD1 14 x 100 LH	CH05 17 x 66 LH	CH14 11 x 69 LH	CH26 10 x 100 LH	CH30 5 x 86 LH	CH35 8 x 67 LH	CH37 24 x 79 LH	
CH06 9 x 77 LH	CH08 15 x 64 LH	CH11 8 x 91 LH	CH16 4 x 73 LH	CH19 10 x 79 LH	CH29 7 x 100 LH	CH39 28 x 81 LH	CH40 2 x 100 LH	CH42 3 x 100 LH
CH08 16 x 62 LH	CH07 4 x 86 LH	CH22 16 x 16 LL	CH28 41 x 76 LH	CH38 11 x 38 LA	CH48 9 x 31 LA	KNR1 15 x 91 LH	MC02 0 x NaN LL	MC09 7 x 100 LH

CHENNAI-02 MTD | LCE 14.56% | LCR 66.61% | LH

Region								
CH01 12 x 77 LH	CH03 5 x 80 LH	CH06 5 x 33 LA	CH12 26 x 71 LH	CH23 21 x 100 LH	CH24 15 x 83 LH	MC06 0 x NaN LL		
CH04 16 x 60 LH	CH21 26 x 54 LH	CH34 14 x 59 LH	CH44 13 x 40 LA	GPD1 36 x 85 LH	MC05 2 x 100 LH	MJR1 14 x 52 LH	PON1 17 x 62 LH	UKI1 2 x 100 LH
CH07 18 x 60 LH	CH01 90 x 100 HH	CH15 25 x 41 LA	CH17 20 x 100 LH	CH18 14 x 79 LH	CH27 7 x 100 LH	CH32 23 x 100 LH	CH36 0 x NaN LL	CH43 14 x 67 LH
CH09 12 x 78 LH	CH09 5 x 100 LH	CH20 16 x 64 LH	CH31 4 x 100 LH	CH33 8 x 100 LH	CH41 21 x 64 LH	CH46 12 x 100 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 5.96% | LCR 63.16% | LH

Region					
TVP1 6 x 63 LH	KLR1 0 x NaN LL	NYK1 NaN x NaN LL	PAS1 9 x 29 LL	PNL1 NaN x NaN LL	TVP1 8 x 83 LH

NORTH ARCOT MTD | LCE 15.27% | LCR 65.16% | LH

Region								
NA01 27 x 65 LH	AKM1 109 x 78 HH	ANI1 2 x 100 LH	ARC2 1 x 100 LH	CYR1 6 x 100 LH	KPM1 9 x 90 LH	KPM2 42 x 52 LH	WJD1 14 x 67 LH	WJP1 11 x 42 LA
NA02 9 x 54 LH	ABR1 8 x 70 LH	CGM1 1 x 100 LH	GDM1 18 x 32 LA	PLR1 4 x 100 LH	TRR1 9 x 83 LH	VEL1 15 x 62 LH	VEL2 13 x 32 LA	VEL3 NaN x NaN LL	VNB1 2 x 50 LA
NA03 9 x 82 LH	BGR1 11 x 100 LH	CPT1 3 x 100 LH	PTU1 7 x 67 LH	SBR1 0 x NaN LL	SLG1 15 x 100 LH	TRL1 8 x 100 LH	TRT1 10 x 75 LH	UGI1 21 x 78 LH	VSI1 13 x 53 LH

SOUTH ARCOT MTD | LCE 9.89% | LCR 66.30% | LH

Follow-Up Lead Capturing Effectiveness as on 10/11/2025 10:00:38 AM

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SOUTH-01

Branch								
SA01 14 x 57 LH	CUD1 23 x 51 LH	KLM1 11 x 40 LA	MKM1 1 x 100 LH	POY1 9 x 74 LH	POY2 10 x 74 LH			
SA02 10 x 83 LH	CDM1 32 x 84 LH	KKI2 15 x 64 LH	KML1 2 x 100 LH	NVL2 7 x 83 LH	PRT1 10 x 100 LH	STP1 4 x 100 LH	ULP1 1 x 100 LH	VCM1 12 x 100 LH
SA03 6 x 57 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 7 x 56 LH	TRK1 17 x 42 LA	TVM1 4 x 100 LH	TVM2 0 x NaN LL	VPM1 21 x 90 LH	VPM2 1 x 100 LH

Region SOUTH-01 MTD | LCE 21.43% | LCR 75.06% | LH

SOUTH-03

Branch								
KVT1 21 x 79 LH	KVT1 8 x 68 LH	KYR1 5 x 60 LH	PKD1 62 x 90 HH	RND1 35 x 78 LH	SKD1 11 x 40 LA	SNL1 13 x 62 LH	STU2 29 x 95 LH	VKM1 13 x 67 LH
NGR1 12 x 63 LH	COL1 14 x 80 LH	KGL1 15 x 83 LH	KSM1 7 x 50 LA	MAR1 17 x 93 LH	MMT1 7 x 57 LH	NGR1 14 x 52 LH	TKY1 4 x 14 LL	
TKS1 24 x 86 LH	PDI1 10 x 70 LH	RPM1 18 x 90 LH	SDI1 17 x 62 LH	SGT1 10 x 57 LH	TKS1 17 x 74 LH	TKS2 49 x 95 LH		
TUT1 20 x 69 LH	ERL1 ∞ x 100 HH	ERL2 27 x 57 LH	TCN1 12 x 56 LH	TUT1 17 x 72 LH	TUT2 15 x 64 LH	TYI1 19 x 77 LH	UDN1 55 x 74 AH	
TVL1 33 x 84 LH	ARM1 14 x 83 LH	ASM1 29 x 93 LH	TVL1 42 x 88 LH	TVL2 35 x 100 LH	VLY1 16 x 30 LA			
VNR1 21 x 56 LH	APK1 27 x 73 LH	APK2 28 x 60 LH	SVK1 10 x 61 LH	VNR1 38 x 45 LA	VNR2 15 x 50 LA			

Region SOUTH-03 MTD | LCE 10.14% | LCR 55.60% | LH

TIRUPATI-01

Branch										
DGL1 6 x 92 LH	DGL1 2 x 100 LH	DGL2 4 x 100 LH	MDU1 7 x 97 LH	MDU5 11 x 100 LH	MPA1 4 x 100 LH	NTM1 8 x 71 LH	PNI1 14 x 73 LH			
KKD2 2 x 82 LH	ATG1 1 x 100 LH	DKI1 1 x 50 LA	KKD2 10 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 6 x 86 LH	SGP1 0 x NaN LL	TDI1 1 x 100 LH	TPT1 2 x 50 LA
KRR1 4 x 100 LH	KRR1 6 x 100 LH			ODM1 1 x 100 LH						
MDU2 19 x 39 LA	ADP1 0 x NaN LL	BNR1 12 x 79 LH	CBM1 4 x 33 LA	CMR1 19 x 86 LH	MDU2 11 x 88 LH	MDU3 3 x 100 LH	MDU4 9 x 50 LA	MDU6 71 x 21 HL	TEN1 5 x 86 LH	TEN2 3 x 75 LH
SVG1 13 x 65 LH	BTU1 25 x 65 LH	KPT1 4 x 67 LH	KYK1 1 x 100 LH	MLR1 1 x 100 LH	NKI1 5 x 83 LH	PKM1 44 x 70 LH	SVG1 5 x 100 LH	TMM1 19 x 63 LH	USL1 18 x 40 LA	

Region TIRUPATI-01 MTD | LCE 19.78% | LCR 75.63% | LH

TRICHY-01

Branch												
ATP1 26 x 89 LH	ADI1 22 x 54 LH	ATP1 10 x 90 LH	DHN1 9 x 100 LH	GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 64 x 98 HH	KNL2 14 x 87 LH	NDL1 16 x 74 LH	TPI1 88 x 96 HH			
KDA1 3 x 62 LH	BVL1 2 x 100 LH	KDA1 6 x 100 LH	KOU1 2 x 100 LH	MPL1 3 x 33 LA	PDT1 1 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 12 x 36 LA				
TPY1 26 x 69 LH	CTO1 1 x 100 LH	KHT1 34 x 80 LH	KVL1 14 x 33 LA	NLR1 20 x 83 LH	NYP1 20 x 71 LH	PGR1 23 x 90 LH	PMR1 37 x 98 LH	PUT1 14 x 67 LH	SPE1 26 x 84 LH	TPY1 44 x 44 LH	TPY2 33 x 51 LH	VKI1 46 x 97 LH

Region TRICHY-01 MTD | LCE 13.75% | LCR 88.54% | LH

KUM1 8 x 86 LH	KIK1 12 x 93 LH	KUM1 9 x 91 LH	NCK1 37 x 81 LH	NGT1 5 x 75 LH	TTP1 6 x 67 LH	TVR1 5 x 100 LH	TVR2 2 x 100 LH
PBR1 9 x 81 LH	AYR1 22 x 100 LH	JKM1 1 x 100 LH	MSI1 5 x 83 LH	MVM1 15 x 81 LH	PBR1 6 x 80 LH	PBR2 9 x 55 LH	TYR1 3 x 100 LH
TNJ1 20 x 87 LH	APM1 32 x 73 LH	MDI1 40 x 94 LH	NMM1 26 x 90 LH	ORU1 8 x 67 LH	PTK1 6 x 90 LH	TNJ1 12 x 81 LH	TNJ2 24 x 88 LH

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| TRY1 18 x 96 LH | KRN1 11 x 82 LH | PDK1 100 x 98 HH | TRY1 6 x 100 LH | TRY2 32 x 88 LH | TRY3 3 x 100 LH |

Region — VIJAYAWADA-01 MTD | LCE 25.00% | LCR 88.07% | LH

BVR1 36 x 95 LH	AMP1 25 x 83 LH	BVR1 82 x 97 HH	DPE1 0 x NaN LL	ELU1 51 x 96 AH	JGG1 20 x 91 LH	KND1 27 x 96 LH	NPR1 0 x NaN LL	PAP1 56 x 83 AH	PPM1 110 x 99 HH	RMV1 23 x 100 LH	TDD1 15 x 79 LH	TNI1 1 x 100 LH	TNK1 2 x 100 LH
GNT1 21 x 88 LH	BPP1 0 x NaN LL	CKT1 84 x 96 HH	CRL1 16 x 91 LH	GNT1 3 x 100 LH	GNT2 4 x 100 LH	KDR1 4 x 100 LH	NRT1 1 x 100 LH	OGL1 89 x 91 HH	PNR1 36 x 40 LA	PRL1 3 x 50 LA	RAL1 8 x 70 LH	VKN1 0 x NaN LL
VJW1 16 x 71 LH	GDV1 0 x NaN LL	GVM1 19 x 56 LH	JPT1 26 x 25 LL	MTM1 14 x 40 LA	TEL1 17 x 68 LH	TVU1 46 x 95 LH	VJW1 8 x 100 LH	VJW2 0 x NaN LL	VJW3 13 x 87 LH	VJW4 40 x 83 LH	VJW5 16 x 67 LH	VUY1 3 x 100 LH

Region — WEST-01 MTD | LCE 25.36% | LCR 87.89% | LH

CBE1 20 x 93 LH	CBE1 18 x 83 LH	CBE2 8 x 97 LH	CBE3 3 x 100 LH	CBE4 15 x 95 LH	CBE5 7 x 100 LH	CBE6 73 x 99 HH	KMR1 29 x 80 LH	SNR1 13 x 100 LH	SUL1 29 x 100 LH
PLI1 14 x 92 LH	DPM2 2 x 100 LH	KGM1 14 x 92 LH	PDM1 8 x 83 LH	PLI1 31 x 92 LH	UMP1 5 x 100 LH
TPR1 34 x 88 LH	TPR1 26 x 59 LH	TPR2 13 x 100 LH	TPR3 74 x 100 HH
TPR4 68 x 84 HH	ANR1 20 x 88 LH	AVI1 105 x 99 HH	GBM1 117 x 72 HH	PPI1 87 x 86 HH	SYM2 11 x 73 LH	TPR4 22 x 80 LH
UAM1 6 x 80 LH	CNR1 16 x 70 LH	GDR1 5 x 100 LH	KGI1 0 x NaN LL	KMD1 2 x 100 LH	MPM1 11 x 75 LH	UAM1 2 x 100 LH

Region — WEST-02 MTD | LCE 14.53% | LCR 72.61% | LH

ERD1 27 x 76 LH	CMI1 8 x 50 LA	ERD1 27 x 79 LH	ERD2 16 x 91 LH	KMM1 14 x 40 LA	NKL2 21 x 79 LH	PDR1 25 x 82 LH	RSP1 18 x 47 LA	SGG1 45 x 41 LA	TCG1 4 x 100 LH	VKL1 129 x 92 HH
HSR1 9 x 63 LH	HSR1 12 x 92 LH	HSR2 15 x 56 LH	KRI1 15 x 100 LH	KVP1 1 x 100 LH	PLC1 4 x 67 LH	PMP1 8 x 18 LL	SGI1 0 x NaN LL
MTR1 8 x 79 LH	BMD1 6 x 100 LH	DPR1 6 x 100 LH	DPR2 18 x 50 LA	HRR1 23 x 100 LH	MCR1 9 x 80 LH	MTR1 2 x 100 LH	OML1 10 x 71 LH	TRM1 4 x 50 LA
SLM1 11 x 66 LH	APN1 42 x 49 LA	ATU1 10 x 65 LH	EDP1 6 x 100 LH	EPI1 2 x 100 LH	SLM1 15 x 76 LH	SLM2 11 x 82 LH	SLM3 3 x 50 LA	VPD1 12 x 61 LH