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-Nov-2025 To Date : 12-Nov-2025						
CHENNAI-01	4,359	418	249	9.59%	59.57%	LH
CHENNAI-02	3,977	567	355	14.26%	62.61%	LH
KL-SOUTH	433	24	16	5.55%	66.67%	LH
NORTH ARCOT	3,147	375	212	11.92%	56.53%	LH
SOUTH ARCOT	2,949	234	109	7.93%	46.58%	LA
SOUTH-01	6,065	838	565	13.82%	67.42%	LH
SOUTH-03	4,554	324	202	7.11%	62.35%	LH
TIRUPATI-01	1,887	636	542	33.70%	85.22%	LH
TRICHY-01	4,364	338	234	7.74%	69.23%	LH
VIJAYAWADA-01	1,913	976	870	51.02%	89.14%	AH
WEST-01	3,352	468	358	13.96%	76.50%	LH
WEST-02	3,719	487	346	13.09%	71.05%	LH
Total	40,720	5,685	4,058	13.96%	71.38%	LH

CHENNAI-01 MTD | LCE 9.59% | LCR 59.57% | LH

Region

CH03 10 x 61 LH	CGL1 23 x 68 LH	CH45 3 x 50 LA	GUD1 13 x 63 LH	GUD2 2 x 67 LH	MC10 6 x 33 LA	MRM1 9 x 54 LH	SKL1 1 x 100 LH	TKM1 27 x 57 LH
CH05 11 x 49 LA	AVD1 9 x 50 LA	CH05 7 x 50 LA	CH14 9 x 48 LA	CH26 6 x 100 LH	CH30 16 x 68 LH	CH35 16 x 42 LA	CH37 19 x 26 LL	
CH06 9 x 74 LH	CH08 18 x 54 LH	CH11 5 x 100 LH	CH16 7 x 90 LH	CH19 12 x 96 LH	CH29 2 x 100 LH	CH39 13 x 53 LH	CH40 2 x 100 LH	CH42 6 x 93 LH
CH08 8 x 48 LA	CH07 4 x 100 LH	CH22 17 x 52 LH	CH28 7 x 31 LA	CH38 7 x 50 LA	CH48 11 x 32 LA	KNR1 4 x 50 LA	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 14.26% | LCR 62.61% | LH

Region

CH01 12 x 80 LH	CH03 13 x 73 LH	CH06 4 x 100 LH	CH12 21 x 77 LH	CH23 12 x 90 LH	CH24 10 x 94 LH	MC06 2 x 100 LH	
CH04 17 x 55 LH	CH21 33 x 45 LA	CH34 19 x 49 LA	CH44 21 x 65 LH	GPD1 24 x 70 LH	MC05 2 x 100 LH	MJR1 10 x 40 LA	PON1 17 x 71 LH	UKI1 1 x 100 LH
CH07 16 x 54 LH	CH01 174 x 100 HH	CH15 26 x 37 LA	CH17 3 x 100 LH	CH18 19 x 62 LH	CH27 5 x 100 LH	CH32 6 x 100 LH	CH36 3 x 100 LH	CH43 11 x 61 LH
CH09 10 x 74 LH	CH09 8 x 80 LH	CH20 14 x 76 LH	CH31 8 x 100 LH	CH33 4 x 88 LH	CH41 18 x 60 LH	CH46 10 x 78 LH	

KL-SOUTH MTD | LCE 5.55% | LCR 66.67% | LH

Region

TVP1 6 x 67 LH	KLR1 0 x NaN LL	PAS1 15 x 69 LH	TVP1 6 x 64 LH

NORTH ARCOT MTD | LCE 11.92% | LCR 56.53% | LH

Region

NA01 17 x 40 LA	AKM1 13 x 42 LA	ANI1 6 x 50 LA	ARC2 2 x 100 LH	CYR1 7 x 100 LH	KPM1 11 x 33 LA	KPM2 39 x 31 LA	WJD1 10 x 72 LH	WJP1 6 x 43 LA
NA02 13 x 75 LH	ABR1 3 x 100 LH	CGM1 1 x 100 LH	GDM1 5 x 80 LH	PLR1 4 x 100 LH	TRR1 2 x 75 LH	VEL1 32 x 61 LH	VEL2 41 x 80 LH	VNB1 1 x 100 LH
NA03 5 x 78 LH	BGR1 11 x 88 LH	CPT1 0 x NaN LL	PTU1 2 x 0 LL	SBR1 1 x 100 LH	SLG1 9 x 100 LH	TRL1 1 x 100 LH	TRT1 3 x 67 LH	UGI1 7 x 67 LH	VSI1 13 x 67 LH

SOUTH ARCOT MTD | LCE 7.93% | LCR 46.58% | LA

Region

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Region							
SA01 16 x 40 LA	CUD1 37 x 33 LA	KLM1 11 x 67 LH	MKM1 4 x 67 LH	POY1 4 x 100 LH	POY2 3 x 0 LL		
SA02 5 x 62 LH	CDM1 2 x 100 LH	KKI2 18 x 58 LH	KML1 0 x NaN LL	NVL2 4 x 67 LH	PRT1 4 x 60 LH	STP1 0 x NaN LL	ULP1 1 x 50 LA	VCM1 1 x 100 LH
SA03 4 x 53 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 10 x 29 LL	TRK1 9 x 67 LH	TVM1 1 x 100 LH	TVM2 0 x NaN LL	VPM1 4 x 100 LH	VPM2 0 x NaN LL

SOUTH-01 MTD | LCE 13.82% | LCR 67.42% | LH

Region							
KVT1 12 x 59 LH	KVT1 5 x 72 LH	KYR1 3 x 75 LH	PKD1 17 x 67 LH	RND1 20 x 50 LA	RND2 NaN x NaN LL	SKD1 30 x 55 LH	SNL1 9 x 73 LH	STU2 15 x 73 LH	VKM1 15 x 36 LA
NGR1 15 x 73 LH	COL1 13 x 100 LH	KGL1 20 x 64 LH	KSM1 19 x 89 LH	MAR1 17 x 82 LH	MMT1 7 x 14 LL	NGR1 17 x 72 LH	TKY1 4 x 100 LH	
TKS1 11 x 73 LH	PDI1 2 x 33 LA	RPM1 8 x 43 LA	SDI1 3 x 50 LA	SGT1 13 x 40 LA	TKS1 7 x 77 LH	TKS2 25 x 91 LH		
TUT1 18 x 61 LH	ERL1 NaN x NaN LL	ERL2 13 x 90 LH	TCN1 11 x 67 LH	TUT1 17 x 53 LH	TUT2 16 x 59 LH	TYI1 18 x 68 LH	UDN1 45 x 64 LH	
TVL1 14 x 84 LH	ARM1 12 x 100 LH	ASM1 20 x 71 LH	TVL1 15 x 87 LH	TVL2 18 x 75 LH	VLY1 11 x 81 LH		
VNR1 13 x 61 LH	APK1 12 x 29 LL	APK2 34 x 80 LH	SVK1 8 x 62 LH	VNR1 17 x 61 LH	VNR2 6 x 42 LA		

SOUTH-03 MTD | LCE 7.11% | LCR 62.35% | LH

Region								
DGL1 5 x 80 LH	DGL1 1 x 100 LH	DGL2 0 x NaN LL	MDU1 5 x 100 LH	MDU5 16 x 84 LH	MPA1 3 x 100 LH	NTM1 0 x NaN LL	PNI1 16 x 33 LA	
KKD2 5 x 85 LH	ATG1 2 x 100 LH	DKI1 4 x 80 LH	KKD2 ∞ x 100 HH	KKD3 4 x 44 LA	MNM1 3 x 100 LH	PNV1 NaN x NaN LL	PNV2 0 x NaN LL	PVI1 11 x 100 LH	SGP1 0 x NaN LL	TDI1 3 x 100 LH	TPT1 13 x 89 LH
KRR1 4 x 100 LH	KRR1 5 x 100 LH				ODM1 3 x 100 LH			
MDU2 7 x 68 LH	ADP1 23 x 67 LH	BNR1 7 x 100 LH	CBM1 5 x 50 LA	CMR1 13 x 100 LH	MDU2 5 x 83 LH	MDU3 0 x NaN LL	MDU4 6 x 57 LH	MDU6 11 x 55 LH	TEN1 2 x 100 LH	TEN2 3 x 67 LH
SVG1 12 x 35 LA	BTU1 7 x 50 LA	KPT1 1 x 0 LL	KYK1 1 x 100 LH	MLR1 3 x 100 LH	NKI1 9 x 43 LA	PKM1 32 x 34 LA	SVG1 5 x 80 LH	TMM1 25 x 31 LA	USL1 10 x 10 LL

TIRUPATI-01 MTD | LCE 33.70% | LCR 85.22% | LH

Region								
ATP1 63 x 91 HH	ADI1 27 x 76 LH	ATP1 22 x 90 LH	DHN1 92 x 98 HH	GTL1 231 x 98 HH	KAR1 NaN x NaN LL	KNL1 36 x 95 LH	KNL2 55 x 98 AH	NDL1 36 x 47 LA	TPI1 149 x 94 HH
KDA1 16 x 82 LH	BVL1 0 x NaN LL	KDA1 10 x 100 LH	KOU1 11 x 83 LH	MPL1 28 x 82 LH	PDT1 43 x 83 LH	PIL1 7 x 100 LH	RCY1 7 x 67 LH	RJP1 16 x 67 LH	
TPY1 24 x 76 LH	CTO1 6 x 62 LH	KHT1 21 x 83 LH	KVL1 20 x 46 LA	NLR1 40 x 86 LH	NYP1 11 x 86 LH	PGR1 79 x 84 HH	PMR1 22 x 93 LH	PUT1 16 x 70 LH	SPE1 12 x 78 LH	TPY1 39 x 58 LH	TPY2 17 x 62 LH	VKI1 46 x 95 LH

TRICHY-01 MTD | LCE 7.74% | LCR 69.23% | LH

Region							
KUM1 7 x 50 LA	KIK1 4 x 100 LH	KUM1 15 x 34 LA	NCK1 17 x 79 LH	NGT1 14 x 39 LA	TTP1 2 x 100 LH	TVR1 1 x 100 LH	TVR2 0 x NaN LL
PBR1 8 x 74 LH	AYR1 19 x 95 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 9 x 77 LH	PBR1 7 x 80 LH	PBR2 9 x 35 LA	TYR1 11 x 94 LH
TNJ1 10 x 73 LH	APM1 27 x 88 LH	MDI1 15 x 92 LH	NMM1 14 x 50 LA	ORU1 1 x 100 LH	PTK1 4 x 40 LA	TNJ1 7 x 79 LH	TNJ2 8 x 59 LH

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TRY1 6 x 80 LH	KRN1 4 x 40 LA	PDK1 31 x 73 LH	TRY1 3 x 100 LH	TRY2 22 x 91 LH	TRY3 1 x 100 LH	TRY4 1 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 51.02% | LCR 89.14% | AH

BVR1 52 x 95 AH	AMP1 10 x 50 LA	BVR1 15 x 71 LH	DPE1 27 x 100 LH	ELU1 120 x 99 HH	JGG1 7 x 50 LA	KND1 119 x 100 HH	NPR1 44 x 100 LH	PAP1 9 x 50 LA	PPM1 186 x 100 HH	RMV1 82 x 95 HH	TDD1 19 x 71 LH	TNI1 44 x 95 LH	TNK1 18 x 87 LH
GNT1 53 x 85 AH	BPP1 13 x 60 LH	CKT1 128 x 92 HH	CRL1 47 x 84 LH	GNT1 49 x 93 LH	GNT2 69 x 97 HH	KDR1 37 x 84 LH	NRT1 20 x 92 LH	OGL1 154 x 86 HH	PNR1 24 x 14 LL	PRL1 13 x 50 LA	RAL1 17 x 30 LL	VKN1 6 x 100 LH	
VJW1 47 x 87 LH	GDV1 121 x 96 HH	GVM1 29 x 46 LA	JPT1 87 x 81 HH	MTM1 19 x 60 LH	TEL1 58 x 83 AH	TVU1 113 x 94 HH	VJW1 50 x 93 AH	VJW2 23 x 100 LH	VJW3 23 x 90 LH	VJW4 25 x 70 LH	VJW5 15 x 88 LH	VUY1 28 x 100 LH	

Region — WEST-01 MTD | LCE 13.96% | LCR 76.50% | LH

CBE1 14 x 83 LH	CBE1 25 x 100 LH	CBE2 9 x 65 LH	CBE3 14 x 100 LH	CBE4 13 x 90 LH	CBE5 1 x 100 LH	CBE6 30 x 98 LH	KMR1 26 x 79 LH	SNR1 2 x 100 LH	SUL1 10 x 55 LH
PLI1 5 x 70 LH	DPM2 4 x 100 LH	KGM1 6 x 25 LL		PDM1 11 x 62 LH		PLI1 2 x 100 LH		UMP1 3 x 100 LH	
TPR1 23 x 67 LH	TPR1 25 x 36 LA			TPR2 5 x 86 LH			TPR3 45 x 93 LH		
TPR4 26 x 80 LH	ANR1 0 x NaN LL		AVI1 40 x 97 LH		GBM1 47 x 64 LH		PPI1 33 x 83 LH	SYM2 1 x 100 LH	TPR4 12 x 73 LH
UAM1 4 x 45 LA	CNR1 3 x 100 LH		GDR1 6 x 0 LL		KGI1 0 x NaN LL		KMD1 0 x NaN LL	MPM1 15 x 47 LA	UAM1 0 x NaN LL

Region — WEST-02 MTD | LCE 13.09% | LCR 71.05% | LH

ERD1 25 x 70 LH	CMI1 16 x 31 LA	ERD1 40 x 79 LH	ERD2 15 x 58 LH	KMM1 18 x 50 LA	NKL2 28 x 72 LH	PDR1 28 x 69 LH	RSP1 22 x 75 LH	SGG1 24 x 69 LH	TCG1 9 x 100 LH	VKL1 56 x 80 AH
HSR1 12 x 83 LH	HSR1 26 x 88 LH	HSR2 29 x 83 LH		KRI1 3 x 100 LH		KVP1 1 x 100 LH	PLC1 6 x 40 LA		PMP1 0 x NaN LL	SGI1 0 x NaN LL
MTR1 4 x 83 LH	BMD1 0 x NaN LL	DPR1 3 x 100 LH	DPR2 11 x 57 LH		HRR1 11 x 100 LH	MCR1 6 x 67 LH	MTR1 2 x 100 LH	OML1 1 x 100 LH	TRM1 0 x NaN LL	
SLM1 10 x 61 LH	APN1 25 x 52 LH	ATU1 19 x 35 LA	EDP1 0 x NaN LL	EPI1 1 x 100 LH		SLM1 14 x 71 LH	SLM2 13 x 89 LH	SLM3 4 x 83 LH	VPD1 6 x 50 LA	