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-Oct-2025 To Date : 13-Oct-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	5,651	579	389	10.25%	67.18%	LH
CHENNAI-02	4,968	748	464	15.06%	62.03%	LH
KL-SOUTH	393	26	17	6.62%	65.38%	LH
NORTH ARCOT	4,084	587	320	14.37%	54.51%	LH
SOUTH ARCOT	3,508	328	211	9.35%	64.33%	LH
SOUTH-01	8,001	1,619	1,134	20.23%	70.04%	LH
SOUTH-03	6,720	619	355	9.21%	57.35%	LH
TIRUPATI-01	3,716	755	589	20.31%	78.01%	LH
TRICHY-01	5,583	742	655	13.29%	88.27%	LH
VIJAYAWADA-01	4,285	1,119	986	26.11%	88.11%	LH
WEST-01	4,279	1,044	909	24.40%	87.07%	LH
WEST-02	5,316	702	516	13.20%	73.50%	LH
Total	56,506	8,868	6,545	15.69%	73.80%	LH

CHENNAI-01 MTD | LCE 10.25% | LCR 67.18% | LH

Region

CH03 7 x 64 LH	CGL1 8 x 86 LH	CH45 3 x 33 LA	GUD1 12 x 65 LH	GUD2 1 x 100 LH	MC10 5 x 75 LH	MRM1 15 x 58 LH	SKL1 2 x 50 LA	TKM1 7 x 67 LH
CH05 12 x 72 LH	AVD1 6 x 82 LH	CH05 16 x 63 LH	CH14 11 x 56 LH	CH26 8 x 100 LH	CH30 9 x 93 LH	CH35 11 x 80 LH	CH37 26 x 83 LH	
CH06 9 x 75 LH	CH08 16 x 68 LH	CH11 6 x 91 LH	CH16 3 x 73 LH	CH19 9 x 83 LH	CH29 5 x 100 LH	CH39 29 x 66 LH	CH40 1 x 100 LH	CH42 3 x 100 LH
CH08 13 x 58 LH	CH07 3 x 75 LH	CH22 17 x 32 LA	CH28 35 x 72 LH	CH38 7 x 0 LL	CH48 9 x 48 LA	KNR1 7 x 58 LH	MC02 0 x NaN LL	MC09 12 x 100 LH

CHENNAI-02 MTD | LCE 15.06% | LCR 62.03% | LH

Region

CH01 11 x 71 LH	CH03 5 x 69 LH	CH06 5 x 50 LA	CH12 24 x 61 LH	CH23 15 x 100 LH	CH24 14 x 87 LH		MC06 0 x NaN LL
CH04 18 x 61 LH	CH21 26 x 47 LA	CH34 14 x 61 LH	CH44 14 x 44 LA	GPD1 40 x 88 LH	MC05 1 x 100 LH	MJR1 19 x 68 LH	PON1 17 x 65 LH	UKI1 2 x 100 LH
CH07 20 x 53 LH	CH01 56 x 100 AH	CH15 26 x 49 LA	CH17 19 x 100 LH	CH18 15 x 68 LH	CH27 7 x 100 LH	CH32 21 x 100 LH	CH36 1 x 100 LH	CH43 25 x 29 LL
CH09 11 x 73 LH	CH09 4 x 100 LH	CH20 16 x 58 LH	CH31 3 x 100 LH	CH33 6 x 100 LH	CH41 18 x 56 LH	CH46 13 x 100 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 6.62% | LCR 65.38% | LH

Region

TVP1 7 x 65 LH	KLR1 0 x NaN LL	NYK1 NaN x NaN LL	PAS1 11 x 55 LH	PNL1 NaN x NaN LL	TVP1 8 x 73 LH

NORTH ARCOT MTD | LCE 14.37% | LCR 54.51% | LH

Region

NA01 26 x 52 LH	AKM1 48 x 21 LL	ANI1 3 x 100 LH	ARC2 1 x 100 LH	CYR1 6 x 100 LH	KPM1 10 x 85 LH	KPM2 52 x 65 AH	WJD1 13 x 67 LH	WJP1 11 x 53 LH
NA02 10 x 53 LH	ABR1 9 x 77 LH	CGM1 1 x 100 LH	GDM1 17 x 36 LA	PLR1 5 x 100 LH	TRR1 8 x 52 LH	VEL1 13 x 58 LH	VEL2 16 x 45 LA	VEL3 NaN x NaN LL
NA03 7 x 68 LH	BGR1 11 x 83 LH	CPT1 4 x 80 LH	PTU1 7 x 75 LH	SBR1 0 x NaN LL	SLG1 5 x 25 LL	TRL1 7 x 100 LH	TRT1 6 x 40 LA	UGI1 17 x 71 LH

Note: additional cells VNB1 2 x 50 LA (NA02 row) and VSI1 12 x 53 LH (NA03 row).

SOUTH ARCOT MTD | LCE 9.35% | LCR 64.33% | LH

Region

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SA01 13 x 54 LH	CUD1 21 x 45 LA	KLM1 10 x 50 LA	MKM1 1 x 100 LH	POY1 9 x 78 LH	POY2 9 x 64 LH
SA02 9 x 82 LH	CDM1 33 x 80 LH	KKI2 13 x 70 LH	KML1 2 x 100 LH	NVL2 6 x 77 LH	PRT1 8 x 100 LH	STP1 3 x 100 LH	ULP1 1 x 100 LH	VCM1 9 x 100 LH
SA03 6 x 59 LH	SJI1 ∞ x 100 HH	SJI2 0 x 100 LH	TDM1 5 x 56 LH	TRK1 15 x 41 LA	TVM1 6 x 100 LH	TVM2 0 x NaN	VPM1 20 x 92 LH	VPM2 1 x 100 LH

Region — **SOUTH-01 MTD | LCE 20.23% | LCR 70.04% | LH**

KVT1 21 x 62 LH	KVT1 7 x 63 LH	KYR1 4 x 60 LH	PKD1 51 x 47 AA	RND1 37 x 77 LH	SKD1 11 x 38 LA	SNL1 12 x 56 LH	STU2 27 x 91 LH	VKM1 14 x 73 LH
NGR1 12 x 65 LH	COL1 16 x 43 LA	KGL1 12 x 75 LH	KSM1 6 x 50 LA	MAR1 16 x 94 LH	MMT1 9 x 64 LH	NGR1 16 x 60 LH	TKY1 4 x 14 LL
TKS1 21 x 83 LH	PDI1 8 x 60 LH	RPM1 16 x 86 LH	SDI1 15 x 64 LH	SGT1 10 x 67 LH	TKS1 15 x 73 LH	TKS2 41 x 91 LH
TUT1 19 x 66 LH	ERL1 ∞ x 100 HH	ERL2 27 x 65 LH	TCN1 13 x 62 LH	TUT1 15 x 64 LH	TUT2 14 x 59 LH	TYI1 16 x 73 LH	UDN1 55 x 72 AH
TVL1 31 x 83 LH	ARM1 19 x 85 LH	ASM1 31 x 84 LH	TVL1 37 x 87 LH	TVL2 30 x 100 LH	VLY1 16 x 39 LA
VNR1 20 x 54 LH	APK1 31 x 78 LH	APK2 26 x 59 LH	SVK1 8 x 45 LA	VNR1 38 x 51 LH	VNR2 14 x 36 LA

Region — **SOUTH-03 MTD | LCE 9.21% | LCR 57.35% | LH**

DGL1 6 x 92 LH	DGL1 2 x 100 LH	DGL2 3 x 100 LH	MDU1 7 x 97 LH	MDU5 9 x 100 LH	MPA1 5 x 100 LH	NTM1 8 x 67 LH	PNI1 16 x 75 LH
KKD2 2 x 83 LH	ATG1 1 x 100 LH	DKI1 2 x 67 LH	KKD2 8 x 100 LH	KKD3 0 x NaN LL	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 6 x 90 LH	SGP1 0 x NaN LL	TDI1 3 x 67 LH	TPT1 1 x 50 LA
KRR1 4 x 100 LH	KRR1 5 x 100 LH				ODM1 1 x 100 LH
MDU2 16 x 41 LA	ADP1 0 x NaN LL	BNR1 13 x 85 LH	CBM1 3 x 33 LA	CMR1 16 x 88 LH	MDU2 9 x 76 LH	MDU3 2 x 100 LH	MDU4 7 x 50 LA	MDU6 56 x 25 AL	TEN1 4 x 86 LH	TEN2 2 x 75 LH
SVG1 12 x 66 LH	BTU1 21 x 70 LH	KPT1 3 x 67 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 4 x 50 LA	PKM1 45 x 77 LH	SVG1 4 x 100 LH	TMM1 16 x 67 LH	USL1 17 x 32 LA

Region — **TIRUPATI-01 MTD | LCE 20.31% | LCR 78.01% | LH**

ATP1 26 x 90 LH	ADI1 23 x 52 LH	ATP1 10 x 91 LH	DHN1 8 x 100 LH	GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 67 x 99 HH	KNL2 14 x 88 LH	NDL1 16 x 78 LH	TPI1 94 x 96 HH
KDA1 3 x 67 LH	BVL1 2 x 100 LH	KDA1 5 x 100 LH	KOU1 2 x 100 LH	MPL1 4 x 60 LH	PDT1 1 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 13 x 44 LA
TPY1 26 x 72 LH	CTO1 2 x 100 LH	KHT1 33 x 82 LH	KVL1 15 x 33 LA	NLR1 17 x 83 LH	NYP1 24 x 80 LH	PGR1 28 x 93 LH	PMR1 40 x 98 LH	PUT1 12 x 58 LH	SPE1 23 x 82 LH	TPY1 43 x 43 LH	TPY2 34 x 57 LH	VKI1 49 x 98 LH

Region — **TRICHY-01 MTD | LCE 13.29% | LCR 88.27% | LH**

KUM1 8 x 85 LH	KIK1 10 x 79 LH	KUM1 9 x 93 LH	NCK1 39 x 85 LH	NGT1 4 x 75 LH	TTP1 5 x 67 LH	TVR1 6 x 100 LH	TVR2 2 x 100 LH
PBR1 9 x 84 LH	AYR1 20 x 100 LH	JKM1 0 x 100 LH	MSI1 4 x 83 LH	MVM1 16 x 85 LH	PBR1 8 x 88 LH	PBR2 11 x 65 LH	TYR1 3 x 100 LH
TNJ1 20 x 86 LH	APM1 31 x 67 LH	MDI1 37 x 94 LH	NMM1 24 x 91 LH	ORU1 8 x 64 LH	PTK1 7 x 93 LH	TNJ1 11 x 81 LH	TNJ2 25 x 87 LH

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TRY1 17 x 95 LH	KRN1 9 x 82 LH	PDK1 87 x 96 HH	TRY1 6 x 100 LH	TRY2 30 x 90 LH	TRY3 3 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 26.11% | LCR 88.11% | LH

BVR1 38 x 95 LH	AMP1 23 x 85 LH	BVR1 79 x 97 HH	DPE1 0 x NaN LL	ELU1 59 x 97 AH	JGG1 19 x 92 LH	KND1 44 x 98 LH	NPR1 0 x NaN LL	PAP1 59 x 83 AH	PPM1 122 x 99 HH	RMV1 30 x 100 LH	TDD1 11 x 71 LH	TNI1 1 x 100 LH · TNK1 2 x 100 LH
GNT1 21 x 86 LH	BPP1 1 x 0 LL	CKT1 93 x 97 HH	CRL1 17 x 92 LH	GNT1 2 x 100 LH	GNT2 5 x 100 LH	KDR1 3 x 100 LH	NRT1 1 x 100 LH	OGL1 89 x 86 HH	PNR1 34 x 33 LA	PRL1 3 x 50 LA	RAL1 8 x 73 LH	VKN1 0 x NaN LL
VJW1 17 x 73 LH	GDV1 4 x 100 LH	GVM1 20 x 47 LA	JPT1 26 x 27 LL	MTM1 13 x 44 LA	TEL1 16 x 70 LH	TVU1 40 x 95 LH	VJW1 13 x 100 LH	VJW2 0 x NaN LL	VJW3 13 x 88 LH	VJW4 36 x 80 LH	VJW5 17 x 73 LH	VUY1 7 x 100 LH

Region — WEST-01 MTD | LCE 24.40% | LCR 87.07% | LH

CBE1 20 x 91 LH	CBE1 17 x 86 LH	CBE2 16 x 98 LH	CBE3 3 x 100 LH	CBE4 14 x 96 LH	CBE5 5 x 100 LH	CBE6 64 x 99 HH	KMR1 29 x 82 LH	SNR1 14 x 100 LH	SUL1 13 x 54 LH
PLI1 13 x 87 LH	DPM2 2 x 100 LH		KGM1 18 x 95 LH		PDM1 8 x 86 LH		PLI1 25 x 82 LH		UMP1 4 x 100 LH
TPR1 30 x 89 LH	TPR1 28 x 66 LH			TPR2 10 x 100 LH			TPR3 59 x 100 AH		
TPR4 65 x 84 HH	ANR1 17 x 89 LH	AVI1 97 x 98 HH		GBM1 124 x 75 HH		PPI1 79 x 89 HH		SYM2 9 x 73 LH	TPR4 19 x 59 LH
UAM1 5 x 78 LH	CNR1 16 x 69 LH	GDR1 4 x 100 LH		KGI1 0 x NaN LL		KMD1 2 x 100 LH		MPM1 10 x 71 LH	UAM1 2 x 100 LH

Region — WEST-02 MTD | LCE 13.20% | LCR 73.50% | LH

ERD1 24 x 76 LH	CMI1 7 x 44 LA	ERD1 25 x 82 LH	ERD2 14 x 86 LH	KMM1 10 x 40 LA	NKL2 20 x 80 LH	PDR1 22 x 68 LH	RSP1 16 x 50 LA	SGG1 43 x 42 LA	TCG1 4 x 100 LH · VKL1 118 x 92 HH
HSR1 8 x 67 LH	HSR1 12 x 93 LH	HSR2 15 x 63 LH	KRI1 13 x 100 LH		KVP1 1 x 100 LH	PLC1 2 x 67 LH		PMP1 6 x 18 LL	SGI1 0 x NaN LL
MTR1 7 x 78 LH	BMD1 6 x 100 LH	DPR1 5 x 100 LH	DPR2 14 x 50 LA	HRR1 20 x 100 LH	MCR1 9 x 71 LH	MTR1 1 x 100 LH	OML1 8 x 71 LH		TRM1 4 x 50 LA
SLM1 11 x 69 LH	APN1 40 x 52 LH	ATU1 12 x 65 LH	EDP1 5 x 100 LH	EPI1 1 x 100 LH	SLM1 15 x 79 LH	SLM2 11 x 86 LH	SLM3 3 x 50 LA		VPD1 11 x 60 LH