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 : 16-Oct-2025						
CHENNAI-01	6,918	677	452	9.79%	66.77%	LH
CHENNAI-02	5,956	922	589	15.48%	63.88%	LH
KL-SOUTH	477	40	29	8.39%	72.50%	LH
NORTH ARCOT	4,931	742	447	15.05%	60.24%	LH
SOUTH ARCOT	4,634	404	244	8.72%	60.40%	LH
SOUTH-01	10,352	2,027	1,387	19.58%	68.43%	LH
SOUTH-03	8,626	756	440	8.76%	58.20%	LH
TIRUPATI-01	4,327	919	728	21.24%	79.22%	LH
TRICHY-01	7,382	919	806	12.45%	87.70%	LH
VIJAYAWADA-01	4,805	1,361	1,220	28.32%	89.64%	LH
WEST-01	5,420	1,266	1,101	23.36%	86.97%	LH
WEST-02	6,715	828	589	12.33%	71.14%	LH
Total	70,542	10,861	8,032	15.40%	73.95%	LH

CHENNAI-01 MTD | LCE 9.79% | LCR 66.77% | LH

Region								
CH03 7 x 63 LH	CGL1 7 x 87 LH	CH45 3 x 33 LA	GUD1 12 x 64 LH	GUD2 1 x 100 LH	MC10 4 x 50 LA	MRM1 13 x 56 LH	SKL1 2 x 50 LA	TKM1 6 x 70 LH
CH05 11 x 72 LH	AVD1 4 x 71 LH	CH05 15 x 63 LH	CH14 11 x 60 LH	CH26 6 x 100 LH	CH30 9 x 89 LH	CH35 12 x 70 LH	CH37 31 x 89 LH	
CH06 9 x 73 LH	CH08 16 x 65 LH	CH11 7 x 86 LH	CH16 3 x 79 LH	CH19 10 x 87 LH	CH29 4 x 100 LH	CH39 25 x 56 LH	CH40 2 x 100 LH	CH42 4 x 100 LH
CH08 13 x 58 LH	CH07 4 x 82 LH	CH22 16 x 26 LL	CH28 32 x 73 LH	CH38 6 x 14 LL	CH48 9 x 48 LA	KNR1 6 x 62 LH	MC02 0 x NaN LL	MC09 10 x 100 LH

CHENNAI-02 MTD | LCE 15.48% | LCR 63.88% | LH

Region								
CH01 11 x 73 LH	CH03 5 x 67 LH	CH06 8 x 75 LH	CH12 25 x 64 LH	CH23 16 x 100 LH	CH24 14 x 85 LH		MC06 1 x 100 LH	
CH04 18 x 65 LH	CH21 23 x 44 LA	CH34 14 x 67 LH	CH44 14 x 47 LA	GPD1 47 x 92 LH	MC05 1 x 100 LH	MJR1 25 x 79 LH	PON1 16 x 57 LH	UKI1 2 x 100 LH
CH07 20 x 54 LH	CH01 90 x 100 HH	CH15 26 x 48 LA	CH17 17 x 100 LH	CH18 17 x 74 LH	CH27 5 x 100 LH	CH32 17 x 100 LH	CH36 3 x 100 LH	CH43 24 x 32 LA
CH09 11 x 72 LH	CH09 5 x 89 LH	CH20 18 x 60 LH	CH31 3 x 67 LH	CH33 6 x 100 LH	CH41 18 x 57 LH	CH46 12 x 100 LH		CH51 NaN x NaN LL

KL-SOUTH MTD | LCE 8.39% | LCR 72.50% | LH

Region					
TVP1 8 x 72 LH	KLR1 1 x 100 LH	NYK1 NaN x NaN LL	PAS1 13 x 67 LH	PNL1 NaN x NaN LL	TVP1 10 x 75 LH

NORTH ARCOT MTD | LCE 15.05% | LCR 60.24% | LH

Region								
NA01 28 x 60 LH	AKM1 42 x 20 LL	ANI1 2 x 100 LH	ARC2 3 x 100 LH	CYR1 8 x 100 LH	KPM1 10 x 81 LH	KPM2 65 x 74 HH	WJD1 12 x 72 LH	WJP1 11 x 65 LH
NA02 9 x 57 LH	ABR1 8 x 80 LH	CGM1 1 x 100 LH	GDM1 14 x 38 LA	PLR1 5 x 100 LH	TRR1 8 x 58 LH	VEL1 14 x 65 LH	VEL2 15 x 47 LA	VEL3 NaN x NaN LL	VNB1 2 x 50 LA
NA03 7 x 68 LH	BGR1 12 x 87 LH	CPT1 5 x 86 LH	PTU1 8 x 80 LH	SBR1 0 x NaN LL	SLG1 5 x 33 LA	TRL1 6 x 100 LH	TRT1 8 x 41 LA	UGI1 16 x 65 LH	VSI1 11 x 55 LH

SOUTH ARCOT MTD | LCE 8.72% | LCR 60.40% | LH

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SOUTH-01 MTD | LCE 19.58% | LCR 68.43% | LH

Region								
SA01 12 x 53 LH	CUD1 20 x 44 LA	KLM1 10 x 43 LA	MKM1 2 x 100 LH	POY1 8 x 76 LH	POY2 9 x 71 LH			
SA02 9 x 67 LH	CDM1 20 x 54 LH	KKI2 14 x 61 LH	KML1 1 x 100 LH	NVL2 6 x 75 LH	PRT1 8 x 93 LH	STP1 2 x 100 LH	ULP1 2 x 100 LH	VCM1 7 x 100 LH
SA03 6 x 65 LH	SJI1 NaN x NaN LL	SJI2 1 x 100 LH	TDM1 6 x 58 LH	TRK1 16 x 48 LA	TVM1 9 x 100 LH	TVM2 1 x 100 LH	VPM1 16 x 92 LH	VPM2 0 x 100 LH

SOUTH-03 MTD | LCE 8.76% | LCR 58.20% | LH

Region								
KVT1 18 x 59 LH	KVT1 7 x 72 LH	KYR1 3 x 67 LH	PKD1 38 x 33 LA	RND1 33 x 73 LH	SKD1 10 x 44 LA	SNL1 12 x 58 LH	STU2 25 x 93 LH	VKM1 16 x 68 LH
NGR1 12 x 62 LH	COL1 15 x 44 LA	KGL1 16 x 84 LH	KSM1 7 x 50 LA	MAR1 13 x 91 LH	MMT1 8 x 64 LH	NGR1 14 x 54 LH	TKY1 3 x 14 LL	
TKS1 19 x 84 LH	PDI1 9 x 71 LH	RPM1 13 x 85 LH	SDI1 12 x 64 LH	SGT1 10 x 75 LH	TKS1 17 x 77 LH	TKS2 35 x 91 LH		
TUT1 19 x 66 LH	ERL1 ∞ x 100 HH	ERL2 26 x 69 LH	TCN1 13 x 69 LH	TUT1 15 x 63 LH	TUT2 15 x 52 LH	TYI1 16 x 75 LH	UDN1 65 x 72 HH	
TVL1 29 x 80 LH	ARM1 24 x 52 LH	ASM1 29 x 86 LH	TVL1 33 x 87 LH	TVL2 27 x 100 LH	VLY1 18 x 51 LH			
VNR1 22 x 56 LH	APK1 43 x 84 LH	APK2 33 x 59 LH	SVK1 7 x 48 LA	VNR1 37 x 40 LA	VNR2 15 x 43 LA			

TIRUPATI-01 MTD | LCE 21.24% | LCR 79.22% | LH

Region										
DGL1 5 x 91 LH	DGL1 2 x 100 LH	DGL2 3 x 100 LH	MDU1 6 x 98 LH	MDU5 9 x 100 LH	MPA1 4 x 100 LH	NTM1 6 x 70 LH	PNI1 18 x 68 LH			
KKD2 2 x 86 LH	ATG1 1 x 100 LH	DKI1 2 x 80 LH	KKD2 8 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 8 x 88 LH	SGP1 1 x 100 LH	TDI1 2 x 67 LH	TPT1 1 x 50 LA
KRR1 3 x 92 LH	KRR1 5 x 91 LH				ODM1 1 x 100 LH					
MDU2 15 x 43 LA	ADP1 1 x 100 LH	BNR1 12 x 75 LH	CBM1 4 x 60 LH	CMR1 13 x 76 LH	MDU2 8 x 76 LH	MDU3 2 x 100 LH	MDU4 6 x 55 LH	MDU6 58 x 29 AL	TEN1 5 x 91 LH	TEN2 2 x 80 LH
SVG1 11 x 63 LH	BTU1 18 x 71 LH	KPT1 3 x 75 LH	KYK1 2 x 100 LH	MLR1 3 x 100 LH	NKI1 3 x 50 LA	PKM1 45 x 60 LH	SVG1 3 x 100 LH	TMM1 14 x 68 LH	USL1 15 x 39 LA	

TRICHY-01 MTD | LCE 12.45% | LCR 87.70% | LH

Region											
ATP1 28 x 91 LH	ADI1 25 x 58 LH	ATP1 10 x 93 LH	DHN1 7 x 100 LH	GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 67 x 99 HH	KNL2 15 x 91 LH	NDL1 18 x 76 LH	TPI1 107 x 97 HH		
KDA1 4 x 76 LH	BVL1 2 x 100 LH	KDA1 4 x 100 LH	KOU1 2 x 100 LH	MPL1 4 x 60 LH	PDT1 6 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 14 x 55 LH			
TPY1 27 x 72 LH	CTO1 3 x 86 LH	KHT1 28 x 83 LH	KVL1 14 x 30 LL	NLR1 19 x 83 LH	NYP1 23 x 78 LH	PGR1 29 x 92 LH	PMR1 45 x 99 LH	PUT1 14 x 69 LH	SPE1 25 x 85 LH	TPY1 46 x 45 LH	TPY2 34 x 54 LH · VKI1 49 x 98 LH

KUM1 8 x 86 LH	KIK1 11 x 85 LH	KUM1 9 x 85 LH	NCK1 35 x 85 LH	NGT1 4 x 82 LH	TTP1 4 x 70 LH	TVR1 5 x 100 LH	TVR2 2 x 100 LH	
PBR1 9 x 87 LH	AYR1 20 x 100 LH	JKM1 1 x 100 LH	MSI1 4 x 83 LH	MVM1 15 x 88 LH	PBR1 7 x 89 LH	PBR2 11 x 68 LH	TYR1 3 x 100 LH	
TNJ1 19 x 86 LH	APM1 26 x 70 LH	MDI1 33 x 94 LH	NMM1 23 x 81 LH	ORU1 8 x 71 LH	PTK1 7 x 89 LH	TNJ1 13 x 82 LH	TNJ2 23 x 86 LH	

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TRY1 14 x 93 LH	KRN1 8 x 87 LH	PDK1 78 x 92 HH	TRY1 5 x 98 LH	TRY2 28 x 89 LH	TRY3 3 x 100 LH	TRY4 3 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 28.32% | LCR 89.64% | LH

BVR1 42 x 96 LH	AMP1 27 x 89 LH	BVR1 88 x 97 HH	DPE1 0 x NaN LL	ELU1 66 x 97 HH	JGG1 18 x 93 LH	KND1 56 x 98 AH	NPR1 0 x NaN LL	PAP1 61 x 86 HH	PPM1 127 x 99 HH	RMV1 34 x 100 LH	TDD1 11 x 75 LH	TNI1 1 x 100 LH	TNK1 7 x 100 LH
GNT1 23 x 87 LH	BPP1 1 x 0 LL	CKT1 99 x 97 HH	CRL1 19 x 94 LH	GNT1 3 x 100 LH	GNT2 4 x 100 LH	KDR1 3 x 100 LH	NRT1 2 x 100 LH	OGL1 96 x 87 HH	PNR1 34 x 38 LA	PRL1 4 x 67 LH	RAL1 7 x 73 LH		VKN1 0 x NaN LL
VJW1 18 x 76 LH	GDV1 4 x 100 LH	GVM1 20 x 45 LA	JPT1 31 x 43 LA	MTM1 13 x 50 LA	TEL1 17 x 73 LH	TVU1 37 x 96 LH	VJW1 14 x 100 LH	VJW2 1 x 100 LH	VJW3 14 x 91 LH	VJW4 35 x 81 LH	VJW5 24 x 84 LH	VUY1 7 x 100 LH	

Region — WEST-01 MTD | LCE 23.36% | LCR 86.97% | LH

CBE1 18 x 89 LH	CBE1 17 x 88 LH	CBE2 15 x 89 LH	CBE3 7 x 100 LH	CBE4 12 x 92 LH	CBE5 5 x 100 LH	CBE6 56 x 98 AH	KMR1 29 x 85 LH	SNR1 10 x 93 LH	SUL1 10 x 50 LA
PLI1 12 x 87 LH	DPM2 3 x 100 LH		KGM1 14 x 95 LH		PDM1 10 x 82 LH		PLI1 20 x 82 LH		UMP1 5 x 100 LH
TPR1 29 x 90 LH	TPR1 27 x 69 LH			TPR2 9 x 100 LH			TPR3 60 x 100 HH		
TPR4 63 x 85 HH	ANR1 14 x 89 LH	AVI1 97 x 99 HH		GBM1 127 x 75 HH		PPI1 73 x 89 HH	SYM2 7 x 67 LH	TPR4 19 x 68 LH	
UAM1 6 x 84 LH	CNR1 15 x 73 LH	GDR1 8 x 100 LH		KGI1 1 x 100 LH		KMD1 1 x 100 LH	MPM1 11 x 79 LH	UAM1 2 x 100 LH	

Region — WEST-02 MTD | LCE 12.33% | LCR 71.14% | LH

ERD1 22 x 73 LH	CMI1 7 x 45 LA	ERD1 23 x 80 LH	ERD2 12 x 87 LH	KMM1 9 x 40 LA	NKL2 19 x 73 LH	PDR1 22 x 70 LH	RSP1 17 x 48 LA	SGG1 38 x 38 LA	TCG1 3 x 100 LH	VKL1 105 x 89 HH
HSR1 7 x 66 LH	HSR1 15 x 95 LH	HSR2 13 x 53 LH		KRI1 11 x 100 LH	KVP1 1 x 100 LH	PLC1 2 x 67 LH		PMP1 6 x 18 LL	SGI1 1 x 100 LH	
MTR1 7 x 77 LH	BMD1 5 x 100 LH	DPR1 5 x 100 LH	DPR2 15 x 54 LH	HRR1 17 x 100 LH	MCR1 8 x 60 LH	MTR1 1 x 100 LH	OML1 11 x 74 LH	TRM1 3 x 50 LA		
SLM1 10 x 67 LH	APN1 34 x 49 LA	ATU1 12 x 67 LH	EDP1 4 x 100 LH	EPI1 2 x 100 LH	SLM1 14 x 73 LH	SLM2 9 x 87 LH	SLM3 3 x 56 LH	VPD1 9 x 60 LH		