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 : 16-Nov-2025						
CHENNAI-01	5,586	964	789	17.26%	81.85%	LH
CHENNAI-02	5,265	1,231	1,017	23.38%	82.62%	LH
KL-SOUTH	529	43	34	8.13%	79.07%	LH
NORTH ARCOT	4,183	852	680	20.37%	79.81%	LH
SOUTH ARCOT	3,852	454	318	11.79%	70.04%	LH
SOUTH-01	7,990	2,132	1,844	26.68%	86.49%	LH
SOUTH-03	6,033	766	640	12.70%	83.55%	LH
TIRUPATI-01	2,510	1,094	996	43.58%	91.04%	LH
TRICHY-01	5,561	930	824	16.72%	88.60%	LH
VIJAYAWADA-01	2,575	1,756	1,643	68.20%	93.56%	HH
WEST-01	4,153	889	773	21.41%	86.95%	LH
WEST-02	4,827	1,096	945	22.71%	86.22%	LH
Total	53,063	12,207	10,503	23.00%	86.04%	LH

CHENNAI-01 MTD | LCE 17.26% | LCR 81.85% | LH

Region

CH03 17 x 82 LH	CGL1 38 x 82 LH	CH45 3 x 60 LH	GUD1 23 x 84 LH	GUD2 2 x 67 LH	MC10 12 x 75 LH	MRM1 26 x 89 LH	SKL1 1 x 100 LH	TKM1 33 x 71 LH
CH05 19 x 77 LH	AVD1 23 x 85 LH	CH05 13 x 81 LH	CH14 10 x 59 LH	CH26 5 x 100 LH	CH30 29 x 87 LH	CH35 25 x 73 LH	CH37 36 x 70 LH	
CH06 18 x 88 LH	CH08 32 x 78 LH	CH11 5 x 100 LH	CH16 15 x 97 LH	CH19 22 x 98 LH	CH29 1 x 100 LH	CH39 23 x 76 LH	CH40 3 x 100 LH	CH42 13 x 98 LH
CH08 15 x 77 LH	CH07 12 x 100 LH	CH22 31 x 76 LH	CH28 9 x 53 LH	CH38 20 x 86 LH	CH48 16 x 68 LH	KNR1 5 x 60 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 23.38% | LCR 82.62% | LH

Region

CH01 21 x 91 LH	CH03 15 x 83 LH	CH06 4 x 100 LH	CH12 41 x 91 LH	CH23 12 x 93 LH	CH24 27 x 98 LH	MC06 1 x 100 LH		
CH04 26 x 78 LH	CH21 45 x 71 LH	CH34 33 x 78 LH	CH44 36 x 85 LH	GPD1 31 x 84 LH	MC05 3 x 100 LH	MJR1 15 x 69 LH	PON1 30 x 87 LH	UKI1 1 x 100 LH
CH07 29 x 80 LH	CH01 192 x 100 HH	CH15 42 x 69 LH	CH17 4 x 100 LH	CH18 41 x 87 LH	CH27 7 x 100 LH	CH32 5 x 100 LH	CH36 12 x 100 LH	CH43 31 x 90 LH
CH09 15 x 86 LH	CH09 8 x 85 LH	CH20 28 x 91 LH	CH31 6 x 100 LH	CH33 4 x 90 LH	CH41 23 x 76 LH	CH46 14 x 87 LH		

KL-SOUTH MTD | LCE 8.13% | LCR 79.07% | LH

Region

TVP1 8 x 79 LH	KLR1 1 x 100 LH		PAS1 25 x 86 LH		TVP1 6 x 62 LH	

NORTH ARCOT MTD | LCE 20.37% | LCR 79.81% | LH

Region

NA01 30 x 72 LH	AKM1 27 x 75 LH	ANI1 22 x 90 LH	ARC2 3 x 100 LH	CYR1 12 x 100 LH	KPM1 20 x 70 LH	KPM2 51 x 58 AH	WJD1 34 x 93 LH	WJP1 21 x 88 LH
NA02 18 x 86 LH	ABR1 8 x 100 LH	CGM1 1 x 100 LH	GDM1 5 x 83 LH	PLR1 5 x 100 LH	TRR1 2 x 80 LH	VEL1 44 x 79 LH	VEL2 66 x 88 HH	VNB1 1 x 100 LH
NA03 11 x 93 LH	BGR1 39 x 98 LH	CPT1 13 x 100 LH	PTU1 2 x 50 LA	SBR1 1 x 100 LH	SLG1 27 x 100 LH	TRL1 3 x 100 LH	TRT1 3 x 75 LH	UGI1 14 x 87 LH	VSI1 17 x 86 LH

SOUTH ARCOT MTD | LCE 11.79% | LCR 70.04% | LH

Region

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SA01 21 x 62 LH	CUD1 47 x 55 LH	KLM1 20 x 86 LH	MKM1 3 x 67 LH	POY1 5 x 100 LH	POY2 5 x 54 LH

SA02 7 x 82 LH	CDM1 2 x 100 LH	KKI2 34 x 82 LH	KML1 0 x NaN LL	NVL2 4 x 75 LH	PRT1 5 x 78 LH	STP1 0 x NaN LL	ULP1 1 x 50 LA	VCM1 2 x 100 LH

SA03 7 x 81 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 18 x 68 LH	TRK1 19 x 89 LH	TVM1 2 x 100 LH	TVM2 0 x NaN LL	VPM1 3 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 26.68% | LCR 86.49% | LH

KVT1 27 x 86 LH	KVT1 11 x 90 LH	KYR1 20 x 94 LH	PKD1 39 x 88 LH	RND1 37 x 80 LH	RND2 NaN x NaN LL	SKD1 47 x 80 LH	SNL1 26 x 93 LH	STU2 31 x 90 LH	VKM1 39 x 82 LH

NGR1 28 x 89 LH	COL1 34 x 100 LH	KGL1 33 x 82 LH	KSM1 25 x 94 LH	MAR1 27 x 92 LH	MMT1 25 x 83 LH	NGR1 31 x 88 LH	TKY1 21 x 100 LH

TKS1 19 x 88 LH	PDI1 15 x 92 LH	RPM1 10 x 69 LH	SDI1 8 x 85 LH	SGT1 37 x 83 LH	TKS1 18 x 93 LH	TKS2 31 x 94 LH

TUT1 34 x 83 LH	ERL1 NaN x NaN LL	ERL2 30 x 94 LH	TCN1 30 x 89 LH	TUT1 30 x 79 LH	TUT2 35 x 85 LH	TYI1 29 x 83 LH	UDN1 68 x 81 HH

TVL1 20 x 91 LH	ARM1 25 x 100 LH	ASM1 18 x 83 LH	TVL1 22 x 92 LH	TVL2 20 x 80 LH	VLY1 18 x 91 LH

VNR1 28 x 86 LH	APK1 27 x 77 LH	APK2 53 x 91 AH	SVK1 24 x 88 LH	VNR1 36 x 86 LH	VNR2 17 x 83 LH

Region SOUTH-03 MTD | LCE 12.70% | LCR 83.55% | LH

DGL1 8 x 90 LH	DGL1 8 x 100 LH	DGL2 0 x NaN LL	MDU1 5 x 96 LH	MDU5 20 x 90 LH	MPA1 3 x 100 LH	NTM1 9 x 100 LH	PNI1 24 x 64 LH

KKD2 11 x 93 LH	ATG1 4 x 100 LH	DKI1 4 x 83 LH	KKD2 NaN x NaN LL	KKD3 11 x 84 LH	MNM1 4 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 29 x 100 LH	SGP1 2 x 100 LH	TDI1 2 x 100 LH	TPT1 25 x 92 LH

KRR1 5 x 100 LH	KRR1 6 x 100 LH				ODM1 3 x 100 LH

MDU2 13 x 86 LH	ADP1 37 x 85 LH	BNR1 33 x 100 LH	CBM1 8 x 77 LH	CMR1 20 x 100 LH	MDU2 5 x 88 LH	MDU3 0 x 100 LH	MDU4 12 x 82 LH	MDU6 22 x 79 LH	TEN1 2 x 100 LH	TEN2 4 x 83 LH

SVG1 21 x 72 LH	BTU1 7 x 67 LH	KPT1 5 x 88 LH	KYK1 5 x 100 LH	MLR1 5 x 100 LH	NKI1 13 x 69 LH	PKM1 53 x 69 AH	SVG1 8 x 91 LH	TMM1 49 x 73 LH	USL1 13 x 47 LA

Region TIRUPATI-01 MTD | LCE 43.58% | LCR 91.04% | LH

ATP1 71 x 94 HH	ADI1 47 x 89 LH	ATP1 38 x 96 LH	DHN1 83 x 97 HH	GTL1 192 x 98 HH	KAR1 NaN x NaN LL	KNL1 54 x 98 AH	KNL2 67 x 99 HH	NDL1 51 x 68 AH	TPI1 143 x 96 HH

KDA1 23 x 91 LH	BVL1 11 x 100 LH	KDA1 15 x 100 LH	KOU1 16 x 92 LH	MPL1 42 x 92 LH	PDT1 42 x 86 LH	PIL1 6 x 100 LH	RCY1 24 x 93 LH	RJP1 28 x 86 LH

TPY1 36 x 88 LH	CTO1 16 x 88 LH	KHT1 42 x 94 LH	KVL1 47 x 82 LH	NLR1 59 x 92 AH	NYP1 15 x 91 LH	PGR1 76 x 89 HH	PMR1 32 x 96 LH	PUT1 33 x 89 LH	SPE1 27 x 92 LH	TPY1 54 x 77 AH	TPY2 20 x 74 AH	VKI1 54 x 97 AH

Region TRICHY-01 MTD | LCE 16.72% | LCR 88.60% | LH

KUM1 17 x 83 LH	KIK1 6 x 100 LH	KUM1 35 x 79 LH	NCK1 23 x 88 LH	NGT1 38 x 83 LH	TTP1 3 x 100 LH	TVR1 1 x 100 LH	TVR2 0 x NaN LL

PBR1 17 x 90 LH	AYR1 19 x 96 LH	JKM1 1 x 100 LH	MSI1 8 x 100 LH	MVM1 22 x 93 LH	PBR1 22 x 95 LH	PBR2 24 x 82 LH	TYR1 14 x 96 LH

TNJ1 24 x 91 LH	APM1 65 x 96 HH	MDI1 22 x 96 LH	NMM1 36 x 84 LH	ORU1 13 x 100 LH	PTK1 12 x 86 LH	TNJ1 16 x 92 LH	TNJ2 27 x 89 LH

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TRY1 10 x 90 LH	KRN1 15 x 88 LH	PDK1 49 x 84 LH	TRY1 4 x 100 LH	TRY2 33 x 95 LH	TRY3 1 x 100 LH	TRY4 2 x 100 LH

Region VIJAYAWADA-01 MTD | LCE 68.20% | LCR 93.56% | HH

BVR1 60 x 97 HH	AMP1 17 x 80 LH	BVR1 43 x 92 LH	DPE1 27 x 100 LH	ELU1 118 x 99 HH	JGG1 21 x 89 LH	KND1 140 x 100 HH	NPR1 33 x 100 LH	PAP1 23 x 86 LH	PPM1 169 x 100 HH	RMV1 63 x 96 HH	TDD1 23 x 83 LH	TNI1 40 x 96 LH	TNK1 40 x 96 LH
GNT1 78 x 92 HH	BPP1 45 x 91 LH	CKT1 151 x 95 HH	CRL1 73 x 92 HH	GNT1 67 x 96 HH	GNT2 117 x 97 HH	KDR1 68 x 94 HH	NRT1 31 x 96 LH	OGL1 169 x 90 HH	PNR1 62 x 70 HH	PRL1 31 x 82 LH	RAL1 55 x 83 AH	VKN1 25 x 100 LH	
VJW1 67 x 92 HH	GDV1 139 x 98 HH	GVM1 50 x 72 LH	JPT1 101 x 86 HH	MTM1 45 x 85 LH	TEL1 71 x 89 HH	TVU1 143 x 97 HH	VJW1 67 x 94 HH	VJW2 24 x 100 LH	VJW3 42 x 96 LH	VJW4 53 x 90 AH	VJW5 35 x 96 LH	VUY1 43 x 100 LH	

Region WEST-01 MTD | LCE 21.41% | LCR 86.95% | LH

CBE1 20 x 90 LH	CBE1 32 x 100 LH	CBE2 15 x 83 LH	CBE3 14 x 100 LH	CBE4 24 x 96 LH	CBE5 1 x 100 LH	CBE6 44 x 99 LH	KMR1 31 x 85 LH	SNR1 2 x 100 LH	SUL1 19 x 81 LH
PLI1 12 x 91 LH	DPM2 8 x 100 LH		KGM1 15 x 79 LH		PDM1 24 x 86 LH		PLI1 12 x 100 LH		UMP1 3 x 100 LH
TPR1 34 x 81 LH	TPR1 42 x 67 LH			TPR2 5 x 88 LH			TPR3 63 x 96 HH		
TPR4 38 x 87 LH	ANR1 0 x NaN LL	AVI1 50 x 96 AH		GBM1 68 x 77 HH		PPI1 49 x 90 LH		SYM2 10 x 100 LH	TPR4 25 x 88 LH
UAM1 8 x 77 LH	CNR1 5 x 100 LH	GDR1 6 x 25 LL		KGI1 0 x NaN LL		KMD1 9 x 100 LH		MPM1 24 x 73 LH	UAM1 3 x 100 LH

Region WEST-02 MTD | LCE 22.71% | LCR 86.22% | LH

ERD1 41 x 85 LH	CMI1 35 x 71 LH	ERD1 58 x 88 AH	ERD2 28 x 81 LH	KMM1 35 x 79 LH	NKL2 50 x 85 LH	PDR1 40 x 82 LH	RSP1 39 x 89 LH	SGG1 35 x 85 LH	TCG1 26 x 96 LH	VKL1 71 x 83 HH
HSR1 17 x 91 LH	HSR1 44 x 95 LH	HSR2 35 x 89 LH		KRI1 11 x 100 LH		KVP1 2 x 100 LH		PLC1 6 x 57 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL
MTR1 10 x 94 LH	BMD1 0 x NaN LL	DPR1 22 x 100 LH	DPR2 24 x 86 LH	HRR1 9 x 100 LH	MCR1 11 x 79 LH	MTR1 1 x 100 LH	OML1 15 x 100 LH	TRM1 4 x 100 LH		
SLM1 20 x 84 LH	APN1 37 x 78 LH	ATU1 33 x 68 LH	EDP1 0 x NaN LL	EPI1 4 x 100 LH	SLM1 29 x 89 LH	SLM2 18 x 94 LH	SLM3 8 x 94 LH	VPD1 24 x 89 LH		