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

	From Date: 01-Aug-2025 To Date : 17-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,253	2,103	641	28.99%	30.48%	LA
CHENNAI-02	6,476	2,030	700	31.35%	34.48%	LA
KL-SOUTH	407	133	49	32.70%	36.84%	LA
NORTH ARCOT	5,211	1,932	492	37.08%	25.47%	LL
SOUTH ARCOT	4,841	1,301	373	26.87%	28.67%	LL
SOUTH-01	10,332	2,986	867	28.90%	29.04%	LL
SOUTH-03	7,500	1,689	559	22.52%	33.10%	LA
TIRUPATI-01	3,371	2,409	1,436	71.47%	59.61%	HH
TRICHY-01	7,905	2,501	1,381	31.64%	55.22%	LH
VIJAYAWADA-01	3,455	3,224	2,319	93.33%	71.93%	HH
WEST-01	5,047	1,651	898	32.71%	54.39%	LH
WEST-02	6,406	2,485	1,066	38.79%	42.90%	LA
Total	68,203	24,444	10,781	35.84%	44.10%	LA

CHENNAI-01 MTD | LCE 28.99% | LCR 30.48% | LA

Region								
CH03 32 x 33 LA	CGL1 54 x 45 AA	CH45 18 x 33 LA	GUD1 32 x 34 LA	GUD2 13 x 37 LA	MC10 36 x 39 LA	MRM1 44 x 24 LL	SKL1 12 x 35 LA	TKM1 49 x 28 LL
CH05 36 x 24 LL	AVD1 22 x 27 LL	CH05 25 x 29 LL	CH14 65 x 24 HL	CH26 6 x 67 LH	CH30 37 x 21 LL	CH35 40 x 23 LL	CH37 22 x 23 LL	
CH06 27 x 37 LA	CH08 49 x 20 LL	CH11 17 x 77 LH	CH16 18 x 58 LH	CH19 21 x 63 LH	CH29 12 x 20 LL	CH39 64 x 27 HL	CH40 12 x 29 LL	CH42 12 x 27 LL
CH08 21 x 27 LL	CH07 23 x 41 LA	CH22 38 x 18 LL	CH28 34 x 23 LL	CH38 12 x 40 LA	CH48 0 x NaN LL	KNR1 22 x 35 LA	MC02 0 x NaN LL	MC09 37 x 10 LL

CHENNAI-02 MTD | LCE 31.35% | LCR 34.48% | LA

Region								
CH01 24 x 36 LA	CH03 5 x 76 LH	CH12 43 x 30 LL	CH23 12 x 35 LA	CH24 38 x 32 LA	CH41 49 x 35 LA	MC06 14 x 22 LL	MC08 8 x 100 LH	
CH04 39 x 34 LA	CH21 47 x 31 LA	CH34 40 x 29 LL	CH44 39 x 21 LL	GPD1 46 x 41 LA	MC05 43 x 10 LL	MJR1 23 x 32 LA	PON1 52 x 49 AA	UKI1 29 x 57 LH
CH07 34 x 33 LA	CH01 128 x 100 HH	CH15 48 x 26 LL	CH17 11 x 94 LH	CH18 37 x 26 LL	CH27 10 x 100 LH	CH32 16 x 100 LH	CH36 6 x 71 LH	CH43 34 x 31 LA
CH09 25 x 37 LA	CH06 30 x 20 LL	CH09 14 x 48 LA	CH20 41 x 28 LL	CH31 14 x 94 LH	CH33 5 x 100 LH	CH46 46 x 41 LA		

KL-SOUTH MTD | LCE 32.70% | LCR 36.84% | LA

Region		
TVP1 33 x 37 LA	PAS1 47 x 52 LH	TVP1 26 x 24 LL

NORTH ARCOT MTD | LCE 37.08% | LCR 25.47% | LL

Region								
NA01 50 x 21 AL	AKM1 54 x 13 AL	ANI1 35 x 31 LA	ARC2 9 x 40 LA	CYR1 25 x 34 LA	KPM1 51 x 21 AL	KPM2 60 x 23 AL	WJD1 52 x 17 AL	WJP1 90 x 19 HL
NA02 29 x 29 LL	ABR1 16 x 40 LA	CGM1 18 x 39 LA	GDM1 21 x 26 LL	PLR1 31 x 46 LA	TRR1 11 x 29 LL	VEL1 43 x 48 LA	VEL2 52 x 15 AL	VNB1 36 x 13 LL
NA03 32 x 30 LL	BGR1 40 x 25 LL	CPT1 39 x 7 LL	PTU1 33 x 59 LH	SBR1 15 x 49 LA	SLG1 29 x 24 LL	TRL1 12 x 59 LH	TRT1 67 x 20 HL	UGI1 62 x 31 HA	VSI1 26 x 35 LA

SOUTH ARCOT MTD | LCE 26.87% | LCR 28.67% | LL

Region

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SOUTH-01

Area					
SA01 35 x 28 LL	CUD1 46 x 26 LL	KLM1 39 x 22 LL	MKM1 30 x 15 LH	POY1 19 x 55 LH	POY2 34 x 24 LL
SA02 18 x 32 LA	CDM1 31 x 40 LA	KKI2 48 x 25 LL	KML1 4 x 57 LH	NVL2 9 x 33 LA	PRT1 4 x 71 LH / STP1 4 x 20 LL / ULP1 6 x 35 LA / VCM1 11 x 18 LL
SA03 29 x 27 LL	SJI1 18 x 11 LL	TDM1 31 x 22 LL	TRK1 48 x 30 LL	TVM1 24 x 48 LA	TVM2 22 x 15 LL / VPM1 44 x 29 LL / VPM2 9 x 29 LL

Region SOUTH-01 MTD | LCE 28.90% | LCR 29.04% | LL

SOUTH-03

Area							
KVT1 26 x 19 LL	KVT1 18 x 16 LL	KYR1 9 x 11 LL	PKD1 40 x 22 LL	RND1 45 x 19 LL	SKD1 0 x NaN LL	SNL1 30 x 25 LL	STU2 32 x 18 LL / VKM1 48 x 13 LL
NGR1 12 x 37 LA	COL1 14 x 0 LL	KGL1 27 x 14 LL	KSM1 13 x 23 LL	MAR1 11 x 57 LH	MMT1 14 x 15 LL	NGR1 6 x 92 LH	TKY1 10 x 22 LL
TKS1 22 x 29 LL	PDI1 19 x 37 LA	RPM1 5 x 42 LA	SDI1 29 x 32 LA	SGT1 53 x 15 AL	TKS1 36 x 25 LL	TKS2 12 x 44 LA	
TUT1 35 x 28 LL	ERL1 104 x 45 HA	ERL2 0 x NaN LL	TCN1 45 x 17 LL	TUT1 41 x 25 LL	TUT2 13 x 16 LL	TYI1 22 x 47 LA	UDN1 79 x 40 HA
TVL1 27 x 51 LH	ARM1 35 x 35 LA	ASM1 29 x 63 LH	TVL1 25 x 58 LH	TVL2 32 x 68 LH	VLY1 30 x 32 LA		
VNR1 53 x 23 AL	APK1 43 x 31 LA	SVK1 50 x 21 LL	VNR1 63 x 34 HA	VNR2 57 x 17 AL			

Region SOUTH-03 MTD | LCE 22.52% | LCR 33.10% | LA

TIRUPATI-01

Area								
DGL1 10 x 61 LH	DGL1 4 x 100 LH	DGL2 2 x 100 LH	MDU1 6 x 100 LH	MDU5 18 x 61 LH	MPA1 0 x 100 LH	NTM1 23 x 20 LL	PNI1 51 x 39 AA	
KKD2 13 x 28 LL	ATG1 5 x 75 LH	DKI1 40 x 7 LL	KKD2 4 x 100 LH	MNM1 8 x 67 LH	PNV1 19 x 25 LL	PVI1 33 x 20 LL	SGP1 3 x 100 LH	TDI1 2 x 33 LA / TPT1 3 x 88 LH
KRR1 9 x 100 LH	KRR1 13 x 100 LH				ODM1 4 x 100 LH			
MDU2 30 x 32 LA	ADP1 34 x 25 LL	BNR1 63 x 20 HL	CBM1 22 x 17 LL	CMR1 51 x 78 AH	MDU2 18 x 29 LL	MDU3 6 x 100 LH	MDU4 17 x 44 LA / MDU6 49 x 37 LA	TEN1 23 x 24 LL / TEN2 25 x 4 LL
SVG1 42 x 24 LL	BTU1 86 x 29 HL	KPT1 12 x 12 LL	MLR1 3 x 67 LH	NKI1 42 x 25 LL	PKM1 57 x 58 AH	SVG1 30 x 20 LL	TMM1 58 x 11 AL	USL1 61 x 22 LL

Region TIRUPATI-01 MTD | LCE 71.47% | LCR 59.61% | HH

TRICHY-01

Area										
ATP1 90 x 73 HH	ADI1 72 x 20 HL	ATP1 24 x 61 LH	DHN1 133 x 78 HH	GTL1 218 x 94 HH	KNL1 109 x 83 HH	KNL2 79 x 92 HH	NDL1 68 x 15 HL	TPI1 206 x 87 HH	
KDA1 44 x 58 LH	BVL1 26 x 38 LA	KDA1 39 x 53 LH	KOU1 35 x 49 LA	MPL1 17 x 73 LH	PDT1 85 x 81 HH	PIL1 42 x 65 LH	RCY1 54 x 51 AH	RJP1 65 x 36 HA	
TPY1 73 x 48 HA	CTO1 50 x 36 AA	KHT1 81 x 48 HA	NLR1 117 x 60 HH	NYP1 49 x 71 LH	PGR1 126 x 70 HH	PMR1 68 x 52 HH	PUT1 62 x 21 HL	SPE1 96 x 67 HH	TPY1 74 x 39 HA / TPY2 59 x 30 AL	VKI1 98 x 53 HH

Region TRICHY-01 MTD | LCE 31.64% | LCR 55.22% | LH

Area						
KUM1 40 x 51 LH	JKM1 15 x 71 LH	KUM1 62 x 49 HA	MVM1 71 x 40 HA	NCK1 40 x 80 LH	TVR1 15 x 89 LH	TVR2 5 x 75 LH
PTK1 20 x 38 LA	APM1 50 x 26 LL	MDI1 9 x 92 LH	NGT1 16 x 26 LL	NMM1 56 x 25 AL	PTK1 3 x 100 LH	TTP1 19 x 42 LA
TNJ1 36 x 80 LH	AYR1 24 x 98 LH	KIK1 28 x 66 LH	KRN1 33 x 89 LH	ORU1 25 x 64 LH	PDK1 109 x 69 HH	TNJ1 32 x 91 LH / TNJ2 28 x 89 LH

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TRY1 29 x 42 LA	MSI1 9 x 94 LH	PBR1 7 x 73 LH	PBR2 45 x 27 LL	TRY1 25 x 52 LH	TRY2 55 x 34 AA	TRY3 27 x 83 LH	TYR1 26 x 17 LL

Region — VIJAYAWADA-01 MTD | LCE 93.33% | LCR 71.93% | HH

BVR1 115 x 74 HH	AMP1 77 x 63 HH	BVR1 70 x 49 HA	DPE1 130 x 86 HH	ELU1 130 x 72 HH	JGG1 180 x 83 HH	KND1 92 x 93 HH	PAP1 144 x 76 HH	PPM1 170 x 75 HH	RMV1 187 x 90 HH	TDD1 82 x 64 HH	TNK1 91 x 59 HH
GNT1 90 x 73 HH	BPP1 54 x 51 AH	CKT1 137 x 90 HH	CRL1 90 x 82 HH	GNT1 60 x 69 AH	GNT2 111 x 88 HH	KDR1 155 x 82 HH	NRT1 39 x 45 LA	OGL1 190 x 86 HH	PNR1 73 x 34 HA	PRL1 63 x 64 HH	RAL1 47 x 16 LL / VKN1 43 x 35 LA
VJW1 76 x 68 HH	GDV1 113 x 79 HH	GVM1 69 x 67 HH	JPT1 66 x 67 HH	MTM1 75 x 59 HH	TEL1 70 x 52 HH	TVU1 70 x 56 HH	VJW1 48 x 91 LH	VJW2 81 x 71 HH	VJW3 96 x 57 HH	VJW4 57 x 58 AH	VJW5 82 x 89 HH / VUY1 113 x 80 HH

Region — WEST-01 MTD | LCE 32.71% | LCR 54.39% | LH

CBE1 25 x 76 LH	CBE1 53 x 62 AH	CBE2 9 x 98 LH	CBE3 15 x 100 LH	CBE4 21 x 92 LH	CBE6 47 x 90 LH	KMR1 30 x 85 LH	SNR1 23 x 63 LH	SUL1 38 x 25 LL
PLI1 21 x 44 LA	DPM2 20 x 40 LA	KGM1 26 x 20 LL	PDM1 28 x 38 LA		PLI1 15 x 56 LH		UMP1 24 x 69 LH	
TPR1 44 x 54 LH	TPR1 66 x 27 HL		TPR2 5 x 75 LH			TPR3 82 x 86 HH		
TPR4 66 x 49 HA	ANR1 34 x 39 LA	AVI1 57 x 85 AH	GBM1 79 x 34 HA	PPI1 120 x 47 HA		SYM2 63 x 29 HL	TPR4 30 x 66 LH	
UAM1 23 x 21 LL	CNR1 8 x 56 LH	GDR1 15 x 20 LL	KGI1 40 x 13 LL	KMD1 0 x NaN LL		MPM1 46 x 16 LL	UAM1 19 x 33 LA	

Region — WEST-02 MTD | LCE 38.79% | LCR 42.90% | LA

ERD1 52 x 45 AA	CMI1 46 x 27 LL	ERD1 75 x 52 HH	ERD2 16 x 69 LH	KMM1 36 x 34 LA	NKL2 54 x 38 AA	PDR1 45 x 32 LA	RSP1 47 x 35 LA	SGG1 64 x 34 HA	TCG1 62 x 46 HA	VKL1 116 x 59 HH
HSR1 25 x 37 LA	HSR1 41 x 63 LH	HSR2 39 x 21 LL	KRI1 20 x 60 LH	KVP1 1 x 100 LH	PLC1 15 x 28 LL	PMP1 13 x 41 LA	SGI1 31 x 7 LL			
MTR1 40 x 42 LA	BMD1 11 x 16 LL	DPR1 11 x 80 LH	DPR2 62 x 39 HA	HRR1 94 x 88 HH	MCR1 43 x 13 LL	MTR1 22 x 14 LL	OML1 42 x 12 LL	TRM1 35 x 24 LL		
SLM1 36 x 44 LA	APN1 60 x 37 AA	ATU1 54 x 22 AL	EDP1 7 x 36 LA	EPI1 8 x 18 LL	SLM1 46 x 81 LH	SLM2 24 x 56 LH	SLM3 26 x 18 LL	VPD1 46 x 30 LL		