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 : 17-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,391	719	485	9.73%	67.45%	LH
CHENNAI-02	6,266	993	645	15.85%	64.95%	LH
KL-SOUTH	509	44	33	8.65%	75.00%	LH
NORTH ARCOT	5,358	801	429	14.95%	53.56%	LH
SOUTH ARCOT	5,000	430	263	8.60%	61.16%	LH
SOUTH-01	11,421	2,187	1,501	19.15%	68.63%	LH
SOUTH-03	9,456	799	460	8.45%	57.57%	LH
TIRUPATI-01	4,563	990	789	21.69%	79.70%	LH
TRICHY-01	8,096	964	837	11.91%	86.83%	LH
VIJAYAWADA-01	5,024	1,499	1,348	29.84%	89.93%	LH
WEST-01	5,899	1,344	1,159	22.78%	86.24%	LH
WEST-02	7,306	867	617	11.87%	71.16%	LH
Total	76,288	11,637	8,566	15.25%	73.61%	LH

CHENNAI-01 MTD | LCE 9.73% | LCR 67.45% | LH

Region								
CH03 7 x 63 LH	CGL1 7 x 80 LH	CH45 2 x 33 LA	GUD1 12 x 67 LH	GUD2 0 x 100 LH	MC10 4 x 50 LA	MRM1 14 x 61 LH	SKL1 2 x 50 LA	TKM1 6 x 64 LH
CH05 12 x 72 LH	AVD1 4 x 71 LH	CH05 15 x 65 LH	CH14 12 x 63 LH	CH26 6 x 100 LH	CH30 9 x 78 LH	CH35 12 x 64 LH	CH37 35 x 91 LH	
CH06 9 x 73 LH	CH08 16 x 66 LH	CH11 6 x 86 LH	CH16 3 x 79 LH	CH19 10 x 88 LH	CH29 4 x 100 LH	CH39 25 x 57 LH	CH40 2 x 100 LH	CH42 4 x 93 LH
CH08 12 x 59 LH	CH07 4 x 82 LH	CH22 15 x 26 LL	CH28 29 x 73 LH	CH38 6 x 20 LL	CH48 10 x 54 LH	KNR1 6 x 62 LH	MC02 0 x NaN LL	MC09 10 x 100 LH

CHENNAI-02 MTD | LCE 15.85% | LCR 64.95% | LH

Region								
CH01 12 x 75 LH	CH03 4 x 68 LH	CH06 9 x 79 LH	CH12 27 x 69 LH	CH23 15 x 100 LH	CH24 14 x 83 LH	MC06 1 x 100 LH		
CH04 19 x 65 LH	CH21 24 x 47 LA	CH34 14 x 56 LH	CH44 16 x 51 LH	GPD1 48 x 92 LH	MC05 1 x 100 LH	MJR1 27 x 79 LH	PON1 16 x 60 LH	UKI1 2 x 100 LH
CH07 20 x 55 LH	CH01 81 x 100 HH	CH15 26 x 47 LA	CH17 16 x 100 LH	CH18 17 x 75 LH	CH27 5 x 100 LH	CH32 19 x 100 LH	CH36 3 x 100 LH	CH43 23 x 33 LA
CH09 12 x 74 LH	CH09 4 x 89 LH	CH20 20 x 65 LH	CH31 3 x 67 LH	CH33 6 x 100 LH	CH41 20 x 60 LH	CH46 14 x 100 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 8.65% | LCR 75.00% | LH

Region					
TVP1 9 x 75 LH	KLR1 1 x 100 LH	NYK1 NaN x NaN LL	PAS1 14 x 72 LH	PNL1 NaN x NaN LL	TVP1 10 x 76 LH

NORTH ARCOT MTD | LCE 14.95% | LCR 53.56% | LH

Region								
NA01 27 x 48 LA	AKM1 40 x 19 LL	ANI1 3 x 100 LH	ARC2 3 x 100 LH	CYR1 9 x 90 LH	KPM1 11 x 78 LH	KPM2 56 x 53 AH	WJD1 12 x 68 LH	WJP1 11 x 65 LH
NA02 9 x 59 LH	ABR1 8 x 80 LH	CGM1 1 x 100 LH	GDM1 13 x 38 LA	PLR1 6 x 100 LH	TRR1 9 x 63 LH	VEL1 15 x 69 LH	VEL2 13 x 45 LA	VEL3 NaN x NaN LL	VNB1 2 x 50 LA
NA03 7 x 70 LH	BGR1 13 x 89 LH	CPT1 5 x 89 LH	PTU1 7 x 80 LH	SBR1 0 x NaN LL	SLG1 5 x 33 LA	TRL1 6 x 100 LH	TRT1 7 x 35 LA	UGI1 19 x 70 LH	VSI1 12 x 59 LH

SOUTH ARCOT MTD | LCE 8.60% | LCR 61.16% | LH

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Branch									
SA01 12 x 54 LH	CUD1 19 x 44 LA	KLM1 10 x 50 LA		MKM1 2 x 100 LH	POY1 9 x 79 LH		POY2 8 x 71 LH		
SA02 8 x 67 LH	CDM1 18 x 52 LH	KKI2 14 x 60 LH	KML1 1 x 100 LH	NVL2 5 x 75 LH	PRT1 8 x 93 LH	STP1 2 x 100 LH	ULP1 2 x 100 LH	VCM1 10 x 100 LH	
SA03 6 x 67 LH	SJI1 NaN x NaN LL	SJI2 1 x 100 LH	TDM1 5 x 58 LH	TRK1 16 x 52 LH	TVM1 10 x 100 LH	TVM2 1 x 100 LH	VPM1 15 x 92 LH	VPM2 0 x 100 LH	

Region   SOUTH-01 MTD | LCE 19.15% | LCR 68.63% | LH

Branch								
KVT1 18 x 60 LH	KVT1 7 x 71 LH	KYR1 3 x 50 LA	PKD1 35 x 35 LA	RND1 32 x 72 LH	SKD1 9 x 47 LA	SNL1 13 x 65 LH	STU2 21 x 93 LH	VKM1 17 x 74 LH
NGR1 12 x 63 LH	COL1 14 x 44 LA	KGL1 16 x 80 LH	KSM1 6 x 50 LA	MAR1 13 x 92 LH	MMT1 8 x 67 LH	NGR1 14 x 55 LH	TKY1 3 x 14 LL	
TKS1 18 x 84 LH	PDI1 8 x 64 LH	RPM1 13 x 86 LH	SDI1 12 x 65 LH	SGT1 10 x 77 LH	TKS1 18 x 81 LH	TKS2 33 x 90 LH		
TUT1 19 x 65 LH	ERL1 ∞ x 100 HH	ERL2 26 x 64 LH	TCN1 12 x 67 LH	TUT1 15 x 64 LH	TUT2 16 x 58 LH	TYI1 17 x 79 LH	UDN1 59 x 65 AH	
TVL1 28 x 80 LH	ARM1 25 x 56 LH	ASM1 28 x 87 LH	TVL1 32 x 86 LH	TVL2 29 x 100 LH	VLY1 17 x 56 LH			
VNR1 22 x 57 LH	APK1 42 x 84 LH	APK2 35 x 62 LH	SVK1 8 x 59 LH	VNR1 35 x 40 LA	VNR2 15 x 41 LA			

Region   SOUTH-03 MTD | LCE 8.45% | LCR 57.57% | LH

Branch									
DGL1 5 x 90 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 17 x 65 LH		
KKD2 2 x 88 LH	ATG1 1 x 100 LH	DKI1 2 x 80 LH	KKD2 9 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 7 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 11 x 64 LH	CBM1 3 x 50 LA	CMR1 12 x 76 LH	MDU2 8 x 74 LH	MDU3 2 x 100 LH	MDU4 6 x 62 LH	MDU6 59 x 30 AA	TEN1 4 x 91 LH / TEN2 2 x 80 LH
SVG1 10 x 62 LH	BTU1 17 x 72 LH	KPT1 2 x 75 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 3 x 50 LA	PKM1 43 x 53 LH	SVG1 3 x 100 LH	TMM1 13 x 69 LH	USL1 14 x 43 LA

Region   TIRUPATI-01 MTD | LCE 21.69% | LCR 79.70% | LH

Branch									
ATP1 29 x 91 LH	ADI1 27 x 60 LH	ATP1 10 x 90 LH	DHN1 7 x 100 LH	GTL1 0 x NaN LL	HPR1 NaN x NaN LL	KNL1 65 x 99 HH	KNL2 16 x 92 LH	NDL1 16 x 76 LH	TPI1 113 x 98 HH
KDA1 4 x 78 LH	BVL1 2 x 100 LH	KDA1 4 x 100 LH	KOU1 3 x 100 LH	MPL1 4 x 60 LH	PDT1 9 x 100 LH	PIL1 0 x NaN LL	RCY1 0 x NaN LL	RJP1 13 x 55 LH	
TPY1 27 x 73 LH	CTO1 4 x 91 LH	KHT1 28 x 84 LH / KVL1 13 x 33 LA	NLR1 18 x 79 LH	NYP1 24 x 80 LH	PGR1 30 x 93 LH	PMR1 48 x 99 LH	PUT1 13 x 62 LH	SPE1 23 x 85 LH	TPY1 49 x 49 LH / TPY2 33 x 52 LA / VKI1 51 x 98 AH

Region   TRICHY-01 MTD | LCE 11.91% | LCR 86.83% | LH

Branch							
KUM1 7 x 84 LH	KIK1 10 x 84 LH	KUM1 9 x 86 LH	NCK1 32 x 80 LH	NGT1 4 x 83 LH	TTP1 4 x 70 LH	TVR1 4 x 100 LH	TVR2 2 x 100 LH
PBR1 9 x 86 LH	AYR1 18 x 100 LH	JKM1 1 x 100 LH	MSI1 3 x 83 LH	MVM1 14 x 87 LH	PBR1 6 x 89 LH	PBR2 11 x 67 LH	TYR1 4 x 100 LH
TNJ1 18 x 85 LH	APM1 25 x 71 LH	MDI1 32 x 92 LH	NMM1 23 x 83 LH	ORU1 7 x 69 LH	PTK1 7 x 90 LH	TNJ1 13 x 81 LH	TNJ2 21 x 86 LH

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TRY1 13 x 91 LH	**KRN1** 7 x 87 LH	**PDK1** 76 x 89 HH	**TRY1** 5 x 98 LH	**TRY2** 26 x 89 LH	**TRY3** 2 x 100 LH	**TRY4** 2 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 29.84% | LCR 89.93% | LH

BVR1 45 x 96 LH	**AMP1** 31 x 91 LH	**BVR1** 96 x 97 HH	**DPE1** 0 x NaN LL	**ELU1** 66 x 97 HH	**JGG1** 18 x 93 LH	**KND1** 64 x 99 HH	**NPR1** 0 x NaN LL	**PAP1** 62 x 85 HH	**PPM1** 131 x 99 HH	**RMV1** 37 x 100 LH	**TDD1** 14 x 81 LH	**TNI1** 1 x 100 LH	**TNK1** 11 x 100 LH
GNT1 24 x 87 LH	**BPP1** 2 x 50 LA	**CKT1** 100 x 97 HH	**CRL1** 19 x 94 LH	**GNT1** 2 x 100 LH	**GNT2** 4 x 100 LH	**KDR1** 6 x 100 LH	**NRT1** 2 x 100 LH	**OGL1** 98 x 84 HH	**PNR1** 34 x 42 LA	**PRL1** 4 x 67 LH	**RAL1** 9 x 79 LH	**VKN1** 0 x NaN LL
VJW1 19 x 77 LH	**GDV1** 4 x 100 LH	**GVM1** 21 x 46 LA	**JPT1** 34 x 49 LA	**MTM1** 13 x 53 LH	**TEL1** 17 x 74 LH	**TVU1** 35 x 96 LH	**VJW1** 15 x 100 LH	**VJW2** 1 x 100 LH	**VJW3** 16 x 92 LH	**VJW4** 35 x 82 LH	**VJW5** 24 x 81 LH	**VUY1** 7 x 100 LH

Region — WEST-01 MTD | LCE 22.78% | LCR 86.24% | LH

CBE1 18 x 88 LH	**CBE1** 17 x 89 LH	**CBE2** 14 x 88 LH	**CBE3** 6 x 100 LH	**CBE4** 12 x 93 LH	**CBE5** 4 x 100 LH	**CBE6** 55 x 98 AH	**KMR1** 29 x 84 LH	**SNR1** 10 x 94 LH	**SUL1** 10 x 52 LH
PLI1 11 x 88 LH	**DPM2** 3 x 100 LH		**KGM1** 13 x 95 LH		**PDM1** 9 x 82 LH		**PLI1** 19 x 83 LH		**UMP1** 4 x 100 LH
TPR1 28 x 89 LH	**TPR1** 24 x 64 LH				**TPR2** 8 x 100 LH			**TPR3** 61 x 100 HH	
TPR4 62 x 85 HH	**ANR1** 13 x 89 LH		**AVI1** 91 x 98 HH		**GBM1** 125 x 74 HH		**PPI1** 73 x 89 HH	**SYM2** 7 x 69 LH	**TPR4** 27 x 80 LH
UAM1 6 x 75 LH	**CNR1** 14 x 69 LH		**GDR1** 8 x 70 LH		**KGI1** 1 x 100 LH		**KMD1** 1 x 100 LH	**MPM1** 11 x 73 LH	**UAM1** 2 x 100 LH

Region — WEST-02 MTD | LCE 11.87% | LCR 71.16% | LH

ERD1 21 x 74 LH	**CMI1** 7 x 45 LA	**ERD1** 23 x 80 LH	**ERD2** 11 x 85 LH	**KMM1** 8 x 45 LA	**NKL2** 17 x 73 LH	**PDR1** 22 x 72 LH	**RSP1** 15 x 47 LA	**SGG1** 39 x 43 LA	**TCG1** 3 x 100 LH	**VKL1** 101 x 88 HH
HSR1 7 x 66 LH	**HSR1** 16 x 91 LH	**HSR2** 13 x 54 LH	**KRI1** 9 x 100 LH	**KVP1** 1 x 100 LH	**PLC1** 2 x 67 LH	**PMP1** 5 x 18 LL	**SGI1** 1 x 100 LH		
MTR1 7 x 76 LH	**BMD1** 4 x 100 LH	**DPR1** 5 x 100 LH	**DPR2** 14 x 46 LA	**HRR1** 16 x 100 LH	**MCR1** 7 x 60 LH	**MTR1** 2 x 100 LH	**OML1** 10 x 74 LH	**TRM1** 3 x 50 LA	
SLM1 10 x 67 LH	**APN1** 33 x 47 LA	**ATU1** 11 x 69 LH	**EDP1** 4 x 100 LH	**EPI1** 2 x 100 LH	**SLM1** 13 x 72 LH	**SLM2** 8 x 87 LH	**SLM3** 2 x 56 LH	**VPD1** 10 x 64 LH	