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-Sep-2025 To Date : 18-Sep-2025						
CHENNAI-01	5,391	1,247	1,168	23.13%	93.66%	LH
CHENNAI-02	4,500	1,457	1,367	32.37%	93.82%	LH
KL-SOUTH	1,032	114	102	11.05%	89.47%	LH
NORTH ARCOT	4,177	1,223	1,126	29.28%	92.07%	LH
SOUTH ARCOT	3,301	849	783	25.72%	92.23%	LH
SOUTH-01	8,280	3,078	2,931	37.17%	95.22%	LH
SOUTH-03	5,636	905	815	16.06%	90.06%	LH
TIRUPATI-01	2,296	1,777	1,730	77.39%	97.36%	HH
TRICHY-01	5,113	1,658	1,603	32.42%	96.68%	LH
VIJAYAWADA-01	2,078	1,880	1,822	90.46%	96.91%	HH
WEST-01	3,806	1,355	1,303	35.61%	96.16%	LH
WEST-02	4,564	1,379	1,305	30.21%	94.63%	LH
Total	50,174	16,922	16,055	33.73%	94.88%	LH

CHENNAI-01 MTD | LCE 23.13% | LCR 93.66% | LH

Region								
CH03 17 x 89 LH	CGL1 25 x 91 LH	CH45 3 x 100 LH	GUD1 27 x 96 LH	GUD2 1 x 100 LH	MC10 21 x 94 LH	MRM1 27 x 73 LH	SKL1 2 x 100 LH	TKM1 27 x 89 LH
CH05 31 x 96 LH	AVD1 10 x 94 LH	CH05 15 x 98 LH	CH14 53 x 93 AH	CH26 27 x 96 LH	CH30 29 x 98 LH	CH35 50 x 100 AH	CH37 17 x 100 LH	
CH06 25 x 94 LH	CH08 52 x 92 AH	CH11 7 x 100 LH	CH16 6 x 100 LH	CH19 20 x 94 LH	CH29 8 x 100 LH	CH39 63 x 94 HH	CH40 3 x 100 LH	CH42 22 x 93 LH
CH08 17 x 94 LH	CH07 8 x 100 LH	CH22 38 x 95 LH	CH28 15 x 94 LH	CH38 13 x 100 LH	CH48 16 x 81 LH	KNR1 21 x 100 LH	MC02 11 x 100 LH	MC09 38 x 100 LH

CHENNAI-02 MTD | LCE 32.37% | LCR 93.82% | LH

Region								
CH01 23 x 94 LH	CH03 4 x 95 LH	CH12 49 x 92 LH	CH23 23 x 100 LH	CH24 34 x 92 LH	CH41 35 x 96 LH	MC06 5 x 100 LH	MC08 0 x NaN LL	
CH04 41 x 94 LH	CH21 54 x 94 AH	CH34 48 x 93 LH	CH44 46 x 92 LH	GPD1 36 x 98 LH	MC05 23 x 93 LH	MJR1 30 x 88 LH	PON1 53 x 96 AH	UKI1 19 x 97 LH
CH07 37 x 94 LH	CH01 68 x 100 HH	CH15 63 x 92 HH	CH17 16 x 100 LH	CH18 32 x 94 LH	CH27 12 x 100 LH	CH32 19 x 100 LH	CH36 13 x 100 LH	CH43 32 x 96 LH
CH09 24 x 95 LH	CH06 23 x 94 LH	CH09 12 x 94 LH	CH20 53 x 97 AH	CH31 12 x 90 LH		CH33 5 x 100 LH		CH46 36 x 88 LH

KL-SOUTH MTD | LCE 11.05% | LCR 89.47% | LH

Region		
TVP1 11 x 89 LH	KLR1 0 x NaN LL	PAS1 38 x 89 LH	TVP1 2 x 100 LH

NORTH ARCOT MTD | LCE 29.28% | LCR 92.07% | LH

Region								
NA01 40 x 90 LH	AKM1 55 x 97 AH	ANI1 37 x 98 LH	ARC2 13 x 91 LH	CYR1 20 x 100 LH	KPM1 33 x 89 LH	KPM2 43 x 77 LH	WJD1 45 x 94 LH	WJP1 62 x 99 HH
NA02 23 x 94 LH	ABR1 5 x 100 LH	CGM1 7 x 100 LH	GDM1 19 x 83 LH	PLR1 13 x 100 LH	TRR1 12 x 97 LH	VEL1 39 x 95 LH	VEL2 50 x 93 LH	VNB1 11 x 100 LH
NA03 24 x 94 LH	BGR1 39 x 95 LH	CPT1 28 x 100 LH	PTU1 20 x 92 LH	SBR1 5 x 100 LH	SLG1 29 x 100 LH	TRL1 11 x 100 LH	TRT1 70 x 83 HH	UGI1 41 x 95 LH	VSI1 17 x 96 LH

SOUTH ARCOT MTD | LCE 25.72% | LCR 92.23% | LH

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SA01 41 x 92 LH	CUD1 51 x 84 AH		KLM1 29 x 98 LH		MKM1 25 x 100 LH		POY1 58 x 97 AH		POY2 19 x 97 LH
SA02 17 x 92 LH	CDM1 9 x 95 LH	KKI2 46 x 91 LH	KML1 4 x 100 LH	NVL2 17 x 83 LH	PRT1 13 x 95 LH	STP1 4 x 100 LH	ULP1 18 x 96 LH	VCM1 9 x 88 LH
SA03 21 x 94 LH	SJI1 6 x 100 LH	TDM1 36 x 86 LH	TRK1 43 x 94 LH	TVM1 19 x 100 LH	TVM2 3 x 100 LH	VPM1 31 x 96 LH	VPM2 5 x 100 LH	

Region SOUTH-01 MTD | LCE 37.17% | LCR 95.22% | LH

KVT1 34 x 95 LH	KVT1 29 x 98 LH	KYR1 20 x 100 LH	PKD1 51 x 96 AH	RND1 35 x 99 LH	SKD1 20 x 85 LH	SNL1 39 x 89 LH	STU2 47 x 100 LH	VKM1 40 x 89 LH
NGR1 17 x 96 LH	COL1 36 x 95 LH	KGL1 42 x 98 LH	KSM1 3 x 100 LH	MAR1 15 x 93 LH	MMT1 45 x 99 LH	NGR1 10 x 95 LH	TKY1 5 x 100 LH	
TKS1 29 x 96 LH	PDI1 31 x 96 LH	RPM1 9 x 91 LH	SDI1 10 x 100 LH	SGT1 58 x 100 AH	TKS1 43 x 92 LH	TKS2 47 x 99 LH		
TUT1 50 x 93 AH	ERL1 ∞ x 100 HH	ERL2 53 x 97 AH	TCN1 27 x 87 LH	TUT1 42 x 96 LH	TUT2 43 x 93 LH	TYI1 58 x 92 AH	UDN1 152 x 87 HH	
TVL1 51 x 97 AH	ARM1 42 x 97 LH	ASM1 37 x 94 LH	TVL1 71 x 100 HH	TVL2 46 x 96 LH	VLY1 26 x 90 LH			
VNR1 46 x 96 LH	APK1 38 x 95 LH	APK2 38 x 100 LH	SVK1 37 x 96 LH	VNR1 78 x 92 HH	VNR2 44 x 97 LH			

Region SOUTH-03 MTD | LCE 16.06% | LCR 90.06% | LH

DGL1 8 x 95 LH	DGL1 3 x 100 LH	DGL2 0 x NaN LL	MDU1 5 x 100 LH	MDU5 8 x 92 LH	MPA1 5 x 100 LH	NTM1 8 x 90 LH	PNI1 57 x 92 AH	
KKD2 12 x 96 LH	ATG1 5 x 90 LH	DKI1 18 x 96 LH	KKD2 13 x 100 LH	MNM1 1 x 100 LH	PNV1 9 x 100 LH	PVI1 32 x 95 LH	SGP1 3 x 100 LH	TDI1 3 x 100 LH	TPT1 2 x 100 LH
KRR1 7 x 100 LH	KRR1 15 x 100 LH				ODM1 1 x 100 LH			
MDU2 19 x 87 LH	ADP1 9 x 85 LH	BNR1 42 x 88 LH	CBM1 15 x 95 LH	CMR1 45 x 88 LH	MDU2 9 x 100 LH	MDU3 1 x 100 LH	MDU4 13 x 67 LH	MDU6 40 x 84 LH	TEN1 8 x 90 LH	TEN2 7 x 88 LH
SVG1 29 x 88 LH	BTU1 29 x 82 LH	KPT1 8 x 100 LH	KYK1 3 x 100 LH	MLR1 7 x 86 LH	NKI1 23 x 95 LH	PKM1 90 x 89 HH	SVG1 9 x 100 LH	TMM1 63 x 84 HH	USL1 36 x 88 LH

Region TIRUPATI-01 MTD | LCE 77.39% | LCR 97.36% | HH

ATP1 131 x 99 HH	ADI1 58 x 95 AH	ATP1 59 x 96 AH	DHN1 144 x 99 HH	GTL1 384 x 100 HH	KNL1 153 x 100 HH	KNL2 134 x 100 HH	NDL1 46 x 94 LH	TPI1 189 x 99 HH
KDA1 30 x 97 LH	BVL1 15 x 100 LH	KDA1 20 x 90 LH	KOU1 33 x 96 LH	MPL1 62 x 100 HH	PDT1 20 x 100 LH	PIL1 18 x 100 LH	RCY1 10 x 100 LH	RJP1 48 x 92 LH
TPY1 74 x 96 HH	CTO1 29 x 98 LH	KHT1 94 x 100 HH	KVL1 21 x 100 LH	NLR1 69 x 96 HH	NYP1 133 x 98 HH	PGR1 84 x 97 HH	PMR1 124 x 100 HH	PUT1 35 x 96 HH	SPE1 82 x 93 HH	TPY1 83 x 94 HH	TPY2 45 x 87 HH	VKI1 175 x 95 HH

Region TRICHY-01 MTD | LCE 32.42% | LCR 96.68% | LH

KUM1 38 x 97 LH	JKM1 12 x 95 LH	KUM1 66 x 95 HH	MVM1 59 x 99 AH	NCK1 48 x 97 LH	TVR1 10 x 100 LH	TVR2 9 x 100 LH	
PTK1 25 x 97 LH	APM1 43 x 98 LH	MDI1 16 x 94 LH	NGT1 27 x 98 LH	NMM1 70 x 97 HH	PTK1 4 x 100 LH	TTP1 5 x 89 LH	
TNJ1 55 x 96 AH	AYR1 33 x 95 LH	KIK1 24 x 92 LH	KRN1 75 x 93 HH	ORU1 43 x 95 LH	PDK1 119 x 95 HH	TNJ1 44 x 99 LH	TNJ2 63 x 97 HH

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| TRY1 16 x 97 LH | MSI1 4 x 100 LH | PBR1 18 x 100 LH | PBR2 27 x 94 LH | TRY1 16 x 98 LH | TRY2 45 x 100 LH | TRY3 6 x 100 LH | TYR1 3 x 100 LH |

Region — VIJAYAWADA-01 MTD | LCE 90.46% | LCR 96.91% | HH

BVR1 106 x 99 HH	AMP1 51 x 100 AH	BVR1 90 x 97 HH	DPE1 137 x 97 HH	ELU1 160 x 99 HH	JGG1 110 x 100 HH	KND1 111 x 100 HH	PAP1 90 x 100 HH	PPM1 233 x 100 HH	RMV1 278 x 99 HH	TDD1 53 x 96 AH	TNI1 0 x NaN LL	TNK1 45 x 100 LH
GNT1 82 x 95 HH	BPP1 37 x 76 LH	CKT1 153 x 94 HH	CRL1 129 x 99 HH	GNT1 26 x 100 LH	GNT2 82 x 100 HH	KDR1 56 x 97 AH	NRT1 9 x 100 LH	OGL1 263 x 97 HH	PNR1 61 x 68 HH	PRL1 38 x 100 AH	RAL1 53 x 97 AH	VKN1 4 x 50 LA
VJW1 84 x 96 HH	GDV1 170 x 100 HH	GVM1 96 x 90 HH	JPT1 105 x 90 HH	MTM1 45 x 100 LH	TEL1 65 x 96 HH	TVU1 89 x 100 HH	VJW1 66 x 98 HH	VJW2 26 x 100 LH	VJW3 107 x 100 HH	VJW4 50 x 85 AH	VJW5 98 x 100 HH	VUY1 99 x 95 HH

Region — WEST-01 MTD | LCE 35.61% | LCR 96.16% | LH

CBE1 26 x 97 LH	CBE1 51 x 98 AH	CBE2 8 x 100 LH	CBE3 14 x 100 LH	CBE4 3 x 100 LH	CBE5 0 x NaN LL	CBE6 89 x 99 HH	KMR1 41 x 95 LH	SNR1 12 x 95 LH	SUL1 35 x 94 LH
PLI1 20 x 96 LH	DPM2 10 x 100 LH	KGM1 22 x 95 LH	PDM1 31 x 86 LH	PLI1 21 x 100 LH	UMP1 21 x 100 LH
TPR1 53 x 97 AH	TPR1 59 x 95 AH	TPR2 1 x 100 LH	TPR3 96 x 98 HH
TPR4 91 x 96 HH	ANR1 2 x 100 LH	AVI1 206 x 100 HH	GBM1 85 x 89 HH	PPI1 71 x 88 HH	SYM2 34 x 97 LH	TPR4 90 x 99 HH
UAM1 12 x 92 LH	CNR1 2 x 100 LH	GDR1 7 x 100 LH	KGI1 3 x 100 LH	KMD1 0 x NaN LL	MPM1 53 x 95 AH	UAM1 6 x 67 LH

Region — WEST-02 MTD | LCE 30.21% | LCR 94.63% | LH

ERD1 42 x 93 LH	CMI1 39 x 67 LH	ERD1 57 x 95 AH	ERD2 14 x 100 LH	KMM1 19 x 92 LH	NKL2 35 x 93 LH	PDR1 57 x 94 AH	RSP1 51 x 96 AH	SGG1 57 x 97 AH	TCG1 36 x 97 LH	VKL1 82 x 94 HH
HSR1 17 x 96 LH	HSR1 25 x 97 LH	HSR2 32 x 91 LH	KRI1 18 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 9 x 100 LH	SGI1 17 x 100 LH
MTR1 21 x 95 LH	BMD1 4 x 100 LH	DPR1 9 x 100 LH	DPR2 57 x 96 AH	HRR1 53 x 100 AH	MCR1 19 x 97 LH	MTR1 1 x 100 LH	OML1 25 x 93 LH	TRM1 16 x 87 LH
SLM1 38 x 95 LH	APN1 93 x 90 HH	ATU1 56 x 96 AH	EDP1 5 x 100 LH	EPI1 3 x 100 LH	SLM1 54 x 98 AH	SLM2 36 x 100 LH	SLM3 6 x 82 LH	VPD1 29 x 96 LH