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-Nov-2025 To Date : 18-Nov-2025						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	6,546	1,528	559	23.34%	36.58%	LA
CHENNAI-02	6,134	1,812	662	29.54%	36.53%	LA
KL-SOUTH	604	67	31	11.10%	46.27%	LA
NORTH ARCOT	4,864	1,307	483	26.87%	36.95%	LA
SOUTH ARCOT	4,437	661	192	14.90%	29.05%	LL
SOUTH-01	9,322	3,261	1,218	34.98%	37.35%	LA
SOUTH-03	7,136	1,171	483	16.41%	41.25%	LA
TIRUPATI-01	2,929	1,548	958	52.86%	61.89%	AH
TRICHY-01	6,376	1,447	653	22.70%	45.13%	LA
VIJAYAWADA-01	3,002	2,333	1,572	77.71%	67.38%	HH
WEST-01	4,992	1,316	749	26.36%	56.91%	LH
WEST-02	5,728	1,639	750	28.61%	45.76%	LA
Total	62,069	18,090	8,310	29.15%	45.94%	LA

Region — CHENNAI-01 MTD | LCE 23.34% | LCR 36.58% | LA

CH03 23 x 42 LA	CGL1 38 x 56 LH	CH45 8 x 75 LH	GUD1 31 x 32 LA	GUD2 5 x 89 LH	MC10 22 x 38 LA	MRM1 38 x 32 LA	SKL1 5 x 62 LH	TKM1 40 x 36 LA
CH05 25 x 29 LL	AVD1 29 x 29 LL	CH05 19 x 37 LA	CH14 13 x 38 LA	CH26 4 x 100 LH	CH30 40 x 31 LA	CH35 34 x 22 LL	CH37 46 x 16 LL	
CH06 24 x 41 LA	CH08 40 x 28 LL	CH11 5 x 92 LH	CH16 26 x 39 LA	CH19 28 x 53 LH	CH29 5 x 50 LA	CH39 28 x 57 LH	CH40 6 x 40 LA	CH42 18 x 36 LA
CH08 20 x 33 LA	CH07 10 x 73 LH	CH22 48 x 32 LA	CH28 11 x 40 LA	CH38 30 x 26 LL	CH48 22 x 19 LL	KNR1 6 x 57 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

Region — CHENNAI-02 MTD | LCE 29.54% | LCR 36.53% | LA

CH01 26 x 42 LA	CH03 16 x 54 LH	CH06 7 x 60 LH	CH12 51 x 37 AA	CH23 20 x 62 LH		CH24 33 x 35 LA	MC06 1 x 100 LH	
CH04 33 x 32 LA	CH21 53 x 33 AA	CH34 44 x 23 LL	CH44 45 x 37 LA	GPD1 36 x 45 LA	MC05 3 x 100 LH	MJR1 21 x 19 LL	PON1 43 x 36 LA	UKI1 1 x 100 LH
CH07 37 x 34 LA	CH01 166 x 100 HH	CH15 50 x 28 LL	CH17 6 x 75 LH	CH18 56 x 33 AA	CH27 10 x 100 LH	CH32 3 x 100 LH	CH36 17 x 47 LH	CH43 44 x 30 LA
CH09 19 x 44 LA	CH09 8 x 67 LH	CH20 36 x 33 LA	CH31 7 x 57 LH	CH33 7 x 79 LH		CH41 29 x 37 LA	CH46 20 x 63 LH	

Region — KL-SOUTH MTD | LCE 11.10% | LCR 46.27% | LA

TVP1 11 x 46 LA	KLR1 2 x 60 LH		PAS1 34 x 33 LA		TVP1 8 x 70 LH	

Region — NORTH ARCOT MTD | LCE 26.87% | LCR 36.95% | LA

NA01 39 x 23 LL	AKM1 35 x 17 LL	ANI1 25 x 28 LL	ARC2 8 x 91 LH	CYR1 17 x 50 LA	KPM1 29 x 26 LL	KPM2 60 x 20 AL	WJD1 48 x 23 LL	WJP1 36 x 19 LL
NA02 25 x 66 LH	ABR1 8 x 38 LA	CGM1 2 x 50 LA	GDM1 5 x 75 LH	PLR1 6 x 62 LH	TRR1 4 x 83 LH	VEL1 56 x 43 AA	VEL2 101 x 76 HH	VNB1 1 x 100 LH
NA03 15 x 32 LA	BGR1 52 x 29 AL	CPT1 23 x 12 LL	PTU1 5 x 29 LL	SBR1 1 x 100 LH	SLG1 34 x 52 LH	TRL1 2 x 100 LH	TRT1 4 x 60 LH	UGI1 20 x 28 LL	VSI1 16 x 16 LL

Region — SOUTH ARCOT MTD | LCE 14.90% | LCR 29.05% | LL

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Region SOUTH-01 — MTD | LCE 34.98% | LCR 37.35% | LA

SA01 — 25 x 26 — LL

Store	Value	Flag
CUD1	54 x 23	AL
KLM1	28 x 29	LL
MKM1	4 x 50	LA
POY1	4 x 93	LH
POY2	5 x 7	LL

SA02 — 10 x 38 — LA

Store	Value	Flag
CDM1	2 x 100	LH
KKI2	46 x 32	LA
KML1	0 x NaN	LL
NVL2	5 x 45	LA
PRT1	8 x 43	LA
STP1	0 x NaN	LL
ULP1	2 x 50	LA
VCM1	2 x 100	LH

SA03 — 11 x 27 — LL

Store	Value	Flag
SJI1	NaN x NaN	LL
SJI2	0 x NaN	LL
TDM1	24 x 24	LL
TRK1	30 x 24	LL
TVM1	3 x 67	LA
TVM2	0 x NaN	LL
VPM1	4 x 100	LH
VPM2	0 x NaN	LL

Region SOUTH-03 — MTD | LCE 16.41% | LCR 41.25% | LA

KVT1 — 37 x 33 — LA

Store	Value	Flag
KVT1	16 x 34	LA
KYR1	31 x 37	LA
PKD1	49 x 37	LA
RND1	47 x 31	LA
RND2	NaN x NaN	LL
SKD1	57 x 42	AA
SNL1	40 x 30	LA
STU2	43 x 30	LL
VKM1	55 x 26	AL

NGR1 — 39 x 40 — LA

Store	Value	Flag
COL1	57 x 49	AA
KGL1	39 x 49	LA
KSM1	29 x 50	LA
MAR1	31 x 42	LA
MMT1	37 x 38	LA
NGR1	46 x 37	LA
TKY1	23 x 31	LA

TKS1 — 23 x 38 — LA

Store	Value	Flag
PDI1	21 x 15	LL
RPM1	12 x 29	LL
SDI1	10 x 32	LA
SGT1	43 x 24	LL
TKS1	25 x 33	LA
TKS2	34 x 58	LH

TUT1 — 44 x 35 — LA

Store	Value	Flag
ERL1	∞ x 100	HH
ERL2	38 x 42	LA
TCN1	41 x 27	LL
TUT1	37 x 36	LA
TUT2	48 x 32	LA
TYI1	43 x 38	LA
UDN1	82 x 39	HA

TVL1 — 27 x 51 — LH

Store	Value	Flag
ARM1	34 x 34	LA
ASM1	20 x 55	LH
TVL1	30 x 54	LH
TVL2	24 x 62	LH
VLY1	21 x 45	LA

VNR1 — 36 x 33 — LA

Store	Value	Flag
APK1	35 x 28	LL
APK2	62 x 49	HA
SVK1	31 x 25	LL
VNR1	54 x 33	AA
VNR2	23 x 25	LL

Region TIRUPATI-01 — MTD | LCE 52.86% | LCR 61.89% | AH

DGL1 — 11 x 52 — LH

Store	Value	Flag
DGL1	8 x 23	LL
DGL2	1 x 100	LH
MDU1	6 x 92	LH
MDU5	31 x 62	LH
MPA1	5 x 100	LH
NTM1	14 x 35	LA
PNI1	36 x 20	LL

KKD2 — 15 x 39 — LA

Store	Value	Flag
ATG1	5 x 56	LH
DKI1	5 x 67	LH
KKD2	NaN x NaN	LL
KKD3	17 x 35	LA
MNM1	5 x 80	LH
PNV1	NaN x NaN	LL
PNV2	1 x 100	LH
PVI1	42 x 43	LA
SGP1	4 x 25	LL
TDI1	2 x 100	LH
TPT1	33 x 29	LL

KRR1 — 5 x 100 — LH

Store	Value	Flag
KRR1	6 x 100	LH
ODM1	3 x 100	LH

MDU2 — 16 x 47 — LA

Store	Value	Flag
ADP1	38 x 47	LA
BNR1	40 x 41	LA
CBM1	12 x 22	LL
CMR1	24 x 75	LH
MDU2	5 x 74	LH
MDU3	0 x 100	LH
MDU4	24 x 45	LA
MDU6	29 x 42	LA
TEN1	5 x 80	LH
TEN2	5 x 50	LA

SVG1 — 27 x 30 — LA

Store	Value	Flag
BTU1	7 x 43	LA
KPT1	8 x 21	LL
KYK1	6 x 38	LA
MLR1	7 x 57	LH
NKI1	21 x 46	LA
PKM1	63 x 26	HL
SVG1	12 x 58	LH
TMM1	60 x 28	HL
USL1	17 x 12	LL

Region TRICHY-01 — MTD | LCE 22.70% | LCR 45.13% | LA

ATP1 — 80 x 74 — HH

Store	Value	Flag
ADI1	56 x 45	AA
ATP1	49 x 64	LH
DHN1	83 x 95	HH
GTL1	198 x 99	HH
KAR1	NaN x NaN	LL
KNL1	71 x 63	HH
KNL2	78 x 73	HH
NDL1	64 x 38	HA
TPI1	125 x 94	HH

KDA1 — 33 x 60 — LH

Store	Value	Flag
BVL1	21 x 63	LH
KDA1	18 x 93	LH
KOU1	31 x 46	LA
MPL1	48 x 63	LH
PDT1	53 x 73	AH
PIL1	15 x 79	LH
RCY1	33 x 36	LA
RJP1	40 x 43	LA

TPY1 — 45 x 48 — LA

Store	Value	Flag
CTO1	28 x 32	LA
KHT1	56 x 41	AA
KVL1	60 x 26	AL
NLR1	68 x 52	HH
NYP1	20 x 62	LH
PGR1	76 x 63	HH
PMR1	36 x 71	LH
PUT1	45 x 31	LA
SPE1	38 x 44	LA
TPY1	60 x 34	LH
TPY2	30 x 52	LH
VKI1	58 x 85	AH

KUM1 — 24 x 37 — LA

Store	Value	Flag
KIK1	9 x 69	LH
KUM1	49 x 21	LL
NCK1	33 x 76	LH
NGT1	54 x 34	AA
TTP1	4 x 60	LH
TVR1	1 x 100	LH
TVR2	4 x 100	LH

PBR1 — 22 x 42 — LA

Store	Value	Flag
AYR1	25 x 74	LH
JKM1	1 x 100	LH
MSI1	8 x 91	LH
MVM1	28 x 38	LA
PBR1	29 x 38	LA
PBR2	33 x 25	LL
TYR1	19 x 58	LH

TNJ1 — 32 x 51 — LH

Store	Value	Flag
APM1	81 x 53	HH
MDI1	26 x 93	LH
NMM1	50 x 31	AA
ORU1	20 x 24	LL
PTK1	16 x 39	LA
TNJ1	21 x 42	LA
TNJ2	37 x 59	LH

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TRY1	KRN1	PDK1	TRY1	TRY2	TRY3	TRY4
13 x 52	25 x 24	60 x 55	6 x 71	39 x 52	1 x 100	4 x 60
LH	LL	HH	LH	LH	LH	LH

Region — VIJAYAWADA-01 MTD | LCE 77.71% | LCR 67.38% | HH

BVR1	AMP1	BVR1	DPE1	ELU1	JGG1	KND1	NPR1	PAP1	PPM1	RMV1	TDD1	TNI1	TNK1
67 x 67	29 x 22	58 x 41	27 x 88	125 x 70	30 x 27	162 x 90	28 x 100	30 x 25	168 x 79	62 x 79	29 x 50	48 x 70	49 x 46
HH	LL	AA	LH	HH	LL	HH	LH	LL	HH	HH	LA	LH	LA

GNT1	BPP1	CKT1	CRL1	GNT1	GNT2	KDR1	NRT1	OGL1	PNR1	PRL1	RAL1	VKN1
88 x 69	54 x 67	161 x 72	86 x 73	80 x 78	149 x 92	72 x 69	39 x 56	171 x 76	70 x 39	38 x 38	70 x 23	35 x 67
HH	AH	HH	HH	HH	HH	HH	LH	HH	HA	LA	HL	LH

VJW1	GDV1	GVM1	JPT1	MTM1	TEL1	TVU1	VJW1	VJW2	VJW3	VJW4	VJW5	VUY1
78 x 66	117 x 77	55 x 28	112 x 61	57 x 25	84 x 58	187 x 89	77 x 81	23 x 90	58 x 51	63 x 40	47 x 86	44 x 64
HH	HH	AL	HH	AL	HH	HH	HH	LH	AH	HA	LH	LH

Region — WEST-01 MTD | LCE 26.36% | LCR 56.91% | LH

CBE1	CBE1	CBE2	CBE3	CBE4	CBE5	CBE6	KMR1	SNR1	SUL1
23 x 65	37 x 70	19 x 51	13 x 90	23 x 93	1 x 100	46 x 91	31 x 59	2 x 100	30 x 30
LH	LH	LH	LH	LH	LH	LH	LH	LH	LL

PLI1	DPM2		KGM1		PDM1		PLI1		UMP1
16 x 43	9 x 38		26 x 37		27 x 40		18 x 50		3 x 67
LA	LA		LA		LA		LA		LH

TPR1	TPR1			TPR2			TPR3		
45 x 59	59 x 29			4 x 78			80 x 97		
LH	AL			LH			HH		

TPR4	ANR1	AVI1	GBM1	PPI1	SYM2	TPR4
47 x 54	0 x NaN	52 x 76	80 x 52	59 x 46	21 x 39	39 x 49
LH	LL	AH	HH	AA	LA	LA

UAM1	CNR1	GDR1	KGI1	KMD1	MPM1	UAM1
13 x 32	6 x 33	13 x 20	0 x NaN	8 x 88	36 x 28	7 x 29
LA	LA	LL	LL	LH	LL	LL

Region — WEST-02 MTD | LCE 28.61% | LCR 45.76% | LA

ERD1	CMI1	ERD1	ERD2	KMM1	NKL2	PDR1	RSP1	SGG1	TCG1	VKL1
52 x 44	43 x 18	65 x 55	44 x 45	51 x 25	55 x 36	52 x 42	42 x 43	44 x 46	46 x 51	78 x 73
AA	LL	HH	LA	AL	AA	AA	LA	LA	LH	HH

HSR1	HSR1	HSR2	KRI1	KVP1	PLC1	PMP1	SGI1
22 x 66	56 x 42	43 x 87	11 x 62	3 x 67	8 x 27	4 x 100	0 x NaN
LH	AA	LH	LH	LH	LL	LH	LL

MTR1	BMD1	DPR1	DPR2	HRR1	MCR1	MTR1	OML1	TRM1
12 x 40	1 x 100	20 x 55	35 x 31	8 x 100	17 x 46	1 x 100	23 x 15	4 x 56
LA	LH	LH	LA	LH	LA	LH	LL	LH

SLM1	APN1	ATU1	EDP1	EPI1	SLM1	SLM2	SLM3	VPD1
25 x 39	47 x 48	42 x 28	0 x NaN	5 x 60	38 x 35	19 x 85	8 x 41	28 x 22
LA	LA	LL	LL	LH	LA	LH	LA	LL