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 : 20-Sep-2025						
CHENNAI-01	5,785	1,400	1,321	24.20%	94.36%	LH
CHENNAI-02	4,876	1,662	1,572	34.09%	94.58%	LH
KL-SOUTH	1,081	126	114	11.65%	90.48%	LH
NORTH ARCOT	4,496	1,417	1,320	31.51%	93.15%	LH
SOUTH ARCOT	3,534	967	901	27.37%	93.17%	LH
SOUTH-01	8,929	3,702	3,555	41.46%	96.03%	LH
SOUTH-03	6,131	1,090	1,000	17.78%	91.74%	LH
TIRUPATI-01	2,478	2,028	1,981	81.83%	97.68%	HH
TRICHY-01	5,538	1,950	1,895	35.21%	97.18%	LH
VIJAYAWADA-01	2,255	2,129	2,071	94.43%	97.28%	HH
WEST-01	4,093	1,516	1,464	37.04%	96.57%	LH
WEST-02	4,907	1,561	1,487	31.81%	95.26%	LH
Total	54,103	19,548	18,681	36.13%	95.56%	LH

CHENNAI-01 MTD | LCE 24.20% | LCR 94.36% | LH

Region								
CH03 17 x 90 LH	CGL1 25 x 91 LH	CH45 3 x 100 LH	GUD1 29 x 97 LH	GUD2 1 x 100 LH	MC10 24 x 95 LH	MRM1 26 x 75 LH	SKL1 2 x 100 LH	TKM1 29 x 90 LH
CH05 33 x 96 LH	AVD1 11 x 95 LH	CH05 14 x 98 LH	CH14 56 x 93 AH	CH26 26 x 96 LH	CH30 31 x 98 LH	CH35 52 x 100 AH	CH37 20 x 100 LH	
CH06 26 x 94 LH	CH08 56 x 93 AH	CH11 7 x 100 LH	CH16 7 x 100 LH	CH19 21 x 95 LH	CH29 9 x 100 LH	CH39 66 x 94 HH	CH40 3 x 100 LH	CH42 21 x 93 LH
CH08 19 x 95 LH	CH07 8 x 100 LH	CH22 39 x 95 LH	CH28 16 x 95 LH	CH38 16 x 100 LH	CH48 19 x 85 LH	KNR1 20 x 100 LH	MC02 10 x 100 LH	MC09 45 x 100 LH

CHENNAI-02 MTD | LCE 34.09% | LCR 94.58% | LH

Region								
CH01 22 x 94 LH	CH03 4 x 95 LH	CH06 27 x 95 LH	CH12 49 x 92 LH	CH23 23 x 100 LH	CH24 34 x 93 LH	MC06 5 x 100 LH	MC08 0 x NaN LL	
CH04 42 x 94 LH	CH21 57 x 95 AH	CH34 50 x 94 LH	CH44 48 x 92 LH	GPD1 39 x 99 LH	MC05 21 x 93 LH	MJR1 32 x 90 LH	PON1 57 x 97 AH	UKI1 19 x 97 LH
CH07 40 x 95 LH	CH01 62 x 100 HH	CH15 68 x 93 HH	CH17 16 x 100 LH	CH18 35 x 95 LH	CH27 12 x 100 LH	CH32 23 x 100 LH	CH36 12 x 100 LH	CH43 36 x 96 LH
CH09 27 x 96 LH	CH09 13 x 95 LH	CH20 52 x 97 AH	CH31 14 x 92 LH	CH33 5 x 100 LH		CH41 35 x 96 LH		CH46 38 x 89 LH

KL-SOUTH MTD | LCE 11.65% | LCR 90.48% | LH

Region			
TVP1 12 x 90 LH	KLR1 0 x NaN LL	PAS1 39 x 89 LH	TVP1 2 x 100 LH

NORTH ARCOT MTD | LCE 31.51% | LCR 93.15% | LH

Region								
NA01 44 x 91 LH	AKM1 57 x 97 AH	ANI1 41 x 98 LH	ARC2 16 x 93 LH	CYR1 21 x 100 LH	KPM1 36 x 91 LH	KPM2 47 x 80 LH	WJD1 50 x 95 AH	WJP1 68 x 99 HH
NA02 24 x 95 LH	ABR1 6 x 100 LH	CGM1 7 x 100 LH	GDM1 21 x 85 LH	PLR1 12 x 100 LH	TRR1 12 x 97 LH	VEL1 43 x 96 LH	VEL2 56 x 94 AH	VNB1 12 x 100 LH
NA03 25 x 95 LH	BGR1 42 x 95 LH	CPT1 29 x 100 LH	PTU1 23 x 94 LH	SBR1 6 x 100 LH	SLG1 30 x 100 LH	TRL1 11 x 100 LH	TRT1 70 x 84 HH	UGI1 40 x 96 LH	VSI1 19 x 97 LH

SOUTH ARCOT MTD | LCE 27.37% | LCR 93.17% | LH

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SA01 42 x 93 LH	CUD1 55 x 86 AH	KLM1 30 x 98 LH	MKM1 26 x 100 LH		POY1 57 x 97 AH		POY2 21 x 98 LH	
SA02 19 x 93 LH	CDM1 14 x 97 LH	KKI2 52 x 92 AH	KML1 3 x 100 LH	NVL2 18 x 85 LH	PRT1 14 x 96 LH	STP1 3 x 100 LH	ULP1 20 x 96 LH	VCM1 9 x 89 LH
SA03 22 x 94 LH	SJI1 6 x 100 LH	TDM1 40 x 88 LH	TRK1 46 x 95 LH	TVM1 18 x 100 LH	TVM2 5 x 100 LH		VPM1 31 x 96 LH	VPM2 5 x 100 LH

Region — SOUTH-01 MTD | LCE 41.46% | LCR 96.03% | LH

KVT1 39 x 96 LH	KVT1 32 x 98 LH	KYR1 25 x 100 LH	PKD1 55 x 96 AH	RND1 39 x 99 LH	SKD1 23 x 88 LH	SNL1 46 x 92 LH	STU2 54 x 100 AH	VKM1 45 x 91 LH
NGR1 19 x 97 LH	COL1 40 x 96 LH	KGL1 48 x 98 LH	KSM1 4 x 100 LH	MAR1 20 x 95 LH	MMT1 47 x 99 LH		NGR1 11 x 96 LH	TKY1 6 x 100 LH
TKS1 32 x 97 LH	PDI1 37 x 97 LH	RPM1 13 x 94 LH	SDI1 9 x 100 LH		SGT1 60 x 100 AH	TKS1 48 x 93 LH		TKS2 51 x 99 AH
TUT1 58 x 94 AH	ERL1 ∞ x 100 HH	ERL2 58 x 98 AH	TCN1 33 x 90 LH	TUT1 48 x 97 LH	TUT2 49 x 95 LH	TYI1 63 x 93 HH		UDN1 183 x 90 HH
TVL1 53 x 98 AH	ARM1 41 x 97 LH	ASM1 40 x 95 LH		TVL1 70 x 100 HH		TVL2 57 x 97 AH		VLY1 32 x 92 LH
VNR1 51 x 96 AH	APK1 45 x 96 LH	APK2 46 x 100 LH		SVK1 40 x 97 LH		VNR1 81 x 93 HH		VNR2 49 x 98 LH

Region — SOUTH-03 MTD | LCE 17.78% | LCR 91.74% | LH

DGL1 8 x 95 LH	DGL1 4 x 100 LH	DGL2 0 x NaN LL	MDU1 4 x 100 LH	MDU5 9 x 94 LH	MPA1 6 x 100 LH	NTM1 9 x 92 LH	PNI1 61 x 93 HH	
KKD2 13 x 96 LH	ATG1 5 x 91 LH	DKI1 16 x 96 LH	KKD2 16 x 100 LH	MNM1 1 x 100 LH	PNV1 10 x 100 LH	PVI1 34 x 95 LH	SGP1 3 x 100 LH	TDI1 4 x 100 LH	TPT1 2 x 100 LH
KRR1 8 x 100 LH	KRR1 16 x 100 LH				ODM1 1 x 100 LH			
MDU2 21 x 89 LH	ADP1 9 x 86 LH	BNR1 46 x 90 LH	CBM1 18 x 96 LH	CMR1 49 x 89 LH	MDU2 9 x 100 LH	MDU3 1 x 100 LH	MDU4 18 x 78 LH	MDU6 46 x 88 LH	TEN1 8 x 91 LH	TEN2 8 x 90 LH
SVG1 33 x 90 LH	BTU1 34 x 85 LH	KPT1 13 x 100 LH	KYK1 2 x 100 LH	MLR1 8 x 90 LH	NKI1 28 x 96 LH	PKM1 96 x 91 HH	SVG1 8 x 100 LH	TMM1 73 x 88 HH	USL1 40 x 90 LH

Region — TIRUPATI-01 MTD | LCE 81.83% | LCR 97.68% | HH

ATP1 134 x 99 HH	ADI1 61 x 95 HH	ATP1 67 x 97 HH	DHN1 149 x 99 HH	GTL1 378 x 100 HH	KNL1 162 x 100 HH	KNL2 133 x 100 HH	NDL1 51 x 95 AH	TPI1 196 x 99 HH
KDA1 34 x 97 LH	BVL1 16 x 100 LH	KDA1 19 x 90 LH	KOU1 33 x 96 LH	MPL1 72 x 100 HH	PDT1 47 x 100 LH	PIL1 17 x 100 LH	RCY1 9 x 100 LH	RJP1 52 x 94 AH
TPY1 78 x 97 HH	CTO1 30 x 98 LH	KHT1 99 x 100 HH	KVL1 24 x 100 LH	NLR1 70 x 96 HH	NYP1 133 x 98 HH	PGR1 99 x 97 HH	PMR1 128 x 100 HH	PUT1 42 x 97 HH	SPE1 83 x 94 HH	TPY1 88 x 95 HH	TPY2 54 x 90 AH	VKI1 176 x 96 HH

Region — TRICHY-01 MTD | LCE 35.21% | LCR 97.18% | LH

KUM1 40 x 97 LH	JKM1 13 x 96 LH	KUM1 70 x 96 HH	MVM1 63 x 99 HH	NCK1 48 x 97 LH		TVR1 12 x 100 LH		TVR2 9 x 100 LH
PTK1 28 x 98 LH	APM1 46 x 98 LH	MDI1 20 x 96 LH	NGT1 32 x 99 LH	NMM1 78 x 98 HH		PTK1 4 x 100 LH		TTP1 7 x 93 LH
TNJ1 59 x 97 AH	AYR1 35 x 96 LH	KIK1 27 x 94 LH	KRN1 77 x 94 HH	ORU1 48 x 96 LH	PDK1 131 x 96 HH		TNJ1 51 x 99 AH	TNJ2 65 x 98 HH

Follow-Up Lead Capturing Effectiveness as on 9/20/2025 10:00:49 AM

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| TRY1 17 x 98 LH | MSI1 4 x 100 LH | PBR1 21 x 100 LH | PBR2 32 x 95 LH | TRY1 17 x 98 LH | TRY2 46 x 100 LH | TRY3 6 x 100 LH | TYR1 4 x 100 LH |

Region — VIJAYAWADA-01 MTD | LCE 94.43% | LCR 97.28% | HH

BVR1 109 x 99 HH	AMP1 58 x 100 AH	BVR1 96 x 97 HH	DPE1 133 x 97 HH	ELU1 160 x 99 HH	JGG1 109 x 100 HH	KND1 117 x 100 HH	PAP1 93 x 100 HH	PPM1 230 x 100 HH	RMV1 277 x 99 HH	TDD1 57 x 97 AH	TNI1 0 x NaN LL	TNK1 46 x 100 LH
GNT1 86 x 96 HH	BPP1 37 x 78 LH	CKT1 154 x 95 HH	CRL1 135 x 99 HH	GNT1 29 x 100 LH	GNT2 78 x 100 HH	KDR1 67 x 98 HH	NRT1 8 x 100 LH	OGL1 265 x 97 HH	PNR1 75 x 76 HH	PRL1 51 x 100 AH	RAL1 68 x 98 HH	VKN1 7 x 75 LH
VJW1 89 x 97 HH	GDV1 163 x 100 HH	GVM1 104 x 91 HH	JPT1 123 x 92 HH	MTM1 48 x 100 LH	TEL1 72 x 96 HH	TVU1 110 x 100 HH	VJW1 68 x 98 HH	VJW2 26 x 100 LH	VJW3 111 x 100 HH	VJW4 55 x 87 AH	VJW5 100 x 100 HH	VUY1 96 x 96 HH

Region — WEST-01 MTD | LCE 37.04% | LCR 96.57% | LH

CBE1 27 x 98 LH	CBE1 53 x 98 AH	CBE2 8 x 100 LH	CBE3 14 x 100 LH	CBE4 6 x 100 LH	CBE5 0 x NaN LL	CBE6 88 x 99 HH	KMR1 41 x 96 LH	SNR1 13 x 96 LH	SUL1 44 x 96 LH
PLI1 22 x 97 LH	DPM2 10 x 100 LH	KGM1 25 x 96 LH	PDM1 31 x 87 LH	PLI1 27 x 100 LH	UMP1 23 x 100 LH
TPR1 57 x 98 AH	TPR1 66 x 96 HH	TPR2 2 x 100 LH	TPR3 101 x 99 HH
TPR4 92 x 96 HH	ANR1 2 x 100 LH	AVI1 198 x 100 HH	GBM1 88 x 90 HH	PPI1 73 x 89 HH	SYM2 34 x 97 LH	TPR4 102 x 99 HH
UAM1 14 x 93 LH	CNR1 2 x 100 LH	GDR1 9 x 100 LH	KGI1 5 x 100 LH	KMD1 0 x NaN LL	MPM1 57 x 96 AH	UAM1 7 x 71 LH

Region — WEST-02 MTD | LCE 31.81% | LCR 95.26% | LH

ERD1 45 x 94 LH	CMI1 39 x 69 LH	ERD1 58 x 96 AH	ERD2 14 x 100 LH	KMM1 23 x 94 LH	NKL2 34 x 94 LH	PDR1 62 x 96 HH	RSP1 59 x 97 AH	SGG1 76 x 98 HH	TCG1 39 x 97 LH	VKL1 84 x 94 HH
HSR1 18 x 96 LH	HSR1 27 x 98 LH	HSR2 32 x 92 LH	KRI1 20 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 9 x 100 LH	SGI1 23 x 100 LH
MTR1 22 x 95 LH	BMD1 4 x 100 LH	DPR1 9 x 100 LH	DPR2 62 x 96 HH	HRR1 50 x 100 LH	MCR1 22 x 97 LH	MTR1 1 x 100 LH	OML1 26 x 94 LH	TRM1 16 x 87 LH
SLM1 40 x 96 LH	APN1 97 x 91 HH	ATU1 59 x 96 AH	EDP1 6 x 100 LH	EPI1 2 x 100 LH	SLM1 58 x 98 AH	SLM2 36 x 100 LH	SLM3 7 x 85 LH	VPD1 32 x 97 LH