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-Oct-2025 To Date : 20-Oct-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	9,878	965	622	9.77%	64.46%	LH
CHENNAI-02	8,867	1,291	752	14.56%	58.25%	LH
KL-SOUTH	649	56	44	8.63%	78.57%	LH
NORTH ARCOT	7,777	1,049	507	13.49%	48.33%	LA
SOUTH ARCOT	7,079	631	401	8.91%	63.55%	LH
SOUTH-01	17,203	2,761	1,838	16.05%	66.57%	LH
SOUTH-03	14,832	995	581	6.71%	58.39%	LH
TIRUPATI-01	5,839	1,299	1,056	22.25%	81.29%	LH
TRICHY-01	11,857	1,248	1,076	10.53%	86.22%	LH
VIJAYAWADA-01	6,185	1,928	1,663	31.17%	86.26%	LH
WEST-01	8,477	1,701	1,473	20.07%	86.60%	LH
WEST-02	11,029	1,208	908	10.95%	75.17%	LH
Total	109,672	15,132	10,921	13.80%	72.17%	LH

CHENNAI-01 MTD | LCE 9.77% | LCR 64.46% | LH

Region

CH03 7 x 69 LH	CGL1 7 x 86 LH	CH45 2 x 43 LA	GUD1 12 x 68 LH	GUD2 0 x 100 LH	MC10 7 x 22 LL	MRM1 15 x 71 LH	SKL1 3 x 71 LH	TKM1 10 x 76 LH
CH05 12 x 54 LH	AVD1 4 x 71 LH	CH05 13 x 59 LH	CH14 12 x 57 LH	CH26 4 x 100 LH	CH30 8 x 71 LH	CH35 13 x 68 LH	CH37 31 x 29 LL	
CH06 9 x 75 LH	CH08 16 x 63 LH	CH11 6 x 90 LH	CH16 3 x 83 LH	CH19 10 x 88 LH	CH29 4 x 100 LH	CH39 24 x 60 LH	CH40 2 x 100 LH	CH42 6 x 97 LH
CH08 11 x 63 LH	CH07 4 x 88 LH	CH22 18 x 52 LH	CH28 25 x 73 LH	CH38 6 x 29 LL	CH48 8 x 48 LA	KNR1 5 x 62 LH	MC02 0 x NaN LL	MC09 8 x 100 LH

CHENNAI-02 MTD | LCE 14.56% | LCR 58.25% | LH

Region

CH01 11 x 68 LH	CH03 4 x 69 LH	CH06 8 x 44 LA	CH12 25 x 62 LH	CH23 12 x 100 LH	CH24 14 x 80 LH	MC06 1 x 100 LH
CH04 16 x 52 LH	CH21 25 x 48 LA	CH34 14 x 64 LH	CH44 15 x 48 LA	GPD1 23 x 55 LH	MC05 4 x 100 LH	MJR1 19 x 47 LA	PON1 13 x 46 LA	UKI1 1 x 100 LH
CH07 19 x 56 LH	CH01 46 x 100 LH	CH15 28 x 47 LA	CH17 15 x 100 LH	CH18 15 x 74 LH	CH27 5 x 100 LH	CH32 15 x 100 LH	CH36 3 x 100 LH	CH43 20 x 36 LA
CH09 11 x 64 LH	CH09 4 x 90 LH	CH20 19 x 49 LA	CH31 4 x 67 LH	CH33 5 x 94 LH	CH41 18 x 62 LH	CH46 14 x 76 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 8.63% | LCR 78.57% | LH

Region

| TVP1 9 x 79 LH | KLR1 1 x 100 LH | NYK1 NaN x NaN LL | PAS1 15 x 76 LH | PNL1 NaN x NaN LL | TVP1 9 x 80 LH |

NORTH ARCOT MTD | LCE 13.49% | LCR 48.33% | LA

Region

NA01 23 x 38 LA	AKM1 35 x 24 LL	ANI1 7 x 75 LH	ARC2 3 x 100 LH	CYR1 7 x 47 LA	KPM1 10 x 65 LH	KPM2 44 x 32 LA	WJD1 12 x 63 LH	WJP1 16 x 72 LH
NA02 8 x 63 LH	ABR1 7 x 84 LH	CGM1 1 x 100 LH	GDM1 11 x 43 LA	PLR1 5 x 100 LH	TRR1 7 x 67 LH	VEL1 15 x 72 LH	VEL2 14 x 53 LH	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 7 x 71 LH	BGR1 11 x 74 LH	CPT1 5 x 82 LH	PTU1 7 x 86 LH	SBR1 0 x NaN LL	SLG1 4 x 40 LA	TRL1 6 x 96 LH	TRT1 7 x 45 LA	UGI1 16 x 66 LH	VSI1 15 x 72 LH

SOUTH ARCOT MTD | LCE 8.91% | LCR 63.55% | LH

Region

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)

SA01 13 x 57 LH	CUD1 25 x 49 LA	KLM1 10 x 59 LH	MKM1 3 x 80 LH	POY1 8 x 83 LH	POY2 6 x 71 LH			
SA02 8 x 69 LH	CDM1 14 x 43 LA	KKI2 18 x 73 LH	KML1 1 x 100 LH	NVL2 6 x 83 LH	PRT1 6 x 94 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 8 x 91 LH
SA03 6 x 70 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 6 x 61 LH	TRK1 15 x 56 LH	TVM1 10 x 100 LH	TVM2 2 x 100 LH	VPM1 13 x 94 LH	VPM2 0 x 100 LH

Region SOUTH-01 MTD | LCE 16.05% | LCR 66.57% | LH

KVT1 15 x 63 LH	KVT1 6 x 71 LH	KYR1 3 x 62 LH	PKD1 29 x 45 LA	RND1 27 x 68 LH	SKD1 11 x 72 LH	SNL1 12 x 65 LH	STU2 13 x 93 LH	VKM1 15 x 67 LH
NGR1 10 x 63 LH	COL1 25 x 77 LH	KGL1 14 x 73 LH	KSM1 7 x 56 LH	MAR1 10 x 91 LH	MMT1 11 x 80 LH	NGR1 11 x 47 LA	TKY1 3 x 33 LA	
TKS1 14 x 77 LH	PDI1 6 x 62 LH	RPM1 9 x 83 LH	SDI1 9 x 68 LH	SGT1 9 x 75 LH	TKS1 14 x 63 LH	TKS2 25 x 85 LH		
TUT1 17 x 69 LH	ERL1 ∞ x 100 HH	ERL2 23 x 70 LH	TCN1 12 x 78 LH	TUT1 14 x 68 LH	TUT2 15 x 61 LH	TYI1 13 x 80 LH	UDN1 48 x 68 LH	
TVL1 21 x 80 LH	ARM1 23 x 60 LH	ASM1 20 x 89 LH	TVL1 23 x 86 LH	TVL2 28 x 88 LH	VLY1 15 x 58 LH			
VNR1 19 x 47 LA	APK1 23 x 26 LL	APK2 45 x 58 LH	SVK1 6 x 53 LH	VNR1 29 x 42 LA	VNR2 12 x 51 LH			

Region SOUTH-03 MTD | LCE 6.71% | LCR 58.39% | LH

DGL1 3 x 88 LH	DGL1 1 x 100 LH	DGL2 1 x 100 LH	MDU1 3 x 96 LH	MDU5 7 x 100 LH	MPA1 3 x 100 LH	NTM1 4 x 60 LH	PNI1 13 x 62 LH		
KKD2 2 x 90 LH	ATG1 1 x 100 LH	DKI1 2 x 67 LH	KKD2 10 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 2 x 100 LH	PVI1 8 x 93 LH	SGP1 1 x 100 LH	TDI1 2 x 75 LH	TPT1 1 x 67 LH
KRR1 2 x 93 LH	KRR1 4 x 93 LH				ODM1 0 x 100 LH					
MDU2 13 x 45 LA	ADP1 1 x 100 LH	BNR1 10 x 56 LH	CBM1 3 x 62 LH	CMR1 15 x 85 LH	MDU2 8 x 72 LH	MDU3 1 x 100 LH	MDU4 5 x 62 LH	MDU6 50 x 31 AA	TEN1 4 x 92 LH	TEN2 2 x 62 LH
SVG1 8 x 63 LH	BTU1 10 x 72 LH	KPT1 1 x 75 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 2 x 50 LA	PKM1 32 x 53 LH	SVG1 4 x 83 LH	TMM1 12 x 73 LH	USL1 11 x 42 LA

Region TIRUPATI-01 MTD | LCE 22.25% | LCR 81.29% | LH

ATP1 28 x 92 LH	ADI1 28 x 65 LH	ATP1 12 x 89 LH	DHN1 6 x 100 LH	GTL1 1 x 100 LH	HPR1 NaN x NaN LL	KNL1 61 x 99 HH	KNL2 12 x 93 LH	NDL1 15 x 80 LH	TPI1 112 x 97 HH
KDA1 5 x 85 LH	BVL1 2 x 100 LH	KDA1 4 x 86 LH	KOU1 9 x 100 LH	MPL1 3 x 67 LH	PDT1 11 x 100 LH	PIL1 1 x 100 LH	RCY1 1 x 100 LH	RJP1 11 x 59 LH	
TPY1 28 x 74 LH	CTO1 6 x 95 LH	KHT1 28 x 84 LH	KVL1 15 x 47 LA	NLR1 19 x 78 LH	NYP1 47 x 91 LH	PGR1 27 x 88 LH	PMR1 48 x 98 LH	PUT1 15 x 56 LH	SPE1 21 x 81 LH	TPY1 47 x 43 LA	TPY2 31 x 58 LH	VKI1 51 x 99 AH

Region TRICHY-01 MTD | LCE 10.53% | LCR 86.22% | LH

KUM1 7 x 86 LH	KIK1 8 x 86 LH	KUM1 9 x 87 LH	NCK1 25 x 82 LH	NGT1 6 x 88 LH	TTP1 4 x 82 LH	TVR1 3 x 89 LH	TVR2 2 x 100 LH
PBR1 9 x 86 LH	AYR1 16 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 14 x 85 LH	PBR1 7 x 94 LH	PBR2 11 x 74 LH	TYR1 8 x 88 LH
TNJ1 16 x 84 LH	APM1 19 x 71 LH	MDI1 28 x 92 LH	NMM1 18 x 86 LH	ORU1 6 x 69 LH	PTK1 6 x 81 LH	TNJ1 12 x 80 LH	TNJ2 18 x 83 LH

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)

TRY1 10 x 90 LH	KRN1 4 x 81 LH	PDK1 64 x 87 HH	TRY1 4 x 98 LH	TRY2 23 x 91 LH	TRY3 2 x 100 LH	TRY4 2 x 100 LH

Region — VIJAYAWADA-01 MTD | LCE 31.17% | LCR 86.26% | LH

BVR1 49 x 91 LH	AMP1 36 x 90 LH	BVR1 87 x 82 HH	DPE1 0 x NaN LL	ELU1 68 x 97 HH	JGG1 18 x 94 LH	KND1 68 x 99 HH	NPR1 0 x NaN LL	PAP1 63 x 86 HH	PPM1 137 x 99 HH	RMV1 45 x 99 LH	TDD1 22 x 89 LH	TNI1 2 x 100 LH	TNK1 15 x 98 LH
GNT1 24 x 83 LH	BPP1 2 x 50 LA	CKT1 100 x 97 HH	CRL1 18 x 93 LH	GNT1 3 x 100 LH	GNT2 4 x 83 LH	KDR1 5 x 100 LH	NRT1 2 x 100 LH	OGL1 100 x 80 HH	PNR1 32 x 36 LA	PRL1 4 x 75 LH	RAL1 12 x 64 LH	VKN1 0 x NaN LL	
VJW1 18 x 75 LH	GDV1 4 x 100 LH	GVM1 20 x 46 LA	JPT1 30 x 49 LA	MTM1 14 x 52 LH	TEL1 23 x 83 LH	TVU1 33 x 96 LH	VJW1 15 x 97 LH	VJW2 1 x 100 LH	VJW3 13 x 66 LH	VJW4 37 x 83 LH	VJW5 22 x 82 LH	VUY1 6 x 100 LH	

Region — WEST-01 MTD | LCE 20.07% | LCR 86.60% | LH

CBE1 17 x 90 LH	CBE1 18 x 92 LH	CBE2 14 x 91 LH	CBE3 7 x 100 LH	CBE4 11 x 92 LH	CBE5 4 x 100 LH	CBE6 48 x 98 LH	KMR1 29 x 87 LH	SNR1 9 x 96 LH	SUL1 9 x 53 LH
PLI1 9 x 87 LH	DPM2 4 x 100 LH	KGM1 11 x 92 LH	PDM1 10 x 85 LH	PLI1 15 x 81 LH	UMP1 4 x 100 LH				
TPR1 24 x 87 LH	TPR1 26 x 67 LH	TPR2 6 x 96 LH	TPR3 49 x 100 LH						
TPR4 50 x 85 LH	ANR1 37 x 97 LH	AVI1 69 x 96 HH	GBM1 95 x 73 HH	PPI1 53 x 90 AH	SYM2 5 x 69 LH	TPR4 26 x 83 LH			
UAM1 5 x 75 LH	CNR1 12 x 75 LH	GDR1 5 x 70 LH	KGI1 0 x 100 LH	KMD1 1 x 100 LH	MPM1 9 x 67 LH	UAM1 2 x 100 LH			

Region — WEST-02 MTD | LCE 10.95% | LCR 75.17% | LH

ERD1 17 x 75 LH	CMI1 6 x 50 LA	ERD1 18 x 82 LH	ERD2 8 x 75 LH	KMM1 9 x 65 LH	NKL2 13 x 73 LH	PDR1 18 x 69 LH	RSP1 14 x 62 LH	SGG1 32 x 50 LA	TCG1 3 x 100 LH	VKL1 75 x 88 HH
HSR1 6 x 70 LH	HSR1 12 x 93 LH	HSR2 12 x 60 LH	KRI1 5 x 100 LH	KVP1 0 x 100 LH	PLC1 2 x 75 LH	PMP1 4 x 25 LL	SGI1 1 x 100 LH			
MTR1 9 x 86 LH	BMD1 3 x 100 LH	DPR1 4 x 100 LH	DPR2 17 x 65 LH	HRR1 40 x 100 LH	MCR1 5 x 62 LH	MTR1 2 x 100 LH	OML1 11 x 78 LH	TRM1 2 x 55 LH		
SLM1 10 x 71 LH	APN1 32 x 54 LH	ATU1 12 x 66 LH	EDP1 3 x 100 LH	EPI1 1 x 100 LH	SLM1 14 x 80 LH	SLM2 6 x 88 LH	SLM3 2 x 44 LA	VPD1 9 x 72 LH		

SATHYA
SPREADING HAPPINESS