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-Oct-2025 To Date : 21-Oct-2025					
CHENNAI-01	10,841	1,034	653	9.54%	63.15%	LH
CHENNAI-02	9,692	1,386	805	14.30%	58.08%	LH
KL-SOUTH	711	63	49	8.86%	77.78%	LH
NORTH ARCOT	8,915	1,183	580	13.27%	49.03%	LA
SOUTH ARCOT	7,645	664	395	8.68%	59.49%	LH
SOUTH-01	18,176	2,850	1,862	15.68%	65.33%	LH
SOUTH-03	15,581	1,011	569	6.49%	56.28%	LH
TIRUPATI-01	6,574	1,424	1,139	21.66%	79.99%	LH
TRICHY-01	12,368	1,291	1,090	10.44%	84.43%	LH
VIJAYAWADA-01	6,728	2,070	1,794	30.77%	86.67%	LH
WEST-01	9,202	1,786	1,510	19.41%	84.55%	LH
WEST-02	12,557	1,356	1,006	10.80%	74.19%	LH
Total	118,991	16,118	11,452	13.55%	71.05%	LH

CHENNAI-01 MTD | LCE 9.54% | LCR 63.15% | LH

Region								
CH03 7 x 64 LH	CGL1 6 x 81 LH	CH45 2 x 43 LA	GUD1 11 x 64 LH	GUD2 0 x 100 LH	MC10 7 x 30 LL	MRM1 14 x 67 LH	SKL1 3 x 75 LH	TKM1 10 x 57 LH
CH05 12 x 57 LH	AVD1 3 x 71 LH	CH05 13 x 61 LH	CH14 12 x 62 LH	CH26 5 x 100 LH	CH30 9 x 75 LH	CH35 13 x 71 LH	CH37 28 x 29 LL	
CH06 9 x 72 LH	CH08 16 x 60 LH	CH11 6 x 90 LH	CH16 3 x 86 LH	CH19 10 x 89 LH	CH29 4 x 100 LH	CH39 22 x 53 LH	CH40 2 x 100 LH	CH42 6 x 97 LH
CH08 11 x 61 LH	CH07 4 x 88 LH	CH22 18 x 40 LA	CH28 24 x 72 LH	CH38 6 x 37 LA	CH48 7 x 50 LA	KNR1 4 x 62 LH	MC02 0 x NaN LL	MC09 7 x 100 LH

CHENNAI-02 MTD | LCE 14.30% | LCR 58.08% | LH

Region								
CH01 11 x 69 LH	CH03 4 x 72 LH	CH06 7 x 44 LA	CH12 25 x 61 LH	CH23 11 x 100 LH	CH24 15 x 84 LH	MC06 1 x 100 LH		
CH04 15 x 52 LH	CH21 24 x 47 LA	CH34 13 x 65 LH	CH44 15 x 48 LA	GPD1 21 x 55 LH	MC05 4 x 100 LH	MJR1 18 x 48 LA	PON1 13 x 50 LA	UKI1 1 x 100 LH
CH07 19 x 56 LH	CH01 43 x 100 LH	CH15 28 x 45 LA	CH17 14 x 100 LH	CH18 15 x 71 LH	CH27 4 x 100 LH	CH32 17 x 100 LH	CH36 4 x 100 LH	CH43 20 x 42 LA
CH09 11 x 62 LH	CH09 4 x 91 LH	CH20 18 x 48 LA	CH31 4 x 67 LH	CH33 5 x 94 LH	CH41 17 x 56 LH	CH46 14 x 74 LH	CH51 NaN x NaN LL	

KL-SOUTH MTD | LCE 8.86% | LCR 77.78% | LH

Region					
TVP1 9 x 78 LH	KLR1 1 x 100 LH	NYK1 NaN x NaN LL	PAS1 17 x 77 LH	PNL1 NaN x NaN LL	TVP1 9 x 77 LH

NORTH ARCOT MTD | LCE 13.27% | LCR 49.03% | LA

Region								
NA01 23 x 39 LA	AKM1 34 x 28 LL	ANI1 7 x 75 LH	ARC2 3 x 100 LH	CYR1 7 x 52 LH	KPM1 10 x 64 LH	KPM2 43 x 30 LA	WJD1 13 x 69 LH	WJP1 17 x 72 LH
NA02 8 x 65 LH	ABR1 7 x 82 LH	CGM1 1 x 75 LH	GDM1 10 x 43 LA	PLR1 5 x 100 LH	TRR1 7 x 69 LH	VEL1 15 x 72 LH	VEL2 15 x 57 LH	VEL3 NaN x NaN LL
							VNB1 1 x 33 LA	
NA03 7 x 70 LH	BGR1 12 x 76 LH	CPT1 4 x 82 LH	PTU1 6 x 75 LH	SBR1 0 x NaN LL	SLG1 3 x 40 LA	TRL1 5 x 92 LH	TRT1 6 x 33 LA	UGI1 14 x 67 LH
								VSI1 15 x 75 LH

SOUTH ARCOT MTD | LCE 8.68% | LCR 59.49% | LH

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SOUTH-01

Region							
SA01 13 x 50 LA	CUD1 24 x 37 LA	KLM1 10 x 62 LH	MKM1 3 x 80 LH	POY1 8 x 84 LH	POY2 6 x 71 LH		
SA02 8 x 68 LH	CDM1 14 x 44 LA	KKI2 19 x 75 LH	KML1 1 x 100 LH	NVL2 6 x 72 LH	PRT1 6 x 94 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH / VCM1 7 x 91 LH
SA03 5 x 67 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 6 x 62 LH	TRK1 15 x 52 LH	TVM1 9 x 100 LH	TVM2 2 x 100 LH	VPM1 12 x 94 LH / VPM2 0 x 100 LH

Region   SOUTH-01   MTD | LCE 15.68% | LCR 65.33% | LH

SOUTH-03

Region							
KVT1 15 x 62 LH	KVT1 5 x 71 LH	KYR1 2 x 62 LH	PKD1 28 x 45 LA	RND1 27 x 68 LH	SKD1 12 x 72 LH	SNL1 12 x 62 LH	STU2 12 x 93 LH / VKM1 16 x 67 LH
NGR1 10 x 64 LH	COL1 21 x 76 LH	KGL1 13 x 76 LH	KSM1 6 x 56 LH	MAR1 11 x 92 LH	MMT1 10 x 77 LH	NGR1 11 x 48 LA	TKY1 3 x 33 LA
TKS1 13 x 77 LH	PDI1 5 x 56 LH	RPM1 9 x 83 LH	SDI1 8 x 68 LH	SGT1 8 x 75 LH	TKS1 13 x 63 LH	TKS2 24 x 84 LH	
TUT1 17 x 69 LH	ERL1 ∞ x 100 HH	ERL2 22 x 70 LH	TCN1 12 x 77 LH	TUT1 14 x 67 LH	TUT2 16 x 64 LH	TYI1 14 x 82 LH	UDN1 45 x 68 LH
TVL1 21 x 80 LH	ARM1 22 x 60 LH	ASM1 19 x 87 LH	TVL1 22 x 87 LH	TVL2 30 x 90 LH	VLY1 14 x 56 LH		
VNR1 19 x 41 LA	APK1 22 x 25 LL	APK2 42 x 41 LA	SVK1 6 x 53 LH	VNR1 31 x 47 LA	VNR2 12 x 43 LA		

Region   SOUTH-03   MTD | LCE 6.49% | LCR 56.28% | LH

TIRUPATI-01

Region									
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 2 x 100 LH	NTM1 3 x 60 LH	PNI1 13 x 63 LH		
KKD2 2 x 87 LH	ATG1 1 x 100 LH	DKI1 2 x 71 LH	KKD2 10 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 2 x 100 LH	PVI1 8 x 86 LH	SGP1 1 x 100 LH	TDI1 2 x 75 LH / TPT1 1 x 67 LH
KRR1 3 x 94 LH	KRR1 4 x 94 LH				ODM1 0 x 100 LH				
MDU2 12 x 42 LA	ADP1 1 x 100 LH	BNR1 9 x 53 LH	CBM1 3 x 62 LH	CMR1 15 x 85 LH	MDU2 7 x 70 LH	MDU3 2 x 100 LH	MDU4 5 x 62 LH	MDU6 48 x 27 LL	TEN1 4 x 92 LH / TEN2 3 x 67 LH
SVG1 7 x 59 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 30 x 52 LH	SVG1 3 x 83 LH	TMM1 11 x 61 LH	USL1 11 x 43 LA

Region   TIRUPATI-01   MTD | LCE 21.66% | LCR 79.99% | LH

TRICHY-01

Region								
ATP1 27 x 91 LH	ADI1 27 x 66 LH	ATP1 11 x 78 LH	DHN1 4 x 100 LH	GTL1 1 x 100 LH	HPR1 NaN x NaN LL	KNL1 64 x 99 HH	KNL2 14 x 92 LH	NDL1 15 x 82 LH / TPI1 108 x 97 HH
KDA1 5 x 85 LH	BVL1 2 x 100 LH	KDA1 3 x 86 LH	KOU1 9 x 100 LH	MPL1 2 x 67 LH	PDT1 10 x 100 LH	PIL1 1 x 100 LH	RCY1 1 x 100 LH	RJP1 11 x 62 LH
TPY1 27 x 72 LH	CTO1 6 x 92 LH	KHT1 28 x 86 LH	KVL1 15 x 45 LA	NLR1 18 x 77 LH	NYP1 37 x 63 LH	PGR1 26 x 88 LH	PMR1 44 x 97 LH	PUT1 15 x 59 LH / SPE1 19 x 82 LH / TPY1 44 x 43 LA / TPY2 31 x 60 LH / VKI1 53 x 99 AH

Region   TRICHY-01   MTD | LCE 10.44% | LCR 84.43% | LH

Region							
KUM1 7 x 86 LH	KIK1 7 x 86 LH	KUM1 10 x 88 LH	NCK1 24 x 81 LH	NGT1 6 x 83 LH	TTP1 4 x 83 LH	TVR1 4 x 91 LH	TVR2 2 x 100 LH
PBR1 9 x 83 LH	AYR1 16 x 100 LH	JKM1 1 x 100 LH	MSI1 2 x 83 LH	MVM1 14 x 84 LH	PBR1 6 x 88 LH	PBR2 11 x 70 LH	TYR1 8 x 82 LH
TNJ1 16 x 83 LH	APM1 20 x 71 LH	MDI1 28 x 93 LH	NMM1 18 x 85 LH	ORU1 6 x 69 LH	PTK1 6 x 81 LH	TNJ1 12 x 81 LH	TNJ2 18 x 78 LH

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| TRY1 10 x 87 LH | KRN1 4 x 81 LH | PDK1 61 x 82 HH | TRY1 4 x 98 LH | TRY2 22 x 88 LH | TRY3 2 x 100 LH | TRY4 2 x 100 LH |

Region VIJAYAWADA-01 MTD | LCE 30.77% | LCR 86.67% | LH

BVR1 48 x 91 LH	AMP1 37 x 91 LH	BVR1 83 x 82 HH	DPE1 0 x NaN LL	ELU1 67 x 98 HH	JGG1 19 x 95 LH	KND1 67 x 99 HH	NPR1 0 x NaN LL	PAP1 65 x 87 HH	PPM1 135 x 99 HH	RMV1 46 x 99 LH	TDD1 22 x 90 LH	TNI1 1 x 100 LH	TNK1 14 x 95 LH
GNT1 24 x 85 LH	BPP1 2 x 67 LH	CKT1 103 x 97 HH	CRL1 17 x 93 LH	GNT1 3 x 100 LH	GNT2 4 x 83 LH	KDR1 4 x 100 LH	NRT1 2 x 100 LH	OGL1 99 x 81 HH	PNR1 31 x 36 LA	PRL1 7 x 88 LH	RAL1 11 x 64 LH	VKN1 0 x NaN LL
VJW1 17 x 75 LH	GDV1 3 x 100 LH	GVM1 19 x 50 LA	JPT1 28 x 47 LA	MTM1 14 x 54 LH	TEL1 23 x 84 LH	TVU1 34 x 96 LH	VJW1 14 x 97 LH	VJW2 1 x 100 LH	VJW3 12 x 64 LH	VJW4 36 x 84 LH	VJW5 19 x 79 LH	VUY1 5 x 100 LH

Region WEST-01 MTD | LCE 19.41% | LCR 84.55% | LH

CBE1 18 x 89 LH	CBE1 18 x 92 LH	CBE2 17 x 85 LH	CBE3 7 x 100 LH	CBE4 11 x 90 LH	CBE5 4 x 100 LH	CBE6 48 x 99 LH	KMR1 28 x 87 LH	SNR1 9 x 96 LH	SUL1 9 x 55 LH
PLI1 9 x 87 LH	DPM2 4 x 100 LH	KGM1 9 x 92 LH	PDM1 10 x 86 LH	PLI1 13 x 81 LH	UMP1 3 x 100 LH
TPR1 22 x 84 LH	TPR1 24 x 60 LH	TPR2 5 x 96 LH	TPR3 47 x 100 LH
TPR4 45 x 82 LH	ANR1 33 x 94 LH	AVI1 61 x 96 HH	GBM1 87 x 70 HH	PPI1 49 x 86 LH	SYM2 4 x 69 LH	TPR4 23 x 73 LH
UAM1 5 x 75 LH	CNR1 12 x 75 LH	GDR1 5 x 73 LH	KGI1 1 x 100 LH	KMD1 1 x 100 LH	MPM1 10 x 68 LH	UAM1 2 x 100 LH

Region WEST-02 MTD | LCE 10.80% | LCR 74.19% | LH

ERD1 16 x 73 LH	CMI1 5 x 54 LH	ERD1 18 x 73 LH	ERD2 7 x 76 LH	KMM1 11 x 73 LH	NKL2 12 x 72 LH	PDR1 19 x 72 LH	RSP1 14 x 62 LH	SGG1 31 x 53 LH	TCG1 3 x 100 LH	VKL1 65 x 86 HH
HSR1 6 x 71 LH	HSR1 11 x 94 LH	HSR2 13 x 61 LH	KRI1 6 x 100 LH	KVP1 0 x 100 LH	PLC1 1 x 75 LH	PMP1 4 x 25 LL	SGI1 1 x 100 LH
MTR1 10 x 88 LH	BMD1 2 x 100 LH	DPR1 3 x 100 LH	DPR2 16 x 62 LH	HRR1 45 x 100 LH	MCR1 5 x 65 LH	MTR1 1 x 80 LH	OML1 14 x 81 LH	TRM1 2 x 55 LH
SLM1 10 x 68 LH	APN1 30 x 44 LA	ATU1 12 x 66 LH	EDP1 3 x 100 LH	EPI1 1 x 100 LH	SLM1 15 x 79 LH	SLM2 6 x 85 LH	SLM3 2 x 44 LA	VPD1 9 x 70 LH