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-Aug-2025 To Date : 21-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,746	2,330	806	26.64%	34.59%	LA
CHENNAI-02	7,711	2,311	922	29.97%	39.90%	LA
KL-SOUTH	671	165	80	24.58%	48.48%	LA
NORTH ARCOT	6,478	2,226	691	34.36%	31.04%	LA
SOUTH ARCOT	5,710	1,495	539	26.18%	36.05%	LA
SOUTH-01	12,905	3,435	1,203	26.62%	35.02%	LA
SOUTH-03	9,103	1,943	740	21.34%	38.09%	LA
TIRUPATI-01	4,180	2,990	1,948	71.53%	65.15%	HH
TRICHY-01	9,442	2,937	1,770	31.11%	60.27%	LH
VIJAYAWADA-01	4,223	3,882	2,953	91.92%	76.07%	HH
WEST-01	6,212	1,974	1,187	31.78%	60.13%	LH
WEST-02	7,763	2,876	1,426	37.05%	49.58%	LA
Total	83,145	28,564	14,265	34.35%	49.94%	LA

CHENNAI-01 MTD | LCE 26.64% | LCR 34.59% | LA

Region								
CH03 29 x 35 LA	CGL1 49 x 44 LA	CH45 15 x 37 LA	GUD1 30 x 39 LA	GUD2 12 x 33 LA	MC10 30 x 34 LA	MRM1 39 x 23 LL	SKL1 12 x 35 LA	TKM1 48 x 36 LA
CH05 33 x 29 LL	AVD1 21 x 34 LA	CH05 22 x 32 LA	CH14 63 x 30 HL	CH26 6 x 75 LH	CH30 31 x 17 LL	CH35 37 x 31 LA	CH37 22 x 31 LA	
CH06 25 x 42 LA	CH08 46 x 27 LL	CH11 17 x 80 LH	CH16 16 x 60 LH	CH19 20 x 67 LH	CH29 11 x 25 LL	CH39 58 x 33 AA	CH40 10 x 21 LL	CH42 11 x 35 LA
CH08 19 x 31 LA	CH07 21 x 47 LA	CH22 35 x 17 LL	CH28 31 x 28 LL	CH38 11 x 44 LA	CH48 0 x NaN LL	KNR1 22 x 41 LA	MC02 0 x NaN LL	MC09 30 x 10 LL

CHENNAI-02 MTD | LCE 29.97% | LCR 39.90% | LA

Region								
CH01 23 x 42 LA	CH03 5 x 79 LH	CH12 44 x 37 LA	CH23 14 x 58 LH	CH24 36 x 40 LA	CH41 44 x 37 LA	MC06 10 x 22 LL	MC08 15 x 100 LH	
CH04 37 x 39 LA	CH21 45 x 37 LA	CH34 40 x 36 LA	CH44 38 x 25 LL	GPD1 44 x 48 LA	MC05 42 x 26 LL	MJR1 21 x 33 LA	PON1 49 x 49 LA	UKI1 24 x 59 LH
CH07 33 x 39 LA	CH01 139 x 100 HH	CH15 45 x 30 LA	CH17 11 x 95 LH	CH18 34 x 29 LL	CH27 9 x 100 LH	CH32 17 x 100 LH	CH36 9 x 83 LH	CH43 33 x 40 LA
CH09 24 x 42 LA	CH06 30 x 29 LL	CH09 16 x 54 LH	CH20 38 x 34 LA	CH31 13 x 88 LH	CH33 5 x 100 LH	CH46 42 x 44 LA		

KL-SOUTH MTD | LCE 24.58% | LCR 48.48% | LA

Region			
TVP1 25 x 48 LA	KLR1 1 x 100 LH	PAS1 51 x 65 AH	TVP1 21 x 29 LL

NORTH ARCOT MTD | LCE 34.36% | LCR 31.04% | LA

Region								
NA01 47 x 27 LL	AKM1 50 x 19 LL	ANI1 32 x 36 LA	ARC2 8 x 50 LA	CYR1 21 x 37 LA	KPM1 42 x 30 LL	KPM2 59 x 28 AL	WJD1 56 x 32 AA	WJP1 75 x 22 HL
NA02 26 x 34 LA	ABR1 16 x 47 LA	CGM1 16 x 41 LA	GDM1 21 x 38 LA	PLR1 27 x 52 LH	TRR1 11 x 32 LA	VEL1 36 x 50 LA	VEL2 47 x 21 LL	VNB1 27 x 15 LL
NA03 30 x 35 LA	BGR1 41 x 36 LA	CPT1 37 x 12 LL	PTU1 30 x 56 LH	SBR1 13 x 50 LA	SLG1 26 x 27 LL	TRL1 12 x 64 LH	TRT1 67 x 26 HL	UGI1 53 x 36 AA	VSI1 27 x 42 LA

SOUTH ARCOT MTD | LCE 26.18% | LCR 36.05% | LA

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)

SATHYA — SPREADING HAPPINESS

SOUTH-01

Branch							
SA01 33 x 35 LA	CUD1 45 x 35 LA	KLM1 36 x 27 LL	MKM1 25 x 22 LL	POY1 19 x 61 LH	POY2 30 x 28 LL		
SA02 18 x 41 LA	CDM1 28 x 42 LA	KKI2 49 x 38 LA	KML1 4 x 62 LH	NVL2 10 x 48 LA	PRT1 6 x 85 LH	STP1 3 x 20 LL	ULP1 5 x 42 LA	VCM1 11 x 30 LL
SA03 29 x 34 LA	SJI1 15 x 11 LL	TDM1 35 x 32 LA	TRK1 47 x 37 LA	TVM1 22 x 53 LH	TVM2 19 x 26 LL	VPM1 39 x 31 LA	VPM2 9 x 35 LA

Region   SOUTH-01 MTD | LCE 26.62% | LCR 35.02% | LA

SOUTH-03

Branch							
KVT1 25 x 28 LL	KVT1 18 x 29 LL	KYR1 8 x 23 LL	PKD1 36 x 27 LL	RND1 41 x 29 LL	SKD1 0 x NaN LA	SNL1 28 x 32 LA	STU2 31 x 28 LL	VKM1 52 x 23 AL
NGR1 10 x 45 LA	COL1 12 x 0 LL	KGL1 27 x 23 LL	KSM1 11 x 29 LL	MAR1 10 x 62 LH	MMT1 15 x 39 LA	NGR1 4 x 93 LH	TKY1 8 x 30 LL
TKS1 21 x 40 LA	PDI1 16 x 35 LA	RPM1 6 x 52 LH	SDI1 25 x 37 LA	SGT1 44 x 21 LL	TKS1 34 x 31 LA	TKS2 17 x 66 LH
TUT1 31 x 33 LA	ERL1 108 x 42 HA	ERL2 0 x NaN LL	TCN1 38 x 20 LL	TUT1 37 x 32 LA	TUT2 13 x 24 LL	TYI1 23 x 40 LA	UDN1 81 x 46 HA
TVL1 26 x 57 LH	ARM1 34 x 43 LA	ASM1 30 x 69 LH	TVL1 24 x 62 LH	TVL2 29 x 71 LH	VLY1 28 x 40 LA
VNR1 47 x 24 LL	APK1 39 x 36 LA	SVK1 43 x 26 LL	VNR1 62 x 40 HA	VNR2 48 x 13 LL

Region   SOUTH-03 MTD | LCE 21.34% | LCR 38.09% | LA

TIRUPATI-01

Branch							
DGL1 9 x 64 LH	DGL1 3 x 100 LH	DGL2 2 x 100 LH	MDU1 6 x 100 LH	MDU5 17 x 66 LH	MPA1 1 x 100 LH	NTM1 20 x 28 LL	PNI1 50 x 42 AA
KKD2 13 x 37 LA	ATG1 5 x 79 LH	DKI1 34 x 13 LL	KKD2 5 x 100 LH	MNM1 8 x 73 LH	PNV1 16 x 24 LL	PVI1 36 x 34 LA	SGP1 3 x 100 LH	TDI1 2 x 33 LA	TPT1 4 x 91 LH
KRR1 8 x 100 LH	KRR1 12 x 100 LH			ODM1 3 x 100 LH
MDU2 27 x 35 LA	ADP1 29 x 26 LL	BNR1 57 x 24 AL	CBM1 21 x 22 LL	CMR1 47 x 79 LH	MDU2 16 x 32 LA	MDU3 6 x 100 LH	MDU4 15 x 49 LA	MDU6 46 x 39 LA	TEN1 19 x 24 LL	TEN2 21 x 4 LL
SVG1 42 x 32 LA	BTU1 75 x 35 HA	KPT1 11 x 21 LL	MLR1 3 x 71 LH	NKI1 43 x 27 LL	PKM1 65 x 67 HH	SVG1 27 x 26 LL	TMM1 59 x 20 AL	USL1 58 x 25 AL

Region   TIRUPATI-01 MTD | LCE 71.53% | LCR 65.15% | HH

TRICHY-01

Branch							
ATP1 95 x 79 HH	ADI1 70 x 30 HL	ATP1 25 x 65 LH	DHN1 128 x 82 HH	GTL1 257 x 95 HH	KNL1 114 x 87 HH	KNL2 89 x 94 HH	NDL1 60 x 19 AL	TPI1 208 x 89 HH
KDA1 44 x 64 LH	BVL1 23 x 39 LA	KDA1 37 x 58 LH	KOU1 33 x 53 LH	MPL1 20 x 81 LH	PDT1 77 x 82 HH	PIL1 41 x 69 LH	RCY1 54 x 61 AH	RJP1 81 x 53 HH
TPY1 69 x 53 HH	CTO1 44 x 40 LA	KHT1 83 x 53 HH	NLR1 102 x 63 HH	NYP1 52 x 75 AH	PGR1 84 x 65 HH	PMR1 68 x 60 HH	PUT1 56 x 23 AL	SPE1 96 x 69 HH	TPY1 76 x 46 HA	TPY2 58 x 39 AA	VKI1 92 x 58 HH

Region   TRICHY-01 MTD | LCE 31.11% | LCR 60.27% | LH

Branch						
KUM1 38 x 54 LH	JKM1 14 x 72 LH	KUM1 59 x 54 AH	MVM1 66 x 41 HA	NCK1 44 x 85 LH	TVR1 14 x 83 LH	TVR2 5 x 76 LH
PTK1 20 x 46 LA	APM1 51 x 37 AA	MDI1 9 x 93 LH	NGT1 14 x 34 LA	NMM1 53 x 35 AA	PTK1 3 x 100 LH	TTP1 17 x 45 LA
TNJ1 38 x 83 LH	AYR1 33 x 98 LH	KIK1 29 x 65 LH	KRN1 36 x 91 LH	ORU1 27 x 69 LH	PDK1 112 x 75 HH	TNJ1 31 x 92 LH	TNJ2 30 x 91 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 27 x 48 LA	MSI1 9 x 95 LH	PBR1 8 x 80 LH	PBR2 44 x 35 LA	TRY1 24 x 58 LH	TRY2 50 x 38 AA	TRY3 25 x 83 LH	TYR1 23 x 19 LL

Region — VIJAYAWADA-01 MTD | LCE 91.92% | LCR 76.07% | HH

BVR1 116 x 78 HH	AMP1 69 x 66 HH	BVR1 66 x 52 HH	DPE1 147 x 90 HH	ELU1 136 x 79 HH	JGG1 159 x 84 HH	KND1 104 x 95 HH	PAP1 121 x 77 HH	PPM1 205 x 83 HH	RMV1 185 x 91 HH	TDD1 85 x 68 HH	TNK1 86 x 63 HH
GNT1 86 x 77 HH	BPP1 54 x 58 AH	CKT1 147 x 92 HH	CRL1 86 x 85 HH	GNT1 52 x 70 AH	GNT2 106 x 90 HH	KDR1 154 x 86 HH	NRT1 35 x 52 LH	OGL1 189 x 87 HH	PNR1 66 x 35 HA	PRL1 57 x 68 AH	RAL1 42 x 28 LL	VKN1 39 x 40 LA
VJW1 74 x 73 HH	GDV1 121 x 84 HH	GVM1 74 x 73 HH	JPT1 58 x 69 AH	MTM1 70 x 61 HH	TEL1 81 x 66 HH	TVU1 71 x 64 HH	VJW1 48 x 93 LH	VJW2 70 x 72 HH	VJW3 85 x 60 HH	VJW4 53 x 59 AH	VJW5 73 x 90 HH	VUY1 112 x 82 HH

Region — WEST-01 MTD | LCE 31.78% | LCR 60.13% | LH

CBE1 24 x 79 LH	CBE1 43 x 65 LH	CBE2 8 x 99 LH	CBE3 15 x 100 LH	CBE4 20 x 93 LH	CBE6 50 x 91 LH	KMR1 31 x 88 LH	SNR1 20 x 65 LH	SUL1 35 x 30 LA
PLI1 20 x 50 LH	DPM2 17 x 43 LA	KGM1 24 x 25 LL	PDM1 26 x 47 LA		PLI1 16 x 64 LH		UMP1 21 x 71 LH	
TPR1 42 x 59 LH	TPR1 59 x 32 AA			TPR2 4 x 75 LH		TPR3 80 x 88 HH		
TPR4 67 x 56 HH	ANR1 33 x 52 LH	AVI1 49 x 86 LH		GBM1 75 x 32 HA	PPI1 127 x 56 HH	SYM2 64 x 40 HA	TPR4 40 x 79 LH	
UAM1 22 x 33 LA	CNR1 6 x 56 LH	GDR1 13 x 29 LL	KGI1 36 x 25 LL		KMD1 0 x NaN LL	MPM1 45 x 30 LL	UAM1 18 x 44 LA	

Region — WEST-02 MTD | LCE 37.05% | LCR 49.58% | LA

ERD1 51 x 52 AH	CMI1 42 x 31 LA	ERD1 80 x 63 HH	ERD2 15 x 73 LH	KMM1 36 x 48 LA	NKL2 53 x 44 AA	PDR1 42 x 39 LA	RSP1 44 x 39 LA	SGG1 59 x 39 AA	TCG1 55 x 50 AA	VKL1 120 x 65 HH
HSR1 22 x 40 LA	HSR1 35 x 66 LH	HSR2 35 x 25 LL	KRI1 17 x 60 LH	KVP1 1 x 100 LH	PLC1 15 x 38 LA	PMP1 11 x 43 LA	SGI1 26 x 9 LL			
MTR1 37 x 48 LA	BMD1 10 x 16 LL	DPR1 11 x 82 LH	DPR2 55 x 41 AA	HRR1 87 x 89 HH	MCR1 37 x 22 LL	MTR1 17 x 16 LL	OML1 42 x 25 LL	TRM1 36 x 39 LA		
SLM1 35 x 52 LH	APN1 57 x 47 AA	ATU1 52 x 27 AL	EDP1 7 x 42 LA	EPI1 8 x 26 LL	SLM1 48 x 84 LH	SLM2 29 x 70 LH	SLM3 22 x 24 LL	VPD1 43 x 37 LA		