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-Sep-2025 To Date : 24-Sep-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	7,151	2,115	2,036	29.58%	96.26%	LH
CHENNAI-02	6,279	2,454	2,364	39.09%	96.33%	LH
KL-SOUTH	1,187	147	135	12.39%	91.84%	LH
NORTH ARCOT	5,370	2,075	1,978	38.64%	95.33%	LH
SOUTH ARCOT	4,372	1,374	1,308	31.42%	95.20%	LH
SOUTH-01	11,625	5,348	5,201	46.01%	97.25%	LH
SOUTH-03	7,316	1,504	1,414	20.56%	94.02%	LH
TIRUPATI-01	3,321	2,944	2,897	88.66%	98.40%	HH
TRICHY-01	6,799	2,657	2,602	39.08%	97.93%	LH
VIJAYAWADA-01	3,133	3,177	3,119	101.41%	98.17%	HH
WEST-01	5,048	1,964	1,912	38.91%	97.35%	LH
WEST-02	5,935	2,161	2,087	36.41%	96.58%	LH
Total	67,534	27,920	27,053	41.34%	96.89%	LH

CHENNAI-01 MTD | LCE 29.58% | LCR 96.26% | LH

Region								
CH03 17 x 92 LH	CGL1 26 x 93 LH	CH45 3 x 100 LH	GUD1 30 x 97 LH	GUD2 1 x 100 LH	MC10 22 x 96 LH	MRM1 24 x 76 LH	SKL1 2 x 100 LH	TKM1 35 x 93 LH
CH05 40 x 97 LH	AVD1 12 x 96 LH	CH05 19 x 99 LH	CH14 67 x 96 HH	CH26 22 x 96 LH	CH30 39 x 99 LH	CH35 64 x 100 HH	CH37 34 x 100 LH	
CH06 33 x 96 LH	CH08 70 x 96 HH	CH11 11 x 100 LH	CH16 10 x 100 LH	CH19 28 x 97 LH	CH29 8 x 100 LH	CH39 83 x 96 HH	CH40 2 x 100 LH	CH42 23 x 95 LH
CH08 25 x 97 LH	CH07 11 x 100 LH	CH22 48 x 97 LH	CH28 26 x 97 LH	CH38 27 x 100 LH	CH48 26 x 91 LH	KNR1 19 x 100 LH	MC02 17 x 100 LH	MC09 37 x 100 LH

CHENNAI-02 MTD | LCE 39.09% | LCR 96.33% | LH

Region								
CH01 28 x 96 LH	CH03 4 x 96 LH	CH06 27 x 96 LH	CH12 65 x 96 HH	CH23 21 x 100 LH	CH24 45 x 96 LH	MC06 5 x 100 LH	MC08 6 x 100 LH	
CH04 47 x 96 LH	CH21 66 x 97 HH	CH34 58 x 96 AH	CH44 55 x 95 AH	GPD1 39 x 99 LH	MC05 18 x 93 LH	MJR1 37 x 93 LH	PON1 65 x 98 HH	UKI1 15 x 97 LH
CH07 48 x 96 LH	CH01 50 x 100 LH	CH15 80 x 96 HH	CH17 16 x 100 LH	CH18 40 x 96 LH	CH27 10 x 100 LH	CH32 22 x 100 LH	CH36 16 x 100 LH	CH43 46 x 98 LH
CH09 30 x 97 LH	CH09 12 x 96 LH	CH20 62 x 98 HH	CH31 12 x 93 LH	CH33 4 x 100 LH		CH41 38 x 97 LH		CH46 44 x 93 LH

KL-SOUTH MTD | LCE 12.39% | LCR 91.84% | LH

Region			
TVP1 12 x 92 LH	KLR1 0 x NaN LL	PAS1 40 x 90 LH	TVP1 4 x 100 LH

NORTH ARCOT MTD | LCE 38.64% | LCR 95.33% | LH

Region								
NA01 54 x 94 AH	AKM1 70 x 98 HH	ANI1 41 x 98 LH	ARC2 19 x 95 LH	CYR1 28 x 100 LH	KPM1 44 x 94 LH	KPM2 62 x 88 HH	WJD1 63 x 97 HH	WJP1 82 x 99 HH
NA02 29 x 97 LH	ABR1 6 x 100 LH	CGM1 6 x 100 LH	GDM1 27 x 90 LH	PLR1 12 x 100 LH	TRR1 15 x 98 LH	VEL1 50 x 97 LH	VEL2 69 x 96 HH	VNB1 17 x 100 LH
NA03 31 x 96 LH	BGR1 51 x 97 AH	CPT1 35 x 100 LH	PTU1 31 x 96 LH	SBR1 8 x 100 LH	SLG1 32 x 100 LH	TRL1 15 x 100 LH	TRT1 92 x 90 HH	UGI1 45 x 97 LH	VSI1 21 x 98 LH

SOUTH ARCOT MTD | LCE 31.42% | LCR 95.20% | LH

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SA01 46 x 95 LH	CUD1 67 x 91 HH	KLM1 37 x 99 LH	MKM1 29 x 100 LH		POY1 47 x 97 LH	POY2 23 x 98 LH	
SA02 24 x 95 LH	CDM1 20 x 98 LH	KKI2 69 x 95 HH	KML1 3 x 100 LH	NVL2 21 x 90 LH	PRT1 16 x 97 LH	STP1 3 x 100 LH	ULP1 19 x 97 LH	VCM1 11 x 92 LH
SA03 25 x 96 LH	SJI1 5 x 100 LH	TDM1 52 x 92 AH	TRK1 60 x 97 HH	TVM1 14 x 100 LH	TVM2 8 x 100 LH	VPM1 30 x 97 LH	VPM2 4 x 100 LH

Region   SOUTH-01 MTD | LCE 46.01% | LCR 97.25% | LH

KVT1 44 x 97 LH	KVT1 29 x 99 LH	KYR1 36 x 100 LH	PKD1 65 x 97 HH	RND1 54 x 100 AH	SKD1 24 x 90 LH	SNL1 56 x 95 AH	STU2 68 x 100 HH	VKM1 50 x 94 LH
NGR1 24 x 98 LH	COL1 44 x 97 LH	KGL1 62 x 99 HH	KSM1 5 x 100 LH	MAR1 26 x 97 LH	MMT1 56 x 99 AH	NGR1 16 x 98 LH	TKY1 5 x 100 LH
TKS1 36 x 98 LH	PDI1 42 x 98 LH	RPM1 12 x 95 LH	SDI1 9 x 100 LH	SGT1 70 x 100 HH	TKS1 56 x 96 AH	TKS2 55 x 99 AH
TUT1 69 x 96 HH	ERL1 ∞ x 100 HH	ERL2 62 x 98 HH	TCN1 39 x 93 LH	TUT1 60 x 98 HH	TUT2 64 x 97 HH	TYI1 80 x 96 HH	UDN1 189 x 93 HH
TVL1 37 x 98 LH	ARM1 46 x 98 LH	ASM1 39 x 96 LH	TVL1 32 x 100 LH	TVL2 82 x 98 HH	VLY1 40 x 95 LH
VNR1 62 x 98 HH	APK1 57 x 97 AH	APK2 64 x 100 HH	SVK1 48 x 98 LH	VNR1 96 x 95 HH	VNR2 59 x 98 AH

Region   SOUTH-03 MTD | LCE 20.56% | LCR 94.02% | LH

DGL1 11 x 97 LH	DGL1 7 x 100 LH	DGL2 1 x 100 LH	MDU1 7 x 100 LH	MDU5 9 x 95 LH	MPA1 11 x 100 LH	NTM1 11 x 94 LH	PNI1 62 x 94 HH	
KKD2 14 x 97 LH	ATG1 5 x 92 LH	DKI1 18 x 98 LH	KKD2 17 x 100 LH	MNM1 1 x 100 LH	PNV1 12 x 100 LH	PVI1 34 x 96 LH	SGP1 3 x 100 LH	TDI1 3 x 100 LH	TPT1 3 x 100 LH
KRR1 9 x 100 LH	KRR1 18 x 100 LH				ODM1 1 x 100 LH			
MDU2 25 x 93 LH	ADP1 8 x 87 LH	BNR1 49 x 92 LH	CBM1 24 x 98 LH	CMR1 53 x 92 AH	MDU2 12 x 100 LH	MDU3 2 x 100 LH	MDU4 22 x 86 LH	MDU6 56 x 91 AH	TEN1 10 x 94 LH	TEN2 9 x 93 LH
SVG1 37 x 93 LH	BTU1 42 x 90 LH	KPT1 14 x 100 LH	KYK1 3 x 100 LH	MLR1 8 x 92 LH	NKI1 27 x 97 LH	PKM1 111 x 93 HH	SVG1 8 x 100 LH	TMM1 81 x 91 HH	USL1 43 x 92 LH

Region   TIRUPATI-01 MTD | LCE 88.66% | LCR 98.40% | HH

ATP1 131 x 99 HH	ADI1 79 x 97 HH	ATP1 75 x 98 HH	DHN1 114 x 99 HH	GTL1 314 x 100 HH	KNL1 153 x 100 HH	KNL2 128 x 100 HH	NDL1 73 x 97 HH	TPI1 251 x 99 HH
KDA1 36 x 98 LH	BVL1 19 x 100 LH	KDA1 26 x 94 LH	KOU1 35 x 97 LH	MPL1 82 x 100 HH	PDT1 34 x 100 LH	PIL1 12 x 100 LH	RCY1 9 x 100 LH	RJP1 53 x 95 AH
TPY1 92 x 98 HH	CTO1 41 x 99 HH	KHT1 121 x 100 HH	KVL1 41 x 100 HH	NLR1 82 x 98 HH	NYP1 130 x 99 HH	PGR1 103 x 98 HH	PMR1 115 x 100 HH	PUT1 63 x 99 HH	SPE1 103 x 96 HH	TPY1 103 x 97 HH	TPY2 80 x 94 HH	VKI1 180 x 97 HH

Region   TRICHY-01 MTD | LCE 39.08% | LCR 97.93% | LH

KUM1 45 x 98 LH	JKM1 13 x 97 LH	KUM1 81 x 97 HH	MVM1 76 x 100 HH	NCK1 49 x 97 LH	TVR1 10 x 100 LH	TVR2 9 x 100 LH	
PTK1 30 x 98 LH	APM1 55 x 98 AH	MDI1 19 x 97 LH	NGT1 36 x 99 LH	NMM1 83 x 98 HH	PTK1 4 x 100 LH	TTP1 7 x 94 LH	
TNJ1 67 x 98 HH	AYR1 43 x 97 LH	KIK1 34 x 96 LH	KRN1 76 x 95 HH	ORU1 50 x 97 LH	PDK1 144 x 97 HH	TNJ1 58 x 100 AH	TNJ2 80 x 98 HH

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TRY1 18 x 98 LH	MSI1 3 x 100 LH	PBR1 22 x 100 LH	PBR2 39 x 97 LH	TRY1 16 x 98 LH	TRY2 54 x 100 AH	TRY3 6 x 100 LH	TYR1 4 x 100 LH

Region VIJAYAWADA-01 MTD | LCE 101.41% | LCR 98.17% | HH

BVR1 121 x 99 HH	AMP1 62 x 100 HH	BVR1 121 x 99 HH	DPE1 121 x 97 HH	ELU1 197 x 99 HH	JGG1 125 x 100 HH	KND1 100 x 100 HH	NPR1 0 x NaN LL	PAP1 112 x 100 HH	PPM1 269 x 100 HH	RMV1 343 x 100 HH	TDD1 54 x 97 AH	TNI1 0 x NaN LL	TNK1 56 x 100 AH
GNT1 88 x 97 HH	BPP1 44 x 85 LH	CKT1 160 x 97 HH	CRL1 135 x 99 HH	GNT1 24 x 100 LH	GNT2 72 x 100 HH	KDR1 53 x 98 AH	NRT1 13 x 100 LH	OGL1 248 x 98 HH	PNR1 77 x 81 HH	PRL1 90 x 100 HH	RAL1 104 x 99 HH	VKN1 10 x 88 LH
VJW1 95 x 98 HH	GDV1 144 x 100 HH	GVM1 114 x 94 HH	JPT1 140 x 95 HH	MTM1 72 x 100 HH	TEL1 93 x 98 HH	TVU1 106 x 100 HH	VJW1 58 x 99 AH	VJW2 22 x 100 LH	VJW3 117 x 100 HH	VJW4 81 x 93 HH	VJW5 104 x 100 HH	VUY1 95 x 96 HH

Region WEST-01 MTD | LCE 38.91% | LCR 97.35% | LH

CBE1 27 x 98 LH	CBE1 56 x 99 AH	CBE2 9 x 100 LH	CBE3 11 x 100 LH	CBE4 7 x 100 LH	CBE5 0 x NaN LL	CBE6 83 x 99 HH	KMR1 36 x 96 LH	SNR1 13 x 96 LH	SUL1 54 x 97 AH
PLI1 24 x 98 LH	DPM2 13 x 100 LH		KGM1 29 x 97 LH		PDM1 33 x 90 LH		PLI1 29 x 100 LH	UMP1 21 x 100 LH
TPR1 73 x 98 HH	TPR1 84 x 97 HH			TPR2 3 x 100 LH			TPR3 127 x 99 HH	
TPR4 88 x 97 HH	ANR1 2 x 100 LH	AVI1 172 x 100 HH	GBM1 88 x 93 HH		PPI1 76 x 91 HH	SYM2 35 x 98 LH	TPR4 111 x 99 HH	
UAM1 16 x 95 LH	CNR1 2 x 100 LH	GDR1 8 x 100 LH	KGI1 5 x 100 LH		KMD1 0 x NaN LL	MPM1 75 x 97 HH	UAM1 6 x 75 LH	

Region WEST-02 MTD | LCE 36.41% | LCR 96.58% | LH

ERD1 52 x 96 AH	CMI1 41 x 76 LH	ERD1 69 x 97 HH	ERD2 19 x 100 LH	KMM1 31 x 96 LH	NKL2 35 x 95 LH	PDR1 72 x 97 HH	RSP1 66 x 98 HH	SGG1 88 x 98 HH	TCG1 39 x 98 LH	VKL1 104 x 96 HH
HSR1 20 x 97 LH	HSR1 27 x 98 LH	HSR2 38 x 94 LH		KRI1 17 x 100 LH	KVP1 2 x 100 LH	PLC1 0 x NaN LL		PMP1 10 x 100 LH	SGI1 25 x 100 LH	
MTR1 25 x 97 LH	BMD1 4 x 100 LH	DPR1 7 x 100 LH	DPR2 76 x 98 HH	HRR1 48 x 100 LH	MCR1 32 x 99 LH	MTR1 2 x 100 LH	OML1 33 x 96 LH	TRM1 17 x 89 LH	
SLM1 46 x 97 LH	APN1 108 x 93 HH	ATU1 69 x 97 HH	EDP1 5 x 100 LH	EPI1 2 x 100 LH	SLM1 70 x 99 HH	SLM2 37 x 100 LH	SLM3 8 x 89 LH	VPD1 40 x 98 LH	