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-Nov-2025 To Date : 26-Nov-2025						
CHENNAI-01	8,818	2,149	692	24.37%	32.20%	LA
CHENNAI-02	8,020	2,344	757	29.23%	32.30%	LA
KL-SOUTH	796	89	37	11.18%	41.57%	LA
NORTH ARCOT	6,990	1,771	392	25.34%	22.13%	LL
SOUTH ARCOT	5,919	847	202	14.31%	23.85%	LL
SOUTH-01	12,979	4,470	1,284	34.44%	28.72%	LL
SOUTH-03	9,667	1,539	532	15.92%	34.57%	LA
TIRUPATI-01	4,165	2,111	1,180	50.69%	55.90%	AH
TRICHY-01	8,397	1,875	755	22.33%	40.27%	LA
VIJAYAWADA-01	4,299	3,342	2,212	77.74%	66.19%	HH
WEST-01	6,683	2,079	1,170	31.11%	56.28%	LH
WEST-02	7,626	2,099	802	27.52%	38.21%	LA
Total	84,358	24,715	10,015	29.30%	40.52%	LA

CHENNAI-01 MTD | LCE 24.37% | LCR 32.20% | LA

Region							
CH03 27 x 39 LA	CGL1 41 x 54 LH	CH45 8 x 50 LA	GUD1 33 x 28 LL	GUD2 10 x 71 LH	MC10 43 x 42 LA	MRM1 47 x 33 LA	SKL1 7 x 38 LA	TKM1 39 x 30 LA
CH05 27 x 28 LL	AVD1 30 x 30 LL	CH05 18 x 31 LA	CH14 19 x 32 LA	CH26 3 x 75 LH	CH30 40 x 26 LL	CH35 37 x 23 LL	CH37 50 x 24 AL
CH06 25 x 34 LA	CH08 41 x 25 LL	CH11 7 x 95 LH	CH16 27 x 32 LA	CH19 26 x 43 LA	CH29 4 x 25 LL	CH39 29 x 39 LA	CH40 9 x 30 LL	CH42 20 x 32 LA
CH08 19 x 26 LL	CH07 10 x 78 LH	CH22 51 x 23 AL	CH28 6 x 29 LL	CH38 30 x 14 LL	CH48 21 x 16 LL	KNR1 7 x 50 LA	MC02 10 x 100 LH	MC09 0 x NaN LL

CHENNAI-02 MTD | LCE 29.23% | LCR 32.30% | LA

Region							
CH01 25 x 38 LA	CH03 14 x 48 LA	CH06 8 x 43 LA	CH12 51 x 35 AA	CH23 16 x 52 LH	CH24 32 x 32 LA	MC06 1 x 100 LH
CH04 32 x 28 LL	CH21 51 x 30 AL	CH34 45 x 20 LL	CH44 39 x 29 LL	GPD1 38 x 42 LA	MC05 4 x 100 LH	MJR1 19 x 14 LL	PON1 40 x 23 LL	UKI1 2 x 100 LH
CH07 37 x 30 LA	CH01 149 x 100 HH	CH15 50 x 24 LL	CH17 11 x 61 LH	CH18 53 x 24 AL	CH27 23 x 62 LH	CH32 6 x 100 LH	CH36 16 x 45 LA	CH43 38 x 27 LL
CH09 20 x 40 LA	CH09 6 x 69 LH	CH20 37 x 29 LL	CH31 5 x 57 LH	CH33 9 x 65 LH	CH41 30 x 33 LA	CH46 23 x 53 LH

KL-SOUTH MTD | LCE 11.18% | LCR 41.57% | LA

Region			
TVP1 11 x 42 LA	KLR1 3 x 44 LA	PAS1 32 x 33 LA	TVP1 7 x 58 LH

NORTH ARCOT MTD | LCE 25.34% | LCR 22.13% | LL

Region							
NA01 38 x 20 LL	AKM1 37 x 17 LL	ANI1 26 x 24 LL	ARC2 7 x 10 LL	CYR1 18 x 41 LA	KPM1 30 x 25 LL	KPM2 60 x 20 AL	WJD1 45 x 15 LL	WJP1 39 x 20 LL
NA02 23 x 23 LL	ABR1 8 x 41 LA	CGM1 3 x 50 LA	GDM1 4 x 62 LH	PLR1 5 x 33 LA	TRR1 5 x 57 LH	VEL1 53 x 29 AL	VEL2 63 x 15 HL	VNB1 1 x 100 LH
NA03 13 x 28 LL	BGR1 48 x 27 LL	CPT1 16 x 6 LL	PTU1 5 x 22 LL	SBR1 0 x 100 LH	SLG1 30 x 35 LA	TRL1 3 x 100 LH	TRT1 5 x 22 LL	UGI1 20 x 30 LA	VSI1 17 x 23 LL

SOUTH ARCOT MTD | LCE 14.31% | LCR 23.85% | LL

Follow-Up Lead Capturing Effectiveness as on 11/26/2025 10:00:11 AM

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Row								
SA01 24 x 23 LL	CUD1 50 x 20 LL	KLM1 27 x 22 LL	MKM1 4 x 40 LA	POY1 4 x 94 LH	POY2 5 x 22 LL			
SA02 10 x 32 LA	CDM1 1 x 80 LH	KKI2 43 x 25 LL	KML1 0 x NaN LL	NVL2 4 x 50 LA	PRT1 8 x 33 LA	STP1 0 x NaN LL	ULP1 2 x 60 LH	VCM1 5 x 100 LH
SA03 10 x 16 LL	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 24 x 12 LL	TRK1 27 x 16 LL	TVM1 2 x 33 LA	TVM2 0 x NaN LL	VPM1 3 x 67 LH	VPM2 0 x NaN LL

Region — SOUTH-01 MTD | LCE 34.44% | LCR 28.72% | LL

Row								
KVT1 36 x 26 LL	KVT1 16 x 28 LL	KYR1 32 x 30 LL	PKD1 45 x 27 LL	RND1 49 x 24 LL	SKD1 52 x 42 AA	SNL1 37 x 18 LL	STU2 45 x 25 LL	VKM1 49 x 19 LL
NGR1 40 x 28 LL	COL1 52 x 25 AL	KGL1 42 x 34 LA	KSM1 30 x 50 LA	MAR1 38 x 33 LA	MMT1 44 x 18 LL	NGR1 43 x 25 LL	TKY1 23 x 28 LL	
TKS1 22 x 32 LA	PDI1 20 x 8 LL	RPM1 16 x 33 LA	SDI1 19 x 49 LA	SGT1 39 x 14 LL	TKS1 25 x 20 LL	TKS2 23 x 50 LA		
TUT1 42 x 27 LL	ERL1 NaN x NaN LL	ERL2 40 x 34 LA	TCN1 37 x 19 LL	TUT1 34 x 27 LL	TUT2 49 x 22 LL	TYI1 40 x 28 LL	UDN1 78 x 38 HA	
TVL1 28 x 41 LA	ARM1 37 x 30 LL	ASM1 23 x 48 LA	TVL1 31 x 44 LA	TVL2 22 x 57 LH	VLY1 21 x 30 LA			
VNR1 37 x 23 LL	APK1 34 x 14 LL	APK2 61 x 42 HA	SVK1 32 x 21 LL	VNR1 59 x 22 AL	VNR2 23 x 11 LL			

Region — SOUTH-03 MTD | LCE 15.92% | LCR 34.57% | LA

Row											
DGL1 11 x 51 LH	DGL1 6 x 33 LA	DGL2 1 x 0 LL	MDU1 5 x 93 LH	MDU5 31 x 45 LA	MPA1 13 x 94 LH	NTM1 16 x 19 LL	PNI1 31 x 24 LL			
KKD2 14 x 32 LA	ATG1 6 x 69 LH	DKI1 4 x 70 LH	KKD2 NaN x NaN LL	KKD3 17 x 28 LL	MNM1 6 x 38 LA	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 41 x 38 LA	SGP1 4 x 17 LL	TDI1 1 x 100 LH	TPT1 26 x 12 LL
KRR1 3 x 100 LH	KRR1 4 x 100 LH	ODM1 2 x 100 LH								
MDU2 16 x 38 LA	ADP1 32 x 45 LA	BNR1 33 x 32 LA	CBM1 13 x 37 LA	CMR1 28 x 69 LH	MDU2 5 x 62 LH	MDU3 0 x 100 LH	MDU4 25 x 27 LL	MDU6 28 x 30 LA	TEN1 5 x 33 LA	TEN2 5 x 33 LA
SVG1 28 x 23 LL	BTU1 9 x 33 LA	KPT1 6 x 7 LL	KYK1 5 x 11 LL	MLR1 8 x 45 LA	NKI1 21 x 23 LL	PKM1 65 x 26 HL	SVG1 13 x 45 LA	TMM1 62 x 21 HL	USL1 20 x 16 LL	

Region — TIRUPATI-01 MTD | LCE 50.69% | LCR 55.90% | AH

Row											
ATP1 74 x 69 HH	ADI1 53 x 49 AA	ATP1 48 x 52 LH	DHN1 70 x 95 HH	GTL1 193 x 99 HH	KNL1 62 x 52 HH	KNL2 75 x 58 HH	NDL1 58 x 31 AA	TPI1 114 x 94 HH		
KDA1 35 x 54 LH	BVL1 24 x 52 LH	KDA1 13 x 93 LH	KOU1 31 x 34 LA	MPL1 68 x 66 HH	PDT1 56 x 55 AH	PIL1 14 x 53 LH	RCY1 26 x 35 LA	RJP1 38 x 40 LA		
TPY1 43 x 41 LA	CTO1 28 x 24 LL	KHT1 53 x 37 AA	KVL1 55 x 21 AL	NLR1 61 x 51 HH	NYP1 22 x 58 HH	PGR1 72 x 54 HH	PMR1 32 x 72 LH	PUT1 40 x 18 LL	SPE1 45 x 31 LA	TPY1 55 x 26 AL	TPY2 31 x 38 LA / VKI1 55 x 82 AH

Region — TRICHY-01 MTD | LCE 22.33% | LCR 40.27% | LA

Row							
KUM1 23 x 32 LA	KIK1 13 x 72 LH	KUM1 47 x 20 LL	NCK1 30 x 73 LL	NGT1 47 x 18 LL	TTP1 4 x 60 LH	TVR1 1 x 100 LH	TVR2 3 x 87 LH
PBR1 21 x 38 LA	AYR1 27 x 68 LH	JKM1 1 x 100 LH	MSI1 11 x 90 LH	MVM1 25 x 34 LA	PBR1 26 x 35 LA	PBR2 31 x 21 LL	TYR1 20 x 42 LA
TNJ1 32 x 44 LA	APM1 80 x 53 HH	MDI1 25 x 81 LH	NMM1 49 x 27 LL	ORU1 22 x 24 LL	PTK1 18 x 37 LA	TNJ1 23 x 34 LA	TNJ2 38 x 50 LA

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| TRY1 14 x 49 LA | KRN1 23 x 15 LL | PDK1 64 x 58 HH | TRY1 7 x 61 LH | TRY2 35 x 47 LA | TRY3 1 x 100 LH | TRY4 5 x 44 LA |

Region VIJAYAWADA-01 MTD | LCE 77.74% | LCR 66.19% | HH

BVR1 65 x 65 HH	AMP1 22 x 21 LL	BVR1 60 x 37 AA	DPE1 23 x 85 LH	ELU1 116 x 71 HH	JGG1 26 x 6 LL	KND1 183 x 86 HH	NPR1 21 x 100 LH	PAP1 30 x 19 LL	PPM1 162 x 79 HH	RMV1 67 x 75 HH	TDD1 25 x 29 LL	TNI1 64 x 76 HH	TNK1 39 x 41 LA
GNT1 88 x 68 HH	BPP1 49 x 56 LH	CKT1 161 x 76 HH	CRL1 89 x 72 HH	GNT1 73 x 72 HH	GNT2 144 x 93 HH	KDR1 76 x 68 HH	NRT1 32 x 49 LA	OGL1 182 x 77 HH	PNR1 63 x 33 HA	PRL1 42 x 28 LL	RAL1 68 x 20 HL	VKN1 31 x 48 LA	
VJW1 81 x 66 HH	GDV1 115 x 79 HH	GVM1 53 x 34 AA	JPT1 104 x 54 HH	MTM1 65 x 29 HL	TEL1 97 x 66 HH	TVU1 152 x 85 HH	VJW1 83 x 81 HH	VJW2 25 x 88 LH	VJW3 84 x 58 HH	VJW4 60 x 44 HA	VJW5 51 x 79 AH	VUY1 48 x 62 LH	

Region WEST-01 MTD | LCE 31.11% | LCR 56.28% | LH

CBE1 29 x 63 LH	CBE1 43 x 57 LH	CBE2 22 x 41 LA	CBE3 15 x 75 LH	CBE4 43 x 94 LH	CBE5 15 x 90 LH	CBE6 60 x 93 HH	KMR1 31 x 50 LH	SNR1 7 x 100 LH	SUL1 35 x 30 LL
PLI1 19 x 38 LA	DPM2 10 x 30 LL		KGM1 28 x 28 LL		PDM1 31 x 26 LL		PLI1 24 x 52 LH		UMP1 3 x 80 LH
TPR1 49 x 57 LH	TPR1 57 x 21 AL			TPR2 10 x 65 LH			TPR3 90 x 93 HH		
TPR4 54 x 58 AH	ANR1 2 x 100 LH		AVI1 69 x 86 HH		GBM1 80 x 49 HA		PPI1 67 x 46 HA	SYM2 21 x 38 LA	TPR4 49 x 46 LA
UAM1 12 x 27 LL	CNR1 7 x 44 LA		GDR1 11 x 8 LL		KGI1 2 x 50 LA		KMD1 6 x 88 LH	MPM1 34 x 20 LL	UAM1 5 x 27 LL

Region WEST-02 MTD | LCE 27.52% | LCR 38.21% | LA

ERD1 50 x 36 AA	CMI1 45 x 12 LL	ERD1 63 x 50 HA	ERD2 41 x 28 LL	KMM1 55 x 10 AL	NKL2 51 x 34 AA	PDR1 53 x 44 AA	RSP1 44 x 39 LA	SGG1 42 x 40 LA	TCG1 45 x 39 LA	VKL1 68 x 59 HH
HSR1 19 x 56 LH	HSR1 52 x 37 AA	HSR2 37 x 75 LH		KRI1 8 x 65 LH	KVP1 2 x 67 LH		PLC1 8 x 19 LL	PMP1 3 x 20 LL	SGI1 0 x NaN LL	
MTR1 12 x 31 LA	BMD1 1 x 0 LL	DPR1 18 x 50 LA	DPR2 35 x 27 LL	HRR1 6 x 100 LH	MCR1 17 x 24 LL	MTR1 1 x 100 LH	OML1 23 x 10 LL	TRM1 4 x 50 LA	
SLM1 25 x 35 LA	APN1 50 x 45 AA	ATU1 40 x 21 LL	EDP1 0 x NaN LL	EPI1 4 x 50 LA	SLM1 35 x 26 LL	SLM2 19 x 69 LH	SLM3 17 x 59 LH	VPD1 25 x 16 LL	