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 : 27-Sep-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,086	2,705	2,170	33.45%	80.22%	LH
CHENNAI-02	7,057	3,015	2,384	42.72%	79.07%	LH
KL-SOUTH	1,260	165	123	13.10%	74.55%	LH
NORTH ARCOT	6,265	2,639	1,977	42.13%	74.91%	LH
SOUTH ARCOT	5,156	1,794	1,401	34.79%	78.09%	LH
SOUTH-01	13,125	6,636	5,309	50.56%	80.00%	AH
SOUTH-03	8,422	1,909	1,614	22.67%	84.55%	LH
TIRUPATI-01	4,346	3,862	3,495	88.87%	90.50%	HH
TRICHY-01	7,628	3,203	2,723	41.99%	85.01%	LH
VIJAYAWADA-01	4,375	4,196	3,780	95.91%	90.09%	HH
WEST-01	5,847	2,341	2,109	40.04%	90.09%	LH
WEST-02	6,888	2,692	2,265	39.08%	84.14%	LH
Total	78,454	35,157	29,350	44.81%	83.48%	LH

CHENNAI-01 MTD | LCE 33.45% | LCR 80.22% | LH

Region							
CH03 19 x 77 LH	CGL1 28 x 67 LH	CH45 4 x 91 LH	GUD1 38 x 82 LH	GUD2 1 x 100 LH	MC10 22 x 69 LH	MRM1 23 x 53 LH	SKL1 4 x 86 LH	TKM1 34 x 94 LH
CH05 44 x 76 LH	AVD1 13 x 82 LH	CH05 27 x 98 LH	CH14 70 x 70 HH	CH26 20 x 15 LL	CH30 44 x 78 LH	CH35 67 x 79 HH	CH37 41 x 85 LH
CH06 37 x 83 LH	CH08 77 x 83 HH	CH11 10 x 100 LH	CH16 14 x 99 LH	CH19 31 x 97 LH	CH29 8 x 57 LH	CH39 90 x 75 HH	CH40 3 x 67 LH	CH42 24 x 68 LH
CH08 31 x 85 LH	CH07 12 x 98 LH	CH22 60 x 72 HH	CH28 38 x 90 LH	CH38 34 x 94 LH	CH48 32 x 94 LH	KNR1 19 x 69 LH	MC02 14 x 100 LH	MC09 41 x 55 LH

CHENNAI-02 MTD | LCE 42.72% | LCR 79.07% | LH

Region							
CH01 31 x 79 LH	CH03 10 x 98 LH	CH06 27 x 72 LH	CH12 70 x 79 HH	CH23 20 x 64 LH	CH24 49 x 76 LH	MC06 4 x 100 LH	MC08 6 x 100 LH
CH04 51 x 75 AH	CH21 70 x 79 HH	CH34 62 x 77 HH	CH44 61 x 69 HH	GPD1 43 x 77 LH	MC05 22 x 43 LA	MJR1 39 x 78 LH	PON1 84 x 79 HH	UKI1 14 x 56 LH
CH07 52 x 86 AH	CH01 47 x 100 LH	CH15 87 x 91 HH	CH17 18 x 90 LH	CH18 48 x 78 LH	CH27 9 x 100 LH	CH32 18 x 100 LH	CH36 16 x 76 LH	CH43 50 x 79 LH
CH09 32 x 73 LH	CH09 16 x 73 LH	CH20 65 x 74 HH	CH31 13 x 94 LH	CH33 4 x 100 LH	CH41 40 x 63 LH	CH46 42 x 74 LH

KL-SOUTH MTD | LCE 13.10% | LCR 74.55% | LH

Region			
TVP1 13 x 75 LH	KLR1 0 x NaN LL	PAS1 41 x 69 LH	TVP1 4 x 100 LH

NORTH ARCOT MTD | LCE 42.13% | LCR 74.91% | LH

Region							
NA01 61 x 73 HH	AKM1 78 x 68 HH	ANI1 47 x 65 LH	ARC2 25 x 89 LH	CYR1 40 x 77 LH	KPM1 47 x 79 LH	KPM2 67 x 76 HH	WJD1 68 x 73 HH	WJP1 91 x 67 HH
NA02 32 x 77 LH	ABR1 10 x 88 LH	CGM1 4 x 58 LH	GDM1 32 x 89 LH	PLR1 9 x 27 LL	TRR1 22 x 83 LH	VEL1 55 x 84 AH	VEL2 79 x 71 HH	VNB1 18 x 80 LH
NA03 33 x 76 LH	BGR1 59 x 76 AH	CPT1 49 x 67 LH	PTU1 35 x 97 LH	SBR1 7 x 70 LH	SLG1 29 x 75 LH	TRL1 17 x 88 LH	TRT1 88 x 63 HH	UGI1 49 x 71 LH	VSI1 23 x 98 LH

SOUTH ARCOT MTD | LCE 34.79% | LCR 78.09% | LH

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SA01 52 x 75 AH	CUD1 74 x 73 HH	KLM1 42 x 87 LH	MKM1 32 x 59 LH	POY1 49 x 68 LH	POY2 31 x 86 LH
SA02 26 x 82 LH	CDM1 25 x 90 LH	KKI2 77 x 84 HH	KML1 5 x 78 LH	NVL2 20 x 75 LH	PRT1 18 x 84 LH	STP1 5 x 100 LH	ULP1 19 x 72 LH	VCM1 11 x 86 LH
SA03 28 x 80 LH	SJI1 5 x 58 LH	TDM1 41 x 76 LH	TRK1 61 x 86 HH	TVM1 13 x 76 LH	TVM2 10 x 94 LH	VPM1 31 x 63 LH	VPM2 5 x 54 LH

Region SOUTH-01 MTD | LCE 50.56% | LCR 80.00% | AH

KVT1 47 x 80 LH	KVT1 27 x 80 LH	KYR1 38 x 100 LH	PKD1 73 x 74 HH	RND1 60 x 78 AH	SKD1 29 x 69 LH	SNL1 64 x 84 HH	STU2 77 x 82 HH	VKM1 53 x 74 AH
NGR1 29 x 79 LH	COL1 53 x 65 AH	KGL1 72 x 90 HH	KSM1 5 x 100 LH	MAR1 31 x 80 LH	MMT1 64 x 61 HH	NGR1 19 x 88 LH	TKY1 11 x 86 LH
TKS1 40 x 84 LH	PDI1 48 x 75 LH	RPM1 13 x 93 LH	SDI1 11 x 76 LH	SGT1 70 x 74 HH	TKS1 60 x 72 HH	TKS2 63 x 99 HH
TUT1 75 x 79 HH	ERL1 ∞ x 100 HH	ERL2 70 x 79 HH	TCN1 44 x 67 LH	TUT1 68 x 82 HH	TUT2 68 x 74 HH	TYI1 83 x 78 HH	UDN1 194 x 84 HH
TVL1 40 x 89 LH	ARM1 50 x 69 AH	ASM1 46 x 80 LH	TVL1 33 x 96 LH	TVL2 86 x 94 HH	VLY1 46 x 82 LH
VNR1 68 x 73 HH	APK1 60 x 73 HH	APK2 75 x 89 HH	SVK1 50 x 66 AH	VNR1 106 x 68 HH	VNR2 65 x 72 HH

Region SOUTH-03 MTD | LCE 22.67% | LCR 84.55% | LH

DGL1 13 x 86 LH	DGL1 7 x 100 LH	DGL2 1 x 100 LH	MDU1 9 x 100 LH	MDU5 12 x 96 LH	MPA1 11 x 93 LH	NTM1 20 x 85 LH	PNI1 70 x 67 HH
KKD2 13 x 91 LH	ATG1 5 x 92 LH	DKI1 24 x 85 LH	KKD2 17 x 97 LH	KKD3 0 x NaN LL	MNM1 5 x 80 LH	PNV1 12 x 62 LH	PVI1 37 x 96 LH	SGP1 3 x 67 LH	TDI1 3 x 67 LH	TPT1 4 x 100 LH
KRR1 9 x 100 LH	KRR1 16 x 100 LH	ODM1 2 x 100 LH
MDU2 29 x 82 LH	ADP1 8 x 35 LA	BNR1 60 x 68 AH	CBM1 25 x 94 LH	CMR1 57 x 93 AH	MDU2 17 x 100 LH	MDU3 1 x 100 LH	MDU4 30 x 71 LH	MDU6 60 x 81 HH	TEN1 17 x 90 LH	TEN2 12 x 82 LH
SVG1 41 x 83 LH	BTU1 46 x 77 LH	KPT1 20 x 100 LH	KYK1 4 x 78 LH	MLR1 8 x 77 LH	NKI1 21 x 81 LH	PKM1 120 x 72 HH	SVG1 13 x 91 LH	TMM1 89 x 93 HH	USL1 47 x 71 LH

Region TIRUPATI-01 MTD | LCE 88.87% | LCR 90.50% | HH

ATP1 124 x 95 HH	ADI1 87 x 91 HH	ATP1 73 x 88 HH	DHN1 94 x 92 HH	GTL1 270 x 100 HH	KNL1 150 x 100 HH	KNL2 112 x 100 HH	NDL1 92 x 87 HH	TPI1 242 x 93 HH
KDA1 34 x 84 LH	BVL1 18 x 100 LH	KDA1 24 x 88 LH	KOU1 36 x 78 LH	MPL1 74 x 81 HH	PDT1 24 x 100 LH	PIL1 9 x 80 LH	RCY1 9 x 92 LH	RJP1 60 x 81 AH
TPY1 99 x 88 HH	CTO1 39 x 86 HH	KHT1 133 x 94 HH	KVL1 66 x 98 HH	NLR1 89 x 86 HH	NYP1 131 x 89 HH	PGR1 104 x 89 HH	PMR1 110 x 76 HH	PUT1 81 x 86 HH	SPE1 113 x 85 HH	TPY1 114 x 82 HH	TPY2 96 x 91 HH	VKI1 174 x 94 HH

Region TRICHY-01 MTD | LCE 41.99% | LCR 85.01% | LH

KUM1 47 x 84 LH	JKM1 12 x 97 LH	KUM1 83 x 77 HH	MVM1 81 x 84 HH	NCK1 49 x 98 LH	TVR1 10 x 82 LH	TVR2 9 x 100 LH
PTK1 32 x 84 LH	APM1 62 x 77 HH	MDI1 22 x 96 LH	NGT1 39 x 91 LH	NMM1 85 x 77 HH	PTK1 5 x 100 LH	TTP1 7 x 71 LH
TNJ1 72 x 87 HH	AYR1 45 x 94 LH	KIK1 39 x 85 LH	KRN1 77 x 81 HH	ORU1 55 x 81 AH	PDK1 157 x 84 HH	TNJ1 61 x 92 HH	TNJ2 85 x 89 HH

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TRY1 21 x 83 LH	MSI1 3 x 100 LH	PBR1 23 x 92 LH	PBR2 45 x 81 LH	TRY1 18 x 80 LH	TRY2 72 x 88 HH	TRY3 7 x 100 LH	TYR1 4 x 87 LH

Region — VIJAYAWADA-01 MTD | LCE 95.91% | LCR 90.09% | HH

BVR1 108 x 92 HH	AMP1 71 x 97 HH	BVR1 128 x 97 HH	DPE1 118 x 87 HH	ELU1 181 x 76 HH	JGG1 116 x 98 HH	KND1 55 x 100 AH	NPR1 0 x NaN LL	PAP1 120 x 95 HH	PPM1 243 x 89 HH	RMV1 266 x 97 HH	TDD1 57 x 90 AH	TNI1 0 x NaN LL	TNK1 42 x 93 LH
GNT1 83 x 91 HH	BPP1 45 x 79 LH	CKT1 163 x 97 HH	CRL1 117 x 98 HH	GNT1 17 x 91 LH	GNT2 45 x 100 LH	KDR1 79 x 69 HH	NRT1 17 x 100 LH	OGL1 195 x 89 HH	PNR1 95 x 76 HH	PRL1 101 x 96 HH	RAL1 121 x 92 HH	VKN1 8 x 78 LH	
VJW1 95 x 88 HH	GDV1 117 x 68 HH	GVM1 117 x 80 HH	JPT1 105 x 81 HH	MTM1 92 x 87 HH	TEL1 105 x 89 HH	TVU1 112 x 98 HH	VJW1 45 x 94 LH	VJW2 29 x 89 LH	VJW3 119 x 90 HH	VJW4 98 x 86 HH	VJW5 109 x 100 HH	VUY1 93 x 90 HH	

Region — WEST-01 MTD | LCE 40.04% | LCR 90.09% | LH

CBE1 28 x 95 LH	CBE1 58 x 96 AH	CBE2 8 x 100 LH	CBE3 14 x 100 LH	CBE4 12 x 100 LH	CBE5 5 x 100 LH	CBE6 77 x 92 HH	KMR1 37 x 97 LH	SNR1 14 x 74 LH	SUL1 58 x 98 AH
PLI1 27 x 93 LH	DPM2 13 x 100 LH	KGM1 35 x 78 LH		PDM1 39 x 93 LH		PLI1 33 x 97 LH		UMP1 21 x 100 LH	
TPR1 69 x 89 HH	TPR1 91 x 79 HH		TPR2 3 x 100 LH			TPR3 133 x 97 HH			
TPR4 90 x 88 HH	ANR1 1 x 100 LH	AVI1 155 x 100 HH		GBM1 103 x 82 HH	PPI1 83 x 78 HH	SYM2 40 x 80 LH		TPR4 112 x 93 HH	
UAM1 18 x 79 LH	CNR1 3 x 100 LH	GDR1 9 x 73 LH		KGI1 5 x 100 LH	KMD1 0 x NaN LL		MPM1 81 x 79 HH	UAM1 7 x 76 LH	

Region — WEST-02 MTD | LCE 39.08% | LCR 84.14% | LH

ERD1 51 x 84 AH	CMI1 46 x 83 LH	ERD1 79 x 80 HH	ERD2 20 x 88 LH	KMM1 35 x 97 LH	NKL2 23 x 67 LH	PDR1 75 x 71 HH	RSP1 72 x 90 HH	SGG1 95 x 82 HH	TCG1 35 x 89 LH	VKL1 118 x 96 HH
HSR1 23 x 77 LH	HSR1 26 x 93 LH	HSR2 49 x 72 LH		KRI1 15 x 81 LH	KVP1 3 x 100 LH	PLC1 1 x 100 LH		PMP1 9 x 71 LH	SGI1 29 x 76 LH	
MTR1 27 x 81 LH	BMD1 4 x 100 LH	DPR1 7 x 100 LH	DPR2 86 x 79 HH	HRR1 45 x 100 LH	MCR1 38 x 86 LH	MTR1 2 x 100 LH	OML1 37 x 79 LH	TRM1 17 x 56 LH	
SLM1 50 x 87 AH	APN1 112 x 74 HH	ATU1 82 x 81 HH	EDP1 4 x 100 LH	EPI1 2 x 100 LH	SLM1 75 x 98 HH	SLM2 37 x 100 LH	SLM3 8 x 64 LH	VPD1 45 x 88 LH	