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 : 30-Aug-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	11,918	3,204	1,680	26.88%	52.43%	LH
CHENNAI-02	10,155	3,773	2,384	37.15%	63.19%	LH
KL-SOUTH	1,059	245	160	23.14%	65.31%	LH
NORTH ARCOT	8,658	3,553	2,018	41.04%	56.80%	LH
SOUTH ARCOT	7,659	2,135	1,179	27.88%	55.22%	LH
SOUTH-01	17,306	5,868	3,636	33.91%	61.96%	LH
SOUTH-03	11,818	2,741	1,538	23.19%	56.11%	LH
TIRUPATI-01	5,294	4,112	3,070	77.68%	74.66%	HH
TRICHY-01	11,884	4,188	3,021	35.24%	72.13%	LH
VIJAYAWADA-01	5,260	5,034	4,105	95.70%	81.55%	HH
WEST-01	7,728	2,931	2,144	37.92%	73.15%	LH
WEST-02	10,125	4,206	2,756	41.54%	65.53%	LH
Total	108,864	41,990	27,691	38.57%	65.95%	LH

CHENNAI-01 MTD | LCE 26.88% | LCR 52.43% | LH

Region							
CH03 24 x 49 LA	CGL1 33 x 56 LH	CH45 11 x 40 LA	GUD1 27 x 56 LH	GUD2 9 x 44 LA	MC10 28 x 48 LA	MRM1 34 x 42 LA	SKL1 9 x 42 LA	TKM1 42 x 49 LA
CH05 37 x 50 LH	AVD1 18 x 41 LA	CH05 21 x 43 LA	CH14 68 x 51 HH	CH26 7 x 85 LH	CH30 33 x 35 LA	CH35 52 x 64 AH	CH37 30 x 63 LH
CH06 25 x 58 LH	CH08 53 x 52 AH	CH11 14 x 82 LH	CH16 14 x 67 LH	CH19 19 x 74 LH	CH29 8 x 31 LA	CH39 64 x 53 HH	CH40 9 x 27 LL	CH42 10 x 51 LH
CH08 21 x 52 LH	CH07 20 x 58 LH	CH22 49 x 54 LH	CH28 31 x 44 LA	CH38 11 x 57 LH	CH48 0 x NaN LL	KNR1 23 x 58 LH	MC02 6 x 100 LH	MC09 37 x 45 LH

CHENNAI-02 MTD | LCE 37.15% | LCR 63.19% | LH

Region							
CH01 26 x 62 LH	CH03 5 x 85 LH	CH12 53 x 62 AH	CH23 15 x 69 LH	CH24 38 x 59 LH	CH41 49 x 57 LH	MC06 7 x 22 LL	MC08 11 x 100 LH
CH04 46 x 63 LH	CH21 62 x 68 HH	CH34 52 x 62 AH	CH44 43 x 47 LA	GPD1 47 x 61 LH	MC05 32 x 27 LL	MJR1 31 x 65 LH	PON1 71 x 75 HH	UKI1 23 x 68 LH
CH07 42 x 63 LH	CH01 196 x 100 HH	CH15 60 x 58 HH	CH17 13 x 97 LH	CH18 40 x 54 LH	CH27 8 x 100 LH	CH32 19 x 100 LH	CH36 12 x 91 LH	CH43 46 x 68 LH
CH09 31 x 65 LH	CH06 31 x 45 LA	CH09 20 x 73 LH	CH20 52 x 64 AH	CH31 16 x 93 LH	CH33 5 x 100 LH	CH46 55 x 69 AH

KL-SOUTH MTD | LCE 23.14% | LCR 65.31% | LH

Region			
TVP1 23 x 65 LH	KLR1 0 x 100 LH	PAS1 63 x 80 HH	TVP1 16 x 37 LA

NORTH ARCOT MTD | LCE 41.04% | LCR 56.80% | LH

Region							
NA01 58 x 57 AH	AKM1 65 x 55 HH	ANI1 43 x 65 LH	ARC2 7 x 57 LH	CYR1 27 x 63 LH	KPM1 47 x 52 LH	KPM2 69 x 53 HH	WJD1 76 x 67 HH	WJP1 91 x 53 HH
NA02 30 x 56 LH	ABR1 14 x 50 LA	CGM1 17 x 56 LH	GDM1 23 x 56 LH	PLR1 22 x 58 LH	TRR1 10 x 48 LA	VEL1 43 x 69 LH	VEL2 60 x 54 HH	VNB1 31 x 43 LA
NA03 35 x 58 LH	BGR1 54 x 65 AH	CPT1 42 x 44 LA	PTU1 37 x 73 LH	SBR1 10 x 52 LH	SLG1 38 x 64 LH	TRL1 11 x 70 LH	TRT1 75 x 46 HA	UGI1 63 x 59 HH	VSI1 31 x 62 LH

SOUTH ARCOT MTD | LCE 27.88% | LCR 55.22% | LH

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Region — SOUTH-01 MTD | LCE 33.91% | LCR 61.96% | LH

Row	Cells
SA01 40 x 59 LH	CUD1 59 x 62 AH · KLM1 50 x 62 AH · MKM1 39 x 59 LH · POY1 17 x 66 LH · POY2 27 x 37 LA
SA02 18 x 56 LH	CDM1 29 x 55 LH · KKI2 54 x 54 AH · KML1 4 x 70 LH · NVL2 6 x 57 LH · PRT1 8 x 91 LH · STP1 2 x 20 LL · ULP1 6 x 58 LH · VCM1 13 x 48 LA
SA03 27 x 49 LA	SJI1 11 x 16 LL · TDM1 43 x 55 LH · TRK1 54 x 55 AH · TVM1 18 x 57 LH · TVM2 17 x 35 LA · VPM1 31 x 36 LA · VPM2 6 x 46 LA

Region — SOUTH-03 MTD | LCE 23.19% | LCR 56.11% | LH

Row	Cells
KVT1 34 x 60 LH	KVT1 29 x 69 LH · KYR1 14 x 65 LH · PKD1 46 x 56 LH · RND1 52 x 59 AH · SKD1 4 x 100 LH · SNL1 41 x 66 LH · STU2 40 x 57 LH · VKM1 51 x 38 AA
NGR1 14 x 71 LH	COL1 10 x 8 LL · KGL1 37 x 56 LH · KSM1 9 x 33 LA · MAR1 13 x 75 LH · MMT1 47 x 86 LH · NGR1 4 x 95 LH · TKY1 9 x 46 LA
TKS1 28 x 64 LH	PDI1 22 x 65 LH · RPM1 12 x 81 LH · SDI1 25 x 49 LA · SGT1 67 x 60 HH · TKS1 41 x 55 LH · TKS2 22 x 80 LH
TUT1 42 x 64 LH	ERL1 107 x 41 HA · ERL2 10 x 100 LH · TCN1 54 x 57 AH · TUT1 47 x 60 LH · TUT2 22 x 68 LH · TYI1 41 x 77 LH · UDN1 94 x 67 HH
TVL1 31 x 72 LH	ARM1 48 x 69 LH · ASM1 32 x 78 LH · TVL1 26 x 74 LH · TVL2 34 x 81 LH · VLY1 36 x 65 LH
VNR1 54 x 51 AH	APK1 46 x 56 LH · APK2 0 x NaN LL · SVK1 53 x 54 AH · VNR1 87 x 68 HH · VNR2 55 x 42 AA

Region — TIRUPATI-01 MTD | LCE 77.68% | LCR 74.66% | HH

Row	Cells
DGL1 11 x 76 LH	DGL1 4 x 100 LH · DGL2 2 x 100 LH · MDU1 7 x 100 LH · MDU5 14 x 70 LH · MPA1 1 x 100 LH · NTM1 29 x 61 LH · PNI1 66 x 64 HH
KKD2 14 x 53 LH	ATG1 5 x 82 LH · DKI1 30 x 26 LL · KKD2 7 x 100 LH · MNM1 7 x 77 LH · PNV1 24 x 58 LH · PVI1 40 x 53 LH · SGP1 3 x 100 LH · TDI1 1 x 33 LA · TPT1 4 x 92 LH
KRR1 7 x 100 LH	KRR1 11 x 100 LH · ODM1 2 x 100 LH
MDU2 27 x 50 LA	ADP1 28 x 40 LA · BNR1 65 x 46 HA · CBM1 27 x 52 LH · CMR1 50 x 84 LH · MDU2 15 x 45 LA · MDU3 5 x 100 LH · MDU4 17 x 64 LH · MDU6 43 x 49 LA · TEN1 18 x 35 LA · TEN2 19 x 22 LL
SVG1 48 x 55 LH	BTU1 70 x 50 HA · KPT1 9 x 29 LL · KYK1 2 x 100 LH · MLR1 3 x 78 LH · NKI1 42 x 45 LA · PKM1 75 x 78 HH · SVG1 26 x 39 LA · TMM1 83 x 59 HH · USL1 63 x 44 HA

Region — TRICHY-01 MTD | LCE 35.24% | LCR 72.13% | LH

Row	Cells
ATP1 108 x 85 HH	ADI1 87 x 54 HH · ATP1 37 x 80 LH · DHN1 154 x 88 HH · GTL1 279 x 97 HH · KNL1 114 x 90 HH · KNL2 101 x 96 HH · NDL1 74 x 49 HA · TPI1 198 x 91 HH
KDA1 44 x 72 LH	BVL1 28 x 60 LH · KDA1 34 x 65 LH · KOU1 39 x 69 LH · MPL1 22 x 86 LH · PDT1 63 x 83 HH · PIL1 33 x 72 LH · RCY1 59 x 72 AH · RJP1 90 x 67 HH
TPY1 74 x 65 HH	CTO1 49 x 57 LH · KHT1 90 x 62 HH · KVL1 0 x NaN LL · NLR1 107 x 72 HH · NYP1 68 x 84 HH · PGR1 100 x 76 HH · PMR1 70 x 70 HH · PUT1 64 x 42 HA · SPE1 105 x 76 HH · TPY1 87 x 64 HH · TPY2 58 x 52 AH · VKI1 107 x 71 HH

(Region — title not shown)

Row	Cells
KUM1 42 x 67 LH	JKM1 14 x 78 LH · KUM1 71 x 69 HH · MVM1 75 x 59 HH · NCK1 41 x 88 LH · TVR1 14 x 87 LH · TVR2 4 x 78 LH
PTK1 24 x 64 LH	APM1 70 x 62 HH · MDI1 9 x 94 LH · NGT1 22 x 67 LH · NMM1 62 x 56 HH · PTK1 3 x 100 LH · TTP1 17 x 54 LH
TNJ1 45 x 89 LH	AYR1 36 x 98 LH · KIK1 34 x 76 LH · KRN1 49 x 95 LH · ORU1 26 x 75 LH · PDK1 133 x 83 HH · TNJ1 39 x 95 LH · TNJ2 35 x 94 LH

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| TRY1 29 x 60 LH | MSI1 10 x 96 LH | PBR1 10 x 87 LH | PBR2 52 x 56 AH | TRY1 24 x 66 LH | TRY2 55 x 52 AH | TRY3 22 x 85 LH | TYR1 21 x 30 LL |

Region — VIJAYAWADA-01 MTD | LCE 95.70% | LCR 81.55% | HH

BVR1 117 x 83 HH	AMP1 71 x 74 HH	BVR1 76 x 66 HH	DPE1 149 x 92 HH	ELU1 132 x 82 HH	JGG1 140 x 87 HH	KND1 111 x 96 HH	PAP1 126 x 82 HH	PPM1 203 x 87 HH	RMV1 185 x 93 HH	TDD1 85 x 74 HH	TNK1 80 x 70 HH
GNT1 90 x 82 HH	BPP1 58 x 67 AH	CKT1 155 x 94 HH	CRL1 89 x 88 HH	GNT1 51 x 74 AH	GNT2 101 x 92 HH	KDR1 141 x 87 HH	NRT1 38 x 63 LH	OGL1 193 x 90 HH	PNR1 72 x 53 HH	PRL1 79 x 83 HH	RAL1 65 x 64 HH	VKN1 34 x 45 LA
VJW1 80 x 79 HH	GDV1 109 x 84 HH	GVM1 86 x 81 HH	JPT1 55 x 75 AH	MTM1 82 x 73 HH	TEL1 87 x 76 HH	TVU1 86 x 72 HH	VJW1 47 x 94 LH	VJW2 64 x 73 HH	VJW3 100 x 73 HH	VJW4 72 x 76 HH	VJW5 80 x 93 HH	VUY1 123 x 86 HH

Region — WEST-01 MTD | LCE 37.92% | LCR 73.15% | LH

CBE1 29 x 86 LH	CBE1 52 x 76 AH	CBE2 9 x 99 LH	CBE3 18 x 100 LH	CBE4 18 x 93 LH	CBE5 0 x NaN LL	CBE6 45 x 92 LH	KMR1 54 x 94 AH	SNR1 23 x 74 LH	SUL1 36 x 44 LA
PLI1 23 x 67 LH	DPM2 20 x 60 LH	KGM1 30 x 51 LH	PDM1 31 x 65 LH	PLI1 19 x 79 LH	UMP1 21 x 78 LH
TPR1 55 x 75 AH	TPR1 74 x 57 HH	TPR2 5 x 83 LH	TPR3 106 x 93 HH
TPR4 77 x 69 HH	ANR1 39 x 68 LH	AVI1 53 x 90 AH	GBM1 87 x 53 HH	PPI1 141 x 68 HH	SYM2 73 x 57 HH	TPR4 58 x 89 AH
UAM1 26 x 55 LH	CNR1 6 x 60 LH	GDR1 14 x 52 LH	KGI1 29 x 28 LL	KMD1 0 x NaN LL	MPM1 62 x 59 HH	UAM1 23 x 67 LH

Region — WEST-02 MTD | LCE 41.54% | LCR 65.53% | LH

ERD1 55 x 67 AH	CMI1 47 x 51 LH	ERD1 64 x 72 HH	ERD2 13 x 75 LH	KMM1 35 x 58 LH	NKL2 60 x 61 HH	PDR1 49 x 59 LH	RSP1 57 x 62 AH	SGG1 80 x 67 HH	TCG1 56 x 62 AH	VKL1 137 x 78 HH
HSR1 23 x 53 LH	HSR1 38 x 73 LH	HSR2 38 x 44 LA	KRI1 15 x 66 LH	KVP1 1 x 100 LH	PLC1 14 x 50 LA	PMP1 11 x 55 LH	SGI1 27 x 28 LL
MTR1 40 x 64 LH	BMD1 8 x 27 LL	DPR1 13 x 89 LH	DPR2 71 x 63 HH	HRR1 75 x 90 HH	MCR1 36 x 38 LA	MTR1 14 x 21 LL	OML1 57 x 58 AH	TRM1 46 x 64 LH
SLM1 44 x 70 LH	APN1 74 x 70 HH	ATU1 65 x 53 HH	EDP1 6 x 46 LA	EPI1 7 x 42 LA	SLM1 64 x 91 HH	SLM2 33 x 79 LH	SLM3 24 x 44 LA	VPD1 56 x 64 AH