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-Oct-2025 To Date : 30-Oct-2025

Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	14,390	1,273	784	8.85%	61.59%	LH
CHENNAI-02	13,032	1,713	962	13.14%	56.16%	LH
KL-SOUTH	963	90	63	9.35%	70.00%	LH
NORTH ARCOT	12,091	1,444	607	11.94%	42.04%	LA
SOUTH ARCOT	10,473	808	445	7.72%	55.07%	LH
SOUTH-01	24,512	3,459	2,116	14.11%	61.17%	LH
SOUTH-03	20,294	1,258	720	6.20%	57.23%	LH
TIRUPATI-01	8,384	1,856	1,468	22.14%	79.09%	LH
TRICHY-01	16,207	1,536	1,244	9.48%	80.99%	LH
VIJAYAWADA-01	8,138	2,833	2,498	34.81%	88.18%	LH
WEST-01	12,454	2,111	1,718	16.95%	81.38%	LH
WEST-02	17,151	1,683	1,123	9.81%	66.73%	LH
Total	158,089	20,064	13,748	12.69%	68.52%	LH

CHENNAI-01 MTD | LCE 8.85% | LCR 61.59% | LH

Region

CH03 6 x 61 LH	CGL1 7 x 86 LH	CH45 1 x 43 LA	GUD1 9 x 61 LH	GUD2 0 x 100 LH	MC10 7 x 42 LA	MRM1 12 x 53 LH	SKL1 3 x 85 LH	TKM1 10 x 57 LH
CH05 11 x 54 LH	AVD1 4 x 77 LH	CH05 11 x 59 LH	CH14 12 x 53 LH	CH26 5 x 100 LH	CH30 8 x 71 LH	CH35 13 x 69 LH		CH37 24 x 27 LL
CH06 9 x 72 LH	CH08 15 x 57 LH	CH11 5 x 88 LH	CH16 3 x 81 LH	CH19 10 x 88 LH	CH29 4 x 100 LH	CH39 21 x 57 LH	CH40 3 x 100 LH	CH42 6 x 95 LH
CH08 9 x 59 LH	CH07 4 x 90 LH	CH22 18 x 38 LA	CH28 20 x 71 LH	CH38 5 x 38 LA	CH48 6 x 44 LA	KNR1 4 x 69 LH	MC02 3 x 100 LH	MC09 6 x 100 LH

CHENNAI-02 MTD | LCE 13.14% | LCR 56.16% | LH

Region

CH01 10 x 66 LH	CH03 4 x 76 LH	CH06 6 x 45 LA	CH12 23 x 56 LH	CH23 10 x 100 LH	CH24 14 x 79 LH	MC06 1 x 100 LH
CH04 15 x 49 LA	CH21 22 x 44 LA	CH34 16 x 62 LH	CH44 16 x 54 LH	GPD1 17 x 54 LH	MC05 3 x 100 LH	MJR1 15 x 31 LA	PON1 14 x 49 LA	UKI1 1 x 86 LH
CH07 17 x 54 LH	CH01 38 x 100 LH	CH15 26 x 41 LA	CH17 11 x 100 LH	CH18 13 x 71 LH	CH27 4 x 100 LH	CH32 19 x 100 LH	CH36 4 x 100 LH	CH43 19 x 44 LA
CH09 10 x 64 LH	CH09 5 x 95 LH	CH20 16 x 52 LH	CH31 5 x 80 LH	CH33 3 x 94 LH	CH41 14 x 52 LH	CH46 12 x 76 LH		CH51 NaN x NaN LL

KL-SOUTH MTD | LCE 9.35% | LCR 70.00% | LH

Region

TVP1 9 x 70 LH	KLR1 3 x 100 LH	NYK1 NaN x NaN LL	PAS1 16 x 65 LH	PNL1 NaN x NaN LL	TVP1 9 x 69 LH

NORTH ARCOT MTD | LCE 11.94% | LCR 42.04% | LA

Region

NA01 22 x 33 LA	AKM1 30 x 26 LL	ANI1 7 x 70 LH	ARC2 2 x 100 LH	CYR1 8 x 53 LH	KPM1 9 x 69 LH	KPM2 40 x 20 LL	WJD1 12 x 68 LH	WJP1 16 x 70 LH
NA02 7 x 59 LH	ABR1 6 x 71 LH	CGM1 1 x 75 LH	GDM1 8 x 48 LA	PLR1 4 x 100 LH	TRR1 5 x 71 LH	VEL1 13 x 64 LH	VEL2 13 x 45 LA	VEL3 NaN x NaN LL	VNB1 1 x 33 LA
NA03 6 x 62 LH	BGR1 13 x 69 LH	CPT1 4 x 50 LA	PTU1 5 x 78 LH	SBR1 0 x 50 LA	SLG1 3 x 54 LH	TRL1 5 x 93 LH	TRT1 5 x 27 LL	UGI1 11 x 59 LH	VSI1 13 x 57 LH

SOUTH ARCOT MTD | LCE 7.72% | LCR 55.07% | LH

Region

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SA01 12 x 47 LA	CUD1 22 x 32 LA	KLM1 10 x 63 LH	MKM1 3 x 88 LH	POY1 8 x 82 LH	POY2 6 x 68 LH	
SA02 6 x 61 LH	CDM1 10 x 32 LA	KKI2 16 x 65 LH	KML1 1 x 100 LH	NVL2 4 x 63 LH	PRT1 5 x 92 LH	STP1 1 x 100 LH	ULP1 1 x 100 LH	VCM1 7 x 93 LH
SA03 5 x 64 LH	SJI1 NaN x NaN LL	SJI2 1 x 100 LH	TDM1 5 x 52 LH	TRK1 13 x 49 LA	TVM1 8 x 100 LH	TVM2 2 x 100 LH	VPM1 9 x 95 LH	VPM2 0 x 100 LH

Region   SOUTH-01 MTD | LCE 14.11% | LCR 61.17% | LH

KVT1 13 x 57 LH	KVT1 4 x 67 LH	KYR1 2 x 64 LH	PKD1 24 x 40 LA	RND1 25 x 61 LH	SKD1 11 x 55 LH	SNL1 10 x 53 LH	STU2 11 x 89 LH	VKM1 14 x 66 LH
NGR1 10 x 64 LH	COL1 26 x 80 LH	KGL1 13 x 74 LH	KSM1 5 x 60 LH	MAR1 11 x 93 LH	MMT1 9 x 66 LH	NGR1 10 x 45 LA	TKY1 3 x 54 LH	
TKS1 12 x 78 LH	PDI1 4 x 61 LH	RPM1 8 x 83 LH	SDI1 7 x 69 LH	SGT1 7 x 75 LH	TKS1 12 x 66 LH	TKS2 21 x 84 LH	
TUT1 16 x 59 LH	ERL1 NaN x NaN LL	ERL2 17 x 70 LH	TCN1 10 x 60 LH	TUT1 14 x 56 LH	TUT2 15 x 49 LA	TYI1 13 x 72 LH	UDN1 43 x 64 LH	
TVL1 18 x 78 LH	ARM1 20 x 49 LA	ASM1 16 x 82 LH	TVL1 20 x 87 LH	TVL2 28 x 92 LH	VLY1 14 x 58 LH	
VNR1 16 x 37 LA	APK1 18 x 18 LL	APK2 42 x 42 LA	SVK1 4 x 57 LH	VNR1 27 x 38 LA	VNR2 10 x 36 LA	

Region   SOUTH-03 MTD | LCE 6.20% | LCR 57.23% | LH

DGL1 3 x 88 LH	DGL1 1 x 100 LH	DGL2 1 x 100 LH	MDU1 3 x 97 LH	MDU5 6 x 96 LH	MPA1 2 x 100 LH	NTM1 3 x 64 LH	PNI1 12 x 57 LH	
KKD2 2 x 88 LH	ATG1 1 x 100 LH	DKI1 2 x 75 LH	KKD2 11 x 100 LH	KKD3 1 x 100 LH	MNM1 0 x NaN LL	PNV1 1 x 67 LH	PVI1 8 x 86 LH	SGP1 1 x 100 LH	TDI1 1 x 80 LH	TPT1 1 x 75 LH
KRR1 3 x 96 LH	KRR1 5 x 96 LH				ODM1 0 x 100 LH			
MDU2 12 x 43 LA	ADP1 0 x 100 LH	BNR1 10 x 53 LH	CBM1 3 x 55 LH	CMR1 15 x 88 LH	MDU2 6 x 68 LH	MDU3 2 x 100 LH	MDU4 4 x 56 LH	MDU6 49 x 29 LL	TEN1 3 x 93 LH	TEN2 3 x 64 LH
SVG1 7 x 61 LH	BTU1 9 x 76 LH	KPT1 1 x 75 LH	KYK1 1 x 100 LH	MLR1 2 x 100 LH	NKI1 2 x 67 LH	PKM1 30 x 47 LA	SVG1 4 x 88 LH	TMM1 9 x 65 LH	USL1 11 x 49 LA

Region   TIRUPATI-01 MTD | LCE 22.14% | LCR 79.09% | LH

ATP1 30 x 91 LH	ADI1 29 x 60 LH	ATP1 12 x 76 LH	DHN1 7 x 100 LH	GTL1 42 x 100 LH	HPR1 NaN x NaN LL	KNL1 63 x 99 HH	KNL2 12 x 89 LH	NDL1 14 x 83 LH	TPI1 113 x 98 HH
KDA1 5 x 88 LH	BVL1 1 x 100 LH	KDA1 4 x 90 LH	KOU1 11 x 97 LH	MPL1 3 x 78 LH	PDT1 11 x 100 LH	PIL1 1 x 100 LH	RCY1 0 x 100 LH	RJP1 12 x 71 LH	
TPY1 26 x 69 LH	CTO1 6 x 77 LH	KHT1 26 x 83 LH	KVL1 16 x 50 LA	NLR1 19 x 80 LH	NYP1 34 x 60 LH	PGR1 22 x 86 LH	PMR1 41 x 96 LH	PUT1 16 x 63 LH	SPE1 16 x 78 LH	TPY1 43 x 35 LA	TPY2 29 x 56 LH	VKI1 55 x 94 AH

Region   TRICHY-01 MTD | LCE 9.48% | LCR 80.99% | LH

KUM1 7 x 80 LH	KIK1 7 x 88 LH	KUM1 10 x 81 LH	NCK1 21 x 75 LH	NGT1 5 x 72 LH	TTP1 3 x 80 LH	TVR1 4 x 92 LH	TVR2 1 x 100 LH
PBR1 8 x 75 LH	AYR1 15 x 98 LH	JKM1 1 x 100 LH	MSI1 1 x 83 LH	MVM1 12 x 75 LH	PBR1 6 x 90 LH	PBR2 9 x 60 LH	TYR1 9 x 62 LH
TNJ1 14 x 82 LH	APM1 17 x 72 LH	MDI1 25 x 93 LH	NMM1 19 x 83 LH	ORU1 6 x 70 LH	PTK1 6 x 75 LH	TNJ1 10 x 78 LH	TNJ2 16 x 78 LH

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| TRY1 9 x 86 LH | KRN1 3 x 76 LH | PDK1 56 x 81 AH | TRY1 4 x 97 LH | TRY2 21 x 88 LH | TRY3 2 x 100 LH | TRY4 2 x 100 LH |

Region VIJAYAWADA-01 MTD | LCE 34.81% | LCR 88.18% | LH

BVR1 51 x 91 AH	AMP1 37 x 91 LH	BVR1 74 x 80 HH	DPE1 10 x 100 LH	ELU1 80 x 97 HH	JGG1 20 x 96 LH	KND1 75 x 99 HH	NPR1 1 x 100 LH	PAP1 63 x 88 HH	PPM1 144 x 99 HH	RMV1 59 x 98 AH	TDD1 25 x 91 LH	TNI1 3 x 100 LH	TNK1 22 x 96 LH
GNT1 29 x 87 LH	BPP1 2 x 67 LH	CKT1 110 x 97 HH	CRL1 18 x 91 LH	GNT1 6 x 100 LH	GNT2 10 x 89 LH	KDR1 25 x 98 LH	NRT1 5 x 100 LH	OGL1 109 x 83 HH	PNR1 33 x 50 LA	PRL1 9 x 79 LH	RAL1 12 x 64 LH	VKN1 0 x NaN LL	
VJW1 22 x 81 LH	GDV1 25 x 97 LH	GVM1 17 x 52 LH	JPT1 28 x 52 LH	MTM1 17 x 62 LH	TEL1 27 x 84 LH	TVU1 48 x 98 LH	VJW1 25 x 95 LH	VJW2 1 x 100 LH	VJW3 15 x 75 LH	VJW4 36 x 84 LH	VJW5 21 x 79 LH	VUY1 7 x 100 LH	

Region WEST-01 MTD | LCE 16.95% | LCR 81.38% | LH

CBE1 16 x 86 LH	CBE1 15 x 91 LH	CBE2 14 x 77 LH	CBE3 7 x 100 LH	CBE4 8 x 88 LH	CBE5 3 x 100 LH	CBE6 47 x 98 LH	KMR1 24 x 85 LH	SNR1 8 x 97 LH	SUL1 7 x 52 LH
PLI1 8 x 87 LH	DPM2 4 x 88 LH	KGM1 8 x 89 LH	PDM1 7 x 88 LH	PLI1 12 x 83 LH	UMP1 4 x 100 LH
TPR1 19 x 80 LH	TPR1 23 x 57 LH	TPR2 4 x 96 LH	TPR3 41 x 98 LH
TPR4 38 x 79 LH	ANR1 25 x 95 LH	AVI1 43 x 95 LH	GBM1 85 x 67 HH	PPI1 46 x 83 LH	SYM2 4 x 67 LH	TPR4 18 x 65 LH
UAM1 5 x 63 LH	CNR1 10 x 61 LH	GDR1 4 x 54 LH	KGI1 1 x 100 LH	KMD1 1 x 100 LH	MPM1 11 x 59 LH	UAM1 2 x 89 LH

Region WEST-02 MTD | LCE 9.81% | LCR 66.73% | LH

ERD1 15 x 68 LH	CMI1 4 x 40 LA	ERD1 18 x 69 LH	ERD2 5 x 75 LH	KMM1 10 x 44 LA	NKL2 10 x 75 LH	PDR1 19 x 65 LH	RSP1 14 x 55 LH	SGG1 26 x 55 LH	TCG1 4 x 100 LH	VKL1 56 x 77 AH
HSR1 5 x 71 LH	HSR1 11 x 85 LH	HSR2 12 x 63 LH	KRI1 5 x 100 LH	KVP1 0 x 100 LH	PLC1 1 x 75 LH	PMP1 3 x 31 LA	SGI1 1 x 100 LH	
MTR1 8 x 76 LH	BMD1 2 x 100 LH	DPR1 3 x 100 LH	DPR2 15 x 53 LH	HRR1 33 x 100 LH	MCR1 4 x 55 LH	MTR1 1 x 83 LH	OML1 11 x 43 LA	TRM1 1 x 58 LH
SLM1 9 x 59 LH	APN1 26 x 35 LA	ATU1 14 x 49 LA	EDP1 3 x 100 LH	EPI1 1 x 100 LH	SLM1 15 x 66 LH	SLM2 6 x 80 LH	SLM3 2 x 50 LA	VPD1 8 x 70 LH