





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)

SA01 54 x 100 AH	CUD1 104 x 100 HH		KLM1 28 x 100 LH		MKM1 0 x NaN LL		POY1 0 x NaN LL		POY2 19 x 100 LH							
SA02 17 x 100 LH	CDM1 18 x 100 LH	KKI2 75 x 100 HH	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 0 x NaN LL								
SA03 14 x 100 LH	SJI1 NaN x NaN LL		SJI2 0 x NaN LL		TDM1 107 x 100 HH		TRK1 18 x 100 LH		TVM1 0 x NaN LL		TVM2 0 x NaN LL		VPM1 19 x 100 LH		VPM2 0 x NaN LL	

Region	SOUTH-01 MTD   LCE 72.48%   LCR 100.00%   HH							
KVT1 52 x 100 AH	KVT1 70 x 100 HH	KYR1 15 x 100 LH	PKD1 45 x 100 LH	RND1 95 x 100 HH	SKD1 75 x 100 HH	SNL1 43 x 100 LH	STU2 0 x NaN LL	VKM1 33 x 100 LH
NGR1 80 x 100 HH	COL1 50 x 100 LH	KGL1 85 x 100 HH	KSM1 50 x 100 LH	MAR1 75 x 100 HH	MMT1 75 x 100 HH	NGR1 101 x 100 HH	TKY1 21 x 100 LH	
TKS1 82 x 100 HH	PDI1 45 x 100 LH	RPM1 141 x 100 HH	SDI1 62 x 100 HH	SGT1 104 x 100 HH	TKS1 57 x 100 AH	TKS2 75 x 100 HH		
TUT1 87 x 100 HH	ERL1 NaN x NaN LL	ERL2 75 x 100 HH	TCN1 69 x 100 HH	TUT1 110 x 100 HH	TUT2 58 x 100 AH	TYI1 70 x 100 HH	UDN1 138 x 100 HH	
TVL1 60 x 100 HH	ARM1 83 x 100 HH	ASM1 0 x NaN LL	TVL1 75 x 100 HH	TVL2 0 x NaN LL	VLY1 40 x 100 LH			
VNR1 85 x 100 HH	APK1 64 x 100 HH	APK2 109 x 100 HH	SVK1 41 x 100 LH	VNR1 149 x 100 HH	VNR2 85 x 100 HH			

Region	SOUTH-03 MTD   LCE 25.15%   LCR 100.00%   LH									
KKD2 23 x 100 LH	DKI1 41 x 100 LH	KKD2 NaN x NaN LL	KKD3 21 x 100 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 0 x NaN LL	PVI1 70 x 100 HH	SGP1 15 x 100 LH	TDI1 0 x NaN LL	TPT1 9 x 100 LH
KRR1 25 x 100 LH	KRR1 0 x NaN LL	MPA1 18 x 100 LH	NTM1 0 x NaN LL	ODM1 0 x NaN LL	PNI1 149 x 100 HH					
MDU1 16 x 100 LH	DGL1 0 x NaN LL	DGL2 0 x NaN LL	MDU1 0 x NaN LL	MDU2 0 x NaN LL	MDU3 0 x NaN LL	MDU4 17 x 100 LH	MDU5 61 x 100 HH	MDU6 42 x 100 LH	MLR1 23 x 100 LH	
SVG1 38 x 100 LH	ATG1 0 x NaN LL	BTU1 30 x 100 LH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	NKI1 33 x 100 LH	SVG1 35 x 100 LH	TMM1 149 x 100 HH	USL1 64 x 100 HH		
TEN1 34 x 100 LH	ADP1 11 x 100 LH	BNR1 30 x 100 LH	CBM1 32 x 100 LH	CMR1 149 x 100 HH	PKM1 128 x 100 HH	TEN1 0 x NaN LL	TEN2 11 x 100 LH			

Region	TIRUPATI-01 MTD   LCE 68.38%   LCR 100.00%   HH											
ATP1 76 x 100 HH	ADI1 43 x 100 LH	ATP1 44 x 100 LH	DHN1 187 x 100 HH	GTL1 0 x NaN LL	KNL1 87 x 100 HH	KNL2 199 x 100 HH	NDL1 50 x 100 LH	TPI1 43 x 100 LH				
KDA1 50 x 100 LH	BVL1 0 x NaN LL	KDA1 0 x NaN LL	KOU1 25 x 100 LH	MPL1 87 x 100 HH	PDT1 75 x 100 HH	PIL1 0 x NaN LL	RCY1 93 x 100 HH	RJP1 112 x 100 HH				
TPY1 75 x 100 HH	CTO1 37 x 100 LH	KHT1 75 x 100 HH	KVL1 124 x 100 HH	NLR1 112 x 100 HH	NYP1 66 x 100 HH	PGR1 179 x 100 HH	PMR1 104 x 100 HH	PUT1 66 x 100 HH	SPE1 75 x 100 HH	TPY1 149 x 100 HH	TPY2 39 x 100 LH	VKI1 0 x NaN LL

Region	TRICHY-01 MTD   LCE 40.18%   LCR 100.00%   LH							
KUM1 26 x 100 LH	KIK1 0 x NaN LL	KUM1 64 x 100 HH	NCK1 64 x 100 HH	NGT1 32 x 100 LH	TTP1 17 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL	
PBR1 36 x 100 LH	AYR1 54 x 100 AH	JKM1 0 x NaN LL	MSI1 0 x NaN LL	MVM1 75 x 100 HH	PBR1 0 x NaN LL	PBR2 32 x 100 LH	TYR1 31 x 100 LH	
TNJ1 80 x 100 HH	APM1 64 x 100 HH	MDI1 139 x 100 HH	NMM1 53 x 100 AH	ORU1 30 x 100 LH	PTK1 70 x 100 HH	TNJ1 63 x 100 HH	TNJ2 112 x 100 HH	



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TRY1 22 x 100 LH	KRN1 50 x 100 LH			PDK1 239 x 100 HH		TRY1 10 x 100 LH		TRY2 37 x 100 LH			TRY3 0 x NaN LL			TRY4 6 x 100 LH				
Region VIJAYAWADA-01 MTD   LCE 114.68%   LCR 100.00%   HH																		
BVR1 100 x 100 HH	AMP1 149 x 100 HH	BVR1 75 x 100 HH	DPE1 149 x 100 HH	ELU1 112 x 100 HH	JGG1 37 x 100 LH	KND1 209 x 100 HH	NPR1 0 x NaN LL	PAP1 56 x 100 AH	PPM1 131 x 100 HH	RMV1 171 x 100 HH	TDD1 149 x 100 HH	TNI1 75 x 100 HH	TNK1 112 x 100 HH					
GNT1 143 x 100 HH	BPP1 60 x 100 AH	CKT1 149 x 100 HH	CRL1 205 x 100 HH	GNT1 64 x 100 HH	GNT2 522 x 100 HH	KDR1 209 x 100 HH	NRT1 43 x 100 LH	OGL1 239 x 100 HH	PNR1 50 x 100 LH	PRL1 85 x 100 HH	RAL1 75 x 100 HH	VKN1 0 x NaN LL						
VJW1 108 x 100 HH	GDV1 149 x 100 HH	GVM1 128 x 100 HH	JPT1 75 x 100 HH	MTM1 60 x 100 AH	TEL1 256 x 100 HH	TVU1 149 x 100 HH	VJW1 80 x 100 HH	VJW2 15 x 100 LH	VJW3 134 x 100 HH	VJW4 90 x 100 HH	VJW5 90 x 100 HH	VUY1 75 x 100 HH						
Region WEST-01 MTD   LCE 49.37%   LCR 100.00%   LH																		
CBE1 77 x 100 HH	CBE1 187 x 100 HH		CBE2 103 x 100 HH		CBE3 0 x NaN LL		CBE4 37 x 100 LH		CBE5 21 x 100 LH		CBE6 62 x 100 HH		KMR1 81 x 100 HH	SNR1 57 x 100 AH	SUL1 34 x 100 LH			
PLI1 17 x 100 LH	DPM2 21 x 100 LH			KGM1 21 x 100 LH			PDM1 15 x 100 LH			PLI1 25 x 100 LH			UMP1 0 x NaN LL					
TPR1 75 x 100 HH	TPR1 58 x 100 AH					TPR2 0 x NaN LL					TPR3 171 x 100 HH							
TPR4 51 x 100 AH	ANR1 0 x NaN LL			AVI1 0 x NaN LL			GBM1 136 x 100 HH			PPI1 85 x 100 HH			SYM2 30 x 100 LH		TPR4 85 x 100 HH			
UAM1 9 x 100 LH	CNR1 0 x NaN LL			GDR1 0 x NaN LL			KGI1 0 x NaN LL			KMD1 0 x NaN LL			MPM1 27 x 100 LH			UAM1 7 x 100 LH		
Region WEST-02 MTD   LCE 41.15%   LCR 100.00%   LH																		
ERD1 63 x 100 HH	CMI1 56 x 100 AH		ERD1 100 x 100 HH		ERD2 82 x 100 HH		KMM1 33 x 100 LH		NKL2 77 x 100 HH		PDR1 50 x 100 LH		RSP1 50 x 100 LH		SGG1 56 x 100 AH	TCG1 41 x 100 LH	VKL1 54 x 100 AH	
HSR1 34 x 100 LH	HSR1 47 x 100 LH			HSR2 88 x 100 HH			KRI1 0 x NaN LL			KVP1 0 x NaN LL			PLC1 30 x 100 LH		PMP1 0 x NaN LL		SGI1 0 x NaN LL	
MTR1 20 x 100 LH	BMD1 0 x NaN LL			DPR1 0 x NaN LL			DPR2 75 x 100 HH			HRR1 0 x NaN LL			MCR1 41 x 100 LH		MTR1 0 x NaN LL		OML1 47 x 100 LH	TRM1 0 x NaN LL
SLM1 43 x 100 LH	APN1 85 x 100 HH			ATU1 107 x 100 HH			EDP1 0 x NaN LL			EPI1 0 x NaN LL			SLM1 81 x 100 HH		SLM2 26 x 100 LH		SLM3 17 x 100 LH	VPD1 0 x NaN LL