



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 8 x 84 LH	CUD1 12 x 70 LH		KLM1 3 x 100 LH		MKM1 0 x NaN LL		POY1 9 x 100 LH		POY2 8 x 100 LH					
SA02 8 x 94 LH	CDM1 34 x 100 LH	KKI2 7 x 67 LH	KML1 4 x 100 LH	NVL2 4 x 100 LH	PRT1 6 x 100 LH	STP1 0 x NaN LL	ULP1 3 x 100 LH	VCM1 0 x NaN LL						
SA03 6 x 92 LH	SJI1 NaN x NaN LL		TDM1 5 x 100 LH		TRK1 15 x 86 LH		TVM1 0 x NaN LL		TVM2 0 x NaN LL		VPM1 21 x 100 LH		VPM2 0 x NaN LL	

SOUTH-01 MTD | LCE 18.58% | LCR 89.93% | LH

KVT1 13 x 100 LH	KVT1 11 x 100 LH	KYR1 0 x NaN LL	PKD1 38 x 100 LH	RND1 29 x 100 LH	SKD1 3 x 100 LH	SNL1 9 x 100 LH	STU2 6 x 100 LH	VKM1 7 x 100 LH
NGR1 13 x 75 LH	COL1 0 x NaN LL	KGL1 6 x 100 LH	KSM1 19 x 50 LA	MAR1 7 x 100 LH	MMT1 16 x 25 LL	NGR1 21 x 86 LH	TKY1 3 x 100 LH	
TKS1 22 x 100 LH	PDI1 4 x 100 LH	RPM1 6 x 100 LH	SDI1 32 x 100 LH	SGT1 8 x 100 LH	TKS1 9 x 100 LH	TKS2 60 x 100 HH		
TUT1 17 x 82 LH	ERL1 NaN x NaN LL	ERL2 23 x 67 LH	TCN1 22 x 67 LH	TUT1 15 x 85 LH	TUT2 6 x 67 LH	TYI1 24 x 100 LH	UDN1 29 x 100 LH	
TVL1 32 x 95 LH	ARM1 10 x 50 LA	ASM1 62 x 100 HH	TVL1 35 x 95 LH	TVL2 47 x 100 LH	VLY1 8 x 100 LH			
VNR1 15 x 73 LH	APK1 20 x 83 LH	APK2 8 x 33 LA	SVK1 2 x 100 LH	VNR1 46 x 78 LH	VNR2 16 x 71 LH			

SOUTH-03 MTD | LCE 10.47% | LCR 98.18% | LH

DGL1 6 x 100 LH	DGL1 2 x 100 LH		DGL2 0 x NaN LL		MDU1 7 x 100 LH		MDU5 11 x 100 LH		MPA1 0 x NaN LL		NTM1 5 x 100 LH		PNI1 25 x 100 LH							
KKD2 1 x 67 LH	ATG1 0 x NaN LL		DKI1 0 x NaN LL		KKD2 0 x NaN LL		KKD3 0 x NaN LL		MNM1 0 x NaN LL		PNV1 0 x NaN LL		PVI1 8 x 50 LA		SGP1 0 x NaN LL		TDI1 0 x NaN LL		TPT1 4 x 100 LH	
KRR1 2 x 100 LH	KRR1 0 x NaN LL										ODM1 5 x 100 LH									
MDU2 21 x 100 LH	ADP1 0 x NaN LL		BNR1 7 x 100 LH		CBM1 4 x 100 LH		CMR1 24 x 100 LH		MDU2 9 x 100 LH		MDU3 0 x NaN LL		MDU4 9 x 100 LH		MDU6 217 x 100 HH		TEN1 3 x 100 LH		TEN2 3 x 100 LH	
SVG1 13 x 96 LH	BTU1 65 x 100 HH		KPT1 0 x NaN LL		KYK1 0 x NaN LL		MLR1 0 x NaN LL		NKI1 4 x 100 LH		PKM1 62 x 90 HH		SVG1 0 x NaN LL		TMM1 13 x 100 LH		USL1 5 x 100 LH			

TIRUPATI-01 MTD | LCE 18.27% | LCR 96.97% | LH

ATP1 21 x 97 LH	ADI1 20 x 78 LH		ATP1 1 x 100 LH		DHN1 6 x 100 LH		GTL1 0 x NaN LL		KNL1 54 x 100 AH		KNL2 9 x 100 LH		NDL1 10 x 100 LH		TPI1 87 x 100 HH	
KDA1 2 x 100 LH	BVL1 2 x 100 LH		KDA1 0 x NaN LL		KOU1 0 x NaN LL		MPL1 5 x 100 LH		PDT1 0 x NaN LL		PIL1 0 x NaN LL		RCY1 0 x NaN LL		RJP1 9 x 100 LH	
TPY1 27 x 97 LH	CTO1 0 x NaN LL	KHT1 33 x 100 LH	KVL1 17 x 86 LH	NLR1 12 x 100 LH	NYP1 16 x 86 LH	PGR1 19 x 100 LH	PMR1 34 x 100 LH	PUT1 15 x 100 LH	SPE1 15 x 100 LH	TPY1 52 x 90 AH	TPY2 38 x 100 LH	VKI1 68 x 100 HH				

TRICHY-01 MTD | LCE 12.60% | LCR 96.21% | LH

KUM1 5 x 100 LH	KIK1 3 x 100 LH	KUM1 12 x 100 LH	NCK1 6 x 100 LH	NGT1 0 x NaN LL	TTP1 13 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL	
PBR1 9 x 96 LH	AYR1 39 x 100 LH	JKM1 0 x NaN LL	MSI1 4 x 100 LH	MVM1 8 x 83 LH	PBR1 6 x 100 LH	PBR2 10 x 100 LH	TYR1 0 x NaN LL	
TNJ1 16 x 91 LH	APM1 19 x 67 LH	MDI1 52 x 100 AH	NMM1 20 x 80 LH	ORU1 4 x 100 LH	PTK1 0 x NaN LL	TNJ1 11 x 100 LH	TNJ2 13 x 78 LH	



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TRY1 21 x 100 LH	KRN1 12 x 100 LH	PDK1 133 x 100 HH	TRY1 8 x 100 LH	TRY2 53 x 100 AH	TRY3 3 x 100 LH
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Region VIJAYAWADA-01 MTD | LCE 24.61% | LCR 96.83% | LH

BVR1 43 x 100 LH	AMP1 42 x 100 LH	BVR1 126 x 100 HH	DPE1 0 x NaN LL	ELU1 37 x 97 LH	JGG1 29 x 100 LH	KND1 7 x 100 LH	NPR1 0 x NaN LL	PAP1 76 x 100 HH	PPM1 45 x 100 LH	RMV1 16 x 100 LH	TDD1 20 x 100 LH	TNI1 0 x NaN LL	TNK1 0 x NaN LL
GNT1 13 x 92 LH	BPP1 0 x NaN LL	CKT1 67 x 95 HH	CRL1 3 x 50 LA	GNT1 2 x 100 LH	GNT2 0 x NaN LL	KDR1 6 x 100 LH	NRT1 0 x NaN LL	OGL1 54 x 100 AH	PNR1 47 x 60 LH	PRL1 3 x 100 LH	RAL1 9 x 100 LH	VKN1 0 x NaN LL	
VJW1 16 x 93 LH	GDV1 0 x NaN LL	GVM1 26 x 89 LH	JPT1 45 x 87 LH	MTM1 13 x 100 LH	TEL1 18 x 88 LH	TVU1 42 x 100 LH	VJW1 1 x 100 LH	VJW2 0 x NaN LL	VJW3 6 x 100 LH	VJW4 33 x 100 LH	VJW5 16 x 83 LH	VUY1 4 x 100 LH	

Region WEST-01 MTD | LCE 15.87% | LCR 96.61% | LH

CBE1 17 x 100 LH	CBE1 6 x 100 LH	CBE2 13 x 100 LH	CBE3 0 x NaN LL	CBE4 15 x 100 LH	CBE5 17 x 100 LH	CBE6 18 x 100 LH	KMR1 33 x 100 LH	SNR1 0 x NaN LL	SUL1 28 x 100 LH	
PLI1 10 x 100 LH	DPM2 0 x NaN LL		KGM1 10 x 100 LH		PDM1 10 x 100 LH		PLI1 26 x 100 LH		UMP1 5 x 100 LH	
TPR1 17 x 100 LH	TPR1 19 x 100 LH			TPR2 4 x 100 LH			TPR3 43 x 100 LH			
TPR4 31 x 88 LH	ANR1 30 x 100 LH		AVI1 4 x 100 LH		GBM1 96 x 83 HH		PPI1 32 x 83 LH		SYM2 12 x 100 LH	TPR4 18 x 100 LH
UAM1 4 x 100 LH	CNR1 0 x NaN LL		GDR1 0 x NaN LL		KGI1 0 x NaN LL		KMD1 0 x NaN LL		MPM1 16 x 100 LH	UAM1 0 x NaN LL

Region WEST-02 MTD | LCE 13.11% | LCR 93.85% | LH

ERD1 30 x 96 LH	CMI1 23 x 100 LH	ERD1 33 x 94 LH	ERD2 36 x 100 LH	KMM1 11 x 100 LH	NKL2 14 x 67 LH	PDR1 14 x 100 LH	RSP1 4 x 100 LH	SGG1 47 x 100 LH	TCG1 6 x 100 LH	VKL1 156 x 100 HH
HSR1 7 x 88 LH	HSR1 7 x 100 LH		HSR2 11 x 75 LH	KRI1 6 x 100 LH		KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 17 x 100 LH		SGI1 0 x NaN LL
MTR1 4 x 89 LH	BMD1 4 x 100 LH		DPR1 0 x NaN LL	DPR2 17 x 50 LA	HRR1 0 x NaN LL	MCR1 3 x 100 LH	MTR1 0 x NaN LL	OML1 6 x 100 LH		TRM1 6 x 100 LH
SLM1 10 x 93 LH	APN1 11 x 100 LH		ATU1 5 x 100 LH	EDP1 14 x 100 LH	EPI1 4 x 100 LH	SLM1 7 x 100 LH	SLM2 14 x 83 LH	SLM3 27 x 100 LH		VPD1 13 x 75 LH