





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 16 x 79 LH	CUD1 48 x 86 LH		KLM1 8 x 17 LL		MKM1 5 x 50 LA		POY1 2 x 100 LH		POY2 3 x 33 LA								
SA02 6 x 72 LH	CDM1 2 x 100 LH		KKI2 22 x 67 LH		KML1 0 x NaN LL		NVL2 6 x 100 LH		PRT1 7 x 60 LH		STP1 0 x NaN LL		ULP1 2 x 50 LA		VCM1 2 x 100 LH		
SA03 4 x 48 LA	SJI1 NaN x NaN LL		SJI2 0 x NaN LL		TDM1 13 x 18 LL		TRK1 8 x 75 LH		TVM1 0 x NaN LL		TVM2 0 x NaN LL		VPM1 6 x 100 LH		VPM2 0 x NaN LL		

RegionSOUTH-01 MTD | LCE 12.79% | LCR 71.76% | LH

KVT1 13 x 60 LH	KVT1 5 x 91 LH	KYR1 1 x 100 LH	PKD1 19 x 50 LA	RND1 25 x 65 LH	SKD1 29 x 43 LA	SNL1 11 x 62 LH	STU2 15 x 67 LH	VKM1 16 x 38 LA
NGR1 16 x 75 LH	COL1 23 x 100 LH	KGL1 24 x 44 LA	KSM1 19 x 80 LH	MAR1 12 x 91 LH	MMT1 10 x 67 LH	NGR1 19 x 72 LH	TKY1 8 x 100 LH	
TKS1 8 x 73 LH	PDI1 2 x 100 LH	RPM1 6 x 29 LL	SDI1 3 x 50 LA	SGT1 11 x 60 LH	TKS1 5 x 83 LH	TKS2 20 x 87 LH		
TUT1 15 x 71 LH	ERL1 NaN x NaN LL	ERL2 2 x 50 LA	TCN1 9 x 62 LH	TUT1 13 x 74 LH	TUT2 14 x 65 LH	TYI1 19 x 58 LH	UDN1 43 x 83 LH	
TVL1 10 x 84 LH	ARM1 5 x 100 LH	ASM1 17 x 60 LH	TVL1 9 x 92 LH	TVL2 12 x 67 LH	VLY1 8 x 89 LH			
VNR1 16 x 75 LH	APK1 8 x 40 LA	APK2 59 x 89 AH	SVK1 7 x 57 LH	VNR1 15 x 88 LH	VNR2 9 x 57 LH			

RegionSOUTH-03 MTD | LCE 7.40% | LCR 66.30% | LH

DGL1 4 x 78 LH	DGL1 1 x 100 LH		DGL2 0 x NaN LL		MDU1 2 x 100 LH		MDU5 19 x 73 LH		MPA1 5 x 100 LH		NTM1 0 x NaN LL		PNI1 9 x 50 LA							
KKD2 5 x 96 LH	ATG1 1 x 100 LH		DKI1 3 x 100 LH		KKD2 ∞ x 100 HH		KKD3 3 x 75 LH		MNM1 6 x 100 LH		PNV1 NaN x NaN LL		PVI1 16 x 100 LH		SGP1 0 x NaN LL		TDI1 5 x 100 LH		TPT1 7 x 100 LH	
KRR1 5 x 100 LH	KRR1 6 x 100 LH										ODM1 3 x 100 LH									
MDU2 7 x 80 LH	ADP1 23 x 60 LH		BNR1 6 x 100 LH		CBM1 2 x 100 LH		CMR1 18 x 100 LH		MDU2 4 x 100 LH		MDU3 0 x NaN LL		MDU4 8 x 80 LH		MDU6 8 x 79 LH		TEN1 3 x 100 LH		TEN2 5 x 67 LH	
SVG1 15 x 38 LA	BTU1 11 x 33 LA		KPT1 2 x 0 LL		KYK1 2 x 100 LH		MLR1 5 x 100 LH		NKI1 11 x 80 LH		PKM1 33 x 37 LA		SVG1 9 x 80 LH		TMM1 26 x 19 LL		USL1 16 x 38 LA			

RegionTIRUPATI-01 MTD | LCE 36.86% | LCR 86.42% | LH

ATP1 66 x 92 HH	ADI1 30 x 85 LH		ATP1 30 x 84 LH		DHN1 134 x 97 HH		GTL1 303 x 100 HH		KNL1 29 x 100 LH		KNL2 52 x 95 AH		NDL1 29 x 43 LA		TPI1 96 x 100 HH	
KDA1 17 x 78 LH	BVL1 0 x NaN LL		KDA1 10 x 100 LH		KOU1 7 x 50 LA		MPL1 23 x 71 LH		PDT1 52 x 87 AH		PIL1 13 x 100 LH		RCY1 9 x 50 LA		RJP1 24 x 60 LH	
TPY1 27 x 80 LH	CTO1 11 x 86 LH	KHT1 30 x 100 LH	KVL1 15 x 60 LH	NLR1 35 x 71 LH	NYP1 13 x 75 LH	PGR1 90 x 91 HH	PMR1 27 x 100 LH	PUT1 18 x 80 LH	SPE1 17 x 67 LH	TPY1 48 x 40 LA	TPY2 17 x 91 LH	VKI1 45 x 90 LH				

RegionTRICHY-01 MTD | LCE 8.60% | LCR 74.55% | LH

KUM1 10 x 70 LH	KIK1 4 x 100 LH	KUM1 23 x 70 LH	NCK1 24 x 82 LH	NGT1 14 x 54 LH	TTP1 1 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 9 x 83 LH	AYR1 17 x 92 LH	JKM1 1 x 100 LH	MSI1 2 x 100 LH	MVM1 7 x 90 LH	PBR1 9 x 100 LH	PBR2 14 x 65 LH	TYR1 13 x 92 LH
TNJ1 9 x 65 LH	APM1 8 x 67 LH	MDI1 15 x 94 LH	NMM1 15 x 17 LL	ORU1 0 x NaN LL	PTK1 4 x 100 LH	TNJ1 8 x 75 LH	TNJ2 9 x 54 LH



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TRY1 6 x 82 LH	KRN1 5 x 33 LA	PDK1 30 x 82 LH	TRY1 2 x 100 LH	TRY2 27 x 88 LH	TRY3 0 x NaN LL	TRY4 0 x NaN LL	
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Region VIJAYAWADA-01 MTD | LCE 50.59% | LCR 90.10% | AH

BVR1 49 x 94 LH	AMP1 21 x 50 LA	BVR1 13 x 71 LH	DPE1 48 x 100 LH	ELU1 110 x 100 HH	JGG1 10 x 50 LA	KND1 88 x 100 HH	NPR1 0 x NaN LL	PAP1 5 x 0 LL	PPM1 199 x 100 HH	RMV1 59 x 94 AH	TDD1 25 x 75 LH	TNI1 58 x 100 AH	TNK1 33 x 83 LH
GNT1 57 x 87 AH	BPP1 0 x NaN LL	CKT1 103 x 91 HH	CRL1 26 x 89 LH	GNT1 40 x 94 LH	GNT2 192 x 100 HH	KDR1 75 x 82 HH	NRT1 30 x 100 LH	OGL1 154 x 89 HH	PNR1 20 x 0 LL	PRL1 12 x 33 LA	RAL1 17 x 20 LL	VKN1 7 x 100 LH	
VJW1 45 x 89 LH	GDV1 149 x 93 HH	GVM1 30 x 86 LH	JPT1 75 x 73 HH	MTM1 16 x 100 LH	TEL1 49 x 92 LH	TVU1 98 x 93 HH	VJW1 42 x 86 LH	VJW2 0 x NaN LL	VJW3 26 x 91 LH	VJW4 33 x 71 LH	VJW5 10 x 100 LH	VUY1 39 x 100 LH	

Region WEST-01 MTD | LCE 14.01% | LCR 84.62% | LH

CBE1 17 x 92 LH	CBE1 27 x 100 LH	CBE2 12 x 100 LH	CBE3 19 x 100 LH	CBE4 13 x 82 LH	CBE5 2 x 100 LH	CBE6 27 x 95 LH	KMR1 41 x 85 LH	SNR1 3 x 100 LH	SUL1 10 x 83 LH	
PLI1 3 x 89 LH	DPM2 5 x 100 LH	KGM1 0 x NaN LL	PDM1 9 x 75 LH	PLI1 1 x 100 LH	UMP1 2 x 100 LH					
TPR1 23 x 80 LH	TPR1 34 x 69 LH	TPR2 4 x 100 LH	TPR3 34 x 94 LH							
TPR4 18 x 74 LH	ANR1 0 x NaN LL	AVI1 20 x 100 LH	GBM1 34 x 62 LH	PPI1 21 x 67 LH	SYM2 2 x 100 LH	TPR4 12 x 83 LH				
UAM1 6 x 69 LH	CNR1 5 x 100 LH	GDR1 12 x 0 LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 16 x 82 LH	UAM1 0 x NaN LL				

Region WEST-02 MTD | LCE 13.45% | LCR 74.39% | LH

ERD1 24 x 74 LH	CMI1 10 x 25 LL	ERD1 39 x 78 LH	ERD2 18 x 77 LH	KMM1 17 x 57 LH	NKL2 23 x 73 LH	PDR1 32 x 64 LH	RSP1 18 x 67 LH	SGG1 33 x 75 LH	TCG1 8 x 100 LH	VKL1 40 x 85 LH
HSR1 14 x 84 LH	HSR1 26 x 87 LH	HSR2 33 x 85 LH	KRI1 2 x 100 LH	KVP1 2 x 100 LH	PLC1 8 x 50 LA	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 4 x 83 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 10 x 75 LH	HRR1 17 x 100 LH	MCR1 5 x 33 LA	MTR1 2 x 100 LH	OML1 0 x NaN LL	TRM1 0 x NaN LL		
SLM1 11 x 67 LH	APN1 30 x 56 LH	ATU1 25 x 68 LH	EDP1 0 x NaN LL	EPI1 2 x 100 LH	SLM1 13 x 65 LH	SLM2 9 x 75 LH	SLM3 6 x 80 LH	VPD1 4 x 67 LH		