



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 46 x 94 LH | CUD1 55 x 88 AH | | KLM1 30 x 98 LH | | MKM1 22 x 100 LH | | POY1 74 x 97 HH | | POY2 21 x 97 LH | | | | | | | | | | | | |
| SA02 15 x 95 LH | CDM1 8 x 93 LH | | KKI2 50 x 96 LH | | KML1 2 x 100 LH | | NVL2 10 x 92 LH | | PRT1 11 x 92 LH | | STP1 3 x 100 LH | | ULP1 16 x 100 LH | | VCM1 3 x 50 LA | | | | | | |
| SA03 20 x 93 LH | SJI1 5 x 100 LH | | | TDM1 36 x 84 LH | | | TRK1 40 x 94 LH | | | TVM1 22 x 100 LH | | | TVM2 2 x 100 LH | | | VPM1 32 x 95 LH | | | VPM2 6 x 100 LH | | |

RegionSOUTH-01 MTD | LCE 34.59% | LCR 95.68% | LH

| | | | | | | | | |
|-----------------------|-----------------------|------------------------|------------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|
| KVT1 34 x 96 LH | KVT1 31 x 99 LH | KYR1 21 x 100 LH | PKD1 51 x 95 AH | RND1 33 x 99 LH | SKD1 19 x 85 LH | SNL1 41 x 92 LH | STU2 45 x 100 LH | VKM1 42 x 89 LH |
| NGR1 16 x 97 LH | COL1 33 x 94 LH | KGL1 41 x 100 LH | KSM1 2 x 100 LH | MAR1 15 x 97 LH | MMT1 47 x 98 LH | NGR1 10 x 95 LH | TKY1 5 x 100 LH | |
| TKS1 27 x 98 LH | PDI1 29 x 94 LH | RPM1 5 x 93 LH | SDI1 11 x 100 LH | SGT1 35 x 100 LH | TKS1 47 x 99 LH | TKS2 47 x 98 LH | | |
| TUT1 49 x 93 LH | ERL1 ∞ x 100 HH | ERL2 45 x 96 LH | TCN1 37 x 92 LH | TUT1 40 x 96 LH | TUT2 46 x 95 LH | TYI1 55 x 95 AH | UDN1 120 x 84 HH | |
| TVL1 42 x 97 LH | ARM1 45 x 97 LH | ASM1 38 x 93 LH | TVL1 50 x 99 LH | TVL2 51 x 100 AH | VLY1 27 x 91 LH | | | |
| VNR1 43 x 96 LH | APK1 38 x 98 LH | APK2 23 x 100 LH | SVK1 36 x 96 LH | VNR1 83 x 93 HH | VNR2 42 x 96 LH | | | |

RegionSOUTH-03 MTD | LCE 15.94% | LCR 94.18% | LH

| | | | | | | | | | | | | | | | | | | | | |
|-----------------------|------------------------|--|-----------------------|--|------------------------|--|-----------------------|--|------------------------|--|-----------------------|--|------------------------|--|-----------------------|--|------------------------|--|----------------------|--|
| DGL1 7 x 94 LH | DGL1 3 x 100 LH | | DGL2 0 x NaN LL | | MDU1 4 x 100 LH | | MDU5 8 x 89 LH | | MPA1 5 x 100 LH | | NTM1 5 x 80 LH | | PNI1 57 x 92 AH | | | | | | | |
| KKD2 13 x 97 LH | ATG1 4 x 80 LH | | DKI1 21 x 95 LH | | KKD2 11 x 100 LH | | MNM1 2 x 100 LH | | PNV1 10 x 100 LH | | PVI1 30 x 97 LH | | SGP1 3 x 100 LH | | TDI1 4 x 100 LH | | TPT1 2 x 100 LH | | | |
| KRR1 6 x 100 LH | KRR1 12 x 100 LH | | | | | | | | ODM1 1 x 100 LH | | | | | | | | | | | |
| MDU2 19 x 91 LH | ADP1 11 x 92 LH | | BNR1 49 x 98 LH | | CBM1 15 x 100 LH | | CMR1 48 x 90 LH | | MDU2 8 x 100 LH | | MDU3 1 x 100 LH | | MDU4 19 x 73 LH | | MDU6 37 x 88 LH | | TEN1 9 x 89 LH | | TEN2 6 x 80 LH | |
| SVG1 29 x 95 LH | BTU1 28 x 83 LH | | KPT1 5 x 100 LH | | KYK1 3 x 100 LH | | MLR1 5 x 100 LH | | NKI1 23 x 100 LH | | PKM1 93 x 92 HH | | SVG1 10 x 100 LH | | TMM1 67 x 97 HH | | USL1 33 x 100 LH | | | |

RegionTIRUPATI-01 MTD | LCE 71.88% | LCR 96.99% | HH

| | | | | | | | | | | | | | |
|------------------------|--|-----------------------|------------------------|------------------------|-------------------------|-------------------------|-------------------------|------------------------|------------------------|-----------------------|-----------------------|-----------------------|------------------------|
| ATP1 121 x 99 HH | | ADI1 54 x 96 AH | ATP1 57 x 94 AH | DHN1 130 x 99 HH | GTL1 333 x 100 HH | KNL1 145 x 100 HH | KNL2 116 x 100 HH | NDL1 41 x 91 LH | TPI1 203 x 98 HH | | | | |
| KDA1 30 x 96 LH | | BVL1 8 x 100 LH | KDA1 19 x 88 LH | KOU1 26 x 93 LH | MPL1 54 x 100 AH | PDT1 26 x 100 LH | PIL1 18 x 100 LH | RCY1 16 x 100 LH | RJP1 51 x 94 AH | | | | |
| TPY1 67 x 96 HH | | CTO1 34 x 97 LH | KHT1 91 x 100 HH | KVL1 1 x 100 LH | NLR1 61 x 97 HH | NYP1 136 x 98 HH | PGR1 78 x 98 HH | PMR1 95 x 100 HH | PUT1 38 x 95 LH | SPE1 84 x 94 HH | TPY1 78 x 92 HH | TPY2 35 x 90 LH | VKI1 153 x 93 HH |

RegionTRICHY-01 MTD | LCE 29.72% | LCR 96.69% | LH

| | | | | | | | |
|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|------------------------|------------------------|-----------------------|
| KUM1 33 x 98 LH | JKM1 8 x 91 LH | KUM1 68 x 96 HH | MVM1 49 x 99 LH | NCK1 43 x 100 LH | TVR1 11 x 100 LH | TVR2 0 x NaN LL | |
| PTK1 24 x 97 LH | APM1 45 x 97 LH | MDI1 17 x 97 LH | NGT1 21 x 97 LH | NMM1 67 x 97 HH | PTK1 5 x 100 LH | TTP1 6 x 100 LH | |
| TNJ1 50 x 95 AH | AYR1 25 x 92 LH | KIK1 20 x 89 LH | KRN1 69 x 91 HH | ORU1 45 x 94 LH | PDK1 119 x 95 HH | TNJ1 40 x 100 LH | TNJ2 54 x 97 AH |



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)

| | | | | | | | | |
|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|--|
| TRY1 15 x 98 LH | MSI1 2 x 100 LH | PBR1 15 x 100 LH | PBR2 24 x 96 LH | TRY1 17 x 99 LH | TRY2 36 x 100 LH | TRY3 6 x 100 LH | TYR1 2 x 100 LH | |
|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|--|

Region VIJAYAWADA-01 MTD | LCE 81.24% | LCR 96.24% | HH

| | | | | | | | | | | | | | |
|-----------------------|------------------------|------------------------|-------------------------|------------------------|------------------------|-------------------------|------------------------|-------------------------|------------------------|-----------------------|------------------------|------------------------|--|
| BVR1 97 x 99 HH | AMP1 48 x 100 LH | BVR1 90 x 95 HH | DPE1 135 x 100 HH | ELU1 142 x 99 HH | JGG1 98 x 100 HH | KND1 119 x 100 HH | PAP1 94 x 100 HH | PPM1 215 x 100 HH | RMV1 240 x 99 HH | TDD1 56 x 96 AH | TNI1 0 x NaN LL | TNK1 36 x 100 LH | |
| GNT1 73 x 94 HH | BPP1 33 x 73 LH | CKT1 143 x 94 HH | CRL1 104 x 98 HH | GNT1 25 x 100 LH | GNT2 86 x 100 HH | KDR1 49 x 96 LH | NRT1 9 x 100 LH | OGL1 248 x 96 HH | PNR1 53 x 61 AH | PRL1 9 x 100 LH | RAL1 37 x 100 LH | VKN1 4 x 50 LA | |
| VJW1 75 x 95 HH | GDV1 68 x 100 HH | GVM1 106 x 89 HH | JPT1 86 x 84 HH | MTM1 38 x 100 LH | TEL1 65 x 95 HH | TVU1 85 x 100 HH | VJW1 71 x 100 HH | VJW2 17 x 100 LH | VJW3 97 x 100 HH | VJW4 49 x 81 LH | VJW5 97 x 100 HH | VUY1 106 x 94 HH | |

Region WEST-01 MTD | LCE 29.11% | LCR 96.15% | LH

| | | | | | | | | | | |
|-----------------------|------------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|------------------------|------------------------|------------------------|-----------------------|
| CBE1 24 x 98 LH | CBE1 62 x 98 HH | CBE2 8 x 100 LH | CBE3 16 x 100 LH | CBE4 4 x 100 LH | CBE5 0 x NaN LL | CBE6 56 x 99 AH | KMR1 37 x 96 LH | SNR1 15 x 100 LH | SUL1 30 x 100 LH | |
| PLI1 20 x 96 LH | DPM2 12 x 100 LH | | KGM1 23 x 94 LH | | PDM1 33 x 88 LH | | PLI1 21 x 100 LH | | UMP1 17 x 100 LH | |
| TPR1 51 x 97 AH | TPR1 58 x 97 AH | | | | TPR2 1 x 100 LH | | TPR3 91 x 98 HH | | | |
| TPR4 59 x 94 AH | ANR1 3 x 100 LH | | AVI1 51 x 100 AH | | GBM1 95 x 93 HH | | PPI1 60 x 88 HH | | SYM2 29 x 100 LH | TPR4 91 x 98 HH |
| UAM1 11 x 93 LH | CNR1 3 x 100 LH | | GDR1 6 x 100 LH | | KGI1 3 x 100 LH | | KMD1 0 x NaN LL | | MPM1 44 x 97 LH | UAM1 8 x 70 LH |

Region WEST-02 MTD | LCE 30.69% | LCR 94.86% | LH

| | | | | | | | | | | |
|-----------------------|-----------------------|------------------------|------------------------|------------------------|-----------------------|-----------------------|------------------------|------------------------|-----------------------|------------------------|
| ERD1 42 x 95 LH | CMI1 46 x 77 LH | ERD1 56 x 97 AH | ERD2 13 x 100 LH | KMM1 21 x 90 LH | NKL2 38 x 92 LH | PDR1 53 x 96 AH | RSP1 47 x 100 LH | SGG1 60 x 100 HH | TCG1 36 x 96 LH | VKL1 73 x 93 HH |
| HSR1 18 x 95 LH | HSR1 24 x 97 LH | | HSR2 36 x 91 LH | KRI1 18 x 100 LH | KVP1 0 x NaN LL | PLC1 0 x NaN LL | | PMP1 13 x 100 LH | | SGI1 14 x 100 LH |
| MTR1 21 x 95 LH | BMD1 5 x 100 LH | DPR1 10 x 100 LH | DPR2 61 x 97 HH | HRR1 44 x 100 LH | MCR1 15 x 94 LH | | MTR1 1 x 100 LH | OML1 20 x 89 LH | | TRM1 24 x 91 LH |
| SLM1 39 x 95 LH | APN1 92 x 89 HH | ATU1 54 x 97 AH | EDP1 5 x 100 LH | EPI1 4 x 100 LH | SLM1 53 x 98 AH | | SLM2 41 x 100 LH | SLM3 6 x 75 LH | | VPD1 27 x 95 LH |