





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 45 x 31 LA	CUD1 57 x 22 AL		KLM1 46 x 20 LL		MKM1 36 x 6 LL		POY1 24 x 52 LH		POY2 58 x 57 AH				
SA02 22 x 29 LL	CDM1 35 x 38 LA	KKI2 58 x 21 AL	KML1 5 x 57 LH	NVL2 11 x 29 LL	PRT1 5 x 67 LH		STP1 5 x 20 LL	ULP1 7 x 27 LL		VCM1 14 x 24 LL			
SA03 35 x 25 LL	SJI1 21 x 14 LL		TDM1 39 x 24 LL		TRK1 57 x 29 AL		TVM1 27 x 40 LA		TVM2 29 x 18 LL		VPM1 52 x 19 AL	VPM2 8 x 6 LL	

SOUTH-01 MTD | LCE 35.79% | LCR 30.98% | LA

KVT1 32 x 19 LL	KVT1 22 x 12 LL	KYR1 11 x 16 LL	PKD1 50 x 22 LL	RND1 56 x 27 AL	SKD1 0 x NaN LL	SNL1 41 x 25 LL	STU2 38 x 11 LL	VKM1 60 x 11 AL
NGR1 13 x 28 LL	COL1 21 x 9 LL	KGL1 31 x 3 LL	KSM1 15 x 9 LL	MAR1 12 x 41 LA	MMT1 18 x 11 LL	NGR1 6 x 88 LH	TKY1 11 x 36 LA	
TKS1 27 x 27 LL	PDI1 20 x 25 LL	RPM1 6 x 33 LA	SDI1 41 x 32 LA	SGT1 67 x 8 HL	TKS1 45 x 25 LL	TKS2 17 x 41 LA		
TUT1 44 x 26 LL	ERL1 94 x 48 HA	ERL2 0 x NaN LL	TCN1 55 x 16 AL	TUT1 51 x 23 AL	TUT2 16 x 11 LL	TYI1 22 x 29 LL	UDN1 91 x 44 HA	
TVL1 31 x 48 LA	ARM1 43 x 40 LA	ASM1 30 x 62 LH	TVL1 28 x 51 LH	TVL2 30 x 54 LH	VLY1 35 x 38 LA			
VNR1 72 x 39 HA	APK1 53 x 36 AA	SVK1 63 x 22 HL	VNR1 75 x 30 HL	VNR2 89 x 51 HH				

SOUTH-03 MTD | LCE 25.63% | LCR 31.76% | LA

DGL1 11 x 54 LH	DGL1 4 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 18 x 52 LH		MPA1 0 x NaN LL		NTM1 30 x 24 LL		PNI1 57 x 32 AA							
KKD2 15 x 21 LL	ATG1 5 x 67 LH		DKI1 48 x 11 LL		KKD2 3 x 100 LH		MNM1 10 x 62 LH		PNV1 21 x 17 LL		PVI1 38 x 8 LL		SGP1 4 x 100 LH		TDI1 2 x 0 LL		TPT1 3 x 80 LH			
KRR1 9 x 100 LH	KRR1 15 x 100 LH								ODM1 3 x 100 LH											
MDU2 34 x 29 LL	ADP1 41 x 29 LL		BNR1 77 x 21 HL		CBM1 26 x 12 LL		CMR1 59 x 80 AH		MDU2 21 x 23 LL		MDU3 3 x 100 LH		MDU4 21 x 41 LA		MDU6 46 x 29 LL		TEN1 31 x 25 LL		TEN2 34 x 9 LL	
SVG1 50 x 29 AL	BTU1 101 x 30 HL		KPT1 14 x 13 LL		MLR1 4 x 67 LH		NKI1 45 x 12 LL		PKM1 58 x 51 AH		SVG1 32 x 12 LL		TMM1 69 x 17 HL		USL1 108 x 53 HH					

TIRUPATI-01 MTD | LCE 82.91% | LCR 57.45% | HH

ATP1 95 x 71 HH	ADI1 80 x 16 HL	ATP1 24 x 56 LH	DHN1 136 x 76 HH	GTL1 246 x 94 HH	KNL1 127 x 79 HH	KNL2 94 x 91 HH	NDL1 72 x 13 HL	TPI1 225 x 85 HH			
KDA1 51 x 53 AH	BVL1 30 x 29 LL	KDA1 49 x 48 LA	KOU1 40 x 42 LA	MPL1 23 x 73 LH	PDT1 96 x 75 HH	PIL1 50 x 61 AH	RCY1 65 x 44 HA	RJP1 71 x 36 HA			
TPY1 91 x 48 HA	CTO1 61 x 35 HA	KHT1 84 x 45 HA	NLR1 148 x 62 HH	NYP1 116 x 71 HH	PGR1 117 x 63 HH	PMR1 86 x 53 HH	PUT1 70 x 22 HL	SPE1 113 x 64 HH	TPY1 90 x 39 HA	TPY2 77 x 32 HA	VKI1 151 x 58 HH

TRICHY-01 MTD | LCE 37.43% | LCR 52.88% | LH

KUM1 47 x 47 LA	JKM1 20 x 74 LH	KUM1 71 x 40 HA	MVM1 84 x 37 HA	NCK1 45 x 89 LH	TVR1 15 x 86 LH	TVR2 7 x 74 LH	
PTK1 28 x 35 LA	APM1 57 x 26 AL	MDI1 15 x 97 LH	NGT1 21 x 19 LL	NMM1 68 x 18 HL	PTK1 3 x 100 LH	TTP1 26 x 40 LA	
TNJ1 39 x 83 LH	AYR1 25 x 98 LH	KIK1 28 x 67 LH	KRN1 25 x 89 LH	ORU1 30 x 72 LH	PDK1 130 x 71 HH	TNJ1 32 x 94 LH	TNJ2 33 x 93 LH



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TRY1 34 x 41 LA	MSI1 11 x 94 LH	PBR1 7 x 62 LH	PBR2 54 x 25 AL	TRY1 30 x 51 LH	TRY2 68 x 32 HA	TRY3 31 x 83 LH	TYR1 32 x 16 LL	
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Region VIJAYAWADA-01 MTD | LCE 109.98% | LCR 69.77% | HH

BVR1 133 x 71 HH	AMP1 92 x 59 HH	BVR1 82 x 48 HA	DPE1 128 x 82 HH	ELU1 163 x 67 HH	JGG1 220 x 82 HH	KND1 102 x 92 HH	PAP1 158 x 76 HH	PPM1 173 x 70 HH	RMV1 208 x 88 HH	TDD1 100 x 63 HH	TNK1 112 x 56 HH	
GNT1 109 x 71 HH	BPP1 69 x 50 HA	CKT1 165 x 89 HH	CRL1 118 x 86 HH	GNT1 76 x 68 HH	GNT2 123 x 85 HH	KDR1 173 x 79 HH	NRT1 51 x 43 AA	OGL1 220 x 87 HH	PNR1 89 x 35 HA	PRL1 79 x 60 HH	RAL1 62 x 15 HL	VKN1 55 x 31 AA
VJW1 90 x 67 HH	GDV1 141 x 79 HH	GVM1 87 x 69 HH	JPT1 75 x 67 HH	MTM1 84 x 54 HH	TEL1 78 x 52 HH	TVU1 81 x 52 HH	VJW1 53 x 89 AH	VJW2 92 x 67 HH	VJW3 125 x 54 HH	VJW4 69 x 57 HH	VJW5 103 x 89 HH	VUY1 122 x 77 HH

Region WEST-01 MTD | LCE 34.83% | LCR 48.36% | LA

CBE1 25 x 71 LH	CBE1 63 x 60 HH	CBE2 7 x 97 LH	CBE3 11 x 100 LH	CBE4 24 x 90 LH	CBE6 43 x 87 LH	KMR1 27 x 84 LH	SNR1 24 x 52 LH	SUL1 49 x 22 LL	
PLI1 23 x 38 LA	DPM2 20 x 25 LL		KGM1 31 x 17 LL		PDM1 33 x 31 LA		PLI1 15 x 56 LH	UMP1 27 x 67 LH	
TPR1 45 x 47 LA	TPR1 76 x 21 HL			TPR2 4 x 67 LH			TPR3 76 x 84 HH		
TPR4 70 x 45 HA	ANR1 42 x 36 LA		AVI1 67 x 84 HH	GBM1 88 x 27 HL	PPI1 121 x 44 HA		SYM2 67 x 23 HL	TPR4 25 x 57 LH	
UAM1 27 x 16 LL	CNR1 9 x 50 LA		GDR1 16 x 21 LL	KG11 46 x 8 LL	KMD1 0 x NaN LL		MPM1 58 x 11 AL	UAM1 21 x 29 LL	

Region WEST-02 MTD | LCE 45.38% | LCR 39.07% | LA

ERD1 60 x 40 AA	CMI1 51 x 28 AL	ERD1 84 x 47 HA	ERD2 21 x 67 LH	KMM1 48 x 36 LA	NKL2 62 x 33 HA	PDR1 54 x 29 AL	RSP1 52 x 30 AA	SGG1 69 x 28 HL	TCG1 78 x 42 HA	VKL1 113 x 49 HA
HSR1 30 x 31 LA	HSR1 47 x 58 LH	HSR2 48 x 13 LL	KRI1 26 x 59 LH	KVP1 0 x NaN LL	PLC1 18 x 22 LL	PMP1 17 x 41 LA	SGI1 39 x 7 LL			
MTR1 45 x 37 LA	BMD1 14 x 16 LL	DPR1 10 x 73 LH	DPR2 75 x 36 HA	HRR1 94 x 83 HH	MCR1 53 x 16 AL	MTR1 26 x 8 LL	OML1 52 x 16 AL	TRM1 38 x 19 LL		
SLM1 44 x 44 LA	APN1 72 x 39 HA	ATU1 66 x 23 HL	EDP1 9 x 22 LL	EPI1 11 x 18 LL	SLM1 59 x 80 AH	SLM2 27 x 54 LH	SLM3 33 x 22 LL	VPD1 53 x 27 AL		