





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 94 LH	CUD1 64 x 90 HH		KLM1 35 x 99 LH		MKM1 29 x 100 LH		POY1 49 x 97 LH		POY2 22 x 98 LH	
SA02 22 x 95 LH	CDM1 17 x 98 LH	KKI2 62 x 94 HH	KML1 3 x 100 LH	NVL2 21 x 89 LH	PRT1 15 x 97 LH	STP1 3 x 100 LH	ULP1 20 x 97 LH	VCM1 11 x 92 LH		
SA03 24 x 96 LH	SJI1 5 x 100 LH		TDM1 48 x 91 LH	TRK1 57 x 97 AH		TVM1 15 x 100 LH		TVM2 7 x 100 LH	VPM1 31 x 97 LH	VPM2 4 x 100 LH

SOUTH-01 MTD | LCE 44.76% | LCR 97.03% | LH

KVT1 43 x 97 LH	KVT1 28 x 99 LH	KYR1 33 x 100 LH	PKD1 63 x 97 HH	RND1 52 x 99 AH	SKD1 23 x 90 LH	SNL1 54 x 94 AH	STU2 67 x 100 HH	VKM1 49 x 93 LH
NGR1 23 x 98 LH	COL1 45 x 97 LH	KGL1 57 x 99 AH	KSM1 5 x 100 LH	MAR1 26 x 97 LH	MMT1 52 x 99 AH	NGR1 16 x 97 LH	TKY1 6 x 100 LH	
TKS1 35 x 98 LH	PDI1 42 x 97 LH	RPM1 12 x 94 LH	SDI1 9 x 100 LH	SGT1 68 x 100 HH	TKS1 57 x 95 AH	TKS2 53 x 99 AH		
TUT1 67 x 96 HH	ERL1 ∞ x 100 HH	ERL2 59 x 98 AH	TCN1 37 x 92 LH	TUT1 57 x 98 AH	TUT2 62 x 97 HH	TYI1 78 x 95 HH	UDN1 187 x 92 HH	
TVL1 38 x 98 LH	ARM1 44 x 98 LH	ASM1 37 x 95 LH	TVL1 35 x 100 LH	TVL2 78 x 98 HH	VLY1 37 x 95 LH			
VNR1 59 x 97 AH	APK1 52 x 97 AH	APK2 61 x 100 HH	SVK1 44 x 97 LH	VNR1 92 x 94 HH	VNR2 58 x 98 AH			

SOUTH-03 MTD | LCE 19.46% | LCR 93.41% | LH

DGL1 9 x 96 LH	DGL1 4 x 100 LH		DGL2 1 x 100 LH		MDU1 5 x 100 LH		MDU5 10 x 95 LH		MPA1 6 x 100 LH		NTM1 10 x 93 LH		PNI1 61 x 94 HH							
KKD2 13 x 97 LH	ATG1 5 x 91 LH		DKI1 17 x 97 LH		KKD2 17 x 100 LH		MNM1 1 x 100 LH		PNV1 12 x 100 LH		PVI1 34 x 96 LH		SGP1 3 x 100 LH		TDI1 3 x 100 LH		TPT1 3 x 100 LH			
KRR1 8 x 100 LH	KRR1 17 x 100 LH								ODM1 1 x 100 LH											
MDU2 24 x 92 LH	ADP1 8 x 87 LH		BNR1 49 x 92 LH		CBM1 24 x 98 LH		CMR1 52 x 91 AH		MDU2 10 x 100 LH		MDU3 1 x 100 LH		MDU4 21 x 84 LH		MDU6 55 x 91 AH		TEN1 10 x 93 LH		TEN2 9 x 93 LH	
SVG1 36 x 92 LH	BTU1 42 x 89 LH		KPT1 13 x 100 LH		KYK1 3 x 100 LH		MLR1 8 x 91 LH		NKI1 26 x 97 LH		PKM1 110 x 93 HH		SVG1 7 x 100 LH		TMM1 78 x 90 HH		USL1 41 x 92 LH			

TIRUPATI-01 MTD | LCE 88.47% | LCR 98.24% | HH

ATP1 136 x 99 HH		ADI1 75 x 97 HH	ATP1 79 x 98 HH		DHN1 128 x 99 HH		GTL1 337 x 100 HH		KNL1 155 x 100 HH		KNL2 127 x 100 HH		NDL1 69 x 97 HH		TPI1 248 x 99 HH			
KDA1 37 x 98 LH		BVL1 21 x 100 LH		KDA1 25 x 94 LH		KOU1 36 x 97 LH		MPL1 82 x 100 HH		PDT1 39 x 100 LH		PIL1 14 x 100 LH		RCY1 9 x 100 LH		RJP1 53 x 95 AH		
TPY1 89 x 97 HH		CTO1 38 x 99 LH	KHT1 116 x 100 HH	KVL1 34 x 100 LH		NLR1 79 x 97 HH		NYP1 134 x 99 HH		PGR1 101 x 98 HH		PMR1 116 x 100 HH		PUT1 57 x 98 AH	SPE1 97 x 95 HH	TPY1 103 x 97 HH	TPY2 76 x 94 HH	VKI1 182 x 97 HH

TRICHY-01 MTD | LCE 38.20% | LCR 97.78% | LH

KUM1 44 x 98 LH	JKM1 13 x 97 LH	KUM1 79 x 97 HH	MVM1 74 x 100 HH	NCK1 50 x 97 LH	TVR1 10 x 100 LH	TVR2 9 x 100 LH	
PTK1 29 x 98 LH	APM1 51 x 98 AH	MDI1 19 x 97 LH	NGT1 37 x 99 LH	NMM1 80 x 98 HH	PTK1 3 x 100 LH	TTP1 7 x 94 LH	
TNJ1 65 x 97 HH	AYR1 39 x 97 LH	KIK1 32 x 95 LH	KRN1 77 x 95 HH	ORU1 50 x 97 AH	PDK1 141 x 97 HH	TNJ1 56 x 100 AH	TNJ2 76 x 98 HH



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 18 x 98 LH	MSI1 3 x 100 LH	PBR1 21 x 100 LH	PBR2 38 x 97 LH	TRY1 16 x 98 LH	TRY2 53 x 100 AH	TRY3 5 x 100 LH	TYR1 4 x 100 LH
-----------------------	-----------------------	------------------------	-----------------------	-----------------------	------------------------	-----------------------	-----------------------

Region VIJAYAWADA-01 MTD | LCE 99.96% | LCR 97.91% | HH

BVR1 119 x 99 HH	AMP1 61 x 100 HH	BVR1 112 x 98 HH	DPE1 128 x 97 HH	ELU1 201 x 99 HH	JGG1 128 x 100 HH	KND1 108 x 100 HH	NPR1 0 x NaN LL	PAP1 103 x 100 HH	PPM1 254 x 100 HH	RMV1 335 x 100 HH	TDD1 59 x 97 AH	TNI1 0 x NaN LL	TNK1 54 x 100 AH
GNT1 89 x 97 HH	BPP1 43 x 83 LH	CKT1 163 x 96 HH	CRL1 141 x 99 HH	GNT1 26 x 100 LH	GNT2 71 x 100 HH	KDR1 58 x 98 AH	NRT1 12 x 100 LH	OGL1 261 x 97 HH	PNR1 73 x 79 HH	PRL1 78 x 100 HH	RAL1 91 x 99 HH	VKN1 12 x 88 LH	
VJW1 92 x 97 HH	GDV1 135 x 100 HH	GVM1 115 x 93 HH	JPT1 140 x 94 HH	MTM1 67 x 100 HH	TEL1 82 x 97 HH	TVU1 103 x 100 HH	VJW1 60 x 99 HH	VJW2 25 x 100 LH	VJW3 115 x 100 HH	VJW4 66 x 90 HH	VJW5 104 x 100 HH	VUY1 95 x 96 HH	

Region WEST-01 MTD | LCE 38.17% | LCR 97.18% | LH

CBE1 26 x 98 LH	CBE1 53 x 99 AH	CBE2 9 x 100 LH	CBE3 11 x 100 LH	CBE4 5 x 100 LH	CBE5 1 x 100 LH	CBE6 83 x 99 HH	KMR1 36 x 96 LH	SNR1 13 x 96 LH	SUL1 51 x 97 AH	
PLI1 24 x 97 LH	DPM2 12 x 100 LH		KGM1 29 x 97 LH		PDM1 31 x 88 LH		PLI1 28 x 100 LH		UMP1 21 x 100 LH	
TPR1 71 x 98 HH	TPR1 82 x 97 HH			TPR2 2 x 100 LH			TPR3 124 x 99 HH			
TPR4 90 x 96 HH	ANR1 2 x 100 LH		AVI1 182 x 100 HH		GBM1 87 x 92 HH		PPI1 75 x 90 HH		SYM2 36 x 98 LH	TPR4 109 x 99 HH
UAM1 15 x 94 LH	CNR1 2 x 100 LH		GDR1 8 x 100 LH		KGI1 6 x 100 LH		KMD1 0 x NaN LL		MPM1 67 x 97 HH	UAM1 7 x 75 LH

Region WEST-02 MTD | LCE 35.23% | LCR 96.30% | LH

ERD1 51 x 96 AH	CMI1 41 x 76 LH	ERD1 67 x 97 HH	ERD2 18 x 100 LH	KMM1 29 x 96 LH	NKL2 34 x 94 LH	PDR1 69 x 96 HH	RSP1 65 x 98 HH	SGG1 87 x 98 HH	TCG1 40 x 98 LH	VKL1 98 x 96 HH						
HSR1 20 x 97 LH	HSR1 26 x 98 LH		HSR2 38 x 94 LH		KRI1 18 x 100 LH		KVP1 0 x NaN LL		PLC1 0 x NaN LL		PMP1 10 x 100 LH		SGI1 25 x 100 LH			
MTR1 25 x 97 LH	BMD1 4 x 100 LH		DPR1 7 x 100 LH		DPR2 75 x 97 HH		HRR1 50 x 100 AH		MCR1 29 x 98 LH		MTR1 2 x 100 LH		OML1 30 x 96 LH		TRM1 17 x 89 LH	
SLM1 44 x 97 LH	APN1 106 x 92 HH		ATU1 66 x 97 HH		EDP1 5 x 100 LH		EPI1 2 x 100 LH		SLM1 65 x 99 HH		SLM2 37 x 100 LH		SLM3 8 x 89 LH		VPD1 38 x 98 LH	