



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 34 x 37 LA	CUD1 48 x 39 LA		KLM1 37 x 28 LL		MKM1 25 x 22 LL		POY1 19 x 61 LH		POY2 31 x 29 LL			
SA02 19 x 43 LA	CDM1 29 x 43 LA	KKI2 51 x 40 AA	KML1 4 x 62 LH	NVL2 11 x 54 LH	PRT1 7 x 87 LH	STP1 3 x 20 LL	ULP1 5 x 42 LA		VCM1 12 x 33 LA			
SA03 30 x 36 LA	SJI1 15 x 11 LL	TDM1 36 x 33 LA		TRK1 50 x 41 LA		TVM1 22 x 53 LH		TVM2 19 x 26 LL		VPM1 40 x 33 LA		VPM2 9 x 38 LA

RegionSOUTH-01 MTD | LCE 27.61% | LCR 37.36% | LA

KVT1 26 x 30 LA	KVT1 18 x 30 LA	KYR1 8 x 23 LL	PKD1 38 x 30 LA	RND1 44 x 34 LA	SKD1 0 x NaN LL	SNL1 29 x 33 LA	STU2 31 x 29 LL	VKM1 52 x 23 AL
NGR1 10 x 47 LA	COL1 13 x 8 LL	KGL1 27 x 24 LL	KSM1 11 x 29 LL	MAR1 11 x 64 LH	MMT1 16 x 41 LA	NGR1 5 x 94 LH	TKY1 8 x 30 LL	
TKS1 22 x 42 LA	PDI1 17 x 38 LA	RPM1 6 x 54 LH	SDI1 26 x 39 LA	SGT1 48 x 28 LL	TKS1 36 x 34 LA	TKS2 17 x 67 LH		
TUT1 33 x 36 LA	ERL1 108 x 42 HA	ERL2 1 x 100 LH	TCN1 39 x 23 LL	TUT1 39 x 35 LA	TUT2 13 x 24 LL	TYI1 25 x 45 LA	UDN1 83 x 48 HA	
TVL1 28 x 59 LH	ARM1 35 x 44 LA	ASM1 31 x 70 LH	TVL1 25 x 64 LH	TVL2 33 x 75 LH	VLY1 30 x 44 LA			
VNR1 48 x 25 LL	APK1 40 x 37 LA	SVK1 43 x 27 LL	VNR1 64 x 43 HA	VNR2 49 x 14 LL				

RegionSOUTH-03 MTD | LCE 22.23% | LCR 40.56% | LA

DGL1 9 x 65 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 17 x 66 LH		MPA1 1 x 100 LH		NTM1 21 x 32 LA		PNI1 51 x 43 AA							
KKD2 13 x 38 LA	ATG1 6 x 81 LH		DKI1 35 x 15 LL		KKD2 5 x 100 LH		MNM1 8 x 73 LH		PNV1 16 x 24 LL		PVI1 37 x 35 LA		SGP1 3 x 100 LH		TDI1 2 x 33 LA		TPT1 4 x 91 LH			
KRR1 8 x 100 LH	KRR1 12 x 100 LH								ODM1 3 x 100 LH											
MDU2 28 x 36 LA	ADP1 29 x 26 LL		BNR1 58 x 26 AL		CBM1 21 x 25 LL		CMR1 47 x 79 LH		MDU2 16 x 35 LA		MDU3 6 x 100 LH		MDU4 15 x 49 LA		MDU6 48 x 41 LA		TEN1 19 x 24 LL		TEN2 21 x 8 LL	
SVG1 45 x 36 LA	BTU1 75 x 35 HA		KPT1 11 x 21 LL		MLR1 3 x 75 LH		NKI1 43 x 27 LL		PKM1 71 x 69 HH		SVG1 29 x 32 LA		TMM1 65 x 28 HL		USL1 62 x 30 HA					

RegionTIRUPATI-01 MTD | LCE 75.12% | LCR 66.82% | HH

ATP1 101 x 80 HH	ADI1 77 x 36 HA		ATP1 28 x 69 LH		DHN1 137 x 83 HH		GTL1 272 x 96 HH		KNL1 116 x 88 HH		KNL2 98 x 95 HH		NDL1 60 x 19 AL		TPI1 217 x 90 HH							
KDA1 46 x 65 LH	BVL1 24 x 41 LA		KDA1 38 x 59 LH		KOU1 35 x 57 LH		MPL1 23 x 83 LH		PDT1 77 x 82 HH		PIL1 43 x 71 LH		RCY1 55 x 61 AH		RJP1 86 x 55 HH							
TPY1 72 x 55 HH	CTO1 48 x 45 LA		KHT1 84 x 53 HH		NLR1 104 x 64 HH		NYP1 54 x 76 AH		PGR1 87 x 66 HH		PMR1 71 x 62 HH		PUT1 58 x 26 AL		SPE1 100 x 71 HH		TPY1 82 x 50 HA		TPY2 60 x 41 AA		VKI1 100 x 61 HH	

RegionTRICHY-01 MTD | LCE 32.35% | LCR 61.79% | LH

KUM1 39 x 56 LH	JKM1 14 x 72 LH	KUM1 63 x 57 HH	MVM1 68 x 43 HA	NCK1 45 x 85 LH	TVR1 15 x 84 LH	TVR2 5 x 76 LH	
PTK1 20 x 47 LA	APM1 54 x 40 AA	MDI1 9 x 93 LH	NGT1 15 x 38 LA	NMM1 53 x 36 AA	PTK1 3 x 100 LH	TTP1 18 x 46 LA	
TNJ1 40 x 84 LH	AYR1 36 x 98 LH	KIK1 32 x 69 LH	KRN1 40 x 92 LH	ORU1 29 x 71 LH	PDK1 118 x 76 HH	TNJ1 33 x 92 LH	TNJ2 30 x 92 LH



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TRY1 28 x 49 LA	MSI1 9 x 95 LH	PBR1 9 x 81 LH	PBR2 45 x 36 LA	TRY1 25 x 59 LH	TRY2 52 x 39 AA	TRY3 25 x 84 LH	TYR1 23 x 20 LL	
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Region VIJAYAWADA-01 MTD | LCE 94.84% | LCR 76.80% | HH

BVR1 120 x 79 HH	AMP1 71 x 67 HH	BVR1 70 x 55 HH	DPE1 153 x 90 HH	ELU1 137 x 79 HH	JGG1 166 x 85 HH	KND1 109 x 95 HH	PAP1 123 x 77 HH	PPM1 214 x 84 HH	RMV1 186 x 91 HH	TDD1 90 x 70 HH	TNK1 87 x 64 HH	
GNT1 89 x 77 HH	BPP1 57 x 60 AH	CKT1 148 x 92 HH	CRL1 88 x 85 HH	GNT1 53 x 70 AH	GNT2 112 x 91 HH	KDR1 158 x 86 HH	NRT1 37 x 55 LH	OGL1 197 x 88 HH	PNR1 68 x 38 HA	PRL1 59 x 70 AH	RAL1 45 x 33 LA	VKN1 39 x 40 LA
VJW1 76 x 73 HH	GDV1 123 x 84 HH	GVM1 77 x 74 HH	JPT1 58 x 69 AH	MTM1 72 x 62 HH	TEL1 84 x 67 HH	TVU1 71 x 64 HH	VJW1 55 x 94 AH	VJW2 70 x 72 HH	VJW3 88 x 62 HH	VJW4 53 x 59 AH	VJW5 75 x 91 HH	VUY1 115 x 83 HH

Region WEST-01 MTD | LCE 33.00% | LCR 61.61% | LH

CBE1 25 x 80 LH	CBE1 45 x 67 LH	CBE2 9 x 99 LH	CBE3 16 x 100 LH	CBE4 20 x 93 LH	CBE6 50 x 91 LH	KMR1 32 x 88 LH	SNR1 21 x 66 LH	SUL1 35 x 30 LA	
PLI1 21 x 54 LH	DPM2 18 x 46 LA		KGM1 26 x 29 LL		PDM1 27 x 49 LA		PLI1 19 x 69 LH	UMP1 21 x 71 LH	
TPR1 44 x 61 LH	TPR1 62 x 35 HA			TPR2 4 x 77 LH			TPR3 84 x 89 HH		
TPR4 69 x 57 HH	ANR1 33 x 52 LH		AVI1 50 x 87 AH	GBM1 79 x 35 HA	PPI1 131 x 57 HH		SYM2 66 x 41 HA	TPR4 42 x 81 LH	
UAM1 23 x 36 LA	CNR1 6 x 56 LH		GDR1 14 x 33 LA		KGI1 36 x 25 LL	KMD1 0 x NaN LL	MPM1 46 x 32 LA	UAM1 21 x 51 LH	

Region WEST-02 MTD | LCE 38.50% | LCR 51.49% | LH

ERD1 53 x 54 AH	CMI1 45 x 36 LA	ERD1 82 x 64 HH	ERD2 16 x 74 LH	KMM1 36 x 48 LA	NKL2 54 x 45 AA	PDR1 42 x 39 LA	RSP1 45 x 40 LA	SGG1 67 x 47 HA	TCG1 55 x 50 AA	VKL1 128 x 68 HH
HSR1 23 x 41 LA	HSR1 36 x 66 LH	HSR2 38 x 29 LL		KRI1 17 x 60 LH	KVP1 1 x 100 LH	PLC1 15 x 38 LA		PMP1 11 x 43 LA		SGI1 26 x 9 LL
MTR1 39 x 50 LH	BMD1 11 x 24 LL	DPR1 11 x 83 LH	DPR2 56 x 42 AA	HRR1 87 x 89 HH	MCR1 38 x 24 LL	MTR1 17 x 16 LL		OML1 44 x 29 LL		TRM1 40 x 45 LA
SLM1 37 x 54 LH	APN1 58 x 48 AA	ATU1 54 x 30 AL	EDP1 7 x 42 LA	EPI1 8 x 30 LL	SLM1 50 x 85 AH	SLM2 30 x 71 LH		SLM3 25 x 31 LA		VPD1 44 x 38 LA