





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 26 x 74 LH	CUD1 29 x 72 LH		KLM1 16 x 62 LH		MKM1 23 x 82 LH		POY1 24 x 80 LH		POY2 35 x 73 LH		
SA02 17 x 81 LH	CDM1 25 x 84 LH	KKI2 35 x 80 LH	KML1 8 x 88 LH	NVL2 13 x 70 LH	PRT1 5 x 71 LH	STP1 6 x 82 LH	ULP1 6 x 91 LH	VCM1 25 x 78 LH			
SA03 28 x 83 LH	SJI1 12 x 52 LH	TDM1 32 x 91 LH	TRK1 43 x 80 LH	TVM1 61 x 97 HH	TVM2 22 x 75 LH	VPM1 33 x 88 LH	VPM2 8 x 73 LH				

RegionSOUTH-01 MTD | LCE 19.34% | LCR 67.66% | LH

KVT1 21 x 62 LH	KVT1 10 x 68 LH	KYR1 9 x 72 LH	PKD1 23 x 75 LH	RND1 39 x 68 LH	SNL1 19 x 64 LH	STU2 27 x 32 LA	VKM1 25 x 45 LA	
NGR1 7 x 80 LH	COL1 6 x 86 LH	KGL1 14 x 79 LH	KSM1 4 x 60 LH	MAR1 7 x 92 LH	MMT1 15 x 64 LH	NGR1 4 x 87 LH	TKY1 7 x 81 LH	
TKS1 18 x 70 LH	PDI1 16 x 68 LH	RPM1 19 x 75 LH	SDI1 17 x 68 LH	SGT1 31 x 54 LH	TKS1 21 x 72 LH	TKS2 13 x 71 LH		
TUT1 22 x 69 LH	ERL1 54 x 83 AH	TCN1 20 x 77 LH	TUT1 26 x 70 LH	TUT2 5 x 54 LH	TYI1 5 x 61 LH	UDN1 48 x 50 LA		
TVL1 19 x 84 LH	ARM1 28 x 71 LH	ASM1 25 x 74 LH	TVL1 18 x 89 LH	TVL2 47 x 100 LH	VLY1 13 x 74 LH			
VNR1 28 x 54 LH	APK1 20 x 50 LA	SVK1 35 x 57 LH	VNR1 36 x 52 LH	VNR2 26 x 54 LH				

RegionSOUTH-03 MTD | LCE 19.73% | LCR 69.95% | LH

DGL1 9 x 81 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 7 x 94 LH		MDU5 15 x 91 LH		MPA1 4 x 100 LH		NTM1 16 x 46 LA		PNI1 35 x 67 LH							
KKD2 12 x 72 LH	ATG1 6 x 95 LH		DKI1 27 x 65 LH		KKD2 8 x 94 LH		MNM1 7 x 70 LH		PNV1 17 x 52 LH		PVI1 25 x 76 LH		SGP1 8 x 75 LH		TDI1 8 x 59 LH		TPT1 3 x 90 LH			
KRR1 8 x 100 LH	KRR1 13 x 100 LH								ODM1 3 x 100 LH											
MDU2 29 x 69 LH	ADP1 39 x 67 LH		BNR1 33 x 65 LH		CBM1 25 x 48 LA		CMR1 70 x 85 HH		MDU2 13 x 79 LH		MDU3 5 x 100 LH		MDU4 31 x 54 LH		MDU6 37 x 71 LH		TEN1 44 x 76 LH		TEN2 29 x 62 LH	
SVG1 33 x 65 LH	BTU1 82 x 81 HH		KPT1 21 x 67 LH		MLR1 6 x 92 LH		NKI1 27 x 52 LH		PKM1 5 x 71 LH		SVG1 18 x 73 LH		TMM1 52 x 66 AH		USL1 46 x 43 LA					

RegionTIRUPATI-01 MTD | LCE 81.93% | LCR 90.35% | HH

ATP1 103 x 92 HH	ADI1 50 x 70 LH	ATP1 74 x 92 HH	DHN1 184 x 92 HH	GTL1 204 x 100 HH	KNL1 89 x 97 HH	KNL2 52 x 89 AH	NDL1 43 x 68 LH	TPI1 219 x 97 HH			
KDA1 54 x 91 AH	BVL1 21 x 80 LH	KDA1 71 x 89 HH	KOU1 50 x 92 LH	MPL1 20 x 94 LH	PDT1 151 x 96 HH	PIL1 57 x 86 AH	RCY1 54 x 92 AH	RJP1 52 x 89 AH			
TPY1 83 x 88 HH	CTO1 47 x 83 LH	KHT1 81 x 95 HH	NLR1 123 x 92 HH	NYP1 148 x 97 HH	PGR1 127 x 92 HH	PMR1 107 x 93 HH	PUT1 41 x 82 LH	SPE1 83 x 90 HH	TPY1 64 x 63 HH	TPY2 51 x 78 AH	VKI1 170 x 92 HH

RegionTRICHY-01 MTD | LCE 35.09% | LCR 86.84% | LH

KUM1 44 x 90 LH	JKM1 18 x 92 LH	KUM1 47 x 89 LH	MVM1 73 x 84 HH	NCK1 35 x 89 LH	TVR1 21 x 98 LH	TVR2 44 x 98 LH	
PTK1 33 x 82 LH	APM1 65 x 80 HH	MDI1 27 x 95 LH	NGT1 31 x 74 LH	NMM1 48 x 77 LH	PTK1 11 x 97 LH	TTP1 37 x 81 LH	
TNJ1 49 x 90 LH	AYR1 65 x 96 HH	KIK1 35 x 76 LH	KRN1 40 x 85 LH	ORU1 45 x 88 LH	PDK1 139 x 90 HH	TNJ1 33 x 96 LH	TNJ2 40 x 93 LH



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TRY1 22 x 81 LH	MSI1 25 x 94 LH	PBR1 12 x 93 LH	PBR2 36 x 71 LH	TRY1 10 x 87 LH	TRY2 74 x 91 HH	TRY3 34 x 89 LH	TYR1 21 x 65 LH	
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Region VIJAYAWADA-01 MTD | LCE 80.71% | LCR 93.11% | HH

BVR1 73 x 93 HH	AMP1 67 x 94 HH	BVR1 57 x 87 AH	DPE1 119 x 100 HH	ELU1 161 x 100 HH	JGG1 78 x 86 HH	KND1 81 x 95 HH	PAP1 36 x 98 LH	PPM1 133 x 98 HH	RMV1 29 x 80 LH	TDD1 86 x 89 HH	TNK1 39 x 86 LH	
GNT1 69 x 93 HH	BPP1 37 x 93 LH	CKT1 151 x 95 HH	CRL1 97 x 98 HH	GNT1 26 x 95 LH	GNT2 149 x 99 HH	KDR1 39 x 98 LH	NRT1 10 x 76 LH	OGL1 205 x 95 HH	PNR1 55 x 71 AH	PRL1 52 x 82 AH	RAL1 36 x 82 LH	VKN1 10 x 83 LH
VJW1 101 x 93 HH	GDV1 151 x 99 HH	GVM1 111 x 95 HH	JPT1 146 x 88 HH	MTM1 97 x 88 HH	TEL1 82 x 93 HH	TVU1 164 x 96 HH	VJW1 73 x 98 HH	VJW2 83 x 97 HH	VJW3 45 x 90 LH	VJW4 50 x 75 LH	VJW5 117 x 95 HH	VUY1 169 x 93 HH

Region WEST-01 MTD | LCE 33.44% | LCR 82.54% | LH

CBE1 36 x 94 LH	CBE1 43 x 91 LH	CBE2 20 x 97 LH	CBE3 31 x 97 LH	CBE4 43 x 97 LH	CBE6 78 x 97 HH	KMR1 55 x 94 AH	SNR1 24 x 81 LH	SUL1 19 x 84 LH	
PLI1 22 x 81 LH	DPM2 14 x 88 LH	KGM1 21 x 90 LH	PDM1 26 x 71 LH	PLI1 27 x 78 LH	UMP1 19 x 85 LH				
TPR1 50 x 82 AH	TPR1 58 x 63 AH	TPR2 8 x 95 LH	TPR3 113 x 94 HH						
TPR4 48 x 73 LH	ANR1 20 x 82 LH	AVI1 47 x 100 LH	GBM1 75 x 47 HA	PPI1 61 x 78 HH	SYM2 43 x 71 LH	TPR4 24 x 86 LH			
UAM1 18 x 62 LH	CNR1 7 x 90 LH	GDR1 21 x 55 LH	KGI1 29 x 63 LH	KMD1 0 x NaN LL	MPM1 35 x 57 LH	UAM1 12 x 66 LH			

Region WEST-02 MTD | LCE 39.03% | LCR 80.04% | LH

ERD1 68 x 84 HH	CMI1 45 x 72 LH	ERD1 110 x 90 HH	ERD2 31 x 89 LH	KMM1 38 x 81 LH	NKL2 65 x 76 HH	PDR1 49 x 50 LA	RSP1 97 x 91 HH	SGG1 68 x 77 HH	TCG1 51 x 82 AH	VKL1 135 x 90 HH
HSR1 19 x 76 LH	HSR1 29 x 81 LH	HSR2 28 x 80 LH	KRI1 8 x 95 LH	KVP1 2 x 100 LH	PLC1 18 x 41 LA	PMP1 19 x 71 LH	SGI1 20 x 85 LH			
MTR1 33 x 81 LH	BMD1 7 x 94 LH	DPR1 23 x 79 LH	DPR2 51 x 77 AH	HRR1 96 x 97 HH	MCR1 18 x 84 LH	MTR1 23 x 55 LH	OML1 22 x 70 LH	TRM1 37 x 71 LH		
SLM1 34 x 75 LH	APN1 64 x 63 HH	ATU1 44 x 67 LH	EDP1 12 x 50 LA	EPI1 14 x 88 LH	SLM1 42 x 74 LH	SLM2 43 x 99 LH	SLM3 31 x 87 LH	VPD1 20 x 57 LH		