



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 29 x 77 LH	CUD1 33 x 76 LH		KLM1 16 x 64 LH		MKM1 26 x 84 LH		POY1 26 x 82 LH		POY2 37 x 76 LH		
SA02 18 x 83 LH	CDM1 26 x 85 LH	KKI2 39 x 84 LH		KML1 8 x 88 LH	NVL2 14 x 73 LH		PRT1 6 x 73 LH	STP1 7 x 85 LH	ULP1 6 x 92 LH	VCM1 26 x 80 LH	
SA03 30 x 85 LH	SJI1 18 x 72 LH		TDM1 34 x 92 LH		TRK1 44 x 82 LH		TVM1 60 x 98 HH		TVM2 24 x 77 LH	VPM1 37 x 89 LH	VPM2 9 x 77 LH

SOUTH-01 MTD | LCE 21.16% | LCR 71.48% | LH

KVT1 23 x 67 LH		KVT1 12 x 74 LH	KYR1 9 x 75 LH	PKD1 26 x 79 LH	RND1 42 x 71 LH	SNL1 21 x 69 LH	STU2 31 x 43 LA	VKM1 27 x 51 LH
NGR1 7 x 82 LH		COL1 7 x 88 LH	KGL1 18 x 84 LH	KSM1 4 x 60 LH	MAR1 6 x 92 LH	MMT1 17 x 68 LH	NGR1 4 x 87 LH	TKY1 7 x 82 LH
TKS1 20 x 73 LH		PDI1 15 x 68 LH	RPM1 18 x 76 LH	SDI1 17 x 71 LH	SGT1 35 x 61 LH	TKS1 24 x 76 LH	TKS2 15 x 75 LH	
TUT1 25 x 72 LH		ERL1 60 x 85 AH	TCN1 23 x 81 LH	TUT1 28 x 73 LH	TUT2 6 x 61 LH	TYI1 6 x 65 LH	UDN1 53 x 56 AH	
TVL1 20 x 85 LH		ARM1 36 x 79 LH	ASM1 26 x 75 LH	TVL1 18 x 89 LH	TVL2 47 x 100 LH	VLY1 16 x 79 LH		
VNR1 32 x 60 LH		APK1 23 x 59 LH	SVK1 39 x 63 LH	VNR1 42 x 60 LH	VNR2 29 x 60 LH			

SOUTH-03 MTD | LCE 21.04% | LCR 73.00% | LH

DGL1 9 x 83 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 7 x 94 LH		MDU5 16 x 93 LH		MPA1 4 x 100 LH		NTM1 17 x 52 LH		PNI1 42 x 73 LH							
KKD2 13 x 75 LH	ATG1 6 x 95 LH		DKI1 29 x 68 LH		KKD2 8 x 94 LH		MNM1 7 x 70 LH		PNV1 21 x 62 LH		PVI1 28 x 80 LH		SGP1 7 x 75 LH		TDI1 8 x 59 LH		TPT1 3 x 91 LH			
KRR1 8 x 100 LH	KRR1 12 x 100 LH								ODM1 3 x 100 LH											
MDU2 31 x 72 LH	ADP1 41 x 70 LH		BNR1 39 x 71 LH		CBM1 28 x 56 LH		CMR1 73 x 86 HH		MDU2 13 x 80 LH		MDU3 5 x 100 LH		MDU4 33 x 59 LH		MDU6 41 x 75 LH		TEN1 45 x 77 LH		TEN2 31 x 67 LH	
SVG1 35 x 69 LH	BTU1 89 x 84 HH		KPT1 22 x 69 LH		MLR1 7 x 93 LH		NKI1 29 x 56 LH		PKM1 4 x 71 LH		SVG1 20 x 77 LH		TMM1 54 x 69 AH		USL1 50 x 50 LA					

TIRUPATI-01 MTD | LCE 84.97% | LCR 91.04% | HH

ATP1 107 x 93 HH	ADI1 53 x 73 AH		ATP1 81 x 93 HH		DHN1 191 x 93 HH		GTL1 208 x 100 HH		KNL1 92 x 97 HH	KNL2 56 x 90 AH	NDL1 46 x 71 LH	TPI1 215 x 97 HH
KDA1 55 x 91 AH	BVL1 22 x 81 LH		KDA1 76 x 90 HH		KOU1 50 x 92 AH		MPL1 20 x 94 LH		PDT1 152 x 96 HH	PIL1 57 x 86 AH	RCY1 54 x 92 AH	RJP1 54 x 90 AH
TPY1 87 x 89 HH	CTO1 49 x 84 LH	KHT1 84 x 95 HH	NLR1 129 x 93 HH	NYP1 149 x 97 HH	PGR1 135 x 93 HH	PMR1 107 x 94 HH	PUT1 46 x 85 LH	SPE1 88 x 91 HH	TPY1 70 x 68 HH	TPY2 54 x 80 AH	VKI1 175 x 93 HH	

TRICHY-01 MTD | LCE 36.03% | LCR 87.67% | LH

KUM1 45 x 90 LH	JKM1 18 x 92 LH	KUM1 48 x 90 LH	MVM1 78 x 86 HH	NCK1 34 x 89 LH	TVR1 20 x 98 LH	TVR2 42 x 98 LH	
PTK1 34 x 84 LH	APM1 70 x 82 HH	MDI1 26 x 95 LH	NGT1 33 x 76 LH	NMM1 51 x 79 AH	PTK1 10 x 97 LH	TTP1 40 x 84 LH	
TNJ1 49 x 91 LH	AYR1 62 x 96 HH	KIK1 35 x 77 LH	KRN1 40 x 85 LH	ORU1 46 x 88 LH	PDK1 143 x 90 HH	TNJ1 33 x 96 LH	TNJ2 42 x 94 LH



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TRY1 22 x 83 LH	MSI1 26 x 95 LH	PBR1 12 x 93 LH	PBR2 37 x 73 LH	TRY1 10 x 87 LH	TRY2 77 x 92 HH	TRY3 33 x 89 LH	TYR1 22 x 69 LH	
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Region VIJAYAWADA-01 MTD | LCE 84.25% | LCR 93.65% | HH

BVR1 77 x 94 HH	AMP1 82 x 96 HH	BVR1 61 x 89 HH	DPE1 113 x 100 HH	ELU1 160 x 100 HH	JGG1 89 x 88 HH	KND1 83 x 95 HH	PAP1 44 x 98 LH	PPM1 129 x 98 HH	RMV1 35 x 83 LH	TDD1 92 x 91 HH	TNK1 43 x 88 LH	
GNT1 72 x 94 HH	BPP1 41 x 94 LH	CKT1 155 x 95 HH	CRL1 101 x 98 HH	GNT1 28 x 96 LH	GNT2 150 x 99 HH	KDR1 47 x 99 LH	NRT1 10 x 76 LH	OGL1 213 x 95 HH	PNR1 60 x 74 AH	PRL1 54 x 83 AH	RAL1 39 x 84 LH	VKN1 16 x 90 LH
VJW1 104 x 93 HH	GDV1 147 x 99 HH	GVM1 117 x 95 HH	JPT1 145 x 88 HH	MTM1 97 x 88 HH	TEL1 89 x 94 HH	TVU1 166 x 96 HH	VJW1 72 x 98 HH	VJW2 89 x 97 HH	VJW3 53 x 92 AH	VJW4 52 x 78 AH	VJW5 124 x 96 HH	VUY1 159 x 93 HH

Region WEST-01 MTD | LCE 35.89% | LCR 84.90% | LH

CBE1 36 x 95 LH	CBE1 47 x 92 LH	CBE2 19 x 97 LH	CBE3 29 x 97 LH	CBE4 43 x 97 LH	CBE6 78 x 98 HH	KMR1 59 x 95 AH	SNR1 23 x 81 LH	SUL1 22 x 87 LH	
PLI1 25 x 85 LH	DPM2 17 x 91 LH	KGM1 23 x 92 LH	PDM1 30 x 76 LH	PLI1 31 x 82 LH	UMP1 21 x 88 LH				
TPR1 54 x 85 AH	TPR1 67 x 72 HH	TPR2 7 x 95 LH	TPR3 113 x 95 HH						
TPR4 52 x 77 AH	ANR1 18 x 82 LH	AVI1 47 x 100 LH	GBM1 77 x 51 HH	PPI1 67 x 81 HH	SYM2 51 x 77 AH	TPR4 33 x 90 LH			
UAM1 21 x 70 LH	CNR1 8 x 92 LH	GDR1 22 x 61 LH	KGI1 33 x 70 LH	KMD1 0 x NaN LL	MPM1 46 x 71 LH	UAM1 13 x 70 LH			

Region WEST-02 MTD | LCE 42.24% | LCR 82.70% | LH

ERD1 71 x 86 HH	CMI1 46 x 74 LH	ERD1 115 x 91 HH	ERD2 31 x 90 LH	KMM1 44 x 84 LH	NKL2 71 x 79 HH	PDR1 52 x 55 AH	RSP1 91 x 93 HH	SGG1 77 x 81 HH	TCG1 53 x 84 AH	VKL1 139 x 91 HH
HSR1 21 x 80 LH	HSR1 31 x 83 LH	HSR2 31 x 83 LH	KRI1 8 x 95 LH	KVP1 2 x 100 LH	PLC1 20 x 49 LA	PMP1 19 x 72 LH	SGI1 26 x 89 LH			
MTR1 36 x 84 LH	BMD1 7 x 94 LH	DPR1 24 x 81 LH	DPR2 64 x 84 HH	HRR1 97 x 97 HH	MCR1 20 x 86 LH	MTR1 24 x 59 LH	OML1 26 x 77 LH	TRM1 39 x 74 LH		
SLM1 38 x 79 LH	APN1 67 x 67 HH	ATU1 50 x 73 AH	EDP1 14 x 60 LH	EPI1 15 x 89 LH	SLM1 50 x 80 LH	SLM2 41 x 99 LH	SLM3 36 x 89 LH	VPD1 22 x 62 LH		