





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 47 x 73 LH	CUD1 69 x 71 HH		KLM1 38 x 86 LH		MKM1 29 x 59 LH		POY1 44 x 67 LH		POY2 30 x 82 LH	
SA02 25 x 82 LH	CDM1 25 x 89 LH	KKI2 70 x 82 HH	KML1 5 x 78 LH	NVL2 19 x 75 LH	PRT1 17 x 85 LH	STP1 4 x 100 LH	ULP1 18 x 72 LH	VCM1 12 x 87 LH		
SA03 26 x 74 LH	SJI1 4 x 58 LH	TDM1 39 x 77 LH	TRK1 54 x 74 AH	TVM1 14 x 79 LH	TVM2 9 x 94 LH	VPM1 30 x 64 LH	VPM2 5 x 57 LH			

RegionSOUTH-01 MTD | LCE 47.22% | LCR 78.67% | LH

KVT1 44 x 78 LH	KVT1 26 x 80 LH	KYR1 35 x 100 LH	PKD1 67 x 72 HH	RND1 57 x 73 AH	SKD1 28 x 69 LH	SNL1 56 x 82 AH	STU2 72 x 83 HH	VKM1 48 x 74 LH
NGR1 28 x 79 LH	COL1 49 x 65 LH	KGL1 68 x 90 HH	KSM1 6 x 92 LH	MAR1 30 x 80 LH	MMT1 58 x 61 AH	NGR1 19 x 88 LH	TKY1 11 x 86 LH	
TKS1 37 x 84 LH	PDI1 42 x 75 LH	RPM1 14 x 92 LH	SDI1 11 x 77 LH	SGT1 43 x 73 LH	TKS1 56 x 72 AH	TKS2 60 x 98 AH		
TUT1 70 x 78 HH	ERL1 ∞ x 100 HH	ERL2 63 x 78 HH	TCN1 41 x 67 LH	TUT1 63 x 81 HH	TUT2 63 x 72 HH	TYI1 79 x 79 HH	UDN1 175 x 81 HH	
TVL1 37 x 88 LH	ARM1 47 x 68 LH	ASM1 45 x 79 LH	TVL1 31 x 96 LH	TVL2 76 x 94 HH	VLY1 43 x 81 LH			
VNR1 63 x 70 HH	APK1 55 x 71 AH	APK2 71 x 79 HH	SVK1 47 x 66 LH	VNR1 97 x 66 HH	VNR2 60 x 69 AH			

RegionSOUTH-03 MTD | LCE 21.75% | LCR 83.00% | LH

DGL1 13 x 85 LH	DGL1 7 x 100 LH		DGL2 2 x 100 LH		MDU1 9 x 100 LH		MDU5 13 x 97 LH		MPA1 11 x 91 LH		NTM1 22 x 77 LH		PNI1 67 x 65 HH							
KKD2 13 x 91 LH	ATG1 4 x 92 LH		DKI1 23 x 85 LH		KKD2 17 x 97 LH		KKD3 0 x NaN LL		MNM1 4 x 80 LH		PNV1 11 x 62 LH		PVI1 35 x 96 LH		SGP1 2 x 67 LH		TDI1 3 x 67 LH		TPT1 4 x 100 LH	
KRR1 9 x 100 LH	KRR1 16 x 100 LH										ODM1 2 x 100 LH									
MDU2 28 x 81 LH	ADP1 8 x 39 LA		BNR1 55 x 68 AH		CBM1 22 x 94 LH		CMR1 56 x 91 AH		MDU2 16 x 96 LH		MDU3 1 x 100 LH		MDU4 27 x 71 LH		MDU6 65 x 83 HH		TEN1 16 x 73 LH		TEN2 11 x 77 LH	
SVG1 38 x 80 LH	BTU1 47 x 74 LH		KPT1 19 x 100 LH		KYK1 3 x 78 LH		MLR1 8 x 79 LH		NKI1 16 x 64 LH		PKM1 115 x 71 HH		SVG1 12 x 83 LH		TMM1 82 x 91 HH		USL1 42 x 67 LH			

RegionTIRUPATI-01 MTD | LCE 77.06% | LCR 89.40% | HH

ATP1 103 x 94 HH	ADI1 58 x 80 AH		ATP1 59 x 88 AH		DHN1 81 x 92 HH		GTL1 222 x 100 HH		KNL1 139 x 100 HH		KNL2 89 x 100 HH		NDL1 74 x 84 HH		TPI1 221 x 93 HH									
KDA1 29 x 85 LH	BVL1 15 x 100 LH			KDA1 20 x 88 LH		KOU1 31 x 78 LH		MPL1 63 x 82 HH		PDT1 20 x 100 LH		PIL1 11 x 86 LH		RCY1 7 x 92 LH		RJP1 51 x 82 AH								
TPY1 88 x 87 HH	CTO1 33 x 86 LH		KHT1 123 x 94 HH		KVL1 60 x 95 HH		NLR1 76 x 84 HH		NYP1 117 x 88 HH		PGR1 91 x 88 HH		PMR1 102 x 77 HH		PUT1 74 x 85 HH		SPE1 99 x 85 HH		TPY1 96 x 82 HH		TPY2 85 x 86 HH		VKI1 156 x 93 HH	

RegionTRICHY-01 MTD | LCE 40.29% | LCR 85.14% | LH

KUM1 45 x 84 LH	JKM1 12 x 97 LH	KUM1 77 x 77 HH	MVM1 79 x 85 HH	NCK1 49 x 98 LH	TVR1 9 x 82 LH	TVR2 9 x 100 LH	
PTK1 31 x 83 LH	APM1 57 x 75 AH	MDI1 21 x 96 LH	NGT1 37 x 91 LH	NMM1 82 x 76 HH	PTK1 4 x 100 LH	TTP1 6 x 71 LH	
TNJ1 68 x 87 HH	AYR1 44 x 95 LH	KIK1 36 x 85 LH	KRN1 71 x 81 HH	ORU1 52 x 81 AH	PDK1 150 x 85 HH	TNJ1 57 x 92 AH	TNJ2 79 x 88 HH



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TRY1 21 x 84 LH	MSI1 4 x 100 LH	PBR1 22 x 92 LH	PBR2 43 x 80 LH	TRY1 18 x 81 LH	TRY2 91 x 90 HH	TRY3 6 x 93 LH	TYR1 4 x 87 LH	
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Region VIJAYAWADA-01 MTD | LCE 84.96% | LCR 90.30% | HH

BVR1 96 x 92 HH	AMP1 59 x 98 AH	BVR1 119 x 97 HH	DPE1 107 x 87 HH	ELU1 157 x 77 HH	JGG1 101 x 98 HH	KND1 54 x 100 AH	NPR1 0 x NaN LL	PAP1 107 x 95 HH	PPM1 227 x 90 HH	RMV1 213 x 97 HH	TDD1 51 x 91 AH	TNI1 0 x NaN LL	TNK1 34 x 93 LH	
GNT1 73 x 90 HH	BPP1 41 x 80 LH	CKT1 149 x 97 HH	CRL1 102 x 98 HH	GNT1 14 x 91 LH	GNT2 38 x 100 LH	KDR1 72 x 69 HH	NRT1 15 x 100 LH	OGL1 183 x 90 HH	PNR1 84 x 71 HH	PRL1 85 x 94 HH	RAL1 100 x 91 HH	VKN1 7 x 78 LH		
VJW1 84 x 88 HH	GDV1 104 x 69 HH	GVM1 104 x 78 HH	JPT1 99 x 84 HH	MTM1 79 x 86 HH	TEL1 92 x 90 HH	TVU1 110 x 98 HH	VJW1 37 x 94 LH	VJW2 28 x 90 LH	VJW3 106 x 90 HH	VJW4 89 x 87 HH	VJW5 93 x 100 HH	VUY1 84 x 89 HH		

Region WEST-01 MTD | LCE 38.82% | LCR 89.88% | LH

CBE1 28 x 95 LH	CBE1 57 x 96 AH	CBE2 8 x 100 LH	CBE3 17 x 100 LH	CBE4 20 x 100 LH	CBE5 6 x 90 LH	CBE6 74 x 92 HH	KMR1 37 x 97 LH	SNR1 14 x 76 LH	SUL1 57 x 96 AH	
PLI1 26 x 92 LH	DPM2 12 x 100 LH		KGM1 33 x 79 LH		PDM1 37 x 88 LH		PLI1 30 x 96 LH		UMP1 20 x 100 LH	
TPR1 63 x 89 HH	TPR1 84 x 79 HH				TPR2 4 x 100 LH				TPR3 129 x 97 HH	
TPR4 87 x 88 HH	ANR1 1 x 100 LH		AVI1 139 x 100 HH		GBM1 99 x 80 HH	PPI1 84 x 78 HH		SYM2 38 x 81 LH		TPR4 109 x 92 HH
UAM1 17 x 79 LH	CNR1 2 x 100 LH		GDR1 9 x 73 LH		KGI1 4 x 100 LH	KMD1 1 x 100 LH		MPM1 76 x 79 HH		UAM1 7 x 77 LH

Region WEST-02 MTD | LCE 37.70% | LCR 84.25% | LH

ERD1 51 x 85 AH	CMI1 43 x 81 LH	ERD1 73 x 80 HH	ERD2 26 x 92 LH	KMM1 32 x 97 LH	NKL2 22 x 67 LH	PDR1 69 x 72 HH	RSP1 70 x 90 HH	SGG1 88 x 81 HH	TCG1 32 x 89 LH	VKL1 135 x 97 HH
HSR1 22 x 78 LH	HSR1 27 x 91 LH		HSR2 46 x 72 LH	KRI1 16 x 83 LH	KVP1 3 x 80 LH	PLC1 1 x 100 LH		PMP1 9 x 72 LH		SGI1 27 x 76 LH
MTR1 26 x 81 LH	BMD1 3 x 100 LH	DPR1 8 x 100 LH	DPR2 81 x 76 HH	HRR1 42 x 100 LH	MCR1 36 x 86 LH	MTR1 2 x 100 LH		OML1 35 x 77 LH		TRM1 17 x 57 LH
SLM1 47 x 87 LH	APN1 106 x 74 HH	ATU1 79 x 81 HH	EDP1 4 x 100 LH	EPI1 2 x 100 LH	SLM1 71 x 98 HH	SLM2 34 x 100 LH		SLM3 9 x 67 LH		VPD1 41 x 88 LH