



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 36 x 83 LH	CUD1 42 x 83 LH		KLM1 24 x 77 LH		MKM1 32 x 89 LH		POY1 33 x 87 LH		POY2 42 x 80 LH		
SA02 21 x 87 LH	CDM1 30 x 89 LH	KKI2 48 x 88 LH	KML1 8 x 89 LH	NVL2 16 x 79 LH	PRT1 6 x 79 LH	STP1 11 x 90 LH	ULP1 9 x 95 LH	VCM1 26 x 81 LH			
SA03 34 x 88 LH	SJI1 21 x 78 LH	TDM1 42 x 94 LH	TRK1 49 x 85 LH	TVM1 58 x 98 AH	TVM2 29 x 84 LH	VPM1 44 x 92 LH	VPM2 11 x 82 LH				

RegionSOUTH-01 MTD | LCE 25.37% | LCR 79.53% | LH

KVT1 28 x 77 LH	KVT1 15 x 83 LH	KYR1 7 x 80 LH	PKD1 32 x 86 LH	RND1 48 x 79 LH	SNL1 29 x 80 LH	STU2 35 x 55 LH	VKM1 39 x 71 LH	
NGR1 9 x 88 LH	COL1 19 x 96 LH	KGL1 24 x 90 LH	KSM1 3 x 60 LH	MAR1 6 x 93 LH	MMT1 27 x 83 LH	NGR1 4 x 88 LH	TKY1 7 x 84 LH	
TKS1 24 x 81 LH	PDI1 14 x 70 LH	RPM1 20 x 81 LH	SDI1 23 x 81 LH	SGT1 52 x 77 AH	TKS1 31 x 84 LH	TKS2 18 x 82 LH		
TUT1 30 x 80 LH	ERL1 62 x 88 HH	TCN1 31 x 88 LH	TUT1 36 x 82 LH	TUT2 7 x 72 LH	TYI1 6 x 69 LH	UDN1 60 x 65 AH		
TVL1 22 x 88 LH	ARM1 42 x 85 LH	ASM1 27 x 80 LH	TVL1 18 x 91 LH	TVL2 45 x 100 LH	VLY1 19 x 85 LH			
VNR1 39 x 72 LH	APK1 27 x 71 LH	SVK1 44 x 70 LH	VNR1 57 x 75 AH	VNR2 35 x 71 LH				

RegionSOUTH-03 MTD | LCE 23.36% | LCR 78.02% | LH

DGL1 10 x 85 LH	DGL1 3 x 100 LH		DGL2 2 x 100 LH		MDU1 8 x 95 LH		MDU5 17 x 94 LH		MPA1 4 x 100 LH		NTM1 18 x 57 LH		PNI1 42 x 78 LH							
KKD2 15 x 80 LH	ATG1 8 x 96 LH		DKI1 35 x 76 LH		KKD2 7 x 95 LH		MNM1 7 x 73 LH		PNV1 28 x 75 LH		PVI1 34 x 84 LH		SGP1 7 x 77 LH		TDI1 7 x 59 LH		TPT1 3 x 91 LH			
KRR1 8 x 100 LH	KRR1 13 x 100 LH								ODM1 2 x 100 LH											
MDU2 35 x 78 LH	ADP1 45 x 76 LH		BNR1 50 x 81 AH		CBM1 32 x 64 LH		CMR1 75 x 89 HH		MDU2 13 x 82 LH		MDU3 5 x 93 LH		MDU4 36 x 67 LH		MDU6 44 x 79 LH		TEN1 45 x 80 LH		TEN2 40 x 77 LH	
SVG1 39 x 74 LH	BTU1 95 x 86 HH		KPT1 24 x 73 LH		MLR1 8 x 94 LH		NKI1 34 x 68 LH		PKM1 4 x 71 LH		SVG1 22 x 81 LH		TMM1 58 x 73 AH		USL1 59 x 61 AH					

RegionTIRUPATI-01 MTD | LCE 89.91% | LCR 92.25% | HH

ATP1 114 x 94 HH	ADI1 59 x 78 AH	ATP1 90 x 94 HH	DHN1 200 x 94 HH	GTL1 207 x 100 HH	KNL1 97 x 97 HH	KNL2 64 x 92 HH	NDL1 54 x 77 AH	TPI1 217 x 97 HH			
KDA1 57 x 92 AH	BVL1 23 x 83 LH	KDA1 78 x 91 HH	KOU1 56 x 94 AH	MPL1 19 x 95 LH	PDT1 141 x 96 HH	PIL1 54 x 87 AH	RCY1 57 x 94 AH	RJP1 65 x 93 HH			
TPY1 92 x 91 HH	CTO1 52 x 86 AH	KHT1 90 x 96 HH	NLR1 137 x 94 HH	NYP1 150 x 97 HH	PGR1 151 x 95 HH	PMR1 108 x 94 HH	PUT1 57 x 89 AH	SPE1 96 x 93 HH	TPY1 76 x 73 HH	TPY2 60 x 83 AH	VKI1 181 x 93 HH

RegionTRICHY-01 MTD | LCE 39.21% | LCR 89.74% | LH

KUM1 49 x 92 LH	JKM1 18 x 93 LH	KUM1 55 x 92 AH	MVM1 96 x 90 HH	NCK1 39 x 91 LH	TVR1 22 x 98 LH	TVR2 37 x 98 LH	
PTK1 39 x 87 LH	APM1 76 x 85 HH	MDI1 25 x 95 LH	NGT1 40 x 83 LH	NMM1 62 x 85 HH	PTK1 10 x 98 LH	TTP1 47 x 87 LH	
TNJ1 49 x 92 LH	AYR1 56 x 97 AH	KIK1 33 x 78 LH	KRN1 41 x 87 LH	ORU1 42 x 88 LH	PDK1 153 x 92 HH	TNJ1 32 x 97 LH	TNJ2 41 x 94 LH



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TRY1 26 x 86 LH	MSI1 26 x 95 LH	PBR1 12 x 93 LH	PBR2 47 x 81 LH	TRY1 12 x 89 LH	TRY2 83 x 94 HH	TRY3 36 x 91 LH	TYR1 27 x 77 LH	
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Region VIJAYAWADA-01 MTD | LCE 93.73% | LCR 94.79% | HH

BVR1 86 x 95 HH	AMP1 91 x 97 HH	BVR1 72 x 91 HH	DPE1 107 x 100 HH	ELU1 165 x 100 HH	JGG1 108 x 91 HH	KND1 85 x 96 HH	PAP1 61 x 99 HH	PPM1 134 x 98 HH	RMV1 42 x 88 LH	TDD1 99 x 92 HH	TNK1 55 x 91 AH	
GNT1 84 x 95 HH	BPP1 71 x 97 HH	CKT1 159 x 96 HH	CRL1 112 x 98 HH	GNT1 38 x 97 LH	GNT2 157 x 99 HH	KDR1 61 x 99 HH	NRT1 10 x 78 LH	OGL1 229 x 96 HH	PNR1 67 x 79 HH	PRL1 63 x 87 HH	RAL1 52 x 89 AH	VKN1 34 x 95 LH
VJW1 113 x 94 HH	GDV1 149 x 99 HH	GVM1 129 x 96 HH	JPT1 154 x 90 HH	MTM1 108 x 90 HH	TEL1 101 x 95 HH	TVU1 164 x 96 HH	VJW1 72 x 98 HH	VJW2 98 x 98 HH	VJW3 63 x 94 HH	VJW4 66 x 84 HH	VJW5 139 x 96 HH	VUY1 167 x 94 HH

Region WEST-01 MTD | LCE 39.51% | LCR 87.46% | LH

CBE1 38 x 95 LH	CBE1 54 x 94 AH	CBE2 19 x 97 LH	CBE3 28 x 97 LH	CBE4 44 x 97 LH	CBE6 74 x 98 HH	KMR1 65 x 96 HH	SNR1 26 x 85 LH	SUL1 30 x 92 LH	
PLI1 29 x 88 LH	DPM2 24 x 94 LH	KGM1 29 x 94 LH	PDM1 39 x 83 LH	PLI1 31 x 84 LH	UMP1 25 x 90 LH				
TPR1 58 x 87 AH	TPR1 77 x 77 HH		TPR2 6 x 95 LH	TPR3 116 x 96 HH					
TPR4 57 x 81 AH	ANR1 16 x 82 LH	AVI1 48 x 100 LH	GBM1 80 x 57 HH	PPI1 77 x 85 HH	SYM2 60 x 82 AH	TPR4 38 x 92 LH			
UAM1 26 x 78 LH	CNR1 8 x 93 LH	GDR1 25 x 68 LH	KGI1 42 x 78 LH	KMD1 0 x NaN LL	MPM1 57 x 79 AH	UAM1 16 x 77 LH			

Region WEST-02 MTD | LCE 46.66% | LCR 85.82% | LH

ERD1 75 x 88 HH	CMI1 50 x 79 LH	ERD1 120 x 92 HH	ERD2 32 x 91 LH	KMM1 48 x 87 LH	NKL2 78 x 83 HH	PDR1 56 x 61 AH	RSP1 83 x 94 HH	SGG1 87 x 85 HH	TCG1 60 x 87 HH	VKL1 150 x 93 HH
HSR1 23 x 83 LH	HSR1 34 x 86 LH	HSR2 36 x 87 LH	KRI1 9 x 96 LH	KVP1 2 x 100 LH	PLC1 21 x 53 LH	PMP1 19 x 73 LH	SGI1 31 x 91 LH			
MTR1 41 x 87 LH	BMD1 6 x 94 LH	DPR1 25 x 84 LH	DPR2 68 x 86 HH	HRR1 98 x 97 HH	MCR1 26 x 90 LH	MTR1 29 x 69 LH	OML1 38 x 86 LH	TRM1 45 x 80 LH		
SLM1 44 x 83 LH	APN1 72 x 72 HH	ATU1 61 x 81 HH	EDP1 14 x 65 LH	EPI1 17 x 91 LH	SLM1 59 x 84 AH	SLM2 39 x 99 LH	SLM3 42 x 92 LH	VPD1 29 x 73 LH		