



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 40 x 61 LH	CUD1 60 x 64 AH		KLM1 51 x 64 AH		MKM1 38 x 59 LH		POY1 17 x 68 LH		POY2 28 x 40 LA		
SA02 18 x 58 LH	CDM1 28 x 56 LH	KKI2 55 x 57 AH	KML1 4 x 75 LH	NVL2 6 x 59 LH	PRT1 8 x 92 LH	STP1 2 x 20 LL	ULP1 6 x 61 LH	VCM1 13 x 50 LA			
SA03 27 x 51 LH	SJI1 11 x 16 LL		TDM1 43 x 57 LH		TRK1 53 x 56 AH	TVM1 18 x 58 LH		TVM2 17 x 38 LA		VPM1 30 x 39 LA	VPM2 6 x 46 LA

SOUTH-01 MTD | LCE 34.89% | LCR 64.44% | LH

KVT1 35 x 63 LH	KVT1 31 x 72 LH	KYR1 18 x 72 LH	PKD1 48 x 58 LH	RND1 54 x 62 AH	SKD1 4 x 100 LH	SNL1 42 x 68 LH	STU2 41 x 60 LH	VKM1 44 x 47 LA
NGR1 14 x 72 LH	COL1 10 x 8 LL	KGL1 38 x 59 LH	KSM1 9 x 33 LA	MAR1 13 x 76 LH	MMT1 49 x 87 LH	NGR1 4 x 95 LH	TKY1 8 x 46 LA	
TKS1 29 x 66 LH	PDI1 23 x 68 LH	RPM1 13 x 82 LH	SDI1 25 x 50 LA	SGT1 69 x 63 HH	TKS1 42 x 57 LH	TKS2 22 x 80 LH		
TUT1 43 x 66 LH	ERL1 107 x 41 HA	ERL2 12 x 100 LH	TCN1 54 x 59 AH	TUT1 49 x 63 LH	TUT2 24 x 72 LH	TYI1 42 x 78 LH	UDN1 94 x 69 HH	
TVL1 32 x 73 LH	ARM1 51 x 71 AH	ASM1 34 x 80 LH	TVL1 26 x 74 LH	TVL2 33 x 81 LH	VLY1 37 x 68 LH			
VNR1 55 x 54 AH	APK1 48 x 59 LH	APK2 0 x NaN LL	SVK1 54 x 56 AH	VNR1 89 x 70 HH	VNR2 57 x 46 AA			

SOUTH-03 MTD | LCE 23.25% | LCR 57.98% | LH

DGL1 11 x 77 LH	DGL1 4 x 100 LH		DGL2 2 x 100 LH		MDU1 6 x 100 LH		MDU5 14 x 70 LH		MPA1 1 x 100 LH		NTM1 27 x 61 LH		PNI1 67 x 67 HH							
KKD2 14 x 55 LH	ATG1 5 x 82 LH		DKI1 29 x 26 LL		KKD2 8 x 100 LH		MNM1 7 x 77 LH		PNV1 24 x 61 LH		PVI1 41 x 55 LH		SGP1 3 x 100 LH		TDI1 1 x 33 LA		TPT1 4 x 93 LH			
KRR1 7 x 100 LH	KRR1 11 x 100 LH								ODM1 2 x 100 LH											
MDU2 28 x 52 LH	ADP1 27 x 41 LA		BNR1 67 x 49 HA		CBM1 29 x 55 LH		CMR1 49 x 85 LH		MDU2 15 x 46 LA		MDU3 5 x 100 LH		MDU4 17 x 65 LH		MDU6 44 x 51 LH		TEN1 18 x 37 LA		TEN2 20 x 28 LL	
SVG1 48 x 57 LH	BTU1 69 x 51 HH		KPT1 9 x 29 LL		KYK1 1 x 100 LH		MLR1 3 x 78 LH		NKI1 42 x 46 LA		PKM1 75 x 79 HH		SVG1 24 x 40 LA		TMM1 86 x 62 HH		USL1 63 x 46 HA			

TIRUPATI-01 MTD | LCE 78.55% | LCR 75.75% | HH

ATP1 109 x 85 HH		ADI1 88 x 56 HH	ATP1 39 x 81 LH		DHN1 155 x 89 HH		GTL1 278 x 97 HH		KNL1 112 x 90 HH		KNL2 102 x 97 HH		NDL1 75 x 52 HH		TPI1 200 x 91 HH			
KDA1 45 x 73 LH		BVL1 31 x 65 LH		KDA1 34 x 66 LH		KOU1 38 x 69 LH		MPL1 24 x 88 LH		PDT1 61 x 83 HH		PIL1 32 x 72 LH		RCY1 59 x 73 AH		RJP1 92 x 69 HH		
TPY1 76 x 67 HH		CTO1 50 x 59 AH	KHT1 94 x 64 HH	KVL1 0 x NaN LL	NLR1 109 x 73 HH	NYP1 71 x 85 HH	PGR1 102 x 77 HH	PMR1 71 x 71 HH	PUT1 66 x 44 HA	SPE1 104 x 77 HH	TPY1 87 x 65 HH	TPY2 59 x 53 AH	VKI1 109 x 73 HH					

TRICHY-01 MTD | LCE 35.84% | LCR 73.41% | LH

KUM1 42 x 69 LH	JKM1 13 x 78 LH	KUM1 71 x 70 HH	MVM1 77 x 61 HH	NCK1 42 x 88 LH	TVR1 14 x 87 LH	TVR2 4 x 78 LH	
PTK1 24 x 65 LH	APM1 71 x 64 HH	MDI1 9 x 94 LH	NGT1 22 x 68 LH	NMM1 64 x 59 HH	PTK1 4 x 100 LH	TTP1 16 x 54 LH	
TNJ1 47 x 89 LH	AYR1 42 x 99 LH	KIK1 35 x 78 LH	KRN1 51 x 95 AH	ORU1 26 x 76 LH	PDK1 136 x 84 HH	TNJ1 40 x 95 LH	TNJ2 34 x 94 LH



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TRY1 29 x 62 LH	MSI1 10 x 96 LH	PBR1 11 x 88 LH	PBR2 52 x 58 AH	TRY1 24 x 67 LH	TRY2 58 x 55 AH	TRY3 22 x 86 LH	TYR1 21 x 31 LA	
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Region VIJAYAWADA-01 MTD | LCE 96.61% | LCR 82.23% | HH

BVR1 118 x 83 HH	AMP1 71 x 75 HH	BVR1 77 x 67 HH	DPE1 153 x 92 HH	ELU1 132 x 83 HH	JGG1 146 x 88 HH	KND1 112 x 96 HH	PAP1 127 x 83 HH	PPM1 203 x 88 HH	RMV1 183 x 93 HH	TDD1 89 x 76 HH	TNK1 79 x 70 HH	
GNT1 91 x 83 HH	BPP1 60 x 69 AH	CKT1 157 x 94 HH	CRL1 87 x 88 HH	GNT1 51 x 75 AH	GNT2 101 x 92 HH	KDR1 138 x 87 HH	NRT1 38 x 64 LH	OGL1 193 x 90 HH	PNR1 74 x 55 HH	PRL1 80 x 84 HH	RAL1 68 x 67 HH	VKN1 34 x 45 LA
VJW1 81 x 80 HH	GDV1 111 x 85 HH	GVM1 86 x 81 HH	JPT1 57 x 77 AH	MTM1 83 x 74 HH	TEL1 89 x 77 HH	TVU1 84 x 74 HH	VJW1 47 x 94 LH	VJW2 66 x 75 HH	VJW3 102 x 74 HH	VJW4 76 x 78 HH	VJW5 82 x 93 HH	VUY1 125 x 87 HH

Region WEST-01 MTD | LCE 38.68% | LCR 74.41% | LH

CBE1 29 x 86 LH	CBE1 53 x 77 AH	CBE2 9 x 99 LH	CBE3 17 x 100 LH	CBE4 17 x 93 LH	CBE5 0 x NaN LL	CBE6 43 x 92 LH	KMR1 55 x 94 AH	SNR1 25 x 77 LH	SUL1 40 x 51 LH	
PLI1 24 x 70 LH	DPM2 20 x 62 LH		KGM1 33 x 57 LH		PDM1 31 x 67 LH		PLI1 22 x 82 LH		UMP1 22 x 79 LH	
TPR1 57 x 77 AH	TPR1 77 x 59 HH				TPR2 5 x 84 LH			TPR3 107 x 93 HH		
TPR4 78 x 70 HH	ANR1 40 x 70 LH		AVI1 51 x 90 AH		GBM1 90 x 56 HH	PPI1 144 x 69 HH		SYM2 74 x 59 HH		TPR4 58 x 89 AH
UAM1 26 x 58 LH	CNR1 6 x 64 LH		GDR1 14 x 52 LH		KGI1 30 x 30 LL	KMD1 0 x NaN LL		MPM1 65 x 63 HH		UAM1 22 x 67 LH

Region WEST-02 MTD | LCE 42.23% | LCR 67.21% | LH

ERD1 56 x 68 AH	CMI1 48 x 53 LH	ERD1 63 x 74 HH	ERD2 12 x 75 LH	KMM1 36 x 62 LH	NKL2 61 x 63 HH	PDR1 49 x 61 LH	RSP1 58 x 64 AH	SGG1 82 x 69 HH	TCG1 58 x 65 AH	VKL1 140 x 79 HH
HSR1 23 x 55 LH	HSR1 39 x 74 LH	HSR2 40 x 48 LA		KRI1 16 x 68 LH	KVP1 1 x 100 LH		PLC1 14 x 51 LH	PMP1 11 x 55 LH		SGI1 28 x 30 LL
MTR1 40 x 65 LH	BMD1 8 x 27 LL	DPR1 13 x 89 LH	DPR2 74 x 65 HH		HRR1 72 x 90 HH	MCR1 35 x 39 LA	MTR1 13 x 21 LL	OML1 58 x 60 AH		TRM1 47 x 65 LH
SLM1 45 x 72 LH	APN1 74 x 70 HH	ATU1 68 x 57 HH	EDP1 6 x 50 LA		EPI1 7 x 44 LA	SLM1 65 x 91 HH	SLM2 35 x 80 LH	SLM3 24 x 46 LA		VPD1 57 x 66 AH