Hello Team,

### Objective -

1. Increase Qualification %

### Suggestions for action -

- 1. LQT Cater to leads within 2 hours (or ASAP)
- 2. LQT Reduce Task violations
- 3. LQT Reduce Follow-up violations (Day 1, 2, 3, 5, 7) (calculated using notes)
- 4. LQT Increase operating hours and days via LQT roster
- 5. Marketing Align marketing mix with Q%

## Data Insights -

- 1. LQT Time to 1st Note vs Q% (Mar 23 to Feb 24)
  - a. Q% is 17% for leads with Time to 1st Note less than 2 hours
  - b. Q% is 9% for leads with Time to 1st Note between 24 & 48 hours
- 2. LQT Time to 1st Note vs Q% (Dec 23 Feb 24)
  - a. Q% is 21% for leads with Time to 1st Note less than 2 hours
  - b. Q% is 9% for leads with Time to 1st Note between 24 & 48 hours
- 3. LQT Task Violations vs Q% (Mar 23 Nov 23)
  - a. Q% is 15% for leads with Violated Tasks 0%
  - b. Q% is 8% for leads with Violated Tasks > 20%
  - c. 46% leads have >0 Tasks Violation
- 4. LQT Task Violations vs Q% (Dec 23 Feb 24)
  - a. Q% is 18% for leads with Violated Tasks 0%
  - b. Q% is 13% for leads with Violated Tasks > 20%
  - c. 44% leads have Tasks Violation >0%
- 5. LQT Follow-up violations vs Q% (Mar 23 Nov 23) {{(calculated using notes)}}
  - a. Q% is 16% for leads with =0 Follow-up Violations
  - b. Q% is 3% for leads with >0 Follow-up Violations
  - c. 34% leads have Follow-up Violations
- 6. LQT Follow-up violations vs Q% (Dec 23 Feb 24)
  - a. Q% is 21% for leads with =0 Follow-up Violations
  - b. Q% is 6% for leads with >0 Follow-up Violations
  - c. 36% leads have Follow-up Violations
- 7. LQT Active Agent vs Time to 1st Note (Dec 23 Feb 24) as % of Agent Leads
  - a. New Agents have bad Time to 1st Note (Kartik Sawant, Saurab Rao, Swati Maurya, Viraj Gada)
- 8. LQT Active Agent vs Time to 1st Note (Dec 23 Feb 24) as count of Agent Leads
  - a. New Agents have bad Time to 1st Note (Kartik Sawant, Saurab Rao, Swati Maurya, Viraj Gada)

- 9. LQT Active Agent vs Q% vs Time to 1st Note Leads (Dec 23 Feb 24)
  - a. Experienced Agents have higher Q% (Hardik > Harsh = Sara = Shreeya > Dalian > Others)
- 10. Marketing UTM Source-Medium (Top 11 by volume) vs Q% (Time to 1st Note ALL buckets) (Dec 23 Feb 24)
  - a. Q% is highest for (Referral 88% > BD 40% > MoEngage Whatsapp 23% = Influencer Ishaan 23% > Others 15%)
- 11. Marketing UTM Source-Medium (Top 11 by volume) vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 Feb 24)
  - a. Q% is highest for (Referral 89% > BD 38% > UniCreds Auto-forward 34% > Others 18%)
- 12. Marketing UTM Campaign Sub-Category vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 Feb 24)
  - a. Q% is highest for (Competitors 33% > Brand 29% > Others 11%)
- 13. Marketing UTM Campaign Destination Country vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 Feb 24)
  - a. Q% is highest for Ireland 19%
- 14. Marketing UTM Campaign Source Lcation vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 Feb 24)
  - a. Q% is lowest for Chennai Wan 11% = Delhi Wan 11% < Bangalore Wan 12% < Hyderabad Wan 13% = Chennai 13% < Others 16%
  - b. (Wan = nearby geographical area)
- 15. Time Series Lead Created Month vs Q% (Mar 23 Feb 24)
  - a. Q% is highest when Lead Volume is low (Jan 2024 18.8% > July 2023 14.9% > December 2023 14.7% > June 2023 14.2% > Others 11.9%)
- 16. Time Series Lead Created Day of Week vs Q%
  - a. Q% is lowest for Leads Created on Sunday 10.5% < Saturday 11.4% < Others 13.2%
  - b. Avg Days to 1st Note is higher for Sunday 1.57 > Saturday 1.45 > Others 0.82
- 17. Time Series Lead Created Hour of Day vs Q%
  - a. Q% is high for Leads Created {{9 AM to 6 PM 13.7%}} > {{6 PM to 5 AM 11.3%}}> {{5 AM to 9 AM 9.47%}}
  - b. It is possible that leads created from 9 PM to 5 AM have untapped potential for higher Q%
    - Because, 5 AM to 9 AM leads have lower Q% while both are catered with delay on next working day

#### Detailed Data -

1. LQT - Time to 1st Note vs Q% (Mar 23 to Feb 24)

			Qualified	
Time to 1st Note	Leads	% Distribution	Leads	Qualified %

1. No Notes	11621	8%	502	4%
2. Less than 2 hours	60230	40%	9942	17%
3. 2 hours to 6 hours	10352	7%	1389	13%
4. 6 hours to 24 hours	39073	26%	4660	12%
5. 24 hours to 48 hours	14912	10%	1438	10%
6. 48 hours to 72 hours	6155	4%	542	9%
7. More than 72 hours	7149	5%	762	11%
Grand Total	149492	100%	19235	13%

## 2. LQT - Time to 1st Note vs Q% (Dec 23 - Feb 24)

Time to 1st Note	Leads	% Distribution	Qualified	Qualified %
1. No Notes	3854	10%	156	4%
2. Less than 2 hours	15303	40%	3239	21%
3. 2 hours to 6 hours	2742	7%	448	16%
4. 6 hours to 24 hours	10230	27%	1411	14%
5. 24 hours to 48 hours	3868	10%	389	10%
6. 48 hours to 72 hours	1544	4%	142	9%
7. More than 72 hours	1037	3%	229	22%
Grand Total	38578	100%	6014	16%

## 3. LQT - Task Violations vs Q% (Mar 23 - Nov 23)

			Qualified		Sum of
Task Violations per lead	Lead Count	% Distribution	Leads	Q %	total_tasks
1. Zero task violation	55465	54%	8321	15%	32%
2. Less than 20% task violation	1533	1%	191	12%	4%
3. 20%-50% task violation	18594	18%	1532	8%	30%

4. Greater than 50%	27831	27%	2342	8%	34%

## 4. LQT - Task Violations vs Q% (Dec 23 - Feb 24)

			Qualified		Sum of
Task Violations per lead	Lead Count	% Distribution	Leads	Q %	total_tasks
1. Zero task violation	21710	56%	3924	18%	27%
2. Less than 20% task violation	931	2%	127	14%	7%
3. 20%-50% task violation	6806	18%	866	13%	32%
4. Greater than 50%	9131	24%	1097	12%	34%

## 5. LQT - Follow-up violations vs Q% (Mar 23 - Nov 23) {{(calculated using notes)}}

Follow-up violation	Leads	% Distribution	Qualified Leads	Q %
No Violation	68200	66%	11179	16%
Violation	35223	34%	1207	3%

## 6. LQT - Follow-up violations vs Q% (Dec 23 - Feb 24)

Follow-up violation	Leads	% Distribution	Qualified Leads	Q %
0	24594	64%	5117	21%
1	13984	36%	897	6%

## 7. LQT - Active Agent vs Time to 1st Note (Dec 23 - Feb 24) as % of Agent Leads

Agents	1. No Notes	2. Less than 2 hours			5. Less than 48 hours	6. Less than 72 hours		Grand Total
Dalian Pereira	1%	50%	9%	26%	10%	3%	1%	100%

<b>Grand Total</b>	1%	47%	9%	29%	9%	4%	2%	100%
Viraj Gada	2%	36%	8%	29%	9%	13%	2%	100%
Umme Ansari	2%	45%	7%	32%	10%	3%	0%	100%
Swati Maurya	25%	33%	8%	21%	8%	4%	1%	100%
Shreeya Dalvi	0%	45%	8%	30%	11%	3%	3%	100%
Sharmishtha Chikhalkar	0%	48%	8%	30%	8%	4%	1%	100%
Shania Aldons	0%	40%	12%	44%	4%	0%	0%	100%
Saurab Rao	0%	21%	17%	47%	13%	0%	2%	100%
Sara Solkar	1%	48%	9%	28%	10%	4%	1%	100%
Mufida Loladiya	0%	50%	10%	28%	8%	2%	1%	100%
Kartik Sawant	12%	33%	9%	24%	6%	8%	8%	100%
Karan Chitalia	0%	47%	17%	30%	2%	4%	0%	100%
Kabir Dhameja	2%	50%	8%	27%	7%	3%	2%	100%
Harsh Sharma	2%	46%	8%	29%	9%	4%	2%	100%
Hardik Kamdar	1%	50%	9%	28%	7%	4%	2%	100%

8. LQT - Active Agent vs Time to 1st Note (Dec 23 - Feb 24) as count of Agent Leads

Agents	1. No Notes	2. Less than 2 hours	3. 2 hours to 6 hours	4. 6 hours to 24 hours	5. 24 hours to 48 hours		7. More than 72 hours	Grand Total
Dalian Pereira	12	1031	183	538	213	67	22	2066
Hardik Kamdar	14	810	146	451	116	61	33	1631
Harsh Sharma	36	787	140	495	145	72	26	1701
Kabir Dhameja	33	744	114	411	112	50	33	1497
Karan Chitalia		48	17	31	2	4		102
Kartik Sawant	33	94	26	67	16	23	22	281
Mufida Loladiya	2	1027	197	576	170	48	18	2038
Sara Solkar	12	878	157	517	177	81	17	1839

Saurab Rao		10	8	22	6		1	47
Shania Aldons		32	10	36	3			81
Sharmishtha Chikhalkar	1	814	144	517	135	76	21	1708
Shreeya Dalvi	5	754	140	499	177	56	49	1680
Swati Maurya	56	75	18	48	18	10	2	227
Umme Ansari	26	635	105	457	137	41	7	1408
Viraj Gada	7	109	25	89	28	38	6	302
Grand Total	237	7848	1430	4754	1455	627	257	16608

9. LQT - Active Agent vs Q% vs Time to 1st Note Leads (Dec 23 - Feb 24)

		Qualified		Less than 1	Less than 6
Agents	Total Leads	Leads	Q %	Day	hours
Dalian Pereira	2066	308	15%	85%	59%
Hardik Kamdar	1631	354	22%	86%	59%
Harsh Sharma	1701	286	17%	84%	54%
Kabir Dhameja	1497	238	16%	85%	57%
Karan Chitalia	102	4	4%	94%	64%
Kartik Sawant	281	35	12%	67%	43%
Mufida Loladiya	2038	261	13%	88%	60%
Sara Solkar	1839	308	17%	84%	56%
Saurab Rao	47	4	9%	85%	38%
Shania Aldons	81	4	5%	96%	52%
Sharmishtha Chikhalkar	1708	235	14%	86%	56%
Shreeya Dalvi	1680	289	17%	83%	53%
Swati Maurya	227	23	10%	62%	41%
Umme Ansari	1408	179	13%	85%	53%
Viraj Gada	302	34	11%	74%	44%
Grand Total	16608	2562	15%	84%	56%

## 10. Marketing - UTM Source-Medium (Top 11 by volume) vs Q% (Time to 1st Note ALL buckets) (Dec 23 - Feb 24)

		Qualified	
UTM Source-Medium combo	Total Leads	Leads	Q %
google-cpc	29195	3966	14%
unicreds-auto-forward	5553	1062	19%
bing-cpc	960	166	17%
business-development-crm	639	258	40%
affiliate-just-dial	412	15	4%
moengage-whatsapp	379	86	23%
google-organic	236	46	19%
(blank)	207	22	11%
Referral-crm	206	181	88%
inf-ishaan-arora	163	37	23%
us-blog-organic	156	23	15%

## 11. Marketing - UTM Source-Medium (Top 11 by volume) vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 - Feb 24)

UTM Source-Medium combo	Total Leads	Qualified Leads	Q %
google-cpc	22842	3437	15%
unicreds-auto-forward	2410	819	34%
bing-cpc	741	155	21%
business-development-crm	433	165	38%
affiliate-just-dial	346	11	3%
moengage-whatsapp	333	83	25%
Referral-crm	193	172	89%

google-organic	187	44	24%
(blank)	161	17	11%
inf-ishaan-arora	130	32	25%
us-blog-organic	122	19	16%

12. Marketing - UTM Campaign Sub-Category vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 - Feb 24)

UTM Campaign			
Sub-Category	Total Leads	Qualified Leads	Q %
Core	9920	1450	15%
Masters	4505	755	17%
Course	3626	507	14%
City	1182	144	12%
University	949	167	18%
Remarketing	435	33	8%
Brand	392	112	29%
Masters Courses	250	28	11%
Competitors	211	69	33%
Branding	141	9	6%
Instream	103	10	10%
Perf-Max	33	1	3%
Generic	30	2	7%
YouTube	12	0	0%

13. Marketing - UTM Campaign Destination Country vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 - Feb 24)

UTM Campaign		Qualified	
Destination Country	Total Leads	Leads	Q %

UK	10891	1629	15%
(blank)	6486	1811	28%
USA	4944	763	15%
All	2273	320	14%
NZ	1163	192	17%
Ireland	1137	216	19%
Canada	758	76	10%
Australia	623	91	15%

# 14. Marketing - UTM Campaign location vs Q% (Time to 1st Note Less than 24 hours) (Dec 23 - Feb 24)

UTM Campaign		Qualified	
Source Location	Total Leads	Leads	Q %
(blank)	6486	1811	28%
Hyderabad	4316	718	17%
Mumbai-Wan	3796	561	15%
Hyderabad-Wan	2758	372	13%
India	2511	435	17%
Mumbai	1802	296	16%
Delhi	1763	263	15%
Bangalore	1551	249	16%
Delhi-Wan	1213	133	11%
Bangalore-Wan	1039	127	12%
Chennai	746	100	13%

Chennai-Wan	294	33	11%

## 15. Time Series - Lead Created Month vs Q% (Mar 23 - Feb 24)

year_month	Leads	QL count	Median Tasks	Median Notes	Median Days to 1st Note	Average Days to 1st Note	Q %
2023-03	12284	1464	2	2	2	2.30	11.92%
2023-04	14006	1410	2	3	1	2.04	10.07%
2023-05	16178	1843	2	3	1	0.78	11.39%
2023-06	7975	1132	3	3	0	0.68	14.19%
2023-07	8587	1281	3	4	0	0.57	14.92%
2023-08	12133	1523	4	4	0	0.58	12.55%
2023-09	11808	1465	4	4	0	0.57	12.41%
2023-10	12181	1292	4	5	0	0.69	10.61%
2023-11	7321	842	3	4	1	0.90	11.50%
2023-12	8035	1187	3	4	1	0.82	14.77%
2024-01	6440	1216	4	5	1	0.69	18.88%
2024-02	9307	1232	4	5	1	0.78	13.24%
2024-03	4710	608	1	1	1	0.66	12.91%
Grand Total	130965	16495	3	3	1	1.00	

## 16. Time Series - Lead Created Day of Week vs Q%

Created Day of week	Leads	QL count	Median Days to  1st Note	Average Days to 1st Note	Q %
1	17000	1700	1	1.57	·
1	17008	1789	1	1.57	10.52%
2	19958	2667	0	0.76	13.36%
3	19018	2461	0	0.69	12.94%
4	20208	2629	0	0.81	13.01%
5	18351	2435	0	0.91	13.27%
6	18861	2500	0	0.91	13.25%

7	17561	2014	2	1.45	11.47%
<b>Grand Total</b>	130965	16495	1	1.00	12.59%

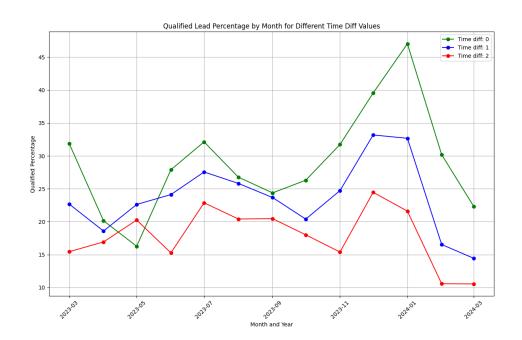
## 17. Time Series - Lead Created Hour of Day vs $\ensuremath{\mathsf{Q}}\%$

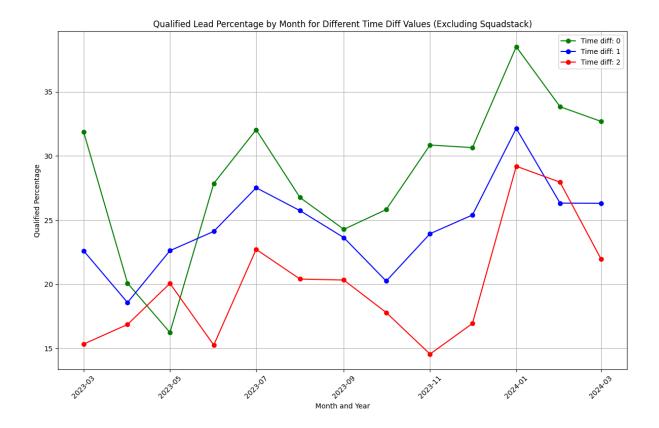
	Leads	Qualified	Q%
1. 9 AM - 6 PM	74050	10187	13.76%
2. 6 PM - 5 AM	48868	5546	11.35%
3. 5AM - 9 AM	8047	762	9.47%

Created Hour of Day	Leads		AVERAGE of notes_count	Median Notes	Median Days to 1st Note	Average Days to 1st Note	Q %	Batch
0	4857	567	3.46	4	1	1.51	11.67%	2. 6 PM - 5 AM
1	3192	382	3.44	4	1	1.52	11.97%	2. 6 PM - 5 AM
2	2032	238	3.48	4	1	1.51	11.71%	2. 6 PM - 5 AM
3	1235	162	3.62	4	1	1.44	13.12%	2. 6 PM - 5 AM
4	869	99	3.49	4	1	1.51	11.39%	2. 6 PM - 5 AM
5	853	85	3.33	3	1	0.98	9.96%	3. 5AM - 9 AM
6	1297	101	3.36	4	0	0.48	7.79%	3. 5AM - 9 AM
7	2335	227	3.39	3	0	0.48	9.72%	3. 5AM - 9 AM
8	3562	349	3.32	3	0	0.51	9.80%	3. 5AM - 9 AM
9	4676	534	3.37	3	0	0.57	11.42%	1. 9 AM - 6 PM
10	6615	796	3.43	3	0	0.56	12.03%	1. 9 AM - 6 PM
11	8081	1062	3.40	3	0	0.56	13.14%	1. 9 AM - 6 PM
12	8868	1249	3.39	3	0	0.54	14.08%	1. 9 AM - 6 PM
13	7954	1121	3.35	3	0	0.57	14.09%	1. 9 AM - 6 PM
14	7417	986	3.33	3	0	0.70	13.29%	1. 9 AM - 6 PM
15	7655	1104	3.28	3	0	0.75	14.42%	1. 9 AM - 6 PM
16	7718	1166	3.29	3	0	0.76	15.11%	1. 9 AM - 6 PM

17	7653	1093	3.30	3	0	0.86	14.28%	1. 9 AM - 6 PM
18	7413	1076	3.34	3	1	0.94	14.52%	1. 9 AM - 6 PM
19	7619	915	3.39	3	1	1.30	12.01%	2. 6 PM - 5 AM
20	8254	942	3.34	3	1	1.73	11.41%	2. 6 PM - 5 AM
21	7385	818	3.38	3	1	1.62	11.08%	2. 6 PM - 5 AM
22	7017	743	3.38	3	1	1.56	10.59%	2. 6 PM - 5 AM
23	6408	680	3.40	3	1	1.57	10.61%	2. 6 PM - 5 AM
<b>Grand Total</b>	130965	16495	3.37	3	1	1.00	12.59%	

## Other data -





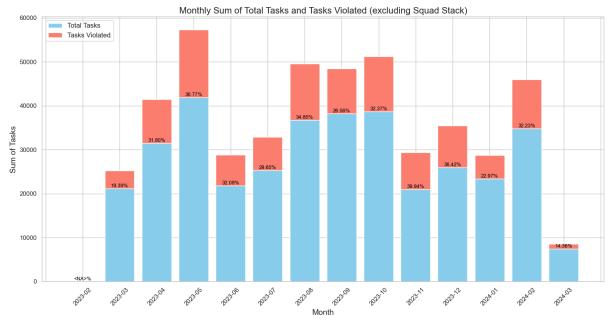
We have also done overall analysis on the task level considering what percentage of tasks are being violated by the agents and how it is affecting the qualification percentage.

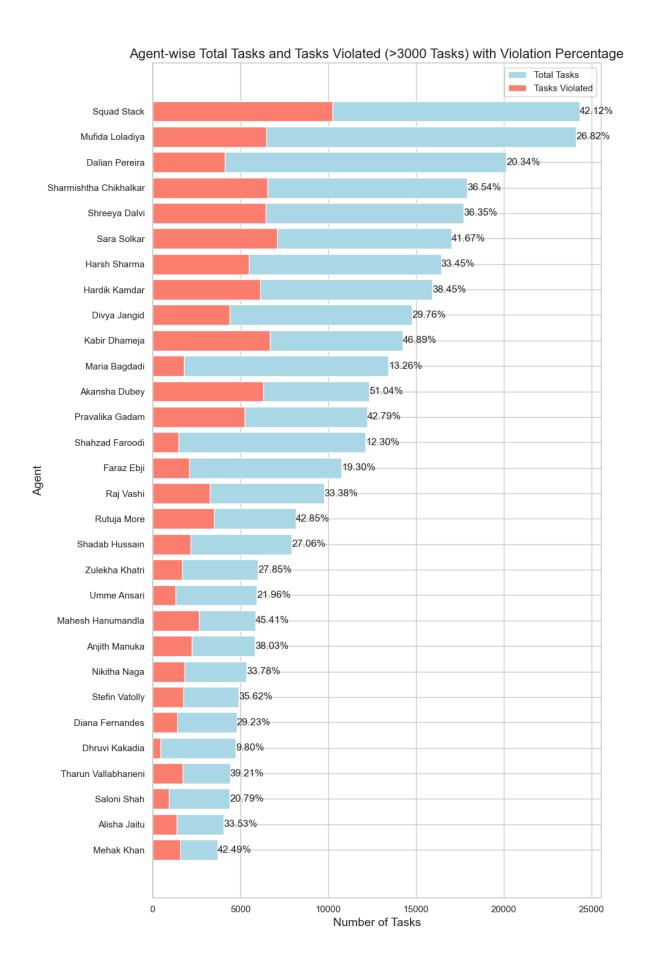




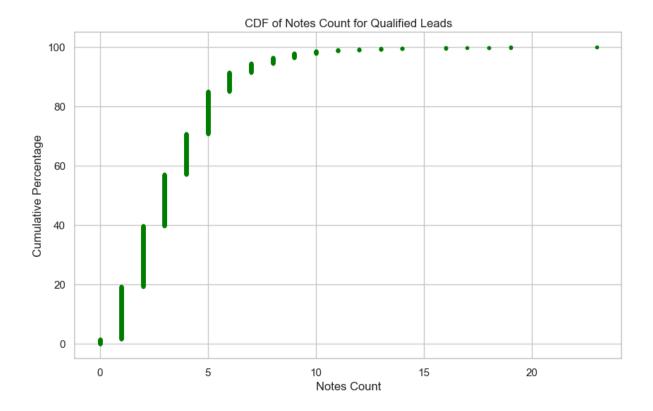
From above two graphs we can see that there is a clear inverse relationship between the task violation percentage and lead qualification percentage.

## Please find below monthly violation graph and agent level graph as well for task violations

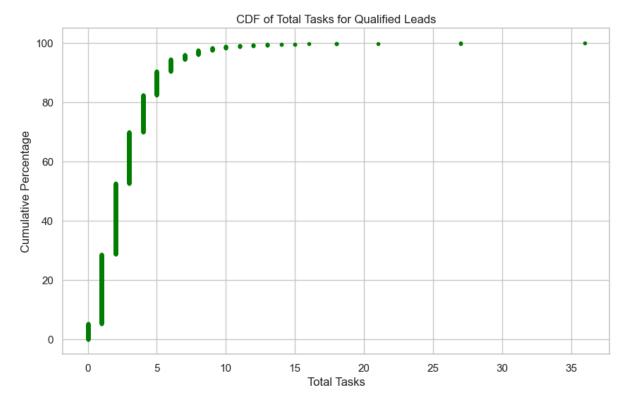




Results of cumulative distribution analysis also show that Almost 80% of the qualified leads have >3 notes and >2 tasks during time\_diff\_in\_days



This means almost 80% of the qualified leads have notes count greater than 3



This means almost 80% of the leads had task count greater than 2

## **Action Items for the LQT Team**

- 1. Make sure the lead is getting catered on the same day. This would increase the qualification on average by 5% which could impact the annual revenue significantly.\
- 2. Keep task violations under 20%.

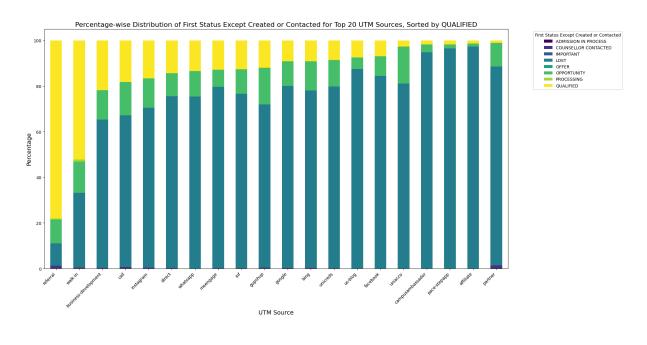
Total Annual Leads = 1,49,499 Current Qualification % = 12.86% (19235/149499)

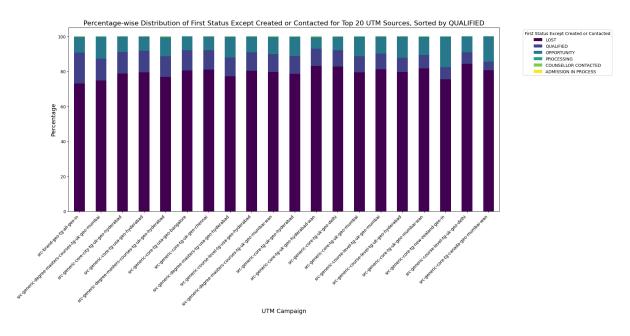
## After improvement

- Qualification Percentage Increase = 5%
- Extra Qualified Leads = 7474
- Potential Increase in Annual Revenue = 7474 \* 0.03 \* 2.3 Lakhs ~ 5.8 Cr

Source of the Leads

## UTM Source Wise Distribution $\{\{top\ performers\ for\ Q\%\ -\ referral,\ walk-in\ and\ business-development\}\}$





**Qualification Score Buckets** 

1. LQT - Time to 1st Note vs Q% (Dec 23 - Feb 24)

	11 to 30			31 to 50			51 to 70			Above 70			Null			Total Total Leads	Total Qualified Leads	
Row Labels	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %			Q %
1. No Notes	33	0	0%	58	3	5%	49	1	2%	25	0	0%	3689	152	4%	3854	156	4%
2. Less than 2 hours	951	135	14%	2431	543	22%	1975	431	22%	401	68	17%	9545	2062	22%	15303	3239	21%
3. Less than 6 hours	181	16	9%	494	80	16%	391	91	23%	85	11	13%	1591	250	16%	2742	448	16%
4. Less than 24 hours	539	65	12%	1629	264	16%	1228	235	19%	236	35	15%	6598	812	12%	10230	1411	14%
5. Less than 48 hours	168	13	8%	436	63	14%	374	69	18%	78	9	12%	2812	235	8%	3868	389	10%
6. Less than 72 hours	82	5	6%	196	30	15%	116	19	16%	23	1	4%	1127	87	8%	1544	142	9%
7. More than 72 hours	33	5	15%	68	5	7%	54	4	7%	11	4	36%	871	211	24%	1037	229	22%
Grand Total	1987	239	12%	5312	988	19%	4187	850	20%	859	128	15%	26233	3809	15%	38578	6014	16%

#### 2. LQT - Task Violation vs Q% (Dec 23 - Feb 24)

																		_
	11 to 30			31 to 50			51 to 70			Above 70			Null			Total Total Leads	Total Qualified Leads	
Row Labels	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %			Q %
1. Zero task violation	728	133	18%	1905	550	29%	1806	510	28%	446	71	16%	16825	2660	16%	21710	3924	18%
2. Less than 20% task violation	34	4	12%	167	24	14%	309	46	15%	107	13	12%	314	40	13%	931	127	14%
3. 20%-50% task violation	479	43	9%	1454	236	16%	1105	175	16%	203	28	14%	3565	384	11%	6806	866	13%
4. Greater than 50%	746	59	8%	1786	178	10%	967	119	12%	103	16	16%	5529	725	13%	9131	1097	12%
Grand Total	1987	239	12%	5312	988	19%	4187	850	20%	859	128	15%	26233	3809	15%	38578	6014	16%

#### 3. LQT - Follow up Violation Q%(Dec23-Feb24)

_																		
		11 to 30			31 to 50			51 to 70		Above 70			Null			Total Total Leads	Total Qualified Leads	
R	ow Labels	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Q %	Total Leads	Qualified Leads	Q %	Total Leads	Qualified Leads	Q %			Q %

$\neg$	100	196	DE.	728	10.7	ION.	2365	262	GE.	549	5013	in.	18025	1366	18%	24190	1117	22%
$\overline{}$	1009	10	N.	581	175	×	3626	103	in.	100	27	rs.	Q58	141	7%	3160	eer.	676
band Total	1967	200	2%	1112	160	NS.	6187	eto .	os.	ens .	128	in.	04211	809	15N	H126	1054	16%

Count of Note Bucket	Column Galleria																																				
	11 to 30							to 30 Sept 32 t							\$3 to \$0 head								1 to 70 Total Stone 70							Sour 70 Total Stuff							full Sold Eneral So
Rew Labels	1. No Notes	2 insthe 2 hours	Less than 6 hours	E less than 36 hours	Lies than EE hours	E. Lens, than 72 hours.	7. More than 12 hours.	1.5	Notes 2 Ges than	2 hours   Less than	nthorn Eirster 20	um. I Lens than EE hours	Limitary 72 hours	7. More than 12 hours		Ne Notes 3 i	ma than 2 hours	Limit than Elman	Eiges than 26 hours	I, less than 68 hours	6. Less than 12 hours.	7. More than 72 hours	. No Nation	3. Lens than 2 hours	E less than 6 hours	E. Lenz Ishan 26 hours.	Limitan Short	6. Less than 72 hours	7. Morethan 72 hours	. No No	m. I. Less than 2 ho	es Circolhon-Chous Cir	sa than 24 hours 15	Less than 65 hours	6. Less than 72 hours	7. More than 72 hours	
Dallan Pereira	1 1	10	2	u u	10	ł .	4 200		294		100	-	17	4	473	2.0		1	ta .	-	100		to the	t	1				1	P P	an.	P (m)	-		10	12	179 3066
Famili Camdar		74	3	2	3		541	-	170	- 4	21	- 1	20		10				4	4			24								644	a (2)	-		13	21	411
Harsh Shanma	1	43	3	86	13	90	1 179	4	167	16	133	17	11	9	569			is.	ia	14			80							1 2	135	15 596		0	0.9	21	166 205
Kalor Shameja	1	15	12	а	10		1 121	1 16	117	11	13	16	10	1	128			14	ia .			2	es.								ies.	12 549		7	12	21	190 697
Easter Chilalia		2	1						13		ii ii				15	9					-		-								-		-		2		10
Earth Sewant	1	4	1			1	13	1	15		ii ii	-	1	7	45					1	-	4							1	12	12	13 64			14		34 91
Multile Leledye		85		×	13		1 149	_	229		121	13	ř.	1	440	24		ii.	15	ia .		3	80								86.	107 113	-	50	13	13	1101 1000
See Selve	1	72	is .	×	13		3 139		199	is .	141	12	n	1	625	21		ii .	17	10		4	30							1 3	83	9 38	-	54	13	10	1056 839
Saurale Nave														1	4											1.7											
Shania Jislam		2							,		-				24															0							1 1
Sharmishiba Chibhallar		63	2				3 136		169		111	15	ii ii	4	101	13		9	ia .	13			112								169	4 13	-	0	15	12	loss loss
Shreeya Daloi		27	is .	0	16		5 153		176		117	17	13	10	NG DH			7	15	17		1	20								30	10 100		0	10	10	165 (680
Small Maurya	20	7	1	so .		1		11	25		in the	1	1		54	1 1			r	1	1		h I							l 1º	-	F F	- 1	-		1	111 127
Denma Sonari	-	11	1	er .			100		126	- 1	-	7	1		310			4	ii.	2	F		20	1	1						20	2 30	-	0	10	4	33 438
Vivoj Casta		12		11				2	25		10			1	2%				13	k		2	4						1		13	9 00	-		21	2	
Grand Total	27	602	32	92	132	13	21 10	14 50	1797	133	1111	296	138	es .	suno	2 963		79	1213	160	63.	21	907	10	12	5.0	ia a		1	19 44	6112	964 DHZ		83	339	161	1426 4406

																																								_
Count of Note Bucke	Column Laboria																																				(			
	11 to 30							11 to 30 to	intel 32 to 53							Ni to Ni Brief (ii r	w 70							I to 70 Total Allower	70						Jone 70 Total Bio		$\overline{}$	$\overline{}$					full brail box	764
Rese Labels	1. No Notes	2 Less than 2 hours	Less than 6 hours	E Greather 26 hours	Lies than Elihours	6. Lens, than 72 hours	7. More than 12 hour		1. Na Nates	s 2 ires than 2 hours	Less than 6 hours	Lies than 26 hours	Lies than EE hours	Lies than 72 hours	7. More than 12 hours.		is Notes 2. Less II	an 2 hours   1. Gro	than Ehours E	Lies than 26 hours	Lies than 68 hours	6 ires than 12 hours	7. More than 72 hours	i. No I	intes. It Less than 2 hour	E Gres than Ehours	E. Lena Ithan 24 hour	s. It issuithen 88 hours	6. Less than 72 hours	7. More than 72 hours		to Notes 1. Les	ma than 2 hours	6 less than 6 hours	d Lens (han 24 hours	5. Less than 68 hours	6. Less than 72 hours	7. More than 72 hours		
Cultur Ferrira	ON	4%	26			-	Die.	914	OL	11%		in.			OK.	224 64	-	-		in.		-	D.C.	24	-		264	as.	P	OK.		- 41	-	<i>~</i>	.00	-	2 k	24	7% doi:	_
Hardik Carolar	0%	1%	×	N.	-t	N.	DE.	916	ON	12%	N	OL.		in.	DK .	276 %		16		N .	N.	N.	DE.	IL K	PK .	36	STE.	rs.	OK.	ON	4 4	. 7%	-	e -	ide	ex.	1%	1%	11% ION	_
Harsh Shanma	ON.	1K	×	is.	×.	rs.	OS.	10%	ON	13%	N.	is.	N.	rs.	DK.	22% IN	N.	19.		IK .	i K	DL.	DK.	25. 15.	N.	35.	DK.	N.	OK.	OK.	s 8	165			176	IN.	IK.	IN.	7% ION	
Kalor Dhameja	ON	es.	N	N.	in.	in.	DK.	an.	1K	12%	×	is.	in.		DK.	22K IK	ex.	in.		is .	IN.	in.	DK.	25. 65.	in .	*	DK.	as .	on.	OK .	4 8	10%		,	2%	in.	2%	2%	19% 100	
Karun Chitalia	OK.	2%	N.		4		S4.	5%	OK.	TIK	N.	DK .			34	104	24	14		N.	N.		S.L.	Ja K	24		04	JK.	-	Ok .	48 48	24	-	,	4	N.	2%	SK.	7% 50	
Earth Lewont	2%	IK.	N.				S4.	124	2%	12%	N.	is.			24	266	-			N.	N.	-	J.L	July St.	164	N.	2%	JK.	-	OK .	4 1	- 14	-		-24	N.	in.	IK .	SIN SO	
Multida Lobellya	ON	4N	N	N.	in the	N.	DK.	E%	ON	11N	×	is.	rs.	×	ox .	22%	- 8	16		N.	N.	×	DK.	2% N	N .	N.	STK.	rs.	on.	OK	4 4	115	-	e .	ARK .	OK.	2%	1%	35% S00	
Sara Saltar	ON	es.	N.	N.	in.	in.	DK.	7%	ON	11N	×	es.	is.		DK.	286 86	*	PK.		is .	in.	os.	DK.	2% 6%	in.		DK.	as .	on.	ON.	s 8	16%		,	.ess	es.	IN.	IN .	17K 600	
Tarak Kan	OK.	OK.				-	Dis.	3%	OK	OK.	N.				JK	9%	-	-			ON.	-	Dis.		24	iik	100	as .	-	OK.		- 10	$\overline{}$				OK.	OK.	11K 200	$\neg$
Shania Aldens	ON	2%	N.	is.	in.	is.	DK.	6%	ON	9%	N.	ion.	N.	N.	DK.	32% IN		in.		N .	DN.	Dis.	DK.	N 81	2%		SANG	in .	ON.	ON	7% 8%	- 1%		,		OK .	DN.	ON	MN DO	$\neg$
Sharmishiba Chibba	M 0%	4N	N	N.	in.	24.	DK.	7%	ON	32K	N.	is.	in.	is.	DK.	20%		16		ix	in.	0%	DE.	2% E%	es.	36	206	an .	DN.	ON .		. 27%		e '	ans.	N .	IN.	1%	19% LOOK	$\neg$
Shreenya Gallel	ON	1%	N.	N.	in.	in.	DK.	9%	ON	13%	N.		in.	is.	DK.	286 86	N.	PK.		is .	PK.	os.	DK.	25. 65.	es.	n.	DN.	as .	on.	os e		- 15%			.ans	in.	2%	2N	MN ION	
Small Maurya	an.	1K	N.			-	OK.	104	ik.	es.					OL .	224 %	-	-					OL.	14. 14.	-		are .	as .	Cit.	OK.		. Ja	-		A	OK .	Dis.			
Cleaner Amari	ON	ex	es.	is.	in.	is.	DE.	EN.	ON	9%	N.	×	rs.	rs.	DK .	20%		18.		IN .	in.	Dis.	DE	os es	in.	36	SNC SNC	as .	ON.	ON		95	_	,	JON	es.	2%	ON	2% 000	
Vivoj Gada	ON	ex	N	N.	14		DE.	12%	1%	EK.	N.	in.	in.	rs.	DK .	29% IN	N.	100		IN.	risc.	in.	26	er e	N N	K	DN.	N .	DN.	ON.	4 8	. Its			,70%	DK .	an.	1N	SEN DO	
Grand Total	ON	ex	N.	rs.	in.	in.	DK.	9%	ON	10%	N.	rs.	in.	is.	DK.	22% 8%	es.	18.		is .	EN.	in.	DK.	2% d%	es.	in.	are.	as .	PN .	ON.		17%	. 7	c —	ARK .	in .	ps.	IN .	17% ION	