

| Brand      | YD Sales | TD Sales | TD - YD Sales | LY MTD   | TY MTD   | Sales Var | Sal Var % |
|------------|----------|----------|---------------|----------|----------|-----------|-----------|
| LG         | 98.60    | 178.39   | 79.79         | 1,047.89 | 1,912.94 | 865.06    | 83%       |
| APPLE      | 45.79    | 107.77   | 61.99         | 707.28   | 1,096.30 | 389.03    | 55%       |
| OPPO       | 68.98    | 106.20   | 37.22         | 565.59   | 964.41   | 398.83    | 71%       |
| HAIER      | 63.02    | 93.87    | 30.85         | 421.05   | 887.15   | 466.10    | 111%      |
| SAMSUNG    | 61.84    | 92.23    | 30.39         | 621.85   | 922.05   | 300.19    | 48%       |
| VIVO       | 54.85    | 71.89    | 17.04         | 621.02   | 798.83   | 177.81    | 29%       |
| WHIRLPOL   | 26.83    | 54.79    | 27.96         | 358.26   | 492.61   | 134.35    | 38%       |
| SAMSUNG M  | 23.78    | 47.90    | 24.12         | 429.87   | 394.11   | -35.76    | -8%       |
| VOLTAS     | 24.89    | 45.23    | 20.33         | 176.21   | 367.32   | 191.11    | 108%      |
| SONY       | 22.18    | 40.14    | 17.95         | 277.97   | 338.99   | 61.02     | 22%       |
| DAIKIN     | 25.23    | 39.45    | 14.22         | 221.00   | 365.69   | 144.68    | 65%       |
| BLUESTAR   | 16.33    | 36.80    | 20.48         | 144.93   | 236.27   | 91.34     | 63%       |
| GODREJ     | 13.32    | 23.51    | 10.19         | 148.06   | 232.29   | 84.23     | 57%       |
| HP         | 7.36     | 23.21    | 15.85         | 64.78    | 166.51   | 101.73    | 157%      |
| XIAOMI     | 9.60     | 18.63    | 9.03          | 253.25   | 168.26   | -84.99    | -34%      |
| PREETHI    | 12.97    | 18.35    | 5.38          | 157.67   | 198.39   | 40.72     | 26%       |
| OG         | 7.87     | 13.74    | 5.87          | 101.58   | 118.75   | 17.16     | 17%       |
| IFB        | 11.36    | 13.59    | 2.23          | 105.72   | 161.91   | 56.19     | 53%       |
| ZOPPER-EWD | 5.40     | 12.15    | 6.75          | 78.06    | 104.95   | 26.88     | 34%       |
| CARRIER    | 5.69     | 11.63    | 5.93          | 51.91    | 82.28    | 30.37     | 58%       |
| VGUARD     | 7.84     | 11.52    | 3.68          | 59.39    | 109.39   | 50.01     | 84%       |
| BPL        | 6.27     | 10.75    | 4.48          | 123.95   | 156.23   | 32.28     | 26%       |
| REALME     | 5.57     | 9.52     | 3.95          | 54.47    | 106.64   | 52.17     | 96%       |
| BUTERFLY   | 5.93     | 8.61     | 2.68          | 60.55    | 82.10    | 21.55     | 36%       |
| VIDIEM     | 5.05     | 8.53     | 3.47          | 52.22    | 75.78    | 23.55     | 45%       |
| LLOYDS     | 6.82     | 8.10     | 1.28          | 32.52    | 107.12   | 74.60     | 229%      |
| ONSITE GO  | 3.91     | 7.83     | 3.92          | 35.94    | 74.49    | 38.55     | 107%      |
| BEKOVOLT   | 6.16     | 7.18     | 1.03          | 70.47    | 79.97    | 9.49      | 13%       |
| HITACHI    | 7.46     | 6.27     | -1.19         | 46.61    | 70.85    | 24.25     | 52%       |
| PANASONI   | 5.24     | 6.13     | 0.89          | 92.36    | 66.45    | -25.91    | -28%      |
| CROMPTON   | 2.06     | 3.28     | 1.22          | 26.50    | 36.37    | 9.87      | 37%       |
| LG EW      | 0.82     | 1.19     | 0.38          | 0.07     | 14.49    | 14.41     | 20315%    |