

| Brand      | YD Sales | TD Sales | TD - YD Sales | LY MTD   | TY MTD   | Sales Var | Sal Var % |
|------------|----------|----------|---------------|----------|----------|-----------|-----------|
| APPLE      | 253.06   | 260.78   | 7.72          | 573.36   | 2,142.19 | 1,568.82  | 274%      |
| LG         | 163.53   | 254.04   | 90.51         | 1,611.47 | 2,091.26 | 479.79    | 30%       |
| VOLTAS     | 78.73    | 120.09   | 41.36         | 221.88   | 829.97   | 608.08    | 274%      |
| HAIER      | 83.36    | 114.04   | 30.69         | 727.88   | 1,025.62 | 297.74    | 41%       |
| SAMSUNGHA  | 56.98    | 87.84    | 30.85         | 539.10   | 728.03   | 188.92    | 35%       |
| VIVO       | 59.14    | 87.47    | 28.33         | 843.37   | 1,093.10 | 249.73    | 30%       |
| WHIRLPOL   | 55.56    | 78.37    | 22.81         | 477.07   | 612.50   | 135.43    | 28%       |
| OPPO       | 52.61    | 77.30    | 24.69         | 544.18   | 778.62   | 234.44    | 43%       |
| DAIKIN     | 2.30     | 52.15    | 49.85         | 201.35   | 83.03    | -118.32   | -59%      |
| GODREJ     | 26.46    | 46.88    | 20.42         | 183.98   | 352.64   | 168.66    | 92%       |
| SONY       | 23.11    | 46.79    | 23.68         | 237.44   | 312.89   | 75.45     | 32%       |
| XIAOMI     | 41.86    | 42.49    | 0.63          | 185.11   | 351.91   | 166.79    | 90%       |
| SAMSUNG M  | 29.67    | 37.76    | 8.09          | 350.32   | 337.77   | -12.55    | -4%       |
| SAMSUNGAV  | 21.10    | 33.73    | 12.63         | 234.09   | 289.17   | 55.08     | 24%       |
| BLUESTAR   | 14.75    | 30.61    | 15.86         | 181.27   | 349.15   | 167.89    | 93%       |
| PREETHI    | 19.68    | 29.42    | 9.74          | 226.95   | 224.51   | -2.44     | -1%       |
| BEKOVOLT   | 14.19    | 21.57    | 7.39          | 17.16    | 175.95   | 158.78    | 925%      |
| CARRIER    | 14.48    | 21.31    | 6.83          | 48.08    | 167.63   | 119.54    | 249%      |
| BUTERFLY   | 13.29    | 21.12    | 7.83          | 89.63    | 151.30   | 61.67     | 69%       |
| PANASONI   | 13.65    | 20.51    | 6.86          | 41.53    | 175.56   | 134.03    | 323%      |
| OG         | 10.11    | 19.92    | 9.81          | 61.41    | 146.43   | 85.03     | 138%      |
| IFB        | 11.54    | 19.54    | 7.99          | 41.16    | 159.00   | 117.84    | 286%      |
| VGUARD     | 13.58    | 19.26    | 5.68          | 95.01    | 156.86   | 61.86     | 65%       |
| BPL        | 12.95    | 18.66    | 5.71          | 124.13   | 133.54   | 9.41      | 8%        |
| REALME     | 9.57     | 17.13    | 7.56          | 161.57   | 192.26   | 30.70     | 19%       |
| ONSITE GO  | 11.30    | 16.44    | 5.14          | 74.18    | 142.69   | 68.51     | 92%       |
| HITACHI    | 12.33    | 15.99    | 3.66          | 45.84    | 105.09   | 59.25     | 129%      |
| VIDIEM     | 10.63    | 15.83    | 5.20          | 94.26    | 109.50   | 15.24     | 16%       |
| LLOYDS     | 14.84    | 15.48    | 0.64          | 47.66    | 148.65   | 101.00    | 212%      |
| HP         | 4.79     | 10.46    | 5.67          | 163.46   | 110.16   | -53.31    | -33%      |
| ZOPPER-EWD | 7.99     | 10.44    | 2.46          | 46.81    | 98.58    | 51.77     | 111%      |
| CROMPTON   | 5.88     | 8.78     | 2.90          | 34.75    | 61.63    | 26.88     | 77%       |
| MOTOROLA   | 5.37     | 7.34     | 1.97          | 41.97    | 85.56    | 43.59     | 104%      |
| LG EW      | 3.35     | 4.74     | 1.39          | 52.53    | 43.51    | -9.02     | -17%      |
| SAMSUNG EW | 1.29     | 1.43     | 0.13          | 1.62     | 17.40    | 15.79     | 976%      |
| ONE PLUS   | 1.13     | 1.11     | -0.03         | 0.00     | 13.76    | 13.76     | #Error    |
| HAIEREW    | 0.26     | 0.46     | 0.20          | 0.00     | 3.73     | 3.73      | #Error    |