

| Brand      | YD Sales | TD Sales | TD - YD Sales | LY MTD   | TY MTD   | Sales Var | Sal Var % |
|------------|----------|----------|---------------|----------|----------|-----------|-----------|
| LG         | 120.61   | 87.60    | -33.00        | 1,385.01 | 2,314.59 | 929.58    | 67%       |
| VIVO       | 78.88    | 55.68    | -23.21        | 807.63   | 1,016.49 | 208.86    | 26%       |
| APPLE      | 71.54    | 54.46    | -17.08        | 948.40   | 1,315.14 | 366.74    | 39%       |
| OPPO       | 75.76    | 52.79    | -22.97        | 733.09   | 1,180.73 | 447.64    | 61%       |
| SAMSUNG    | 65.00    | 47.46    | -17.54        | 825.65   | 1,121.71 | 296.06    | 36%       |
| HAIER      | 53.75    | 46.50    | -7.24         | 564.68   | 1,087.60 | 522.92    | 93%       |
| WHIRLPOL   | 50.93    | 29.78    | -21.15        | 475.10   | 626.87   | 151.77    | 32%       |
| DAIKIN     | 23.15    | 26.48    | 3.34          | 263.92   | 449.60   | 185.68    | 70%       |
| SAMSUNG M  | 25.65    | 22.29    | -3.36         | 542.37   | 491.25   | -51.13    | -9%       |
| VOLTAS     | 26.57    | 20.45    | -6.11         | 214.90   | 456.41   | 241.51    | 112%      |
| SONY       | 26.20    | 20.00    | -6.20         | 388.98   | 422.86   | 33.88     | 9%        |
| GODREJ     | 18.31    | 19.55    | 1.24          | 205.90   | 297.01   | 91.11     | 44%       |
| IFB        | 7.78     | 13.08    | 5.30          | 141.19   | 195.71   | 54.51     | 39%       |
| XIAOMI     | 12.76    | 12.60    | -0.16         | 342.63   | 214.98   | -127.65   | -37%      |
| PREETHI    | 14.02    | 12.14    | -1.88         | 209.57   | 245.99   | 36.42     | 17%       |
| BLUESTAR   | 15.45    | 12.01    | -3.44         | 175.38   | 284.80   | 109.43    | 62%       |
| HP         | 17.65    | 10.69    | -6.95         | 90.83    | 217.50   | 126.67    | 139%      |
| VGUARD     | 9.22     | 8.25     | -0.96         | 74.18    | 138.44   | 64.26     | 87%       |
| REALME     | 8.06     | 7.61     | -0.45         | 69.79    | 136.76   | 66.98     | 96%       |
| OG         | 8.80     | 7.35     | -1.45         | 119.09   | 148.47   | 29.38     | 25%       |
| BPL        | 7.42     | 6.63     | -0.78         | 166.27   | 184.19   | 17.93     | 11%       |
| LLOYDS     | 9.09     | 6.57     | -2.52         | 36.88    | 130.82   | 93.94     | 255%      |
| HITACHI    | 4.36     | 5.94     | 1.58          | 64.77    | 88.30    | 23.53     | 36%       |
| ZOPPER-EWD | 7.41     | 5.55     | -1.87         | 105.19   | 130.12   | 24.92     | 24%       |
| BUTERFLY   | 7.36     | 5.21     | -2.15         | 78.96    | 103.23   | 24.27     | 31%       |
| CARRIER    | 7.00     | 5.20     | -1.79         | 64.13    | 102.05   | 37.91     | 59%       |
| VIDIEM     | 5.95     | 4.88     | -1.07         | 71.07    | 95.89    | 24.82     | 35%       |
| BEKOVOLT   | 7.25     | 4.87     | -2.38         | 97.45    | 100.09   | 2.64      | 3%        |
| PANASONI   | 2.20     | 4.09     | 1.89          | 120.18   | 78.63    | -41.55    | -35%      |
| ONSITE GO  | 5.35     | 3.87     | -1.48         | 45.39    | 93.36    | 47.97     | 106%      |
| CROMPTON   | 2.77     | 1.72     | -1.05         | 32.16    | 44.93    | 12.77     | 40%       |
| LG EW      | 0.78     | 0.42     | -0.37         | 0.07     | 16.75    | 16.68     | 23503%    |