

| Brand      | YD Sales | TD Sales | TD - YD Sales | LY MTD   | TY MTD   | Sales Var | Sal Var % |
|------------|----------|----------|---------------|----------|----------|-----------|-----------|
| VIVO       | 82.93    | 180.99   | 98.06         | 1,216.74 | 1,666.95 | 450.21    | 37%       |
| LG         | 212.93   | 96.34    | -116.59       | 2,511.48 | 3,630.36 | 1,118.88  | 45%       |
| APPLE      | 121.54   | 61.37    | -60.18        | 1,794.67 | 1,856.60 | 61.93     | 3%        |
| HAIER      | 129.83   | 56.86    | -72.97        | 1,157.88 | 1,897.74 | 739.85    | 64%       |
| SAMSUNG    | 103.04   | 55.01    | -48.03        | 1,524.51 | 1,814.10 | 289.59    | 19%       |
| OPPO       | 75.30    | 54.27    | -21.03        | 981.57   | 1,248.30 | 266.73    | 27%       |
| SONY       | 40.64    | 30.50    | -10.14        | 727.98   | 741.26   | 13.28     | 2%        |
| WHIRLPOL   | 55.91    | 29.99    | -25.92        | 863.51   | 924.29   | 60.78     | 7%        |
| SAMSUNG M  | 46.21    | 23.98    | -22.24        | 762.45   | 660.15   | -102.29   | -13%      |
| XIAOMI     | 21.31    | 16.69    | -4.63         | 396.56   | 371.12   | -25.43    | -6%       |
| PREETHI    | 25.54    | 16.07    | -9.47         | 347.55   | 428.48   | 80.93     | 23%       |
| HP         | 18.72    | 15.58    | -3.14         | 133.28   | 320.43   | 187.14    | 140%      |
| DAIKIN     | 17.21    | 13.18    | -4.03         | 516.64   | 499.00   | -17.65    | -3%       |
| VOLTAS     | 36.81    | 11.82    | -24.99        | 419.60   | 649.88   | 230.29    | 55%       |
| GODREJ     | 15.29    | 11.77    | -3.51         | 378.19   | 395.23   | 17.04     | 5%        |
| REALME     | 14.01    | 6.98     | -7.03         | 150.61   | 272.29   | 121.69    | 81%       |
| VGUARD     | 10.61    | 6.41     | -4.19         | 142.37   | 251.84   | 109.47    | 77%       |
| VIDIEM     | 10.88    | 6.34     | -4.54         | 135.50   | 167.77   | 32.28     | 24%       |
| BUTERFLY   | 9.18     | 6.01     | -3.17         | 124.13   | 154.46   | 30.33     | 24%       |
| IFB        | 25.66    | 5.50     | -20.16        | 193.01   | 366.07   | 173.05    | 90%       |
| BLUESTAR   | 15.28    | 5.26     | -10.01        | 424.92   | 320.19   | -104.73   | -25%      |
| BPL        | 22.84    | 5.22     | -17.62        | 233.75   | 291.74   | 57.99     | 25%       |
| ONSITE GO  | 10.01    | 4.37     | -5.64         | 68.73    | 143.61   | 74.88     | 109%      |
| CARRIER    | 2.74     | 4.33     | 1.59          | 142.57   | 118.11   | -24.47    | -17%      |
| PANASONI   | 7.43     | 4.16     | -3.27         | 167.42   | 121.00   | -46.42    | -28%      |
| ZOPPER-EWD | 6.51     | 2.64     | -3.87         | 131.35   | 132.37   | 1.02      | 1%        |
| LLOYDS     | 4.47     | 2.15     | -2.32         | 109.89   | 109.76   | -0.13     | 0%        |
| HITACHI    | 2.29     | 2.12     | -0.17         | 93.45    | 108.97   | 15.52     | 17%       |
| BEKOVOLT   | 4.01     | 2.04     | -1.97         | 150.56   | 138.46   | -12.10    | -8%       |
| CROMPTON   | 2.41     | 1.40     | -1.02         | 46.69    | 45.94    | -0.76     | -2%       |
| OG         | 5.17     | 1.32     | -3.84         | 220.66   | 107.15   | -113.50   | -51%      |
| LG EW      | 0.92     | 0.30     | -0.62         | 0.07     | 25.46    | 25.39     | 37320%    |