

| Brand      | YD Sales | TD Sales | TD - YD Sales | LY MTD   | TY MTD   | Sales Var | Sal Var % |
|------------|----------|----------|---------------|----------|----------|-----------|-----------|
| VIVO       | 108.50   | 88.47    | -20.03        | 1,378.04 | 1,865.93 | 487.89    | 35%       |
| LG         | 70.54    | 82.37    | 11.83         | 2,722.48 | 3,783.84 | 1,061.36  | 39%       |
| SAMSUNG    | 40.51    | 71.30    | 30.79         | 1,626.86 | 1,925.90 | 299.04    | 18%       |
| APPLE      | 60.30    | 53.73    | -6.57         | 1,883.16 | 1,971.76 | 88.60     | 5%        |
| HAIER      | 40.55    | 42.12    | 1.57          | 1,244.56 | 1,980.41 | 735.85    | 59%       |
| OPPO       | 40.71    | 36.31    | -4.40         | 1,088.80 | 1,326.16 | 237.36    | 22%       |
| WHIRLPOL   | 26.13    | 32.50    | 6.37          | 923.64   | 983.34   | 59.70     | 6%        |
| SAMSUNG M  | 27.05    | 28.49    | 1.45          | 825.59   | 715.70   | -109.90   | -13%      |
| SONY       | 15.86    | 16.76    | 0.89          | 779.20   | 777.51   | -1.69     | 0%        |
| PREETHI    | 13.77    | 13.95    | 0.18          | 373.81   | 456.49   | 82.68     | 22%       |
| HP         | 14.21    | 13.31    | -0.89         | 142.73   | 347.94   | 205.22    | 144%      |
| DAIKIN     | 13.53    | 12.77    | -0.76         | 555.20   | 525.31   | -29.90    | -5%       |
| XIAOMI     | 10.69    | 10.88    | 0.20          | 429.88   | 392.98   | -36.91    | -9%       |
| GODREJ     | 6.59     | 9.19     | 2.60          | 406.71   | 411.00   | 4.29      | 1%        |
| BLUESTAR   | 6.96     | 8.41     | 1.45          | 457.27   | 335.55   | -121.72   | -27%      |
| REALME     | 8.61     | 8.38     | -0.23         | 162.81   | 289.72   | 126.91    | 78%       |
| VIDIEM     | 5.55     | 7.55     | 2.00          | 146.73   | 180.96   | 34.23     | 23%       |
| VGUARD     | 6.52     | 7.05     | 0.53          | 155.33   | 265.54   | 110.21    | 71%       |
| BUTERFLY   | 4.72     | 6.82     | 2.10          | 134.09   | 166.06   | 31.97     | 24%       |
| IFB        | 5.93     | 6.05     | 0.12          | 209.95   | 378.05   | 168.10    | 80%       |
| OG         | 5.68     | 5.82     | 0.14          | 239.18   | 118.65   | -120.53   | -50%      |
| VOLTAS     | 10.01    | 5.72     | -4.29         | 464.41   | 665.90   | 201.49    | 43%       |
| BPL        | 5.07     | 4.06     | -1.01         | 249.10   | 300.88   | 51.78     | 21%       |
| ONSITE GO  | 4.29     | 3.65     | -0.64         | 72.95    | 151.69   | 78.74     | 108%      |
| CARRIER    | 0.88     | 3.28     | 2.40          | 150.00   | 122.27   | -27.73    | -18%      |
| ZOPPER-EWD | 2.04     | 2.22     | 0.19          | 140.41   | 136.66   | -3.74     | -3%       |
| CROMPTON   | 1.52     | 1.98     | 0.46          | 51.18    | 49.49    | -1.70     | -3%       |
| HITACHI    | 2.47     | 1.97     | -0.50         | 103.77   | 113.41   | 9.64      | 9%        |
| LLOYDS     | 1.25     | 1.46     | 0.21          | 120.86   | 112.46   | -8.39     | -7%       |
| PANASONI   | 2.53     | 1.09     | -1.44         | 177.53   | 124.62   | -52.91    | -30%      |
| BEKOVOLT   | 2.72     | 1.02     | -1.70         | 160.65   | 142.37   | -18.28    | -11%      |
| LG EW      | 0.22     | 0.57     | 0.36          | 0.07     | 26.25    | 26.18     | 38480%    |