

| Brand      | YD Sales | TD Sales | TD - YD Sales | LY MTD   | TY MTD   | Sales Var | Sal Var % |
|------------|----------|----------|---------------|----------|----------|-----------|-----------|
| LG         | 140.10   | 98.19    | -41.91        | 2,821.94 | 3,232.45 | 410.51    | 15%       |
| APPLE      | 98.32    | 89.76    | -8.56         | 1,864.65 | 2,034.27 | 169.62    | 9%        |
| VIVO       | 85.54    | 78.17    | -7.38         | 1,312.13 | 1,838.68 | 526.55    | 40%       |
| OPPO       | 61.61    | 62.17    | 0.56          | 1,255.81 | 1,291.57 | 35.76     | 3%        |
| HAIER      | 77.99    | 55.43    | -22.57        | 1,193.98 | 1,690.36 | 496.39    | 42%       |
| SAMSUNGHA  | 47.62    | 45.55    | -2.07         | 837.26   | 1,043.44 | 206.18    | 25%       |
| WHIRLPOL   | 39.73    | 29.75    | -9.98         | 756.61   | 927.99   | 171.37    | 23%       |
| SONY       | 33.90    | 26.88    | -7.02         | 751.18   | 652.45   | -98.73    | -13%      |
| SAMSUNGAV  | 32.82    | 20.17    | -12.64        | 589.78   | 615.74   | 25.96     | 4%        |
| REALME     | 15.22    | 15.25    | 0.04          | 168.53   | 349.75   | 181.23    | 108%      |
| XIAOMI     | 17.30    | 14.95    | -2.35         | 400.77   | 329.00   | -71.76    | -18%      |
| PREETHI    | 18.63    | 14.81    | -3.82         | 421.57   | 421.96   | 0.39      | 0%        |
| GODREJ     | 19.76    | 14.49    | -5.27         | 310.01   | 402.79   | 92.78     | 30%       |
| IFB        | 15.28    | 11.07    | -4.21         | 328.39   | 285.59   | -42.80    | -13%      |
| VOLTAS     | 14.34    | 10.50    | -3.84         | 165.07   | 374.87   | 209.80    | 127%      |
| BUTERFLY   | 11.15    | 9.03     | -2.12         | 139.43   | 221.09   | 81.67     | 59%       |
| VIDIEM     | 9.47     | 7.98     | -1.49         | 188.40   | 187.32   | -1.08     | -1%       |
| ONSITE GO  | 9.98     | 7.34     | -2.64         | 37.00    | 179.90   | 142.91    | 386%      |
| VGUARD     | 8.33     | 7.28     | -1.05         | 145.54   | 198.04   | 52.51     | 36%       |
| BPL        | 14.26    | 7.27     | -6.99         | 550.73   | 273.09   | -277.65   | -50%      |
| SAMSUNGGM  | 3.71     | 6.54     | 2.83          | 820.83   | 155.67   | -665.16   | -81%      |
| BLUESTAR   | 5.18     | 6.23     | 1.05          | 192.52   | 231.47   | 38.95     | 20%       |
| DAIKIN     | 8.00     | 5.79     | -2.22         | 298.14   | 333.70   | 35.55     | 12%       |
| HP         | 10.53    | 5.31     | -5.21         | 129.42   | 212.64   | 83.22     | 64%       |
| ZOPPER-EWD | 4.90     | 4.51     | -0.38         | 166.40   | 106.99   | -59.41    | -36%      |
| OG         | 1.84     | 3.76     | 1.93          | 87.60    | 88.23    | 0.63      | 1%        |
| LG EW      | 4.85     | 3.54     | -1.31         | 0.02     | 136.41   | 136.38    | 582777%   |
| CARRIER    | 2.83     | 2.98     | 0.15          | 44.21    | 80.29    | 36.08     | 82%       |
| PANASONI   | 4.33     | 2.85     | -1.48         | 151.46   | 88.30    | -63.16    | -42%      |
| HITACHI    | 1.46     | 2.61     | 1.15          | 42.77    | 68.66    | 25.90     | 61%       |
| BEKOVOLT   | 2.90     | 1.12     | -1.78         | 197.03   | 49.38    | -147.65   | -75%      |
| LLOYDS     | 1.38     | 1.07     | -0.30         | 128.12   | 22.18    | -105.94   | -83%      |
| CROMPTON   | 1.70     | 0.78     | -0.92         | 31.75    | 45.22    | 13.46     | 42%       |