



# HITACHI Sales Performance 04/10/2026 11:04 AM

MTD Sales

32.36 L

Brand Share %

3.17 %

Information:  
**MTD :** 01-10-2026 To 03-10-2026  
\* Branch where in Brand Share % is less than Overall  
Company's Brand Share **3.17 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 32.36       | 3.17 %        |
| Total    | 32.36       | 3.17 %        |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-02    | 10.90       | 9.92 %        |
| CHENNAI-01    | 6.04        | 3.76 %        |
| TRICHY-01     | 2.84        | 2.92 %        |
| VIJAYAWADA-01 | 2.41        | 4.04 %        |
| SOUTH-01      | 2.26        | 1.67 %        |
| SOUTH-03      | 2.12        | 1.46 %        |
| WEST-01       | 1.67        | 4.69 %        |
| WEST-03       | 1.10        | 2.42 %        |
| HYDERABAD-01  | 1.06        | 33.87 %       |
| KL-NORTH      | 0.50        | 0.94 %        |
| NORTH ARCOT   | 0.39        | 0.95 %        |
| WEST-02       | 0.39        | 1.79 %        |
| TIRUPATI-01   | 0.38        | 0.84 %        |
| SOUTH ARCOT   | 0.31        | 0.60 %        |
| KL-CENTRAL    |             | 0.00 %        |
| KL-SOUTH      |             | 0.00 %        |
| Total         | 32.36       | 3.17 %        |

CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 10.90       | 9.92 %        |
| Total    | 10.90       | 9.92 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH01     |             | 0.00 %        |
| CH06     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH18     |             | 0.00 %        |
| CH20     |             | 0.00 %        |
| CH23     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH31     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH34     |             | 0.00 %        |
| CH35     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH41     |             | 0.00 %        |
| CH44     |             | 0.00 %        |
| GPD1     |             | 0.00 %        |
| MC06     |             | 0.00 %        |
| MJR1     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| UKI1     |             | 0.00 %        |
| WCHN     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 10.90       | 9.92 %        |

CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 6.04        | 3.76 %        |
| Total    | 6.04        | 3.76 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AVD1     |             | 0.00 %        |
| CGL1     |             | 0.00 %        |
| CH07     |             | 0.00 %        |
| CH08     |             | 0.00 %        |
| CH14     |             | 0.00 %        |
| CH16     |             | 0.00 %        |
| CH22     |             | 0.00 %        |
| CH25     |             | 0.00 %        |
| CH26     |             | 0.00 %        |
| CH29     |             | 0.00 %        |
| CH38     |             | 0.00 %        |
| CH39     |             | 0.00 %        |
| CH40     |             | 0.00 %        |
| CH45     |             | 0.00 %        |
| CH48     |             | 0.00 %        |
| CZWH     |             | 0.00 %        |
| GUD1     |             | 0.00 %        |
| GUD2     |             | 0.00 %        |
| KNR1     |             | 0.00 %        |
| MC09     |             | 0.00 %        |
| MRM1     |             | 0.00 %        |
| TKM1     |             | 0.00 %        |
| Total    | 6.04        | 3.76 %        |

# TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.84        | 2.92 %        |
| Total    | 2.84        | 2.92 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| JKM1     |             | 0.00 %        |
| KIK1     |             | 0.00 %        |
| KRN1     |             | 0.00 %        |
| MDI1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| MVM1     |             | 0.00 %        |
| NCK1     |             | 0.00 %        |
| NGT1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PBR1     |             | 0.00 %        |
| PBR2     |             | 0.00 %        |
| PDK2     |             | 0.00 %        |
| PTK1     |             | 0.00 %        |
| TNJ1     |             | 0.00 %        |
| TNJ2     |             | 0.00 %        |
| TRY1     |             | 0.00 %        |
| TRY2     |             | 0.00 %        |
| TRY3     |             | 0.00 %        |
| TRY4     |             | 0.00 %        |
| TTP1     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| TZSD     |             | 0.00 %        |
| WTRZ     |             | 0.00 %        |
| Total    | 2.84        | 2.92 %        |

# VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.41        | 4.04 %        |
| Total    | 2.41        | 4.04 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AMP1     |             | 0.00 %        |
| BVR1     |             | 0.00 %        |
| CKT1     |             | 0.00 %        |
| CRL1     |             | 0.00 %        |
| DPE1     |             | 0.00 %        |
| GDV1     |             | 0.00 %        |
| GNT1     |             | 0.00 %        |
| GNT2     |             | 0.00 %        |
| JGG1     |             | 0.00 %        |
| JPT1     |             | 0.00 %        |
| MTM1     |             | 0.00 %        |
| NPR1     |             | 0.00 %        |
| OGL1     |             | 0.00 %        |
| PAP1     |             | 0.00 %        |
| PNR1     |             | 0.00 %        |
| PRL1     |             | 0.00 %        |
| RAL1     |             | 0.00 %        |
| RMV1     |             | 0.00 %        |
| TDD1     |             | 0.00 %        |
| TEL1     |             | 0.00 %        |
| TNK1     |             | 0.00 %        |
| TVU1     |             | 0.00 %        |
| VJW2     |             | 0.00 %        |
| VJW4     |             | 0.00 %        |
| VKN1     |             | 0.00 %        |
| VSK1     |             | 0.00 %        |
| Total    | 2.41        | 4.04 %        |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.26        | 1.67 %        |
| Total    | 2.26        | 1.67 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| APK1     |             | 0.00 %        |
| APK2     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| ASM1     |             | 0.00 %        |
| ERL2     |             | 0.00 %        |
| KGL1     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| KYR1     |             | 0.00 %        |
| MAR1     |             | 0.00 %        |
| MMT1     |             | 0.00 %        |
| NGR1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| PKD1     |             | 0.00 %        |
| RND1     |             | 0.00 %        |
| RPM1     |             | 0.00 %        |
| S2SD     |             | 0.00 %        |
| SDI1     |             | 0.00 %        |
| SKD1     |             | 0.00 %        |
| SNL1     |             | 0.00 %        |
| STU2     |             | 0.00 %        |
| SVK1     |             | 0.00 %        |
| TCN1     |             | 0.00 %        |
| TKS1     |             | 0.00 %        |
| TKS2     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| TUT1     |             | 0.00 %        |
| TUT2     |             | 0.00 %        |
| TYI1     |             | 0.00 %        |
| VLY1     |             | 0.00 %        |
| VNR1     |             | 0.00 %        |
| VNR2     |             | 0.00 %        |
| WHTV     |             | 0.00 %        |
| Total    | 2.26        | 1.67 %        |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.12        | 1.46 %        |
| Total    | 2.12        | 1.46 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU8     | 0.89        | 1.21 %        |
| ADP1     |             | 0.00 %        |
| ATG1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| BTU1     |             | 0.00 %        |
| CBM1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| DGL2     |             | 0.00 %        |
| DKI1     |             | 0.00 %        |
| KKD3     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| KYK1     |             | 0.00 %        |
| MDU1     |             | 0.00 %        |
| MDU2     |             | 0.00 %        |
| MDU3     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MDU6     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| MPA1     |             | 0.00 %        |
| NKI1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| ODM1     |             | 0.00 %        |
| PKM1     |             | 0.00 %        |
| PNI1     |             | 0.00 %        |
| PNV2     |             | 0.00 %        |
| PVI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| SVG1     |             | 0.00 %        |
| SZSD     |             | 0.00 %        |
| TDI1     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| WHMD     |             | 0.00 %        |
| Total    | 2.12        | 1.46 %        |

**WEST-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.67        | 4.69 %        |
| Total    | 1.67        | 4.69 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE2     | 0.32        | 2.58 %        |
| ANR1     |             | 0.00 %        |
| CBE1     |             | 0.00 %        |
| CBE3     |             | 0.00 %        |
| CBE4     |             | 0.00 %        |
| CBE5     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| MPM1     |             | 0.00 %        |
| PDM1     |             | 0.00 %        |
| PLI1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SNR1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| WHCB     |             | 0.00 %        |
| Total    | 1.67        | 4.69 %        |

**WEST-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.10        | 2.42 %        |
| Total    | 1.10        | 2.42 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AVI1     |             | 0.00 %        |
| CMI1     |             | 0.00 %        |
| ERD1     |             | 0.00 %        |
| GBM1     |             | 0.00 %        |
| KGM1     |             | 0.00 %        |
| KMM1     |             | 0.00 %        |
| NKL2     |             | 0.00 %        |
| PDR1     |             | 0.00 %        |
| RSP1     |             | 0.00 %        |
| SGG1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR1     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| Total    | 1.10        | 2.42 %        |

**HYDERABAD-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.06        | 33.87 %       |
| Total    | 1.06        | 33.87 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    | 1.06        | 33.87 %       |

KL-NORTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.50        | 0.94 %        |
| Total    | 0.50        | 0.94 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KNU1     | 0.50        | 2.82 %        |
| BSY1     |             | 0.00 %        |
| KZD1     |             | 0.00 %        |
| KZSD     |             | 0.00 %        |
| VLC1     |             | 0.00 %        |
| WHKZ     |             | 0.00 %        |
| WKNR     |             | 0.00 %        |
| Total    | 0.50        | 0.94 %        |

NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.39        | 0.95 %        |
| Total    | 0.39        | 0.95 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ABR1     |             | 0.00 %        |
| AKM1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CPT1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| PTU1     |             | 0.00 %        |
| SBR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRL1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| TRT1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VEL1     |             | 0.00 %        |
| VEL2     |             | 0.00 %        |
| VEL3     |             | 0.00 %        |
| VEL4     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WHVL     |             | 0.00 %        |
| WJD1     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    | 0.39        | 0.95 %        |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.39        | 1.79 %        |
| Total    | 0.39        | 1.79 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| BMD1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| HRR1     |             | 0.00 %        |
| HSR1     |             | 0.00 %        |
| HSR2     |             | 0.00 %        |
| KRI1     |             | 0.00 %        |
| KVP1     |             | 0.00 %        |
| MCR1     |             | 0.00 %        |
| MTR1     |             | 0.00 %        |
| OML1     |             | 0.00 %        |
| PNG1     |             | 0.00 %        |
| SLM2     |             | 0.00 %        |
| SLM3     |             | 0.00 %        |
| TRM1     |             | 0.00 %        |
| Total    | 0.39        | 1.79 %        |

## TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.38        | 0.84 %        |
| Total    | 0.38        | 0.84 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ADI1     |             | 0.00 %        |
| ATP1     |             | 0.00 %        |
| BVL1     |             | 0.00 %        |
| CTO1     |             | 0.00 %        |
| DHN1     |             | 0.00 %        |
| GTL1     |             | 0.00 %        |
| KAR1     |             | 0.00 %        |
| KDA1     |             | 0.00 %        |
| KDR1     |             | 0.00 %        |
| KHT1     |             | 0.00 %        |
| KNL1     |             | 0.00 %        |
| KVL1     |             | 0.00 %        |
| NDL1     |             | 0.00 %        |
| NLR1     |             | 0.00 %        |
| NYP1     |             | 0.00 %        |
| PDT1     |             | 0.00 %        |
| PUT1     |             | 0.00 %        |
| RCY1     |             | 0.00 %        |
| RJP1     |             | 0.00 %        |
| SPE1     |             | 0.00 %        |
| TPY1     |             | 0.00 %        |
| TPY2     |             | 0.00 %        |
| VKI1     |             | 0.00 %        |
| Total    | 0.38        | 0.84 %        |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.31        | 0.60 %        |
| Total    | 0.31        | 0.60 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     |             | 0.00 %        |
| CUD1     |             | 0.00 %        |
| KKI2     |             | 0.00 %        |
| KLM1     |             | 0.00 %        |
| KML1     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| NVL2     |             | 0.00 %        |
| POY1     |             | 0.00 %        |
| PRT1     |             | 0.00 %        |
| SJI2     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TDM1     |             | 0.00 %        |
| TRK1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| TVM2     |             | 0.00 %        |
| ULP1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VCM2     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| VPM2     |             | 0.00 %        |
| WHNV     |             | 0.00 %        |
| Total    | 0.31        | 0.60 %        |

## KL-CENTRAL

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    |             | 0.00 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KOC1     |             | 0.00 %        |
| Total    |             | 0.00 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    |             | 0.00 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KLR1     |             | 0.00 %        |
| KOM1     |             | 0.00 %        |
| PAS1     |             | 0.00 %        |
| PNL1     |             | 0.00 %        |
| TVP1     |             | 0.00 %        |
| TVSD     |             | 0.00 %        |
| WHTM     |             | 0.00 %        |
| Total    |             | 0.00 %        |