



# HITACHI Sales Performance 17/03/2026 11:04 AM

MTD Sales  
191.54 L

Brand Share %  
2.24 %

Information:

MTD : 01-03-2026 To 16-03-2026

\* Branch where in Brand Share % is less than Overall Company's Brand Share **2.24 %** are only listed below

Property	MTD Sales L	Brand Share %
Air-Cond	191.54	2.24 %
Dummy-AC		22.73 %
Total	191.54	2.24 %

Sales Zone	MTD Sales L	Brand Share %
CHENNAI-02	53.93	6.10 %
CHENNAI-01	39.10	3.53 %
SOUTH-01	22.07	2.25 %
TRICHY-01	18.37	1.71 %
SOUTH-03	12.19	1.36 %
WEST-01	11.63	1.99 %
TIRUPATI-01	9.83	1.66 %
SOUTH ARCOT	7.69	1.67 %
WEST-02	7.35	1.15 %
NORTH ARCOT	4.49	0.91 %
VIJAYAWADA-01	4.09	0.56 %
KL-NORTH	0.80	1.02 %
KL-SOUTH		0.00 %
Total	191.54	2.24 %

## CHENNAI-02

Property	MTD Sales L	Brand Share %
Air-Cond	53.93	6.10 %
Dummy-AC		26.32 %
Total	53.93	6.10 %

Branch *	MTD Sales L	Brand Share %
CH20	0.67	1.51 %
CH17	0.56	1.65 %
CH18	0.32	1.11 %
CH23	0.31	1.61 %
CH36	0.28	1.87 %
CH31	0.26	1.30 %
CH01		0.00 %
CH06		0.00 %
CH41		0.00 %
CH43		0.00 %
CH44		0.00 %
GPD1		0.00 %
MJR1		0.00 %
PON1		0.00 %
Total	53.93	6.10 %

## CHENNAI-01

Property	MTD Sales L	Brand Share %
Air-Cond	39.10	3.53 %
<b>Total</b>	<b>39.10</b>	<b>3.53 %</b>

Branch *	MTD Sales L	Brand Share %
CH08	1.29	2.03 %
GUD1	0.62	1.62 %
CH35	0.62	2.09 %
CH42	0.35	0.66 %
CH22	0.29	0.46 %
CH07	0.29	0.61 %
GUD2	0.25	1.20 %
CZWH	0.25	0.76 %
CGL1		0.00 %
CH14		0.00 %
CH16		0.00 %
CH26		0.00 %
CH29		0.00 %
CH37		0.00 %
CH38		0.00 %
CH39		0.00 %
CH40		0.00 %
CH45		0.00 %
KNR1		0.00 %
MC10		0.00 %
TKM1		0.00 %
WHC3		0.00 %
<b>Total</b>	<b>39.10</b>	<b>3.53 %</b>

**SOUTH-01**

Property	MTD Sales L	Brand Share %
Air-Cond	22.07	2.25 %
<b>Total</b>	<b>22.07</b>	<b>2.25 %</b>

Branch *	MTD Sales L	Brand Share %
TVL1	0.80	0.85 %
RND1	0.55	2.02 %
TKS2	0.27	0.62 %
APK1		0.00 %
APK2		0.00 %
ARM1		0.00 %
ASM1		0.00 %
COL1		0.00 %
ERL2		0.00 %
KGL1		0.00 %
KSM1		0.00 %
KYR1		0.00 %
MAR1		0.00 %
MMT1		0.00 %
PDI1		0.00 %
PKD1		0.00 %
RPM1		0.00 %
SDI1		0.00 %
SGT1		0.00 %
SKD1		0.00 %
SNL1		0.00 %
STU2		0.00 %
SVK1		0.00 %
TKS1		0.00 %
TKY1		0.00 %
TYI1		0.00 %
VKM1		0.00 %
VLY1		0.00 %
VNR1		0.00 %
VNR2		0.00 %
<b>Total</b>	<b>22.07</b>	<b>2.25 %</b>

**TRICHY-01**

Property	MTD Sales L	Brand Share %
Air-Cond	18.37	1.71 %
<b>Total</b>	<b>18.37</b>	<b>1.71 %</b>

Branch *	MTD Sales L	Brand Share %
TRY1	3.11	0.93 %
JKM1	0.31	1.23 %
NGT1	0.31	1.61 %
NCK1	0.28	1.93 %
KRN1	0.25	1.80 %
TNJ1	0.25	0.53 %
APM1		0.00 %
AYR1		0.00 %
MDI1		0.00 %
MSI1		0.00 %
MVM1		0.00 %
NMM1		0.00 %
ORU1		0.00 %
PBR1		0.00 %
PDK1		0.00 %
PTK1		0.00 %
TNJ2		0.00 %
TRY3		0.00 %
TTP1		0.00 %
TVR1		0.00 %
TYR1		0.00 %
<b>Total</b>	<b>18.37</b>	<b>1.71 %</b>

**SOUTH-03**

Property	MTD Sales L	Brand Share %
Air-Cond	12.19	1.36 %
<b>Total</b>	<b>12.19</b>	<b>1.36 %</b>

Branch *	MTD Sales L	Brand Share %
MDU2	0.58	0.97 %
PNV2	0.31	1.55 %
KKD3	0.28	0.72 %
ADP1		0.00 %
ATG1		0.00 %
BNR1		0.00 %
BTU1		0.00 %
CBM1		0.00 %
CMR1		0.00 %
DGL2		0.00 %
DKI1		0.00 %
KPT1		0.00 %
KRR1		0.00 %
KYK1		0.00 %
MDU3		0.00 %
MDU4		0.00 %
MDU5		0.00 %
MLR1		0.00 %
MNM1		0.00 %
MPA1		0.00 %
NKI1		0.00 %
NTM1		0.00 %
ODM1		0.00 %
PKM1		0.00 %
PNI1		0.00 %
PVI1		0.00 %
SGP1		0.00 %
SVG1		0.00 %
SZSD		0.00 %
TDI1		0.00 %
TEN1		0.00 %
TMM1		0.00 %
TPT1		0.00 %
USL1		0.00 %
<b>Total</b>	<b>12.19</b>	<b>1.36 %</b>

**WEST-01**

Property	MTD Sales L	Brand Share %
Air-Cond	11.63	1.99 %
Total	11.63	1.99 %

Branch *	MTD Sales L	Brand Share %
CBE2	1.59	1.03 %
TPR2	0.58	1.18 %
SNR1	0.26	1.06 %
ANR1		0.00 %
AVI1		0.00 %
CBE1		0.00 %
CBE3		0.00 %
CBE5		0.00 %
CBE6		0.00 %
DPM2		0.00 %
GBM1		0.00 %
GDR1		0.00 %
KGM1		0.00 %
KMD1		0.00 %
MPM1		0.00 %
PDM1		0.00 %
PLI1		0.00 %
PPI1		0.00 %
SUL1		0.00 %
SYM2		0.00 %
UAM1		0.00 %
UMP1		0.00 %
WHCB		0.00 %
WZSD		0.00 %
Total	11.63	1.99 %

**TIRUPATI-01**

Property	MTD Sales L	Brand Share %
Air-Cond	9.83	1.66 %
Total	9.83	1.66 %

Branch *	MTD Sales L	Brand Share %
KDA1	0.31	1.16 %
PUT1	0.30	1.94 %
ADI1		0.00 %
ATP1		0.00 %
BVL1		0.00 %
DHN1		0.00 %
GTL1		0.00 %
KAR1		0.00 %
KDR1		0.00 %
KHT1		0.00 %
KNL1		0.00 %
KNL2		0.00 %
KOU1		0.00 %
KVL1		0.00 %
MPL1		0.00 %
NDL1		0.00 %
PDT1		0.00 %
PGR1		0.00 %
PIL1		0.00 %
PMR1		0.00 %
RCY1		0.00 %
RJP1		0.00 %
TPI1		0.00 %
TPSD		0.00 %
TPY1		0.00 %
VKI1		0.00 %
Total	9.83	1.66 %

**SOUTH ARCOT**

Property	MTD Sales L	Brand Share %
Air-Cond	7.69	1.67 %
Total	7.69	1.67 %

Branch *	MTD Sales L	Brand Share %
POY2	0.61	1.29 %
PRT1	0.29	1.85 %
MKM1	0.28	1.67 %
KKI2		0.00 %
KML1		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 %
VPM1		0.00 %
VPM2		0.00 %
WHUT		0.00 %
Total	7.69	1.67 %

**WEST-02**

Property	MTD Sales L	Brand Share %
Air-Cond	7.35	1.15 %
<b>Total</b>	<b>7.35</b>	<b>1.15 %</b>

Branch *	MTD Sales L	Brand Share %
ERD2	0.85	1.43 %
NKL2	0.58	1.70 %
ERD1	0.36	0.71 %
SLM3	0.28	0.81 %
SLM2	0.26	0.95 %
ATU1		0.00 %
BMD1		0.00 %
CMI1		0.00 %
DPR1		0.00 %
DPR2		0.00 %
EDP1		0.00 %
EPI1		0.00 %
HRR1		0.00 %
HSR1		0.00 %
HSR2		0.00 %
KMM1		0.00 %
KRI1		0.00 %
KVP1		0.00 %
MCR1		0.00 %
MTR1		0.00 %
OML1		0.00 %
PDR1		0.00 %
PLC1		0.00 %
PMP1		0.00 %
RSP1		0.00 %
SGG1		0.00 %
SGI1		0.00 %
TCG1		0.00 %
TRM1		0.00 %
VKL1		0.00 %
VPD1		0.00 %
WHPD		0.00 %
WZWH		0.00 %
<b>Total</b>	<b>7.35</b>	<b>1.15 %</b>

## NORTH ARCOT

Property	MTD Sales L	Brand Share %
Air-Cond	4.49	0.91 %
Total	4.49	0.91 %

Branch *	MTD Sales L	Brand Share %
TRL1	0.31	0.55 %
VEL1	0.28	1.16 %
ABR1		0.00 %
ANI1		0.00 %
ARC2		0.00 %
BGR1		0.00 %
CGM1		0.00 %
CPT1		0.00 %
CYR1		0.00 %
KPM2		0.00 %
PLR1		0.00 %
PTU1		0.00 %
SBR1		0.00 %
SLG1		0.00 %
TRR1		0.00 %
TRT1		0.00 %
UGI1		0.00 %
VSI1		0.00 %
WHVL		0.00 %
WJD1		0.00 %
WJP1		0.00 %
Total	4.49	0.91 %

**VIJAYAWADA-01**

Property	MTD Sales L	Brand Share %
Air-Cond	4.09	0.56 %
Total	4.09	0.56 %

Branch *	MTD Sales L	Brand Share %
TNK1	0.29	0.83 %
AMP1		0.00 %
BPP1		0.00 %
CKT1		0.00 %
CRL1		0.00 %
DPE1		0.00 %
ELU1		0.00 %
GDV1		0.00 %
GNT1		0.00 %
GNT2		0.00 %
GTSD		0.00 %
GVM1		0.00 %
JGG1		0.00 %
JPT1		0.00 %
KND1		0.00 %
MTM1		0.00 %
NPR1		0.00 %
NRT1		0.00 %
OGL1		0.00 %
PAP1		0.00 %
PNR1		0.00 %
PPM1		0.00 %
PRL1		0.00 %
RAL1		0.00 %
RMV1		0.00 %
TDD1		0.00 %
TEL1		0.00 %
TVU1		0.00 %
VJW2		0.00 %
VJW3		0.00 %
VJW4		0.00 %
VJW5		0.00 %
VKN1		0.00 %
VUY1		0.00 %
BVR1	-0.33	-0.76 %
Total	4.09	0.56 %

**KL-NORTH**

Property	MTD Sales L	Brand Share %
Air-Cond	0.80	1.02 %
Total	0.80	1.02 %

Branch *	MTD Sales L	Brand Share %
KZD1	0.80	1.02 %
Total	0.80	1.02 %

**KL-SOUTH**

Property	MTD Sales L	Brand Share %
Total		0.00 %

Branch *	MTD Sales L	Brand Share %
KLR1		0.00 %
PAS1		0.00 %
PNL1		0.00 %
TVP1		0.00 %
Total		0.00 %