



# HITACHI Sales Performance 20/05/2026 11:04 AM

MTD Sales  
328.28 L

Brand Share %  
2.42 %

Information:

MTD : 01-05-2026 To 19-05-2026

\* Branch where in Brand Share % is less than Overall Company's Brand Share **2.42 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 328.28      | 2.42 %        |
| Total    | 328.28      | 2.42 %        |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-02    | 91.20       | 5.48 %        |
| CHENNAI-01    | 78.03       | 4.11 %        |
| TRICHY-01     | 41.97       | 2.54 %        |
| SOUTH ARCOT   | 23.76       | 2.78 %        |
| SOUTH-03      | 22.68       | 1.67 %        |
| SOUTH-01      | 18.19       | 1.16 %        |
| WEST-02       | 12.93       | 1.61 %        |
| VIJAYAWADA-01 | 10.59       | 0.78 %        |
| TIRUPATI-01   | 9.17        | 1.06 %        |
| WEST-01       | 7.86        | 1.53 %        |
| NORTH ARCOT   | 6.70        | 0.83 %        |
| KL-NORTH      | 4.97        | 3.59 %        |
| KL-SOUTH      | 0.23        | 0.18 %        |
| Total         | 328.28      | 2.42 %        |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 91.20       | 5.48 %        |
| Total    | 91.20       | 5.48 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH21     | 1.70        | 1.50 %        |
| CH20     | 1.38        | 2.19 %        |
| CH41     | 0.96        | 1.65 %        |
| CH06     | 0.80        | 1.23 %        |
| CH31     | 0.76        | 2.27 %        |
| CH18     | 0.64        | 0.81 %        |
| MJR1     | 0.61        | 1.06 %        |
| CH43     | 0.58        | 1.67 %        |
| UKI1     | 0.58        | 2.05 %        |
| GPD1     | 0.31        | 1.11 %        |
| CH01     |             | 0.00 %        |
| CH23     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH44     |             | 0.00 %        |
| MC06     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| Total    | 91.20       | 5.48 %        |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 78.03       | 4.11 %        |
| Total    | 78.03       | 4.11 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH47     | 1.62        | 1.55 %        |
| CH14     | 1.24        | 0.92 %        |
| AVD1     | 0.89        | 1.70 %        |
| CH38     | 0.68        | 1.69 %        |
| GUD2     | 0.67        | 2.41 %        |
| MRM1     | 0.67        | 1.36 %        |
| KNR1     | 0.62        | 1.47 %        |
| CH07     | 0.34        | 0.45 %        |
| TKM1     | 0.32        | 1.75 %        |
| CH26     |             | 0.00 %        |
| CH29     |             | 0.00 %        |
| CH35     |             | 0.00 %        |
| CH39     |             | 0.00 %        |
| CH40     |             | 0.00 %        |
| CH45     |             | 0.00 %        |
| CH48     |             | 0.00 %        |
| MC09     |             | 0.00 %        |
| MC10     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 78.03       | 4.11 %        |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 41.97       | 2.54 %        |
| Total    | 41.97       | 2.54 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TNJ1     | 2.16        | 2.35 %        |
| TNJ2     | 1.29        | 1.56 %        |
| TRY2     | 0.62        | 1.74 %        |
| PBR2     | 0.45        | 0.45 %        |
| TTP1     | 0.38        | 1.20 %        |
| TYR1     | 0.37        | 0.89 %        |
| TRY3     | 0.33        | 0.66 %        |
| ORU1     | 0.32        | 1.71 %        |
| KRN1     | 0.30        | 1.37 %        |
| JKM1     | 0.30        | 0.73 %        |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| MDI1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| MVM1     |             | 0.00 %        |
| NGT1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| PBR1     |             | 0.00 %        |
| PTK1     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TZSD     |             | 0.00 %        |
| Total    | 41.97       | 2.54 %        |

## SOUTH ARCOT

| Property     | MTD Sales L  | Brand Share % |
|--------------|--------------|---------------|
| Air-Cond     | 23.76        | 2.78 %        |
| <b>Total</b> | <b>23.76</b> | <b>2.78 %</b> |

| Branch *     | MTD Sales L  | Brand Share % |
|--------------|--------------|---------------|
| NVL2         | 0.76         | 1.63 %        |
| KML1         | 0.35         | 0.86 %        |
| MKM1         | 0.32         | 1.53 %        |
| SJI2         | 0.30         | 0.89 %        |
| TDM1         | 0.29         | 1.22 %        |
| KKI2         | 0.29         | 0.50 %        |
| KLM1         |              | 0.00 %        |
| STP1         |              | 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 %        |
| WHUT         |              | 0.00 %        |
| <b>Total</b> | <b>23.76</b> | <b>2.78 %</b> |

**SOUTH-03**

| Property     | MTD Sales L  | Brand Share % |
|--------------|--------------|---------------|
| Air-Cond     | 22.68        | 1.67 %        |
| <b>Total</b> | <b>22.68</b> | <b>1.67 %</b> |

| Branch *     | MTD Sales L  | Brand Share % |
|--------------|--------------|---------------|
| KKD3         | 1.71         | 2.15 %        |
| MDU6         | 0.97         | 1.94 %        |
| MDU3         | 0.54         | 1.17 %        |
| KYK1         | 0.35         | 1.73 %        |
| SVG1         | 0.34         | 0.94 %        |
| TPT1         | 0.32         | 1.25 %        |
| MDU7         | 0.31         | 0.60 %        |
| MPA1         | 0.30         | 0.81 %        |
| TMM1         | 0.29         | 0.93 %        |
| ADP1         |              | 0.00 %        |
| ATG1         |              | 0.00 %        |
| BNR1         |              | 0.00 %        |
| BTU1         |              | 0.00 %        |
| CMR1         |              | 0.00 %        |
| DGL2         |              | 0.00 %        |
| DKI1         |              | 0.00 %        |
| KPT1         |              | 0.00 %        |
| KRR1         |              | 0.00 %        |
| MDU2         |              | 0.00 %        |
| MDU4         |              | 0.00 %        |
| MDU5         |              | 0.00 %        |
| MLR1         |              | 0.00 %        |
| MNM1         |              | 0.00 %        |
| NKI1         |              | 0.00 %        |
| ODM1         |              | 0.00 %        |
| PKM1         |              | 0.00 %        |
| PNI1         |              | 0.00 %        |
| PNV2         |              | 0.00 %        |
| PVI1         |              | 0.00 %        |
| SZSD         |              | 0.00 %        |
| TDI1         |              | 0.00 %        |
| TEN1         |              | 0.00 %        |
| USL1         |              | 0.00 %        |
| WHMD         |              | 0.00 %        |
| <b>Total</b> | <b>22.68</b> | <b>1.67 %</b> |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 18.19       | 1.16 %        |
| Total    | 18.19       | 1.16 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 3.50        | 2.14 %        |
| NGR1     | 2.01        | 2.11 %        |
| TVL1     | 1.63        | 0.85 %        |
| MAR1     | 0.73        | 1.78 %        |
| RPM1     | 0.63        | 1.49 %        |
| TUT2     | 0.40        | 0.46 %        |
| VNR2     | 0.33        | 0.59 %        |
| MMT1     | 0.32        | 1.25 %        |
| ERL2     | 0.32        | 1.21 %        |
| VNR1     | 0.32        | 1.23 %        |
| APK1     |             | 0.00 %        |
| APK2     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| KGL1     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| KYR1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| S2SD     |             | 0.00 %        |
| SDI1     |             | 0.00 %        |
| SGT1     |             | 0.00 %        |
| SKD1     |             | 0.00 %        |
| SNL1     |             | 0.00 %        |
| SVK1     |             | 0.00 %        |
| TCN1     |             | 0.00 %        |
| TKS1     |             | 0.00 %        |
| TKS2     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| TYI1     |             | 0.00 %        |
| UDN1     |             | 0.00 %        |
| VKM1     |             | 0.00 %        |
| VLY1     |             | 0.00 %        |
| WHTV     |             | 0.00 %        |
| PKD1     | -0.36       | -0.86 %       |
| Total    | 18.19       | 1.16 %        |

**WEST-02**

| Property     | MTD Sales L  | Brand Share % |
|--------------|--------------|---------------|
| Air-Cond     | 12.93        | 1.61 %        |
| <b>Total</b> | <b>12.93</b> | <b>1.61 %</b> |

| Branch *     | MTD Sales L  | Brand Share % |
|--------------|--------------|---------------|
| ERD1         | 0.94         | 1.06 %        |
| TCG1         | 0.36         | 1.44 %        |
| TRM1         | 0.29         | 1.89 %        |
| VPD1         | 0.29         | 1.70 %        |
| APN1         |              | 0.00 %        |
| 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 %        |
| KAM1         |              | 0.00 %        |
| KMM1         |              | 0.00 %        |
| KRI1         |              | 0.00 %        |
| KVP1         |              | 0.00 %        |
| MCR1         |              | 0.00 %        |
| MTR1         |              | 0.00 %        |
| NKL2         |              | 0.00 %        |
| OML1         |              | 0.00 %        |
| PDR1         |              | 0.00 %        |
| PLC1         |              | 0.00 %        |
| RSP1         |              | 0.00 %        |
| SGG1         |              | 0.00 %        |
| SGI1         |              | 0.00 %        |
| SLM2         |              | 0.00 %        |
| VKL1         |              | 0.00 %        |
| WHKP         |              | 0.00 %        |
| WHPD         |              | 0.00 %        |
| WZWH         |              | 0.00 %        |
| <b>Total</b> | <b>12.93</b> | <b>1.61 %</b> |

**VIJAYAWADA-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 10.59       | 0.78 %        |
| Total    | 10.59       | 0.78 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TEL1     | 0.73        | 1.81 %        |
| KND1     | 0.66        | 1.97 %        |
| TDD1     | 0.57        | 1.34 %        |
| CKT1     | 0.37        | 1.57 %        |
| RAL1     | 0.37        | 1.07 %        |
| GVM1     | 0.36        | 1.38 %        |
| NPR1     | 0.30        | 0.77 %        |
| AMP1     |             | 0.00 %        |
| BPP1     |             | 0.00 %        |
| BVR1     |             | 0.00 %        |
| CRL1     |             | 0.00 %        |
| DPE1     |             | 0.00 %        |
| ELU1     |             | 0.00 %        |
| GDV1     |             | 0.00 %        |
| GNT1     |             | 0.00 %        |
| GNT2     |             | 0.00 %        |
| JGG1     |             | 0.00 %        |
| JPT1     |             | 0.00 %        |
| MTM1     |             | 0.00 %        |
| NRT1     |             | 0.00 %        |
| NZV1     |             | 0.00 %        |
| OGL1     |             | 0.00 %        |
| PAP1     |             | 0.00 %        |
| PNR1     |             | 0.00 %        |
| PPM1     |             | 0.00 %        |
| RMV1     |             | 0.00 %        |
| TNI1     |             | 0.00 %        |
| TNK1     |             | 0.00 %        |
| TVU1     |             | 0.00 %        |
| VJW3     |             | 0.00 %        |
| VJW4     |             | 0.00 %        |
| VJW5     |             | 0.00 %        |
| VKN1     |             | 0.00 %        |
| VUY1     |             | 0.00 %        |
| WHGT     |             | 0.00 %        |
| WHVJ     |             | 0.00 %        |
| Total    | 10.59       | 0.78 %        |

**TIRUPATI-01**

| Property     | MTD Sales L | Brand Share % |
|--------------|-------------|---------------|
| Air-Cond     | 9.17        | 1.06 %        |
| <b>Total</b> | <b>9.17</b> | <b>1.06 %</b> |

| Branch *     | MTD Sales L | Brand Share % |
|--------------|-------------|---------------|
| NLR1         | 1.39        | 2.32 %        |
| KHT1         | 0.40        | 1.67 %        |
| NYP1         | 0.37        | 1.36 %        |
| TPY1         | 0.37        | 0.52 %        |
| VKI1         | 0.37        | 1.63 %        |
| KDA1         | 0.31        | 0.74 %        |
| ADI1         |             | 0.00 %        |
| ATP1         |             | 0.00 %        |
| BVL1         |             | 0.00 %        |
| CTO1         |             | 0.00 %        |
| DHN1         |             | 0.00 %        |
| GTL1         |             | 0.00 %        |
| KAR1         |             | 0.00 %        |
| KDR1         |             | 0.00 %        |
| KNL1         |             | 0.00 %        |
| KNL2         |             | 0.00 %        |
| KVL1         |             | 0.00 %        |
| MPL1         |             | 0.00 %        |
| NDL1         |             | 0.00 %        |
| PDT1         |             | 0.00 %        |
| PGR1         |             | 0.00 %        |
| PIL1         |             | 0.00 %        |
| PMR1         |             | 0.00 %        |
| PUT1         |             | 0.00 %        |
| RCY1         |             | 0.00 %        |
| RJP1         |             | 0.00 %        |
| TPI1         |             | 0.00 %        |
| WHKD         |             | 0.00 %        |
| <b>Total</b> | <b>9.17</b> | <b>1.06 %</b> |

**WEST-01**

| Property     | MTD Sales L | Brand Share % |
|--------------|-------------|---------------|
| Air-Cond     | 7.86        | 1.53 %        |
| <b>Total</b> | <b>7.86</b> | <b>1.53 %</b> |

| Branch *     | MTD Sales L | Brand Share % |
|--------------|-------------|---------------|
| SNR1         | 0.30        | 1.29 %        |
| CBE6         | 0.30        | 1.49 %        |
| TPR2         | 0.29        | 0.97 %        |
| CBE2         | 0.28        | 0.25 %        |
| ANR1         |             | 0.00 %        |
| AVI1         |             | 0.00 %        |
| CBE1         |             | 0.00 %        |
| CBE3         |             | 0.00 %        |
| CBE5         |             | 0.00 %        |
| CNR1         |             | 0.00 %        |
| DPM2         |             | 0.00 %        |
| GBM1         |             | 0.00 %        |
| GDR1         |             | 0.00 %        |
| KGI1         |             | 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 %        |
| TPR4         |             | 0.00 %        |
| UAM1         |             | 0.00 %        |
| UMP1         |             | 0.00 %        |
| WZSD         |             | 0.00 %        |
| WHCB         | -0.28       | 1.35 %        |
| <b>Total</b> | <b>7.86</b> | <b>1.53 %</b> |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 6.70        | 0.83 %        |
| Total    | 6.70        | 0.83 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AKM1     | 0.99        | 2.18 %        |
| SBR1     | 0.65        | 1.01 %        |
| TRT1     | 0.30        | 0.80 %        |
| ANI1     | 0.29        | 1.48 %        |
| WJP1     | 0.29        | 1.17 %        |
| TRL1     | 0.28        | 0.39 %        |
| CPT1     | 0.26        | 1.39 %        |
| ABR1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| KPM2     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| PTU1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WJD1     |             | 0.00 %        |
| WHVL     | -0.44       | 1.81 %        |
| Total    | 6.70        | 0.83 %        |

## KL-NORTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.97        | 3.59 %        |
| Total    | 4.97        | 3.59 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    | 4.97        | 3.59 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.23        | 0.18 %        |
| Total    | 0.23        | 0.18 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVP1     | 0.23        | 0.25 %        |
| KLR1     |             | 0.00 %        |
| PAS1     |             | 0.00 %        |
| PNL1     |             | 0.00 %        |
| WHTM     |             | 0.00 %        |
| Total    | 0.23        | 0.18 %        |