

MTD Sales  
54.56 L

Brand Share %  
3.13 %

Information:

MTD : 01-09-2025 To 21-09-2025

\* Branch where in Brand Share % is less than Overall Company's Brand Share **3.13 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 54.56       | 3.13 %        |
| Total    | 54.56       | 3.13 %        |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-02    | 17.35       | 7.91 %        |
| TRICHY-01     | 9.15        | 4.03 %        |
| CHENNAI-01    | 9.02        | 3.03 %        |
| SOUTH-01      | 4.77        | 1.39 %        |
| SOUTH ARCOT   | 3.48        | 3.45 %        |
| SOUTH-03      | 3.28        | 2.02 %        |
| TIRUPATI-01   | 2.72        | 3.90 %        |
| NORTH ARCOT   | 1.43        | 1.85 %        |
| WEST-02       | 1.40        | 2.20 %        |
| VIJAYAWADA-01 | 1.12        | 1.07 %        |
| WEST-01       | 0.57        | 0.94 %        |
| KL-SOUTH      | 0.27        | 1.48 %        |
| Total         | 54.56       | 3.13 %        |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 17.35       | 7.91 %        |
| Total    | 17.35       | 7.91 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH18     | 0.28        | 2.27 %        |
| CH01     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH23     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH31     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH34     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH44     |             | 0.00 %        |
| CH46     |             | 0.00 %        |
| GPD1     |             | 0.00 %        |
| MJR1     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| Total    | 17.35       | 7.91 %        |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 9.15        | 4.03 %        |
| Total    | 9.15        | 4.03 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 1.28        | 1.77 %        |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| JKM1     |             | 0.00 %        |
| KIK1     |             | 0.00 %        |
| KRN1     |             | 0.00 %        |
| MDI1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PBR1     |             | 0.00 %        |
| PBR2     |             | 0.00 %        |
| PDK1     |             | 0.00 %        |
| PTK1     |             | 0.00 %        |
| TNJ2     |             | 0.00 %        |
| TRY2     |             | 0.00 %        |
| TRY3     |             | 0.00 %        |
| TTP1     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| Total    | 9.15        | 4.03 %        |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 9.02        | 3.03 %        |
| Total    | 9.02        | 3.03 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH11     | 0.29        | 2.18 %        |
| CH16     | 0.24        | 1.25 %        |
| CH07     |             | 0.00 %        |
| CH14     |             | 0.00 %        |
| CH26     |             | 0.00 %        |
| CH28     |             | 0.00 %        |
| CH29     |             | 0.00 %        |
| CH30     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH38     |             | 0.00 %        |
| CH40     |             | 0.00 %        |
| CH45     |             | 0.00 %        |
| CH48     |             | 0.00 %        |
| GUD1     |             | 0.00 %        |
| GUD2     |             | 0.00 %        |
| MC10     |             | 0.00 %        |
| MRM1     |             | 0.00 %        |
| SKL1     |             | 0.00 %        |
| TKM1     |             | 0.00 %        |
| WHC3     | -1.77       | -14.34 %      |
| Total    | 9.02        | 3.03 %        |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.77        | 1.39 %        |
| Total    | 4.77        | 1.39 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| RPM1     | 0.62        | 1.93 %        |
| APK1     |             | 0.00 %        |
| APK2     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| ASM1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| ERL2     |             | 0.00 %        |
| KGL1     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| KVT1     |             | 0.00 %        |
| KYR1     |             | 0.00 %        |
| MAR1     |             | 0.00 %        |
| MMT1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| PKD1     |             | 0.00 %        |
| S2SD     |             | 0.00 %        |
| SDI1     |             | 0.00 %        |
| SGT1     |             | 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 %        |
| TUT2     |             | 0.00 %        |
| TVL1     |             | 0.00 %        |
| TYI1     |             | 0.00 %        |
| UDN1     |             | 0.00 %        |
| VKM1     |             | 0.00 %        |
| VLY1     |             | 0.00 %        |
| VNR1     |             | 0.00 %        |
| Total    | 4.77        | 1.39 %        |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 3.48        | 3.45 %        |
| Total    | 3.48        | 3.45 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CUD1     |             | 0.00 %        |
| KKI2     |             | 0.00 %        |
| KLM1     |             | 0.00 %        |
| KML1     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| PRT1     |             | 0.00 %        |
| SJI1     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TDM1     |             | 0.00 %        |
| TRK1     |             | 0.00 %        |
| TVM2     |             | 0.00 %        |
| ULP1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| Total    | 3.48        | 3.45 %        |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 3.28        | 2.02 %        |
| Total    | 3.28        | 2.02 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU2     | 0.27        | 2.59 %        |
| ADP1     |             | 0.00 %        |
| ATG1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| BTU1     |             | 0.00 %        |
| CBM1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| DGL2     |             | 0.00 %        |
| DKI1     |             | 0.00 %        |
| KKD2     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| KYK1     |             | 0.00 %        |
| MDU3     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MDU6     |             | 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 %        |
| PNV1     |             | 0.00 %        |
| PVI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| SVG1     |             | 0.00 %        |
| SZSD     |             | 0.00 %        |
| TDI1     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TMM1     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| Total    | 3.28        | 2.02 %        |

# TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.72        | 3.90 %        |
| Total    | 2.72        | 3.90 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ATP1     |             | 0.00 %        |
| BVL1     |             | 0.00 %        |
| CTO1     |             | 0.00 %        |
| DHN1     |             | 0.00 %        |
| GTL1     |             | 0.00 %        |
| KDA1     |             | 0.00 %        |
| KHT1     |             | 0.00 %        |
| KNL1     |             | 0.00 %        |
| KNL2     |             | 0.00 %        |
| KOU1     |             | 0.00 %        |
| MPL1     |             | 0.00 %        |
| NDL1     |             | 0.00 %        |
| NLR1     |             | 0.00 %        |
| NYP1     |             | 0.00 %        |
| PDT1     |             | 0.00 %        |
| PIL1     |             | 0.00 %        |
| PMR1     |             | 0.00 %        |
| PUT1     |             | 0.00 %        |
| RCY1     |             | 0.00 %        |
| RJP1     |             | 0.00 %        |
| TPI1     |             | 0.00 %        |
| TPY1     |             | 0.00 %        |
| Total    | 2.72        | 3.90 %        |

# NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.43        | 1.85 %        |
| Total    | 1.43        | 1.85 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRL1     | 0.30        | 2.85 %        |
| KPM2     | 0.29        | 2.39 %        |
| SBR1     | 0.28        | 2.46 %        |
| ABR1     |             | 0.00 %        |
| AKM1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CPT1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| PTU1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| TRT1     |             | 0.00 %        |
| VEL1     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WJD1     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    | 1.43        | 1.85 %        |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.40        | 2.20 %        |
| Total    | 1.40        | 2.20 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| BMD1     |             | 0.00 %        |
| CMI1     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| EPI1     |             | 0.00 %        |
| ERD1     |             | 0.00 %        |
| ERD2     |             | 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 %        |
| NKL2     |             | 0.00 %        |
| OML1     |             | 0.00 %        |
| PDR1     |             | 0.00 %        |
| PLC1     |             | 0.00 %        |
| PMP1     |             | 0.00 %        |
| RSP1     |             | 0.00 %        |
| SGG1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| SLM2     |             | 0.00 %        |
| SLM3     |             | 0.00 %        |
| TCG1     |             | 0.00 %        |
| TRM1     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| VPD1     |             | 0.00 %        |
| WZWH     |             | 0.00 %        |
| Total    | 1.40        | 2.20 %        |



# VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.12        | 1.07 %        |
| Total    | 1.12        | 1.07 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AMP1     |             | 0.00 %        |
| BPP1     |             | 0.00 %        |
| BVR1     |             | 0.00 %        |
| CKT1     |             | 0.00 %        |
| CRL1     |             | 0.00 %        |
| DPE1     |             | 0.00 %        |
| ELU1     |             | 0.00 %        |
| GDV1     |             | 0.00 %        |
| GNT1     |             | 0.00 %        |
| GNT2     |             | 0.00 %        |
| GVM1     |             | 0.00 %        |
| JGG1     |             | 0.00 %        |
| JPT1     |             | 0.00 %        |
| KDR1     |             | 0.00 %        |
| KND1     |             | 0.00 %        |
| MTM1     |             | 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 %        |
| TNI1     |             | 0.00 %        |
| TNK1     |             | 0.00 %        |
| VJW2     |             | 0.00 %        |
| VJW3     |             | 0.00 %        |
| VJW5     |             | 0.00 %        |
| VKN1     |             | 0.00 %        |
| VUY1     |             | 0.00 %        |
| Total    | 1.12        | 1.07 %        |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.57        | 0.94 %        |
| Total    | 0.57        | 0.94 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ANR1     |             | 0.00 %        |
| AVI1     |             | 0.00 %        |
| CBE1     |             | 0.00 %        |
| CBE2     |             | 0.00 %        |
| CBE3     |             | 0.00 %        |
| CBE4     |             | 0.00 %        |
| CBE5     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| GBM1     |             | 0.00 %        |
| KGI1     |             | 0.00 %        |
| KGM1     |             | 0.00 %        |
| KMR1     |             | 0.00 %        |
| MPM1     |             | 0.00 %        |
| PDM1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SNR1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR1     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| Total    | 0.57        | 0.94 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.27        | 1.48 %        |
| Total    | 0.27        | 1.48 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVP1     | 0.27        | 2.06 %        |
| KLR1     |             | 0.00 %        |
| PAS1     |             | 0.00 %        |
| Total    | 0.27        | 1.48 %        |