

MTD Sales  
31.73 L

Brand Share %  
13.75 %

Information:

MTD : 01-09-2025 To 02-09-2025

\* Branch where in Brand Share % is less than Overall State's Brand Share **13.75 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 29.53       | 13.23 %       |
| D-Freez  | 1.55        | 32.04 %       |
| W-Disp   | 0.57        | 57.58 %       |
| Air-Cool | 0.07        | 4.34 %        |
| Total    | 31.73       | 13.75 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| CHENNAI-01  | 7.29        | 17.92 %       |
| TRICHY-01   | 7.23        | 11.81 %       |
| SOUTH-01    | 5.59        | 13.79 %       |
| SOUTH-03    | 4.90        | 17.02 %       |
| CHENNAI-02  | 1.96        | 10.25 %       |
| WEST-02     | 1.40        | 19.03 %       |
| WEST-01     | 1.22        | 13.28 %       |
| SOUTH ARCOT | 0.98        | 9.81 %        |
| NORTH ARCOT | 0.67        | 7.35 %        |
| KL-SOUTH    | 0.48        | 10.23 %       |
| Total       | 31.73       | 13.75 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 7.21        | 18.08 %       |
| W-Disp   | 0.08        | 31.07 %       |
| Total    | 7.29        | 17.92 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CGL1     |             | 0.00 %        |
| CH16     |             | 0.00 %        |
| CH22     |             | 0.00 %        |
| CH28     |             | 0.00 %        |
| CH35     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH38     |             | 0.00 %        |
| CH39     |             | 0.00 %        |
| CH48     |             | 0.00 %        |
| GUD2     |             | 0.00 %        |
| KNR1     |             | 0.00 %        |
| TKM1     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 7.29        | 17.92 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 7.23        | 11.96 %       |
| Total    | 7.23        | 11.81 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 3.58        | 11.36 %       |
| TRY2     | 0.36        | 9.02 %        |
| TRY3     | 0.26        | 13.34 %       |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| KIK1     |             | 0.00 %        |
| KUM1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| MVM1     |             | 0.00 %        |
| NCK1     |             | 0.00 %        |
| NGT1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PBR2     |             | 0.00 %        |
| PDK1     |             | 0.00 %        |
| TNJ1     |             | 0.00 %        |
| TTP1     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| Total    | 7.23        | 11.81 %       |

## SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.42        | 11.64 %       |
| D-Freez  | 0.92        | 50.89 %       |
| W-Disp   | 0.16        | 100.00 %      |
| Air-Cool | 0.07        | 14.86 %       |
| Total    | 5.59        | 13.79 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 0.55        | 7.96 %        |
| VNR2     | 0.08        | 4.36 %        |
| APK1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| KVT1     |             | 0.00 %        |
| KYR1     |             | 0.00 %        |
| NGR1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| S2SD     |             | 0.00 %        |
| SNL1     |             | 0.00 %        |
| SVK1     |             | 0.00 %        |
| TKS1     |             | 0.00 %        |
| TKS2     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| TVL1     |             | 0.00 %        |
| UDN1     |             | 0.00 %        |
| VKM1     |             | 0.00 %        |
| VNR1     |             | 0.00 %        |
| Total    | 5.59        | 13.79 %       |

### SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.64        | 16.42 %       |
| D-Freez  | 0.17        | 100.00 %      |
| W-Disp   | 0.09        | 100.00 %      |
| Total    | 4.90        | 17.02 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU1     | 0.30        | 8.59 %        |
| KKD2     | 0.09        | 6.60 %        |
| ADP1     |             | 0.00 %        |
| ATG1     |             | 0.00 %        |
| DKI1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| KYK1     |             | 0.00 %        |
| MDU4     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| MNM1     |             | 0.00 %        |
| MPA1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| PKM1     |             | 0.00 %        |
| PNI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| TDI1     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TMM1     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| Total    | 4.90        | 17.02 %       |

### CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.89        | 10.26 %       |
| W-Disp   | 0.07        | 100.00 %      |
| Total    | 1.96        | 10.25 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH21     | 0.07        | 2.07 %        |
| CH03     |             | 0.00 %        |
| CH09     |             | 0.00 %        |
| CH12     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH18     |             | 0.00 %        |
| CH20     |             | 0.00 %        |
| CH23     |             | 0.00 %        |
| CH24     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH31     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH33     |             | 0.00 %        |
| CH41     |             | 0.00 %        |
| CH44     |             | 0.00 %        |
| CH46     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| UKI1     |             | 0.00 %        |
| Total    | 1.96        | 10.25 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.40        | 20.94 %       |
| Total    | 1.40        | 19.03 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| CMI1     |             | 0.00 %        |
| ERD1     |             | 0.00 %        |
| HSR1     |             | 0.00 %        |
| MTR1     |             | 0.00 %        |
| NKL2     |             | 0.00 %        |
| OML1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| SLM1     |             | 0.00 %        |
| SLM2     |             | 0.00 %        |
| SLM3     |             | 0.00 %        |
| TRM1     |             | 0.00 %        |
| Total    | 1.40        | 19.03 %       |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.13        | 12.86 %       |
| W-Disp   | 0.09        | 32.91 %       |
| Total    | 1.22        | 13.28 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| GBM1     | 0.09        | 12.09 %       |
| CBE2     |             | 0.00 %        |
| CBE4     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| MPM1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SNR1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| TPR1     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| Total    | 1.22        | 13.28 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.66        | 7.17 %        |
| D-Freez  | 0.24        | 55.79 %       |
| W-Disp   | 0.08        | 100.00 %      |
| Total    | 0.98        | 9.81 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     |             | 0.00 %        |
| CUD1     |             | 0.00 %        |
| KLM1     |             | 0.00 %        |
| KML1     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| NVL2     |             | 0.00 %        |
| POY1     |             | 0.00 %        |
| POY2     |             | 0.00 %        |
| PRT1     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| Total    | 0.98        | 9.81 %        |

NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.67        | 7.48 %        |
| Total    | 0.67        | 7.35 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ABR1     |             | 0.00 %        |
| AKM1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| KPM2     |             | 0.00 %        |
| SBR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| VEL1     |             | 0.00 %        |
| VEL2     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WJD1     |             | 0.00 %        |
| Total    | 0.67        | 7.35 %        |

KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.27        | 5.96 %        |
| D-Freez  | 0.21        | 100.00 %      |
| Total    | 0.48        | 10.23 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVP1     | 0.27        | 8.55 %        |
| KLR1     |             | 0.00 %        |
| Total    | 0.48        | 10.23 %       |