

MTD Sales  
78.88 L

Brand Share %  
9.08 %

Information:

MTD : 01-11-2025 To 08-11-2025

\* Branch where in Brand Share % is less than Overall State's Brand Share **9.08 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 76.15       | 8.93 %        |
| D-Freez  | 1.70        | 14.04 %       |
| W-Disp   | 1.03        | 32.64 %       |
| Air-Cool |             | -0.06 %       |
| Total    | 78.88       | 9.08 %        |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| CHENNAI-01  | 14.79       | 9.46 %        |
| SOUTH ARCOT | 13.08       | 14.63 %       |
| TRICHY-01   | 12.92       | 7.96 %        |
| SOUTH-01    | 10.20       | 8.41 %        |
| SOUTH-03    | 7.72        | 8.82 %        |
| CHENNAI-02  | 6.71        | 5.82 %        |
| WEST-01     | 5.40        | 12.81 %       |
| NORTH ARCOT | 3.97        | 8.99 %        |
| WEST-02     | 3.11        | 7.29 %        |
| KL-SOUTH    | 0.97        | 12.07 %       |
| Total       | 78.88       | 9.08 %        |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 14.20       | 9.19 %        |
| D-Freez  | 0.47        | 36.78 %       |
| W-Disp   | 0.11        | 24.21 %       |
| Total    | 14.79       | 9.46 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH05     | 1.38        | 8.59 %        |
| CZWH     | 0.86        | 7.96 %        |
| CH48     | 0.57        | 7.23 %        |
| AVD1     | 0.54        | 6.88 %        |
| CH19     | 0.45        | 5.85 %        |
| CH07     | 0.43        | 5.42 %        |
| CH22     | 0.30        | 7.01 %        |
| CH28     | 0.30        | 3.94 %        |
| CH08     | 0.30        | 5.06 %        |
| CH42     | 0.26        | 1.38 %        |
| CGL1     |             | 0.00 %        |
| CH26     |             | 0.00 %        |
| CH29     |             | 0.00 %        |
| CH30     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH38     |             | 0.00 %        |
| GUD1     |             | 0.00 %        |
| GUD2     |             | 0.00 %        |
| MC09     |             | 0.00 %        |
| MRM1     |             | 0.00 %        |
| SKL1     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 14.79       | 9.46 %        |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 13.08       | 14.76 %       |
| Total    | 13.08       | 14.63 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     | 0.30        | 5.15 %        |
| KML1     | 0.26        | 5.70 %        |
| KKI2     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| SJI2     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TDM1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| TVM2     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| WHUT     |             | 0.00 %        |
| Total    | 13.08       | 14.63 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 12.92       | 8.01 %        |
| Total    | 12.92       | 7.96 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 1.12        | 4.24 %        |
| PBR2     | 0.86        | 8.38 %        |
| TRY2     | 0.56        | 3.53 %        |
| KUM1     | 0.30        | 3.15 %        |
| KIK1     | 0.26        | 4.45 %        |
| TTP1     | 0.26        | 7.30 %        |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| JKM1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| MVM1     |             | 0.00 %        |
| NCK1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PDK1     |             | 0.00 %        |
| TRY4     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| TZSD     |             | 0.00 %        |
| Total    | 12.92       | 7.96 %        |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 9.76        | 8.21 %        |
| W-Disp   | 0.32        | 33.63 %       |
| D-Freez  | 0.13        | 9.66 %        |
| Air-Cool |             | -0.50 %       |
| Total    | 10.20       | 8.41 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 0.84        | 4.25 %        |
| TUT2     | 0.48        | 6.36 %        |
| NGR1     | 0.47        | 6.03 %        |
| TVL2     | 0.29        | 5.55 %        |
| MAR1     | 0.28        | 6.29 %        |
| PKD1     | 0.26        | 8.19 %        |
| SNL1     | 0.26        | 8.60 %        |
| APK1     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| ASM1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| ERL2     |             | 0.00 %        |
| KGL1     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| SDI1     |             | 0.00 %        |
| SGT1     |             | 0.00 %        |
| STU2     |             | 0.00 %        |
| TCN1     |             | 0.00 %        |
| TKS1     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| TYI1     |             | 0.00 %        |
| UDN1     |             | 0.00 %        |
| VLY1     |             | 0.00 %        |
| Total    | 10.20       | 8.41 %        |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 7.63        | 8.79 %        |
| W-Disp   | 0.09        | 38.35 %       |
| Total    | 7.72        | 8.82 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU6     | 0.57        | 7.19 %        |
| ADP1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| BTU1     |             | 0.00 %        |
| CBM1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| DKI1     |             | 0.00 %        |
| KKD3     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| MDU4     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MLR1     |             | 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 %        |
| SZSD     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| WHMD     |             | 0.00 %        |
| Total    | 7.72        | 8.82 %        |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 6.47        | 5.67 %        |
| W-Disp   | 0.25        | 48.87 %       |
| Total    | 6.71        | 5.82 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH24     | 0.57        | 7.60 %        |
| CH15     | 0.56        | 3.00 %        |
| CH18     | 0.43        | 6.66 %        |
| CH44     | 0.32        | 6.08 %        |
| CH12     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH20     |             | 0.00 %        |
| CH21     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH31     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH34     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH41     |             | 0.00 %        |
| CH46     |             | 0.00 %        |
| MC06     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| UKI1     |             | 0.00 %        |
| Total    | 6.71        | 5.82 %        |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.97        | 12.53 %       |
| D-Freez  | 0.34        | 21.80 %       |
| W-Disp   | 0.09        | 19.38 %       |
| Total    | 5.40        | 12.81 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| GBM1     | 0.21        | 8.65 %        |
| CBE2     | 0.13        | 1.04 %        |
| CBE1     | 0.09        | 2.60 %        |
| ANR1     |             | 0.00 %        |
| CBE5     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| CNR1     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| KGM1     |             | 0.00 %        |
| KMD1     |             | 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 %        |
| TPR2     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| Total    | 5.40        | 12.81 %       |

# NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 3.38        | 8.13 %        |
| D-Freez  | 0.58        | 24.75 %       |
| Total    | 3.97        | 8.99 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KPM2     | 0.25        | 7.37 %        |
| ABR1     |             | 0.00 %        |
| AKM1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WHVL     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    | 3.97        | 8.99 %        |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.77        | 6.84 %        |
| D-Freez  | 0.17        | 9.20 %        |
| W-Disp   | 0.17        | 100.00 %      |
| Total    | 3.11        | 7.29 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD1     | 0.26        | 5.22 %        |
| SLM2     | 0.08        | 3.47 %        |
| CM11     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| EPI1     |             | 0.00 %        |
| HSR1     |             | 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 %        |
| SLM3     |             | 0.00 %        |
| TCG1     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| VPD1     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| Total    | 3.11        | 7.29 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.97        | 14.68 %       |
| Total    | 0.97        | 12.07 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KLR1     |             | 0.00 %        |
| PAS1     |             | 0.00 %        |
| Total    | 0.97        | 12.07 %       |