

MTD Sales  
591.98 L

Brand Share %  
12.50 %

Information:

MTD : 01-09-2026 To 22-09-2026

\* Branch where in Brand Share % is less than Overall State's Brand Share **12.50 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 571.53      | 12.32 %       |
| W-Disp   | 11.75       | 42.75 %       |
| D-Freez  | 8.70        | 12.61 %       |
| Total    | 591.98      | 12.50 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| TRICHY-01   | 110.66      | 15.95 %       |
| CHENNAI-01  | 101.82      | 11.89 %       |
| SOUTH-03    | 81.74       | 15.63 %       |
| SOUTH-01    | 80.47       | 9.23 %        |
| CHENNAI-02  | 77.28       | 11.29 %       |
| NORTH ARCOT | 49.33       | 14.05 %       |
| SOUTH ARCOT | 42.73       | 13.06 %       |
| WEST-02     | 22.86       | 14.20 %       |
| WEST-03     | 16.90       | 10.64 %       |
| WEST-01     | 8.19        | 7.50 %        |
| Total       | 591.98      | 12.50 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 109.97      | 16.09 %       |
| D-Freez  | 0.44        | 4.79 %        |
| W-Disp   | 0.25        | 18.23 %       |
| Total    | 110.66      | 15.95 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KUM1     | 4.61        | 11.38 %       |
| TNJ1     | 4.21        | 12.31 %       |
| MVM1     | 3.08        | 7.38 %        |
| AYR1     | 1.63        | 12.42 %       |
| PDK1     | 1.53        | 11.30 %       |
| NGT1     | 1.33        | 5.50 %        |
| TYR1     | 1.12        | 10.48 %       |
| KUM2     | 1.07        | 6.71 %        |
| TRY2     | 1.03        | 11.66 %       |
| TVR1     | 0.85        | 4.57 %        |
| JKM1     | 0.70        | 5.44 %        |
| APM1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| TZSD     | -0.13       | 6.33 %        |
| WTRZ     | -0.60       | 6.85 %        |
| Total    | 110.66      | 15.95 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 99.47       | 11.82 %       |
| W-Disp   | 1.18        | 21.17 %       |
| D-Freez  | 1.17        | 13.30 %       |
| Total    | 101.82      | 11.89 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH16     | 7.57        | 12.40 %       |
| CH05     | 7.13        | 12.26 %       |
| CH19     | 5.21        | 10.64 %       |
| CH42     | 4.28        | 9.99 %        |
| CH28     | 4.04        | 11.06 %       |
| GUD1     | 3.63        | 10.25 %       |
| CH48     | 2.19        | 6.80 %        |
| CH38     | 2.09        | 12.06 %       |
| CH45     | 1.87        | 6.27 %        |
| CH25     | 1.72        | 5.44 %        |
| SKL1     | 1.72        | 9.94 %        |
| CH39     | 0.97        | 4.96 %        |
| CGL1     | 0.86        | 5.83 %        |
| CH08     | 0.77        | 4.49 %        |
| CZWH     | 0.73        | 2.14 %        |
| MRM1     | 0.53        | 2.87 %        |
| CH22     | 0.29        | 1.28 %        |
| CH29     | 0.09        | 4.64 %        |
| Total    | 101.82      | 11.89 %       |

## SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 76.77       | 15.03 %       |
| W-Disp   | 3.69        | 76.70 %       |
| D-Freez  | 1.28        | 17.57 %       |
| Total    | 81.74       | 15.63 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TMM1     | 2.20        | 11.80 %       |
| ATG1     | 2.15        | 10.72 %       |
| DGL1     | 2.09        | 7.93 %        |
| PVI1     | 1.95        | 7.73 %        |
| KRR1     | 1.30        | 6.28 %        |
| ODM1     | 0.69        | 12.13 %       |
| TEN1     | 0.61        | 7.75 %        |
| BTU1     | 0.60        | 9.83 %        |
| KKD3     | 0.57        | 2.47 %        |
| CBM1     | 0.42        | 6.98 %        |
| TPT1     | 0.33        | 2.73 %        |
| NTM1     | 0.33        | 10.70 %       |
| NKI1     | 0.31        | 5.34 %        |
| ADP1     | 0.30        | 8.05 %        |
| MLR1     | 0.30        | 3.92 %        |
| SGP1     | 0.30        | 7.68 %        |
| BNR1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| KYK1     |             | 0.00 %        |
| MPA1     |             | 0.00 %        |
| PKM1     |             | 0.00 %        |
| SZSD     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| Total    | 81.74       | 15.63 %       |

# SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 78.51       | 9.13 %        |
| W-Disp   | 1.40        | 54.50 %       |
| D-Freez  | 0.56        | 5.99 %        |
| Total    | 80.47       | 9.23 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVL1     | 9.93        | 8.17 %        |
| TUT1     | 6.29        | 5.94 %        |
| RND2     | 2.75        | 10.73 %       |
| MAR1     | 2.63        | 11.55 %       |
| SVK1     | 2.38        | 10.77 %       |
| TUT2     | 2.31        | 5.84 %        |
| TKS2     | 1.97        | 6.16 %        |
| ERL2     | 1.71        | 6.15 %        |
| TYI1     | 1.56        | 8.56 %        |
| TKS1     | 1.53        | 8.28 %        |
| VLY1     | 1.47        | 4.55 %        |
| PKD1     | 1.26        | 6.65 %        |
| SNL1     | 0.90        | 10.40 %       |
| PDI1     | 0.89        | 8.00 %        |
| APK1     | 0.88        | 9.11 %        |
| KSM1     | 0.81        | 6.30 %        |
| UDN1     | 0.60        | 3.70 %        |
| SDI1     | 0.59        | 4.88 %        |
| VNR2     | 0.39        | 2.24 %        |
| ARM1     | 0.30        | 6.23 %        |
| COL1     | 0.29        | 4.42 %        |
| VNR1     | 0.08        | 1.12 %        |
| TCN1     | 0.08        | 0.42 %        |
| APK2     |             | 0.00 %        |
| ASM1     |             | 0.00 %        |
| KYR1     |             | 0.00 %        |
| MMT1     |             | 0.00 %        |
| SGT1     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| WHTV     | -0.08       | 1.62 %        |
| Total    | 80.47       | 9.23 %        |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 74.93       | 11.09 %       |
| D-Freez  | 1.27        | 22.20 %       |
| W-Disp   | 1.07        | 33.41 %       |
| Total    | 77.28       | 11.29 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH03     | 8.35        | 11.28 %       |
| CH51     | 2.83        | 9.38 %        |
| CH20     | 1.34        | 4.59 %        |
| CH27     | 1.28        | 9.79 %        |
| CH41     | 1.25        | 6.28 %        |
| CH23     | 0.96        | 11.88 %       |
| CH17     | 0.90        | 3.48 %        |
| CH33     | 0.86        | 3.73 %        |
| CH44     | 0.68        | 3.39 %        |
| CH46     | 0.67        | 4.55 %        |
| CH37     | 0.47        | 4.24 %        |
| CH35     | 0.29        | 2.35 %        |
| CH32     | 0.08        | 1.70 %        |
| CH31     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| GPD1     |             | 0.00 %        |
| MC06     |             | 0.00 %        |
| WHC3     | -1.09       | -6.01 %       |
| Total    | 77.28       | 11.29 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 47.58       | 13.98 %       |
| D-Freez  | 1.07        | 12.07 %       |
| W-Disp   | 0.68        | 34.87 %       |
| Total    | 49.33       | 14.05 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AKM1     | 1.30        | 10.05 %       |
| VEL1     | 1.25        | 12.40 %       |
| VEL2     | 1.17        | 5.22 %        |
| VSI1     | 1.17        | 9.98 %        |
| TRT1     | 1.10        | 10.86 %       |
| WJP1     | 0.97        | 10.62 %       |
| WJD1     | 0.80        | 10.42 %       |
| VNB1     | 0.62        | 7.59 %        |
| KPM1     | 0.58        | 4.44 %        |
| GDM1     | 0.32        | 2.64 %        |
| BGR1     | 0.30        | 6.37 %        |
| CGM1     | 0.21        | 5.95 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| Total    | 49.33       | 14.05 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 40.98       | 13.00 %       |
| D-Freez  | 1.51        | 14.79 %       |
| W-Disp   | 0.25        | 14.57 %       |
| Total    | 42.73       | 13.06 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRK1     | 1.95        | 9.04 %        |
| POY2     | 1.53        | 7.06 %        |
| VCM2     | 1.29        | 9.87 %        |
| KLM1     | 1.25        | 5.99 %        |
| CDM1     | 1.18        | 5.11 %        |
| SJI2     | 1.11        | 5.08 %        |
| ULP1     | 0.78        | 6.71 %        |
| KML1     | 0.66        | 8.03 %        |
| MKM1     | 0.62        | 7.67 %        |
| TVM1     | 0.58        | 7.28 %        |
| TVM2     | 0.54        | 3.97 %        |
| VPM1     | 0.29        | 7.61 %        |
| STP1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| WHNV     |             | 0.00 %        |
| WHUT     | -0.29       | 7.24 %        |
| Total    | 42.73       | 13.06 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 19.15       | 12.54 %       |
| W-Disp   | 2.99        | 79.82 %       |
| D-Freez  | 0.72        | 16.24 %       |
| Total    | 22.86       | 14.20 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KRI1     | 0.77        | 8.10 %        |
| MCR1     | 0.68        | 10.46 %       |
| PNG1     | 0.36        | 9.70 %        |
| HSR2     | 0.31        | 6.26 %        |
| PMP1     | 0.31        | 9.69 %        |
| MTR1     | 0.30        | 3.19 %        |
| PLC1     | 0.30        | 9.49 %        |
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| BMD1     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| EPI1     |             | 0.00 %        |
| HRR1     |             | 0.00 %        |
| KVP1     |             | 0.00 %        |
| OML1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| WHKP     |             | 0.00 %        |
| WZWH     |             | 0.00 %        |
| Total    | 22.86       | 14.20 %       |

### WEST-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 16.60       | 10.70 %       |
| D-Freez  | 0.22        | 7.06 %        |
| W-Disp   | 0.08        | 11.75 %       |
| Total    | 16.90       | 10.64 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| NKL2     | 0.97        | 5.67 %        |
| TCG1     | 0.93        | 11.77 %       |
| TPR2     | 0.58        | 6.03 %        |
| AVI1     | 0.56        | 9.76 %        |
| TPR1     | 0.39        | 4.50 %        |
| GBM1     | 0.31        | 5.18 %        |
| PDR1     | 0.29        | 5.50 %        |
| KGM1     |             | 0.00 %        |
| KMM1     |             | 0.00 %        |
| RSP1     |             | 0.00 %        |
| SGG1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| W3SD     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| Total    | 16.90       | 10.64 %       |

### WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 7.58        | 7.19 %        |
| D-Freez  | 0.45        | 23.28 %       |
| W-Disp   | 0.16        | 8.70 %        |
| Total    | 8.19        | 7.50 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE1     | 1.11        | 8.38 %        |
| CBE4     | 0.96        | 10.86 %       |
| CBE6     | 0.89        | 9.83 %        |
| MPM1     | 0.70        | 12.48 %       |
| KMR1     | 0.39        | 3.66 %        |
| PLI1     | 0.32        | 4.88 %        |
| PDM1     | 0.23        | 7.76 %        |
| GDR1     | 0.08        | 7.18 %        |
| ANR1     |             | 0.00 %        |
| CBE3     |             | 0.00 %        |
| CBE5     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SNR1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| UAM1     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| WZSD     |             | 0.00 %        |
| Total    | 8.19        | 7.50 %        |