



## TN : CARRIER Sales Performance 17/08/2025 9:14 AM

MTD Sales  
102.31 L

Brand Share %  
4.01 %

Information:

MTD : 01-08-2025 To 16-08-2025

\* Branch where in Brand Share % is less than Overall State's Brand Share **4.01 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 102.31      | 4.01 %        |
| Total    | 102.31      | 4.01 %        |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| SOUTH ARCOT | 21.10       | 9.87 %        |
| CHENNAI-01  | 17.88       | 3.37 %        |
| SOUTH-03    | 17.08       | 6.93 %        |
| CHENNAI-02  | 13.80       | 3.62 %        |
| SOUTH-01    | 13.60       | 3.30 %        |
| TRICHY-01   | 12.34       | 3.24 %        |
| WEST-02     | 4.58        | 3.30 %        |
| WEST-01     | 1.27        | 1.65 %        |
| KL-SOUTH    | 0.67        | 4.96 %        |
| NORTH ARCOT |             | 0.00 %        |
| Total       | 102.31      | 4.01 %        |

### SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 21.10       | 9.87 %        |
| Total    | 21.10       | 9.87 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KLM1     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TDM1     |             | 0.00 %        |
| TRK1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| TVM2     |             | 0.00 %        |
| ULP1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| WHNV     |             | 0.00 %        |
| Total    | 21.10       | 9.87 %        |

CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 17.88       | 3.37 %        |
| Total    | 17.88       | 3.37 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH48     | 0.62        | 2.20 %        |
| CH11     | 0.57        | 1.20 %        |
| GUD2     | 0.30        | 1.90 %        |
| MRM1     | 0.30        | 2.86 %        |
| CH39     | 0.26        | 2.34 %        |
| AVD1     |             | 0.00 %        |
| CGL1     |             | 0.00 %        |
| CH07     |             | 0.00 %        |
| CH08     |             | 0.00 %        |
| CH14     |             | 0.00 %        |
| CH28     |             | 0.00 %        |
| CH29     |             | 0.00 %        |
| CH35     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH40     |             | 0.00 %        |
| CH45     |             | 0.00 %        |
| CZWH     |             | 0.00 %        |
| GUD1     |             | 0.00 %        |
| MC02     |             | 0.00 %        |
| MC10     |             | 0.00 %        |
| SKL1     |             | 0.00 %        |
| TKM1     |             | 0.00 %        |
| WCHN     |             | 0.00 %        |
| Total    | 17.88       | 3.37 %        |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 17.08       | 6.93 %        |
| Total    | 17.08       | 6.93 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ADP1     |             | 0.00 %        |
| ATG1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| BTU1     |             | 0.00 %        |
| CBM1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| DGL2     |             | 0.00 %        |
| DKI1     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| MDU3     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| MNM1     |             | 0.00 %        |
| MPA1     |             | 0.00 %        |
| NKI1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| PKM1     |             | 0.00 %        |
| PNI1     |             | 0.00 %        |
| PNV1     |             | 0.00 %        |
| PVI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| SVG1     |             | 0.00 %        |
| SZSD     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TMM1     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| WHMD     |             | 0.00 %        |
| Total    | 17.08       | 6.93 %        |

CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 13.80       | 3.62 %        |
| Total    | 13.80       | 3.62 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH12     | 0.93        | 3.78 %        |
| CH23     | 0.30        | 3.18 %        |
| CH09     | 0.29        | 2.00 %        |
| CH03     | 0.27        | 0.61 %        |
| CH46     | 0.26        | 3.52 %        |
| CH01     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH18     |             | 0.00 %        |
| CH20     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH31     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH41     |             | 0.00 %        |
| CH44     |             | 0.00 %        |
| GPD1     |             | 0.00 %        |
| MC06     |             | 0.00 %        |
| MC08     |             | 0.00 %        |
| MJR1     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| UKI1     |             | 0.00 %        |
| Total    | 13.80       | 3.62 %        |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 13.60       | 3.30 %        |
| Total    | 13.60       | 3.30 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KVT1     | 0.80        | 3.90 %        |
| TUT2     | 0.65        | 2.95 %        |
| RND1     | 0.53        | 2.99 %        |
| ERL2     | 0.29        | 2.54 %        |
| RPM1     | 0.27        | 2.10 %        |
| NGR1     | 0.27        | 1.21 %        |
| SKD1     | 0.27        | 1.52 %        |
| TCN1     | 0.27        | 1.78 %        |
| MAR1     | 0.26        | 2.52 %        |
| APK1     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| ERL1     |             | 0.00 %        |
| KGL1     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| MMT1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| PKD1     |             | 0.00 %        |
| S2SD     |             | 0.00 %        |
| SGT1     |             | 0.00 %        |
| SNL1     |             | 0.00 %        |
| STU2     |             | 0.00 %        |
| SVK1     |             | 0.00 %        |
| TKS1     |             | 0.00 %        |
| TKS2     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| TVL2     |             | 0.00 %        |
| TYI1     |             | 0.00 %        |
| UDN1     |             | 0.00 %        |
| VKM1     |             | 0.00 %        |
| VLY1     |             | 0.00 %        |
| VNR2     |             | 0.00 %        |
| WHTV     |             | 0.00 %        |
| Total    | 13.60       | 3.30 %        |

# TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 12.34       | 3.24 %        |
| Total    | 12.34       | 3.24 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 2.03        | 3.32 %        |
| TNJ1     | 0.60        | 2.70 %        |
| TNJ2     | 0.60        | 2.56 %        |
| KUM1     | 0.46        | 1.75 %        |
| TRY2     | 0.27        | 3.08 %        |
| NGT1     | 0.27        | 1.19 %        |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| JKM1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| NCK1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PDK1     |             | 0.00 %        |
| PTK1     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TVR2     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| Total    | 12.34       | 3.24 %        |

# WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.58        | 3.30 %        |
| Total    | 4.58        | 3.30 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| SLM3     | 0.26        | 2.59 %        |
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| BMD1     |             | 0.00 %        |
| CMI1     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| EPI1     |             | 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 %        |
| TRM1     |             | 0.00 %        |
| VPD1     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| WZWH     |             | 0.00 %        |
| Total    | 4.58        | 3.30 %        |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.27        | 1.65 %        |
| Total    | 1.27        | 1.65 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE2     | 0.30        | 1.54 %        |
| AVI1     |             | 0.00 %        |
| CBE1     |             | 0.00 %        |
| CBE4     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| GBM1     |             | 0.00 %        |
| GDR1     |             | 0.00 %        |
| KGM1     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| KMR1     |             | 0.00 %        |
| PLI1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SNR1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR2     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| WHCB     |             | 0.00 %        |
| Total    | 1.27        | 1.65 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.67        | 4.96 %        |
| Total    | 0.67        | 4.96 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| PAS1     |             | 0.00 %        |
| Total    | 0.67        | 4.96 %        |

# NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    |             | 0.00 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ABR1     |             | 0.00 %        |
| AKM1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CPT1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| KPM2     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| PTU1     |             | 0.00 %        |
| SBR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRL1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| TRT1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VEL1     |             | 0.00 %        |
| VEL2     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WHVL     |             | 0.00 %        |
| WJD1     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    |             | 0.00 %        |