

MTD Sales  
**51.73 L**

Brand Share %  
**13.83 %**

Information:

**MTD :** 01-12-2025 To 05-12-2025

\* Branch where in Brand Share % is less than Overall State's Brand Share **13.83 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 51.24       | 13.97 %       |
| D-Freez  | 0.48        | 6.78 %        |
| Total    | 51.73       | 13.83 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| CHENNAI-02  | 15.29       | 35.51 %       |
| CHENNAI-01  | 7.98        | 12.33 %       |
| TRICHY-01   | 6.34        | 11.94 %       |
| SOUTH-01    | 5.12        | 8.21 %        |
| SOUTH-03    | 4.63        | 12.25 %       |
| WEST-01     | 4.41        | 23.21 %       |
| SOUTH ARCOT | 3.83        | 11.20 %       |
| WEST-02     | 2.23        | 7.63 %        |
| NORTH ARCOT | 1.26        | 5.26 %        |
| KL-SOUTH    | 0.64        | 9.81 %        |
| Total       | 51.73       | 13.83 %       |

**CHENNAI-02**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 15.29       | 35.93 %       |
| Total    | 15.29       | 35.51 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH15     | 0.36        | 6.51 %        |
| CH24     | 0.29        | 12.24 %       |
| CH03     |             | 0.00 %        |
| CH06     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH20     |             | 0.00 %        |
| CH23     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH43     |             | 0.00 %        |
| CH44     |             | 0.00 %        |
| CH46     |             | 0.00 %        |
| GPD1     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| UKI1     |             | 0.00 %        |
| Total    | 15.29       | 35.51 %       |

CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 7.98        | 12.43 %       |
| Total    | 7.98        | 12.33 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH05     | 0.57        | 13.32 %       |
| CH08     | 0.30        | 4.00 %        |
| AVD1     |             | 0.00 %        |
| CGL1     |             | 0.00 %        |
| CH07     |             | 0.00 %        |
| CH11     |             | 0.00 %        |
| CH16     |             | 0.00 %        |
| CH19     |             | 0.00 %        |
| CH26     |             | 0.00 %        |
| CH28     |             | 0.00 %        |
| CH30     |             | 0.00 %        |
| CH35     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH38     |             | 0.00 %        |
| CH39     |             | 0.00 %        |
| CH45     |             | 0.00 %        |
| CZWH     |             | 0.00 %        |
| GUD1     |             | 0.00 %        |
| GUD2     |             | 0.00 %        |
| KNR1     |             | 0.00 %        |
| MRM1     |             | 0.00 %        |
| SKL1     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 7.98        | 12.33 %       |

# TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 6.34        | 12.02 %       |
| Total    | 6.34        | 11.94 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KUM1     | 0.32        | 7.95 %        |
| TNJ1     | 0.28        | 6.86 %        |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| JKM1     |             | 0.00 %        |
| KIK1     |             | 0.00 %        |
| MDI1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| MVM1     |             | 0.00 %        |
| NGT1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PBR1     |             | 0.00 %        |
| PBR2     |             | 0.00 %        |
| PDK1     |             | 0.00 %        |
| TNJ2     |             | 0.00 %        |
| TRY2     |             | 0.00 %        |
| TRY3     |             | 0.00 %        |
| TTP1     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TVR2     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| WTRZ     |             | 0.00 %        |
| Total    | 6.34        | 11.94 %       |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 5.12        | 8.48 %        |
| Total    | 5.12        | 8.21 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVL1     | 0.86        | 9.26 %        |
| TUT1     | 0.29        | 2.70 %        |
| APK1     |             | 0.00 %        |
| APK2     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| ASM1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| ERL2     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| KYR1     |             | 0.00 %        |
| MAR1     |             | 0.00 %        |
| MMT1     |             | 0.00 %        |
| NGR1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| PKD1     |             | 0.00 %        |
| RND1     |             | 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 %        |
| VKM1     |             | 0.00 %        |
| VNR1     |             | 0.00 %        |
| VNR2     |             | 0.00 %        |
| Total    | 5.12        | 8.21 %        |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.41        | 11.99 %       |
| D-Freez  | 0.22        | 22.06 %       |
| Total    | 4.63        | 12.25 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ADP1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| CBM1     |             | 0.00 %        |
| DGL1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| KYK1     |             | 0.00 %        |
| MDU3     |             | 0.00 %        |
| MDU4     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| MNM1     |             | 0.00 %        |
| MPA1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| PNI1     |             | 0.00 %        |
| PNV2     |             | 0.00 %        |
| PVI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| SVG1     |             | 0.00 %        |
| TDI1     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TMM1     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| Total    | 4.63        | 12.25 %       |

**WEST-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.41        | 24.75 %       |
| Total    | 4.41        | 23.21 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AVI1     |             | 0.00 %        |
| CBE3     |             | 0.00 %        |
| CBE4     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| GBM1     |             | 0.00 %        |
| KGM1     |             | 0.00 %        |
| KMR1     |             | 0.00 %        |
| MPM1     |             | 0.00 %        |
| PLI1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR1     |             | 0.00 %        |
| TPR2     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| WZSD     |             | 0.00 %        |
| Total    | 4.41        | 23.21 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 3.83        | 11.34 %       |
| Total    | 3.83        | 11.20 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| POY2     | 0.60        | 8.18 %        |
| POY1     | 0.30        | 8.80 %        |
| CDM1     |             | 0.00 %        |
| KKI2     |             | 0.00 %        |
| KLM1     |             | 0.00 %        |
| KML1     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| NVL2     |             | 0.00 %        |
| PRT1     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TRK1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| ULP1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| WHUT     |             | 0.00 %        |
| Total    | 3.83        | 11.20 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.23        | 7.67 %        |
| Total    | 2.23        | 7.63 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| CMI1     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EPI1     |             | 0.00 %        |
| ERD1     |             | 0.00 %        |
| ERD2     |             | 0.00 %        |
| HSR1     |             | 0.00 %        |
| KMM1     |             | 0.00 %        |
| MCR1     |             | 0.00 %        |
| NKL2     |             | 0.00 %        |
| PDR1     |             | 0.00 %        |
| RSP1     |             | 0.00 %        |
| SGG1     |             | 0.00 %        |
| SLM1     |             | 0.00 %        |
| SLM2     |             | 0.00 %        |
| TCG1     |             | 0.00 %        |
| TRM1     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| Total    | 2.23        | 7.63 %        |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1.00        | 4.32 %        |
| D-Freez  | 0.27        | 29.46 %       |
| Total    | 1.26        | 5.26 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRT1     | 0.27        | 8.93 %        |
| AKM1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CPT1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| KPM2     |             | 0.00 %        |
| SBR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VEL2     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WJD1     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    | 1.26        | 5.26 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 0.64        | 10.07 %       |
| Total    | 0.64        | 9.81 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVP1     | 0.29        | 8.73 %        |
| KLR1     |             | 0.00 %        |
| Total    | 0.64        | 9.81 %        |