

MTD Sales  
**522.21 L**

Brand Share %  
**14.95 %**

Information:

**MTD :** 01-10-2025 To 27-10-2025

\* Branch where in Brand Share % is less than Overall State's Brand Share **14.95 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 517.12      | 15.00 %       |
| D-Freez  | 5.09        | 11.02 %       |
| Total    | 522.21      | 14.95 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| SOUTH-01    | 100.41      | 14.17 %       |
| CHENNAI-01  | 99.27       | 18.11 %       |
| CHENNAI-02  | 97.20       | 22.05 %       |
| SOUTH-03    | 83.69       | 18.52 %       |
| TRICHY-01   | 46.45       | 10.02 %       |
| NORTH ARCOT | 30.81       | 13.79 %       |
| SOUTH ARCOT | 26.51       | 10.87 %       |
| WEST-02     | 18.26       | 8.38 %        |
| WEST-01     | 15.39       | 9.38 %        |
| KL-SOUTH    | 4.22        | 13.50 %       |
| Total       | 522.21      | 14.95 %       |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 98.99       | 14.16 %       |
| D-Freez  | 1.42        | 15.48 %       |
| Total    | 100.41      | 14.17 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 15.12       | 13.14 %       |
| TUT2     | 5.98        | 13.03 %       |
| PKD1     | 3.71        | 14.89 %       |
| KVT1     | 3.21        | 12.33 %       |
| MMT1     | 1.55        | 12.77 %       |
| ERL2     | 1.49        | 13.05 %       |
| MAR1     | 1.24        | 9.19 %        |
| TKS2     | 1.17        | 5.47 %        |
| UDN1     | 1.05        | 8.06 %        |
| TKS1     | 0.97        | 5.60 %        |
| APK1     | 0.96        | 6.57 %        |
| SKD1     | 0.95        | 11.37 %       |
| KGL1     | 0.89        | 10.30 %       |
| KYR1     | 0.83        | 12.97 %       |
| SVK1     | 0.64        | 2.87 %        |
| APK2     | 0.63        | 6.32 %        |
| ASM1     | 0.61        | 6.49 %        |
| VNR2     | 0.53        | 2.19 %        |
| RND1     | 0.28        | 1.48 %        |
| SDI1     | 0.26        | 8.07 %        |
| COL1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| SGT1     |             | 0.00 %        |
| STU2     |             | 0.00 %        |
| VKM1     |             | 0.00 %        |
| VNR1     |             | 0.00 %        |
| WHTV     |             | 0.00 %        |
| Total    | 100.41      | 14.17 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 98.64       | 18.16 %       |
| D-Freez  | 0.63        | 12.54 %       |
| Total    | 99.27       | 18.11 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH16     | 4.89        | 11.59 %       |
| CH28     | 2.85        | 14.92 %       |
| CH22     | 2.39        | 14.23 %       |
| GUD2     | 1.30        | 14.04 %       |
| CH39     | 0.96        | 8.22 %        |
| TKM1     | 0.86        | 11.80 %       |
| CH38     | 0.39        | 3.26 %        |
| KNR1     | 0.36        | 3.92 %        |
| CGL1     | 0.32        | 3.05 %        |
| MC10     | 0.31        | 11.85 %       |
| CH40     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 99.27       | 18.11 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 96.96       | 22.08 %       |
| D-Freez  | 0.24        | 15.07 %       |
| Total    | 97.20       | 22.05 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH03     | 5.90        | 14.52 %       |
| CH12     | 4.34        | 14.70 %       |
| CH44     | 1.90        | 12.20 %       |
| CH17     | 1.02        | 8.98 %        |
| GPD1     | 0.90        | 10.25 %       |
| PON1     | 0.64        | 8.17 %        |
| CH23     | 0.58        | 11.87 %       |
| CH27     | 0.32        | 8.41 %        |
| UKI1     | 0.32        | 2.18 %        |
| CH01     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| Total    | 97.20       | 22.05 %       |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 82.78       | 18.57 %       |
| D-Freez  | 0.90        | 14.62 %       |
| Total    | 83.69       | 18.52 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TMM1     | 1.47        | 10.44 %       |
| TEN1     | 1.17        | 13.96 %       |
| MDU3     | 1.10        | 6.97 %        |
| SVG1     | 0.88        | 6.20 %        |
| MNM1     | 0.67        | 10.64 %       |
| MPA1     | 0.60        | 5.08 %        |
| CBM1     | 0.60        | 14.63 %       |
| PKM1     | 0.27        | 8.23 %        |
| ADP1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| BTU1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| MDU4     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| NKI1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| PNI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| Total    | 83.69       | 18.52 %       |

# TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 45.74       | 9.98 %        |
| D-Freez  | 0.71        | 13.00 %       |
| Total    | 46.45       | 10.02 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TNJ1     | 5.22        | 14.44 %       |
| PBR2     | 3.30        | 12.93 %       |
| TRY2     | 2.99        | 11.20 %       |
| NGT1     | 1.56        | 10.99 %       |
| PTK1     | 1.49        | 7.83 %        |
| TVR2     | 1.46        | 7.11 %        |
| TNJ2     | 1.31        | 7.49 %        |
| TRY3     | 1.25        | 5.40 %        |
| JKM1     | 0.73        | 11.07 %       |
| PDK1     | 0.73        | 5.23 %        |
| MVM1     | 0.62        | 3.11 %        |
| ORU1     | 0.60        | 14.08 %       |
| APM1     | 0.39        | 9.53 %        |
| TVR1     | 0.31        | 3.19 %        |
| TTP1     | 0.29        | 7.65 %        |
| KUM1     | 0.28        | 0.97 %        |
| TYR1     | 0.24        | 2.48 %        |
| AYR1     |             | 0.00 %        |
| KIK1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| NCK1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| PBR1     |             | 0.00 %        |
| TZSD     |             | 0.00 %        |
| WTRZ     |             | 0.00 %        |
| Total    | 46.45       | 10.02 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 30.30       | 13.74 %       |
| D-Freez  | 0.52        | 17.35 %       |
| Total    | 30.81       | 13.79 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KPM1     | 1.20        | 9.17 %        |
| WJD1     | 0.62        | 10.46 %       |
| VSI1     | 0.60        | 8.44 %        |
| SBR1     | 0.36        | 2.39 %        |
| VNB1     | 0.36        | 10.70 %       |
| CYR1     | 0.31        | 4.67 %        |
| VEL1     | 0.31        | 2.36 %        |
| TRT1     | 0.29        | 2.73 %        |
| ANI1     | 0.29        | 4.47 %        |
| UGI1     |             | 0.00 %        |
| ABR1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CPT1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| PTU1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| WHVL     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    | 30.81       | 13.79 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 26.30       | 11.01 %       |
| D-Freez  | 0.21        | 4.25 %        |
| Total    | 26.51       | 10.87 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| POY1     | 5.18        | 14.21 %       |
| POY2     | 3.60        | 12.79 %       |
| CUD1     | 3.32        | 13.13 %       |
| CDM1     | 1.78        | 10.63 %       |
| ULP1     | 0.83        | 8.57 %        |
| SJI2     | 0.66        | 4.34 %        |
| KLM1     | 0.61        | 5.76 %        |
| KML1     | 0.36        | 7.46 %        |
| TDM1     | 0.36        | 3.71 %        |
| PRT1     | 0.32        | 4.02 %        |
| TVM1     | 0.31        | 8.29 %        |
| KKI2     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| Total    | 26.51       | 10.87 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 18.04       | 8.49 %        |
| D-Freez  | 0.23        | 4.07 %        |
| Total    | 18.26       | 8.38 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 3.16        | 9.65 %        |
| SLM3     | 2.52        | 13.54 %       |
| SLM1     | 2.49        | 12.99 %       |
| ERD1     | 1.52        | 4.77 %        |
| RSP1     | 0.71        | 9.94 %        |
| EPI1     | 0.33        | 5.83 %        |
| NKL2     | 0.31        | 2.25 %        |
| KVP1     | 0.23        | 13.25 %       |
| APN1     |             | 0.00 %        |
| ATU1     |             | 0.00 %        |
| BMD1     |             | 0.00 %        |
| CMI1     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| HRR1     |             | 0.00 %        |
| HSR1     |             | 0.00 %        |
| HSR2     |             | 0.00 %        |
| KMM1     |             | 0.00 %        |
| KRI1     |             | 0.00 %        |
| MCR1     |             | 0.00 %        |
| PDR1     |             | 0.00 %        |
| PLC1     |             | 0.00 %        |
| PMP1     |             | 0.00 %        |
| SGG1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| TCG1     |             | 0.00 %        |
| TRM1     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| VPD1     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| Total    | 18.26       | 8.38 %        |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 15.16       | 9.44 %        |
| D-Freez  | 0.23        | 6.77 %        |
| Total    | 15.39       | 9.38 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE4     | 0.57        | 5.32 %        |
| DPM2     | 0.31        | 5.96 %        |
| SUL1     | 0.29        | 10.10 %       |
| MPM1     | 0.29        | 5.58 %        |
| AVI1     | 0.28        | 7.25 %        |
| KGM1     | 0.23        | 10.18 %       |
| CBE1     |             | 0.00 %        |
| CBE3     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| GBM1     |             | 0.00 %        |
| GDR1     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| KMR1     |             | 0.00 %        |
| PDM1     |             | 0.00 %        |
| PLI1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR1     |             | 0.00 %        |
| TPR2     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| Total    | 15.39       | 9.38 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 4.22        | 14.33 %       |
| Total    | 4.22        | 13.50 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KLR1     | 0.54        | 12.42 %       |
| PAS1     |             | 0.00 %        |
| Total    | 4.22        | 13.50 %       |