



# TN : VOLTAS Sales Performance 21/03/2026 9:13 AM

MTD Sales  
1,301.25 L

Brand Share %  
15.64 %

Information:

MTD : 01-03-2026 To 20-03-2026

\* Branch where in Brand Share % is less than Overall State's Brand Share **15.64 %** are only listed below

Property	MTD Sales L	Brand Share %
Air-Cond	1,301.05	15.66 %
W-Disp	0.20	2.04 %
Dummy-AC		8.69 %
Total	1,301.25	15.64 %

Sales Zone	MTD Sales L	Brand Share %
TRICHY-01	225.99	18.20 %
SOUTH-01	163.21	13.57 %
CHENNAI-01	161.42	12.67 %
SOUTH-03	153.26	14.87 %
WEST-01	144.14	21.63 %
WEST-02	142.93	19.49 %
CHENNAI-02	123.34	11.68 %
NORTH ARCOT	102.35	17.70 %
SOUTH ARCOT	84.60	15.82 %
Total	1,301.25	15.64 %

## TRICHY-01

Property	MTD Sales L	Brand Share %
Air-Cond	225.99	18.22 %
Total	225.99	18.20 %

Branch *	MTD Sales L	Brand Share %
TRY1	56.45	15.31 %
PTK1	8.44	13.45 %
KUM1	6.32	8.64 %
TNJ1	5.61	9.76 %
MDI1	4.72	13.92 %
PDK1	4.62	15.58 %
TVR2	4.11	8.62 %
NMM1	1.54	14.32 %
TRY2	1.26	3.65 %
NCK1	1.01	6.34 %
APM1	0.78	8.80 %
TZSD		0.00 %
Total	225.99	18.20 %

**SOUTH-01**

Property	MTD Sales L	Brand Share %
Air-Cond	163.21	13.58 %
<b>Total</b>	<b>163.21</b>	<b>13.57 %</b>

Branch *	MTD Sales L	Brand Share %
TUT1	19.22	7.68 %
TVL1	11.59	9.63 %
NGR1	7.86	10.49 %
KVT1	7.70	14.09 %
TKS2	7.17	14.03 %
RPM1	5.75	15.39 %
SVK1	4.65	12.81 %
TKS1	3.58	11.11 %
SDI1	2.90	13.25 %
TCN1	2.41	12.97 %
RND1	2.18	6.43 %
APK2	2.11	9.37 %
VLY1	2.04	8.83 %
PDI1	2.00	11.18 %
MMT1	1.83	12.18 %
UDN1	1.60	12.05 %
TKY1	1.11	10.60 %
KGL1	0.25	1.52 %
KSM1	0.24	4.96 %
SGT1	0.24	3.66 %
SKD1	0.24	2.19 %
COL1		0.00 %
<b>Total</b>	<b>163.21</b>	<b>13.57 %</b>

## CHENNAI-01

Property	MTD Sales L	Brand Share %
Air-Cond	161.42	12.69 %
<b>Total</b>	<b>161.42</b>	<b>12.67 %</b>

Branch *	MTD Sales L	Brand Share %
CH08	10.33	13.67 %
CH05	9.52	10.13 %
CH16	8.16	13.05 %
CH22	7.93	11.47 %
CH14	7.50	9.31 %
CH28	7.11	14.77 %
AVD1	7.11	13.33 %
GUD1	6.55	15.05 %
CH19	6.49	12.38 %
CH45	6.11	15.31 %
CH47	3.87	10.89 %
GUD2	3.20	12.99 %
CH39	3.06	12.85 %
CH25	2.83	5.62 %
SKL1	2.46	9.09 %
CH37	1.95	8.22 %
CGL1	1.91	7.63 %
CH49	1.60	2.45 %
CH35	1.11	3.31 %
CH40	0.95	14.53 %
CZWH	0.71	1.84 %
MC10		0.00 %
WCHN		0.00 %
WHC3		0.00 %
<b>Total</b>	<b>161.42</b>	<b>12.67 %</b>

**SOUTH-03**

Property	MTD Sales L	Brand Share %
Air-Cond	153.26	14.88 %
Total	153.26	14.87 %

Branch *	MTD Sales L	Brand Share %
MDU1	11.66	8.17 %
MDU2	9.55	14.42 %
KKD3	6.86	15.54 %
MPA1	5.58	15.06 %
MDU3	5.32	10.42 %
ATG1	5.17	12.67 %
MDU6	3.05	6.55 %
PNV2	2.51	11.24 %
TEN1	2.42	13.38 %
TEN2	1.83	9.48 %
CMR1	1.65	11.79 %
TDI1	1.11	7.38 %
PKM1	1.04	12.62 %
KPT1	0.82	8.44 %
MDU4	0.80	3.40 %
CBM1	0.79	4.47 %
KYK1	0.74	5.35 %
SGP1	0.71	6.14 %
SZSD	0.29	4.36 %
MNM1	0.27	2.50 %
NTM1		0.00 %
DKI1		0.00 %
Total	153.26	14.87 %

**WEST-01**

Property	MTD Sales L	Brand Share %
Air-Cond	144.02	21.63 %
W-Disp	0.12	21.94 %
Total	144.14	21.63 %

Branch *	MTD Sales L	Brand Share %
CBE4	4.06	7.75 %
SYM2	1.36	15.22 %
TPR1	1.05	3.48 %
KMD1	0.47	6.05 %
KGM1	0.24	1.99 %
GDR1		0.00 %
UAM1		0.00 %
WZSD		0.00 %
Total	144.14	21.63 %

**WEST-02**

Property	MTD Sales L	Brand Share %
Air-Cond	142.93	19.50 %
Total	142.93	19.49 %

Branch *	MTD Sales L	Brand Share %
ERD2	11.26	15.34 %
ERD1	7.91	12.15 %
SLM1	7.54	8.76 %
NKL2	5.65	13.95 %
MTR1	2.85	10.22 %
HSR2	2.63	15.17 %
TCG1	2.36	11.04 %
ATU1	2.15	7.64 %
PDR1	2.01	14.34 %
PMP1	1.40	11.01 %
KAM1	1.14	13.65 %
KRI1	1.13	9.68 %
APN1	1.06	9.81 %
PLC1	1.02	14.61 %
KMM1	0.86	9.06 %
KVP1	0.59	4.67 %
SGG1	0.53	13.18 %
HSR1	0.47	2.90 %
VKL1		0.00 %
WHKP		0.00 %
WZWH		0.00 %
WHPD	-0.25	9.43 %
Total	142.93	19.49 %

**CHENNAI-02**

Property	MTD Sales L	Brand Share %
Air-Cond	123.34	11.69 %
Dummy-AC		10.53 %
Total	123.34	11.68 %

Branch *	MTD Sales L	Brand Share %
CH03	11.07	11.88 %
CH41	7.91	15.20 %
CH15	7.47	6.81 %
CH12	7.12	11.46 %
CH24	6.85	11.16 %
CH17	4.44	11.39 %
CH51	3.66	8.55 %
MJR1	3.52	9.76 %
CH20	2.28	4.39 %
CH33	1.42	3.48 %
CH50	1.39	2.96 %
CH31	1.10	4.74 %
CH32	0.62	6.15 %
GPD1	0.55	1.81 %
CH01		0.00 %
MC06		0.00 %
Total	123.34	11.68 %

**NORTH ARCOT**

Property	MTD Sales L	Brand Share %
Air-Cond	102.28	17.74 %
W-Disp	0.07	3.79 %
<b>Total</b>	<b>102.35</b>	<b>17.70 %</b>

Branch *	MTD Sales L	Brand Share %
TRL1	10.51	15.41 %
SBR1	6.26	13.59 %
KPM2	5.66	9.11 %
KPM1	2.90	10.72 %
AKM1	2.45	9.43 %
WJD1	1.92	9.74 %
WJP1	1.45	9.16 %
SLG1	1.12	7.22 %
VNB1	1.05	6.65 %
CPT1	0.81	8.88 %
BGR1		0.00 %
<b>Total</b>	<b>102.35</b>	<b>17.70 %</b>

**SOUTH ARCOT**

Property	MTD Sales L	Brand Share %
Air-Cond	84.60	15.84 %
<b>Total</b>	<b>84.60</b>	<b>15.82 %</b>

Branch *	MTD Sales L	Brand Share %
POY1	9.14	13.82 %
POY2	7.70	14.32 %
VPM2	5.01	14.39 %
CUD1	4.12	7.84 %
NVL2	4.06	12.01 %
TDM1	2.33	10.24 %
KLM1	1.88	6.96 %
KML1	1.38	9.62 %
<b>Total</b>	<b>84.60</b>	<b>15.82 %</b>