



TN : VOLTAS Sales Performance 23/03/2026 9:13 AM

MTD Sales
1,462.46 L

Brand Share %
15.43 %

Information:

MTD : 01-03-2026 To 22-03-2026

* Branch where in Brand Share % is less than Overall State's Brand Share **15.43 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1,462.26 | 15.45 % |
| W-Disp | 0.20 | 1.90 % |
| Dummy-AC | | 7.21 % |
| Total | 1,462.46 | 15.43 % |

| Sales Zone | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| TRICHY-01 | 242.72 | 18.03 % |
| CHENNAI-01 | 185.93 | 12.73 % |
| SOUTH-01 | 181.87 | 13.69 % |
| SOUTH-03 | 178.48 | 15.09 % |
| WEST-01 | 170.15 | 20.44 % |
| WEST-02 | 150.01 | 18.77 % |
| CHENNAI-02 | 144.34 | 11.39 % |
| NORTH ARCOT | 111.91 | 17.39 % |
| SOUTH ARCOT | 97.05 | 15.71 % |
| Total | 1,462.46 | 15.43 % |

TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 242.72 | 18.04 % |
| Total | 242.72 | 18.03 % |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1 | 58.58 | 15.06 % |
| PTK1 | 9.34 | 14.07 % |
| KUM1 | 7.52 | 9.58 % |
| TNJ1 | 6.49 | 9.76 % |
| MDI1 | 5.30 | 14.24 % |
| PDK1 | 4.91 | 14.44 % |
| TVR2 | 4.47 | 8.34 % |
| TRY2 | 1.57 | 4.34 % |
| NMM1 | 1.54 | 12.15 % |
| NCK1 | 1.01 | 5.78 % |
| APM1 | 0.78 | 8.26 % |
| TZSD | | 0.00 % |
| WTRZ | -0.53 | 9.79 % |
| Total | 242.72 | 18.03 % |

CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|--------------|---------------|----------------|
| Air-Cond | 185.93 | 12.75 % |
| Total | 185.93 | 12.73 % |

| Branch * | MTD Sales L | Brand Share % |
|--------------|---------------|----------------|
| CH08 | 11.21 | 11.81 % |
| CH05 | 10.47 | 9.41 % |
| CH22 | 9.48 | 12.83 % |
| CH14 | 9.21 | 10.21 % |
| CH16 | 8.47 | 12.42 % |
| CH28 | 8.02 | 14.55 % |
| CH19 | 7.67 | 12.48 % |
| GUD1 | 6.87 | 15.11 % |
| CH39 | 3.96 | 14.26 % |
| CH47 | 3.87 | 10.27 % |
| CH25 | 3.52 | 6.19 % |
| GUD2 | 3.20 | 11.37 % |
| SKL1 | 2.74 | 9.14 % |
| CH37 | 1.95 | 6.81 % |
| CGL1 | 1.91 | 6.70 % |
| CH49 | 1.91 | 2.68 % |
| CH35 | 1.41 | 3.39 % |
| CZWH | 1.15 | 2.79 % |
| CH40 | 0.95 | 13.73 % |
| MC10 | | 0.00 % |
| WHC3 | | 0.00 % |
| WCHN | -1.18 | 14.52 % |
| Total | 185.93 | 12.73 % |

SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 181.87 | 13.70 % |
| Total | 181.87 | 13.69 % |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1 | 19.53 | 7.37 % |
| TVL1 | 12.50 | 9.31 % |
| NGR1 | 8.77 | 10.37 % |
| KVT1 | 8.62 | 13.93 % |
| TKS2 | 7.46 | 13.46 % |
| RPM1 | 6.36 | 15.15 % |
| SVK1 | 5.52 | 14.36 % |
| MAR1 | 4.87 | 13.72 % |
| TKS1 | 3.85 | 11.36 % |
| SDI1 | 3.20 | 13.05 % |
| TCN1 | 2.41 | 12.19 % |
| VLY1 | 2.35 | 8.55 % |
| RND1 | 2.18 | 5.93 % |
| APK2 | 2.11 | 8.41 % |
| UDN1 | 1.90 | 13.44 % |
| MMT1 | 1.83 | 11.94 % |
| PDI1 | 1.71 | 8.59 % |
| TKY1 | 1.11 | 9.15 % |
| KGL1 | 0.25 | 1.41 % |
| KSM1 | 0.24 | 4.13 % |
| SGT1 | 0.24 | 3.39 % |
| SKD1 | 0.24 | 1.78 % |
| COL1 | | 0.00 % |
| Total | 181.87 | 13.69 % |

SOUTH-03

| Property | MTD Sales L | Brand Share % |
|--------------|---------------|----------------|
| Air-Cond | 178.48 | 15.11 % |
| Total | 178.48 | 15.09 % |

| Branch * | MTD Sales L | Brand Share % |
|--------------|---------------|----------------|
| MDU1 | 12.90 | 8.01 % |
| MDU2 | 10.12 | 13.54 % |
| KKD3 | 8.22 | 14.99 % |
| MPA1 | 5.89 | 15.17 % |
| MDU3 | 5.62 | 10.33 % |
| ATG1 | 5.42 | 12.37 % |
| PVI1 | 3.20 | 15.28 % |
| MDU6 | 3.05 | 5.74 % |
| TEN1 | 2.70 | 13.67 % |
| PNV2 | 2.51 | 10.90 % |
| TEN2 | 2.42 | 11.45 % |
| CMR1 | 1.95 | 12.37 % |
| CBM1 | 1.71 | 8.81 % |
| KPT1 | 1.13 | 10.57 % |
| TDI1 | 1.11 | 6.65 % |
| MDU4 | 1.11 | 4.43 % |
| KYK1 | 1.05 | 6.93 % |
| PKM1 | 1.04 | 11.79 % |
| SGP1 | 1.02 | 8.33 % |
| SZSD | 0.29 | 4.25 % |
| DKI1 | 0.28 | 0.83 % |
| MNM1 | 0.27 | 2.20 % |
| NTM1 | | 0.00 % |
| WHMD | | 0.00 % |
| Total | 178.48 | 15.09 % |

WEST-01

| Property | MTD Sales L | Brand Share % |
|--------------|---------------|----------------|
| Air-Cond | 170.03 | 20.44 % |
| W-Disp | 0.12 | 21.94 % |
| Total | 170.15 | 20.44 % |

| Branch * | MTD Sales L | Brand Share % |
|--------------|---------------|----------------|
| SNR1 | 4.84 | 14.17 % |
| CBE6 | 4.80 | 14.81 % |
| CBE4 | 4.34 | 7.56 % |
| MPM1 | 3.46 | 13.62 % |
| TPR1 | 1.62 | 3.96 % |
| KMD1 | 0.76 | 7.16 % |
| KGM1 | 0.24 | 1.65 % |
| GDR1 | | 0.00 % |
| KGI1 | | 0.00 % |
| UAM1 | | 0.00 % |
| WZSD | | 0.00 % |
| WHCB | -0.27 | 12.44 % |
| Total | 170.15 | 20.44 % |

WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 150.01 | 18.79 % |
| Total | 150.01 | 18.77 % |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD1 | 8.51 | 11.80 % |
| SLM1 | 7.54 | 8.25 % |
| NKL2 | 5.65 | 13.29 % |
| MTR1 | 2.85 | 9.88 % |
| HSR2 | 2.63 | 12.32 % |
| ATU1 | 2.46 | 7.97 % |
| TCG1 | 2.36 | 10.14 % |
| PDR1 | 2.01 | 13.21 % |
| PMP1 | 1.40 | 10.33 % |
| CMI1 | 1.34 | 14.02 % |
| KAM1 | 1.14 | 12.75 % |
| KRI1 | 1.13 | 8.81 % |
| APN1 | 1.06 | 9.54 % |
| PLC1 | 1.02 | 13.94 % |
| KMM1 | 0.86 | 7.14 % |
| KVP1 | 0.59 | 4.67 % |
| SGG1 | 0.53 | 13.18 % |
| HSR1 | 0.47 | 2.68 % |
| VKL1 | | 0.00 % |
| WHKP | | 0.00 % |
| WZWH | | 0.00 % |
| WHPD | -0.25 | 7.13 % |
| Total | 150.01 | 18.77 % |

CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 144.34 | 11.40 % |
| Dummy-AC | | 10.53 % |
| Total | 144.34 | 11.39 % |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH03 | 14.46 | 11.74 % |
| CH12 | 8.67 | 11.44 % |
| CH15 | 8.40 | 6.50 % |
| CH24 | 7.18 | 10.64 % |
| CH34 | 5.49 | 14.76 % |
| CH17 | 4.44 | 9.76 % |
| CH23 | 4.34 | 14.10 % |
| CH51 | 4.27 | 6.78 % |
| MJR1 | 3.82 | 9.45 % |
| CH20 | 2.89 | 4.63 % |
| CH33 | 2.58 | 5.63 % |
| CH50 | 1.39 | 2.53 % |
| GPD1 | 1.16 | 3.46 % |
| CH31 | 1.10 | 4.39 % |
| CH32 | 0.62 | 5.71 % |
| MC06 | 0.28 | 3.35 % |
| CH01 | | 0.00 % |
| Total | 144.34 | 11.39 % |

NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 111.83 | 17.44 % |
| W-Disp | 0.07 | 3.36 % |
| Total | 111.91 | 17.39 % |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRL1 | 11.20 | 14.93 % |
| SBR1 | 6.26 | 12.76 % |
| KPM2 | 6.02 | 8.92 % |
| KPM1 | 3.27 | 10.84 % |
| AKM1 | 2.45 | 8.52 % |
| ANI1 | 2.27 | 14.98 % |
| WJD1 | 1.92 | 9.03 % |
| WJP1 | 1.71 | 9.37 % |
| CPT1 | 1.12 | 10.88 % |
| SLG1 | 1.12 | 6.80 % |
| VNB1 | 1.05 | 5.68 % |
| BGR1 | | 0.00 % |
| WHVL | -0.25 | 13.59 % |
| Total | 111.91 | 17.39 % |

SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 97.05 | 15.73 % |
| Total | 97.05 | 15.71 % |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| POY1 | 10.64 | 13.65 % |
| POY2 | 8.02 | 13.12 % |
| VPM2 | 5.59 | 14.39 % |
| NVL2 | 4.36 | 10.92 % |
| CUD1 | 4.12 | 7.04 % |
| TVM1 | 3.32 | 14.48 % |
| KLM1 | 2.79 | 9.40 % |
| TDM1 | 2.64 | 9.49 % |
| KML1 | 1.38 | 9.03 % |
| Total | 97.05 | 15.71 % |