

MTD Sales  
**1,132.09 L**

Brand Share %  
**23.90 %**

Information:

**MTD :** 01-09-2026 To 22-09-2026

\* Branch where in Brand Share % is less than Overall State's Brand Share **23.90 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1,112.21    | 23.97 %       |
| W-Disp   | 12.26       | 44.58 %       |
| D-Freez  | 7.62        | 11.04 %       |
| Total    | 1,132.09    | 23.90 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| CHENNAI-01  | 209.92      | 24.52 %       |
| SOUTH-01    | 209.83      | 24.07 %       |
| TRICHY-01   | 174.33      | 25.12 %       |
| CHENNAI-02  | 131.12      | 19.15 %       |
| SOUTH-03    | 115.29      | 22.05 %       |
| NORTH ARCOT | 99.98       | 28.48 %       |
| SOUTH ARCOT | 85.19       | 26.05 %       |
| WEST-02     | 44.15       | 27.43 %       |
| WEST-03     | 35.61       | 22.41 %       |
| WEST-01     | 26.68       | 24.41 %       |
| Total       | 1,132.09    | 23.90 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 205.83      | 24.45 %       |
| W-Disp   | 3.51        | 62.92 %       |
| D-Freez  | 0.58        | 6.57 %        |
| Total    | 209.92      | 24.52 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH16     | 11.63       | 19.07 %       |
| CH14     | 10.71       | 23.63 %       |
| CH42     | 9.29        | 21.68 %       |
| CH30     | 8.98        | 21.94 %       |
| GUD1     | 7.22        | 20.37 %       |
| CH05     | 7.18        | 12.35 %       |
| CH45     | 5.99        | 20.03 %       |
| CH28     | 5.93        | 16.25 %       |
| CH48     | 5.58        | 17.32 %       |
| CH25     | 4.86        | 15.36 %       |
| AVD1     | 4.10        | 13.50 %       |
| KNR1     | 3.64        | 20.94 %       |
| CGL1     | 1.53        | 10.37 %       |
| Total    | 209.92      | 24.52 %       |

## SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 207.95      | 24.19 %       |
| D-Freez  | 1.22        | 12.94 %       |
| W-Disp   | 0.65        | 25.44 %       |
| Total    | 209.83      | 24.07 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVL1     | 19.64       | 16.16 %       |
| RPM1     | 8.59        | 20.15 %       |
| TUT2     | 7.75        | 19.56 %       |
| NGR1     | 7.13        | 18.02 %       |
| TKS2     | 5.45        | 16.99 %       |
| SVK1     | 4.79        | 21.68 %       |
| RND1     | 4.28        | 17.51 %       |
| TKY1     | 2.18        | 18.18 %       |
| TKS1     | 1.97        | 10.64 %       |
| KYR1     | 1.48        | 20.08 %       |
| PDI1     | 1.33        | 11.97 %       |
| SDI1     | 1.25        | 10.37 %       |
| MMT1     | 0.97        | 6.95 %        |
| KSM1     | 0.84        | 6.52 %        |
| SKD1     | 0.30        | 4.52 %        |
| SGT1     |             | 0.00 %        |
| WHTV     | -0.31       | 6.31 %        |
| Total    | 209.83      | 24.07 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 171.54      | 25.10 %       |
| D-Freez  | 1.76        | 19.23 %       |
| W-Disp   | 1.03        | 75.33 %       |
| Total    | 174.33      | 25.12 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 32.77       | 21.30 %       |
| TNJ1     | 7.78        | 22.75 %       |
| TRY4     | 6.59        | 23.41 %       |
| TNJ2     | 6.42        | 22.65 %       |
| TVR2     | 5.04        | 14.80 %       |
| PDK2     | 4.85        | 21.70 %       |
| KUM1     | 4.27        | 10.54 %       |
| NGT1     | 3.78        | 15.60 %       |
| KIK1     | 2.65        | 8.92 %        |
| TTP1     | 2.35        | 22.09 %       |
| PDK1     | 1.94        | 14.31 %       |
| MDI1     | 1.53        | 8.02 %        |
| APM1     | 0.88        | 19.39 %       |
| NCK1     | 0.60        | 14.93 %       |
| Total    | 174.33      | 25.12 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 129.15      | 19.12 %       |
| W-Disp   | 1.62        | 50.45 %       |
| D-Freez  | 0.35        | 6.07 %        |
| Total    | 131.12      | 19.15 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH15     | 11.60       | 17.68 %       |
| CH21     | 10.86       | 21.33 %       |
| CH03     | 10.08       | 13.62 %       |
| CH20     | 6.58        | 22.65 %       |
| CH17     | 4.81        | 18.61 %       |
| CH33     | 4.76        | 20.67 %       |
| CH06     | 4.73        | 19.23 %       |
| CH50     | 4.45        | 18.02 %       |
| CH18     | 4.44        | 11.82 %       |
| MJR1     | 4.44        | 22.44 %       |
| CH44     | 4.02        | 20.08 %       |
| CH51     | 3.46        | 11.50 %       |
| UKI1     | 2.54        | 20.50 %       |
| CH43     | 2.45        | 14.24 %       |
| CH46     | 2.44        | 16.62 %       |
| CH12     | 2.24        | 6.37 %        |
| GPD1     | 0.78        | 6.14 %        |
| CH31     | 0.66        | 22.32 %       |
| CH34     | 0.41        | 1.78 %        |
| CH32     | 0.37        | 7.74 %        |
| WHC3     | -0.90       | -4.94 %       |
| Total    | 131.12      | 19.15 %       |

### SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 113.28      | 22.18 %       |
| D-Freez  | 1.05        | 14.40 %       |
| W-Disp   | 0.96        | 19.89 %       |
| Total    | 115.29      | 22.05 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU1     | 20.28       | 23.84 %       |
| MDU2     | 6.02        | 15.67 %       |
| KKD3     | 4.16        | 18.01 %       |
| DGL1     | 3.74        | 14.21 %       |
| MDU6     | 2.87        | 13.31 %       |
| MDU4     | 2.79        | 18.91 %       |
| ATG1     | 2.04        | 10.18 %       |
| DGL2     | 1.90        | 12.88 %       |
| MDU3     | 1.73        | 11.08 %       |
| MDU7     | 1.62        | 10.30 %       |
| DKI1     | 1.47        | 4.60 %        |
| SVG1     | 1.22        | 9.31 %        |
| SGP1     | 0.88        | 22.89 %       |
| KYK1     | 0.85        | 18.44 %       |
| MNM1     | 0.85        | 16.62 %       |
| PNI1     | 0.59        | 10.27 %       |
| CBM1     | 0.40        | 6.62 %        |
| KPT1     | 0.32        | 13.19 %       |
| PKM1     | 0.29        | 11.89 %       |
| MLR1     | 0.29        | 3.80 %        |
| TEN2     | 0.29        | 6.63 %        |
| NTM1     |             | 0.00 %        |
| SZSD     |             | 0.00 %        |
| WHMD     | -0.60       | 17.13 %       |
| Total    | 115.29      | 22.05 %       |

### NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 98.06       | 28.82 %       |
| D-Freez  | 1.17        | 13.12 %       |
| W-Disp   | 0.75        | 38.56 %       |
| Total    | 99.98       | 28.48 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| VEL4     | 8.43        | 22.59 %       |
| KPM2     | 7.30        | 23.19 %       |
| KPM1     | 2.30        | 17.76 %       |
| WJP1     | 1.74        | 19.10 %       |
| VEL1     | 1.39        | 13.82 %       |
| AKM1     | 1.30        | 10.05 %       |
| SLG1     | 0.63        | 19.01 %       |
| VNB1     | 0.55        | 6.71 %        |
| BGR1     | 0.36        | 7.79 %        |
| UGI1     |             | 0.00 %        |
| Total    | 99.98       | 28.48 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 83.37       | 26.45 %       |
| W-Disp   | 1.35        | 79.94 %       |
| D-Freez  | 0.47        | 4.61 %        |
| Total    | 85.19       | 26.05 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     | 4.94        | 21.44 %       |
| VPM2     | 4.45        | 23.19 %       |
| KKI2     | 3.47        | 23.21 %       |
| TDM1     | 2.95        | 17.31 %       |
| POY1     | 2.70        | 7.95 %        |
| NVL2     | 2.67        | 13.89 %       |
| TVM2     | 0.93        | 6.83 %        |
| KML1     | 0.57        | 6.90 %        |
| Total    | 85.19       | 26.05 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 43.65       | 28.58 %       |
| W-Disp   | 0.49        | 13.18 %       |
| Total    | 44.15       | 27.43 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| SLM1     | 2.83        | 12.65 %       |
| KRI1     | 1.87        | 19.75 %       |
| ATU1     | 1.65        | 14.36 %       |
| DPR2     | 0.98        | 20.45 %       |
| MTR1     | 0.93        | 10.06 %       |
| BMD1     | 0.81        | 18.46 %       |
| VPD1     | 0.67        | 18.28 %       |
| PLC1     | 0.66        | 21.14 %       |
| WZWH     | 0.43        | 9.07 %        |
| OML1     | 0.31        | 6.71 %        |
| KAM1     | 0.29        | 6.36 %        |
| HSR1     | 0.14        | 5.15 %        |
| HSR2     |             | 0.00 %        |
| MCR1     |             | 0.00 %        |
| PMP1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| WHKP     |             | 0.00 %        |
| Total    | 44.15       | 27.43 %       |

## WEST-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 34.95       | 22.54 %       |
| W-Disp   | 0.45        | 62.85 %       |
| D-Freez  | 0.22        | 7.01 %        |
| Total    | 35.61       | 22.41 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 6.36        | 18.03 %       |
| NKL2     | 3.13        | 18.22 %       |
| TCG1     | 1.70        | 21.50 %       |
| KMM1     | 1.15        | 21.78 %       |
| TPR1     | 0.98        | 11.35 %       |
| KGM1     | 0.70        | 17.86 %       |
| AVI1     | 0.66        | 11.42 %       |
| VKL1     | 0.54        | 23.23 %       |
| TPR3     | 0.27        | 16.06 %       |
| CMI1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| W3SD     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| Total    | 35.61       | 22.41 %       |

# WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 24.42       | 23.15 %       |
| W-Disp   | 1.45        | 77.49 %       |
| D-Freez  | 0.81        | 41.75 %       |
| Total    | 26.68       | 24.41 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE2     | 5.23        | 17.98 %       |
| SNR1     | 0.86        | 19.27 %       |
| MPM1     | 0.83        | 14.90 %       |
| CBE4     | 0.82        | 9.29 %        |
| CBE6     | 0.80        | 8.89 %        |
| DPM2     | 0.38        | 14.37 %       |
| CBE5     | 0.29        | 10.40 %       |
| CBE3     |             | 0.00 %        |
| GDR1     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| UAM1     |             | 0.00 %        |
| WZSD     |             | 0.00 %        |
| WHCB     | -0.90       | 20.25 %       |
| Total    | 26.68       | 24.41 %       |