

MTD Sales  
**1,407.65 L**

Brand Share %  
**24.76 %**

Information:

**MTD :** 01-09-2026 To 26-09-2026

\* Branch where in Brand Share % is less than Overall State's Brand Share **24.76 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 1,381.88    | 24.81 %       |
| W-Disp   | 16.13       | 48.92 %       |
| D-Freez  | 9.64        | 11.87 %       |
| Total    | 1,407.65    | 24.76 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| SOUTH-01    | 271.55      | 25.62 %       |
| CHENNAI-01  | 252.96      | 24.90 %       |
| TRICHY-01   | 214.84      | 25.99 %       |
| CHENNAI-02  | 169.26      | 20.14 %       |
| SOUTH-03    | 144.07      | 22.88 %       |
| NORTH ARCOT | 122.95      | 29.55 %       |
| SOUTH ARCOT | 101.09      | 26.43 %       |
| WEST-02     | 55.64       | 29.72 %       |
| WEST-03     | 42.31       | 22.00 %       |
| WEST-01     | 32.97       | 24.55 %       |
| Total       | 1,407.65    | 24.76 %       |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 269.34      | 25.79 %       |
| D-Freez  | 1.34        | 10.89 %       |
| W-Disp   | 0.86        | 27.66 %       |
| Total    | 271.55      | 25.62 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVL1     | 26.85       | 18.09 %       |
| NGR1     | 10.24       | 21.29 %       |
| TUT2     | 9.30        | 17.98 %       |
| RPM1     | 8.59        | 18.87 %       |
| SVK1     | 6.67        | 24.40 %       |
| TKS2     | 6.37        | 17.78 %       |
| RND1     | 5.71        | 17.58 %       |
| UDN1     | 3.88        | 21.38 %       |
| KGL1     | 3.35        | 22.81 %       |
| TKS1     | 3.26        | 13.59 %       |
| TKY1     | 2.81        | 19.85 %       |
| KYR1     | 2.10        | 22.11 %       |
| PDI1     | 1.92        | 14.84 %       |
| MMT1     | 1.91        | 11.49 %       |
| SDI1     | 1.25        | 9.38 %        |
| SKD1     | 1.12        | 13.31 %       |
| KSM1     | 0.84        | 5.25 %        |
| SGT1     |             | 0.00 %        |
| WHTV     | -0.31       | 5.88 %        |
| Total    | 271.55      | 25.62 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 247.82      | 24.81 %       |
| W-Disp   | 4.56        | 66.10 %       |
| D-Freez  | 0.58        | 5.65 %        |
| Total    | 252.96      | 24.90 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH16     | 14.75       | 20.60 %       |
| CH14     | 13.18       | 23.28 %       |
| CH42     | 12.54       | 24.60 %       |
| CH30     | 11.21       | 22.87 %       |
| CH05     | 11.04       | 15.41 %       |
| GUD1     | 8.87        | 22.02 %       |
| CH45     | 8.50        | 23.62 %       |
| CH28     | 7.30        | 16.02 %       |
| CH25     | 7.01        | 18.60 %       |
| CH48     | 6.80        | 17.96 %       |
| GUD2     | 4.43        | 24.74 %       |
| AVD1     | 4.41        | 11.92 %       |
| KNR1     | 4.26        | 18.65 %       |
| TKM1     | 2.01        | 24.71 %       |
| CGL1     | 1.53        | 10.08 %       |
| Total    | 252.96      | 24.90 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 210.41      | 25.84 %       |
| D-Freez  | 2.79        | 26.59 %       |
| W-Disp   | 1.65        | 83.04 %       |
| Total    | 214.84      | 25.99 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 35.72       | 20.75 %       |
| TNJ1     | 9.42        | 22.21 %       |
| TVR2     | 6.01        | 14.88 %       |
| KUM1     | 5.80        | 12.80 %       |
| PDK2     | 5.15        | 20.16 %       |
| NGT1     | 4.60        | 16.42 %       |
| KIK1     | 2.96        | 8.71 %        |
| TTP1     | 2.66        | 19.85 %       |
| PDK1     | 2.65        | 16.09 %       |
| MDI1     | 1.61        | 7.44 %        |
| NCK1     | 1.17        | 18.79 %       |
| APM1     | 0.88        | 12.26 %       |
| WTRZ     | -2.09       | 22.45 %       |
| Total    | 214.84      | 25.99 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 166.76      | 20.11 %       |
| W-Disp   | 2.16        | 55.14 %       |
| D-Freez  | 0.35        | 4.89 %        |
| Total    | 169.26      | 20.14 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH15     | 14.47       | 17.00 %       |
| CH21     | 13.10       | 21.94 %       |
| CH03     | 12.32       | 13.51 %       |
| CH18     | 8.07        | 17.72 %       |
| CH17     | 6.33        | 19.79 %       |
| CH06     | 6.05        | 20.04 %       |
| CH44     | 5.58        | 23.19 %       |
| CH50     | 4.52        | 15.13 %       |
| MJR1     | 4.51        | 19.36 %       |
| CH51     | 4.37        | 12.56 %       |
| CH12     | 3.68        | 8.41 %        |
| UKI1     | 3.50        | 24.53 %       |
| CH43     | 3.03        | 13.54 %       |
| CH46     | 2.99        | 14.98 %       |
| GPD1     | 1.10        | 7.48 %        |
| CH34     | 1.04        | 4.09 %        |
| CH31     | 0.92        | 18.65 %       |
| CH01     | 0.58        | 24.67 %       |
| CH32     | 0.37        | 5.54 %        |
| WHC3     | -1.57       | -7.73 %       |
| Total    | 169.26      | 20.14 %       |

## SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 142.06      | 23.02 %       |
| D-Freez  | 1.05        | 14.06 %       |
| W-Disp   | 0.96        | 19.00 %       |
| Total    | 144.07      | 22.88 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU1     | 21.53       | 22.78 %       |
| MDU2     | 7.67        | 16.86 %       |
| DGL1     | 4.05        | 12.98 %       |
| MDU6     | 3.51        | 14.88 %       |
| ATG1     | 3.02        | 12.18 %       |
| MDU4     | 2.79        | 17.59 %       |
| DGL2     | 2.52        | 16.14 %       |
| TEN1     | 2.37        | 24.09 %       |
| MDU3     | 2.03        | 11.88 %       |
| MDU7     | 1.93        | 9.62 %        |
| SVG1     | 1.53        | 10.85 %       |
| DKI1     | 1.47        | 4.17 %        |
| PNI1     | 1.21        | 17.35 %       |
| MNM1     | 1.16        | 21.45 %       |
| KYK1     | 0.85        | 17.03 %       |
| PKM1     | 0.62        | 19.78 %       |
| KPT1     | 0.32        | 11.38 %       |
| MLR1     | 0.29        | 3.24 %        |
| TEN2     | 0.29        | 3.67 %        |
| NTM1     |             | 0.00 %        |
| WHMD     | -0.60       | 15.69 %       |
| Total    | 144.07      | 22.88 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 120.23      | 29.88 %       |
| D-Freez  | 1.83        | 16.43 %       |
| W-Disp   | 0.89        | 34.04 %       |
| Total    | 122.95      | 29.55 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| VEL4     | 9.05        | 21.94 %       |
| VEL3     | 7.50        | 23.67 %       |
| KPM1     | 3.53        | 20.77 %       |
| AKM1     | 2.24        | 12.83 %       |
| WJP1     | 2.05        | 19.36 %       |
| VEL1     | 1.70        | 15.46 %       |
| BGR1     | 0.68        | 12.45 %       |
| VNB1     | 0.55        | 5.52 %        |
| UGI1     |             | 0.00 %        |
| NASD     | -0.57       | 16.45 %       |
| Total    | 122.95      | 29.55 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 98.68       | 26.74 %       |
| W-Disp   | 1.94        | 85.14 %       |
| D-Freez  | 0.47        | 4.18 %        |
| Total    | 101.09      | 26.43 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     | 5.57        | 20.78 %       |
| TDM1     | 3.59        | 19.20 %       |
| NVL2     | 3.04        | 12.58 %       |
| POY1     | 2.70        | 7.09 %        |
| TVM2     | 0.93        | 6.40 %        |
| KML1     | 0.57        | 4.82 %        |
| Total    | 101.09      | 26.43 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 55.08       | 30.90 %       |
| W-Disp   | 0.56        | 14.68 %       |
| Total    | 55.64       | 29.72 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| SLM1     | 5.12        | 18.39 %       |
| KRI1     | 1.87        | 18.68 %       |
| ATU1     | 1.65        | 14.36 %       |
| MTR1     | 1.58        | 14.78 %       |
| VPD1     | 0.98        | 24.72 %       |
| BMD1     | 0.81        | 17.23 %       |
| HSR1     | 0.77        | 18.64 %       |
| PLC1     | 0.66        | 18.84 %       |
| MCR1     | 0.63        | 8.75 %        |
| WZWH     | 0.43        | 8.64 %        |
| OML1     | 0.31        | 6.33 %        |
| HSR2     |             | 0.00 %        |
| PMP1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| WHKP     |             | 0.00 %        |
| Total    | 55.64       | 29.72 %       |

### WEST-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 40.99       | 21.88 %       |
| W-Disp   | 0.89        | 77.12 %       |
| D-Freez  | 0.43        | 11.22 %       |
| Total    | 42.31       | 22.00 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 6.67        | 15.63 %       |
| NKL2     | 4.74        | 17.73 %       |
| TPR2     | 2.44        | 24.54 %       |
| TCG1     | 1.70        | 21.50 %       |
| TPR1     | 0.98        | 8.17 %        |
| KGM1     | 0.70        | 17.86 %       |
| AVI1     | 0.66        | 10.94 %       |
| VKL1     | 0.54        | 18.08 %       |
| SYM2     | 0.33        | 5.20 %        |
| TPR3     | 0.27        | 16.06 %       |
| CMI1     |             | 0.00 %        |
| W3SD     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| Total    | 42.31       | 22.00 %       |

### WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 30.50       | 23.48 %       |
| W-Disp   | 1.67        | 76.81 %       |
| D-Freez  | 0.81        | 35.88 %       |
| Total    | 32.97       | 24.55 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE2     | 5.23        | 15.78 %       |
| SNR1     | 1.58        | 23.99 %       |
| MPM1     | 1.14        | 13.82 %       |
| CBE4     | 0.82        | 7.25 %        |
| CBE6     | 0.80        | 6.85 %        |
| KMD1     | 0.30        | 7.36 %        |
| CBE5     | 0.29        | 8.48 %        |
| CBE3     |             | 0.00 %        |
| UAM1     |             | 0.00 %        |
| WZSD     |             | 0.00 %        |
| WHCB     | -0.90       | 15.58 %       |
| Total    | 32.97       | 24.55 %       |