



TN : VOLTAS Sales Performance 30/03/2026 9:13 AM

MTD Sales
1,960.44 L

Brand Share %
15.28 %

Information:

MTD : 01-03-2026 To 29-03-2026

* Branch where in Brand Share % is less than Overall State's Brand Share **15.28 %** are only listed below

Property	MTD Sales L	Brand Share %
Air-Cond	1,960.18	15.30 %
W-Disp	0.26	1.75 %
Dummy-AC		7.21 %
Total	1,960.44	15.28 %

Sales Zone	MTD Sales L	Brand Share %
TRICHY-01	315.34	18.66 %
SOUTH-01	277.02	14.05 %
CHENNAI-01	254.93	13.04 %
WEST-01	227.42	19.03 %
SOUTH-03	221.67	14.45 %
CHENNAI-02	202.60	11.46 %
WEST-02	189.97	18.05 %
NORTH ARCOT	145.46	16.70 %
SOUTH ARCOT	126.03	15.86 %
Total	1,960.44	15.28 %

TRICHY-01

Property	MTD Sales L	Brand Share %
Air-Cond	315.27	18.67 %
W-Disp	0.07	5.43 %
Total	315.34	18.66 %

Branch *	MTD Sales L	Brand Share %
KUM1	8.42	9.35 %
TNJ1	8.21	9.65 %
MDI1	6.85	13.44 %
TVR2	5.73	8.64 %
PDK1	5.52	14.32 %
TRY2	4.54	9.46 %
NMM1	1.90	11.57 %
NCK1	1.01	4.96 %
APM1	0.78	5.90 %
TZSD		0.00 %
WTRZ	-0.80	9.43 %
Total	315.34	18.66 %

SOUTH-01

Property	MTD Sales L	Brand Share %
Air-Cond	277.02	14.06 %
Total	277.02	14.05 %

Branch *	MTD Sales L	Brand Share %
TUT1	29.73	9.23 %
TVL1	20.50	9.64 %
NGR1	15.40	10.46 %
KVT1	12.51	14.02 %
TKS2	12.24	13.49 %
SVK1	8.48	15.04 %
RPM1	8.43	13.03 %
MAR1	6.61	12.14 %
TKS1	6.11	10.21 %
SDI1	5.28	14.84 %
VLY1	3.85	9.73 %
RND1	3.40	5.70 %
UDN1	2.79	13.44 %
APK2	2.72	8.80 %
MMT1	2.65	11.32 %
PDI1	2.00	6.24 %
TKY1	1.70	7.31 %
SGT1	1.40	12.42 %
SKD1	0.86	4.79 %
KGL1	0.55	1.89 %
COL1	0.26	2.31 %
KSM1	0.24	2.83 %
Total	277.02	14.05 %

CHENNAI-01

Property	MTD Sales L	Brand Share %
Air-Cond	254.93	13.06 %
Total	254.93	13.04 %

Branch *	MTD Sales L	Brand Share %
CH05	17.00	11.37 %
CH08	15.29	12.39 %
GUD1	12.75	15.16 %
CH19	12.34	12.06 %
CH22	11.94	13.88 %
CH14	11.84	9.72 %
CH16	10.54	12.11 %
CH28	9.64	13.32 %
CH25	5.02	6.69 %
CH47	4.24	9.86 %
CH39	4.23	11.93 %
CZWH	3.57	5.56 %
GUD2	3.48	9.28 %
CGL1	3.42	9.12 %
SKL1	3.04	7.93 %
CH37	2.62	6.70 %
CH49	2.51	2.82 %
CH35	1.71	2.98 %
WHC3	0.98	12.26 %
CH40	0.95	12.01 %
WCHN	-3.89	13.76 %
Total	254.93	13.04 %

WEST-01

Property	MTD Sales L	Brand Share %
Air-Cond	227.30	19.03 %
W-Disp	0.12	17.63 %
Total	227.42	19.03 %

Branch *	MTD Sales L	Brand Share %
CBE4	5.76	7.19 %
CBE6	5.67	11.68 %
SNR1	5.46	10.33 %
SUL1	5.34	14.90 %
MPM1	4.39	11.14 %
TPR1	3.27	5.48 %
DPM2	3.21	14.05 %
PPI1	2.30	15.09 %
KMD1	1.57	9.59 %
KGM1	0.24	1.08 %
GDR1		0.00 %
KGI1		0.00 %
UAM1		0.00 %
WZSD		0.00 %
WHCB	-0.53	8.02 %
Total	227.42	19.03 %

SOUTH-03

Property	MTD Sales L	Brand Share %
Air-Cond	221.67	14.46 %
Total	221.67	14.45 %

Branch *	MTD Sales L	Brand Share %
MDU1	18.17	7.99 %
MDU2	13.61	13.56 %
KKD3	8.85	12.69 %
MDU3	8.07	11.78 %
MDU7	7.62	13.68 %
ATG1	5.99	11.54 %
TEN2	4.23	13.92 %
TEN1	3.94	14.50 %
PVI1	3.52	13.54 %
MDU6	3.35	4.69 %
PNV2	2.79	10.75 %
CMR1	2.25	11.77 %
TDI1	2.09	10.25 %
MNM1	1.44	8.70 %
CBM1	1.40	5.71 %
PKM1	1.35	12.48 %
SZSD	1.17	15.08 %
KPT1	1.13	7.30 %
MDU4	1.11	3.32 %
KYK1	1.05	6.05 %
SGP1	1.02	6.93 %
NTM1	0.31	3.02 %
DKI1	0.28	0.65 %
WHMD	-0.38	12.78 %
Total	221.67	14.45 %

CHENNAI-02

Property	MTD Sales L	Brand Share %
Air-Cond	202.60	11.48 %
Dummy-AC		10.53 %
Total	202.60	11.46 %

Branch *	MTD Sales L	Brand Share %
CH03	18.99	11.19 %
CH12	13.64	12.67 %
CH06	11.19	13.71 %
CH15	10.77	5.96 %
CH24	7.51	8.31 %
CH17	6.94	10.56 %
CH34	6.72	13.57 %
CH33	5.83	9.68 %
CH51	5.80	6.26 %
CH43	5.64	12.57 %
CH46	5.08	13.80 %
MJR1	5.01	8.94 %
CH20	4.35	4.99 %
GPD1	2.31	5.70 %
CH50	1.70	2.28 %
CH31	1.10	2.37 %
CH32	0.93	7.32 %
MC06	0.57	4.73 %
CH01		0.00 %
Total	202.60	11.46 %

WEST-02

Property	MTD Sales L	Brand Share %
Air-Cond	189.97	18.06 %
Total	189.97	18.05 %

Branch *	MTD Sales L	Brand Share %
SLM1	11.33	9.23 %
ERD1	10.67	10.38 %
NKL2	6.23	12.22 %
MTR1	3.46	9.39 %
ATU1	3.43	8.58 %
TCG1	2.98	9.79 %
HSR2	2.92	9.09 %
PDR1	2.61	12.49 %
PMP1	1.70	10.57 %
KAM1	1.45	12.20 %
APN1	1.38	9.64 %
HSR1	1.36	6.41 %
PLC1	1.33	12.83 %
KVP1	0.87	6.01 %
KMM1	0.86	5.03 %
SGI1	0.83	12.97 %
VKL1		0.00 %
WZWH		0.00 %
WHPD	-0.55	9.36 %
Total	189.97	18.05 %

NORTH ARCOT

Property	MTD Sales L	Brand Share %
Air-Cond	145.39	16.74 %
W-Disp	0.07	2.93 %
Total	145.46	16.70 %

Branch *	MTD Sales L	Brand Share %
TRL1	12.37	13.39 %
SBR1	7.95	11.61 %
KPM2	6.94	7.72 %
KPM1	4.17	10.83 %
AKM1	3.31	8.57 %
WJP1	2.91	11.57 %
WJD1	2.82	10.27 %
SLG1	1.69	8.34 %
VNB1	1.37	5.64 %
CPT1	1.12	7.66 %
BGR1	0.31	2.81 %
WHVL	-0.51	7.67 %
Total	145.46	16.70 %

SOUTH ARCOT

Property	MTD Sales L	Brand Share %
Air-Cond	126.03	15.88 %
Total	126.03	15.86 %

Branch *	MTD Sales L	Brand Share %
POY1	13.77	13.34 %
POY2	11.40	14.37 %
VPM2	6.24	13.04 %
NVL2	4.71	10.22 %
CUD1	4.12	5.73 %
KLM1	3.99	10.16 %
TDM1	3.57	10.46 %
KML1	2.59	12.13 %
Total	126.03	15.86 %