

MTD Sales  
22.35 L

Brand Share %  
38.81 %

Information:

MTD : 01-08-2025 To 02-08-2025

\* Branch where in Brand Share % is less than Overall Company's Brand Share **38.81 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 6.88        | 76.31 %       |
| Air-Cool | 5.43        | 54.98 %       |
| W.Heater | 3.33        | 29.61 %       |
| Stab-HA2 | 2.04        | 54.98 %       |
| Fan      | 1.85        | 9.47 %        |
| Stab-AV  | 1.44        | 50.26 %       |
| Inverter | 1.39        | 100.00 %      |
| Total    | 22.35       | 38.81 %       |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-01    | 9.38        | 65.35 %       |
| TRICHY-01     | 2.22        | 35.23 %       |
| SOUTH-01      | 2.12        | 28.94 %       |
| SOUTH-03      | 1.80        | 24.54 %       |
| CHENNAI-02    | 1.35        | 29.72 %       |
| SOUTH ARCOT   | 1.19        | 33.01 %       |
| WEST-01       | 1.14        | 40.03 %       |
| NORTH ARCOT   | 0.98        | 28.55 %       |
| WEST-02       | 0.95        | 26.73 %       |
| TIRUPATI-01   | 0.62        | 28.32 %       |
| VIJAYAWADA-01 | 0.40        | 25.02 %       |
| KL-SOUTH      | 0.20        | 40.81 %       |
| Total         | 22.35       | 38.81 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cool | 5.43        | 89.39 %       |
| Stab-HA  | 2.22        | 82.78 %       |
| W.Heater | 0.87        | 40.66 %       |
| Stab-HA2 | 0.38        | 94.61 %       |
| Fan      | 0.24        | 8.83 %        |
| Inverter | 0.13        | 100.00 %      |
| Stab-AV  | 0.12        | 47.07 %       |
| Total    | 9.38        | 65.35 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH14     | 0.24        | 31.66 %       |
| CH08     | 0.22        | 24.81 %       |
| CH19     | 0.19        | 27.47 %       |
| SKL1     | 0.10        | 29.31 %       |
| CH26     | 0.09        | 35.12 %       |
| CH39     | 0.07        | 25.79 %       |
| CGL1     | 0.06        | 26.34 %       |
| CH30     | 0.03        | 27.09 %       |
| CH22     | 0.03        | 22.15 %       |
| CH40     |             | 0.00 %        |
| Total    | 9.38        | 65.35 %       |

# TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.82        | 65.40 %       |
| Inverter | 0.81        | 100.00 %      |
| W.Heater | 0.37        | 35.52 %       |
| Fan      | 0.08        | 3.28 %        |
| Stab-HA2 | 0.08        | 17.39 %       |
| Stab-AV  | 0.07        | 33.95 %       |
| Total    | 2.22        | 35.23 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TNJ2     | 0.15        | 23.73 %       |
| TVR2     | 0.09        | 22.94 %       |
| TRY3     | 0.09        | 30.86 %       |
| MDI1     | 0.08        | 28.12 %       |
| TRY1     | 0.07        | 14.52 %       |
| ORU1     | 0.07        | 30.15 %       |
| JKM1     | 0.06        | 36.87 %       |
| APM1     | 0.06        | 29.88 %       |
| NGT1     | 0.05        | 21.13 %       |
| KRN1     | 0.05        | 32.62 %       |
| PBR2     | 0.04        | 13.96 %       |
| TYR1     | 0.03        | 15.86 %       |
| NCK1     | 0.02        | 15.54 %       |
| PBR1     | 0.01        | 16.67 %       |
| MSI1     |             | 0.00 %        |
| NMM1     |             | 0.00 %        |
| PTK1     |             | 0.00 %        |
| TRY2     |             | 0.00 %        |
| TTP1     |             | 0.00 %        |
| Total    | 2.22        | 35.23 %       |

# SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Fan      | 0.45        | 13.02 %       |
| Stab-HA  | 0.43        | 72.75 %       |
| Stab-HA2 | 0.35        | 56.64 %       |
| Inverter | 0.34        | 100.00 %      |
| W.Heater | 0.29        | 23.93 %       |
| Stab-AV  | 0.26        | 74.00 %       |
| Total    | 2.12        | 28.94 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| NGR1     | 0.24        | 35.18 %       |
| TUT1     | 0.17        | 35.92 %       |
| TCN1     | 0.10        | 37.55 %       |
| SVK1     | 0.09        | 26.33 %       |
| APK1     | 0.08        | 25.49 %       |
| RND1     | 0.08        | 17.93 %       |
| KVT1     | 0.06        | 12.92 %       |
| UDN1     | 0.05        | 35.30 %       |
| KGL1     | 0.05        | 14.94 %       |
| VNR2     | 0.04        | 9.40 %        |
| VKM1     | 0.04        | 29.19 %       |
| STU2     | 0.04        | 17.77 %       |
| VLY1     | 0.03        | 16.13 %       |
| MAR1     | 0.03        | 22.98 %       |
| TKS1     | 0.02        | 8.81 %        |
| KYR1     | 0.02        | 7.46 %        |
| SDI1     | 0.02        | 8.61 %        |
| PKD1     | 0.01        | 7.44 %        |
| ERL1     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| PDI1     |             | 0.00 %        |
| RPM1     |             | 0.00 %        |
| SNL1     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| VNR1     |             | 0.00 %        |
| Total    | 2.12        | 28.94 %       |

SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.80        | 86.34 %       |
| Stab-HA2 | 0.34        | 36.05 %       |
| Fan      | 0.27        | 9.01 %        |
| Stab-AV  | 0.19        | 33.71 %       |
| W.Heater | 0.11        | 8.45 %        |
| Inverter | 0.10        | 100.00 %      |
| Total    | 1.80        | 24.54 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU1     | 0.26        | 35.34 %       |
| MDU6     | 0.17        | 22.50 %       |
| DGL1     | 0.08        | 15.16 %       |
| USL1     | 0.07        | 27.56 %       |
| MDU2     | 0.06        | 13.51 %       |
| TMM1     | 0.05        | 22.91 %       |
| DKI1     | 0.05        | 23.86 %       |
| SVG1     | 0.04        | 24.25 %       |
| TPT1     | 0.04        | 21.32 %       |
| TEN1     | 0.03        | 14.11 %       |
| MNM1     | 0.03        | 35.81 %       |
| BTU1     | 0.03        | 22.45 %       |
| MDU4     | 0.03        | 25.18 %       |
| KRR1     | 0.03        | 16.07 %       |
| TDI1     | 0.02        | 9.72 %        |
| BNR1     | 0.02        | 27.37 %       |
| DGL2     | 0.02        | 12.61 %       |
| ADP1     | 0.02        | 12.52 %       |
| MDU3     | 0.02        | 8.93 %        |
| NKI1     | 0.01        | 13.04 %       |
| ODM1     | 0.01        | 6.05 %        |
| CBM1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| PKM1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| Total    | 1.80        | 24.54 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.59        | 50.42 %       |
| Stab-HA2 | 0.28        | 91.72 %       |
| Fan      | 0.22        | 12.13 %       |
| W.Heater | 0.20        | 23.25 %       |
| Stab-AV  | 0.07        | 35.14 %       |
| Total    | 1.35        | 29.72 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH21     | 0.15        | 29.80 %       |
| CH03     | 0.11        | 31.13 %       |
| CH34     | 0.08        | 17.92 %       |
| CH44     | 0.07        | 32.87 %       |
| GPD1     | 0.05        | 32.69 %       |
| CH20     | 0.04        | 16.44 %       |
| CH23     | 0.04        | 20.35 %       |
| CH18     | 0.03        | 13.88 %       |
| MJR1     | 0.03        | 11.53 %       |
| CH06     | 0.03        | 19.06 %       |
| PON1     | 0.01        | 7.21 %        |
| CH12     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH41     |             | 0.00 %        |
| Total    | 1.35        | 29.72 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.74        | 82.62 %       |
| W.Heater | 0.19        | 30.51 %       |
| Stab-HA2 | 0.13        | 72.84 %       |
| Fan      | 0.08        | 6.10 %        |
| Stab-AV  | 0.05        | 45.21 %       |
| Total    | 1.19        | 33.01 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CUD1     | 0.14        | 19.83 %       |
| KKI2     | 0.08        | 30.22 %       |
| PRT1     | 0.04        | 35.71 %       |
| TVM2     | 0.04        | 30.09 %       |
| TRK1     | 0.03        | 10.33 %       |
| SJI1     | 0.02        | 7.23 %        |
| NVL2     | 0.02        | 27.35 %       |
| KML1     | 0.01        | 22.28 %       |
| KLM1     |             | 0.00 %        |
| STP1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| VPM1     |             | 0.00 %        |
| VPM2     |             | 0.00 %        |
| Total    | 1.19        | 33.01 %       |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.70        | 57.60 %       |
| Stab-HA2 | 0.19        | 63.68 %       |
| Stab-AV  | 0.15        | 31.24 %       |
| Stab-HA  | 0.05        | 68.25 %       |
| Fan      | 0.04        | 5.40 %        |
| Total    | 1.14        | 40.03 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE2     | 0.13        | 33.86 %       |
| TPR3     | 0.04        | 27.99 %       |
| PDM1     | 0.04        | 35.43 %       |
| CBE6     | 0.02        | 11.83 %       |
| GBM1     | 0.02        | 21.51 %       |
| KMR1     | 0.02        | 12.77 %       |
| MPM1     | 0.01        | 19.93 %       |
| DPM2     | 0.01        | 8.40 %        |
| ANR1     |             | 0.00 %        |
| CBE1     |             | 0.00 %        |
| CNR1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR4     |             | 0.00 %        |
| UMP1     |             | 0.00 %        |
| Total    | 1.14        | 40.03 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.60        | 83.64 %       |
| W.Heater | 0.13        | 16.05 %       |
| Stab-AV  | 0.12        | 76.78 %       |
| Fan      | 0.08        | 6.57 %        |
| Stab-HA2 | 0.05        | 66.00 %       |
| Total    | 0.98        | 28.55 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KPM2     | 0.09        | 18.13 %       |
| WJP1     | 0.03        | 29.91 %       |
| WJD1     | 0.03        | 34.61 %       |
| VSI1     | 0.03        | 28.57 %       |
| VEL2     | 0.03        | 11.01 %       |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CPT1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRT1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VEL1     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| Total    | 0.98        | 28.55 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.36        | 40.32 %       |
| Stab-AV  | 0.22        | 61.14 %       |
| Stab-HA2 | 0.18        | 50.75 %       |
| Stab-HA  | 0.11        | 80.80 %       |
| Fan      | 0.09        | 6.44 %        |
| Total    | 0.95        | 26.73 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| RSP1     | 0.07        | 14.83 %       |
| SGI1     | 0.05        | 13.35 %       |
| KVP1     | 0.05        | 19.63 %       |
| SLM3     | 0.04        | 25.39 %       |
| PMP1     | 0.03        | 26.35 %       |
| CMI1     | 0.02        | 18.04 %       |
| PLC1     | 0.01        | 16.17 %       |
| SLM1     | 0.01        | 8.63 %        |
| ATU1     |             | 0.00 %        |
| BMD1     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| EPI1     |             | 0.00 %        |
| HRR1     |             | 0.00 %        |
| KRI1     |             | 0.00 %        |
| MCR1     |             | 0.00 %        |
| MTR1     |             | 0.00 %        |
| NKL2     |             | 0.00 %        |
| TCG1     |             | 0.00 %        |
| TRM1     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| VPD1     |             | 0.00 %        |
| Total    | 0.95        | 26.73 %       |

## TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.18        | 86.83 %       |
| Stab-AV  | 0.15        | 100.00 %      |
| Fan      | 0.14        | 23.91 %       |
| W.Heater | 0.11        | 13.35 %       |
| Stab-HA2 | 0.04        | 62.82 %       |
| Total    | 0.62        | 28.32 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ATP1     | 0.23        | 31.46 %       |
| TPY2     | 0.04        | 21.76 %       |
| BVL1     |             | 0.00 %        |
| CTO1     |             | 0.00 %        |
| KNL2     |             | 0.00 %        |
| KOU1     |             | 0.00 %        |
| MPL1     |             | 0.00 %        |
| NDL1     |             | 0.00 %        |
| PDT1     |             | 0.00 %        |
| Total    | 0.62        | 28.32 %       |

**VIJAYAWADA-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.21        | 88.48 %       |
| Fan      | 0.13        | 22.32 %       |
| Stab-AV  | 0.06        | 82.44 %       |
| Total    | 0.40        | 25.02 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| BVR1     | 0.03        | 16.27 %       |
| VJW4     | 0.03        | 22.61 %       |
| KDR1     | 0.02        | 18.38 %       |
| CKT1     |             | 0.00 %        |
| CRL1     |             | 0.00 %        |
| DPE1     |             | 0.00 %        |
| ELU1     |             | 0.00 %        |
| GNT1     |             | 0.00 %        |
| GVM1     |             | 0.00 %        |
| NRT1     |             | 0.00 %        |
| PRL1     |             | 0.00 %        |
| RMV1     |             | 0.00 %        |
| TEL1     |             | 0.00 %        |
| TVU1     |             | 0.00 %        |
| VJW1     |             | 0.00 %        |
| VJW2     |             | 0.00 %        |
| VKN1     |             | 0.00 %        |
| Total    | 0.40        | 25.02 %       |

**KL-SOUTH**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.15        | 100.00 %      |
| Fan      | 0.04        | 10.60 %       |
| Stab-HA2 | 0.02        | 100.00 %      |
| Total    | 0.20        | 40.81 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| PAS1     | 0.03        | 35.37 %       |
| Total    | 0.20        | 40.81 %       |