

MTD Sales  
86.48 L

Brand Share %  
36.88 %

Information:

MTD : 01-11-2025 To 09-11-2025

\* Branch where in Brand Share % is less than Overall Company's Brand Share **36.88 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 29.28       | 31.62 %       |
| Stab-HA  | 20.52       | 79.74 %       |
| Stab-AV  | 10.11       | 55.23 %       |
| Stab-HA2 | 9.93        | 59.90 %       |
| Inverter | 9.47        | 100.00 %      |
| Fan      | 7.17        | 9.98 %        |
| Total    | 86.48       | 36.88 %       |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-01    | 13.93       | 38.23 %       |
| SOUTH-01      | 12.90       | 38.93 %       |
| TRICHY-01     | 10.97       | 37.10 %       |
| SOUTH-03      | 9.69        | 29.91 %       |
| WEST-01       | 9.10        | 49.20 %       |
| WEST-02       | 6.96        | 37.63 %       |
| CHENNAI-02    | 6.55        | 29.70 %       |
| SOUTH ARCOT   | 6.01        | 37.50 %       |
| NORTH ARCOT   | 5.70        | 41.40 %       |
| TIRUPATI-01   | 2.82        | 42.50 %       |
| VIJAYAWADA-01 | 1.34        | 21.15 %       |
| KL-SOUTH      | 0.52        | 44.18 %       |
| Total         | 86.48       | 36.88 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 4.78        | 27.88 %       |
| Stab-HA  | 4.27        | 72.66 %       |
| Inverter | 1.53        | 100.00 %      |
| Stab-HA2 | 1.49        | 78.66 %       |
| Stab-AV  | 0.99        | 49.06 %       |
| Fan      | 0.85        | 10.75 %       |
| Total    | 13.93       | 38.23 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH05     | 1.17        | 35.49 %       |
| CH08     | 0.60        | 23.54 %       |
| CH19     | 0.51        | 25.33 %       |
| CH07     | 0.36        | 24.88 %       |
| CH37     | 0.32        | 33.68 %       |
| GUD1     | 0.29        | 28.78 %       |
| CH39     | 0.23        | 25.14 %       |
| CH30     | 0.21        | 36.19 %       |
| TKM1     | 0.21        | 33.01 %       |
| CZWH     | 0.12        | 26.92 %       |
| GUD2     | 0.12        | 15.38 %       |
| CH29     | 0.02        | 8.11 %        |
| WHC3     |             | 0.00 %        |
| Total    | 13.93       | 38.23 %       |

## SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.87        | 29.63 %       |
| Stab-HA  | 2.31        | 83.42 %       |
| Fan      | 2.00        | 15.31 %       |
| Inverter | 1.94        | 100.00 %      |
| Stab-HA2 | 1.89        | 59.93 %       |
| Stab-AV  | 1.89        | 75.02 %       |
| Total    | 12.90       | 38.93 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TKS2     | 0.56        | 33.83 %       |
| TCN1     | 0.46        | 31.52 %       |
| TKS1     | 0.35        | 34.83 %       |
| VNR2     | 0.30        | 22.39 %       |
| SVK1     | 0.26        | 35.38 %       |
| VL1      | 0.24        | 28.17 %       |
| APK1     | 0.22        | 18.94 %       |
| VNR1     | 0.22        | 29.34 %       |
| MMT1     | 0.21        | 34.12 %       |
| KYR1     | 0.20        | 25.00 %       |
| ERL2     | 0.19        | 34.30 %       |
| COL1     | 0.14        | 32.87 %       |
| TVL2     | 0.12        | 34.94 %       |
| PKD1     | 0.11        | 20.96 %       |
| TKY1     | 0.06        | 23.57 %       |
| MAR1     | 0.04        | 6.45 %        |
| SDI1     | 0.03        | 6.45 %        |
| KSM1     |             | 0.00 %        |
| Total    | 12.90       | 38.93 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 3.46        | 90.24 %       |
| W.Heater | 3.06        | 25.30 %       |
| Inverter | 2.42        | 100.00 %      |
| Stab-HA2 | 0.74        | 47.61 %       |
| Fan      | 0.67        | 8.43 %        |
| Stab-AV  | 0.63        | 35.94 %       |
| Total    | 10.97       | 37.10 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 1.03        | 32.13 %       |
| TVR2     | 0.61        | 29.41 %       |
| JKM1     | 0.38        | 31.27 %       |
| PBR2     | 0.31        | 17.61 %       |
| TRY4     | 0.24        | 29.88 %       |
| KIK1     | 0.24        | 32.85 %       |
| AYR1     | 0.15        | 24.81 %       |
| TRY2     | 0.14        | 34.77 %       |
| ORU1     | 0.09        | 30.56 %       |
| MDI1     | 0.05        | 4.59 %        |
| MSI1     |             | 0.00 %        |
| Total    | 10.97       | 37.10 %       |

### SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 3.02        | 30.41 %       |
| Stab-HA  | 2.82        | 88.19 %       |
| Stab-AV  | 1.58        | 42.09 %       |
| Stab-HA2 | 1.33        | 41.69 %       |
| Fan      | 0.76        | 6.23 %        |
| Inverter | 0.20        | 100.00 %      |
| Total    | 9.69        | 29.91 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TMM1     | 0.76        | 30.82 %       |
| MDU6     | 0.73        | 21.70 %       |
| MDU2     | 0.40        | 25.61 %       |
| MDU3     | 0.30        | 33.36 %       |
| ATG1     | 0.23        | 27.80 %       |
| CBM1     | 0.20        | 33.57 %       |
| SVG1     | 0.20        | 36.87 %       |
| MDU4     | 0.20        | 19.77 %       |
| MPA1     | 0.19        | 32.66 %       |
| ADP1     | 0.19        | 28.62 %       |
| TEN1     | 0.19        | 22.01 %       |
| KRR1     | 0.18        | 35.57 %       |
| TPT1     | 0.17        | 11.66 %       |
| MDU5     | 0.16        | 12.51 %       |
| CMR1     | 0.14        | 29.94 %       |
| DGL2     | 0.14        | 21.60 %       |
| TEN2     | 0.13        | 18.88 %       |
| ODM1     | 0.11        | 20.34 %       |
| BNR1     | 0.08        | 21.63 %       |
| PNI1     | 0.07        | 12.10 %       |
| USL1     | 0.05        | 10.89 %       |
| TDI1     | 0.05        | 16.35 %       |
| NKI1     | 0.05        | 13.07 %       |
| NTM1     | 0.02        | 11.45 %       |
| SGP1     | 0.01        | 4.74 %        |
| Total    | 9.69        | 29.91 %       |

### WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 4.24        | 55.44 %       |
| Stab-HA2 | 1.42        | 82.88 %       |
| Stab-AV  | 1.33        | 59.82 %       |
| Fan      | 0.94        | 17.00 %       |
| Stab-HA  | 0.80        | 79.65 %       |
| Inverter | 0.37        | 100.00 %      |
| Total    | 9.10        | 49.20 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TPR4     | 0.21        | 31.85 %       |
| SNR1     | 0.20        | 32.47 %       |
| TPR3     | 0.13        | 28.54 %       |
| SYM2     | 0.12        | 33.78 %       |
| KMD1     | 0.11        | 30.09 %       |
| DPM2     | 0.06        | 21.14 %       |
| AVI1     | 0.03        | 10.03 %       |
| ANR1     | 0.03        | 35.22 %       |
| WHCB     |             | 0.00 %        |
| Total    | 9.10        | 49.20 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 3.41        | 38.40 %       |
| Stab-AV  | 1.20        | 72.12 %       |
| Stab-HA  | 0.77        | 87.64 %       |
| Inverter | 0.56        | 100.00 %      |
| Stab-HA2 | 0.54        | 49.91 %       |
| Fan      | 0.48        | 8.90 %        |
| Total    | 6.96        | 37.63 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 0.47        | 31.77 %       |
| HSR2     | 0.39        | 25.74 %       |
| KRI1     | 0.28        | 31.07 %       |
| SLM3     | 0.25        | 33.58 %       |
| DPR1     | 0.16        | 36.50 %       |
| KMM1     | 0.12        | 29.57 %       |
| RSP1     | 0.12        | 27.08 %       |
| TRM1     | 0.11        | 18.47 %       |
| MTR1     | 0.11        | 19.34 %       |
| SGG1     | 0.09        | 23.81 %       |
| APN1     | 0.09        | 18.60 %       |
| VPD1     | 0.07        | 12.24 %       |
| CMI1     | 0.06        | 30.60 %       |
| OML1     | 0.05        | 26.54 %       |
| HRR1     | 0.03        | 12.45 %       |
| Total    | 6.96        | 37.63 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.10        | 23.95 %       |
| Stab-HA  | 1.88        | 61.12 %       |
| Stab-HA2 | 1.01        | 70.71 %       |
| Inverter | 0.81        | 100.00 %      |
| Stab-AV  | 0.49        | 37.66 %       |
| Fan      | 0.26        | 3.88 %        |
| Total    | 6.55        | 29.70 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH18     | 0.58        | 33.26 %       |
| CH43     | 0.53        | 29.74 %       |
| CH17     | 0.39        | 36.11 %       |
| MJR1     | 0.37        | 33.91 %       |
| CH23     | 0.34        | 35.49 %       |
| CH12     | 0.31        | 17.11 %       |
| CH24     | 0.22        | 22.88 %       |
| CH09     | 0.19        | 23.87 %       |
| PON1     | 0.18        | 29.05 %       |
| CH33     | 0.16        | 19.72 %       |
| CH27     | 0.15        | 30.34 %       |
| CH41     | 0.11        | 11.44 %       |
| CH46     | 0.10        | 35.23 %       |
| CH31     | 0.09        | 33.79 %       |
| GPD1     | 0.08        | 14.10 %       |
| CH44     | 0.08        | 15.84 %       |
| UKI1     | 0.07        | 27.57 %       |
| CH20     | 0.06        | 9.16 %        |
| CH06     | 0.06        | 22.33 %       |
| CH36     | 0.04        | 10.96 %       |
| CH32     |             | 0.00 %        |
| Total    | 6.55        | 29.70 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.02        | 34.23 %       |
| Stab-HA  | 1.92        | 83.98 %       |
| Inverter | 0.72        | 100.00 %      |
| Fan      | 0.51        | 10.06 %       |
| Stab-HA2 | 0.45        | 36.86 %       |
| Stab-AV  | 0.38        | 47.90 %       |
| Total    | 6.01        | 37.50 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     | 0.46        | 33.14 %       |
| NVL2     | 0.30        | 33.89 %       |
| TRK1     | 0.22        | 29.86 %       |
| ULP1     | 0.20        | 26.73 %       |
| PRT1     | 0.17        | 28.14 %       |
| KLM1     | 0.12        | 27.19 %       |
| KKI2     | 0.12        | 22.80 %       |
| VCM1     | 0.09        | 14.36 %       |
| VPM1     | 0.09        | 32.17 %       |
| STP1     | 0.07        | 12.60 %       |
| TVM2     |             | 0.00 %        |
| Total    | 6.01        | 37.50 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.45        | 41.38 %       |
| Stab-HA  | 1.36        | 78.15 %       |
| Stab-HA2 | 0.65        | 78.73 %       |
| Inverter | 0.60        | 100.00 %      |
| Stab-AV  | 0.57        | 49.24 %       |
| Fan      | 0.06        | 1.73 %        |
| Total    | 5.70        | 41.40 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KPM2     | 0.36        | 34.62 %       |
| CYR1     | 0.15        | 29.57 %       |
| ARC2     | 0.14        | 29.83 %       |
| CPT1     | 0.12        | 27.22 %       |
| WJP1     | 0.11        | 32.38 %       |
| TRR1     | 0.10        | 20.57 %       |
| CGM1     | 0.09        | 25.08 %       |
| GDM1     | 0.07        | 17.03 %       |
| SLG1     | 0.06        | 23.25 %       |
| PLR1     | 0.03        | 11.31 %       |
| PTU1     | 0.01        | 6.46 %        |
| UGI1     | 0.01        | 6.82 %        |
| VNB1     |             | 0.00 %        |
| Total    | 5.70        | 41.40 %       |

## TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.86        | 27.48 %       |
| Stab-AV  | 0.83        | 97.28 %       |
| Fan      | 0.37        | 21.10 %       |
| Inverter | 0.32        | 100.00 %      |
| Stab-HA  | 0.25        | 78.43 %       |
| Stab-HA2 | 0.18        | 78.52 %       |
| Total    | 2.82        | 42.50 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TPY2     | 0.11        | 19.93 %       |
| KNL2     | 0.10        | 26.01 %       |
| DHN1     | 0.07        | 22.03 %       |
| ADI1     | 0.06        | 29.77 %       |
| NDL1     | 0.04        | 30.88 %       |
| VKI1     | 0.04        | 35.22 %       |
| KDA1     | 0.03        | 17.11 %       |
| PMR1     | 0.02        | 15.50 %       |
| KOU1     | 0.02        | 12.50 %       |
| PIL1     | 0.02        | 8.13 %        |
| KNL1     |             | 0.00 %        |
| PGR1     |             | 0.00 %        |
| TPI1     |             | 0.00 %        |
| TPY1     |             | 0.00 %        |
| Total    | 2.82        | 42.50 %       |

## VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.55        | 95.04 %       |
| W.Heater | 0.30        | 9.71 %        |
| Fan      | 0.26        | 11.18 %       |
| Stab-AV  | 0.12        | 77.99 %       |
| Stab-HA2 | 0.11        | 60.67 %       |
| Total    | 1.34        | 21.15 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| BPP1     | 0.13        | 33.69 %       |
| CRL1     | 0.08        | 32.55 %       |
| TNK1     | 0.07        | 33.01 %       |
| RAL1     | 0.05        | 20.55 %       |
| VJW3     | 0.04        | 9.85 %        |
| DPE1     | 0.03        | 19.68 %       |
| PAP1     | 0.03        | 21.41 %       |
| PNR1     | 0.02        | 8.66 %        |
| VJW1     | 0.02        | 3.44 %        |
| CKT1     | 0.02        | 11.56 %       |
| GNT2     | 0.02        | 15.89 %       |
| RMV1     | 0.01        | 18.80 %       |
| PPM1     | 0.01        | 14.29 %       |
| JPT1     | 0.01        | 12.98 %       |
| NPR1     | 0.01        | 20.88 %       |
| BVR1     |             | 0.00 %        |
| ELU1     |             | 0.00 %        |
| JGG1     |             | 0.00 %        |
| KND1     |             | 0.00 %        |
| MTM1     |             | 0.00 %        |
| TDD1     |             | 0.00 %        |
| TEL1     |             | 0.00 %        |
| TNI1     |             | 0.00 %        |
| TVU1     |             | 0.00 %        |
| VJW2     |             | 0.00 %        |
| VKN1     |             | 0.00 %        |
| VUY1     |             | 0.00 %        |
| GNT1     | -0.02       | -30.65 %      |
| Total    | 1.34        | 21.15 %       |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.16        | 46.15 %       |
| Stab-HA  | 0.14        | 75.47 %       |
| Stab-HA2 | 0.13        | 100.00 %      |
| Stab-AV  | 0.10        | 88.97 %       |
| Total    | 0.52        | 44.18 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| PAS1     | 0.09        | 28.15 %       |
| Total    | 0.52        | 44.18 %       |