

MTD Sales  
124.00 L

Brand Share %  
19.59 %

Information:

MTD : 01-09-2026 To 10-09-2026

\* Branch where in Brand Share % is less than Overall Company's Brand Share **19.59 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 41.15       | 85.34 %       |
| W.Heater | 25.62       | 40.27 %       |
| Inverter | 20.61       | 100.00 %      |
| Stab-HA2 | 11.12       | 71.59 %       |
| Air-Cool | 8.94        | 24.95 %       |
| Stab-AV  | 7.93        | 69.89 %       |
| Fan      | 7.43        | 6.45 %        |
| In-Stove | 0.49        | 1.58 %        |
| Gas-Stov | 0.47        | 0.37 %        |
| Mixie    | 0.26        | 0.16 %        |
| Total    | 124.00      | 19.59 %       |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-01    | 18.97       | 24.50 %       |
| CHENNAI-02    | 17.48       | 32.01 %       |
| SOUTH-03      | 14.70       | 19.49 %       |
| TRICHY-01     | 13.62       | 20.40 %       |
| SOUTH-01      | 12.30       | 14.02 %       |
| SOUTH ARCOT   | 8.32        | 22.61 %       |
| WEST-01       | 6.95        | 20.20 %       |
| NORTH ARCOT   | 6.94        | 18.25 %       |
| KL-NORTH      | 5.42        | 25.94 %       |
| WEST-02       | 4.98        | 13.18 %       |
| VIJAYAWADA-01 | 3.80        | 12.31 %       |
| TIRUPATI-01   | 3.73        | 10.85 %       |
| WEST-03       | 3.41        | 14.84 %       |
| KL-SOUTH      | 2.86        | 21.95 %       |
| KL-CENTRAL    | 0.47        | 30.80 %       |
| HYDERABAD-01  | 0.06        | 14.45 %       |
| Total         | 124.00      | 19.59 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 8.22        | 89.30 %       |
| W.Heater | 4.25        | 32.57 %       |
| Inverter | 2.78        | 100.00 %      |
| Stab-HA2 | 2.12        | 97.17 %       |
| Stab-AV  | 0.91        | 90.20 %       |
| Fan      | 0.69        | 5.33 %        |
| Total    | 18.97       | 24.50 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH16     | 0.90        | 19.35 %       |
| CH05     | 0.81        | 17.48 %       |
| GUD1     | 0.65        | 17.81 %       |
| CH49     | 0.62        | 14.01 %       |
| CH14     | 0.62        | 17.15 %       |
| CH48     | 0.62        | 18.57 %       |
| CH28     | 0.46        | 16.68 %       |
| CH45     | 0.35        | 13.24 %       |
| CH39     | 0.22        | 14.11 %       |
| CH26     | 0.14        | 15.96 %       |
| CZWH     | 0.06        | 6.29 %        |
| Total    | 18.97       | 24.50 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 5.69        | 90.16 %       |
| Air-Cool | 5.18        | 71.79 %       |
| Inverter | 2.44        | 100.00 %      |
| W.Heater | 1.63        | 26.87 %       |
| Stab-HA2 | 1.51        | 96.70 %       |
| Stab-AV  | 0.73        | 76.28 %       |
| Fan      | 0.31        | 3.71 %        |
| Total    | 17.48       | 32.01 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH15     | 0.65        | 18.13 %       |
| CH34     | 0.28        | 13.68 %       |
| CH17     | 0.27        | 14.14 %       |
| CH06     | 0.23        | 14.20 %       |
| CH12     | 0.19        | 11.54 %       |
| CH20     | 0.19        | 11.14 %       |
| GPD1     | 0.17        | 16.21 %       |
| CH27     | 0.14        | 16.01 %       |
| CH46     | 0.14        | 13.68 %       |
| CH44     | 0.13        | 12.48 %       |
| CH36     | 0.10        | 12.54 %       |
| CH41     | 0.06        | 7.68 %        |
| CH01     | 0.02        | 11.36 %       |
| CH32     | 0.01        | 5.06 %        |
| MC06     |             | 0.00 %        |
| Total    | 17.48       | 32.01 %       |

## SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 6.13        | 91.66 %       |
| W.Heater | 2.36        | 40.36 %       |
| Fan      | 1.86        | 9.99 %        |
| Stab-HA2 | 1.60        | 48.67 %       |
| Inverter | 1.52        | 100.00 %      |
| Stab-AV  | 1.23        | 45.45 %       |
| Total    | 14.70       | 19.49 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU1     | 1.34        | 18.90 %       |
| DGL1     | 1.10        | 17.41 %       |
| TPT1     | 0.45        | 17.23 %       |
| KKD3     | 0.36        | 10.43 %       |
| TEN2     | 0.33        | 18.15 %       |
| DKI1     | 0.29        | 16.68 %       |
| MPA1     | 0.29        | 18.15 %       |
| TEN1     | 0.29        | 16.63 %       |
| TMM1     | 0.26        | 13.48 %       |
| USL1     | 0.25        | 18.32 %       |
| SGP1     | 0.24        | 17.53 %       |
| BTU1     | 0.22        | 14.09 %       |
| MDU4     | 0.22        | 18.96 %       |
| MDU5     | 0.21        | 7.34 %        |
| NKI1     | 0.17        | 8.27 %        |
| CBM1     | 0.15        | 10.52 %       |
| ODM1     | 0.12        | 15.24 %       |
| KPT1     | 0.11        | 8.30 %        |
| PNI1     | 0.11        | 9.48 %        |
| CMR1     | 0.10        | 16.07 %       |
| ADP1     | 0.09        | 7.15 %        |
| NTM1     | 0.07        | 8.31 %        |
| DGL2     | 0.07        | 5.48 %        |
| TDI1     | 0.07        | 6.08 %        |
| SZSD     |             | 0.00 %        |
| Total    | 14.70       | 19.49 %       |

# TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Inverter | 6.95        | 100.00 %      |
| W.Heater | 2.43        | 41.21 %       |
| Stab-HA  | 2.41        | 89.55 %       |
| Stab-AV  | 0.77        | 71.56 %       |
| Fan      | 0.55        | 4.19 %        |
| Stab-HA2 | 0.51        | 46.99 %       |
| Total    | 13.62       | 20.40 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TVR2     | 0.58        | 16.69 %       |
| PTK1     | 0.57        | 15.48 %       |
| TNJ2     | 0.46        | 16.39 %       |
| PBR2     | 0.35        | 9.48 %        |
| TYR1     | 0.29        | 12.09 %       |
| KUM2     | 0.25        | 17.30 %       |
| KIK1     | 0.21        | 9.44 %        |
| MDI1     | 0.20        | 10.29 %       |
| TRY3     | 0.15        | 9.71 %        |
| MSI1     | 0.13        | 12.82 %       |
| TRY4     | 0.12        | 5.41 %        |
| NCK1     | 0.07        | 6.55 %        |
| TRY2     | 0.07        | 10.47 %       |
| TZSD     |             | 0.00 %        |
| Total    | 13.62       | 20.40 %       |

## SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 4.50        | 74.75 %       |
| W.Heater | 2.05        | 35.69 %       |
| Inverter | 2.02        | 100.00 %      |
| Stab-HA2 | 1.54        | 58.43 %       |
| Fan      | 1.31        | 6.39 %        |
| Stab-AV  | 0.88        | 64.33 %       |
| Total    | 12.30       | 14.02 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 1.14        | 18.04 %       |
| NGR1     | 0.75        | 16.88 %       |
| TKS2     | 0.75        | 15.65 %       |
| TVL1     | 0.53        | 11.16 %       |
| KVT1     | 0.52        | 8.86 %        |
| RND1     | 0.46        | 13.90 %       |
| TUT2     | 0.36        | 14.92 %       |
| VLY1     | 0.36        | 11.26 %       |
| RND2     | 0.33        | 8.62 %        |
| VNR2     | 0.30        | 8.82 %        |
| TCN1     | 0.25        | 8.33 %        |
| ASM1     | 0.24        | 15.62 %       |
| APK2     | 0.22        | 10.07 %       |
| KYR1     | 0.20        | 9.92 %        |
| COL1     | 0.17        | 17.43 %       |
| SNL1     | 0.14        | 5.58 %        |
| ARM1     | 0.14        | 16.52 %       |
| TKS1     | 0.13        | 3.52 %        |
| VNR1     | 0.13        | 12.79 %       |
| SDI1     | 0.11        | 7.02 %        |
| MMT1     | 0.11        | 9.94 %        |
| SGT1     | 0.10        | 14.79 %       |
| APK1     | 0.10        | 7.56 %        |
| PDI1     | 0.09        | 10.25 %       |
| ERL2     | 0.07        | 5.29 %        |
| STU2     | 0.07        | 5.69 %        |
| UDN1     | 0.07        | 7.62 %        |
| KSM1     | 0.04        | 3.17 %        |
| S2SD     |             | 0.00 %        |
| Total    | 12.30       | 14.02 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 3.99        | 99.49 %       |
| Inverter | 1.51        | 100.00 %      |
| W.Heater | 1.44        | 29.17 %       |
| Stab-HA2 | 0.60        | 87.89 %       |
| Stab-AV  | 0.54        | 90.88 %       |
| Fan      | 0.23        | 3.76 %        |
| Total    | 8.32        | 22.61 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     | 0.35        | 14.47 %       |
| VPM2     | 0.27        | 14.62 %       |
| PRT1     | 0.20        | 13.86 %       |
| KKI2     | 0.18        | 7.54 %        |
| VCM2     | 0.18        | 10.13 %       |
| MKM1     | 0.17        | 17.42 %       |
| TVM1     | 0.10        | 12.62 %       |
| Total    | 8.32        | 22.61 %       |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.66        | 60.96 %       |
| Air-Cool | 1.37        | 44.74 %       |
| Stab-HA  | 1.05        | 74.70 %       |
| Stab-HA2 | 0.73        | 70.41 %       |
| Stab-AV  | 0.68        | 72.74 %       |
| Fan      | 0.35        | 7.86 %        |
| Inverter | 0.10        | 100.00 %      |
| Total    | 6.95        | 20.20 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KMR1     | 0.54        | 16.96 %       |
| CBE6     | 0.45        | 18.10 %       |
| CBE4     | 0.30        | 15.96 %       |
| CBE1     | 0.27        | 14.50 %       |
| SUL1     | 0.25        | 16.63 %       |
| SNR1     | 0.25        | 14.81 %       |
| PLI1     | 0.14        | 6.42 %        |
| CBE5     | 0.14        | 10.91 %       |
| KMD1     | 0.13        | 16.40 %       |
| UAM1     | 0.09        | 6.94 %        |
| PDM1     | 0.09        | 13.50 %       |
| ANR1     | 0.08        | 13.79 %       |
| CBE3     | 0.08        | 10.72 %       |
| DPM2     | 0.07        | 7.53 %        |
| CNR1     | 0.03        | 6.27 %        |
| PPI1     | 0.01        | 1.86 %        |
| WHCB     | -0.02       | 17.39 %       |
| Total    | 6.95        | 20.20 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 3.44        | 70.70 %       |
| W.Heater | 1.23        | 28.02 %       |
| Inverter | 0.75        | 100.00 %      |
| Stab-HA2 | 0.67        | 92.37 %       |
| Stab-AV  | 0.59        | 84.24 %       |
| Fan      | 0.25        | 3.32 %        |
| Total    | 6.94        | 18.25 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ABR1     | 0.38        | 17.55 %       |
| VEL4     | 0.29        | 9.86 %        |
| AKM1     | 0.23        | 16.68 %       |
| TRR1     | 0.23        | 7.85 %        |
| VNB1     | 0.16        | 12.30 %       |
| CGM1     | 0.13        | 15.97 %       |
| VEL1     | 0.11        | 6.92 %        |
| ARC2     | 0.10        | 9.58 %        |
| ANI1     | 0.08        | 8.79 %        |
| CYR1     | 0.07        | 12.63 %       |
| WJP1     | 0.05        | 9.81 %        |
| CPT1     | 0.05        | 6.05 %        |
| TRT1     | 0.04        | 7.28 %        |
| UGI1     | 0.03        | 6.67 %        |
| PTU1     | 0.03        | 13.04 %       |
| GDM1     | 0.02        | 2.18 %        |
| Total    | 6.94        | 18.25 %       |

KL-NORTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Inverter | 1.50        | 100.00 %      |
| Stab-HA  | 0.95        | 78.06 %       |
| W.Heater | 0.91        | 70.15 %       |
| Stab-HA2 | 0.50        | 96.29 %       |
| Gas-Stov | 0.37        | 11.71 %       |
| Fan      | 0.35        | 8.78 %        |
| In-Stove | 0.32        | 20.89 %       |
| Stab-AV  | 0.26        | 100.00 %      |
| Mixie    | 0.26        | 3.61 %        |
| Total    | 5.42        | 25.94 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    | 5.42        | 25.94 %       |

WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.41        | 66.51 %       |
| Stab-HA  | 0.67        | 75.39 %       |
| Stab-HA2 | 0.58        | 66.76 %       |
| Stab-AV  | 0.47        | 65.08 %       |
| Fan      | 0.42        | 6.53 %        |
| Inverter | 0.38        | 100.00 %      |
| Air-Cool | 0.06        | 1.90 %        |
| Total    | 4.98        | 13.18 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ATU1     | 0.32        | 12.83 %       |
| KRI1     | 0.27        | 15.95 %       |
| DPR1     | 0.24        | 19.28 %       |
| VPD1     | 0.18        | 13.84 %       |
| SLM1     | 0.17        | 5.89 %        |
| PLC1     | 0.16        | 9.91 %        |
| TRM1     | 0.13        | 6.59 %        |
| SGI1     | 0.13        | 11.54 %       |
| MTR1     | 0.13        | 7.34 %        |
| MCR1     | 0.12        | 8.19 %        |
| KVP1     | 0.12        | 10.40 %       |
| HSR1     | 0.08        | 4.94 %        |
| APN1     | 0.08        | 7.06 %        |
| DPR2     | 0.05        | 5.58 %        |
| BMD1     | 0.03        | 4.13 %        |
| EPI1     | 0.03        | 2.25 %        |
| EDP1     | 0.03        | 3.31 %        |
| KAM1     | 0.01        | 1.43 %        |
| WZWH     |             | 0.00 %        |
| Total    | 4.98        | 13.18 %       |

# VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 1.79        | 93.52 %       |
| W.Heater | 0.91        | 38.78 %       |
| Air-Cool | 0.63        | 19.77 %       |
| Fan      | 0.27        | 6.86 %        |
| Stab-AV  | 0.20        | 81.13 %       |
| Total    | 3.80        | 12.31 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| GNT1     | 0.19        | 13.99 %       |
| VSK1     | 0.16        | 10.56 %       |
| OGL1     | 0.15        | 17.93 %       |
| VJW2     | 0.12        | 17.94 %       |
| RMV1     | 0.11        | 16.37 %       |
| PAP1     | 0.11        | 17.61 %       |
| TNK1     | 0.11        | 15.00 %       |
| TVU1     | 0.10        | 18.33 %       |
| GVM1     | 0.09        | 10.05 %       |
| VJW1     | 0.08        | 5.30 %        |
| TDD1     | 0.07        | 13.62 %       |
| GNT2     | 0.07        | 13.61 %       |
| JGG1     | 0.06        | 18.26 %       |
| RAL1     | 0.05        | 7.95 %        |
| TEL1     | 0.04        | 5.39 %        |
| CKT1     | 0.04        | 5.84 %        |
| VKN1     | 0.04        | 6.41 %        |
| GDV1     | 0.03        | 9.89 %        |
| PRL1     | 0.02        | 4.27 %        |
| JPT1     | 0.02        | 2.97 %        |
| VJW5     | 0.02        | 1.94 %        |
| NRT1     | 0.02        | 2.14 %        |
| AMP1     |             | 0.00 %        |
| ELU1     |             | 0.00 %        |
| GTSD     |             | 0.00 %        |
| KND1     |             | 0.00 %        |
| MTM1     |             | 0.00 %        |
| NPR1     |             | 0.00 %        |
| NZV1     |             | 0.00 %        |
| PNR1     |             | 0.00 %        |
| VUY1     |             | 0.00 %        |
| Total    | 3.80        | 12.31 %       |

### TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cool | 1.62        | 24.32 %       |
| W.Heater | 1.26        | 42.68 %       |
| Stab-HA  | 0.50        | 85.42 %       |
| Stab-AV  | 0.20        | 100.00 %      |
| Fan      | 0.11        | 3.79 %        |
| Stab-HA2 | 0.04        | 63.32 %       |
| Total    | 3.73        | 10.85 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TPY2     | 0.54        | 15.27 %       |
| KDA1     | 0.19        | 11.01 %       |
| TPY1     | 0.18        | 15.08 %       |
| KNL1     | 0.18        | 11.02 %       |
| NLR1     | 0.16        | 17.71 %       |
| CTO1     | 0.16        | 18.40 %       |
| KOU1     | 0.14        | 10.92 %       |
| ATP1     | 0.11        | 3.71 %        |
| RCY1     | 0.11        | 10.62 %       |
| PMR1     | 0.11        | 12.15 %       |
| PDT1     | 0.10        | 11.26 %       |
| BVL1     | 0.10        | 14.50 %       |
| TPI1     | 0.09        | 10.11 %       |
| SPE1     | 0.09        | 7.20 %        |
| VKI1     | 0.09        | 14.56 %       |
| KNL2     | 0.08        | 7.19 %        |
| DHN1     | 0.04        | 16.09 %       |
| MPL1     | 0.04        | 3.07 %        |
| KVL1     | 0.03        | 10.26 %       |
| PIL1     | 0.03        | 5.75 %        |
| NDL1     | 0.03        | 5.09 %        |
| ADI1     |             | 0.00 %        |
| GTL1     |             | 0.00 %        |
| KAR1     |             | 0.00 %        |
| NYP1     |             | 0.00 %        |
| RJP1     |             | 0.00 %        |
| TPSD     |             | 0.00 %        |
| Total    | 3.73        | 10.85 %       |

### WEST-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 1.31        | 58.87 %       |
| Stab-HA  | 0.74        | 67.08 %       |
| Fan      | 0.39        | 10.30 %       |
| Inverter | 0.36        | 100.00 %      |
| Stab-HA2 | 0.33        | 71.49 %       |
| Stab-AV  | 0.27        | 73.35 %       |
| Total    | 3.41        | 14.84 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 0.28        | 9.09 %        |
| TPR1     | 0.26        | 10.43 %       |
| AVI1     | 0.20        | 11.13 %       |
| TPR2     | 0.15        | 6.39 %        |
| KMM1     | 0.11        | 10.70 %       |
| SYM2     | 0.10        | 16.00 %       |
| RSP1     | 0.09        | 9.77 %        |
| TCG1     | 0.09        | 13.57 %       |
| PDR1     | 0.08        | 11.42 %       |
| TPR3     | 0.07        | 12.10 %       |
| VKL1     | 0.07        | 10.80 %       |
| SGG1     |             | 0.00 %        |
| W3SD     |             | 0.00 %        |
| Total    | 3.41        | 14.84 %       |

KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.77        | 79.26 %       |
| W.Heater | 0.74        | 99.14 %       |
| Stab-HA2 | 0.33        | 100.00 %      |
| Inverter | 0.29        | 100.00 %      |
| Fan      | 0.24        | 11.44 %       |
| Stab-AV  | 0.20        | 100.00 %      |
| In-Stove | 0.16        | 10.71 %       |
| Air-Cool | 0.08        | 29.49 %       |
| Gas-Stov | 0.05        | 1.89 %        |
| Total    | 2.86        | 21.95 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KLR1     | 0.32        | 14.74 %       |
| PNL1     | 0.27        | 15.82 %       |
| Total    | 2.86        | 21.95 %       |

KL-CENTRAL

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.27        | 86.79 %       |
| Fan      | 0.06        | 31.33 %       |
| Stab-HA2 | 0.05        | 100.00 %      |
| Gas-Stov | 0.05        | 20.70 %       |
| W.Heater | 0.03        | 100.00 %      |
| In-Stove | 0.01        | 6.35 %        |
| Total    | 0.47        | 30.80 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    | 0.47        | 30.80 %       |

HYDERABAD-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Fan      | 0.04        | 40.85 %       |
| Stab-HA  | 0.02        | 100.00 %      |
| Total    | 0.06        | 14.45 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| HYD1     | 0.06        | 14.45 %       |
| Total    | 0.06        | 14.45 %       |