

MTD Sales  
**92.61 L**

Brand Share %  
**36.82 %**

Information:

**MTD :** 01-11-2025 To 10-11-2025

\* Branch where in Brand Share % is less than Overall Company's Brand Share **36.82 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 31.80       | 31.78 %       |
| Stab-HA  | 21.73       | 78.87 %       |
| Stab-HA2 | 10.78       | 59.91 %       |
| Stab-AV  | 10.78       | 54.59 %       |
| Inverter | 9.94        | 100.00 %      |
| Fan      | 7.58        | 9.95 %        |
| Total    | 92.61       | 36.82 %       |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-01    | 14.80       | 37.68 %       |
| SOUTH-01      | 13.65       | 38.78 %       |
| TRICHY-01     | 11.47       | 36.71 %       |
| SOUTH-03      | 10.69       | 30.49 %       |
| WEST-01       | 10.07       | 49.28 %       |
| WEST-02       | 7.28        | 37.60 %       |
| CHENNAI-02    | 7.13        | 29.93 %       |
| SOUTH ARCOT   | 6.63        | 38.49 %       |
| NORTH ARCOT   | 5.93        | 40.60 %       |
| TIRUPATI-01   | 2.94        | 40.78 %       |
| VIJAYAWADA-01 | 1.46        | 21.44 %       |
| KL-SOUTH      | 0.56        | 43.62 %       |
| Total         | 92.61       | 36.82 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 5.08        | 27.20 %       |
| Stab-HA  | 4.50        | 70.97 %       |
| Inverter | 1.75        | 100.00 %      |
| Stab-HA2 | 1.53        | 78.31 %       |
| Stab-AV  | 1.03        | 47.66 %       |
| Fan      | 0.91        | 10.83 %       |
| Total    | 14.80       | 37.68 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH05     | 1.31        | 36.54 %       |
| CH14     | 0.82        | 35.60 %       |
| CH08     | 0.62        | 22.29 %       |
| CH19     | 0.51        | 22.72 %       |
| CH07     | 0.42        | 26.48 %       |
| MRM1     | 0.40        | 33.92 %       |
| GUD1     | 0.29        | 26.08 %       |
| CH39     | 0.26        | 24.73 %       |
| TKM1     | 0.21        | 33.01 %       |
| CZWH     | 0.12        | 26.92 %       |
| GUD2     | 0.12        | 14.91 %       |
| CH29     | 0.02        | 6.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 14.80       | 37.68 %       |

## SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 3.09        | 29.44 %       |
| Stab-HA  | 2.39        | 83.63 %       |
| Fan      | 2.10        | 15.26 %       |
| Stab-HA2 | 2.05        | 61.75 %       |
| Stab-AV  | 2.01        | 73.63 %       |
| Inverter | 2.00        | 100.00 %      |
| Total    | 13.65       | 38.78 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KVT1     | 1.02        | 36.25 %       |
| TKS2     | 0.56        | 34.11 %       |
| TCN1     | 0.48        | 32.27 %       |
| TKS1     | 0.35        | 33.09 %       |
| VNR2     | 0.30        | 21.51 %       |
| SVK1     | 0.28        | 35.45 %       |
| VNR1     | 0.26        | 32.21 %       |
| VLY1     | 0.24        | 28.17 %       |
| APK1     | 0.22        | 17.79 %       |
| MMT1     | 0.21        | 34.12 %       |
| KYR1     | 0.20        | 25.00 %       |
| ERL2     | 0.19        | 34.30 %       |
| PKD1     | 0.11        | 20.13 %       |
| MAR1     | 0.08        | 10.40 %       |
| TKY1     | 0.06        | 23.57 %       |
| SDI1     | 0.03        | 5.64 %        |
| KSM1     |             | 0.00 %        |
| Total    | 13.65       | 38.78 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 3.69        | 89.03 %       |
| W.Heater | 3.15        | 25.08 %       |
| Inverter | 2.42        | 100.00 %      |
| Stab-HA2 | 0.78        | 45.61 %       |
| Stab-AV  | 0.72        | 37.59 %       |
| Fan      | 0.70        | 8.30 %        |
| Total    | 11.47       | 36.71 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 1.03        | 31.32 %       |
| TVR2     | 0.61        | 28.76 %       |
| JKM1     | 0.39        | 32.11 %       |
| PBR2     | 0.34        | 17.48 %       |
| TRY4     | 0.24        | 26.82 %       |
| KIK1     | 0.24        | 32.85 %       |
| AYR1     | 0.15        | 22.76 %       |
| TRY2     | 0.14        | 34.77 %       |
| MDI1     | 0.05        | 4.22 %        |
| MSI1     | 0.03        | 11.95 %       |
| Total    | 11.47       | 36.71 %       |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 3.54        | 32.54 %       |
| Stab-HA  | 2.96        | 87.83 %       |
| Stab-AV  | 1.76        | 41.87 %       |
| Stab-HA2 | 1.45        | 40.98 %       |
| Fan      | 0.79        | 6.15 %        |
| Inverter | 0.20        | 100.00 %      |
| Total    | 10.69       | 30.49 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU6     | 0.81        | 22.99 %       |
| TMM1     | 0.76        | 28.05 %       |
| MDU2     | 0.42        | 25.90 %       |
| MDU3     | 0.30        | 32.51 %       |
| ATG1     | 0.26        | 29.30 %       |
| TEN1     | 0.22        | 24.84 %       |
| MDU4     | 0.22        | 19.99 %       |
| CBM1     | 0.20        | 32.34 %       |
| KRR1     | 0.20        | 36.71 %       |
| MPA1     | 0.19        | 30.70 %       |
| ADP1     | 0.19        | 28.62 %       |
| MDU5     | 0.19        | 13.92 %       |
| TPT1     | 0.17        | 11.03 %       |
| CMR1     | 0.14        | 29.94 %       |
| DGL2     | 0.14        | 21.60 %       |
| TEN2     | 0.13        | 18.88 %       |
| ODM1     | 0.11        | 19.37 %       |
| BNR1     | 0.08        | 21.29 %       |
| PNI1     | 0.07        | 11.58 %       |
| NKI1     | 0.06        | 15.16 %       |
| USL1     | 0.05        | 10.75 %       |
| TDI1     | 0.05        | 15.68 %       |
| SGP1     | 0.01        | 4.74 %        |
| Total    | 10.69       | 30.49 %       |

**WEST-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 4.62        | 54.09 %       |
| Stab-HA2 | 1.58        | 82.23 %       |
| Stab-AV  | 1.41        | 59.34 %       |
| Fan      | 1.03        | 17.37 %       |
| Stab-HA  | 0.88        | 77.68 %       |
| Inverter | 0.55        | 100.00 %      |
| Total    | 10.07       | 49.28 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TPR2     | 0.29        | 36.75 %       |
| TPR4     | 0.25        | 34.46 %       |
| SNR1     | 0.22        | 27.46 %       |
| TPR3     | 0.14        | 28.70 %       |
| SYM2     | 0.12        | 33.78 %       |
| DPM2     | 0.08        | 25.37 %       |
| AVI1     | 0.03        | 9.13 %        |
| ANR1     | 0.03        | 35.22 %       |
| WHCB     |             | 0.00 %        |
| Total    | 10.07       | 49.28 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 3.63        | 39.34 %       |
| Stab-AV  | 1.21        | 69.46 %       |
| Stab-HA  | 0.77        | 87.98 %       |
| Stab-HA2 | 0.61        | 50.54 %       |
| Inverter | 0.56        | 100.00 %      |
| Fan      | 0.50        | 8.68 %        |
| Total    | 7.28        | 37.60 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 0.49        | 31.93 %       |
| HSR2     | 0.39        | 24.17 %       |
| KRI1     | 0.28        | 30.56 %       |
| SLM3     | 0.25        | 34.45 %       |
| DPR1     | 0.18        | 36.24 %       |
| KMM1     | 0.12        | 29.57 %       |
| RSP1     | 0.12        | 25.43 %       |
| TRM1     | 0.11        | 17.34 %       |
| MTR1     | 0.11        | 18.74 %       |
| SGG1     | 0.09        | 23.81 %       |
| APN1     | 0.09        | 18.60 %       |
| VPD1     | 0.08        | 14.02 %       |
| CMI1     | 0.07        | 35.19 %       |
| OML1     | 0.05        | 24.05 %       |
| HRR1     | 0.03        | 12.45 %       |
| Total    | 7.28        | 37.60 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.34        | 25.01 %       |
| Stab-HA  | 2.12        | 61.29 %       |
| Stab-HA2 | 1.07        | 70.98 %       |
| Inverter | 0.81        | 100.00 %      |
| Stab-AV  | 0.51        | 37.09 %       |
| Fan      | 0.29        | 3.97 %        |
| Total    | 7.13        | 29.93 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH18     | 0.62        | 31.74 %       |
| CH43     | 0.53        | 27.64 %       |
| MJR1     | 0.38        | 32.09 %       |
| CH23     | 0.37        | 35.43 %       |
| CH12     | 0.36        | 18.89 %       |
| CH24     | 0.22        | 22.88 %       |
| CH09     | 0.19        | 23.13 %       |
| PON1     | 0.18        | 26.03 %       |
| CH33     | 0.16        | 18.00 %       |
| CH27     | 0.15        | 28.90 %       |
| CH41     | 0.11        | 11.14 %       |
| CH46     | 0.10        | 35.23 %       |
| CH06     | 0.10        | 25.88 %       |
| GPD1     | 0.08        | 13.84 %       |
| CH44     | 0.08        | 15.84 %       |
| CH20     | 0.06        | 8.76 %        |
| CH36     | 0.04        | 10.96 %       |
| CH32     |             | 0.00 %        |
| Total    | 7.13        | 29.93 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.45        | 36.68 %       |
| Stab-HA  | 2.02        | 83.29 %       |
| Inverter | 0.72        | 100.00 %      |
| Fan      | 0.53        | 10.04 %       |
| Stab-HA2 | 0.49        | 38.62 %       |
| Stab-AV  | 0.42        | 49.24 %       |
| Total    | 6.63        | 38.49 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CDM1     | 0.50        | 34.98 %       |
| NVL2     | 0.33        | 32.75 %       |
| ULP1     | 0.22        | 27.31 %       |
| PRT1     | 0.17        | 26.84 %       |
| KKI2     | 0.12        | 22.80 %       |
| VCM1     | 0.09        | 14.36 %       |
| VPM1     | 0.09        | 30.44 %       |
| STP1     | 0.07        | 12.14 %       |
| TVM2     |             | 0.00 %        |
| Total    | 6.63        | 38.49 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 2.45        | 38.66 %       |
| Stab-HA  | 1.41        | 78.80 %       |
| Stab-HA2 | 0.74        | 80.05 %       |
| Stab-AV  | 0.66        | 51.58 %       |
| Inverter | 0.60        | 100.00 %      |
| Fan      | 0.06        | 1.66 %        |
| Total    | 5.93        | 40.60 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KPM2     | 0.38        | 34.28 %       |
| WJD1     | 0.20        | 33.14 %       |
| CYR1     | 0.15        | 29.57 %       |
| ARC2     | 0.14        | 27.18 %       |
| CPT1     | 0.13        | 29.03 %       |
| WJP1     | 0.13        | 29.59 %       |
| TRR1     | 0.12        | 23.40 %       |
| CGM1     | 0.09        | 23.40 %       |
| GDM1     | 0.07        | 17.03 %       |
| SLG1     | 0.06        | 23.25 %       |
| UGI1     | 0.03        | 9.91 %        |
| PLR1     | 0.03        | 11.31 %       |
| PTU1     | 0.01        | 6.46 %        |
| VNB1     |             | 0.00 %        |
| Total    | 5.93        | 40.60 %       |

## TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.94        | 26.58 %       |
| Stab-AV  | 0.84        | 97.33 %       |
| Fan      | 0.37        | 19.98 %       |
| Inverter | 0.32        | 100.00 %      |
| Stab-HA  | 0.27        | 76.48 %       |
| Stab-HA2 | 0.20        | 70.26 %       |
| Total    | 2.94        | 40.78 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KVL1     | 0.12        | 34.10 %       |
| TPY2     | 0.11        | 19.93 %       |
| KNL2     | 0.10        | 21.62 %       |
| DHN1     | 0.09        | 26.15 %       |
| ADI1     | 0.06        | 28.90 %       |
| NDL1     | 0.04        | 27.22 %       |
| VKI1     | 0.04        | 20.17 %       |
| KDA1     | 0.03        | 16.64 %       |
| PMR1     | 0.02        | 15.50 %       |
| KOU1     | 0.02        | 12.50 %       |
| PIL1     | 0.02        | 7.68 %        |
| KNL1     |             | 0.00 %        |
| PGR1     |             | 0.00 %        |
| TPI1     |             | 0.00 %        |
| TPY1     |             | 0.00 %        |
| Total    | 2.94        | 40.78 %       |

## VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 0.58        | 93.39 %       |
| W.Heater | 0.30        | 9.11 %        |
| Fan      | 0.30        | 12.11 %       |
| Stab-HA2 | 0.15        | 63.69 %       |
| Stab-AV  | 0.12        | 72.74 %       |
| Total    | 1.46        | 21.44 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| BPP1     | 0.13        | 33.69 %       |
| CRL1     | 0.10        | 35.93 %       |
| RAL1     | 0.07        | 26.13 %       |
| TNK1     | 0.07        | 24.47 %       |
| VJW3     | 0.04        | 9.85 %        |
| MTM1     | 0.04        | 13.67 %       |
| DPE1     | 0.03        | 18.13 %       |
| PAP1     | 0.03        | 19.02 %       |
| NPR1     | 0.03        | 34.55 %       |
| PNR1     | 0.02        | 8.66 %        |
| TNI1     | 0.02        | 33.27 %       |
| VJW1     | 0.02        | 3.40 %        |
| CKT1     | 0.02        | 8.76 %        |
| GNT2     | 0.02        | 15.89 %       |
| TEL1     | 0.02        | 14.86 %       |
| RMV1     | 0.01        | 18.80 %       |
| PPM1     | 0.01        | 13.51 %       |
| JPT1     | 0.01        | 12.98 %       |
| BVR1     |             | 0.00 %        |
| ELU1     |             | 0.00 %        |
| JGG1     |             | 0.00 %        |
| KND1     |             | 0.00 %        |
| TDD1     |             | 0.00 %        |
| TVU1     |             | 0.00 %        |
| VJW2     |             | 0.00 %        |
| VKN1     |             | 0.00 %        |
| VUY1     |             | 0.00 %        |
| GNT1     | -0.02       | -30.65 %      |
| Total    | 1.46        | 21.44 %       |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.20        | 47.84 %       |
| Stab-HA  | 0.14        | 75.47 %       |
| Stab-HA2 | 0.13        | 100.00 %      |
| Stab-AV  | 0.10        | 88.97 %       |
| Total    | 0.56        | 43.62 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| PAS1     | 0.09        | 24.54 %       |
| Total    | 0.56        | 43.62 %       |