

MTD Sales  
352.24 L

Brand Share %  
27.83 %

Information:

MTD : 01-05-2026 To 13-05-2026

\* Branch where in Brand Share % is less than Overall Company's Brand Share **27.83 %** are only listed below

| Property     | MTD Sales L   | Brand Share %  |
|--------------|---------------|----------------|
| Stab-HA      | 244.14        | 87.49 %        |
| Air-Cool     | 55.44         | 15.98 %        |
| Inverter     | 14.38         | 100.00 %       |
| Fan          | 12.03         | 6.01 %         |
| Stab-AV      | 9.37          | 65.03 %        |
| Stab-HA2     | 9.32          | 50.68 %        |
| W.Heater     | 7.24          | 32.46 %        |
| Gas-Stov     | 0.30          | 0.21 %         |
| Mixie        | 0.10          | 0.05 %         |
| In-Stove     | -0.09         | -0.39 %        |
| <b>Total</b> | <b>352.24</b> | <b>27.83 %</b> |

| Sales Zone    | MTD Sales L   | Brand Share %  |
|---------------|---------------|----------------|
| CHENNAI-01    | 57.31         | 35.30 %        |
| TRICHY-01     | 47.66         | 34.51 %        |
| TIRUPATI-01   | 40.22         | 34.91 %        |
| CHENNAI-02    | 37.25         | 33.81 %        |
| SOUTH-03      | 31.62         | 25.11 %        |
| SOUTH-01      | 28.01         | 18.43 %        |
| NORTH ARCOT   | 26.85         | 32.96 %        |
| WEST-02       | 22.17         | 21.98 %        |
| VIJAYAWADA-01 | 20.80         | 20.45 %        |
| WEST-01       | 20.33         | 25.39 %        |
| SOUTH ARCOT   | 14.70         | 23.04 %        |
| KL-SOUTH      | 2.74          | 21.40 %        |
| KL-NORTH      | 2.59          | 12.10 %        |
| <b>Total</b>  | <b>352.24</b> | <b>27.83 %</b> |

## CHENNAI-01

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 42.27        | 90.51 %        |
| Air-Cool     | 6.04         | 16.99 %        |
| Fan          | 2.39         | 9.10 %         |
| Stab-HA2     | 2.23         | 99.02 %        |
| Inverter     | 2.13         | 100.00 %       |
| Stab-AV      | 1.21         | 81.66 %        |
| W.Heater     | 1.04         | 26.85 %        |
| <b>Total</b> | <b>57.31</b> | <b>35.30 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| CH08         | 1.80         | 23.86 %        |
| CH49         | 1.61         | 22.90 %        |
| CH39         | 1.22         | 22.40 %        |
| GUD2         | 0.88         | 26.00 %        |
| TKM1         | 0.77         | 24.80 %        |
| CH26         | 0.41         | 26.79 %        |
| CH29         | 0.24         | 19.57 %        |
| CH40         | 0.07         | 24.36 %        |
| WHC3         |              | 0.00 %         |
| <b>Total</b> | <b>57.31</b> | <b>35.30 %</b> |

## TRICHY-01

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 38.46        | 95.99 %        |
| Inverter     | 3.80         | 100.00 %       |
| Air-Cool     | 1.67         | 4.91 %         |
| Fan          | 1.42         | 5.98 %         |
| Stab-AV      | 0.88         | 56.84 %        |
| Stab-HA2     | 0.75         | 46.61 %        |
| W.Heater     | 0.69         | 55.92 %        |
| <b>Total</b> | <b>47.66</b> | <b>34.51 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| KUM1         | 2.03         | 26.93 %        |
| PBR2         | 1.97         | 23.95 %        |
| TYR1         | 1.33         | 21.71 %        |
| KUM2         | 0.73         | 16.81 %        |
| NCK1         | 0.30         | 16.02 %        |
| TZSD         |              | 0.00 %         |
| <b>Total</b> | <b>47.66</b> | <b>34.51 %</b> |

**TIRUPATI-01**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Air-Cool     | 22.50        | 35.42 %        |
| Stab-HA      | 14.89        | 96.70 %        |
| Fan          | 1.01         | 12.48 %        |
| W.Heater     | 0.90         | 70.04 %        |
| Stab-AV      | 0.42         | 91.59 %        |
| Stab-HA2     | 0.32         | 60.64 %        |
| Inverter     | 0.17         | 100.00 %       |
| <b>Total</b> | <b>40.22</b> | <b>34.91 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| ATP1         | 1.54         | 27.44 %        |
| KDR1         | 1.04         | 25.19 %        |
| PDT1         | 0.91         | 25.81 %        |
| KNL1         | 0.83         | 15.35 %        |
| ADI1         | 0.61         | 12.99 %        |
| TPY1         | 0.59         | 18.87 %        |
| KDA1         | 0.50         | 11.99 %        |
| KNL2         | 0.50         | 14.45 %        |
| TPSD         |              | 0.00 %         |
| <b>Total</b> | <b>40.22</b> | <b>34.91 %</b> |

**CHENNAI-02**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 32.97        | 87.36 %        |
| Air-Cool     | 1.37         | 5.51 %         |
| Stab-HA2     | 1.33         | 92.50 %        |
| Stab-AV      | 0.55         | 79.41 %        |
| Inverter     | 0.47         | 100.00 %       |
| W.Heater     | 0.37         | 21.65 %        |
| Fan          | 0.19         | 1.14 %         |
| <b>Total</b> | <b>37.25</b> | <b>33.81 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| MJR1         | 1.77         | 27.48 %        |
| CH20         | 1.09         | 25.40 %        |
| CH43         | 0.86         | 18.77 %        |
| CH44         | 0.68         | 22.14 %        |
| CH27         | 0.64         | 25.29 %        |
| CH36         | 0.62         | 24.07 %        |
| CH46         | 0.56         | 22.05 %        |
| CH50         | 0.41         | 8.72 %         |
| CH01         | 0.07         | 20.03 %        |
| MC05         |              | 0.00 %         |
| <b>Total</b> | <b>37.25</b> | <b>33.81 %</b> |

**SOUTH-03**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 24.81        | 86.49 %        |
| Inverter     | 1.92         | 100.00 %       |
| Fan          | 1.41         | 5.48 %         |
| Air-Cool     | 1.24         | 5.14 %         |
| Stab-AV      | 1.06         | 36.76 %        |
| Stab-HA2     | 0.79         | 29.22 %        |
| W.Heater     | 0.39         | 20.43 %        |
| <b>Total</b> | <b>31.62</b> | <b>25.11 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| DGL1         | 1.91         | 17.50 %        |
| MDU1         | 1.79         | 18.24 %        |
| MDU6         | 1.21         | 22.18 %        |
| TMM1         | 0.81         | 14.53 %        |
| DGL2         | 0.81         | 26.35 %        |
| PNV2         | 0.71         | 25.60 %        |
| MDU3         | 0.68         | 17.31 %        |
| KYK1         | 0.64         | 26.41 %        |
| TEN2         | 0.60         | 19.66 %        |
| MDU5         | 0.50         | 12.07 %        |
| KRR1         | 0.48         | 21.66 %        |
| MDU4         | 0.45         | 20.36 %        |
| MLR1         | 0.40         | 18.22 %        |
| PNI1         | 0.39         | 16.56 %        |
| PKM1         | 0.39         | 24.46 %        |
| BNR1         | 0.35         | 15.30 %        |
| CBM1         | 0.32         | 15.02 %        |
| SGP1         | 0.29         | 20.29 %        |
| MNM1         | 0.29         | 23.07 %        |
| TEN1         | 0.24         | 10.57 %        |
| NTM1         | 0.21         | 25.08 %        |
| KPT1         | 0.21         | 8.82 %         |
| ADP1         | 0.19         | 14.63 %        |
| CMR1         | 0.09         | 8.12 %         |
| SZSD         |              | 0.00 %         |
| <b>Total</b> | <b>31.62</b> | <b>25.11 %</b> |

## SOUTH-01

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 20.02        | 81.60 %        |
| Air-Cool     | 1.97         | 6.33 %         |
| Inverter     | 1.72         | 100.00 %       |
| Fan          | 1.57         | 4.72 %         |
| W.Heater     | 1.09         | 32.55 %        |
| Stab-HA2     | 0.88         | 31.18 %        |
| Stab-AV      | 0.75         | 53.23 %        |
| <b>Total</b> | <b>28.01</b> | <b>18.43 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| TUT1         | 2.61         | 22.64 %        |
| KVT1         | 1.68         | 15.69 %        |
| NGR1         | 1.53         | 21.62 %        |
| TUT2         | 1.24         | 22.46 %        |
| TCN1         | 1.23         | 24.14 %        |
| TVL1         | 1.14         | 9.41 %         |
| TKS2         | 0.95         | 15.84 %        |
| VLY1         | 0.95         | 22.17 %        |
| SVK1         | 0.90         | 25.66 %        |
| VNR2         | 0.77         | 10.69 %        |
| TKS1         | 0.77         | 15.61 %        |
| RPM1         | 0.69         | 16.36 %        |
| APK1         | 0.66         | 21.33 %        |
| MAR1         | 0.61         | 11.94 %        |
| MMT1         | 0.60         | 21.74 %        |
| STU2         | 0.51         | 20.85 %        |
| APK2         | 0.49         | 14.66 %        |
| VNR1         | 0.46         | 22.49 %        |
| COL1         | 0.42         | 24.91 %        |
| KGL1         | 0.33         | 19.09 %        |
| ARM1         | 0.29         | 15.36 %        |
| VKM1         | 0.29         | 8.78 %         |
| ERL2         | 0.29         | 6.91 %         |
| SNL1         | 0.28         | 9.16 %         |
| KYR1         | 0.24         | 6.66 %         |
| TKY1         | 0.20         | 9.64 %         |
| ASM1         | 0.19         | 8.13 %         |
| SDI1         | 0.17         | 12.14 %        |
| KSM1         | 0.13         | 15.22 %        |
| SGT1         | 0.07         | 6.32 %         |
| PDI1         | 0.07         | 2.79 %         |
| <b>Total</b> | <b>28.01</b> | <b>18.43 %</b> |

## NORTH ARCOT

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 22.75        | 92.13 %        |
| Air-Cool     | 1.47         | 8.01 %         |
| Inverter     | 1.19         | 100.00 %       |
| Stab-AV      | 0.55         | 100.00 %       |
| Stab-HA2     | 0.34         | 81.99 %        |
| Fan          | 0.32         | 2.30 %         |
| W.Heater     | 0.22         | 12.37 %        |
| <b>Total</b> | <b>26.85</b> | <b>32.96 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| PLR1         | 0.44         | 24.06 %        |
| CPT1         | 0.40         | 25.67 %        |
| SLG1         | 0.28         | 14.02 %        |
| BGR1         | 0.27         | 14.62 %        |
| VNB1         | 0.25         | 8.87 %         |
| ABR1         | 0.24         | 8.34 %         |
| UGI1         | 0.22         | 15.48 %        |
| TRR1         | 0.22         | 6.48 %         |
| GDM1         | 0.07         | 4.97 %         |
| CGM1         | 0.07         | 4.34 %         |
| PTU1         | 0.01         | 1.25 %         |
| <b>Total</b> | <b>26.85</b> | <b>32.96 %</b> |

**WEST-02**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 12.77        | 84.80 %        |
| Air-Cool     | 4.82         | 16.91 %        |
| Stab-AV      | 1.38         | 80.77 %        |
| Fan          | 1.33         | 8.46 %         |
| Stab-HA2     | 1.00         | 60.90 %        |
| W.Heater     | 0.87         | 42.12 %        |
| <b>Total</b> | <b>22.17</b> | <b>21.98 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| KRI1         | 1.30         | 25.09 %        |
| ERD2         | 1.15         | 16.58 %        |
| HSR2         | 0.74         | 21.02 %        |
| PLC1         | 0.70         | 15.85 %        |
| PMP1         | 0.66         | 20.91 %        |
| MCR1         | 0.63         | 20.05 %        |
| HSR1         | 0.48         | 12.47 %        |
| DPR2         | 0.46         | 18.03 %        |
| BMD1         | 0.45         | 17.60 %        |
| KVP1         | 0.44         | 14.62 %        |
| SLM2         | 0.44         | 15.02 %        |
| VKL1         | 0.43         | 23.65 %        |
| VPD1         | 0.41         | 19.09 %        |
| TRM1         | 0.40         | 20.53 %        |
| KAM1         | 0.39         | 10.45 %        |
| EPI1         | 0.39         | 14.79 %        |
| ATU1         | 0.35         | 10.21 %        |
| MTR1         | 0.31         | 11.05 %        |
| DPR1         | 0.30         | 11.88 %        |
| SGI1         | 0.25         | 10.59 %        |
| NKL2         | 0.19         | 6.62 %         |
| EDP1         | 0.16         | 14.21 %        |
| TCG1         | 0.15         | 19.59 %        |
| WHPD         |              | 0.00 %         |
| WZWH         |              | 0.00 %         |
| <b>Total</b> | <b>22.17</b> | <b>21.98 %</b> |

**VIJAYAWADA-01**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 11.32        | 62.19 %        |
| Air-Cool     | 7.64         | 15.99 %        |
| Fan          | 0.55         | 6.95 %         |
| Inverter     | 0.38         | 100.00 %       |
| Stab-HA2     | 0.32         | 11.37 %        |
| Stab-AV      | 0.32         | 34.37 %        |
| W.Heater     | 0.25         | 33.48 %        |
| <b>Total</b> | <b>20.80</b> | <b>20.45 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| BVR1         | 0.95         | 27.48 %        |
| VJW3         | 0.94         | 15.63 %        |
| GNT1         | 0.84         | 22.26 %        |
| PRL1         | 0.83         | 27.28 %        |
| JPT1         | 0.78         | 25.40 %        |
| NZV1         | 0.68         | 26.10 %        |
| CRL1         | 0.65         | 12.21 %        |
| GVM1         | 0.57         | 13.78 %        |
| CKT1         | 0.53         | 20.26 %        |
| VJW2         | 0.48         | 24.19 %        |
| TNK1         | 0.47         | 21.84 %        |
| ELU1         | 0.44         | 25.23 %        |
| NRT1         | 0.41         | 16.75 %        |
| TVU1         | 0.40         | 10.09 %        |
| BPP1         | 0.40         | 18.08 %        |
| VJW4         | 0.38         | 12.14 %        |
| VJW5         | 0.35         | 13.30 %        |
| VKN1         | 0.32         | 17.92 %        |
| MTM1         | 0.31         | 14.82 %        |
| PAP1         | 0.29         | 14.40 %        |
| RMV1         | 0.28         | 20.66 %        |
| PNR1         | 0.19         | 26.88 %        |
| TDD1         | 0.17         | 9.27 %         |
| AMP1         | 0.11         | 11.05 %        |
| KND1         | 0.09         | 10.51 %        |
| PPM1         | 0.07         | 5.58 %         |
| TNI1         | 0.01         | 1.10 %         |
| GTSD         |              | 0.00 %         |
| <b>Total</b> | <b>20.80</b> | <b>20.45 %</b> |

**WEST-01**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 10.85        | 85.45 %        |
| Air-Cool     | 3.29         | 18.88 %        |
| Inverter     | 1.82         | 100.00 %       |
| Stab-AV      | 1.61         | 84.81 %        |
| Fan          | 1.11         | 9.39 %         |
| Stab-HA2     | 0.83         | 57.01 %        |
| W.Heater     | 0.82         | 28.61 %        |
| <b>Total</b> | <b>20.33</b> | <b>25.39 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| TPR2         | 1.00         | 24.18 %        |
| SNR1         | 0.89         | 27.02 %        |
| AVI1         | 0.87         | 22.02 %        |
| MPM1         | 0.74         | 26.37 %        |
| KGM1         | 0.69         | 24.59 %        |
| SUL1         | 0.68         | 16.15 %        |
| TPR3         | 0.65         | 25.99 %        |
| CBE5         | 0.59         | 24.83 %        |
| CBE6         | 0.58         | 17.77 %        |
| PLI1         | 0.56         | 16.17 %        |
| UMP1         | 0.38         | 25.64 %        |
| SYM2         | 0.37         | 18.05 %        |
| PPI1         | 0.35         | 20.18 %        |
| CNR1         | 0.30         | 23.24 %        |
| DPM2         | 0.27         | 15.96 %        |
| ANR1         | 0.20         | 22.91 %        |
| CBE3         | 0.19         | 19.67 %        |
| TPR4         | 0.14         | 12.79 %        |
| KGI1         | 0.08         | 17.60 %        |
| UAM1         | 0.07         | 3.06 %         |
| WZSD         |              | 0.00 %         |
| <b>Total</b> | <b>20.33</b> | <b>25.39 %</b> |

**SOUTH ARCOT**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 10.65        | 87.59 %        |
| Air-Cool     | 1.91         | 10.18 %        |
| Stab-AV      | 0.55         | 83.26 %        |
| Inverter     | 0.48         | 100.00 %       |
| Fan          | 0.39         | 3.11 %         |
| Stab-HA2     | 0.36         | 73.61 %        |
| W.Heater     | 0.36         | 43.28 %        |
| <b>Total</b> | <b>14.70</b> | <b>23.04 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| POY1         | 0.99         | 27.60 %        |
| CDM1         | 0.99         | 20.60 %        |
| CUD1         | 0.88         | 12.96 %        |
| VCM2         | 0.86         | 19.89 %        |
| NVL2         | 0.77         | 20.69 %        |
| PRT1         | 0.73         | 24.93 %        |
| KML1         | 0.62         | 24.80 %        |
| TVM1         | 0.50         | 26.21 %        |
| SJI2         | 0.49         | 17.59 %        |
| KLM1         | 0.43         | 14.49 %        |
| MKM1         | 0.39         | 20.46 %        |
| STP1         | 0.27         | 13.34 %        |
| VCM1         | 0.27         | 14.68 %        |
| KKI2         | 0.21         | 7.53 %         |
| ULP1         | 0.20         | 8.42 %         |
| VPM1         | 0.17         | 12.87 %        |
| <b>Total</b> | <b>14.70</b> | <b>23.04 %</b> |

**KL-SOUTH**

| Property     | MTD Sales L | Brand Share %  |
|--------------|-------------|----------------|
| Stab-HA      | 1.69        | 80.25 %        |
| Air-Cool     | 0.62        | 42.30 %        |
| Fan          | 0.24        | 12.75 %        |
| Gas-Stov     | 0.11        | 4.75 %         |
| Stab-HA2     | 0.08        | 88.41 %        |
| Mixie        | 0.04        | 0.97 %         |
| Stab-AV      | 0.03        | 35.68 %        |
| W.Heater     | 0.01        | 7.76 %         |
| In-Stove     | -0.08       | -7.73 %        |
| <b>Total</b> | <b>2.74</b> | <b>21.40 %</b> |

| Branch *     | MTD Sales L | Brand Share %  |
|--------------|-------------|----------------|
| TVP1         | 1.07        | 18.25 %        |
| KLR1         | 0.52        | 23.23 %        |
| PAS1         | 0.41        | 21.25 %        |
| <b>Total</b> | <b>2.74</b> | <b>21.40 %</b> |

**KL-NORTH**

| Property     | MTD Sales L | Brand Share %  |
|--------------|-------------|----------------|
| Air-Cool     | 0.89        | 60.08 %        |
| Stab-HA      | 0.69        | 68.31 %        |
| Inverter     | 0.29        | 100.00 %       |
| W.Heater     | 0.23        | 42.39 %        |
| Gas-Stov     | 0.20        | 2.67 %         |
| Fan          | 0.09        | 4.24 %         |
| Stab-HA2     | 0.09        | 80.66 %        |
| Mixie        | 0.06        | 1.36 %         |
| Stab-AV      | 0.05        | 55.61 %        |
| In-Stove     | -0.01       | -0.25 %        |
| <b>Total</b> | <b>2.59</b> | <b>12.10 %</b> |

| Branch *     | MTD Sales L | Brand Share %  |
|--------------|-------------|----------------|
| KZD1         | 2.61        | 12.18 %        |
| KZSD         |             | 0.00 %         |
| <b>Total</b> | <b>2.59</b> | <b>12.10 %</b> |