

MTD Sales  
272.51 L

Brand Share %  
40.91 %

Information:

MTD : 01-08-2025 To 23-08-2025

\* Branch where in Brand Share % is less than Overall Company's Brand Share **40.91 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cool | 69.79       | 51.42 %       |
| W.Heater | 62.59       | 34.73 %       |
| Stab-HA  | 60.98       | 74.50 %       |
| Stab-HA2 | 23.30       | 59.02 %       |
| Inverter | 20.66       | 100.00 %      |
| Stab-AV  | 18.30       | 46.95 %       |
| Fan      | 16.89       | 9.98 %        |
| Total    | 272.51      | 40.91 %       |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| CHENNAI-01    | 68.61       | 43.66 %       |
| SOUTH-01      | 26.73       | 35.11 %       |
| VIJAYAWADA-01 | 26.43       | 57.45 %       |
| TIRUPATI-01   | 24.37       | 56.95 %       |
| TRICHY-01     | 24.34       | 37.10 %       |
| SOUTH-03      | 23.06       | 31.72 %       |
| WEST-01       | 18.06       | 46.86 %       |
| CHENNAI-02    | 17.09       | 33.02 %       |
| NORTH ARCOT   | 14.90       | 42.16 %       |
| SOUTH ARCOT   | 14.08       | 37.66 %       |
| WEST-02       | 13.76       | 34.67 %       |
| KL-SOUTH      | 1.08        | 36.60 %       |
| Total         | 272.51      | 40.91 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cool | 32.09       | 43.51 %       |
| Stab-HA  | 16.53       | 78.88 %       |
| W.Heater | 10.36       | 35.19 %       |
| Stab-HA2 | 3.36        | 91.09 %       |
| Inverter | 3.14        | 100.00 %      |
| Fan      | 1.92        | 8.38 %        |
| Stab-AV  | 1.20        | 37.14 %       |
| Total    | 68.61       | 43.66 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH14     | 2.35        | 40.38 %       |
| WHC3     | 2.22        | 31.56 %       |
| CH05     | 1.98        | 35.86 %       |
| CH19     | 1.49        | 31.81 %       |
| CH28     | 1.31        | 39.70 %       |
| AVD1     | 1.27        | 39.17 %       |
| CH11     | 1.24        | 36.88 %       |
| CH07     | 1.09        | 36.25 %       |
| CH08     | 1.08        | 22.54 %       |
| CH39     | 0.72        | 33.88 %       |
| CGL1     | 0.62        | 32.75 %       |
| TKM1     | 0.48        | 38.53 %       |
| KNR1     | 0.47        | 36.04 %       |
| CH26     | 0.33        | 33.80 %       |
| MC02     |             | 0.00 %        |
| WCHN     | -0.03       | 35.82 %       |
| Total    | 68.61       | 43.66 %       |

# SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 7.29        | 34.07 %       |
| Stab-HA  | 5.31        | 69.70 %       |
| Inverter | 4.21        | 100.00 %      |
| Stab-HA2 | 3.65        | 49.78 %       |
| Fan      | 3.20        | 11.74 %       |
| Stab-AV  | 3.08        | 53.91 %       |
| Air-Cool |             | 0.07 %        |
| Total    | 26.73       | 35.11 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 2.14        | 38.09 %       |
| KVT1     | 2.10        | 34.48 %       |
| TVL1     | 1.61        | 32.14 %       |
| VNR2     | 1.38        | 33.77 %       |
| TKS2     | 1.37        | 32.83 %       |
| RND1     | 1.16        | 36.03 %       |
| TCN1     | 0.91        | 39.00 %       |
| TUT2     | 0.87        | 34.20 %       |
| SVK1     | 0.80        | 31.12 %       |
| MAR1     | 0.72        | 39.75 %       |
| UDN1     | 0.58        | 38.22 %       |
| VLY1     | 0.57        | 32.62 %       |
| SKD1     | 0.50        | 22.06 %       |
| PKD1     | 0.49        | 29.90 %       |
| RPM1     | 0.49        | 30.11 %       |
| TKS1     | 0.48        | 18.55 %       |
| KYR1     | 0.44        | 25.14 %       |
| APK1     | 0.44        | 19.64 %       |
| TYI1     | 0.40        | 28.09 %       |
| SGT1     | 0.34        | 40.66 %       |
| SNL1     | 0.33        | 23.58 %       |
| VKM1     | 0.31        | 35.54 %       |
| TKY1     | 0.31        | 30.49 %       |
| ERL2     | 0.30        | 27.52 %       |
| STU2     | 0.29        | 27.50 %       |
| KSM1     | 0.21        | 28.03 %       |
| VNR1     | 0.19        | 26.83 %       |
| SDI1     | 0.18        | 21.84 %       |
| PDI1     | 0.13        | 17.12 %       |
| ERL1     | 0.09        | 31.18 %       |
| Total    | 26.73       | 35.11 %       |

# VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cool | 19.38       | 72.33 %       |
| Stab-HA  | 3.89        | 86.01 %       |
| Fan      | 1.10        | 17.63 %       |
| W.Heater | 0.91        | 12.80 %       |
| Stab-AV  | 0.41        | 87.43 %       |
| Inverter | 0.40        | 100.00 %      |
| Stab-HA2 | 0.34        | 77.34 %       |
| Total    | 26.43       | 57.45 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| OGL1     | 0.50        | 37.60 %       |
| GVM1     | 0.34        | 31.52 %       |
| CRL1     | 0.31        | 34.15 %       |
| TEL1     | 0.29        | 27.78 %       |
| VJW1     | 0.24        | 19.19 %       |
| VJW5     | 0.24        | 31.24 %       |
| GDV1     | 0.23        | 39.16 %       |
| NRT1     | 0.23        | 25.69 %       |
| TVU1     | 0.21        | 27.16 %       |
| GNT1     | 0.21        | 22.07 %       |
| VJW3     | 0.20        | 12.98 %       |
| KND1     | 0.17        | 37.62 %       |
| KDR1     | 0.16        | 37.02 %       |
| CKT1     | 0.16        | 22.81 %       |
| VJW4     | 0.16        | 14.47 %       |
| TDD1     | 0.16        | 24.43 %       |
| JPT1     | 0.16        | 27.48 %       |
| MTM1     | 0.15        | 32.60 %       |
| BPP1     | 0.15        | 18.46 %       |
| ELU1     | 0.13        | 18.49 %       |
| BVR1     | 0.13        | 9.91 %        |
| RMV1     | 0.13        | 35.27 %       |
| RAL1     | 0.12        | 22.04 %       |
| DPE1     | 0.10        | 13.89 %       |
| GNT2     | 0.09        | 11.58 %       |
| AMP1     | 0.08        | 29.16 %       |
| VKN1     | 0.07        | 14.48 %       |
| PNR1     | 0.04        | 20.68 %       |
| PRL1     |             | 0.00 %        |
| Total    | 26.43       | 57.45 %       |

## TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cool | 18.05       | 77.59 %       |
| Stab-HA  | 1.82        | 90.62 %       |
| Fan      | 1.46        | 23.40 %       |
| W.Heater | 1.31        | 13.87 %       |
| Stab-AV  | 0.86        | 93.59 %       |
| Inverter | 0.52        | 100.00 %      |
| Stab-HA2 | 0.36        | 81.44 %       |
| Total    | 24.37       | 56.95 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ATP1     | 0.40        | 17.64 %       |
| RJP1     | 0.40        | 35.34 %       |
| TPY1     | 0.39        | 20.62 %       |
| KOU1     | 0.29        | 24.11 %       |
| TPY2     | 0.24        | 15.53 %       |
| NDL1     | 0.23        | 29.49 %       |
| GTL1     | 0.16        | 23.50 %       |
| VKI1     | 0.16        | 23.80 %       |
| SPE1     | 0.15        | 39.31 %       |
| ADI1     | 0.14        | 23.52 %       |
| MPL1     | 0.13        | 29.04 %       |
| CTO1     | 0.12        | 10.09 %       |
| KNL2     | 0.10        | 15.58 %       |
| DHN1     | 0.09        | 11.49 %       |
| PIL1     | 0.09        | 19.66 %       |
| RCY1     | 0.08        | 30.02 %       |
| TPI1     | 0.07        | 15.82 %       |
| KNL1     | 0.06        | 5.76 %        |
| PDT1     | 0.03        | 8.27 %        |
| PGR1     | 0.03        | 9.33 %        |
| Total    | 24.37       | 56.95 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 8.75        | 36.65 %       |
| Inverter | 5.97        | 100.00 %      |
| Stab-HA  | 4.83        | 67.07 %       |
| Stab-HA2 | 1.71        | 38.35 %       |
| Fan      | 1.69        | 8.72 %        |
| Stab-AV  | 1.33        | 35.08 %       |
| Air-Cool | 0.06        | 6.88 %        |
| Total    | 24.34       | 37.10 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KUM1     | 2.21        | 39.95 %       |
| MVM1     | 1.64        | 40.17 %       |
| TNJ2     | 1.50        | 30.82 %       |
| TNJ1     | 1.35        | 36.10 %       |
| TVR2     | 1.31        | 30.50 %       |
| MDI1     | 0.97        | 27.17 %       |
| PBR2     | 0.84        | 25.00 %       |
| PTK1     | 0.81        | 29.08 %       |
| TRY3     | 0.69        | 25.37 %       |
| JKM1     | 0.68        | 35.31 %       |
| TYR1     | 0.63        | 32.70 %       |
| PDK1     | 0.60        | 40.58 %       |
| TTP1     | 0.56        | 39.21 %       |
| ORU1     | 0.55        | 30.26 %       |
| NGT1     | 0.48        | 32.28 %       |
| NMM1     | 0.45        | 37.12 %       |
| MSI1     | 0.18        | 13.05 %       |
| Total    | 24.34       | 37.10 %       |

### SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 6.58        | 35.20 %       |
| Stab-HA  | 5.97        | 84.38 %       |
| Stab-AV  | 3.63        | 40.98 %       |
| Stab-HA2 | 3.43        | 38.11 %       |
| Fan      | 3.06        | 11.50 %       |
| Inverter | 0.38        | 100.00 %      |
| Total    | 23.06       | 31.72 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU1     | 2.67        | 37.44 %       |
| MDU6     | 1.37        | 30.67 %       |
| MDU2     | 1.14        | 26.41 %       |
| KKD2     | 0.87        | 22.64 %       |
| PNV1     | 0.86        | 39.36 %       |
| TPT1     | 0.82        | 25.97 %       |
| MDU5     | 0.71        | 30.66 %       |
| TEN1     | 0.66        | 32.83 %       |
| DKI1     | 0.65        | 25.12 %       |
| MLR1     | 0.63        | 32.60 %       |
| SVG1     | 0.62        | 34.34 %       |
| TMM1     | 0.61        | 23.04 %       |
| MDU4     | 0.51        | 21.81 %       |
| KRR1     | 0.51        | 37.31 %       |
| DGL2     | 0.38        | 29.52 %       |
| ADP1     | 0.36        | 31.83 %       |
| CBM1     | 0.35        | 21.72 %       |
| BNR1     | 0.35        | 26.59 %       |
| TDI1     | 0.33        | 31.74 %       |
| SZSD     | 0.31        | 25.24 %       |
| SGP1     | 0.31        | 20.10 %       |
| MDU3     | 0.31        | 28.20 %       |
| KPT1     | 0.23        | 23.33 %       |
| TEN2     | 0.23        | 15.26 %       |
| BTU1     | 0.21        | 22.10 %       |
| PKM1     | 0.21        | 29.79 %       |
| CMR1     | 0.20        | 23.72 %       |
| NTM1     | 0.16        | 28.29 %       |
| USL1     | 0.15        | 12.78 %       |
| ODM1     | 0.13        | 14.65 %       |
| PNI1     | 0.07        | 13.53 %       |
| Total    | 23.06       | 31.72 %       |

### WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 8.55        | 53.71 %       |
| Stab-HA2 | 2.68        | 76.09 %       |
| Stab-AV  | 2.42        | 48.35 %       |
| Stab-HA  | 1.70        | 71.47 %       |
| Fan      | 1.44        | 14.58 %       |
| Inverter | 1.12        | 100.00 %      |
| Air-Cool | 0.15        | 20.86 %       |
| Total    | 18.06       | 46.86 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KMR1     | 1.19        | 34.28 %       |
| CBE4     | 0.89        | 35.37 %       |
| MPM1     | 0.63        | 37.57 %       |
| PLI1     | 0.57        | 35.37 %       |
| PDM1     | 0.42        | 37.05 %       |
| AVI1     | 0.28        | 32.46 %       |
| SYM2     | 0.27        | 28.14 %       |
| DPM2     | 0.17        | 16.51 %       |
| GBM1     | 0.16        | 33.58 %       |
| UMP1     | 0.15        | 30.93 %       |
| Total    | 18.06       | 46.86 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 7.75        | 59.30 %       |
| W.Heater | 3.01        | 21.74 %       |
| Inverter | 2.57        | 100.00 %      |
| Stab-HA2 | 2.25        | 84.90 %       |
| Fan      | 0.82        | 5.27 %        |
| Stab-AV  | 0.71        | 24.09 %       |
| Total    | 17.09       | 33.02 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH03     | 1.48        | 32.33 %       |
| CH34     | 1.27        | 32.60 %       |
| CH18     | 1.09        | 36.19 %       |
| CH21     | 0.99        | 30.24 %       |
| CH43     | 0.85        | 32.57 %       |
| MJR1     | 0.80        | 22.93 %       |
| CH23     | 0.73        | 37.76 %       |
| CH20     | 0.68        | 24.98 %       |
| CH12     | 0.67        | 27.40 %       |
| CH06     | 0.41        | 28.99 %       |
| CH09     | 0.32        | 30.78 %       |
| CH44     | 0.31        | 18.92 %       |
| GPD1     | 0.31        | 15.15 %       |
| CH31     | 0.27        | 29.31 %       |
| CH27     | 0.27        | 29.89 %       |
| CH46     | 0.24        | 29.78 %       |
| CH33     | 0.22        | 12.50 %       |
| CH36     | 0.21        | 23.46 %       |
| CH41     | 0.07        | 6.49 %        |
| MC06     | 0.03        | 23.23 %       |
| CH32     | 0.01        | 4.37 %        |
| Total    | 17.09       | 33.02 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 5.81        | 75.96 %       |
| W.Heater | 3.92        | 33.04 %       |
| Stab-HA2 | 1.94        | 89.02 %       |
| Inverter | 1.48        | 100.00 %      |
| Stab-AV  | 1.20        | 57.42 %       |
| Fan      | 0.55        | 6.29 %        |
| Total    | 14.90       | 42.16 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRR1     | 0.82        | 38.01 %       |
| AKM1     | 0.67        | 31.07 %       |
| VEL1     | 0.54        | 27.32 %       |
| PLR1     | 0.45        | 37.80 %       |
| CPT1     | 0.32        | 27.83 %       |
| UGI1     | 0.31        | 29.97 %       |
| ANI1     | 0.28        | 25.65 %       |
| ABR1     | 0.26        | 20.73 %       |
| GDM1     | 0.25        | 30.17 %       |
| WJP1     | 0.25        | 25.03 %       |
| CYR1     | 0.23        | 25.65 %       |
| VNB1     | 0.20        | 27.08 %       |
| PTU1     | 0.11        | 31.90 %       |
| Total    | 14.90       | 42.16 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 5.49        | 81.91 %       |
| W.Heater | 5.33        | 38.26 %       |
| Stab-HA2 | 1.34        | 73.27 %       |
| Stab-AV  | 0.88        | 50.39 %       |
| Inverter | 0.67        | 100.00 %      |
| Fan      | 0.36        | 3.34 %        |
| Total    | 14.08       | 37.66 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| POY1     | 1.68        | 37.96 %       |
| CUD1     | 1.36        | 29.66 %       |
| CDM1     | 0.70        | 21.13 %       |
| KKI2     | 0.60        | 27.86 %       |
| NVL2     | 0.57        | 36.36 %       |
| ULP1     | 0.57        | 32.16 %       |
| PRT1     | 0.56        | 25.37 %       |
| KLM1     | 0.45        | 27.80 %       |
| TVM1     | 0.35        | 40.00 %       |
| STP1     | 0.21        | 29.86 %       |
| TVM2     | 0.21        | 37.31 %       |
| SJI1     | 0.06        | 9.42 %        |
| Total    | 14.08       | 37.66 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 6.43        | 44.87 %       |
| Stab-AV  | 2.38        | 59.32 %       |
| Stab-HA2 | 1.88        | 52.90 %       |
| Stab-HA  | 1.58        | 66.69 %       |
| Fan      | 1.21        | 8.83 %        |
| Inverter | 0.21        | 100.00 %      |
| Air-Cool | 0.06        | 3.89 %        |
| Total    | 13.76       | 34.67 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ATU1     | 0.68        | 38.20 %       |
| TRM1     | 0.57        | 34.48 %       |
| SLM3     | 0.53        | 40.53 %       |
| ERD2     | 0.43        | 21.99 %       |
| RSP1     | 0.43        | 23.30 %       |
| NKL2     | 0.42        | 30.27 %       |
| VPD1     | 0.37        | 27.98 %       |
| MTR1     | 0.34        | 29.87 %       |
| SGI1     | 0.33        | 27.97 %       |
| PDR1     | 0.32        | 37.99 %       |
| KRI1     | 0.30        | 25.44 %       |
| PLC1     | 0.26        | 39.09 %       |
| APN1     | 0.26        | 33.91 %       |
| DPR2     | 0.26        | 22.35 %       |
| KVP1     | 0.26        | 21.33 %       |
| EDP1     | 0.22        | 30.63 %       |
| HRR1     | 0.22        | 25.95 %       |
| CMI1     | 0.21        | 34.57 %       |
| SGG1     | 0.20        | 29.19 %       |
| PMP1     | 0.18        | 26.29 %       |
| EPI1     | 0.17        | 12.88 %       |
| OML1     | 0.13        | 26.13 %       |
| MCR1     | 0.12        | 8.75 %        |
| BMD1     | 0.11        | 18.23 %       |
| WZWH     | 0.10        | 38.32 %       |
| Total    | 13.76       | 34.67 %       |

KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA2 | 0.36        | 94.90 %       |
| Stab-HA  | 0.29        | 100.00 %      |
| Stab-AV  | 0.20        | 100.00 %      |
| W.Heater | 0.16        | 39.35 %       |
| Fan      | 0.07        | 4.07 %        |
| Total    | 1.08        | 36.60 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| PAS1     | 0.21        | 36.20 %       |
| KLR1     | 0.07        | 15.95 %       |
| Total    | 1.08        | 36.60 %       |