

MTD Sales  
218.36 L

Brand Share %  
36.32 %

Information:

MTD : 01-11-2025 To 27-11-2025

\* Branch where in Brand Share % is less than Overall Company's Brand Share **36.32 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 88.69       | 31.40 %       |
| Stab-HA  | 41.44       | 75.87 %       |
| Stab-AV  | 26.19       | 55.79 %       |
| Stab-HA2 | 24.71       | 60.57 %       |
| Inverter | 22.39       | 100.00 %      |
| Fan      | 14.94       | 9.70 %        |
| Total    | 218.36      | 36.32 %       |

| Sales Zone    | MTD Sales L | Brand Share % |
|---------------|-------------|---------------|
| SOUTH-01      | 34.24       | 36.27 %       |
| CHENNAI-01    | 33.89       | 38.15 %       |
| SOUTH-03      | 28.40       | 32.23 %       |
| TRICHY-01     | 25.43       | 36.49 %       |
| WEST-01       | 23.43       | 48.77 %       |
| WEST-02       | 15.77       | 37.39 %       |
| CHENNAI-02    | 15.21       | 29.46 %       |
| NORTH ARCOT   | 14.48       | 37.76 %       |
| SOUTH ARCOT   | 14.31       | 35.09 %       |
| TIRUPATI-01   | 8.30        | 43.80 %       |
| VIJAYAWADA-01 | 3.36        | 19.58 %       |
| KL-SOUTH      | 1.55        | 48.83 %       |
| Total         | 218.36      | 36.32 %       |

## SOUTH-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 10.88       | 27.67 %       |
| Inverter | 5.37        | 100.00 %      |
| Stab-HA  | 4.69        | 79.06 %       |
| Stab-AV  | 4.66        | 64.94 %       |
| Stab-HA2 | 4.61        | 59.58 %       |
| Fan      | 4.02        | 13.94 %       |
| Total    | 34.24       | 36.27 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TKS2     | 1.22        | 25.42 %       |
| SNL1     | 1.00        | 34.43 %       |
| SVK1     | 0.90        | 34.69 %       |
| VNR2     | 0.82        | 21.12 %       |
| TKS1     | 0.76        | 32.79 %       |
| KYR1     | 0.75        | 32.19 %       |
| VNR1     | 0.62        | 35.09 %       |
| APK2     | 0.59        | 31.48 %       |
| VLY1     | 0.53        | 32.45 %       |
| ERL2     | 0.44        | 30.96 %       |
| STU2     | 0.43        | 35.50 %       |
| APK1     | 0.41        | 15.03 %       |
| COL1     | 0.35        | 31.33 %       |
| MAR1     | 0.34        | 17.50 %       |
| SDI1     | 0.33        | 16.23 %       |
| S2SD     | 0.31        | 33.02 %       |
| TKY1     | 0.22        | 22.72 %       |
| KSM1     | 0.01        | 6.93 %        |
| Total    | 34.24       | 36.27 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 12.89       | 29.14 %       |
| Stab-HA  | 9.81        | 72.43 %       |
| Inverter | 4.04        | 100.00 %      |
| Stab-HA2 | 3.36        | 80.13 %       |
| Stab-AV  | 2.25        | 49.25 %       |
| Fan      | 1.53        | 8.38 %        |
| Total    | 33.89       | 38.15 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH28     | 1.34        | 33.93 %       |
| CH08     | 1.34        | 24.92 %       |
| CH14     | 1.29        | 34.01 %       |
| CH19     | 1.22        | 21.51 %       |
| CH07     | 1.21        | 32.73 %       |
| CH11     | 1.14        | 36.26 %       |
| GUD1     | 1.09        | 34.80 %       |
| CGL1     | 0.64        | 29.03 %       |
| CH30     | 0.54        | 35.49 %       |
| GUD2     | 0.53        | 23.57 %       |
| CH39     | 0.48        | 24.13 %       |
| KNR1     | 0.39        | 32.44 %       |
| TKM1     | 0.39        | 25.86 %       |
| CH29     | 0.28        | 29.02 %       |
| CZWH     | 0.25        | 21.08 %       |
| CH40     |             | 0.00 %        |
| MC09     |             | 0.00 %        |
| Total    | 33.89       | 38.15 %       |

## SOUTH-03

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 12.60       | 35.62 %       |
| Stab-HA  | 5.33        | 83.63 %       |
| Stab-AV  | 4.44        | 41.76 %       |
| Stab-HA2 | 3.86        | 43.00 %       |
| Fan      | 1.80        | 6.84 %        |
| Inverter | 0.37        | 100.00 %      |
| Total    | 28.40       | 32.23 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU6     | 1.88        | 30.58 %       |
| TMM1     | 1.34        | 27.31 %       |
| MDU2     | 0.95        | 19.76 %       |
| DKI1     | 0.91        | 33.20 %       |
| MDU4     | 0.72        | 27.14 %       |
| ATG1     | 0.71        | 30.08 %       |
| CBM1     | 0.67        | 28.79 %       |
| TEN1     | 0.65        | 28.79 %       |
| KRR1     | 0.62        | 31.44 %       |
| NKI1     | 0.61        | 34.83 %       |
| MDU5     | 0.59        | 18.49 %       |
| ADP1     | 0.47        | 35.57 %       |
| KPT1     | 0.47        | 30.85 %       |
| PNI1     | 0.41        | 32.62 %       |
| SGP1     | 0.41        | 26.67 %       |
| TDI1     | 0.38        | 32.04 %       |
| TPT1     | 0.33        | 11.06 %       |
| SZSD     | 0.26        | 31.18 %       |
| DGL2     | 0.26        | 21.17 %       |
| BNR1     | 0.21        | 24.47 %       |
| CMR1     | 0.20        | 22.36 %       |
| USL1     | 0.18        | 11.67 %       |
| TEN2     | 0.17        | 8.11 %        |
| Total    | 28.40       | 32.23 %       |

### TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 8.58        | 25.94 %       |
| Stab-HA  | 5.85        | 85.13 %       |
| Inverter | 5.62        | 100.00 %      |
| Stab-AV  | 1.96        | 42.70 %       |
| Fan      | 1.73        | 11.06 %       |
| Stab-HA2 | 1.71        | 43.42 %       |
| Total    | 25.43       | 36.49 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY1     | 2.47        | 33.34 %       |
| MVM1     | 1.79        | 33.05 %       |
| PBR2     | 1.64        | 29.76 %       |
| TVR2     | 1.12        | 26.55 %       |
| TNJ1     | 1.08        | 32.80 %       |
| PTK1     | 0.78        | 34.13 %       |
| TRY4     | 0.77        | 31.00 %       |
| JKM1     | 0.69        | 30.51 %       |
| MDI1     | 0.58        | 20.32 %       |
| KIK1     | 0.36        | 25.69 %       |
| ORU1     | 0.34        | 28.18 %       |
| AYR1     | 0.21        | 22.13 %       |
| MSI1     | 0.11        | 14.38 %       |
| Total    | 25.43       | 36.49 %       |

### WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 11.83       | 53.30 %       |
| Stab-AV  | 3.40        | 63.68 %       |
| Stab-HA2 | 2.89        | 69.77 %       |
| Fan      | 2.21        | 17.99 %       |
| Stab-HA  | 1.73        | 64.14 %       |
| Inverter | 1.37        | 100.00 %      |
| Total    | 23.43       | 48.77 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| AVI1     | 0.28        | 23.38 %       |
| DPM2     | 0.19        | 23.69 %       |
| PPI1     | 0.19        | 35.83 %       |
| WHCB     |             | 0.00 %        |
| Total    | 23.43       | 48.77 %       |

### WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 8.27        | 37.96 %       |
| Stab-AV  | 2.79        | 69.89 %       |
| Stab-HA2 | 1.71        | 59.85 %       |
| Stab-HA  | 1.37        | 88.25 %       |
| Fan      | 1.07        | 9.37 %        |
| Inverter | 0.56        | 100.00 %      |
| Total    | 15.77       | 37.39 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ERD2     | 0.98        | 31.72 %       |
| HSR2     | 0.65        | 21.74 %       |
| NKL2     | 0.52        | 28.51 %       |
| DPR1     | 0.42        | 34.09 %       |
| EDP1     | 0.40        | 34.68 %       |
| VPD1     | 0.37        | 26.27 %       |
| TRM1     | 0.30        | 30.06 %       |
| EPI1     | 0.29        | 29.91 %       |
| RSP1     | 0.25        | 27.85 %       |
| SGG1     | 0.25        | 30.77 %       |
| SGI1     | 0.25        | 29.36 %       |
| DPR2     | 0.24        | 27.72 %       |
| APN1     | 0.24        | 22.75 %       |
| CMI1     | 0.21        | 34.79 %       |
| OML1     | 0.11        | 16.19 %       |
| WZWH     | 0.04        | 28.30 %       |
| Total    | 15.77       | 37.39 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 5.28        | 22.80 %       |
| Stab-HA  | 4.14        | 61.51 %       |
| Stab-HA2 | 2.51        | 78.23 %       |
| Inverter | 1.60        | 100.00 %      |
| Stab-AV  | 1.25        | 45.06 %       |
| Fan      | 0.42        | 2.96 %        |
| Total    | 15.21       | 29.46 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH18     | 1.11        | 25.12 %       |
| CH43     | 0.91        | 22.22 %       |
| CH24     | 0.82        | 28.10 %       |
| MJR1     | 0.76        | 30.11 %       |
| CH12     | 0.59        | 13.60 %       |
| CH17     | 0.55        | 22.49 %       |
| GPD1     | 0.52        | 29.41 %       |
| CH44     | 0.48        | 28.80 %       |
| CH33     | 0.47        | 27.57 %       |
| PON1     | 0.43        | 28.10 %       |
| CH09     | 0.31        | 21.87 %       |
| CH36     | 0.24        | 32.03 %       |
| CH27     | 0.22        | 23.03 %       |
| CH41     | 0.21        | 12.82 %       |
| CH20     | 0.20        | 13.19 %       |
| CH46     | 0.13        | 24.28 %       |
| CH06     | 0.04        | 11.92 %       |
| MC06     | 0.03        | 32.58 %       |
| CH32     | 0.02        | 11.64 %       |
| Total    | 15.21       | 29.46 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 6.52        | 33.21 %       |
| Stab-HA  | 3.08        | 75.15 %       |
| Stab-HA2 | 1.67        | 83.98 %       |
| Stab-AV  | 1.51        | 58.13 %       |
| Inverter | 1.32        | 100.00 %      |
| Fan      | 0.39        | 4.50 %        |
| Total    | 14.48       | 37.76 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KPM2     | 0.98        | 29.42 %       |
| KPM1     | 0.58        | 31.23 %       |
| TRR1     | 0.53        | 27.25 %       |
| ARC2     | 0.46        | 28.81 %       |
| VEL1     | 0.43        | 21.86 %       |
| PLR1     | 0.27        | 32.19 %       |
| GDM1     | 0.24        | 27.80 %       |
| CYR1     | 0.23        | 21.48 %       |
| VNB1     | 0.17        | 24.40 %       |
| CGM1     | 0.16        | 18.35 %       |
| UGI1     | 0.15        | 31.30 %       |
| ANI1     | 0.15        | 26.84 %       |
| Total    | 14.48       | 37.76 %       |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 6.72        | 30.37 %       |
| Stab-HA  | 2.85        | 80.06 %       |
| Inverter | 1.69        | 100.00 %      |
| Stab-AV  | 1.16        | 50.91 %       |
| Stab-HA2 | 1.12        | 54.66 %       |
| Fan      | 0.77        | 8.46 %        |
| Total    | 14.31       | 35.09 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CUD1     | 2.09        | 34.70 %       |
| PRT1     | 0.86        | 34.32 %       |
| CDM1     | 0.81        | 28.05 %       |
| VPM2     | 0.51        | 24.73 %       |
| TDM1     | 0.46        | 31.76 %       |
| ULP1     | 0.46        | 23.74 %       |
| KKI2     | 0.44        | 25.13 %       |
| TVM2     | 0.14        | 19.50 %       |
| VPM1     | 0.14        | 21.58 %       |
| VCM1     | 0.12        | 13.38 %       |
| STP1     | 0.10        | 11.63 %       |
| Total    | 14.31       | 35.09 %       |

## TIRUPATI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 3.96        | 36.39 %       |
| Stab-AV  | 2.32        | 98.01 %       |
| Fan      | 0.61        | 16.12 %       |
| Stab-HA  | 0.54        | 64.83 %       |
| Stab-HA2 | 0.54        | 71.60 %       |
| Inverter | 0.32        | 100.00 %      |
| Total    | 8.30        | 43.80 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TPY2     | 0.41        | 34.28 %       |
| KNL2     | 0.26        | 28.92 %       |
| TPI1     | 0.21        | 35.06 %       |
| PGR1     | 0.19        | 26.00 %       |
| PIL1     | 0.18        | 36.31 %       |
| KOU1     | 0.17        | 27.56 %       |
| BVL1     | 0.17        | 31.42 %       |
| DHN1     | 0.17        | 34.41 %       |
| ADI1     | 0.17        | 32.00 %       |
| TPY1     | 0.14        | 32.08 %       |
| NDL1     | 0.13        | 33.22 %       |
| PMR1     | 0.11        | 22.55 %       |
| KDA1     | 0.05        | 16.56 %       |
| Total    | 8.30        | 43.80 %       |

## VIJAYAWADA-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 1.63        | 84.78 %       |
| W.Heater | 0.52        | 5.39 %        |
| Stab-HA2 | 0.42        | 68.25 %       |
| Fan      | 0.39        | 8.94 %        |
| Stab-AV  | 0.25        | 64.43 %       |
| Inverter | 0.14        | 100.00 %      |
| Total    | 3.36        | 19.58 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| PRL1     | 0.20        | 33.69 %       |
| VJW5     | 0.17        | 19.96 %       |
| BPP1     | 0.16        | 31.71 %       |
| TNK1     | 0.14        | 22.82 %       |
| VKN1     | 0.14        | 30.22 %       |
| ELU1     | 0.12        | 13.36 %       |
| RMV1     | 0.11        | 18.39 %       |
| MTM1     | 0.10        | 24.03 %       |
| GNT1     | 0.10        | 15.40 %       |
| CRL1     | 0.10        | 26.74 %       |
| PNR1     | 0.09        | 20.99 %       |
| NRT1     | 0.09        | 30.95 %       |
| PAP1     | 0.08        | 26.50 %       |
| RAL1     | 0.07        | 11.32 %       |
| DPE1     | 0.07        | 17.58 %       |
| BVR1     | 0.06        | 10.17 %       |
| VJW3     | 0.06        | 6.20 %        |
| KDR1     | 0.05        | 10.42 %       |
| JPT1     | 0.05        | 17.25 %       |
| PPM1     | 0.05        | 10.80 %       |
| NPR1     | 0.04        | 24.44 %       |
| JGG1     | 0.04        | 17.59 %       |
| CKT1     | 0.04        | 9.06 %        |
| VUY1     | 0.03        | 11.17 %       |
| TVU1     | 0.03        | 8.20 %        |
| TEL1     | 0.03        | 6.10 %        |
| VJW2     | 0.03        | 3.96 %        |
| VJW1     | 0.02        | 1.90 %        |
| GNT2     | 0.02        | 7.69 %        |
| TDD1     | 0.01        | 7.66 %        |
| Total    | 3.36        | 19.58 %       |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| W.Heater | 0.63        | 64.66 %       |
| Stab-HA  | 0.42        | 83.56 %       |
| Stab-HA2 | 0.30        | 94.35 %       |
| Stab-AV  | 0.19        | 83.26 %       |
| Total    | 1.55        | 48.83 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    | 1.55        | 48.83 %       |