

MTD Sales  
**633.33 L**

Brand Share %  
**25.27 %**

Information:

MTD : 01-03-2026 To 30-03-2026

\* Branch where in Brand Share % is less than Overall Company's Brand Share **25.27 %** are only listed below

| Property     | MTD Sales L   | Brand Share %  |
|--------------|---------------|----------------|
| Stab-HA      | 338.77        | 87.42 %        |
| Air-Cool     | 116.23        | 23.20 %        |
| Fan          | 40.25         | 9.85 %         |
| In-Stove     | 33.47         | 14.45 %        |
| W.Heater     | 33.26         | 27.13 %        |
| Stab-AV      | 26.01         | 59.39 %        |
| Stab-HA2     | 24.02         | 55.36 %        |
| Inverter     | 20.91         | 100.00 %       |
| Gas-Stov     | 0.32          | 0.10 %         |
| Mixie        | 0.11          | 0.02 %         |
| <b>Total</b> | <b>633.33</b> | <b>25.27 %</b> |

| Sales Zone    | MTD Sales L   | Brand Share %  |
|---------------|---------------|----------------|
| CHENNAI-01    | 104.29        | 31.29 %        |
| SOUTH-03      | 64.06         | 21.63 %        |
| WEST-01       | 63.54         | 25.21 %        |
| TRICHY-01     | 61.42         | 27.22 %        |
| SOUTH-01      | 59.96         | 18.70 %        |
| CHENNAI-02    | 54.03         | 27.76 %        |
| WEST-02       | 48.43         | 19.46 %        |
| NORTH ARCOT   | 44.41         | 27.67 %        |
| TIRUPATI-01   | 41.56         | 25.52 %        |
| VIJAYAWADA-01 | 31.76         | 25.16 %        |
| SOUTH ARCOT   | 28.44         | 24.98 %        |
| KL-SOUTH      | 18.96         | 51.53 %        |
| KL-NORTH      | 12.49         | 36.22 %        |
| <b>Total</b>  | <b>633.33</b> | <b>25.27 %</b> |

## CHENNAI-01

| Property     | MTD Sales L   | Brand Share %  |
|--------------|---------------|----------------|
| Stab-HA      | 69.08         | 92.86 %        |
| In-Stove     | 9.38          | 20.95 %        |
| W.Heater     | 6.62          | 25.74 %        |
| Stab-HA2     | 5.62          | 93.28 %        |
| Fan          | 5.19          | 6.94 %         |
| Air-Cool     | 4.30          | 20.99 %        |
| Stab-AV      | 2.86          | 66.63 %        |
| Inverter     | 1.24          | 100.00 %       |
| <b>Total</b> | <b>104.29</b> | <b>31.29 %</b> |

| Branch *     | MTD Sales L   | Brand Share %  |
|--------------|---------------|----------------|
| CH49         | 3.21          | 21.28 %        |
| CH26         | 0.83          | 24.63 %        |
| CZWH         | 0.68          | 1.41 %         |
| MC10         |               | 0.00 %         |
| <b>Total</b> | <b>104.29</b> | <b>31.29 %</b> |

**SOUTH-03**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 32.14        | 84.07 %        |
| Air-Cool     | 12.91        | 21.89 %        |
| Fan          | 8.11         | 13.55 %        |
| Stab-AV      | 3.43         | 31.23 %        |
| W.Heater     | 3.26         | 28.48 %        |
| Stab-HA2     | 3.23         | 34.70 %        |
| Inverter     | 0.97         | 100.00 %       |
| <b>Total</b> | <b>64.06</b> | <b>21.63 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| DGL1         | 4.64         | 22.28 %        |
| MDU1         | 4.32         | 19.45 %        |
| MDU2         | 4.06         | 23.79 %        |
| TMM1         | 2.04         | 14.17 %        |
| TEN2         | 1.90         | 17.88 %        |
| DGL2         | 1.86         | 23.26 %        |
| MDU5         | 1.83         | 16.85 %        |
| KRR1         | 1.81         | 22.71 %        |
| MDU3         | 1.70         | 18.82 %        |
| CBM1         | 1.17         | 15.13 %        |
| PKM1         | 1.15         | 23.40 %        |
| BTU1         | 1.11         | 24.05 %        |
| TEN1         | 1.03         | 15.72 %        |
| BNR1         | 0.92         | 17.26 %        |
| NKI1         | 0.88         | 16.35 %        |
| MNM1         | 0.79         | 21.74 %        |
| PNV2         | 0.72         | 21.03 %        |
| ADP1         | 0.59         | 9.92 %         |
| USL1         | 0.59         | 12.50 %        |
| KYK1         | 0.55         | 13.72 %        |
| ODM1         | 0.54         | 16.32 %        |
| PNI1         | 0.53         | 10.56 %        |
| KPT1         | 0.53         | 8.48 %         |
| SGP1         | 0.47         | 16.10 %        |
| CMR1         | 0.31         | 10.06 %        |
| NTM1         | 0.26         | 8.23 %         |
| SZSD         | 0.10         | 12.45 %        |
| <b>Total</b> | <b>64.06</b> | <b>21.63 %</b> |

**WEST-01**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 23.52        | 76.59 %        |
| Air-Cool     | 22.53        | 29.77 %        |
| Fan          | 6.97         | 17.20 %        |
| W.Heater     | 4.31         | 35.88 %        |
| Stab-AV      | 2.65         | 63.18 %        |
| Inverter     | 2.41         | 100.00 %       |
| Stab-HA2     | 1.13         | 35.43 %        |
| <b>Total</b> | <b>63.54</b> | <b>25.21 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| CBE4         | 3.29         | 24.85 %        |
| KMR1         | 3.20         | 18.30 %        |
| AVI1         | 2.63         | 23.77 %        |
| MPM1         | 2.40         | 24.96 %        |
| TPR2         | 2.20         | 15.65 %        |
| TPR1         | 2.10         | 15.58 %        |
| DPM2         | 1.64         | 24.21 %        |
| UMP1         | 1.16         | 19.35 %        |
| KGM1         | 1.09         | 23.40 %        |
| PPI1         | 1.07         | 18.86 %        |
| CBE3         | 0.78         | 24.85 %        |
| UAM1         | 0.71         | 12.98 %        |
| SYM2         | 0.71         | 13.14 %        |
| TPR4         | 0.54         | 14.89 %        |
| ANR1         | 0.51         | 21.51 %        |
| CNR1         | 0.38         | 17.81 %        |
| GDR1         | 0.31         | 22.64 %        |
| WZSD         | 0.08         | 5.10 %         |
| <b>Total</b> | <b>63.54</b> | <b>25.21 %</b> |

**TRICHY-01**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 32.34        | 89.52 %        |
| Air-Cool     | 12.68        | 26.35 %        |
| Inverter     | 6.38         | 100.00 %       |
| Fan          | 3.79         | 12.07 %        |
| W.Heater     | 3.02         | 47.37 %        |
| Stab-AV      | 2.17         | 52.30 %        |
| Stab-HA2     | 1.03         | 25.59 %        |
| <b>Total</b> | <b>61.42</b> | <b>27.22 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| MVM1         | 3.31         | 22.81 %        |
| PBR2         | 2.76         | 19.94 %        |
| TRY3         | 2.07         | 24.81 %        |
| KUM1         | 1.84         | 14.49 %        |
| TTP1         | 1.22         | 22.13 %        |
| TYR1         | 1.15         | 12.55 %        |
| JKM1         | 1.07         | 18.99 %        |
| KIK1         | 0.71         | 12.75 %        |
| NCK1         | 0.46         | 13.54 %        |
| <b>Total</b> | <b>61.42</b> | <b>27.22 %</b> |

**SOUTH-01**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 27.27        | 77.81 %        |
| Air-Cool     | 12.48        | 19.17 %        |
| Fan          | 4.91         | 8.27 %         |
| Stab-AV      | 4.10         | 61.76 %        |
| Stab-HA2     | 3.87         | 46.91 %        |
| Inverter     | 3.85         | 100.00 %       |
| W.Heater     | 3.49         | 26.58 %        |
| <b>Total</b> | <b>59.96</b> | <b>18.70 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| TUT1         | 6.60         | 22.85 %        |
| KVT1         | 4.16         | 19.88 %        |
| TVL1         | 3.86         | 15.53 %        |
| TKS2         | 2.56         | 13.21 %        |
| TUT2         | 2.47         | 24.28 %        |
| RND1         | 2.32         | 18.90 %        |
| SVK1         | 2.04         | 21.75 %        |
| TKS1         | 1.78         | 13.41 %        |
| TCN1         | 1.71         | 21.62 %        |
| RPM1         | 1.55         | 15.60 %        |
| VNR2         | 1.47         | 10.21 %        |
| PDI1         | 1.45         | 21.73 %        |
| VLY1         | 1.37         | 17.55 %        |
| MAR1         | 1.36         | 17.50 %        |
| KYR1         | 1.29         | 15.02 %        |
| ASM1         | 1.26         | 22.19 %        |
| TYI1         | 1.16         | 20.47 %        |
| SNL1         | 1.09         | 17.06 %        |
| APK1         | 1.08         | 16.79 %        |
| APK2         | 1.07         | 15.10 %        |
| MMT1         | 1.02         | 18.09 %        |
| VKM1         | 0.90         | 15.53 %        |
| ERL2         | 0.87         | 15.39 %        |
| STU2         | 0.82         | 17.98 %        |
| SDI1         | 0.75         | 12.64 %        |
| ARM1         | 0.69         | 19.51 %        |
| SGT1         | 0.59         | 16.95 %        |
| TKY1         | 0.55         | 13.38 %        |
| VNR1         | 0.53         | 8.48 %         |
| KSM1         | 0.38         | 16.67 %        |
| KGL1         | 0.27         | 8.32 %         |
| <b>Total</b> | <b>59.96</b> | <b>18.70 %</b> |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Stab-HA  | 39.08       | 86.95 %       |
| In-Stove | 3.49        | 14.13 %       |
| W.Heater | 3.03        | 21.83 %       |
| Stab-HA2 | 2.49        | 88.58 %       |
| Air-Cool | 1.79        | 10.89 %       |
| Inverter | 1.63        | 100.00 %      |
| Fan      | 1.26        | 5.19 %        |
| Stab-AV  | 1.26        | 63.54 %       |
| Total    | 54.03       | 27.76 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH03     | 5.14        | 24.96 %       |
| CH15     | 4.03        | 23.30 %       |
| CH21     | 3.14        | 25.08 %       |
| CH18     | 2.56        | 23.05 %       |
| CH43     | 2.48        | 19.95 %       |
| CH17     | 1.79        | 23.43 %       |
| CH50     | 1.42        | 16.79 %       |
| CH33     | 1.24        | 23.57 %       |
| CH20     | 1.15        | 18.21 %       |
| CH06     | 0.98        | 18.32 %       |
| CH41     | 0.82        | 14.38 %       |
| CH46     | 0.77        | 19.48 %       |
| CH36     | 0.72        | 20.76 %       |
| CH44     | 0.44        | 10.06 %       |
| CH32     | 0.32        | 23.79 %       |
| CH01     | 0.04        | 12.22 %       |
| MC05     |             | 0.00 %        |
| Total    | 54.03       | 27.76 %       |

**WEST-02**

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Air-Cool     | 17.51        | 24.43 %        |
| Stab-HA      | 14.67        | 79.49 %        |
| Fan          | 5.53         | 13.75 %        |
| Stab-AV      | 3.67         | 74.77 %        |
| W.Heater     | 2.95         | 31.56 %        |
| Stab-HA2     | 2.32         | 59.44 %        |
| Inverter     | 1.77         | 100.00 %       |
| <b>Total</b> | <b>48.43</b> | <b>19.46 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| HSR2         | 3.03         | 25.17 %        |
| SLM3         | 2.59         | 23.64 %        |
| ERD2         | 2.47         | 14.01 %        |
| SLM1         | 2.13         | 12.40 %        |
| ERD1         | 1.93         | 18.47 %        |
| KRI1         | 1.91         | 22.10 %        |
| RSP1         | 1.91         | 21.73 %        |
| HSR1         | 1.74         | 21.12 %        |
| OML1         | 1.72         | 24.41 %        |
| SLM2         | 1.71         | 20.07 %        |
| EPI1         | 1.50         | 14.97 %        |
| APN1         | 1.43         | 18.72 %        |
| NKL2         | 1.29         | 11.53 %        |
| BMD1         | 1.24         | 23.40 %        |
| MTR1         | 1.19         | 19.28 %        |
| PLC1         | 1.15         | 18.39 %        |
| ATU1         | 1.09         | 15.48 %        |
| KMM1         | 1.00         | 21.09 %        |
| MCR1         | 1.00         | 13.37 %        |
| PMP1         | 0.99         | 22.66 %        |
| HRR1         | 0.93         | 19.22 %        |
| WZWH         | 0.82         | 23.63 %        |
| KAM1         | 0.82         | 19.03 %        |
| TCG1         | 0.81         | 21.27 %        |
| VPD1         | 0.68         | 10.51 %        |
| DPR2         | 0.66         | 17.91 %        |
| SGI1         | 0.64         | 14.34 %        |
| SGG1         | 0.59         | 17.62 %        |
| EDP1         | 0.51         | 12.62 %        |
| WHPD         | -0.05        | 21.66 %        |
| <b>Total</b> | <b>48.43</b> | <b>19.46 %</b> |

## NORTH ARCOT

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 33.02        | 86.57 %        |
| Air-Cool     | 3.17         | 13.89 %        |
| Stab-AV      | 2.10         | 84.39 %        |
| W.Heater     | 1.95         | 14.19 %        |
| Stab-HA2     | 1.50         | 89.46 %        |
| Fan          | 1.44         | 5.32 %         |
| In-Stove     | 0.69         | 5.96 %         |
| Inverter     | 0.55         | 100.00 %       |
| <b>Total</b> | <b>44.41</b> | <b>27.67 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| BGR1         | 1.08         | 19.83 %        |
| TRR1         | 0.96         | 10.33 %        |
| VSI1         | 0.90         | 24.60 %        |
| PLR1         | 0.89         | 20.31 %        |
| WJP1         | 0.86         | 17.85 %        |
| GDM1         | 0.82         | 18.19 %        |
| CYR1         | 0.72         | 19.93 %        |
| ANI1         | 0.72         | 18.63 %        |
| UGI1         | 0.70         | 18.88 %        |
| CPT1         | 0.59         | 15.23 %        |
| ABR1         | 0.59         | 10.35 %        |
| VNB1         | 0.55         | 12.03 %        |
| CGM1         | 0.51         | 12.91 %        |
| <b>Total</b> | <b>44.41</b> | <b>27.67 %</b> |

## TIRUPATI-01

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 18.96        | 98.31 %        |
| Air-Cool     | 17.60        | 26.10 %        |
| W.Heater     | 1.95         | 39.34 %        |
| Inverter     | 0.91         | 100.00 %       |
| Stab-AV      | 0.79         | 95.24 %        |
| Stab-HA2     | 0.78         | 63.74 %        |
| Fan          | 0.57         | 4.05 %         |
| <b>Total</b> | <b>41.56</b> | <b>25.52 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| ATP1         | 3.07         | 22.64 %        |
| KAR1         | 1.62         | 24.98 %        |
| KNL1         | 1.53         | 19.66 %        |
| ADI1         | 1.49         | 19.24 %        |
| KDA1         | 1.26         | 22.91 %        |
| DHN1         | 1.25         | 22.69 %        |
| KNL2         | 1.11         | 19.71 %        |
| KOU1         | 1.04         | 21.32 %        |
| NDL1         | 0.89         | 20.72 %        |
| RCY1         | 0.88         | 25.04 %        |
| KHT1         | 0.85         | 23.96 %        |
| MPL1         | 0.73         | 10.94 %        |
| PMR1         | 0.66         | 16.87 %        |
| PGR1         | 0.64         | 19.04 %        |
| GTL1         | 0.63         | 18.59 %        |
| KVL1         | 0.60         | 18.97 %        |
| BVL1         | 0.38         | 10.78 %        |
| TPSD         | 0.06         | 1.86 %         |
| <b>Total</b> | <b>41.56</b> | <b>25.52 %</b> |

### VIJAYAWADA-01

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 21.17        | 95.99 %        |
| Air-Cool     | 6.61         | 19.67 %        |
| W.Heater     | 1.67         | 37.77 %        |
| Stab-AV      | 1.03         | 89.98 %        |
| Inverter     | 0.52         | 100.00 %       |
| Stab-HA2     | 0.40         | 66.22 %        |
| Fan          | 0.36         | 3.06 %         |
| <b>Total</b> | <b>31.76</b> | <b>25.16 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| VJW3         | 1.08         | 17.28 %        |
| CRL1         | 1.06         | 22.06 %        |
| NRT1         | 0.99         | 25.04 %        |
| ELU1         | 0.88         | 22.45 %        |
| PRL1         | 0.83         | 22.61 %        |
| GVM1         | 0.77         | 16.61 %        |
| TVU1         | 0.75         | 15.64 %        |
| BPP1         | 0.65         | 22.02 %        |
| PAP1         | 0.65         | 18.68 %        |
| KND1         | 0.58         | 24.88 %        |
| VKN1         | 0.56         | 23.14 %        |
| VJW2         | 0.55         | 21.57 %        |
| GNT2         | 0.54         | 18.10 %        |
| VUY1         | 0.54         | 19.51 %        |
| NPR1         | 0.50         | 22.61 %        |
| VJW5         | 0.49         | 14.16 %        |
| GTSD         |              | 0.00 %         |
| WHVJ         |              | 0.00 %         |
| <b>Total</b> | <b>31.76</b> | <b>25.16 %</b> |

### SOUTH ARCOT

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| Stab-HA      | 22.14        | 91.27 %        |
| Air-Cool     | 1.68         | 11.46 %        |
| Stab-AV      | 1.63         | 89.53 %        |
| Fan          | 1.22         | 6.47 %         |
| Stab-HA2     | 0.99         | 61.71 %        |
| W.Heater     | 0.61         | 9.52 %         |
| Inverter     | 0.17         | 100.00 %       |
| <b>Total</b> | <b>28.44</b> | <b>24.98 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| KKI2         | 2.07         | 24.18 %        |
| CUD1         | 1.63         | 13.68 %        |
| PRT1         | 1.13         | 19.13 %        |
| CDM1         | 0.84         | 14.05 %        |
| STP1         | 0.84         | 21.19 %        |
| VCM1         | 0.78         | 21.84 %        |
| KML1         | 0.73         | 17.34 %        |
| KLM1         | 0.72         | 15.94 %        |
| MKM1         | 0.72         | 24.97 %        |
| NVL2         | 0.69         | 10.74 %        |
| ULP1         | 0.55         | 9.01 %         |
| <b>Total</b> | <b>28.44</b> | <b>24.98 %</b> |

### KL-SOUTH

| Property     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| In-Stove     | 12.17        | 71.77 %        |
| Stab-HA      | 2.91         | 87.95 %        |
| Air-Cool     | 2.29         | 58.06 %        |
| Fan          | 0.59         | 19.09 %        |
| Stab-HA2     | 0.30         | 76.89 %        |
| Gas-Stov     | 0.26         | 8.12 %         |
| W.Heater     | 0.19         | 43.22 %        |
| Stab-AV      | 0.19         | 87.07 %        |
| Mixie        | 0.07         | 1.41 %         |
| <b>Total</b> | <b>18.96</b> | <b>51.53 %</b> |

| Branch *     | MTD Sales L  | Brand Share %  |
|--------------|--------------|----------------|
| <b>Total</b> | <b>18.96</b> | <b>51.53 %</b> |

**KL-NORTH**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| In-Stove | 7.75        | 83.07 %       |
| Stab-HA  | 2.47        | 96.13 %       |
| Air-Cool | 0.69        | 31.22 %       |
| Inverter | 0.52        | 100.00 %      |
| Stab-HA2 | 0.36        | 96.68 %       |
| Fan      | 0.30        | 9.45 %        |
| W.Heater | 0.18        | 29.05 %       |
| Stab-AV  | 0.13        | 93.44 %       |
| Gas-Stov | 0.06        | 0.62 %        |
| Mixie    | 0.03        | 0.53 %        |
| Total    | 12.49       | 36.22 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Total    | 12.49       | 36.22 %       |