Market Share Analysis

Pallak Goyal

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## Methodology

* Only Category 1 and Category 3 beneficiaries were considered.
* The consolidated statements contain the total sales of all goods sold by the company. These goods differ even at the two digit level. Therefore sales data was taken from the Standalone annual financial statements.
* For each year the respective two digit nic classification was considered for determination of market share.
* The market share was calculated by dividing the total sales of goods of that company by the total sales of goods of all companies that were at the same two-digit classification.
* For the years when sales were not available the data point was dropped and calculations were done.
* The beneficiaries were classified as micro, small, medium and large following the revised turnover definition by the Ministry of Micro, Small and Medium Enterprises. Under this method, turnover less than or equal to 5 crore is classified as micro, above 5 crore but less than or equal to 50 crore is classified as small and above 50 crore but less than or equal to 250 crore is classified as medium.

## Heat Maps of Market Shares

* The heat maps are drawn using a scaling at the enterprise level.

     