

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	46,452.93	46,452.93	37,530.02	8,922.90	23.78%
Gross Profit	3,716.23	3,716.23	3,002.40	713.83	23.78%
Direct Expenses	2.66	2.66	-70.28	72.94	-103.79%
Employee Cost	451.46	451.46	550.17	-98.71	-17.94%
Power Cost	2.96	2.96	3.70	-0.75	-20.14%
Advertisement	324.89	324.89	390.55	-65.66	-16.81%
Rent	794.05	794.05	64.91	729.14	1123.32%
Finance Cost	577.59	577.59	734.26	-156.67	-21.34%
Other Expenses	86.95	86.95	122.56	-35.60	-29.05%
Total Expenses	2,240.57	2,240.57	1,795.88	444.69	24.76%
Net Profit	1,475.66	1,475.66	1,206.52	269.14	22.31%

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	HO01 Credit Card Commission Charges	0.00	0.00	0.00	0.00%
	HO01 Discount Allowed	3.86	2.66	-1.20	-31.00%
	SSSA Credit Card Commission Charges	0.06	0.00	-0.06	-100.00%
	CHB2 Freight Outward	0.40	0.00	-0.40	-100.00%
	SHUB Freight Outward	0.30	0.00	-0.30	-100.00%
	S3HB Freight Outward	0.04	0.00	-0.04	-100.00%
	S2HB Freight Outward	3.25	0.00	-3.25	-100.00%
	HO01 Discount Allowed Finance	-78.74	0.00	78.74	-100.00%
	WHUP Freight Outward	0.56	0.00	-0.56	-100.00%
	Total	-70.28	2.66	72.94	-103.79%
	Detail	Last Year	Current Period	Variance	Variance %
	HO Staff Medical Expense	0.08	0.71	0.63	744.77%
	Staff Room Rent	2.28	6.89	4.61	202.06%
	HO Salary to Admin Staff	47.22	72.89	25.67	54.36%
	HO PF to Admin Staff	2.54	3.23	0.69	27.14%
	Salary to Superannuation Staff	12.45	15.67	3.22	25.87%
	HO01 - ESI to Other Staff	0.40	0.50	0.10	24.49%
	Incentive to Directors	93.04	102.63	9.59	10.31%
	SSSA Incentive to Admin Staff	0.11	0.11	0.00	1.59%
	S2HB ESI to Admin Staff	0.00	0.02	0.02	0.00%
	MHUB Incentive on Sales	0.00	0.00	0.00	0.00%
	MSWH Incentive on Sales	0.00	0.00	0.00	0.00%
	Directors Salary	132.00	132.00	0.00	0.00%
	S2HB PF to Admin Staff	0.00	0.11	0.11	0.00%

info : Values in Lacs period from 1 Oct 2025 to 31 Oct 2025

## Employee Cost

MHUB Water Expense	0.00	0.03	0.03	0.00%
WHUB Staff Welfare Expense	0.00	0.25	0.25	0.00%
GHUB Incentive on Sales	0.00	0.00	0.00	0.00%
WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
S2HB Salary to Admin Staff	0.00	1.08	1.08	0.00%
MHUB Watch & Ward Expense	0.00	0.26	0.26	0.00%
HO Meals Expense	0.00	0.04	0.04	0.00%
SSSA Salary to Admin Staff	0.60	0.50	-0.09	-15.48%
SSSA PF to Admin Staff	0.07	0.05	-0.02	-23.36%
HO Watch & Ward Expense	0.34	0.17	-0.17	-49.89%
SSSA ESI to Admin Staff	0.02	0.01	-0.01	-51.03%
HO01 Incentive to Admin Staff	235.34	110.63	-124.72	-52.99%
HO Water Expense	0.20	0.09	-0.11	-54.53%
HO Staff Welfare Expense	8.33	3.54	-4.79	-57.52%
WHUB Water Expense	0.03	0.00	-0.03	-100.00%
S3HB Salary to Admin Staff	0.29	0.00	-0.29	-100.00%
WHUP Salary to Admin Staff	2.29	0.00	-2.29	-100.00%
WHUP Watch & Ward Expense	0.16	0.00	-0.16	-100.00%
S3HB Incentive to Admin Staff	0.08	0.00	-0.08	-100.00%
WHUP ESI to Admin Staff	0.06	0.00	-0.06	-100.00%
S3HB PF to Admin Staff	0.02	0.00	-0.02	-100.00%
SNHB Watch & Ward Expense	0.23	0.00	-0.23	-100.00%
WHUP Water Expense	0.09	0.00	-0.09	-100.00%
SSSA Batta & Commission	0.44	0.00	-0.44	-100.00%
WHUP Staff Welfare Expense	0.53	0.00	-0.53	-100.00%
HO Batta & Commission	9.30	0.00	-9.30	-100.00%
WHUP PF to Admin Staff	0.26	0.00	-0.26	-100.00%
WHUP Incentive to Admin Staff	1.32	0.00	-1.32	-100.00%
<b>Total</b>	<b>550.17</b>	<b>451.46</b>	<b>-98.71</b>	<b>-17.94%</b>

## Power Cost

Detail	Last Year	Current Period	Variance	Variance %
HO Lighting	3.61	2.96	-0.65	-17.95%
HO Diesel Generator	0.07	0.00	-0.07	-100.00%
SNHB Lighting	0.03	0.00	-0.03	-100.00%
<b>Total</b>	<b>3.70</b>	<b>2.96</b>	<b>-0.75</b>	<b>-20.14%</b>

## Advertisement

Detail	Last Year	Current Period	Variance	Variance %
Advertisement Activity BTL	0.42	5.82	5.41	1298.29%
Advertisement Event	10.72	64.16	53.43	498.29%
Advertisement Campaign	26.71	42.43	15.72	58.85%
Advertisement Digital	39.70	51.41	11.71	29.50%
Advertisement Television	292.62	245.14	-47.47	-16.22%
Advertisement Budget Recovery From Suppliers	-162.49	-128.48	34.01	-20.93%
Advertisement Anniversary	6.79	4.44	-2.36	-34.70%
Advertisement Other Expenses	0.75	0.25	-0.50	-66.67%
Advertisement Newspaper	119.90	34.16	-85.74	-71.51%
Advertisement Branch Opening	8.10	1.31	-6.79	-83.84%
Advertisement Outdoor Media	45.41	4.26	-41.14	-90.61%
Credit Card Commission	0.00	0.00	0.00	-100.00%
HO01 Advertisement Expenses	1.93	0.00	-1.93	-100.00%
<b>Total</b>	<b>390.55</b>	<b>324.89</b>	<b>-65.66</b>	<b>-16.81%</b>

## Rent

Detail	Last Year	Current Period	Variance	Variance %
VIJAYAWADA-01	1.00	107.19	106.19	10618.71%
SOUTH-03	2.40	82.06	79.67	3326.07%
WEST-02	1.74	58.00	56.27	3238.33%
CHENNAI-02	2.55	71.83	69.28	2714.17%
WEST-01	4.10	76.61	72.52	1770.46%
TIRUPATI-01	4.35	78.75	74.40	1710.38%
TRICHY-01	4.97	60.16	55.19	1110.27%
SOUTH-01	5.42	52.82	47.41	875.24%
CHENNAI-01	14.96	124.56	109.59	732.54%
NORTH ARCOT	4.58	33.23	28.65	625.58%
SOUTH ARCOT	5.27	29.81	24.54	466.18%
KL-SOUTH	0.00	7.10	7.10	0.00%
HO01	13.59	11.92	-1.67	-12.26%
<b>Total</b>	<b>64.91</b>	<b>794.05</b>	<b>729.14</b>	<b>1123.32%</b>

## Finance Cost

Detail	Last Year	Current Period	Variance	Variance %
Bank Charges	0.47	4.72	4.25	896.54%
Bank Interest Against CC	248.75	360.81	112.06	45.05%
Bank interest for Term Loan a/c	125.80	117.50	-8.29	-6.59%
Interest on Car & Property Loan	15.76	14.37	-1.40	-8.87%
Bank Loan Processing charges	27.71	20.15	-7.56	-27.28%
Bank Interest Working Capital	92.54	60.04	-32.51	-35.12%
CD Recovery From Suppliers	-51.76	0.00	51.76	-100.00%
Interest on Lease Liabilities	274.99	0.00	-274.99	-100.00%
<b>Total</b>	<b>734.26</b>	<b>577.59</b>	<b>-156.67</b>	<b>-21.34%</b>

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Other Expenses	Detail	Last Year	Current Period	Variance	Variance %
	MISCELLANEOUS EXPENSES	1.50	2.65	1.15	76.33%
	POSTAGE & TELEGRAMS	0.04	0.05	0.01	28.52%
	PRINTING & STATIONARY	0.37	0.41	0.04	11.24%
	COMPUTER EXPENSES	0.26	0.25	0.00	-1.84%
	MAINTENANCE & EXPENSES	5.18	4.96	-0.22	-4.21%
	ADMINISTRATION EXPENSES	90.10	77.91	-12.19	-13.53%
	TELEPHONE EXPENSES	1.83	0.71	-1.12	-61.35%
	DIESEL & PETROL	0.40	0.11	-0.29	-72.39%
	TRAVELLING EXPENSES	14.02	1.90	-12.12	-86.46%
	VEHICLE SPARES & SERVICE	0.70	0.00	-0.70	-100.00%
	INSURANCE	8.16	-2.00	-10.16	-124.52%
	Total	122.56	86.95	-35.60	-29.05%