

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	2,519.65	18,897.35	21,996.09	-3,098.73	-14.09%
Gross Profit	201.57	1,511.79	1,759.69	-247.90	-14.09%
Direct Expenses	0.10	0.10	-60.53	60.63	-100.17%
Employee Cost	233.11	233.11	443.04	-209.93	-47.38%
Power Cost	0.00	0.00	3.62	-3.62	-100.00%
Advertisement	306.82	306.82	153.15	153.67	100.34%
Rent	786.53	786.53	64.60	721.93	1117.62%
Finance Cost	552.87	552.87	681.89	-129.02	-18.92%
Other Expenses	20.55	20.55	89.76	-69.21	-77.11%
Total Expenses	1,899.97	1,899.97	1,375.54	524.44	38.13%
Net Profit	-1,698.40	-388.19	384.15	-772.34	-201.05%

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	HO01 Discount Allowed	3.94	0.10	-3.84	-97.43%
	HO01 Discount Allowed Finance	-67.02	0.00	67.02	-100.00%
	SHUB Freight Outward	0.01	0.00	-0.01	-100.00%
	MHUB Freight Outward	0.00	0.00	0.00	-100.00%
	S2HB Freight Outward	0.64	0.00	-0.64	-100.00%
	S3HB Freight Outward	1.91	0.00	-1.91	-100.00%
	Total	-60.53	0.10	60.63	-100.17%

info : Values in Lacs period from 1 Nov 2025 to 4 Nov 2025

Employee Cost

Detail	Last Year	Current Period	Variance	Variance %
Staff Room Rent	2.28	6.89	4.61	202.06%
HO PF to Admin Staff	2.63	3.23	0.59	22.43%
HO Salary to Admin Staff	55.81	67.34	11.54	20.67%
HO01 - ESI to Other Staff	0.41	0.49	0.08	18.30%
GHUB Incentive on Sales	0.00	0.00	0.00	0.00%
MSWH Incentive on Sales	0.00	0.00	0.00	0.00%
S2HB Salary to Admin Staff	0.00	1.08	1.08	0.00%
S2HB ESI to Admin Staff	0.00	0.02	0.02	0.00%
S2HB PF to Admin Staff	0.00	0.11	0.11	0.00%
Directors Salary	132.00	132.00	0.00	0.00%
WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
MHUB Watch & Ward Expense	0.00	0.26	0.26	0.00%
MHUB Incentive on Sales	0.00	0.00	0.00	0.00%
HO Water Expense	0.08	0.07	-0.01	-9.55%
SSSA Salary to Admin Staff	0.58	0.50	-0.08	-13.64%
SSSA PF to Admin Staff	0.07	0.05	-0.01	-21.49%
HO Watch & Ward Expense	0.34	0.26	-0.08	-23.90%
HO Staff Medical Expense	0.11	0.08	-0.03	-29.82%
SSSA ESI to Admin Staff	0.02	0.01	-0.01	-49.95%
HO01 Incentive to Admin Staff	157.02	20.64	-136.39	-86.86%
HO Staff Welfare Expense	13.19	0.03	-13.16	-99.80%
SSSA Batta & Commission	0.18	0.00	-0.18	-100.00%
S3HB PF to Admin Staff	0.02	0.00	-0.02	-100.00%
WHUP ESI to Admin Staff	0.06	0.00	-0.06	-100.00%
WHUP PF to Admin Staff	0.26	0.00	-0.26	-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%
Salary to Superannuation Staff	12.58	0.00	-12.58	-100.00%
WHUP Watch & Ward Expense	0.16	0.00	-0.16	-100.00%
SNHB Watch & Ward Expense	0.23	0.00	-0.23	-100.00%
HO Batta & Commission	13.42	0.00	-13.42	-100.00%
Incentive to Directors	48.43	0.00	-48.43	-100.00%
WHUP Water Expense	0.07	0.00	-0.07	-100.00%
WHUP Staff Welfare Expense	0.43	0.00	-0.43	-100.00%
WHUB Water Expense	0.02	0.00	-0.02	-100.00%
Total	443.04	233.11	-209.93	-47.38%

Power Cost	Detail	Last Year	Current Period	Variance	Variance %
	HO Lighting	2.88	0.00	-2.88	-100.00%
	CHB2 Lighting	0.57	0.00	-0.57	-100.00%
	WHUB Lighting	0.17	0.00	-0.17	-100.00%
	Total	3.62	0.00	-3.62	-100.00%
Advertisement	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Anniversary	0.50	19.92	19.42	3903.96%
	Advertisement Branch Opening	1.58	8.06	6.48	410.54%
	Advertisement Campaign	8.49	30.35	21.86	257.55%
	Advertisement Television	77.29	141.30	64.01	82.82%
	Advertisement Outdoor Media	5.66	7.19	1.53	27.11%
	Advertisement Newspaper	139.14	82.37	-56.78	-40.81%
	Advertisement Digital	40.21	17.38	-22.83	-56.78%
	Advertisement Event	7.69	0.26	-7.43	-96.63%
	Advertisement Budget Recovery From Suppliers	-128.68	0.00	128.68	-100.00%
	HO01 Advertisement Expenses	1.03	0.00	-1.03	-100.00%
	Advertisement Activity BTL	0.01	0.00	-0.01	-100.00%
	Advertisement Other Expenses	0.25	0.00	-0.25	-100.00%
	Total	153.15	306.82	153.67	100.34%
Rent	Detail	Last Year	Current Period	Variance	Variance %
	VIJAYAWADA-01	1.00	104.94	103.94	10393.71%
	SOUTH-03	2.40	82.06	79.67	3326.07%
	WEST-02	1.74	58.05	56.31	3240.72%
	CHENNAI-02	2.30	71.79	69.49	3018.17%
	WEST-01	4.07	76.70	72.63	1784.90%
	CHENNAI-01	7.81	117.15	109.34	1400.32%
	TRICHY-01	4.97	60.88	55.91	1124.72%
	SOUTH-01	5.42	52.94	47.53	877.47%
	NORTH ARCOT	4.58	33.43	28.85	629.92%
	TIRUPATI-01	12.15	78.75	66.60	548.16%
	SOUTH ARCOT	5.27	29.81	24.54	466.18%
	HO01	12.90	12.92	0.02	0.16%
	KL-SOUTH	0.00	7.10	7.10	0.00%
	Total	64.60	786.53	721.93	1117.62%

Finance Cost	Detail	Last Year	Current Period	Variance	Variance %
	Bank Interest Against CC	204.62	350.00	145.38	71.05%
	Bank Interest Working Capital	97.51	102.28	4.77	4.89%
	Bank interest for Term Loan a/c	133.14	98.45	-34.69	-26.05%
	Interest on Car & Property Loan	16.82	2.13	-14.69	-87.32%
	Bank Charges	0.47	0.00	-0.47	-99.67%
	Interest - other (FD)	-0.04	0.00	0.04	-100.00%
	Interest on Lease Liabilities	282.40	0.00	-282.40	-100.00%
	Bank Loan Processing charges	6.00	0.00	-6.00	-100.00%
	CD Recovery From Suppliers	-59.04	0.00	59.04	-100.00%
	Total	681.89	552.87	-129.02	-18.92%
Other Expenses	Detail	Last Year	Current Period	Variance	Variance %
	COMPUTER EXPENSES	0.03	0.04	0.02	56.51%
	VEHICLE SPARES & SERVICE	0.00	0.00	0.00	0.00%
	ADMINISTRATION EXPENSES	61.53	18.44	-43.09	-70.03%
	MISCELLANEOUS EXPENSES	2.39	0.38	-2.01	-83.97%
	TRAVELLING EXPENSES	7.18	0.90	-6.28	-87.45%
	MAINTENANCE & EXPENSES	6.64	0.78	-5.86	-88.22%
	DIESEL & PETROL	0.41	0.00	-0.41	-100.00%
	TELEPHONE EXPENSES	1.77	0.00	-1.77	-100.00%
	INSURANCE	9.69	0.00	-9.69	-100.00%
	POSTAGE & TELEGRAMS	0.03	0.00	-0.03	-100.00%
	PRINTING & STATIONARY	0.09	0.00	-0.09	-100.00%
	Total	89.76	20.55	-69.21	-77.11%