

| Variance % Color Coding | High Risk | Risk       | Fair      | Good      | New        |
|-------------------------|-----------|------------|-----------|-----------|------------|
| Heads                   | Values    | Projection | Last Year | Variance  | Variance % |
| Sales                   | 3,798.62  | 18,993.09  | 25,419.48 | -6,426.39 | -25.28%    |
| Gross Profit            | 303.89    | 1,519.45   | 2,033.56  | -514.11   | -25.28%    |
| Direct Expenses         | 3.23      | 3.23       | -49.91    | 53.14     | -106.48%   |
| Employee Cost           | 230.86    | 230.86     | 460.65    | -229.80   | -49.89%    |
| Power Cost              | 0.16      | 0.16       | 5.63      | -5.47     | -97.14%    |
| Advertisement           | -10.58    | -10.58     | -45.86    | 35.27     | -76.92%    |
| Rent                    | 769.73    | 769.73     | 613.46    | 156.27    | 25.47%     |
| Finance Cost            | 508.10    | 508.10     | 420.44    | 87.67     | 20.85%     |
| Other Expenses          | 27.21     | 27.21      | 102.10    | -74.89    | -73.35%    |
| Total Expenses          | 1,528.71  | 1,528.71   | 1,506.52  | 22.19     | 1.47%      |
| Net Profit              | -1,224.82 | -9.26      | 527.04    | -536.30   | -101.76%   |

| Direct Expenses | Detail                              | Last Year | Current Period | Variance | Variance % |
|-----------------|-------------------------------------|-----------|----------------|----------|------------|
|                 | S2HB Freight Outward                | 0.00      | 2.96           | 2.96     | 0.00%      |
|                 | HO01 Discount Allowed               | 3.53      | 0.27           | -3.26    | -92.37%    |
|                 | SSSA Credit Card Commission Charges | 0.00      | 0.00           | 0.00     | -100.00%   |
|                 | MHUB Discount Allowed               | 1.55      | 0.00           | -1.55    | -100.00%   |
|                 | HO01 Discount Allowed Finance       | -56.38    | 0.00           | 56.38    | -100.00%   |
|                 | WHUP Freight Outward                | 0.94      | 0.00           | -0.94    | -100.00%   |
|                 | S3HB Freight Outward                | 0.21      | 0.00           | -0.21    | -100.00%   |
|                 | SHUB Freight Outward                | 0.14      | 0.00           | -0.14    | -100.00%   |
|                 | CHB2 Freight Outward                | 0.09      | 0.00           | -0.09    | -100.00%   |
|                 | Total                               | -49.91    | 3.23           | 53.14    | -106.48%   |

|  | Employee Cost                  |           |                |          |            |
|--|--------------------------------|-----------|----------------|----------|------------|
|  | Detail                         | Last Year | Current Period | Variance | Variance % |
|  | Staff Room Rent                | 2.28      | 6.89           | 4.61     | 202.06%    |
|  | HO Salary to Admin Staff       | 46.66     | 66.13          | 19.47    | 41.73%     |
|  | HO PF to Admin Staff           | 2.50      | 3.15           | 0.66     | 26.25%     |
|  | HO01 - ESI to Other Staff      | 0.39      | 0.49           | 0.10     | 26.12%     |
|  | SSSA Salary to Admin Staff     | 0.60      | 0.65           | 0.05     | 7.55%      |
|  | GHUB 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%      |
|  | WHUP Staff Room Rent           | 0.06      | 0.06           | 0.00     | 0.00%      |
|  | MHUB Watch & Ward Expense      | 0.00      | 0.23           | 0.23     | 0.00%      |
|  | MHUB Incentive on Sales        | 0.00      | 0.00           | 0.00     | 0.00%      |
|  | HO PF to Sales Staff           | 0.00      | 0.00           | 0.00     | 0.00%      |
|  | SSSA PF to Admin Staff         | 0.07      | 0.07           | 0.00     | -0.43%     |
|  | SSSA ESI to Admin Staff        | 0.02      | 0.01           | -0.01    | -27.81%    |
|  | HO Watch & Ward Expense        | 0.34      | 0.23           | -0.11    | -32.68%    |
|  | HO Water Expense               | 0.13      | 0.05           | -0.08    | -60.31%    |
|  | HO01 Incentive to Admin Staff  | 146.88    | 20.64          | -126.24  | -85.95%    |
|  | HO Staff Medical Expense       | 1.58      | 0.08           | -1.50    | -94.94%    |
|  | HO Staff Welfare Expense       | 8.36      | 0.18           | -8.18    | -97.83%    |
|  | 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          | 12.31     | 0.00           | -12.31   | -100.00%   |
|  | Incentive to Directors         | 89.57     | 0.00           | -89.57   | -100.00%   |
|  | Salary to Superannuation Staff | 12.45     | 0.00           | -12.45   | -100.00%   |
|  | WHUP Staff Welfare Expense     | 0.42      | 0.00           | -0.42    | -100.00%   |
|  | WHUP Water Expense             | 0.09      | 0.00           | -0.09    | -100.00%   |
|  | WHUB Water Expense             | 0.02      | 0.00           | -0.02    | -100.00%   |
|  | SSSA Batta & Commission        | 0.62      | 0.00           | -0.62    | -100.00%   |
|  | S3HB PF to Admin Staff         | 0.02      | 0.00           | -0.02    | -100.00%   |
|  | WHUP PF to Admin Staff         | 0.26      | 0.00           | -0.26    | -100.00%   |
|  | WHUP ESI to Admin Staff        | 0.06      | 0.00           | -0.06    | -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%   |
|  | Total                          | 460.65    | 230.86         | -229.80  | -49.89%    |
|  | Power Cost                     |           |                |          |            |
|  | Detail                         | Last Year | Current Period | Variance | Variance % |
|  | HO Lighting                    | 4.71      | 0.16           | -4.54    | -96.58%    |
|  | CHB2 Lighting                  | 0.54      | 0.00           | -0.54    | -100.00%   |
|  | WHUP Lighting                  | 0.33      | 0.00           | -0.33    | -100.00%   |
|  | SNHB Lighting                  | 0.06      | 0.00           | -0.06    | -100.00%   |
|  | Total                          | 5.63      | 0.16           | -5.47    | -97.14%    |

## Advertisement

| Detail                                       | Last Year     | Current Period | Variance     | Variance %     |
|----------------------------------------------|---------------|----------------|--------------|----------------|
| Advertisement Budget Recovery From Suppliers | -376.08       | -10.58         | 365.50       | -97.19%        |
| SSSA Advertisement Expenses                  | 4.56          | 0.00           | -4.56        | -100.00%       |
| Advertisement Branch Opening                 | 3.66          | 0.00           | -3.66        | -100.00%       |
| Advertisement Event                          | 23.52         | 0.00           | -23.52       | -100.00%       |
| Advertisement Campaign                       | 40.08         | 0.00           | -40.08       | -100.00%       |
| Advertisement Television                     | 163.95        | 0.00           | -163.95      | -100.00%       |
| Advertisement Newspaper                      | 65.65         | 0.00           | -65.65       | -100.00%       |
| Advertisement Anniversary                    | 10.47         | 0.00           | -10.47       | -100.00%       |
| Advertisement Digital                        | 7.59          | 0.00           | -7.59        | -100.00%       |
| Advertisement Outdoor Media                  | 10.74         | 0.00           | -10.74       | -100.00%       |
| <b>Total</b>                                 | <b>-45.86</b> | <b>-10.58</b>  | <b>35.27</b> | <b>-76.92%</b> |

## Rent

| Detail        | Last Year     | Current Period | Variance      | Variance %    |
|---------------|---------------|----------------|---------------|---------------|
| VIJAYAWADA-01 | 35.70         | 106.67         | 70.97         | 198.81%       |
| TRICHY-01     | 40.44         | 58.33          | 17.89         | 44.23%        |
| TIRUPATI-01   | 59.76         | 78.25          | 18.48         | 30.92%        |
| WEST-02       | 45.28         | 57.29          | 12.01         | 26.52%        |
| SOUTH-03      | 65.10         | 77.22          | 12.12         | 18.62%        |
| WEST-01       | 62.71         | 74.32          | 11.61         | 18.51%        |
| SOUTH-01      | 41.16         | 48.21          | 7.05          | 17.12%        |
| CHENNAI-01    | 103.83        | 116.80         | 12.97         | 12.49%        |
| SOUTH ARCOT   | 25.72         | 28.20          | 2.48          | 9.64%         |
| NORTH ARCOT   | 31.32         | 32.73          | 1.41          | 4.50%         |
| CHENNAI-02    | 70.58         | 71.70          | 1.12          | 1.59%         |
| KL-SOUTH      | 0.00          | 7.10           | 7.10          | 0.00%         |
| HO01          | 31.86         | 12.92          | -18.94        | -59.45%       |
| <b>Total</b>  | <b>613.46</b> | <b>769.73</b>  | <b>156.27</b> | <b>25.47%</b> |

## Finance Cost

| Detail                          | Last Year     | Current Period | Variance     | Variance %    |
|---------------------------------|---------------|----------------|--------------|---------------|
| Bank Loan Processing charges    | 4.25          | 10.00          | 5.75         | 135.29%       |
| Bank Interest Against CC        | 181.10        | 329.05         | 147.95       | 81.69%        |
| Interest on Car & Property Loan | 16.47         | 11.63          | -4.85        | -29.42%       |
| Bank interest for Term Loan a/c | 131.29        | 85.48          | -45.81       | -34.89%       |
| Bank Interest Working Capital   | 137.52        | 71.91          | -65.61       | -47.71%       |
| Bank Charges                    | 0.30          | 0.03           | -0.27        | -90.96%       |
| CD Recovery From Suppliers      | -49.51        | 0.00           | 49.51        | -100.00%      |
| Interest - other (FD)           | -1.00         | 0.00           | 1.00         | -100.00%      |
| <b>Total</b>                    | <b>420.44</b> | <b>508.10</b>  | <b>87.67</b> | <b>20.85%</b> |

info : Values in Lacs period from 1 Sep 2025 to 6 Sep 2025

| Other Expenses | Detail                   | Last Year | Current Period | Variance | Variance % |
|----------------|--------------------------|-----------|----------------|----------|------------|
|                | TELEPHONE EXPENSES       | 2.11      | 2.01           | -0.10    | -4.94%     |
|                | MAINTENANCE & EXPENSES   | 7.16      | 4.90           | -2.26    | -31.57%    |
|                | ADMINISTRATION EXPENSES  | 77.11     | 18.95          | -58.15   | -75.42%    |
|                | MISCELLANEOUS EXPENSES   | 2.34      | 0.47           | -1.87    | -79.93%    |
|                | TRAVELLING EXPENSES      | 5.08      | 0.88           | -4.20    | -82.60%    |
|                | COMPUTER EXPENSES        | 0.17      | 0.00           | -0.17    | -100.00%   |
|                | POSTAGE & TELEGRAMS      | 0.03      | 0.00           | -0.03    | -100.00%   |
|                | DIESEL & PETROL          | -0.37     | 0.00           | 0.37     | -100.00%   |
|                | PRINTING & STATIONARY    | 0.24      | 0.00           | -0.24    | -100.00%   |
|                | INSURANCE                | 8.16      | 0.00           | -8.16    | -100.00%   |
|                | VEHICLE SPARES & SERVICE | 0.07      | 0.00           | -0.07    | -100.00%   |
|                | Total                    | 102.10    | 27.21          | -74.89   | -73.35%    |