

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	7,232.43	30,996.12	21,996.09	9,000.04	40.92%
Gross Profit	578.59	2,479.69	1,759.69	720.00	40.92%
Direct Expenses	0.10	0.10	-60.53	60.63	-100.17%
Employee Cost	233.87	233.87	443.04	-209.18	-47.21%
Power Cost	0.05	0.05	3.62	-3.57	-98.54%
Advertisement	361.03	361.03	153.15	207.87	135.73%
Rent	786.28	786.28	64.60	721.68	1117.24%
Finance Cost	563.35	563.35	681.89	-118.54	-17.38%
Other Expenses	32.46	32.46	89.76	-57.31	-63.84%
<b>Total Expenses</b>	<b>1,977.13</b>	<b>1,977.13</b>	<b>1,375.54</b>	<b>601.60</b>	<b>43.74%</b>
Net Profit	-1,398.54	502.56	384.15	118.41	30.82%

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%
	<b>Total</b>	<b>-60.53</b>	<b>0.10</b>	<b>60.63</b>	<b>-100.17%</b>

info : Values in Lacs period from 1 Nov 2025 to 7 Nov 2025

## Employee Cost

Detail	Last Year	Current Period	Variance	Variance %
Staff Room Rent	2.28	6.89	4.61	202.06%
HO Watch & Ward Expense	0.34	0.52	0.18	52.21%
HO Water Expense	0.08	0.12	0.04	46.48%
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%
MHUB Watch & Ward Expense	0.00	0.52	0.52	0.00%
Directors Salary	132.00	132.00	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%
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%
HO Meals Expense	0.00	0.17	0.17	0.00%
MHUB Incentive on Sales	0.00	0.00	0.00	0.00%
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 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	0.05	-13.14	-99.61%
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%
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%
<b>Total</b>	<b>443.04</b>	<b>233.87</b>	<b>-209.18</b>	<b>-47.21%</b>

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	Detail	Last Year	Current Period	Variance	Variance %
Power Cost	HO Lighting	2.88	0.05	-2.83	-98.16%
	CHB2 Lighting	0.57	0.00	-0.57	-100.00%
	WHUB Lighting	0.17	0.00	-0.17	-100.00%
	<b>Total</b>	<b>3.62</b>	<b>0.05</b>	<b>-3.57</b>	<b>-98.54%</b>
Advertisement	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Activity BTL	0.01	12.09	12.08	165163.68%
	Advertisement Anniversary	0.50	22.11	21.62	4345.30%
	Advertisement Branch Opening	1.58	9.87	8.30	525.45%
	Advertisement Campaign	8.49	22.35	13.86	163.33%
	Advertisement Television	77.29	141.30	64.01	82.82%
	Advertisement Outdoor Media	5.66	7.19	1.53	27.11%
	Advertisement Digital	40.21	46.11	5.91	14.69%
	Advertisement Newspaper	139.14	99.74	-39.41	-28.32%
	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 Other Expenses	0.25	0.00	-0.25	-100.00%
<b>Total</b>	<b>153.15</b>	<b>361.03</b>	<b>207.87</b>	<b>135.73%</b>	
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%
	KL-SOUTH	0.00	7.10	7.10	0.00%
	HO01	12.90	12.67	-0.23	-1.78%
	<b>Total</b>	<b>64.60</b>	<b>786.28</b>	<b>721.68</b>	<b>1117.24%</b>

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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%
	Interest on Car & Property Loan	16.82	12.56	-4.26	-25.35%
	Bank interest for Term Loan a/c	133.14	98.45	-34.69	-26.05%
	Bank Charges	0.47	0.06	-0.41	-87.41%
	CD Recovery From Suppliers	-59.04	0.00	59.04	-100.00%
	Bank Loan Processing charges	6.00	0.00	-6.00	-100.00%
	Interest - other (FD)	-0.04	0.00	0.04	-100.00%
	Interest on Lease Liabilities	282.40	0.00	-282.40	-100.00%
<b>Total</b>	<b>681.89</b>	<b>563.35</b>	<b>-118.54</b>	<b>-17.38%</b>	
Other Expenses	Detail	Last Year	Current Period	Variance	Variance %
	COMPUTER EXPENSES	0.03	0.04	0.02	56.51%
	DIESEL & PETROL	0.41	0.48	0.07	16.64%
	VEHICLE SPARES & SERVICE	0.00	0.00	0.00	0.00%
	TELEPHONE EXPENSES	1.77	1.10	-0.67	-38.09%
	ADMINISTRATION EXPENSES	61.53	27.94	-33.59	-54.60%
	PRINTING & STATIONARY	0.09	0.04	-0.06	-62.02%
	MISCELLANEOUS EXPENSES	2.39	0.68	-1.71	-71.46%
	TRAVELLING EXPENSES	7.18	1.01	-6.16	-85.88%
	MAINTENANCE & EXPENSES	6.64	0.88	-5.77	-86.79%
	INSURANCE	9.69	0.29	-9.39	-96.96%
	POSTAGE & TELEGRAMS	0.03	0.00	-0.03	-100.00%
<b>Total</b>	<b>89.76</b>	<b>32.46</b>	<b>-57.31</b>	<b>-63.84%</b>	