

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	22,476.93	63,344.07	34,077.67	29,266.40	85.88%
Gross Profit	1,798.15	5,067.53	2,726.21	2,341.31	85.88%
Direct Expenses	4.91	4.91	-93.95	98.86	-105.23%
Employee Cost	243.48	243.48	543.17	-299.70	-55.17%
Power Cost	0.00	0.00	4.31	-4.31	-100.00%
Advertisement	5.21	5.21	551.90	-546.69	-99.06%
Rent	880.16	880.16	43.56	836.60	1920.74%
Finance Cost	528.25	528.25	824.50	-296.24	-35.93%
Other Expenses	23.53	23.53	36.12	-12.60	-34.87%
<b>Total Expenses</b>	<b>1,685.54</b>	<b>1,685.54</b>	<b>1,909.61</b>	<b>-224.07</b>	<b>-11.73%</b>
Net Profit	112.61	3,381.98	816.60	2,565.38	314.15%

	Detail	Last Year	Current Period	Variance	Variance %
Direct Expenses	WHUB Freight Outward	0.00	0.00	0.00	0.00%
	S2HB Freight Outward	0.00	3.67	3.67	0.00%
	MHUB Credit Card Commission Charges	0.00	0.01	0.01	0.00%
	S2HB Credit Card Commission Charges	0.00	0.01	0.01	0.00%
	SSSA Credit Card Commission Charges	0.00	0.01	0.01	0.00%
	HO01 Credit Card Commission Charges	0.00	0.00	0.00	0.00%
	HO01 Discount Allowed	4.14	1.23	-2.91	-70.38%
	GHUB Credit Card Commission Charges	0.02	0.01	-0.02	-79.26%
	HO01 Discount Allowed Finance	-98.11	0.00	98.11	-100.00%
	<b>Total</b>	<b>-93.95</b>	<b>4.91</b>	<b>98.86</b>	<b>-105.23%</b>

	Employee Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	MHUB Watch & Ward Expense	0.23	0.26	0.03	13.04%
	Staff Room Rent	6.82	6.91	0.09	1.32%
	HO Salary to Admin Staff	72.80	73.43	0.63	0.87%
	WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
	Directors Salary	132.00	132.00	0.00	0.00%
	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	1.13	1.13	0.00%
	SSSA Salary to Admin Staff	0.65	0.52	-0.12	-19.13%
	HO Watch & Ward Expense	0.36	0.26	-0.10	-28.53%
	HO Water Expense	0.21	0.10	-0.12	-54.53%
	HO Staff Welfare Expense	2.47	0.42	-2.05	-83.13%
	HO01 Incentive to Admin Staff	248.69	28.14	-220.55	-88.69%
	HO Staff Medical Expense	3.66	0.26	-3.40	-92.89%
	S2HB Watch & Ward Expense	0.27	0.00	-0.27	-100.00%
	Incentive to Directors	47.51	0.00	-47.51	-100.00%
	WHUP Staff Welfare Expense	0.24	0.00	-0.24	-100.00%
	HO Batta & Commission	9.72	0.00	-9.72	-100.00%
	WHUB Water Expense	0.02	0.00	-0.02	-100.00%
	WHUP Water Expense	0.09	0.00	-0.09	-100.00%
	WHUB Staff Welfare Expense	0.07	0.00	-0.07	-100.00%
	MHUB Staff Welfare Expense	0.53	0.00	-0.53	-100.00%
	MHUB Water Expense	0.03	0.00	-0.03	-100.00%
	HO01 - ESI to Other Staff	0.51	0.00	-0.51	-100.00%
	SSSA ESI to Admin Staff	0.01	0.00	-0.01	-100.00%
	HO PF to Admin Staff	3.24	0.00	-3.24	-100.00%
	SSSA PF to Admin Staff	0.07	0.00	-0.07	-100.00%
	Salary to Superannuation Staff	12.91	0.00	-12.91	-100.00%
	<b>Total</b>	<b>543.17</b>	<b>243.48</b>	<b>-299.70</b>	<b>-55.17%</b>
	Power Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	HO Lighting	4.10	0.00	-4.10	-100.00%
	WHUB Lighting	0.16	0.00	-0.16	-100.00%
	HO Diesel Generator	0.05	0.00	-0.05	-100.00%
	<b>Total</b>	<b>4.31</b>	<b>0.00</b>	<b>-4.31</b>	<b>-100.00%</b>

## Advertisement

Detail	Last Year	Current Period	Variance	Variance %
Sales Promotion Expenses	0.00	0.00	0.00	0.00%
HO01 Advertisement Expenses	0.17	0.16	-0.01	-6.72%
Advertisement Outdoor Media	4.87	4.35	-0.52	-10.62%
Advertisement Digital	107.64	0.60	-107.04	-99.44%
Advertisement Newspaper	128.53	0.10	-128.43	-99.92%
Advertisement Branch Opening	28.34	0.00	-28.34	-100.00%
Advertisement Anniversary	15.63	0.00	-15.63	-100.00%
Advertisement Activity BTL	2.23	0.00	-2.23	-100.00%
Advertisement Television	283.11	0.00	-283.11	-100.00%
Advertisement Campaign	3.90	0.00	-3.90	-100.00%
Advertisement Event	36.68	0.00	-36.68	-100.00%
Advertisement Budget Recovery From Suppliers	-59.19	0.00	59.19	-100.00%
<b>Total</b>	<b>551.90</b>	<b>5.21</b>	<b>-546.69</b>	<b>-99.06%</b>

## Rent

Detail	Last Year	Current Period	Variance	Variance %
SOUTH-03	0.11	87.10	86.99	80925.68%
WEST-02	0.19	60.31	60.12	31683.45%
CHENNAI-01	1.07	133.35	132.28	12308.29%
TIRUPATI-01	1.50	83.63	82.13	5475.52%
WEST-01	1.40	76.70	75.29	5363.31%
CHENNAI-02	4.32	86.80	82.48	1910.35%
SOUTH-01	3.72	51.61	47.89	1288.62%
TRICHY-01	5.00	64.49	59.49	1190.76%
NORTH ARCOT	2.83	34.81	31.98	1130.14%
VIJAYAWADA-01	10.50	112.06	101.56	967.27%
HO01	12.92	13.98	1.06	8.17%
SOUTH ARCOT	0.00	33.59	33.59	0.00%
KL-SOUTH	0.00	17.78	17.78	0.00%
KL-NORTH	0.00	23.96	23.96	0.00%
<b>Total</b>	<b>43.56</b>	<b>880.16</b>	<b>836.60</b>	<b>1920.74%</b>

info : Values in Lacs period from 1 May 2026 to 11 May 2026

	Finance Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	Bank Interest Against CC	228.51	343.80	115.29	50.46%
	Interest on Car & Property Loan	15.28	13.41	-1.87	-12.24%
	Bank Loan Processing charges	11.13	9.67	-1.46	-13.11%
	Bank interest for Term Loan a/c	139.83	111.46	-28.37	-20.29%
	Bank Interest Working Capital	83.97	46.87	-37.09	-44.17%
	Interest on Lease Liabilities	330.11	0.00	-330.11	-100.00%
	Guarantee Expenses	16.60	0.00	-16.60	-100.00%
	CD Recovery From Suppliers	-0.68	0.00	0.68	-100.00%
	Bank Charges	-0.24	3.04	3.28	-1349.83%
	<b>Total</b>	<b>824.50</b>	<b>528.25</b>	<b>-296.24</b>	<b>-35.93%</b>
	Other Expenses				
	Detail	Last Year	Current Period	Variance	Variance %
	COMPUTER EXPENSES	0.17	0.38	0.21	127.38%
	TRAVELLING EXPENSES	6.12	7.04	0.92	15.09%
	TELEPHONE EXPENSES	2.18	1.73	-0.46	-20.85%
	ADMINISTRATION EXPENSES	22.29	13.52	-8.77	-39.36%
	MISCELLANEOUS EXPENSES	2.65	0.84	-1.81	-68.20%
	PRINTING & STATIONARY	0.08	0.01	-0.07	-84.88%
	DIESEL & PETROL	0.38	0.00	-0.38	-100.00%
	VEHICLE SPARES & SERVICE	2.44	0.00	-2.44	-100.00%
	POSTAGE & TELEGRAMS	-0.19	0.01	0.20	-104.94%
	<b>Total</b>	<b>36.12</b>	<b>23.53</b>	<b>-12.60</b>	<b>-34.87%</b>