

Variance % Color Coding		High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %	
Sales	14,140.82	33,720.41	27,159.29	6,561.12	24.16%	
Gross Profit	1,131.27	2,697.63	2,172.74	524.89	24.16%	
Direct Expenses	0.27	0.27	-58.50	58.77	-100.46%	
Employee Cost	268.69	268.69	320.66	-51.96	-16.21%	
Power Cost	0.00	0.00	4.15	-4.15	-100.00%	
Advertisement	145.03	145.03	144.11	0.92	0.64%	
Rent	761.18	761.18	623.52	137.66	22.08%	
Finance Cost	523.42	523.42	300.92	222.51	73.94%	
Other Expenses	61.97	61.97	162.59	-100.62	-61.89%	
Total Expenses	1,760.57	1,760.57	1,497.44	263.13	17.57%	
Net Profit	-629.31	937.06	675.30	261.76	38.76%	

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	GHUB Credit Card Commission Charges	0.00	0.00	0.00	0.00%
	WHUB Freight Outward	0.00	0.00	0.00	0.00%
	HO01 Service Expenses	0.00	0.03	0.03	0.00%
	SHUB Freight Outward	0.00	0.00	0.00	0.00%
	HO01 Discount Allowed	3.55	0.24	-3.31	-93.14%
	SSSA Credit Card Commission Charges	0.01	0.00	-0.01	-100.00%
	S2HB Freight Outward	0.00	0.00	0.00	-100.00%
	Freight Recovery from Suppliers	-2.81	0.00	2.81	-100.00%
	MHUB Freight Outward	0.03	0.00	-0.03	-100.00%
	HO01 Discount Allowed Finance	-59.67	0.00	59.67	-100.00%
	WHUP Freight Outward	0.18	0.00	-0.18	-100.00%
	CHB2 Freight Outward	0.20	0.00	-0.20	-100.00%
	Total	-58.50	0.27	58.77	-100.46%

Employee Cost

Detail	Last Year	Current Period	Variance	Variance %
Staff Room Rent	2.28	6.82	4.54	198.99%
HO Staff Welfare Expense	8.10	21.30	13.20	162.97%
HO Watch & Ward Expense	0.34	0.50	0.16	45.66%
HO Salary to Admin Staff	46.78	65.43	18.66	39.88%
HO PF to Admin Staff	2.50	3.08	0.58	23.16%
HO01 - ESI to Other Staff	0.40	0.48	0.08	20.28%
HO Water Expense	0.13	0.15	0.02	12.09%
SSSA Salary to Admin Staff	0.60	0.65	0.05	7.55%
WHUB Staff Welfare Expense	0.00	0.07	0.07	0.00%
WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
MHUB Incentive on Sales	0.00	0.00	0.00	0.00%
S2HB Watch & Ward Expense	0.00	0.13	0.13	0.00%
Directors Salary	132.00	132.00	0.00	0.00%
HO HR Statutory Expenses	0.00	0.04	0.04	0.00%
MHUB Watch & Ward Expense	0.00	0.23	0.23	0.00%
MSWH Incentive on Sales	0.00	0.00	0.00	0.00%
GHUB Incentive on Sales	0.00	0.00	0.00	0.00%
SSSA PF to Admin Staff	0.07	0.07	0.00	-0.43%
WHUB Water Expense	0.02	0.02	0.00	-2.53%
HO01 Incentive to Admin Staff	49.04	37.57	-11.47	-23.38%
SSSA ESI to Admin Staff	0.02	0.01	-0.01	-27.81%
HO Staff Medical Expense	0.17	0.08	-0.09	-52.04%
Salary to Superannuation Staff	12.45	0.00	-12.45	-100.00%
S3HB Salary to Admin Staff	0.29	0.00	-0.29	-100.00%
SNHB Watch & Ward Expense	0.23	0.00	-0.23	-100.00%
Incentive to Directors	46.92	0.00	-46.92	-100.00%
WHUP PF to Admin Staff	0.26	0.00	-0.26	-100.00%
MHUB Incentive to Admin Staff	0.11	0.00	-0.11	-100.00%
S3HB PF to Admin Staff	0.02	0.00	-0.02	-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%
WHUP ESI to Admin Staff	0.06	0.00	-0.06	-100.00%
WHUP Water Expense	0.09	0.00	-0.09	-100.00%
WHUP Staff Welfare Expense	0.34	0.00	-0.34	-100.00%
HO Batta & Commission	14.94	0.00	-14.94	-100.00%
Total	320.66	268.69	-51.96	-16.21%

Power Cost	Detail	Last Year	Current Period	Variance	Variance %
	CHB2 Lighting	0.73	0.00	-0.73	-100.00%
	SNHB Lighting	0.06	0.00	-0.06	-100.00%
	HO Lighting	3.36	0.00	-3.36	-100.00%
	Total	4.15	0.00	-4.15	-100.00%
Advertisement	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Anniversary	0.76	9.16	8.40	1098.26%
	Advertisement Digital	29.53	55.64	26.11	88.41%
	Advertisement Campaign	20.64	20.46	-0.19	-0.90%
	Advertisement Activity BTL	0.56	0.48	-0.08	-13.92%
	Advertisement Television	215.09	88.91	-126.18	-58.66%
	Advertisement Newspaper	79.92	25.70	-54.22	-67.84%
	Advertisement Branch Opening	5.80	1.75	-4.04	-69.77%
	Advertisement Budget Recovery From Suppliers	-309.25	-62.92	246.33	-79.65%
	Advertisement Outdoor Media	38.64	4.49	-34.15	-88.38%
	Advertisement Event	50.63	1.36	-49.27	-97.32%
	HO01 Advertisement Expenses	3.05	0.00	-3.05	-100.00%
	Advertisement Renovation	0.04	0.00	-0.04	-100.00%
	Advertisement Other Expenses	0.25	0.00	-0.25	-100.00%
	SSSA Advertisement Expenses	8.44	0.00	-8.44	-100.00%
	Total	144.11	145.03	0.92	0.64%
Rent	Detail	Last Year	Current Period	Variance	Variance %
	VIJAYAWADA-01	40.05	105.20	65.15	162.67%
	CHENNAI-01	77.62	116.53	38.91	50.13%
	WEST-02	44.15	56.79	12.64	28.63%
	SOUTH-03	63.58	77.11	13.54	21.29%
	TIRUPATI-01	62.96	76.00	13.03	20.70%
	SOUTH-01	41.44	48.35	6.91	16.67%
	SOUTH ARCOT	25.65	27.88	2.23	8.68%
	NORTH ARCOT	31.14	32.23	1.09	3.49%
	WEST-01	70.44	72.65	2.21	3.13%
	KL-SOUTH	0.00	7.10	7.10	0.00%
	CHENNAI-02	73.06	71.70	-1.36	-1.86%
	TRICHY-01	61.56	56.72	-4.84	-7.86%
	HO01	31.86	12.92	-18.94	-59.45%
	Total	623.52	761.18	137.66	22.08%

Finance Cost	Detail	Last Year	Current Period	Variance	Variance %
	Bank Loan Processing charges	4.37	51.25	46.88	1073.31%
	Bank interest for Term Loan a/c	59.82	101.02	41.20	68.89%
	Bank Interest Against CC	190.65	310.08	119.43	62.64%
	Interest on Car & Property Loan	13.61	12.98	-0.63	-4.61%
	Bank Interest Working Capital	113.44	46.25	-67.18	-59.23%
	Bank Charges	6.97	1.84	-5.13	-73.62%
	CD Recovery From Suppliers	-87.93	0.00	87.93	-100.00%
	Total	300.92	523.42	222.51	73.94%
Other Expenses	Detail	Last Year	Current Period	Variance	Variance %
	VEHICLE SPARES & SERVICE	0.05	0.11	0.06	127.85%
	MISCELLANEOUS EXPENSES	0.70	1.01	0.31	44.25%
	PRINTING & STATIONARY	0.00	0.15	0.15	0.00%
	TELEPHONE EXPENSES	1.41	1.32	-0.08	-5.98%
	DIESEL & PETROL	0.89	0.41	-0.48	-54.19%
	ADMINISTRATION EXPENSES	120.49	49.59	-70.90	-58.84%
	MAINTENANCE & EXPENSES	15.94	5.15	-10.79	-67.68%
	TRAVELLING EXPENSES	14.37	4.20	-10.18	-70.81%
	COMPUTER EXPENSES	0.51	0.03	-0.48	-94.04%
	INSURANCE	8.16	0.00	-8.16	-100.00%
	POSTAGE & TELEGRAMS	0.07	0.00	-0.07	-100.00%
	Total	162.59	61.97	-100.62	-61.89%