

Variance % Color Coding		High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %	
Sales	10,158.13	23,441.85	25,419.48	-1,977.63	-7.78%	
Gross Profit	812.65	1,875.35	2,033.56	-158.21	-7.78%	
Direct Expenses	2.53	2.53	-49.91	52.44	-105.07%	
Employee Cost	231.29	231.29	460.65	-229.37	-49.79%	
Power Cost	0.22	0.22	5.63	-5.42	-96.15%	
Advertisement	95.54	95.54	-45.86	141.40	-308.35%	
Rent	777.80	777.80	247.42	530.38	214.36%	
Finance Cost	515.61	515.61	619.93	-104.32	-16.83%	
Other Expenses	58.99	58.99	102.10	-43.11	-42.22%	
Total Expenses	1,681.99	1,681.99	1,339.98	342.02	25.52%	
Net Profit	-869.34	193.36	693.58	-500.23	-72.12%	

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	HO01 Freight Outward	0.00	-0.80	-0.80	0.00%
	S2HB Freight Outward	0.00	2.96	2.96	0.00%
	HO01 Discount Allowed	3.53	0.36	-3.17	-89.71%
	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	2.53	52.44	-105.07%

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%
HO Water Expense	0.13	0.15	0.02	12.06%
SSSA Salary to Admin Staff	0.60	0.65	0.05	7.55%
MSWH Incentive on Sales	0.00	0.00	0.00	0.00%
GHUB 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%
HO01 Incentive to Admin Staff	146.88	20.64	-126.24	-85.95%
HO Staff Welfare Expense	8.36	0.52	-7.84	-93.80%
HO Staff Medical Expense	1.58	0.08	-1.50	-94.94%
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	231.29	-229.37	-49.79%

Power Cost

Detail	Last Year	Current Period	Variance	Variance %
HO Lighting	4.71	0.22	-4.49	-95.39%
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	0.22	-5.42	-96.15%

Advertisement

Detail	Last Year	Current Period	Variance	Variance %
Advertisement Digital	7.59	25.11	17.53	230.95%
Advertisement Activity BTL	0.00	3.33	3.33	0.00%
Advertisement Anniversary	10.47	6.79	-3.68	-35.12%
Advertisement Television	163.95	94.39	-69.56	-42.43%
Advertisement Event	23.52	7.12	-16.41	-69.75%
Advertisement Branch Opening	3.66	1.08	-2.58	-70.50%
Advertisement Newspaper	65.65	18.05	-47.60	-72.51%
Advertisement Budget Recovery From Suppliers	-376.08	-60.56	315.53	-83.90%
Advertisement Campaign	40.08	0.23	-39.84	-99.42%
SSSA Advertisement Expenses	4.56	0.00	-4.56	-100.00%
Advertisement Outdoor Media	10.74	0.00	-10.74	-100.00%
Total	-45.86	95.54	141.40	-308.35%

Rent

Detail	Last Year	Current Period	Variance	Variance %
VIJAYAWADA-01	4.90	106.67	101.77	2077.02%
WEST-02	7.41	57.29	49.87	673.03%
SOUTH-03	10.45	77.22	66.78	639.27%
TIRUPATI-01	13.50	78.51	65.01	481.54%
TRICHY-01	13.37	58.33	44.96	336.34%
NORTH ARCOT	8.13	32.73	24.60	302.59%
WEST-01	24.29	76.32	52.03	214.19%
SOUTH ARCOT	9.58	28.20	18.62	194.46%
SOUTH-01	19.28	48.21	28.93	150.03%
CHENNAI-02	32.11	71.70	39.59	123.32%
CHENNAI-01	72.56	122.61	50.06	68.99%
KL-SOUTH	0.00	7.10	7.10	0.00%
HO01	31.86	12.92	-18.94	-59.45%
Total	247.42	777.80	530.38	214.36%

Finance Cost

Detail	Last Year	Current Period	Variance	Variance %
Bank Loan Processing charges	4.25	10.07	5.82	137.01%
Bank Interest Against CC	181.10	329.05	147.95	81.69%
Interest on Car & Property Loan	16.47	12.83	-3.65	-22.15%
Bank interest for Term Loan a/c	131.29	85.48	-45.81	-34.89%
Bank Interest Working Capital	137.52	78.11	-59.41	-43.20%
Bank Charges	0.30	0.07	-0.23	-77.63%
Interest on Lease Liabilities	199.49	0.00	-199.49	-100.00%
CD Recovery From Suppliers	-49.51	0.00	49.51	-100.00%
Interest - other (FD)	-1.00	0.00	1.00	-100.00%
Total	619.93	515.61	-104.32	-16.83%

info : Values in Lacs period from 1 Sep 2025 to 13 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	6.52	-0.64	-8.90%
	ADMINISTRATION EXPENSES	77.11	46.73	-30.38	-39.40%
	COMPUTER EXPENSES	0.17	0.09	-0.08	-45.57%
	MISCELLANEOUS EXPENSES	2.34	1.03	-1.32	-56.11%
	TRAVELLING EXPENSES	5.08	2.09	-2.99	-58.87%
	INSURANCE	8.16	0.53	-7.63	-93.54%
	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%
	VEHICLE SPARES & SERVICE	0.07	0.00	-0.07	-100.00%
	Total	102.10	58.99	-43.11	-42.22%