

| Variance % Color Coding | High Risk | Risk       | Fair      | Good     | New        |
|-------------------------|-----------|------------|-----------|----------|------------|
| Heads                   | Values    | Projection | Last Year | Variance | Variance % |
| Sales                   | 20,457.33 | 42,278.48  | 37,530.02 | 4,748.46 | 12.65%     |
| Gross Profit            | 1,636.59  | 3,382.28   | 3,002.40  | 379.88   | 12.65%     |
| Direct Expenses         | 4.18      | 4.18       | -70.28    | 74.46    | -105.94%   |
| Employee Cost           | 260.25    | 260.25     | 550.17    | -289.92  | -52.70%    |
| Power Cost              | 0.00      | 0.00       | 3.70      | -3.70    | -100.00%   |
| Advertisement           | 48.62     | 48.62      | 390.55    | -341.93  | -87.55%    |
| Rent                    | 787.81    | 787.81     | 64.91     | 722.90   | 1113.71%   |
| Finance Cost            | 539.57    | 539.57     | 734.26    | -194.70  | -26.52%    |
| Other Expenses          | 59.08     | 59.08      | 122.56    | -63.48   | -51.80%    |
| Total Expenses          | 1,699.50  | 1,699.50   | 1,795.88  | -96.38   | -5.37%     |
| Net Profit              | -62.91    | 1,682.78   | 1,206.52  | 476.26   | 39.47%     |

| Direct Expenses | Detail                              | Last Year | Current Period | Variance | Variance % |
|-----------------|-------------------------------------|-----------|----------------|----------|------------|
|                 | HO01 Credit Card Commission Charges | 0.00      | 0.00           | 0.00     | 0.00%      |
|                 | S2HB Freight Outward                | 3.25      | 1.92           | -1.33    | -40.85%    |
|                 | HO01 Discount Allowed               | 3.86      | 2.26           | -1.60    | -41.50%    |
|                 | SSSA Credit Card Commission Charges | 0.06      | 0.00           | -0.06    | -100.00%   |
|                 | HO01 Discount Allowed Finance       | -78.74    | 0.00           | 78.74    | -100.00%   |
|                 | CHB2 Freight Outward                | 0.40      | 0.00           | -0.40    | -100.00%   |
|                 | SHUB Freight Outward                | 0.30      | 0.00           | -0.30    | -100.00%   |
|                 | S3HB Freight Outward                | 0.04      | 0.00           | -0.04    | -100.00%   |
|                 | WHUP Freight Outward                | 0.56      | 0.00           | -0.56    | -100.00%   |
|                 | Total                               | -70.28    | 4.18           | 74.46    | -105.94%   |

## Employee Cost

| Detail                         | Last Year     | Current Period | Variance       | Variance %     |
|--------------------------------|---------------|----------------|----------------|----------------|
| HO Staff Medical Expense       | 0.08          | 0.45           | 0.37           | 435.71%        |
| Staff Room Rent                | 2.28          | 6.89           | 4.61           | 202.06%        |
| HO Watch & Ward Expense        | 0.34          | 0.49           | 0.15           | 43.43%         |
| HO Salary to Admin Staff       | 47.22         | 66.36          | 19.14          | 40.52%         |
| HO PF to Admin Staff           | 2.54          | 3.18           | 0.64           | 25.19%         |
| HO01 - ESI to Other Staff      | 0.40          | 0.49           | 0.09           | 21.90%         |
| SSSA Salary to Admin Staff     | 0.60          | 0.61           | 0.02           | 2.73%          |
| SSSA Incentive to Admin Staff  | 0.11          | 0.11           | 0.00           | 1.59%          |
| Directors Salary               | 132.00        | 132.00         | 0.00           | 0.00%          |
| WHUP Staff Room Rent           | 0.06          | 0.06           | 0.00           | 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%          |
| MHUB Watch & Ward Expense      | 0.00          | 0.49           | 0.49           | 0.00%          |
| MHUB Incentive on Sales        | 0.00          | 0.00           | 0.00           | 0.00%          |
| SSSA PF to Admin Staff         | 0.07          | 0.07           | 0.00           | -5.20%         |
| SSSA ESI to Admin Staff        | 0.02          | 0.01           | -0.01          | -32.90%        |
| HO Water Expense               | 0.20          | 0.05           | -0.15          | -74.39%        |
| HO01 Incentive to Admin Staff  | 235.34        | 48.59          | -186.75        | -79.35%        |
| HO Staff Welfare Expense       | 8.33          | 0.41           | -7.92          | -95.10%        |
| 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          | 9.30          | 0.00           | -9.30          | -100.00%       |
| Incentive to Directors         | 93.04         | 0.00           | -93.04         | -100.00%       |
| WHUP Staff Welfare Expense     | 0.53          | 0.00           | -0.53          | -100.00%       |
| WHUB Water Expense             | 0.03          | 0.00           | -0.03          | -100.00%       |
| WHUP Water Expense             | 0.09          | 0.00           | -0.09          | -100.00%       |
| SSSA Batta & Commission        | 0.44          | 0.00           | -0.44          | -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 Incentive to Admin Staff  | 0.08          | 0.00           | -0.08          | -100.00%       |
| WHUP Incentive to Admin Staff  | 1.32          | 0.00           | -1.32          | -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 | 12.45         | 0.00           | -12.45         | -100.00%       |
| <b>Total</b>                   | <b>550.17</b> | <b>260.25</b>  | <b>-289.92</b> | <b>-52.70%</b> |

| Power Cost    | Detail                                       | Last Year | Current Period | Variance | Variance % |
|---------------|----------------------------------------------|-----------|----------------|----------|------------|
|               | HO Lighting                                  | 3.61      | 0.00           | -3.61    | -100.00%   |
|               | HO Diesel Generator                          | 0.07      | 0.00           | -0.07    | -100.00%   |
|               | SNHB Lighting                                | 0.03      | 0.00           | -0.03    | -100.00%   |
|               | Total                                        | 3.70      | 0.00           | -3.70    | -100.00%   |
| Advertisement | Detail                                       | Last Year | Current Period | Variance | Variance % |
|               | Advertisement Activity BTL                   | 0.42      | 4.89           | 4.47     | 1074.23%   |
|               | Advertisement Event                          | 10.72     | 45.46          | 34.74    | 323.94%    |
|               | Advertisement Anniversary                    | 6.79      | 3.87           | -2.92    | -43.03%    |
|               | Advertisement Digital                        | 39.70     | 16.78          | -22.92   | -57.74%    |
|               | Advertisement Campaign                       | 26.71     | 9.42           | -17.29   | -64.74%    |
|               | Advertisement Budget Recovery From Suppliers | -162.49   | -40.40         | 122.09   | -75.14%    |
|               | Advertisement Branch Opening                 | 8.10      | 1.31           | -6.79    | -83.84%    |
|               | Advertisement Newspaper                      | 119.90    | 5.10           | -114.80  | -95.75%    |
|               | Advertisement Television                     | 292.62    | 2.19           | -290.43  | -99.25%    |
|               | HO01 Advertisement Expenses                  | 1.93      | 0.00           | -1.93    | -100.00%   |
|               | Advertisement Outdoor Media                  | 45.41     | 0.00           | -45.41   | -100.00%   |
|               | Advertisement Other Expenses                 | 0.75      | 0.00           | -0.75    | -100.00%   |
|               | Credit Card Commission                       | 0.00      | 0.00           | 0.00     | -100.00%   |
|               | Total                                        | 390.55    | 48.62          | -341.93  | -87.55%    |
| Rent          | Detail                                       | Last Year | Current Period | Variance | Variance % |
|               | VIJAYAWADA-01                                | 1.00      | 108.92         | 107.92   | 10792.40%  |
|               | WEST-02                                      | 1.74      | 57.38          | 55.64    | 3202.16%   |
|               | SOUTH-03                                     | 2.40      | 78.49          | 76.09    | 3176.76%   |
|               | CHENNAI-02                                   | 2.55      | 72.57          | 70.02    | 2743.10%   |
|               | WEST-01                                      | 4.10      | 76.53          | 72.44    | 1768.45%   |
|               | TIRUPATI-01                                  | 4.35      | 78.75          | 74.40    | 1710.38%   |
|               | TRICHY-01                                    | 4.97      | 58.88          | 53.91    | 1084.52%   |
|               | SOUTH-01                                     | 5.42      | 52.59          | 47.18    | 870.96%    |
|               | CHENNAI-01                                   | 14.96     | 122.61         | 107.65   | 719.56%    |
|               | NORTH ARCOT                                  | 4.58      | 32.87          | 28.29    | 617.60%    |
|               | SOUTH ARCOT                                  | 5.27      | 28.20          | 22.94    | 435.63%    |
|               | KL-SOUTH                                     | 0.00      | 7.10           | 7.10     | 0.00%      |
|               | HO01                                         | 13.59     | 12.92          | -0.67    | -4.90%     |
|               | Total                                        | 64.91     | 787.81         | 722.90   | 1113.71%   |

| Finance Cost   | Detail                          | Last Year     | Current Period | Variance       | Variance %     |
|----------------|---------------------------------|---------------|----------------|----------------|----------------|
|                | Bank Interest Against CC        | 248.75        | 351.15         | 102.41         | 41.17%         |
|                | Interest on Car & Property Loan | 15.76         | 13.64          | -2.13          | -13.48%        |
|                | Bank interest for Term Loan a/c | 125.80        | 99.30          | -26.49         | -21.06%        |
|                | Bank Loan Processing charges    | 27.71         | 20.15          | -7.56          | -27.28%        |
|                | Bank Interest Working Capital   | 92.54         | 55.13          | -37.41         | -40.42%        |
|                | Bank Charges                    | 0.47          | 0.18           | -0.29          | -61.03%        |
|                | CD Recovery From Suppliers      | -51.76        | 0.00           | 51.76          | -100.00%       |
|                | Interest on Lease Liabilities   | 274.99        | 0.00           | -274.99        | -100.00%       |
|                | <b>Total</b>                    | <b>734.26</b> | <b>539.57</b>  | <b>-194.70</b> | <b>-26.52%</b> |
| Other Expenses | Detail                          | Last Year     | Current Period | Variance       | Variance %     |
|                | TELEPHONE EXPENSES              | 1.83          | 1.98           | 0.16           | 8.57%          |
|                | MISCELLANEOUS EXPENSES          | 1.50          | 1.09           | -0.41          | -27.27%        |
|                | ADMINISTRATION EXPENSES         | 90.10         | 51.88          | -38.23         | -42.43%        |
|                | COMPUTER EXPENSES               | 0.26          | 0.15           | -0.11          | -43.23%        |
|                | MAINTENANCE & EXPENSES          | 5.18          | 2.49           | -2.69          | -51.93%        |
|                | PRINTING & STATIONARY           | 0.37          | 0.09           | -0.28          | -75.41%        |
|                | TRAVELLING EXPENSES             | 14.02         | 1.40           | -12.63         | -90.04%        |
|                | POSTAGE & TELEGRAMS             | 0.04          | 0.00           | -0.04          | -100.00%       |
|                | DIESEL & PETROL                 | 0.40          | 0.00           | -0.40          | -100.00%       |
|                | VEHICLE SPARES & SERVICE        | 0.70          | 0.00           | -0.70          | -100.00%       |
|                | INSURANCE                       | 8.16          | 0.00           | -8.16          | -100.00%       |
|                | <b>Total</b>                    | <b>122.56</b> | <b>59.08</b>   | <b>-63.48</b>  | <b>-51.80%</b> |