

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	24,242.28	46,969.43	35,314.41	11,655.02	33.00%
Gross Profit	1,939.38	3,757.55	2,825.15	932.40	33.00%
Direct Expenses	-1.39	-1.39	-393.39	392.00	-99.65%
Employee Cost	268.93	268.93	161.72	107.21	66.29%
Power Cost	0.97	0.97	3.52	-2.55	-72.40%
Advertisement	35.31	35.31	2,834.61	-2,799.30	-98.75%
Rent	824.60	824.60	147.22	677.38	460.12%
Finance Cost	585.89	585.89	656.54	-70.65	-10.76%
Other Expenses	12.06	12.06	644.15	-632.09	-98.13%
Total Expenses	1,726.37	1,726.37	4,054.37	-2,328.00	-57.42%
Net Profit	213.01	2,031.18	-1,229.22	3,260.40	-265.24%

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	WHUB Freight Outward	0.07	0.00	-0.07	-100.00%
	HO01 Discount Allowed Finance	-102.89	0.00	102.89	-100.00%
	HO01 Service Expenses	-0.03	0.00	0.03	-100.00%
	Freight Recovery from Suppliers	-306.11	0.00	306.11	-100.00%
	HO01 Credit Card Commission Charges	-17.59	0.00	17.59	-100.00%
	S2HB Freight Outward	2.71	0.00	-2.71	-100.00%
	SSSA Commission On Sales	6.41	0.00	-6.41	-100.00%
	HO01 Discount Allowed	-40.05	0.45	40.50	-101.12%
	HO01 Freight Outward	64.11	-1.84	-65.95	-102.87%
Total	-393.39	-1.39	392.00	-99.65%	

info : Values in Lacs period from 1 Mar 2026 to 16 Mar 2026

	Detail	Last Year	Current Period	Variance	Variance %
Employee Cost	HO01 Incentive to Admin Staff	6.10	47.91	41.80	685.16%
	Staff Room Rent	2.30	6.89	4.59	199.49%
	HO Salary to Admin Staff	37.40	71.75	34.34	91.82%
	MHUB Staff Welfare Expense	0.16	0.22	0.06	34.75%
	HO PF to Admin Staff	2.78	3.28	0.50	17.97%
	HO01 - ESI to Other Staff	0.44	0.49	0.05	11.88%
	SSSA Salary to Admin Staff	0.50	0.50	0.00	0.34%
	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 Water Expense	0.00	0.04	0.04	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 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%
	S2HB Salary to Admin Staff	0.00	1.08	1.08	0.00%
	SSSA PF to Admin Staff	0.06	0.05	0.00	-7.15%
	SSSA ESI to Admin Staff	0.02	0.01	-0.01	-41.94%
	HO Water Expense	0.17	0.10	-0.08	-44.62%
	HO Staff Welfare Expense	11.87	3.27	-8.60	-72.44%
	HO Staff Medical Expense	3.24	0.13	-3.12	-96.11%
	SNHB Watch & Ward Expense	0.23	0.00	-0.23	-100.00%
	HO Batta & Commission	-95.25	0.00	95.25	-100.00%
	Salary to Superannuation Staff	12.67	0.00	-12.67	-100.00%
	WHUP Staff Welfare Expense	0.50	0.00	-0.50	-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	0.06	0.00	-0.06	-100.00%
	SSSA Batta & Commission	-6.41	0.00	6.41	-100.00%
	Loans and advance	-6.89	0.00	6.89	-100.00%
Incentive to Directors	60.12	0.00	-60.12	-100.00%	
HO Watch & Ward Expense	-0.53	0.52	1.05	-198.04%	
Total	161.72	268.93	107.21	66.29%	
Power Cost	Detail	Last Year	Current Period	Variance	Variance %
	WHUB Lighting	0.15	0.18	0.03	21.58%
	WHUP Lighting	0.00	0.00	0.00	0.00%
	HO Lighting	3.34	0.79	-2.55	-76.39%
	SNHB Lighting	0.03	0.00	-0.03	-100.00%
Total	3.52	0.97	-2.55	-72.40%	

	Advertisement				
	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Event	4.84	42.42	37.57	776.16%
	Advertisement Television	324.13	99.12	-225.01	-69.42%
	Advertisement Campaign	25.29	5.72	-19.57	-77.40%
	Advertisement Digital	80.06	16.75	-63.31	-79.08%
	Advertisement Outdoor Media	32.29	4.87	-27.42	-84.93%
	Advertisement Newspaper	94.02	8.00	-86.02	-91.49%
	Advertisement Anniversary	12.63	0.08	-12.55	-99.38%
	Advertisement Activity BTL	0.31	0.00	-0.31	-99.72%
	Advertisement Branch Opening	24.05	0.01	-24.04	-99.95%
	Advertisement Renovation	0.72	0.00	-0.72	-100.00%
	HO01 Advertisement Expenses	90.10	0.00	-90.10	-100.00%
	Advertisement Exhibition	2.49	0.00	-2.49	-100.00%
	Advertisement Other Expenses	0.75	0.00	-0.75	-100.00%
	Sales Promotion Expenses	128.72	0.00	-128.72	-100.00%
	Advertisement Budget Recovery From Suppliers	2,014.20	-141.65	-2,155.85	-107.03%
	Total	2,834.61	35.31	-2,799.30	-98.75%
	Rent				
	Detail	Last Year	Current Period	Variance	Variance %
	SOUTH-01	4.59	52.87	48.28	1051.31%
	WEST-01	7.31	76.70	69.38	948.71%
	TRICHY-01	6.15	60.58	54.43	885.10%
	HO01	12.50	13.54	1.04	8.28%
	KL-SOUTH	0.00	10.85	10.85	0.00%
	CHENNAI-01	145.39	124.91	-20.48	-14.08%
	NORTH ARCOT	-10.42	33.71	44.13	-423.37%
	WEST-02	-6.27	59.34	65.61	-1045.96%
	SOUTH ARCOT	-1.87	30.24	32.12	-1713.44%
	CHENNAI-02	-4.92	87.70	92.62	-1884.01%
	SOUTH-03	-3.36	85.48	88.83	-2646.72%
	TIRUPATI-01	-1.25	79.78	81.03	-6482.48%
	VIJAYAWADA-01	-0.63	108.91	109.54	-17387.79%
	Total	147.22	824.60	677.38	460.12%

	Finance Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	Bank Charges	0.62	1.52	0.90	145.63%
	Bank Interest Against CC	370.99	381.94	10.95	2.95%
	Bank Interest Working Capital	165.60	96.86	-68.74	-41.51%
	Interest on Lease Liabilities	305.26	0.00	-305.26	-100.00%
	CD Recovery From Suppliers	477.06	0.00	-477.06	-100.00%
	Interest - other (FD)	3.02	0.00	-3.02	-100.00%
	Bank Charges - Bank MOD	0.00	0.00	0.00	-100.00%
	Bank Interest on Car Loan	-0.07	0.00	0.07	-100.00%
	Interest on Car & Property Loan	-144.35	13.27	157.62	-109.19%
	Bank interest for Term Loan a/c	-507.78	89.18	596.96	-117.56%
	Bank Loan Processing charges	-13.82	3.13	16.94	-122.62%
	Total	656.54	585.89	-70.65	-10.76%
	Other Expenses				
	Detail	Last Year	Current Period	Variance	Variance %
	POSTAGE & TELEGRAMS	0.24	0.06	-0.18	-73.87%
	TELEPHONE EXPENSES	2.34	0.55	-1.79	-76.59%
	COMPUTER EXPENSES	0.12	0.02	-0.10	-84.80%
	TRAVELLING EXPENSES	135.42	4.95	-130.46	-96.34%
	VEHICLE SPARES & SERVICE	6.10	0.14	-5.96	-97.72%
	INSURANCE	20.41	0.19	-20.23	-99.09%
	ADMINISTRATION EXPENSES	720.18	5.24	-714.95	-99.27%
	DIESEL & PETROL	0.36	0.00	-0.36	-100.00%
	PRINTING & STATIONARY	4.97	0.00	-4.97	-100.00%
	MISCELLANEOUS EXPENSES	-245.99	0.92	246.91	-100.37%
	Total	644.15	12.06	-632.09	-98.13%