

| Variance % Color Coding |           | High Risk  | Risk      | Fair      | Good       | New |
|-------------------------|-----------|------------|-----------|-----------|------------|-----|
| Heads                   | Values    | Projection | Last Year | Variance  | Variance % |     |
| Sales                   | 23,802.13 | 39,670.21  | 27,152.79 | 12,517.42 | 46.10%     |     |
| Gross Profit            | 1,904.17  | 3,173.62   | 2,172.22  | 1,001.39  | 46.10%     |     |
| Direct Expenses         | 4.42      | 4.42       | -57.49    | 61.91     | -107.68%   |     |
| Employee Cost           | 383.94    | 383.94     | 322.16    | 61.78     | 19.18%     |     |
| Power Cost              | 2.24      | 2.24       | 4.63      | -2.39     | -51.60%    |     |
| Advertisement           | 150.08    | 150.08     | 1,090.93  | -940.85   | -86.24%    |     |
| Rent                    | 928.37    | 928.37     | 74.51     | 853.87    | 1146.04%   |     |
| Finance Cost            | 530.67    | 530.67     | 1,280.43  | -749.76   | -58.56%    |     |
| Other Expenses          | 24.25     | 24.25      | 581.48    | -557.23   | -95.83%    |     |
| Total Expenses          | 2,023.96  | 2,023.96   | 3,296.63  | -1,272.67 | -38.61%    |     |
| Net Profit              | -119.79   | 1,149.66   | -1,124.41 | 2,274.07  | -202.25%   |     |

| Direct Expenses | Detail                              | Last Year | Current Period | Variance | Variance % |
|-----------------|-------------------------------------|-----------|----------------|----------|------------|
|                 | HO01 Discount Allowed               | 1.10      | 7.15           | 6.05     | 547.72%    |
|                 | HO01 Credit Card Commission Charges | 0.00      | 0.00           | 0.00     | 0.00%      |
|                 | GHUB Freight Outward                | 0.00      | 0.00           | 0.00     | 0.00%      |
|                 | MSWH Freight Outward                | 0.00      | 0.25           | 0.25     | 0.00%      |
|                 | HO01 Discount Allowed Finance       | -75.41    | -3.01          | 72.40    | -96.01%    |
|                 | S2HB Freight Outward                | 1.92      | 0.02           | -1.90    | -98.96%    |
|                 | HO01 Freight Outward                | 14.93     | 0.00           | -14.93   | -100.00%   |
|                 | HO01 Service Expenses               | -0.04     | 0.00           | 0.04     | -100.00%   |
|                 | Total                               | -57.49    | 4.42           | 61.91    | -107.68%   |

|               | Detail                         | Last Year | Current Period | Variance | Variance % |
|---------------|--------------------------------|-----------|----------------|----------|------------|
| Employee Cost | HO01 Incentive to Admin Staff  | 28.14     | 94.54          | 66.39    | 235.90%    |
|               | MHUB Watch & Ward Expense      | 0.23      | 0.55           | 0.32     | 137.39%    |
|               | HO Salary to Admin Staff       | 71.91     | 79.56          | 7.65     | 10.64%     |
|               | Incentive to Directors         | 56.39     | 60.26          | 3.86     | 6.85%      |
|               | Staff Room Rent                | 6.89      | 6.96           | 0.08     | 1.10%      |
|               | S2HB PF to Admin Staff         | 0.00      | 0.11           | 0.11     | 0.00%      |
|               | S2HB ESI to Admin Staff        | 0.00      | 0.02           | 0.02     | 0.00%      |
|               | HO Meals Expense               | 0.00      | 0.10           | 0.10     | 0.00%      |
|               | WHUP HR Statutory Expenses     | 0.00      | 0.25           | 0.25     | 0.00%      |
|               | Directors Salary               | 132.00    | 132.00         | 0.00     | 0.00%      |
|               | S2HB Salary to Admin Staff     | 0.00      | 1.12           | 1.12     | 0.00%      |
|               | WHUP Staff Room Rent           | 0.06      | 0.06           | 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%      |
|               | HO PF to Admin Staff           | 3.18      | 3.05           | -0.13    | -4.04%     |
|               | SSSA Salary to Admin Staff     | 0.61      | 0.58           | -0.03    | -4.96%     |
|               | SSSA PF to Admin Staff         | 0.07      | 0.06           | -0.01    | -14.61%    |
|               | HO01 - ESI to Other Staff      | 0.50      | 0.41           | -0.08    | -16.43%    |
|               | HO Water Expense               | 0.23      | 0.18           | -0.05    | -20.65%    |
|               | HO Staff Medical Expense       | 0.36      | 0.23           | -0.13    | -35.75%    |
|               | HO Watch & Ward Expense        | 2.28      | 0.55           | -1.73    | -76.04%    |
|               | MHUB Water Expense             | 0.03      | 0.00           | -0.03    | -100.00%   |
|               | WHUB Staff Welfare Expense     | 0.26      | 0.00           | -0.26    | -100.00%   |
|               | Loans and advance              | -7.68     | 0.00           | 7.68     | -100.00%   |
|               | Gratuity Expenses              | 63.41     | 0.00           | -63.41   | -100.00%   |
|               | HO Batta & Commission          | -44.46    | 0.00           | 44.46    | -100.00%   |
|               | Salary to Superannuation Staff | 11.80     | 0.00           | -11.80   | -100.00%   |
|               | SSSA ESI to Admin Staff        | 0.01      | 0.00           | -0.01    | -104.00%   |
|               | HO Staff Welfare Expense       | -4.06     | 3.36           | 7.42     | -182.79%   |
|               | Total                          | 322.16    | 383.94         | 61.78    | 19.18%     |
| Power Cost    | Detail                         | Last Year | Current Period | Variance | Variance % |
|               | WHUB Lighting                  | 0.00      | 0.23           | 0.23     | 0.00%      |
|               | HO Lighting                    | 4.63      | 2.00           | -2.62    | -56.67%    |
|               | Total                          | 4.63      | 2.24           | -2.39    | -51.60%    |

## Advertisement

| Detail                                       | Last Year       | Current Period | Variance       | Variance %     |
|----------------------------------------------|-----------------|----------------|----------------|----------------|
| Advertisement Activity BTL                   | 4.64            | 51.77          | 47.13          | 1016.48%       |
| Advertisement Branch Opening                 | 4.78            | 18.00          | 13.22          | 276.45%        |
| Advertisement Outdoor Media                  | 9.07            | 22.54          | 13.46          | 148.37%        |
| Advertisement Digital                        | 66.82           | 105.20         | 38.38          | 57.44%         |
| Advertisement Television                     | 310.60          | 108.92         | -201.68        | -64.93%        |
| Advertisement Newspaper                      | 42.57           | 14.58          | -27.99         | -65.76%        |
| Advertisement Anniversary                    | 12.86           | 4.35           | -8.51          | -66.15%        |
| Advertisement Event                          | 55.30           | 11.73          | -43.57         | -78.79%        |
| Advertisement Campaign                       | 13.96           | 1.99           | -11.97         | -85.71%        |
| Advertisement Other Expenses                 | 0.25            | 0.00           | -0.25          | -100.00%       |
| HO01 Advertisement Expenses                  | 22.06           | 0.00           | -22.06         | -100.00%       |
| Sales Promotion Expenses                     | 50.94           | 0.00           | -50.94         | -100.00%       |
| Advertisement Budget Recovery From Suppliers | 497.09          | -189.00        | -686.09        | -138.02%       |
| <b>Total</b>                                 | <b>1,090.93</b> | <b>150.08</b>  | <b>-940.85</b> | <b>-86.24%</b> |

## Rent

| Detail        | Last Year    | Current Period | Variance      | Variance %      |
|---------------|--------------|----------------|---------------|-----------------|
| WEST-03       | 0.00         | 31.04          | 31.04         | 124172100.00%   |
| WEST-02       | 0.08         | 44.71          | 44.62         | 53121.83%       |
| SOUTH-03      | 1.15         | 87.61          | 86.46         | 7501.78%        |
| TRICHY-01     | 1.06         | 68.74          | 67.67         | 6367.87%        |
| CHENNAI-02    | 4.54         | 140.78         | 136.24        | 3003.41%        |
| SOUTH ARCOT   | 1.45         | 33.62          | 32.17         | 2223.81%        |
| SOUTH-01      | 2.88         | 56.92          | 54.04         | 1877.52%        |
| WEST-01       | 4.45         | 63.27          | 58.82         | 1323.21%        |
| NORTH ARCOT   | 3.35         | 43.87          | 40.52         | 1209.52%        |
| KL-SOUTH      | 3.88         | 20.53          | 16.66         | 429.81%         |
| CHENNAI-01    | 46.25        | 86.12          | 39.86         | 86.18%          |
| HO01          | 12.92        | 13.98          | 1.06          | 8.17%           |
| KL-NORTH      | 0.00         | 31.59          | 31.59         | 0.00%           |
| HYDERABAD-01  | 0.00         | 6.25           | 6.25          | 0.00%           |
| VIJAYAWADA-01 | -4.50        | 114.99         | 119.49        | -2655.40%       |
| TIRUPATI-01   | -3.00        | 84.37          | 87.37         | -2912.20%       |
| <b>Total</b>  | <b>74.51</b> | <b>928.37</b>  | <b>853.87</b> | <b>1146.04%</b> |

| Finance Cost   | Detail                          | Last Year       | Current Period | Variance       | Variance %     |
|----------------|---------------------------------|-----------------|----------------|----------------|----------------|
|                | Bank Charges                    | 2.15            | 2.95           | 0.81           | 37.62%         |
|                | Bank Interest Against CC        | 331.10          | 325.22         | -5.88          | -1.78%         |
|                | Interest on Car & Property Loan | 14.23           | 13.29          | -0.94          | -6.59%         |
|                | Bank Interest Working Capital   | 93.36           | 76.46          | -16.90         | -18.10%        |
|                | Bank Loan Processing charges    | 10.00           | 6.54           | -3.46          | -34.58%        |
|                | Bank interest for Term Loan a/c | 321.69          | 106.20         | -215.48        | -66.99%        |
|                | CD Recovery From Suppliers      | 13.20           | 0.00           | -13.20         | -100.00%       |
|                | Interest on Lease Liabilities   | 366.73          | 0.00           | -366.73        | -100.00%       |
|                | Guarantee Expenses              | 127.98          | 0.00           | -127.98        | -100.00%       |
|                | <b>Total</b>                    | <b>1,280.43</b> | <b>530.67</b>  | <b>-749.76</b> | <b>-58.56%</b> |
| Other Expenses | Detail                          | Last Year       | Current Period | Variance       | Variance %     |
|                | POSTAGE & TELEGRAMS             | 0.04            | 0.09           | 0.05           | 103.92%        |
|                | COMPUTER EXPENSES               | 0.28            | 0.22           | -0.07          | -23.27%        |
|                | DIESEL & PETROL                 | 0.28            | 0.21           | -0.07          | -24.16%        |
|                | TELEPHONE EXPENSES              | 2.17            | 1.54           | -0.63          | -29.08%        |
|                | PRINTING & STATIONARY           | 0.41            | 0.09           | -0.32          | -78.05%        |
|                | TRAVELLING EXPENSES             | 44.22           | 7.45           | -36.77         | -83.16%        |
|                | VEHICLE SPARES & SERVICE        | 7.27            | 0.27           | -7.00          | -96.34%        |
|                | ADMINISTRATION EXPENSES         | 517.23          | 10.63          | -506.59        | -97.94%        |
|                | INSURANCE                       | 82.06           | 0.00           | -82.06         | -100.00%       |
|                | PACKING CHARGES                 | 0.10            | 0.00           | -0.10          | -100.00%       |
|                | MISCELLANEOUS EXPENSES          | -72.58          | 3.75           | 76.33          | -105.16%       |
|                | <b>Total</b>                    | <b>581.48</b>   | <b>24.25</b>   | <b>-557.23</b> | <b>-95.83%</b> |