

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	36,738.36	54,232.81	34,077.67	20,155.14	59.14%
Gross Profit	2,939.07	4,338.62	2,726.21	1,612.41	59.14%
Direct Expenses	9.59	9.59	-93.95	103.54	-110.21%
Employee Cost	672.74	672.74	543.17	129.57	23.85%
Power Cost	2.15	2.15	4.31	-2.16	-50.11%
Advertisement	47.80	47.80	551.90	-504.10	-91.34%
Rent	886.93	886.93	43.56	843.38	1936.29%
Finance Cost	544.28	544.28	824.50	-280.21	-33.99%
Other Expenses	32.02	32.02	36.12	-4.10	-11.36%
Total Expenses	2,195.52	2,195.52	1,909.61	285.91	14.97%
Net Profit	743.54	2,143.10	816.60	1,326.50	162.44%

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	HO01 Discount Allowed	4.14	5.91	1.77	42.75%
	MHUB Credit Card Commission Charges	0.00	0.01	0.01	0.00%
	WHUB Freight Outward	0.00	0.00	0.00	0.00%
	S2HB Freight Outward	0.00	3.67	3.67	0.00%
	S2HB Credit Card Commission Charges	0.00	0.01	0.01	0.00%
	SSSA Credit Card Commission Charges	0.00	0.01	0.01	0.00%
	HO01 Credit Card Commission Charges	0.00	0.00	0.00	0.00%
	GHUB Credit Card Commission Charges	0.02	0.01	-0.02	-79.26%
	HO01 Discount Allowed Finance	-98.11	0.00	98.11	-100.00%
Total	-93.95	9.59	103.54	-110.21%	

info : Values in Lacs period from 1 May 2026 to 21 May 2026

	Detail	Last Year	Current Period	Variance	Variance %
Employee Cost	Incentive to Directors	47.51	266.74	219.23	461.45%
	MHUB Watch & Ward Expense	0.23	0.53	0.30	131.74%
	HO Watch & Ward Expense	0.36	0.53	0.17	46.51%
	Staff Room Rent	6.82	6.91	0.09	1.32%
	HO Salary to Admin Staff	72.80	73.43	0.63	0.87%
	MSWH Incentive on Sales	0.00	0.00	0.00	0.00%
	S2HB Salary to Admin Staff	0.00	1.13	1.13	0.00%
	GHUB Incentive on Sales	0.00	0.00	0.00	0.00%
	WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
	Directors Salary	132.00	132.00	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%
	HO PF to Admin Staff	3.24	3.03	-0.21	-6.41%
	HO01 - ESI to Other Staff	0.51	0.42	-0.09	-17.84%
	SSSA Salary to Admin Staff	0.65	0.52	-0.12	-19.13%
	SSSA PF to Admin Staff	0.07	0.05	-0.02	-22.36%
	HO01 Incentive to Admin Staff	248.69	185.84	-62.85	-25.27%
	HO Water Expense	0.21	0.16	-0.05	-25.29%
	SSSA ESI to Admin Staff	0.01	0.01	0.00	-30.92%
	HO Staff Welfare Expense	2.47	0.95	-1.52	-61.47%
	HO Staff Medical Expense	3.66	0.29	-3.37	-91.96%
	WHUB Staff Welfare Expense	0.07	0.00	-0.07	-100.00%
	WHUP Water Expense	0.09	0.00	-0.09	-100.00%
	MHUB Staff Welfare Expense	0.53	0.00	-0.53	-100.00%
	WHUB Water Expense	0.02	0.00	-0.02	-100.00%
	S2HB Watch & Ward Expense	0.27	0.00	-0.27	-100.00%
	WHUP Staff Welfare Expense	0.24	0.00	-0.24	-100.00%
	Salary to Superannuation Staff	12.91	0.00	-12.91	-100.00%
MHUB Water Expense	0.03	0.00	-0.03	-100.00%	
HO Batta & Commission	9.72	0.00	-9.72	-100.00%	
	Total	543.17	672.74	129.57	23.85%
Power Cost	Detail	Last Year	Current Period	Variance	Variance %
	WHUB Lighting	0.16	0.24	0.08	52.27%
	HO Lighting	4.10	1.91	-2.20	-53.54%
	HO Diesel Generator	0.05	0.00	-0.05	-100.00%
	Total	4.31	2.15	-2.16	-50.11%

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	Advertisement				
	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Outdoor Media	4.87	8.13	3.26	67.08%
	Sales Promotion Expenses	0.00	0.00	0.00	0.00%
	HO01 Advertisement Expenses	0.17	0.16	-0.01	-6.72%
	Advertisement Digital	107.64	23.27	-84.37	-78.38%
	Advertisement Newspaper	128.53	19.59	-108.94	-84.76%
	Advertisement Budget Recovery From Suppliers	-59.19	-5.08	54.11	-91.41%
	Advertisement Event	36.68	1.74	-34.94	-95.25%
	Advertisement Branch Opening	28.34	0.00	-28.34	-100.00%
	Advertisement Campaign	3.90	0.00	-3.90	-100.00%
	Advertisement Anniversary	15.63	0.00	-15.63	-100.00%
	Advertisement Television	283.11	0.00	-283.11	-100.00%
	Advertisement Activity BTL	2.23	0.00	-2.23	-100.00%
	Total	551.90	47.80	-504.10	-91.34%
	Rent				
	Detail	Last Year	Current Period	Variance	Variance %
	SOUTH-03	0.11	87.10	86.99	80925.68%
	WEST-02	0.19	60.50	60.31	31781.57%
	CHENNAI-01	1.07	139.45	138.38	12876.22%
	TIRUPATI-01	1.50	83.63	82.13	5475.52%
	WEST-01	1.40	76.70	75.29	5363.31%
	CHENNAI-02	4.32	86.80	82.48	1910.35%
	SOUTH-01	3.72	51.66	47.94	1290.03%
	TRICHY-01	5.00	64.49	59.49	1190.76%
	NORTH ARCOT	2.83	35.15	32.32	1142.10%
	VIJAYAWADA-01	10.50	112.15	101.65	968.12%
	HO01	12.92	13.98	1.06	8.17%
	SOUTH ARCOT	0.00	33.59	33.59	0.00%
	KL-SOUTH	0.00	17.78	17.78	0.00%
	KL-NORTH	0.00	23.96	23.96	0.00%
	Total	43.56	886.93	843.38	1936.29%

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	Finance Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	Bank Interest Against CC	228.51	359.68	131.18	57.41%
	Interest on Car & Property Loan	15.28	14.03	-1.25	-8.16%
	Bank Loan Processing charges	11.13	9.67	-1.46	-13.11%
	Bank interest for Term Loan a/c	139.83	111.46	-28.37	-20.29%
	Bank Interest Working Capital	83.97	46.87	-37.09	-44.17%
	Guarantee Expenses	16.60	0.00	-16.60	-100.00%
	Interest on Lease Liabilities	330.11	0.00	-330.11	-100.00%
	CD Recovery From Suppliers	-0.68	0.00	0.68	-100.00%
	Bank Charges	-0.24	2.57	2.81	-1154.70%
	Total	824.50	544.28	-280.21	-33.99%
	Other Expenses				
	Detail	Last Year	Current Period	Variance	Variance %
	COMPUTER EXPENSES	0.17	0.59	0.42	254.37%
	TRAVELLING EXPENSES	6.12	10.94	4.83	78.87%
	TELEPHONE EXPENSES	2.18	2.62	0.44	20.03%
	INSURANCE	0.00	0.55	0.55	0.00%
	ADMINISTRATION EXPENSES	22.29	15.69	-6.60	-29.61%
	PRINTING & STATIONARY	0.08	0.05	-0.03	-41.03%
	MISCELLANEOUS EXPENSES	2.65	1.11	-1.54	-58.07%
	VEHICLE SPARES & SERVICE	2.44	0.40	-2.04	-83.50%
	DIESEL & PETROL	0.38	0.00	-0.38	-100.00%
	POSTAGE & TELEGRAMS	-0.19	0.07	0.26	-137.00%
	Total	36.12	32.02	-4.10	-11.36%