

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	38,678.24	54,501.16	34,077.67	20,423.49	59.93%
Gross Profit	3,094.26	4,360.09	2,726.21	1,633.88	59.93%
Direct Expenses	9.59	9.59	-93.95	103.54	-110.21%
Employee Cost	675.15	675.15	543.17	131.97	24.30%
Power Cost	2.52	2.52	4.31	-1.79	-41.51%
Advertisement	46.69	46.69	551.90	-505.21	-91.54%
Rent	886.93	886.93	43.56	843.38	1936.29%
Finance Cost	559.51	559.51	824.50	-264.99	-32.14%
Other Expenses	32.22	32.22	36.12	-3.90	-10.80%
<b>Total Expenses</b>	<b>2,212.61</b>	<b>2,212.61</b>	<b>1,909.61</b>	<b>303.00</b>	<b>15.87%</b>
Net Profit	881.65	2,147.48	816.60	1,330.88	162.98%

	Detail	Last Year	Current Period	Variance	Variance %
Direct Expenses	HO01 Discount Allowed	4.14	5.91	1.77	42.75%
	WHUB Freight Outward	0.00	0.00	0.00	0.00%
	S2HB Freight Outward	0.00	3.67	3.67	0.00%
	MHUB Credit Card Commission Charges	0.00	0.01	0.01	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%
	<b>Total</b>	<b>-93.95</b>	<b>9.59</b>	<b>103.54</b>	<b>-110.21%</b>

	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%
	GHUB Incentive on Sales	0.00	0.00	0.00	0.00%
	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%
	WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
	Directors Salary	132.00	132.00	0.00	0.00%
	S2HB Salary to Admin Staff	0.00	1.13	1.13	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	188.17	-60.53	-24.34%
	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	1.03	-1.44	-58.35%
	HO Staff Medical Expense	3.66	0.29	-3.37	-91.96%
	S2HB Watch & Ward Expense	0.27	0.00	-0.27	-100.00%
	WHUP Staff Welfare Expense	0.24	0.00	-0.24	-100.00%
	HO Batta & Commission	9.72	0.00	-9.72	-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	0.07	0.00	-0.07	-100.00%
	MHUB Staff Welfare Expense	0.53	0.00	-0.53	-100.00%
MHUB Water Expense	0.03	0.00	-0.03	-100.00%	
Salary to Superannuation Staff	12.91	0.00	-12.91	-100.00%	
	<b>Total</b>	<b>543.17</b>	<b>675.15</b>	<b>131.97</b>	<b>24.30%</b>
Power Cost	Detail	Last Year	Current Period	Variance	Variance %
	WHUB Lighting	0.16	0.24	0.08	52.27%
	HO Lighting	4.10	2.28	-1.83	-44.51%
	HO Diesel Generator	0.05	0.00	-0.05	-100.00%
	<b>Total</b>	<b>4.31</b>	<b>2.52</b>	<b>-1.79</b>	<b>-41.51%</b>

info : Values in Lacs period from 1 May 2026 to 22 May 2026

	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 Campaign	3.90	1.56	-2.34	-59.99%
	Advertisement Digital	107.64	24.83	-82.80	-76.93%
	Advertisement Budget Recovery From Suppliers	-59.19	-9.32	49.87	-84.25%
	Advertisement Newspaper	128.53	19.59	-108.94	-84.76%
	Advertisement Event	36.68	1.74	-34.94	-95.25%
	Advertisement Branch Opening	28.34	0.00	-28.34	-100.00%
	Advertisement Anniversary	15.63	0.00	-15.63	-100.00%
	Advertisement Activity BTL	2.23	0.00	-2.23	-100.00%
	Advertisement Television	283.11	0.00	-283.11	-100.00%
	<b>Total</b>	<b>551.90</b>	<b>46.69</b>	<b>-505.21</b>	<b>-91.54%</b>
	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%
	<b>Total</b>	<b>43.56</b>	<b>886.93</b>	<b>843.38</b>	<b>1936.29%</b>

info : Values in Lacs period from 1 May 2026 to 22 May 2026

Finance Cost	Detail	Last Year	Current Period	Variance	Variance %
	Bank Interest Against CC	228.51	364.05	135.54	59.32%
	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	57.02	-26.94	-32.09%
	Interest on Lease Liabilities	330.11	0.00	-330.11	-100.00%
	Guarantee Expenses	16.60	0.00	-16.60	-100.00%
	CD Recovery From Suppliers	-0.68	0.00	0.68	-100.00%
	Bank Charges	-0.24	3.28	3.52	-1447.09%
<b>Total</b>	<b>824.50</b>	<b>559.51</b>	<b>-264.99</b>	<b>-32.14%</b>	
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	2.82	0.64	29.19%
	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	-58.01%
	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%
<b>Total</b>	<b>36.12</b>	<b>32.22</b>	<b>-3.90</b>	<b>-10.80%</b>	