

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	38,225.16	45,576.16	35,314.41	10,261.75	29.06%
Gross Profit	3,058.01	3,646.09	2,825.15	820.94	29.06%
Direct Expenses	-0.71	-0.71	-393.39	392.68	-99.82%
Employee Cost	281.01	281.01	161.72	119.29	73.76%
Power Cost	2.05	2.05	3.52	-1.47	-41.65%
Advertisement	188.64	188.64	2,834.61	-2,645.97	-93.35%
Rent	826.79	826.79	147.22	679.57	461.61%
Finance Cost	627.21	627.21	656.54	-29.33	-4.47%
Other Expenses	21.77	21.77	644.15	-622.38	-96.62%
<b>Total Expenses</b>	<b>1,946.77</b>	<b>1,946.77</b>	<b>4,054.37</b>	<b>-2,107.60</b>	<b>-51.98%</b>
Net Profit	1,111.24	1,699.32	-1,229.22	2,928.54	-238.24%

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	1.13	41.18	-102.82%
	HO01 Freight Outward	64.11	-1.84	-65.95	-102.87%
<b>Total</b>	<b>-393.39</b>	<b>-0.71</b>	<b>392.68</b>	<b>-99.82%</b>	

info : Values in Lacs period from 1 Mar 2026 to 26 Mar 2026

	Detail	Last Year	Current Period	Variance	Variance %
Employee Cost	HO01 Incentive to Admin Staff	6.10	59.02	52.92	867.33%
	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%
	HO Water Expense	0.17	0.18	0.01	5.25%
	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 Staff Welfare Expense	11.87	4.11	-7.76	-65.34%
	HO Staff Medical Expense	3.24	0.16	-3.08	-95.06%
	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%	
<b>Total</b>		<b>161.72</b>	<b>281.01</b>	<b>119.29</b>	<b>73.76%</b>
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	1.87	-1.47	-43.95%
	<b>Total</b>	<b>3.52</b>	<b>2.05</b>	<b>-1.47</b>	<b>-41.65%</b>

info : Values in Lacs period from 1 Mar 2026 to 26 Mar 2026

	Advertisement				
	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Activity BTL	0.31	3.91	3.60	1161.74%
	Advertisement Event	4.84	53.69	48.85	1009.07%
	Advertisement Digital	80.06	74.24	-5.83	-7.28%
	Advertisement Campaign	25.29	20.78	-4.51	-17.85%
	Advertisement Television	324.13	261.56	-62.57	-19.30%
	Advertisement Newspaper	94.02	33.35	-60.67	-64.52%
	Advertisement Anniversary	12.63	2.14	-10.49	-83.02%
	Advertisement Outdoor Media	32.29	4.87	-27.42	-84.93%
	Advertisement Branch Opening	24.05	0.01	-24.04	-99.95%
	HO01 Advertisement Expenses	90.10	0.00	-90.10	-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 Renovation	0.72	0.00	-0.72	-100.00%
	Advertisement Exhibition	2.49	0.00	-2.49	-100.00%
	Advertisement Budget Recovery From Suppliers	2,014.20	-265.91	-2,280.12	-113.20%
	<b>Total</b>	<b>2,834.61</b>	<b>188.64</b>	<b>-2,645.97</b>	<b>-93.35%</b>
	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	127.10	-18.29	-12.58%
	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%
	<b>Total</b>	<b>147.22</b>	<b>826.79</b>	<b>679.57</b>	<b>461.61%</b>

	Finance Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	Bank Charges	0.62	1.69	1.07	172.40%
	Bank Interest Against CC	370.99	420.83	49.84	13.43%
	Bank Interest Working Capital	165.60	98.52	-67.08	-40.51%
	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	13.87	158.22	-109.61%
	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%
	<b>Total</b>	<b>656.54</b>	<b>627.21</b>	<b>-29.33</b>	<b>-4.47%</b>
	Other Expenses				
	Detail	Last Year	Current Period	Variance	Variance %
	DIESEL & PETROL	0.36	0.58	0.22	62.52%
	COMPUTER EXPENSES	0.12	0.17	0.05	40.32%
	TELEPHONE EXPENSES	2.34	1.58	-0.76	-32.48%
	POSTAGE & TELEGRAMS	0.24	0.15	-0.09	-39.17%
	VEHICLE SPARES & SERVICE	6.10	0.66	-5.44	-89.25%
	TRAVELLING EXPENSES	135.42	5.76	-129.65	-95.74%
	ADMINISTRATION EXPENSES	720.18	11.34	-708.85	-98.43%
	PRINTING & STATIONARY	4.97	0.07	-4.90	-98.55%
	INSURANCE	20.41	0.28	-20.13	-98.61%
	MISCELLANEOUS EXPENSES	-245.99	1.18	247.17	-100.48%
	<b>Total</b>	<b>644.15</b>	<b>21.77</b>	<b>-622.38</b>	<b>-96.62%</b>