

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	43,636.50	46,645.91	35,314.41	11,331.50	32.09%
Gross Profit	3,490.92	3,731.67	2,825.15	906.52	32.09%
Direct Expenses	-0.71	-0.71	-393.39	392.68	-99.82%
Employee Cost	284.75	284.75	161.72	123.03	76.07%
Power Cost	3.77	3.77	3.52	0.25	7.11%
Advertisement	193.21	193.21	2,834.61	-2,641.40	-93.18%
Rent	826.90	826.90	147.22	679.68	461.68%
Finance Cost	630.46	630.46	656.54	-26.08	-3.97%
Other Expenses	24.54	24.54	644.15	-619.62	-96.19%
Total Expenses	1,962.91	1,962.91	4,054.37	-2,091.46	-51.59%
Net Profit	1,528.01	1,768.76	-1,229.22	2,997.98	-243.89%

Direct Expenses	Detail	Last Year	Current Period	Variance	Variance %
	Freight Recovery from Suppliers	-306.11	0.00	306.11	-100.00%
	HO01 Discount Allowed Finance	-102.89	0.00	102.89	-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%
	WHUB Freight Outward	0.07	0.00	-0.07	-100.00%
	HO01 Service Expenses	-0.03	0.00	0.03	-100.00%
	HO01 Discount Allowed	-40.05	1.13	41.18	-102.82%
	HO01 Freight Outward	64.11	-1.84	-65.95	-102.87%
Total	-393.39	-0.71	392.68	-99.82%	

	Detail	Last Year	Current Period	Variance	Variance %
Employee Cost	HO01 Incentive to Admin Staff	6.10	59.55	53.45	876.05%
	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%
	HO Meals Expense	0.00	0.21	0.21	0.00%
	WHUP Staff Room Rent	0.06	0.06	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%
	Directors Salary	132.00	132.00	0.00	0.00%
	MHUB Watch & Ward Expense	0.00	0.52	0.52	0.00%
	MHUB Water Expense	0.00	0.04	0.04	0.00%
	S2HB Salary to Admin Staff	0.00	1.08	1.08	0.00%
	MSWH Incentive on Sales	0.00	0.00	0.00	0.00%
	SSSA PF to Admin Staff	0.06	0.05	0.00	-7.15%
	HO Staff Welfare Expense	11.87	7.25	-4.62	-38.93%
	SSSA ESI to Admin Staff	0.02	0.01	-0.01	-41.94%
	HO Water Expense	0.17	0.04	-0.13	-75.85%
	HO Staff Medical Expense	3.24	0.16	-3.08	-95.06%
	HO Batta & Commission	-95.25	0.00	95.25	-100.00%
	SSSA Batta & Commission	-6.41	0.00	6.41	-100.00%
	WHUB Staff Welfare Expense	0.06	0.00	-0.06	-100.00%
	SNHB Watch & Ward Expense	0.23	0.00	-0.23	-100.00%
	Loans and advance	-6.89	0.00	6.89	-100.00%
	WHUP Staff Welfare Expense	0.50	0.00	-0.50	-100.00%
	WHUP Water Expense	0.09	0.00	-0.09	-100.00%
	WHUB Water Expense	0.02	0.00	-0.02	-100.00%
Salary to Superannuation Staff	12.67	0.00	-12.67	-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	284.75	123.03	76.07%
Power Cost	Detail	Last Year	Current Period	Variance	Variance %
	WHUB Lighting	0.15	0.18	0.03	21.58%
	HO Lighting	3.34	3.59	0.25	7.49%
	WHUP Lighting	0.00	0.00	0.00	0.00%
	SNHB Lighting	0.03	0.00	-0.03	-100.00%
Total		3.52	3.77	0.25	7.11%

	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 Campaign	25.29	28.37	3.08	12.18%
	Advertisement Digital	80.06	74.24	-5.83	-7.28%
	Advertisement Television	324.13	261.56	-62.57	-19.30%
	Advertisement Newspaper	94.02	33.35	-60.67	-64.52%
	Advertisement Other Expenses	0.75	0.25	-0.50	-66.67%
	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%
	Advertisement Exhibition	2.49	0.00	-2.49	-100.00%
	Advertisement Renovation	0.72	0.00	-0.72	-100.00%
	Sales Promotion Expenses	128.72	0.00	-128.72	-100.00%
	HO01 Advertisement Expenses	90.10	0.00	-90.10	-100.00%
	Advertisement Budget Recovery From Suppliers	2,014.20	-269.19	-2,283.39	-113.36%
	Total	2,834.61	193.21	-2,641.40	-93.18%
	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	85.59	88.95	-2650.08%
	TIRUPATI-01	-1.25	79.78	81.03	-6482.48%
	VIJAYAWADA-01	-0.63	108.91	109.54	-17387.79%
	Total	147.22	826.90	679.68	461.68%

info : Values in Lacs period from 1 Mar 2026 to 29 Mar 2026

	Finance Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	Bank Charges	0.62	1.74	1.12	179.93%
	Bank Interest Against CC	370.99	424.03	53.04	14.30%
	Bank Interest Working Capital	165.60	98.52	-67.08	-40.51%
	Bank Interest on Car Loan	-0.07	0.00	0.07	-100.00%
	Interest - other (FD)	3.02	0.00	-3.02	-100.00%
	CD Recovery From Suppliers	477.06	0.00	-477.06	-100.00%
	Interest on Lease Liabilities	305.26	0.00	-305.26	-100.00%
	Bank Charges - Bank MOD	0.00	0.00	0.00	-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%
	Total	656.54	630.46	-26.08	-3.97%
	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%
	VEHICLE SPARES & SERVICE	6.10	0.66	-5.44	-89.25%
	PRINTING & STATIONARY	4.97	0.24	-4.73	-95.19%
	TRAVELLING EXPENSES	135.42	5.78	-129.64	-95.73%
	ADMINISTRATION EXPENSES	720.18	11.87	-708.31	-98.35%
	INSURANCE	20.41	0.28	-20.13	-98.61%
	MISCELLANEOUS EXPENSES	-245.99	3.39	249.37	-101.38%
	POSTAGE & TELEGRAMS	0.24	-0.01	-0.25	-103.70%
	Total	644.15	24.54	-619.62	-96.19%