

Variance % Color Coding	High Risk	Risk	Fair	Good	New
Heads	Values	Projection	Last Year	Variance	Variance %
Sales	45,070.77	46,573.13	35,314.41	11,258.72	31.88%
Gross Profit	3,605.66	3,725.85	2,825.15	900.70	31.88%
Direct Expenses	0.42	0.42	-393.39	393.80	-100.11%
Employee Cost	454.55	454.55	161.72	292.83	181.07%
Power Cost	3.77	3.77	3.52	0.25	7.11%
Advertisement	196.86	196.86	2,834.61	-2,637.75	-93.06%
Rent	832.71	832.71	147.22	685.50	465.63%
Finance Cost	641.79	641.79	656.54	-14.75	-2.25%
Other Expenses	25.00	25.00	644.15	-619.15	-96.12%
<b>Total Expenses</b>	<b>2,155.10</b>	<b>2,155.10</b>	<b>4,054.37</b>	<b>-1,899.27</b>	<b>-46.84%</b>
Net Profit	1,450.56	1,570.75	-1,229.22	2,799.97	-227.78%

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 Service Expenses	-0.03	0.00	0.03	-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%
	WHUB Freight Outward	0.07	0.00	-0.07	-100.00%
	SSSA Commission On Sales	6.41	0.00	-6.41	-100.00%
	HO01 Freight Outward	64.11	-1.84	-65.95	-102.87%
	HO01 Discount Allowed	-40.05	2.25	42.31	-105.63%
<b>Total</b>	<b>-393.39</b>	<b>0.42</b>	<b>393.80</b>	<b>-100.11%</b>	

info : Values in Lacs period from 1 Mar 2026 to 30 Mar 2026

	Detail	Last Year	Current Period	Variance	Variance %
Employee Cost	HO01 Incentive to Admin Staff	6.10	74.91	68.81	1127.69%
	Staff Room Rent	2.30	6.89	4.59	199.49%
	HO Salary to Admin Staff	37.40	77.50	40.09	107.19%
	Directors Salary	132.00	264.00	132.00	100.00%
	MHUB Staff Welfare Expense	0.16	0.22	0.06	34.75%
	Salary to Superannuation Staff	12.67	16.60	3.92	30.95%
	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%
	HO Meals Expense	0.00	0.21	0.21	0.00%
	S2HB ESI to Admin Staff	0.00	0.02	0.02	0.00%
	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%
	MHUB Water Expense	0.00	0.04	0.04	0.00%
	WHUP Staff Room Rent	0.06	0.06	0.00	0.00%
	MHUB Watch & Ward Expense	0.00	0.52	0.52	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%
	HO Staff Welfare Expense	11.87	7.35	-4.52	-38.06%
	SSSA ESI to Admin Staff	0.02	0.01	-0.01	-41.94%
	HO Water Expense	0.17	0.04	-0.13	-75.28%
	HO Staff Medical Expense	3.24	0.16	-3.08	-95.06%
	Incentive to Directors	60.12	0.00	-60.12	-100.00%
	SNHB Watch & Ward Expense	0.23	0.00	-0.23	-100.00%
	HO Batta & Commission	-95.25	0.00	95.25	-100.00%
	WHUB Water Expense	0.02	0.00	-0.02	-100.00%
	SSSA Batta & Commission	-6.41	0.00	6.41	-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%
WHUB Staff Welfare Expense	0.06	0.00	-0.06	-100.00%	
WHUP Water Expense	0.09	0.00	-0.09	-100.00%	
HO Watch & Ward Expense	-0.53	0.52	1.05	-198.04%	
<b>Total</b>		<b>161.72</b>	<b>454.55</b>	<b>292.83</b>	<b>181.07%</b>
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%
<b>Total</b>		<b>3.52</b>	<b>3.77</b>	<b>0.25</b>	<b>7.11%</b>

Advertisement	Detail	Last Year	Current Period	Variance	Variance %
	Advertisement Activity BTL	0.31	4.35	4.04	1302.90%
	Advertisement Event	4.84	53.97	49.13	1014.85%
	Advertisement Campaign	25.29	31.22	5.93	23.44%
	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	0.10	-23.95	-99.57%
	Advertisement Renovation	0.72	0.00	-0.72	-100.00%
	HO01 Advertisement Expenses	90.10	0.00	-90.10	-100.00%
	Advertisement Exhibition	2.49	0.00	-2.49	-100.00%
	Sales Promotion Expenses	128.72	0.00	-128.72	-100.00%
Advertisement Budget Recovery From Suppliers	2,014.20	-269.19	-2,283.39	-113.36%	
<b>Total</b>	<b>2,834.61</b>	<b>196.86</b>	<b>-2,637.75</b>	<b>-93.06%</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	132.91	-12.48	-8.58%
	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%
<b>Total</b>	<b>147.22</b>	<b>832.71</b>	<b>685.50</b>	<b>465.63%</b>	

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	Finance Cost				
	Detail	Last Year	Current Period	Variance	Variance %
	Bank Charges	0.62	1.74	1.12	179.98%
	Bank Interest Against CC	370.99	424.34	53.35	14.38%
	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 on Lease Liabilities	305.26	0.00	-305.26	-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%
	CD Recovery From Suppliers	477.06	0.00	-477.06	-100.00%
	Interest on Car & Property Loan	-144.35	13.87	158.22	-109.61%
	Bank interest for Term Loan a/c	-507.78	100.20	607.98	-119.73%
	Bank Loan Processing charges	-13.82	3.13	16.94	-122.62%
	<b>Total</b>	<b>656.54</b>	<b>641.79</b>	<b>-14.75</b>	<b>-2.25%</b>
	Other Expenses				
	Detail	Last Year	Current Period	Variance	Variance %
	COMPUTER EXPENSES	0.12	0.24	0.11	92.61%
	DIESEL & PETROL	0.36	0.58	0.22	62.52%
	TELEPHONE EXPENSES	2.34	1.67	-0.67	-28.63%
	VEHICLE SPARES & SERVICE	6.10	0.53	-5.56	-91.23%
	PRINTING & STATIONARY	4.97	0.24	-4.73	-95.19%
	TRAVELLING EXPENSES	135.42	6.21	-129.21	-95.42%
	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%
	<b>Total</b>	<b>644.15</b>	<b>25.00</b>	<b>-619.15</b>	<b>-96.12%</b>