

2017-2018 MFR

MONTH	CTP	Value
APRIL	11%	448414.1872
MAY	-2%	-63375.88144
JUNE	-12%	-360473.0239
JULY	17%	987141.207
AUGUST	-28%	-579091.6734
SEPTEMBER	-20%	-397412.785
OCTOBER		
NOVEMBER	-3%	-112102.61
DECEMBER	10%	735938.8323
JANUARY	9%	583873.8633
FEBRUARY	7%	297765.5754
MARCH		

Apr-17

Chennai			
Orders			
Revenue		4,997,070	4,088,767
COGS		3,048,213	2,493,472
CM		1,948,857	1,595,295
CM%		39%	39%
Direct Costs		20,000	20,000
GM		1,928,857	1,575,295
GM%		39%	39%
Indirect Costs		1,239,273	1,047,220
GP		689,584	528,075
GP%		14%	13%
Sales Cost		29,982	-
G&A Cost		124,927	79,661
CTP		534,675	448,414
CTP %		10.7%	11.0%
Backlog			
GM in Backlog			
MIB %			

May-17

Chennai		
	Plan	
Orders	2,000,000	5,578,018
Revenue	4,297,636	3,269,817
COGS	2,612,963	2,207,832
CM	1,684,673	1,061,985
CM%	39%	32%
Direct Costs	19,696	-
GM	1,664,977	1,061,985
GM%	39%	32%
Indirect Costs	1,059,797	1,084,730
GP	605,180	(22,745)
GP%	14%	(1%)
Sales Cost	27,118	-
G&A Cost	116,896	40,631
CTP	461,166	(63,376)
CTP %	10.7%	(2%)

Jun-17		
	Chennai	
	Planned	Actual
Orders	5,000,000	20,123,260
Revenue	5,458,240	3,111,249
COGS	3,384,109	2,013,390
CM	2,074,131	1,097,859
CM%	38%	35%
Direct Costs	45,833	27,750
GM	2,028,298	1,070,109
GM%	37%	34%
Indirect Costs	1,348,044	1,299,680
GP	680,254	(229,571)
GP%	12%	(7%)
Sales Cost	62,500	-
G&A Cost	148,456	130,902
CTP	469,298	(360,473)
CTP %	8.6%	(11.6%)
Backlog		
GM in Backlog		
MIB %		

Consider in the COGS

Pune G and Cost

50,000.00 Consider in Chennai

Jul-17		
	Chennai	
	Planned	Actual
Orders	7,500,000	2,919,510
Revenue	7,670,203	5,777,133
COGS	4,755,526	3,219,620
CM	2,914,677	2,557,513
CM%	38%	44%
Direct Cost	38,351	10,500
GM	2,876,326	2,547,013
GM%	38%	44%
Indirect Co	1,840,849	1,559,872
GP	<i>1,035,477</i>	987,141
GP%	<i>14%</i>	17%
Sales Cost	7,670	-
G&A Cost	207,095	-
CTP	820,712	987,141
CTP %	<i>10.7%</i>	17.1%
Backlog		23,823,187
GM in Backlog		
MIB %		

Aug-17		
	Chennai	
	Planned	Actual
Orders	7,500,000	2,407,285
Revenue	7,670,203	2,046,280
COGS	4,755,526	1,247,019
CM	2,914,677	799,262
CM%	38%	39%
Direct Costs	38,351	-
GM	2,876,326	799,262
GM%	38%	39%
Indirect Costs	1,840,849	1,378,354
GP	1,035,477	(579,092)
GP%	14%	(28%)
Sales Cost	7,670	
G&A Cost	207,095	
CTP	820,712	(579,092)
CTP %	10.7%	(28.3%)
Backlog		27,233,952
GM in Backlog		
MIB %		

Sep-17		
	Chennai	
	Planned	Actual
Orders	10,000,000	4,344,003
Revenue	7,470,203	2,018,506
COGS	4,631,526	1,333,143
CM	2,838,677	685,363
CM%	38%	34%
Direct Costs	37,351	-
GM	2,801,326	685,363
GM%	38%	34%
Indirect Costs	1,792,849	1,082,776
GP	1,008,477	(397,413)
GP%	14%	(20%)
Sales Cost	7,470	-
G&A Cost	201,695	-
CTP	799,312	(397,413)
CTP %	10.7%	(19.7%)
Backlog		29,315,692
GM in Backlog		
MIB %		

Nov-17		
	Chennai	
	Planned	Actual
Orders	10,000,000	2,277,931
Revenue	11,520,958	3,514,761
COGS	7,142,994	2,055,405
CM	4,377,964	1,459,356
CM%	38%	42%
Direct Costs	57,605	-
GM	4,320,359	1,459,356
GM%	38%	42%
Indirect Costs	2,765,030	1,571,459
GP	1,555,329	(112,103)
GP%	14%	(3%)
Sales Cost	11,521	-
G&A Cost	311,066	-
CTP	1,232,743	(112,103)
CTP %	10.7%	(3.2%)
Backlog		31,131,682
GM in Backlog		
MIB %		

Dec-17		
	Chennai	
	Planned	Actual
Orders	13,000,000	6,839,040
Revenue	7,556,730	7,082,547
COGS	4,685,173	4,357,177
CM	2,871,557	2,725,369
CM%	38%	38%
Direct Costs	37,784	-
GM	2,833,774	2,725,369
GM%	38%	38%
Indirect Costs	1,813,615	1,989,431
GP	1,020,159	735,939
GP%	14%	10%
Sales Cost	7,557	-
G&A Cost	204,032	-
CTP	808,570	735,939
CTP %	10.7%	10.4%
Backlog		30,888,176
GM in Backlog		
MIB %		

Dec-17		
	Chennai	
	Planned	Actual
Orders	15,000,000	23,283,150
Revenue	10,704,158	6,500,061
COGS	6,636,578	3,977,104
CM	4,067,580	2,522,957
CM%	38%	39%
Direct Costs	53,521	-
GM	4,014,059	2,522,957
GM%	38%	39%
Indirect Costs	2,568,998	1,939,083
GP	1,445,061	583,874
GP%	14%	9%
Sales Cost	10,704	-
G&A Cost	289,012	-
CTP	1,145,345	583,874
CTP %	10.7%	9.0%
Backlog		47,671,265
GM in Backlog		
MIB %		

Feb-18		
	Chennai	
	Planned	Actual
Orders	15,000,000	247,950
Revenue	12,951,182	4,505,611
COGS	8,029,733	2,712,302
CM	4,921,449	1,793,309
CM%	38%	40%
Direct Costs	64,756	-
GM	4,856,693	1,793,309
GM%	38%	40%
Indirect Costs	3,108,284	1,495,543
GP	<i>1,748,410</i>	297,766
GP%	<i>14%</i>	7%
Sales Cost	<i>12,951</i>	-
G&A Cost	<i>349,682</i>	-
CTP	<i>1,385,776</i>	<i>297,766</i>
CTP %	<i>10.7%</i>	6.6%
Backlog		<i>43,413,604</i>
GM in Backlog		
MIB %		