

Minutes of the 3rd Meeting of the Finance Committee of TeamLease Skills University

The 3rd Meeting of the Finance Committee (FC) of TeamLease Skills University (TLSU) was held on 7th April 2016 at 10:00 a.m.

The following members were present.

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|--------------------------------|--------------------|
| (1) Mr. Paresh Vora, President | - Chairperson |
| (2) Mr. Vikrant Pande, Provost | - Member |
| (3) Mr. Ravi Vishwanath | - Member |
| (4) Mr. Ashok Kumar K | - Member |
| (5) Mr. Sushobhan Baral | - Member-Secretary |

Special Invitees:

- (1) Mr. Vikram Peter
- (2) Mr. Ravindranath Pai

The details of the meeting deliberations are presented below:

Item No.	Item Description
1	<p>Application for 80G exemption to be filed with Income Tax department.</p> <p>Application prepared for exemption under Section 80(G) to be submitted to Income Tax department, for circulation to Governing Body members for signature was presented to members for perusal.</p> <p>The item is placed before Finance Committee was approved.</p>
2	<p>Budget for TLSU for Financial Year 2016 -17</p> <p>Draft budget report for Financial Year 2016-17 for University and its Units prepared was presented to members for review & discussion. Copy of draft budget enclosed as Appendix-I.</p> <p>The item is placed before FC was approved for placing before Governing Body for its perusal.</p>
	<p>The meeting ended with vote of thanks to the Chair.</p>



TEAMLEASE Skills University

Statement of Profit and Loss for the year ended March, 31 2017

	Notes	As at March 31,2017 Rupees	As at March 31, 2016 Rupees
<u>Revenue</u>			
Revenue from Operations (Gross)		29,754.02	-
<u>Less:</u> Service Tax		3,767.98	-
Revenue from Operations (Net)	20	25,986.05	-
Other Income	21	81.00	-
Total Revenue		26,067.05	-
<u>Expenses</u>			
Employee Benefits Expense	22	24,202.91	-
Finance Costs	23	-	-
Depreciation and Amortization Expense	24	56.43	-
Other Expenses	25	2,437.07	-
Total Expenses		26,696.40	-
Profit before Tax		-	-
		629.36	-
<u>Tax Expense</u>			
Current Tax under MAT		-	-
MAT Credit entitlement		-	-
Deffered tax		-	-
Profit for the year		629.36	-
		0.00	-

Summary:

Education	Apr-16	May-16	Jun-16	QTR I	Jul-16	Aug-16	Sep-16	QTR II	Oct-16	Nov-16	Dec-16	QTR III	Jan-17	Feb-17	Mar-17	QTR IV	FY 17
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
Crises Billing	1,547.39	1,529.35	1,663.79	4,540.53	1,871.96	1,990.96	2,159.23	5,941.79	2,200.79	2,392.47	2,516.16	7,112.40	2,609.85	2,809.54	2,972.95	8,391.33	25,986.05
TLU-Campus																	
Revenue	3.70	6.97	7.72	18.39	17.20	17.11	17.11	51.43	17.95	17.95	17.95	53.84	17.95	17.95	17.95	53.84	177.51
Contribution	(54.34)	(65.14)	(58.53)	(178.02)	(95.59)	(59.69)	(59.68)	(178.36)	(97.34)	(57.47)	(54.91)	(169.67)	(54.84)	(54.84)	(54.84)	(164.53)	(691.18)
TLU-Netap																	
Revenue	72.71	80.41	88.12	241.23	95.82	103.53	111.23	310.58	118.94	126.64	134.35	379.92	142.05	149.76	157.50	449.31	1,381.03
Contribution	(18.39)	(17.42)	(16.07)	(51.89)	(15.46)	(14.52)	(18.95)	(43.55)	(12.68)	(11.77)	(10.74)	(95.17)	(9.77)	(8.79)	(7.81)	(26.37)	(156.98)
TLU-ELS																	
Revenue	35.00	75.00	70.00	180.00	80.00	110.00	110.00	300.00	40.00	95.00	80.00	220.00	95.00	95.00	60.00	250.00	950.00
Contribution	(4.59)	7.01	5.55	7.97	8.45	17.15	17.15	42.75	(3.73)	12.70	5.91	14.89	8.76	8.76	(1.39)	16.12	81.73
Corporate Cost																	
Depreciation	4.70	4.70	4.70	14.11	4.70	4.70	4.70	14.11	4.70	4.70	4.70	14.11	4.70	4.70	4.70	14.11	56.43
Operating Profit	(62.03)	(80.26)	(73.76)	(236.05)	(71.33)	(61.76)	(60.77)	(190.86)	(78.42)	(61.19)	(64.41)	(201.00)	(60.56)	(59.80)	(68.75)	(288.88)	(822.86)
Interest Income	2.33	5.61	6.36	14.30	10.36	10.36	10.36	31.07	11.19	11.19	11.19	33.57	11.19	11.19	11.19	33.57	112.50
Net Profit	(79.37)	(74.65)	(67.40)	(221.75)	(60.97)	(51.41)	(50.42)	(162.89)	(67.23)	(50.01)	(53.25)	(170.49)	(49.37)	(48.69)	(57.56)	(155.32)	(710.36)



Particulars	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	QTR II	Oct-16	Nov-16	Dec-16	QTR III	Jan-17	Feb-17	Mar-17	QTR IV	FY 17
Revenue																
Core Team Nos.	80	80	85	85	85	85	85	85	85	85	85	85	85	85	85	85
Implants																
Total Employees	80	80	85	85	85	85	85	85	85	85	85	85	85	85	85	85
Associates/Student Nos.	14,861	16,402	17,943	19,484	21,025	22,566	22,566	24,107	25,648	27,189	27,189	28,730	30,271	31,820	31,820	31,820
Gross Billing	134,238.91	152,805.18	166,379.18	182,195.77	199,056.43	212,925.45	594,177.65	220,377.77	239,346.77	251,645.77	711,240.31	266,984.77	280,653.77	294,294.77	499,133.31	2,598,044.58
Less:- Cost of Service	123,598.30	136,697.00	149,795.50	162,894.00	175,992.50	189,091.00	527,977.50	202,180.50	215,288.00	228,386.50	645,864.00	241,485.00	254,383.50	267,750.00	768,818.30	2,347,251.000
Students Fees	10,907,000	15,077,583	15,948,083	18,266,167	22,028,633	22,798,833	68,092,333	17,069,333	22,839,833	22,110,333	62,019,500	24,380,833	25,151,333	22,425,833	71,958,000	299,600,583
Other Income	233,333	560,606	635,606	1,429,545	1,035,606	1,035,606	3,106,818	1,118,939	1,118,939	1,118,939	3,356,818	1,118,939	1,118,939	1,118,939	3,356,818	11,250,000
Net Revenue	11,140,417	16,238,189	16,583,689	19,301,773	23,063,939	23,834,439	66,200,132	18,188,273	23,968,773	23,229,273	65,376,318	25,499,273	26,270,273	23,544,273	75,314,818	250,853,583
Expenditure																
Employee Cost	5,155,925	5,155,925	5,415,925	5,415,925	5,415,925	5,415,925	16,242,775	5,415,925	5,415,925	5,415,925	16,242,775	5,415,925	5,415,925	5,415,925	16,242,775	64,471,100
Incentive	258,707	338,707	338,007	927,421	410,007	410,007	1,170,021	280,007	390,007	350,007	1,010,021	390,007	390,007	310,007	1,030,021	4,172,484
Employee cost Direct	5,414,632	5,494,632	5,745,932	6,343,346	5,825,932	5,825,932	17,412,796	5,695,932	5,795,932	5,765,932	17,252,796	5,795,932	5,795,932	5,725,932	17,317,796	68,648,584
PF - Admin and Inspection	29,082	32,104	35,246	96,492	41,110	44,492	124,220	47,574	50,656	53,238	151,986	58,820	59,982	63,000	179,722	552,412
Staff Welfare	96,000	96,000	103,500	103,500	103,500	103,500	310,500	103,500	103,500	103,500	310,500	103,500	103,500	103,500	310,500	1,227,000
Training & Seminar Fees	36,800	36,800	38,800	38,800	38,800	38,800	116,400	238,800	38,800	298,800	566,400	438,800	438,800	438,800	1,316,400	2,111,600
Employee cost -In-Direct	161,882	164,964	177,546	180,628	183,710	186,792	551,130	389,874	192,956	446,038	1,028,868	599,120	602,202	605,300	1,806,622	3,891,012
Total-Personnel Cost	5,876,514	5,659,596	5,923,478	6,524,974	6,009,642	6,012,724	17,968,926	6,085,806	5,988,888	6,211,970	18,286,664	6,395,052	6,398,134	6,331,232	19,124,418	72,539,596
Rent, Rates & Taxes	569,500	569,500	569,500	569,500	569,500	569,500	1,708,500	569,500	569,500	319,500	1,458,500	319,500	319,500	319,500	958,500	5,834,000
Electricity Charges	100,000	100,000	100,000	100,000	100,000	100,000	300,000	100,000	100,000	100,000	300,000	100,000	100,000	100,000	300,000	1,200,000
Repairs and maintenance - others	164,500	164,500	164,500	164,500	164,500	164,500	493,500	164,500	164,500	164,500	492,500	164,500	164,500	164,500	492,500	1,974,000
Office Expenses	35,000	35,000	35,000	35,000	35,000	35,000	105,000	35,000	35,000	35,000	105,000	35,000	35,000	35,000	105,000	420,000
Security Charges	60,000	60,000	60,000	60,000	60,000	60,000	180,000	60,000	60,000	60,000	180,000	60,000	60,000	60,000	180,000	720,000
Infrastructure Cost	929,000	929,000	929,000	929,000	929,000	929,000	2,787,000	929,000	929,000	679,000	2,537,000	679,000	679,000	679,000	2,037,000	10,118,000



Total Cost	18,131,882	22,728,276	22,388,236	65,248,194	34,421,886	27,225,403	27,898,885	79,430,936	29,444,219	30,117,826	28,399,549	87,671,405	310,067,499
Gross Margin	6,994,485	6,490,087	5,801,547	19,285,099	5,120,214	4,161,963	4,964,445	14,054,618	3,944,447	3,847,364	4,764,777	12,556,587	59,243,825
% Gross Margin	-63%	-40%	-35%	-44%	-27%	-18%	-17%	-32%	-17%	-15%	-20%	-17%	-23%
Admin	427,945	427,946	392,517	1,248,167	427,905	429,592	428,139	1,295,635	442,854	442,126	442,126	1,327,106	5,207,858
IT Support Cost	77,295	77,265	75,767	239,296	79,639	79,302	79,002	237,805	79,002	79,002	79,002	237,805	940,649
Common Allocated Cost	805,069	805,111	868,284	1,478,464	806,444	808,594	807,140	1,522,277	519,522	521,856	521,128	1,564,112	6,148,907
Contribution	7,492,535	6,995,198	6,269,630	20,784,562	5,626,657	4,670,357	4,571,586	14,968,800	4,530,240	4,855,043	5,285,904	14,120,694	65,392,632
Depreciation	470,268	470,268	470,268	1,410,803	470,268	470,268	470,268	1,410,803	470,268	470,268	470,268	1,410,803	5,643,211
Contribution	7,962,802	7,465,465	6,740,898	22,175,365	6,096,925	5,140,324	5,041,853	16,279,602	4,936,979	4,838,799	5,756,172	15,531,501	71,035,843
% Contribution	-72%	-46%	-41%	-50%	-32%	-22%	-21%	-37%	-21%	-18%	-24%	-21%	-28%



TLSU-CAMPUS:

Particulars	Apr-16	May-16	Jun-16	QTR I	Jul-16	Aug-16	Sep-16	QTR II	Oct-16	Nov-16	Dec-16	QTR III	Jan-17	Feb-17	Mar-17	QTR IV	FY 17
Revenue																	
Core Team Nos.	42	42	47	47	47	47	47	47	47	47	47	47	47	47	47	47	47
Implants																	
Total Employees	42	42	47	47	47	47	47	47	47	47	47	47	47	47	47	47	47
Associate/Student Nos.	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320
Gross Billing	369,917	697,189	772,189	1,839,295	1,719,773	1,711,439	1,711,439	5,142,652	1,794,773	1,794,773	1,794,773	5,384,318	1,794,773	1,794,773	1,794,773	5,384,318	17,750,583
Less:- Cost of Service																	
Students Fees	136,983	136,983	136,983	409,750	684,167	675,833	675,833	2,035,833	675,833	675,833	675,833	2,027,500	675,833	675,833	675,833	2,027,500	6,306,583
Other Income	233,333	560,606	635,606	1,429,545	1,035,606	1,035,606	1,035,606	3,106,818	1,118,939	1,118,939	1,118,939	3,356,818	1,118,939	1,118,939	1,118,939	3,356,818	11,250,000
Net Revenue	369,917	697,189	772,189	1,839,295	1,719,773	1,711,439	1,711,439	5,142,652	1,794,773	1,794,773	1,794,773	5,384,318	1,794,773	1,794,773	1,794,773	5,384,318	17,750,583
Expenditure																	
Employee Cost	2,263,936	2,263,936	2,523,936	7,051,808	2,523,936	2,523,936	2,523,936	7,571,808	2,523,936	2,523,936	2,523,936	7,571,808	2,523,936	2,523,936	2,523,936	7,571,808	29,767,232
Incentive	11,320	11,320	12,620	35,260	12,620	12,620	12,620	37,860	12,620	12,620	12,620	37,860	12,620	12,620	12,620	37,860	148,840
Employee cost Direct	2,275,256	2,275,256	2,536,556	7,087,068	2,536,556	2,536,556	2,536,556	7,609,668	2,536,556	2,536,556	2,536,556	7,609,668	2,536,556	2,536,556	2,536,556	7,609,668	29,916,072
PF - Admin and Inspection																	
Staff Welfare	63,000	63,000	70,500	196,500	70,500	70,500	70,500	211,500	70,500	70,500	70,500	211,500	70,500	70,500	70,500	211,500	831,000
Training & Seminar Fees	16,800	16,800	18,800	52,400	18,800	18,800	18,800	56,400	18,800	18,800	18,800	56,400	18,800	18,800	18,800	56,400	221,600
Employee cost 4n-Direct	79,800	79,800	89,300	248,900	89,300	89,300	89,300	267,900	89,300	89,300	89,300	267,900	89,300	89,300	89,300	267,900	1,052,600
Total-Personnel Cost	2,355,056	2,355,056	2,625,856	7,335,968	2,625,856	2,625,856	2,625,856	7,877,568	2,625,856	2,625,856	2,625,856	7,877,568	2,625,856	2,625,856	2,625,856	7,877,568	30,968,672
Rent, Rates & Taxes	550,000	550,000	550,000	1,650,000	550,000	550,000	550,000	1,650,000	550,000	550,000	550,000	1,650,000	550,000	550,000	550,000	1,650,000	5,950,000
Electricity Charges	100,000	100,000	100,000	300,000	100,000	100,000	100,000	300,000	100,000	100,000	100,000	300,000	100,000	100,000	100,000	300,000	1,200,000
Repairs and maintenance - others	150,000	150,000	150,000	450,000	150,000	150,000	150,000	450,000	150,000	150,000	150,000	450,000	150,000	150,000	150,000	450,000	1,800,000
Office Expenses	35,000	35,000	35,000	105,000	35,000	35,000	35,000	105,000	35,000	35,000	35,000	105,000	35,000	35,000	35,000	105,000	420,000
Security Charges	60,000	60,000	60,000	180,000	60,000	60,000	60,000	180,000	60,000	60,000	60,000	180,000	60,000	60,000	60,000	180,000	720,000
Infrastructure Cost	895,000	895,000	895,000	2,685,000	895,000	895,000	895,000	2,685,000	895,000	895,000	895,000	2,685,000	895,000	895,000	895,000	2,685,000	9,740,000
Printing and Stationery	77,000	77,000	77,000	231,000	77,000	77,000	77,000	231,000	77,000	77,000	77,000	231,000	77,000	77,000	77,000	231,000	924,000



Gross Margin	-5,121,172	5,973,977	5,137,420	-16,132,469	4,843,170	4,851,902	4,851,567	-14,346,639	4,334,907	4,537,005	4,296,376	-11,358,482	4,294,901	4,294,901	4,284,901	-12,854,702	56,892,291
% Gross Margin	-1384%	-843%	-665%	-877%	-282%	-283%	-283%	-283%	-253%	-253%	-239%	-248%	-239%	-239%	-239%	-239%	-321%
Admin	48,554	48,574	48,554	145,681	48,554	49,478	48,554	146,585	48,554	54,362	53,177	156,093	48,554	48,554	48,554	145,661	594,020
IT Support Cost	31,104	31,104	31,781	93,996	31,781	31,959	31,959	96,698	31,959	31,959	31,959	95,876	31,959	31,959	31,959	95,876	381,445
Common Allocated Cost	79,661	79,681	80,334	239,677	80,334	81,437	80,512	242,283	80,512	86,320	85,136	251,968	80,512	80,512	80,512	241,536	975,465
Contribution	-5,200,833	5,953,988	5,217,754	-16,372,146	4,923,504	4,933,339	4,932,079	-14,788,922	4,615,413	4,623,726	4,371,712	-11,610,450	4,365,413	4,365,413	4,364,413	-13,096,238	97,867,756
Depreciation	410,268	410,268	410,268	1,230,803	410,268	410,268	410,268	1,230,803	410,268	410,268	410,268	1,230,803	410,268	410,268	410,268	1,230,803	4,923,211
Contribution	-5,611,101	6,363,826	5,628,022	-17,602,949	5,333,772	5,343,007	5,342,347	-16,019,735	5,025,646	5,033,993	4,791,979	-14,841,253	4,775,680	4,775,680	4,775,680	-16,327,041	62,790,967
% Contribution	-1517%	-913%	-729%	-957%	-310%	-312%	-312%	-312%	-280%	-280%	-266%	-276%	-266%	-266%	-266%	-266%	-354%

Particulars	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	QTR II	Oct-16	Nov-16	Dec-16	QTR III	Jan-17	Feb-17	Mar-17	QTR IV	FY 17
Revenue																
Core Team Nos.	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18
Associate/Student Nos.																
Gross Billing	3,500,000	7,500,000	7,000,000	8,000,000	11,000,000	11,000,000	30,000,000	4,500,000	9,500,000	8,000,000	22,000,000	9,500,000	9,500,000	6,000,000	25,000,000	95,000,000
Less- Cost of Service	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Students Fees	3,500,000	7,500,000	7,000,000	8,000,000	11,000,000	11,000,000	30,000,000	4,500,000	9,500,000	8,000,000	22,000,000	9,500,000	9,500,000	6,000,000	25,000,000	95,000,000
Other Income																
Net Revenue	3,500,000	7,500,000	7,000,000	8,000,000	11,000,000	11,000,000	30,000,000	4,500,000	9,500,000	8,000,000	22,000,000	9,500,000	9,500,000	6,000,000	25,000,000	95,000,000
Expenditure																
Employee Cost	1,118,124	1,118,124	1,118,124	1,118,124	1,118,124	1,118,124	3,354,372	1,118,124	1,118,124	1,118,124	3,354,372	1,118,124	1,118,124	1,118,124	3,354,372	13,417,488
Incentive	70,000	150,000	140,000	160,000	220,000	220,000	600,000	90,000	190,000	160,000	440,000	190,000	190,000	120,000	500,000	1,900,000
Employee cost Direct	1,188,124	1,268,124	1,258,124	1,278,124	1,338,124	1,338,124	3,954,372	1,208,124	1,308,124	1,278,124	3,794,372	1,308,124	1,308,124	1,238,124	3,854,372	15,317,488
PF- Admin and Inspection																
Staff Welfare	18,000	18,000	18,000	18,000	18,000	18,000	54,000	18,000	18,000	18,000	54,000	18,000	18,000	18,000	54,000	216,000
Training & Seminar Fees								200,000		250,000	450,000	400,000	400,000	400,000	1,200,000	1,650,000
Employee cost -In-Direct	18,000	18,000	18,000	18,000	18,000	18,000	54,000	218,000	18,000	268,000	504,000	418,000	418,000	418,000	1,254,000	1,866,000
Total-Personnel Cost	1,206,124	1,286,124	1,276,124	1,296,124	1,356,124	1,356,124	4,008,372	1,426,124	1,326,124	1,546,124	4,298,372	1,726,124	1,726,124	1,656,124	5,108,372	17,183,488
Rent Rates & Taxes	3,000	3,000	3,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	36,000
Electricity Charges																
Repairs and maintenance - others	9,500	9,500	9,500	9,500	9,500	9,500	28,500	9,500	9,500	9,500	28,500	9,500	9,500	9,500	28,500	114,000
Office Expenses																
Security Charges																
Infrastructure Cost	12,500	12,500	12,500	12,500	12,500	12,500	37,500	12,500	12,500	12,500	37,500	12,500	12,500	12,500	37,500	150,000
Printing and Stationery	3,000	3,000	3,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	36,000

Gross Margin	-276,624	881,376	776,376	1,339,128	1,026,376	1,896,376	4,819,128	188,624	1,461,376	776,376	2,049,128	1,061,376	46,376	2,169,128	10,376,512
% Gross Margin	-8%	12%	11%	7%	13%	17%	16%	-4%	15%	10%	9%	11%	1%	9%	11%
Admin	138,685	138,685	138,685	476,067	138,685	138,685	476,367	161,432	168,613	162,686	492,731	163,084	163,084	489,253	1,934,628
IT Support Cost	22,045	22,045	22,432	66,522	22,432	22,535	67,492	22,535	22,535	22,535	67,664	22,535	22,535	67,664	269,232
Common Allocated Cost	180,740	180,741	181,117	542,589	181,117	181,752	544,089	183,967	191,148	185,221	560,335	185,619	185,619	356,857	2,203,870
Contribution	-499,354	700,635	555,259	796,539	845,259	1,715,136	4,276,039	-372,591	1,270,228	591,155	1,486,793	875,757	-139,243	1,612,271	8,172,642
Depreciation	60,000	60,000	60,000	180,000	60,000	60,000	180,000	60,000	60,000	60,000	180,000	60,000	60,000	180,000	720,000
Contribution	-519,354	640,635	495,259	616,539	785,259	1,655,136	4,096,039	432,591	1,210,228	531,155	1,306,793	815,757	-199,243	1,432,271	7,452,642
% Contribution	-15%	9%	7%	3%	10%	15%	14%	-10%	13%	7%	6%	9%	-3%	6%	8%



TLSU-NETAP:

Particulars	Apr-16	May-16	Jun-16	QTR I	Jul-16	Aug-16	Sep-16	QTR II	Oct-16	Nov-16	Dec-16	QTR III	Jan-17	Feb-17	Mar-17	QTR IV	FY 17	
Revenue																		
Core Team No.	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20
Associates/Student Nos.	14,541	16,082	17,623	17,623	19,164	20,705	22,246	22,246	23,787	25,328	26,869	26,869	28,410	29,951	31,500	31,500	31,500	31,500
Gross Billing	130,669,000	144,736,000	158,667,000	434,214,000	172,476,000	186,345,000	200,214,000	559,035,000	214,083,000	227,952,000	241,821,000	683,856,000	255,690,000	269,559,000	283,500,000	800,749,000		
Less:- Cost of Service	121,598,500	136,697,000	149,795,500	410,091,000	162,894,000	175,992,500	189,091,000	527,977,500	202,189,500	215,288,000	228,386,500	645,864,000	241,485,000	254,583,500	267,750,000	763,818,500		
Students Fees	7,270,500	8,041,000	8,811,500	24,123,000	9,562,000	10,352,500	11,123,000	31,057,500	11,893,500	12,664,000	13,434,500	37,992,000	14,205,000	14,975,500	15,750,000	44,930,500		
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Revenue	7,270,500	8,041,000	8,811,500	24,123,000	9,562,000	10,352,500	11,123,000	31,057,500	11,893,500	12,664,000	13,434,500	37,992,000	14,205,000	14,975,500	15,750,000	44,930,500		138,103,000
Expenditure																		
Employee Cost	1,773,865	1,773,865	1,773,865	5,321,595	1,773,865	1,773,865	1,773,865	5,321,595	1,773,865	1,773,865	1,773,865	5,321,595	1,773,865	1,773,865	1,773,865	5,321,595		21,286,380
Incentive	177,387	177,387	177,387	532,161	177,387	177,387	177,387	532,161	177,387	177,387	177,387	532,161	177,387	177,387	177,387	532,161		2,128,644
Employee cost Direct	1,951,252	1,951,252	1,951,252	5,853,756	1,951,252	1,951,252	1,951,252	5,853,756	1,951,252	1,951,252	1,951,252	5,853,756	1,951,252	1,951,252	1,951,252	5,853,756		23,415,024
PF - Admin and Inspection	29,082	32,164	35,246	96,492	38,328	41,410	44,492	124,230	47,574	50,656	53,738	151,968	56,820	59,902	63,000	179,722		552,412
Staff Welfare	15,000	15,000	15,000	45,000	15,000	15,000	15,000	45,000	15,000	15,000	15,000	45,000	15,000	15,000	15,000	45,000		180,000
Training & Seminar Fees	20,000	20,000	20,000	60,000	20,000	20,000	20,000	60,000	20,000	20,000	20,000	60,000	20,000	20,000	20,000	60,000		240,000
Employee cost -In-Direct	64,082	67,164	70,246	201,492	73,328	76,410	79,492	229,230	82,574	85,656	88,738	256,968	91,820	94,902	98,000	284,722		972,412
Total-Personnel Cost	2,015,334	2,018,416	2,021,498	6,055,248	2,024,580	2,027,662	2,030,744	6,082,986	2,033,826	2,036,908	2,039,990	6,110,724	2,043,072	2,046,154	2,049,252	6,138,478		24,387,436
Rent, Rates & Taxes	16,500	16,500	16,500	49,500	16,500	16,500	16,500	49,500	16,500	16,500	16,500	49,500	16,500	16,500	16,500	49,500		190,000
Electricity Charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-
Repairs and maintenance - others	5,000	5,000	5,000	15,000	5,000	5,000	5,000	15,000	5,000	5,000	5,000	15,000	5,000	5,000	5,000	15,000		60,000
Office Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-
Security Charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-
Infrastructure Cost	21,500	21,500	21,500	64,500	21,500	21,500	21,500	64,500	21,500	21,500	21,500	64,500	21,500	21,500	21,500	64,500		258,000



Total Cost	8,865,169	9,338,586	10,212,003	28,615,758	10,865,420	11,258,837	12,232,254	34,678,511	12,903,671	11,579,068	14,252,003	40,737,264	14,925,922	15,500,339	16,276,252	46,401,513	150,831,046
Gross Margin	-1,594,669	1,497,386	1,400,303	4,492,788	1,303,420	1,206,337	1,109,234	3,819,011	1,012,171	915,086	818,005	2,745,264	720,922	603,839	926,282	1,871,013	12,728,066
% Gross Margin	-22%	19%	-16%	-15%	-14%	-12%	-10%	-12%	-9%	-7%	-6%	-7%	-5%	-4%	-3%	-4%	-9%
Admin	220,566	220,575	185,278	656,420	220,566	220,996	220,900	662,462	229,616	237,545	231,974	698,125	231,216	230,488	230,488	692,193	2,679,210
IT Support Cost	24,112	24,112	21,553	69,778	24,826	24,509	24,509	73,443	24,509	24,509	24,509	73,526	24,509	24,509	24,509	73,526	290,272
Common Allocated Cost	244,678	244,688	206,832	696,198	244,992	245,505	245,409	735,905	253,114	262,054	256,482	771,650	255,725	254,997	254,997	765,718	2,869,472
Contribution	-1,530,347	1,742,274	1,607,335	5,188,956	1,548,412	1,451,842	1,354,663	4,354,916	1,265,285	1,177,142	1,074,867	3,316,914	976,647	879,836	791,249	2,636,731	15,697,518
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Contribution	-1,530,347	1,742,274	1,607,335	5,188,956	1,548,412	1,451,842	1,354,663	4,354,916	1,265,285	1,177,142	1,074,867	3,316,914	976,647	879,836	791,249	2,636,731	15,697,518
% Contribution	-25%	-22%	-18%	-22%	-16%	-14%	-12%	-14%	-11%	-9%	-8%	-9%	-7%	-6%	-5%	-6%	-11%

