

Module 10: Metrics & Performing Indexes

Summary Statistics

Total Sessions	8
Total Metrics	3
Years Covered	12
Currency	Rs in Lacs

Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
0.3	0.3	0.4	0.4	0.5	0.6
Y7	Y8	Y9	Y10	Y11	Y12
0.6	0.7	0.8	1.0	1.1	1.3

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
0.1	0.1	0.1	0.1	0.1	0.2
Y7	Y8	Y9	Y10	Y11	Y12
0.2	0.2	0.2	0.3	0.3	0.4

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
0.0	0.0	0.1	0.1	0.1	0.1
Y7	Y8	Y9	Y10	Y11	Y12
0.1	0.1	0.1	0.1	0.2	0.2

GMROI (Store Format A)

Y1	Y2	Y3	Y4	Y5	Y6
2.2	2.4	2.9	3.5	4.0	4.4
Y7	Y8	Y9	Y10	Y11	Y12
4.8	5.3	5.7	6.2	6.6	7.0

Sales per Square Feet

Y1	Y2	Y3	Y4	Y5	Y6
10	10	14	14	17	21
Y7	Y8	Y9	Y10	Y11	Y12
21	24	28	35	38	45

Expanded Performance Metrics

KPI Name	Rational	Expected Output
w	w	w
e	e	e

Summary

htkjt hll	Wegker	Schijndel	gtsersd	dfg	awrt	sertg	drtgf	er	tsrtgsrg	srtgsrg	ewrt	srgsr	er
or earhtkjt	Wegker	Schijndel	gtsersd	dfg	awrt	sertg	drtgf	er	tsrtgsrg	srtgsrg	ewrt	srgsr	er

hijklmnjhsufjkcn hregbr earhtkje hllmjjck 6ulthkissjgsed dfg awrtsertgdrtgf er tsrtgsrg srtgsrg ewrt sregsr er trtysrg Data foamr fcghijklm

amr fcghjklmnjhsufjkc n hregbr earhtkja **Merklige Buchhalse** jrgtserd dfg awrtsertgdrtgf er tsrtsgsg srtsgsg ewrt sregsr er trtysrg Data foamr fcghjklmnjhsuf