

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
130.1	149.6	171.8	196.5	225.1	257.7
Y7	Y8	Y9	Y10	Y11	Y12
295.4	338.3	387.8	445.0	510.1	584.3

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
39.0	44.9	51.5	58.9	67.5	77.3
Y7	Y8	Y9	Y10	Y11	Y12
88.6	101.5	116.3	133.5	153.0	175.3

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
19.5	22.4	25.8	29.5	33.8	38.7
Y7	Y8	Y9	Y10	Y11	Y12
44.3	50.7	58.2	66.8	76.5	87.6

GMROI (Store Format A)

Y1	Y2	Y3	Y4	Y5	Y6
2.4	2.6	3.1	3.8	4.3	4.8
Y7	Y8	Y9	Y10	Y11	Y12
5.3	5.8	6.2	6.7	7.2	7.7

Sales per Square Feet

Y1	Y2	Y3	Y4	Y5	Y6
46	53	61	70	80	92
Y7	Y8	Y9	Y10	Y11	Y12
105	120	138	158	182	208

Expanded Performance Metrics

KPI Name	Rational	Expected Output
N/A	N/A	N/A

Summary

Metrics Submissions	N/A
Metrics Summarise	N/A