

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
50.7	58.3	66.9	76.5	87.7	100.3
Y7	Y8	Y9	Y10	Y11	Y12
115.0	131.7	151.0	173.3	198.6	227.5

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
15.2	17.5	20.1	22.9	26.3	30.1
Y7	Y8	Y9	Y10	Y11	Y12
34.5	39.5	45.3	52.0	59.6	68.2

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
7.6	8.7	10.0	11.5	13.2	15.0
Y7	Y8	Y9	Y10	Y11	Y12
17.2	19.8	22.6	26.0	29.8	34.1

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
2222	2556	2933	3353	3844	4397
Y7	Y8	Y9	Y10	Y11	Y12
5041	5773	6619	7597	8706	9973

Expanded Performance Metrics

KPI Name	Rational	Expected Output
11	1	1

Summary

Metrics Submissions	None
Metrics Summarise	None