

Module 10: Metrics & Performing Indexes

Summary Statistics

Total Sessions	7
Total Metrics	2
Years Covered	12
Currency	Rs in Lacs

Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
200.0	230.0	264.0	302.0	346.0	396.0
Y7	Y8	Y9	Y10	Y11	Y12
454.0	520.0	596.0	684.0	784.0	898.0

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
60.0	69.0	79.2	90.6	103.8	118.8
Y7	Y8	Y9	Y10	Y11	Y12
136.2	156.0	178.8	205.2	235.2	269.4

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
30.0	34.5	39.6	45.3	51.9	59.4
Y7	Y8	Y9	Y10	Y11	Y12
68.1	78.0	89.4	102.6	117.6	134.7

GMROI (Store Format A)

Y1	Y2	Y3	Y4	Y5	Y6
2.8	3.1	3.6	4.5	5.0	5.6
Y7	Y8	Y9	Y10	Y11	Y12
6.2	6.7	7.3	7.8	8.4	9.0

Sales per Square Feet

Y1	Y2	Y3	Y4	Y5	Y6
6393	7352	8438	9653	11059	12658
Y7	Y8	Y9	Y10	Y11	Y12
14511	16621	19050	21863	25059	28703

Expanded Performance Metrics

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

Summary

Metrics Submissions	
Metrics Summarise	