

## Module 10: Metrics & Performing Indexes

### Summary Statistics

<b>Total Sessions</b>	<b>8</b>
Total Metrics	2
Years Covered	12
Currency	Rs in Lacs

### Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
2931.4	3371.1	3869.4	4426.4	5071.3	5804.2
Y7	Y8	Y9	Y10	Y11	Y12
6654.3	7621.6	8735.5	10025.4	11491.0	13161.9

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
879.4	1011.3	1160.8	1327.9	1521.4	1741.3
Y7	Y8	Y9	Y10	Y11	Y12
1996.3	2286.5	2620.7	3007.6	3447.3	3948.6

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
439.7	505.7	580.4	664.0	760.7	870.6
Y7	Y8	Y9	Y10	Y11	Y12
998.1	1143.2	1310.3	1503.8	1723.6	1974.3

GMROI (Store Format A)

Y1	Y2	Y3	Y4	Y5	Y6
2.6	2.9	3.4	4.2	4.7	5.2
Y7	Y8	Y9	Y10	Y11	Y12
5.7	6.2	6.8	7.3	7.8	8.3

Sales per Square Feet

Y1	Y2	Y3	Y4	Y5	Y6
9637	11083	12721	14553	16673	19082
Y7	Y8	Y9	Y10	Y11	Y12
21877	25057	28719	32960	37779	43272

Expanded Performance Metrics

KPI Name	Rational	Expected Output
bnm	bnm	bnm
vbnm	bnm	bnm
bnm	vbnm	bnm

Summary

Metrics Submissions	None
Metrics Summarise	None