

Module 10: Metrics & Performing Indexes

Summary Statistics

Total Sessions	4
Total Metrics	2
Years Covered	12
Currency	Rs in Lacs

Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
1625.0	1868.7	2145.0	2453.8	2811.2	3217.5
Y7	Y8	Y9	Y10	Y11	Y12
3688.8	4225.0	4842.5	5557.5	6370.0	7296.2

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
487.5	560.6	643.5	736.1	843.4	965.2
Y7	Y8	Y9	Y10	Y11	Y12
1106.6	1267.5	1452.8	1667.2	1911.0	2188.9

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
243.8	280.3	321.8	368.1	421.7	482.6
Y7	Y8	Y9	Y10	Y11	Y12
553.3	633.8	726.4	833.6	955.5	1094.4

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
66781	76796	88151	100841	115529	132226
Y7	Y8	Y9	Y10	Y11	Y12
151595	173630	199007	228390	261781	299844

Expanded Performance Metrics

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

Summary

Metrics Submissions	N/A
Metrics Summarise	N/A