

## Module 10: Metrics & Performing Indexes

### Summary Statistics

<b>Total Sessions</b>	<b>8</b>
Total Metrics	3
Years Covered	12
Currency	Rs in Lacs

### Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
31.8	36.5	41.9	47.9	54.9	62.9
Y7	Y8	Y9	Y10	Y11	Y12
72.1	82.6	94.6	108.6	124.5	142.6

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
9.5	10.9	12.6	14.4	16.5	18.9
Y7	Y8	Y9	Y10	Y11	Y12
21.6	24.8	28.4	32.6	37.4	42.8

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
4.8	5.5	6.3	7.2	8.2	9.4
Y7	Y8	Y9	Y10	Y11	Y12
10.8	12.4	14.2	16.3	18.7	21.4

GMROI (Store Format A)

Y1	Y2	Y3	Y4	Y5	Y6
2.0	2.2	2.6	3.2	3.6	4.0
Y7	Y8	Y9	Y10	Y11	Y12
4.4	4.8	5.2	5.6	6.0	6.4

Sales per Square Feet

Y1	Y2	Y3	Y4	Y5	Y6
1	1	1	1	2	2
Y7	Y8	Y9	Y10	Y11	Y12
2	2	3	3	3	4

Expanded Performance Metrics

KPI Name	Rational	Expected Output
rewrwe	ewrewr	ewrew

Summary

Metrics Submissions	dsfdsf
Metrics Summarise	dsfdsfsdf