

Module 10: Metrics & Performing Indexes

Summary Statistics

Total Sessions	8
Total Metrics	1
Years Covered	12
Currency	Rs in Lacs

Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
211.4	243.1	279.1	319.2	365.8	418.6
Y7	Y8	Y9	Y10	Y11	Y12
479.9	549.7	630.0	723.1	828.8	949.3

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
63.4	72.9	83.7	95.8	109.7	125.6
Y7	Y8	Y9	Y10	Y11	Y12
144.0	164.9	189.0	216.9	248.6	284.8

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
31.7	36.5	41.9	47.9	54.9	62.8
Y7	Y8	Y9	Y10	Y11	Y12
72.0	82.5	94.5	108.5	124.3	142.4

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
753	866	994	1137	1303	1491
Y7	Y8	Y9	Y10	Y11	Y12
1709	1958	2244	2575	2952	3381

Expanded Performance Metrics

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

Summary

Metrics Submissions	None
Metrics Summarise	None