

Module 10: Metrics & Performing Indexes

Summary Statistics

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

Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
1825.0	2098.8	2409.0	2755.8	3157.2	3613.5
Y7	Y8	Y9	Y10	Y11	Y12
4142.8	4745.0	5438.5	6241.5	7154.0	8194.2

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
547.5	629.6	722.7	826.7	947.2	1084.0
Y7	Y8	Y9	Y10	Y11	Y12
1242.8	1423.5	1631.5	1872.4	2146.2	2458.3

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
273.8	314.8	361.3	413.4	473.6	542.0
Y7	Y8	Y9	Y10	Y11	Y12
621.4	711.8	815.8	936.2	1073.1	1229.1

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
80000	92002	105600	120802	138398	158400
Y7	Y8	Y9	Y10	Y11	Y12
181602	208000	238400	273600	313600	359198

Expanded Performance Metrics

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

Summary

Metrics Submissions	N/A
Metrics Summarise	N/A