

Module 10: Metrics & Performing Indexes

Summary Statistics

Total Sessions	11
Total Metrics	3
Years Covered	12
Currency	Rs in Lacs

Metrics Data (All Years)

Sales (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
300.0	345.0	396.0	453.0	519.0	594.0
Y7	Y8	Y9	Y10	Y11	Y12
681.0	780.0	894.0	1026.0	1176.0	1347.0

Gross Margin (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
90.0	103.5	118.8	135.9	155.7	178.2
Y7	Y8	Y9	Y10	Y11	Y12
204.3	234.0	268.2	307.8	352.8	404.1

Operating Expenses (Rs in Lacs)

Y1	Y2	Y3	Y4	Y5	Y6
45.0	51.8	59.4	68.0	77.8	89.1
Y7	Y8	Y9	Y10	Y11	Y12
102.1	117.0	134.1	153.9	176.4	202.0

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
904	1040	1193	1365	1564	1790
Y7	Y8	Y9	Y10	Y11	Y12
2052	2351	2694	3092	3544	4059

Expanded Performance Metrics

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

Summary

Metrics Submissions	N/A
Metrics Summarise	N/A