RETAILMATH formulas

SALES

Sales = Traffic x Conversion x ATV
ATV = Sales ÷ No. of Transactions
IPC = Total Quantity Sold ÷ No. of Transactions
Conversion = No. of Transactions ÷ Traffic x 100
SPSF = Sales ÷ Area in Square Feet
LFL Growth (%) = (TY - LY) ÷ LY x 100

INVENTORY

Open to Buy: Opening Stocks + Purchases - Sales = Closing Stocks
GMROI = Gross Profit ($) ÷ Average Inventory Cost ($)
Sell Thru (%) = No. of Units Sold ÷ No. of Units Received x 100
Aging (%) = Aging Inventory at Cost ÷ Total Stock at Cost x 100
Inventory Turnover = COGS ÷ Average Inventory at Cost
DSI= (Average Inventory at Cost ÷ COGS ) x 365
Shrinkage = (Value of Lost Stock ÷ Sales) x 100
Forward Stock Cover = SOH ÷ Average Forward COGS

FINANCIALS

Gross Margin (%) = (Sales - Cost) ÷ Sales x 100
Markdown (%) = (Original Price - Sale Price) ÷ Original Price x 100
Markup (%) = (Sale Price - Cost Price) ÷ Cost Price x 100
EBITDA = Net Profit + Interest + Taxes + Depreciation + Amortization
Net Profit Margin (%) = (Net Income ÷ Revenue) x 100

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