

CHEAT SHEET RETAIL MATH

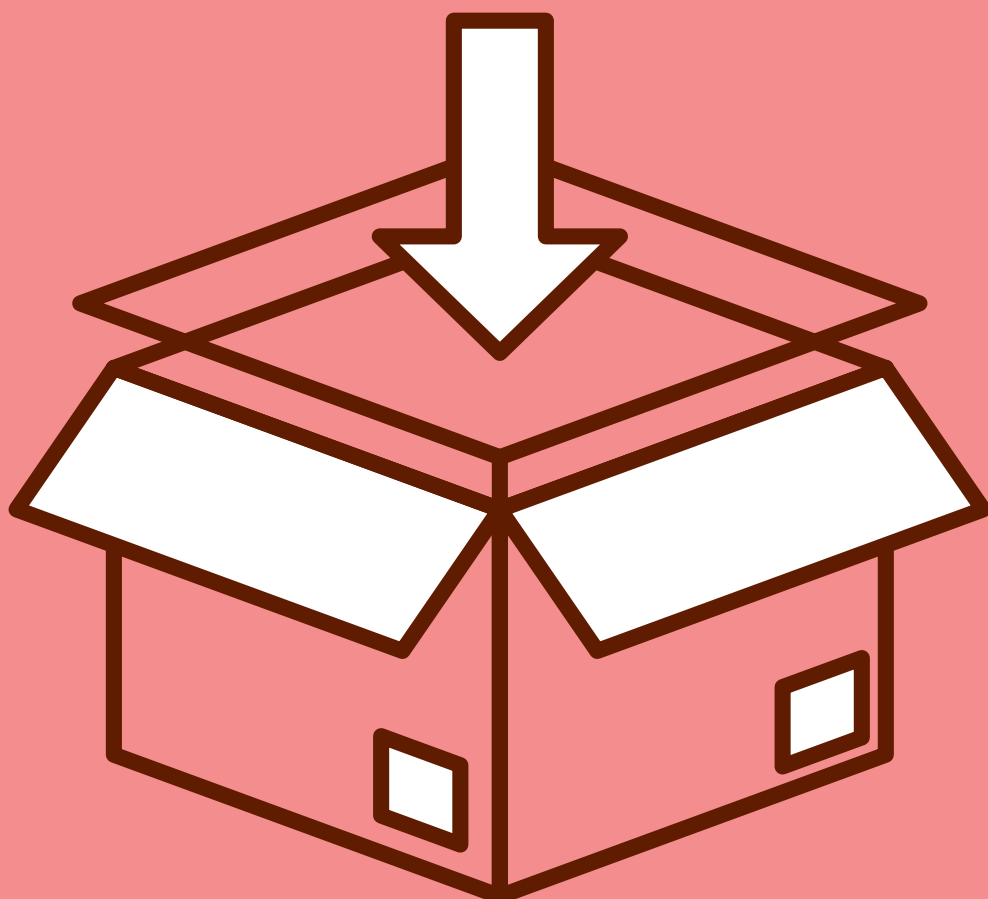


ATV	$\text{Sales} \div \text{No. of Transactions}$
IPC	$\text{Total Quantity Sold} \div \text{No. of Transactions}$
Conversion	$\text{No. of Transactions} \div \text{Traffic} \times 100$
SPSF	$\text{Sales} \div \text{Area in Square Feet}$
LFL GROWTH	$(\text{TY} - \text{LY}) \div \text{LY} \times 100$

SALES



INVENTORY



Gross Margin	$(\text{Sales} - \text{Cost}) \div \text{Sales} \times 100$
Inventory Turnover	$\text{COGS} \div \text{Average Inventory}$
DSI	$(\text{Average Inventory} \div \text{COGS}) \times 365$
GMROI	$\text{Gross Profit} (\$) \div \text{Average Inventory} (\$)$
Shrinkage	$(\text{Value of Lost Stock} \div \text{Sales}) \times 100$