



RETAIL MATH FORMULAS



ATV = Sales ÷ No. of Transactions

IPC = Quantity Sold ÷ No. of Transactions

Conversion = No. of Transactions ÷ Traffic x 100

GMROI = Gross Profit ÷ Average Inventory

Inventory Turnover = COGS ÷ Average Inventory

Shrinkage = (Value of Lost Stock ÷ Sales) x 100

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

More Formulas, Examples & Business Implementation

Learn all the important formulas used in retail and how they are applied in the class.

Job Assessment Retail Management Math Practice Examples

Julia Schneider



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