

define cash conversion cycle

The cash conversion cycle is a metric that measures that time (in days) it takes for a company to convert its inventory and other goods into cash flows from sales. It reflects the efficiency with which a company is managing how long each dollar invested in working capital stays before it is converted into cash.

The formula for the cash conversion cycle is:

$$CCC = \text{Days Inventory Outstanding (DIO)} + \text{Days Sales Outstanding (DSO)} - \text{Days Payable Outstanding (DPO)}$$

key components

Days Inventory Outstanding (DIO)

The average number of days the company holds its inventory before selling it.

Days Sales Outstanding (DSO) - A lower DSO indicates that the company is collecting its receivables more efficiently.

$$DIO = \frac{\text{Average Inventory}}{\text{Cost of Goods Sold (COGS)}} \times 365$$

Day sales outstanding (DSO):

The average number of days it takes the company to collect payment on making a sale. A low DSO means that the company is collecting payment from its customers quickly.

$$DSO = \frac{\text{Accounts Receivable} \times 365}{\text{Total Credit Sales}}$$

Days payable outstanding (DPO):

The average number of days the company takes to pay its suppliers for goods and services. A high DPO suggests better cash flow for the company, but it is also longer.

$$DPO = \frac{\text{Accounts Payable} \times 365}{\text{Cost of Goods Sold}}$$

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