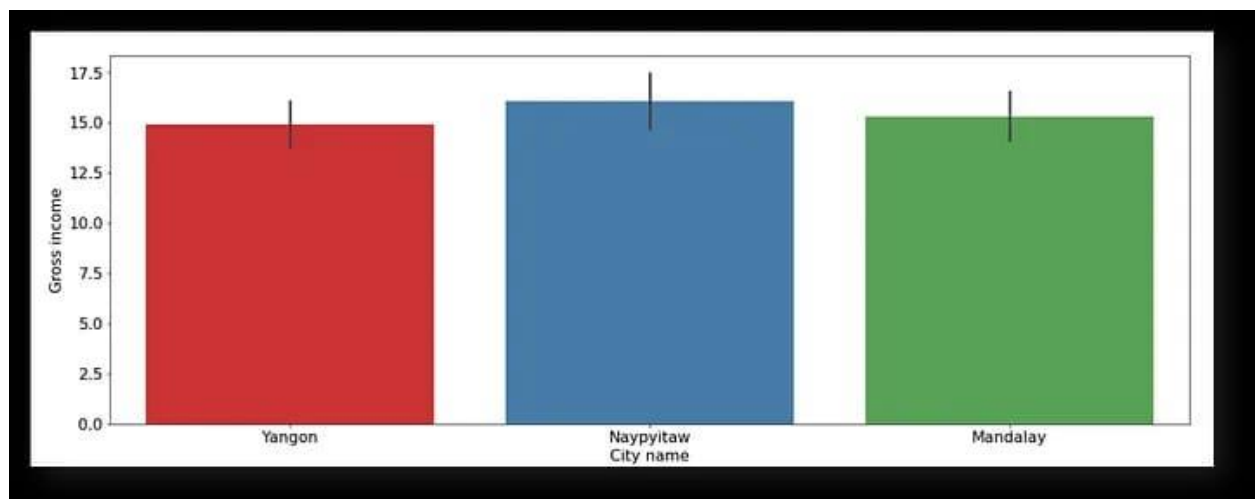
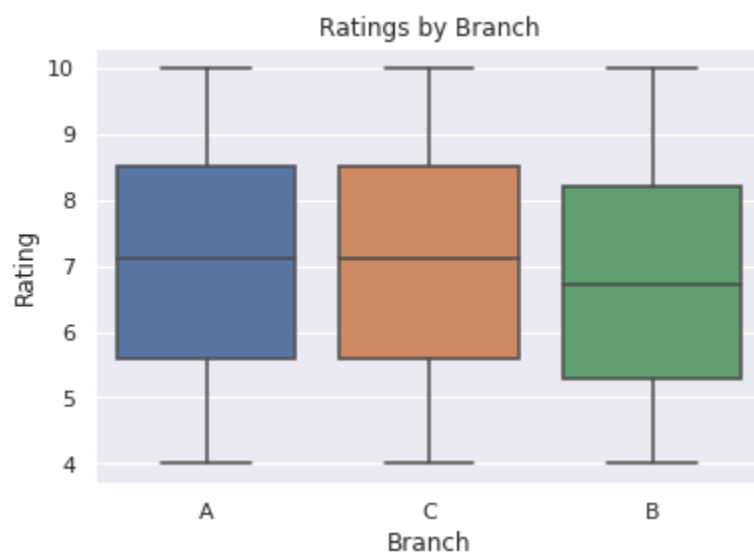


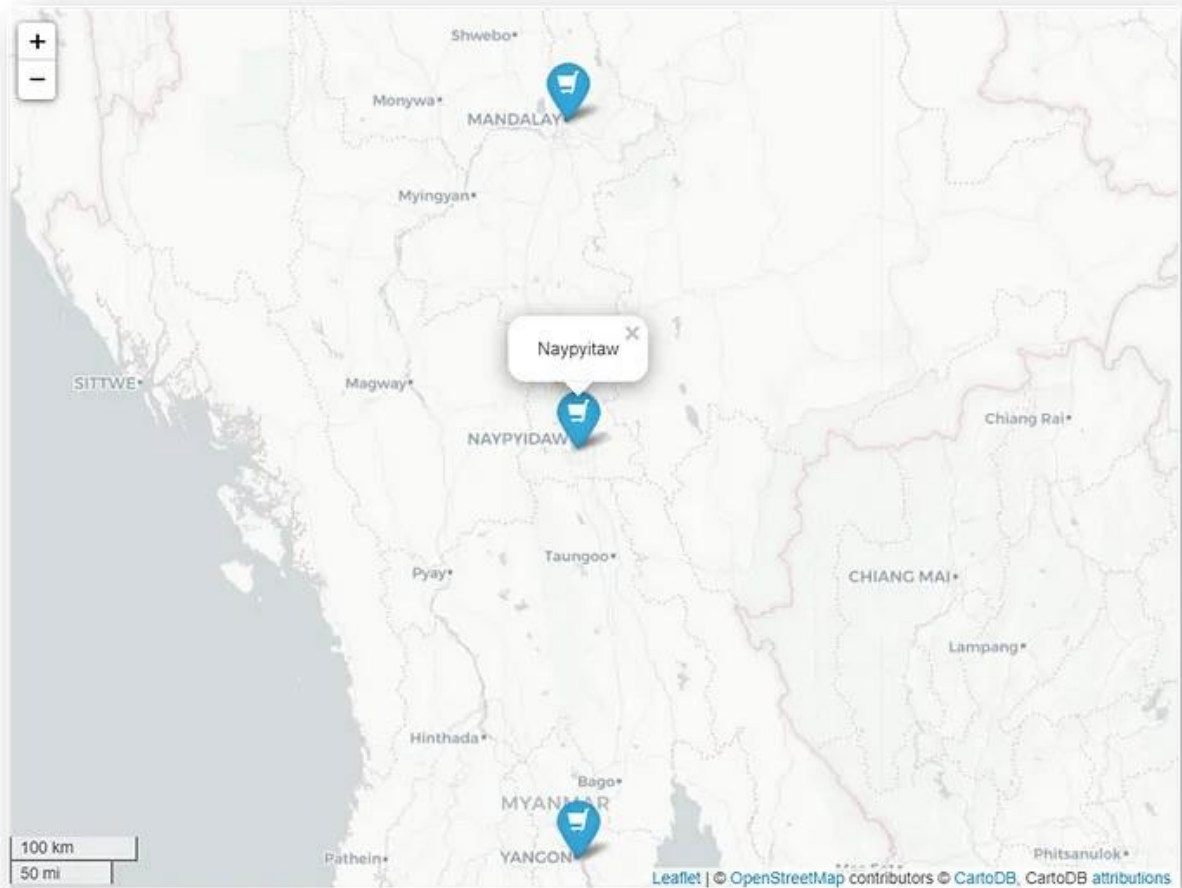
Invoice id: Computer generated sales slip invoice identification number

Sales I'd, order id

Branch: Branch of supercenter (3 branches are available identified by A, B and C).

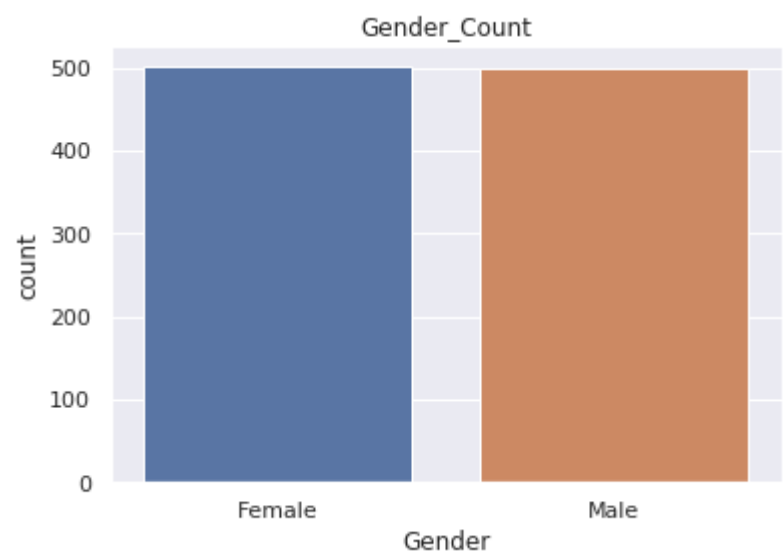


City: Location of supercenters



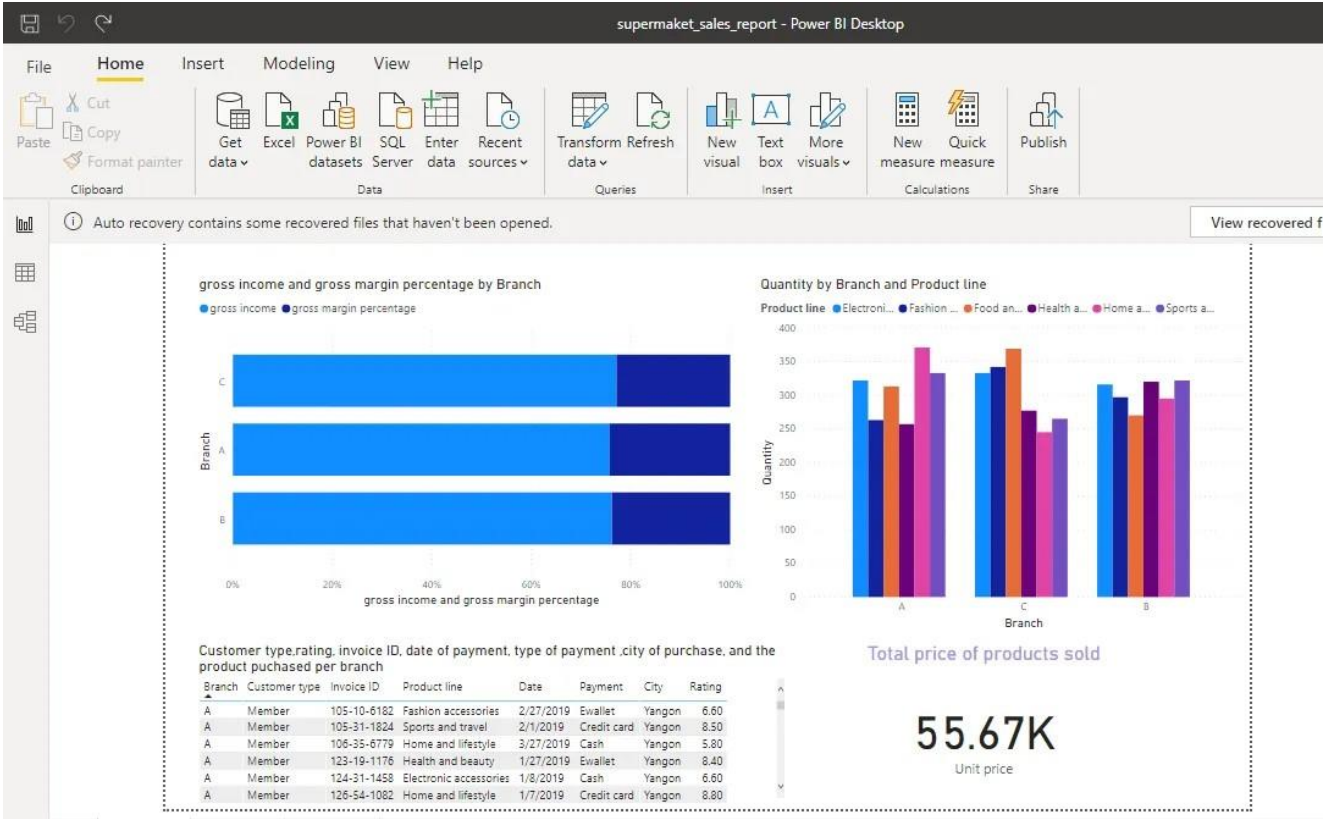
Customer type: Type of customers, recorded by Members for customers using member card and Normal for without member card.

Gender: Gender type of customer



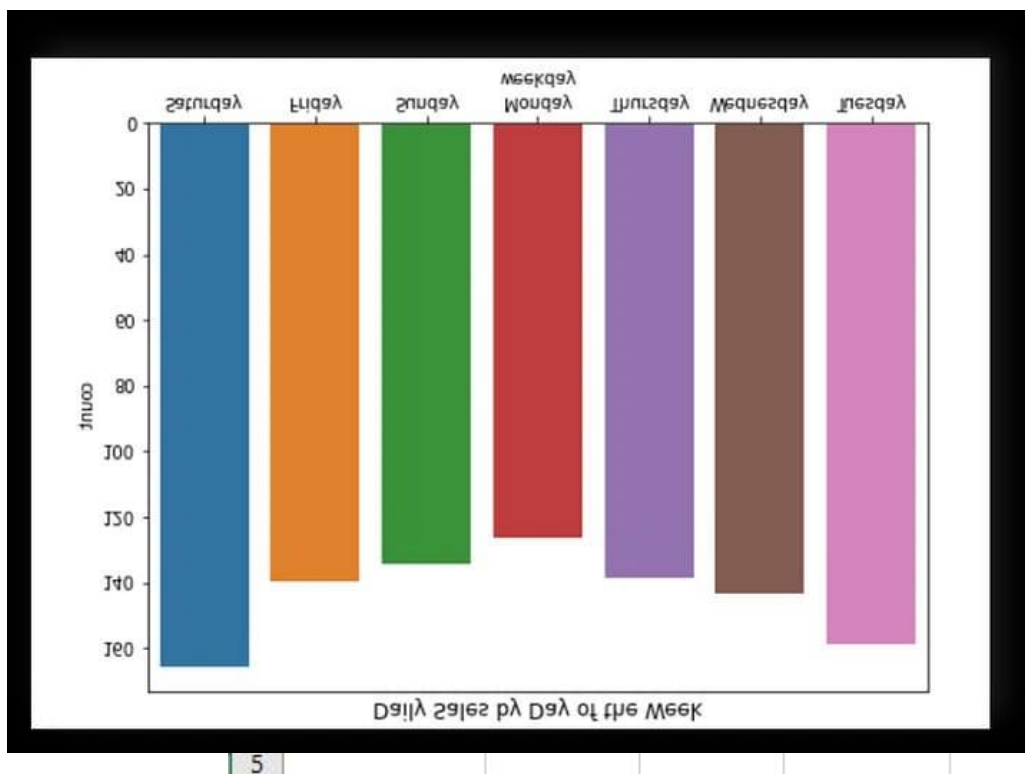
Female and male

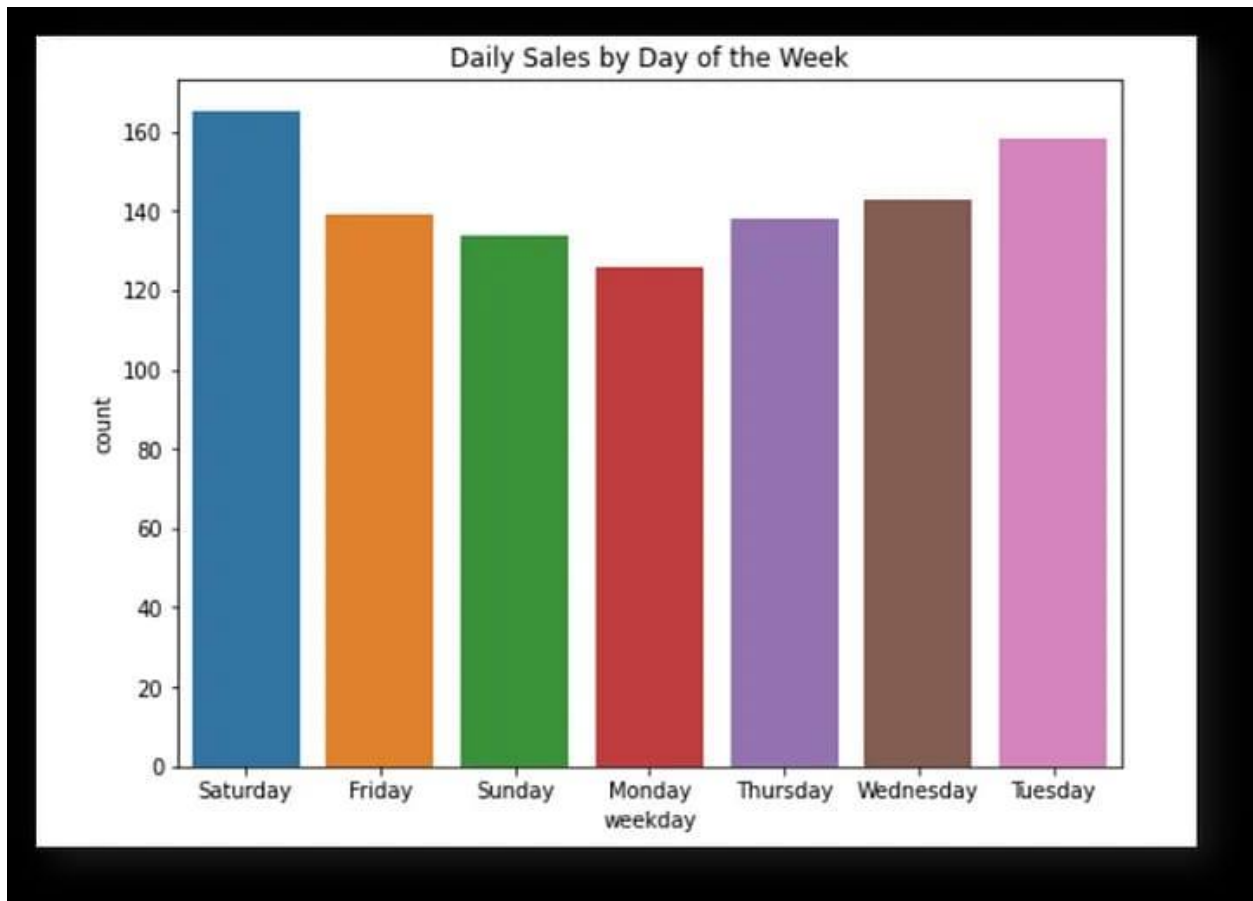
Product line: General item categorization groups — Electronic accessories, Fashion accessories, Food and beverages, Health and beauty, Home and lifestyle, Sports and travel



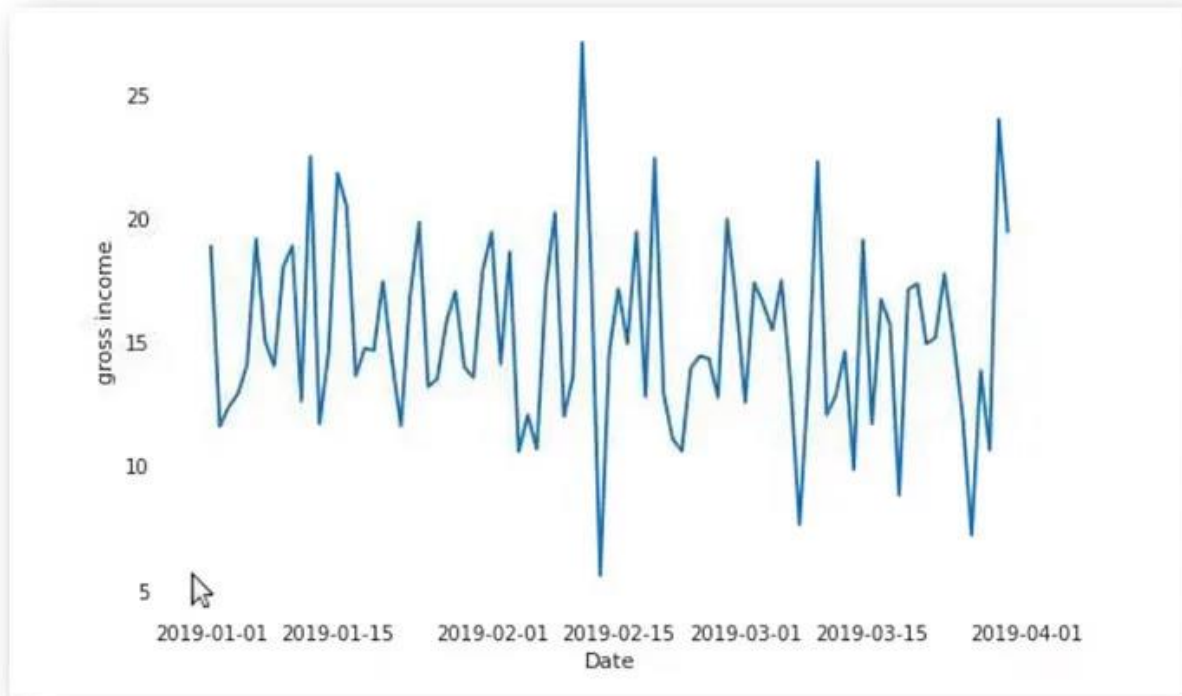
Unit price: Price of each product in

Quantity: Number of products purchased by customer



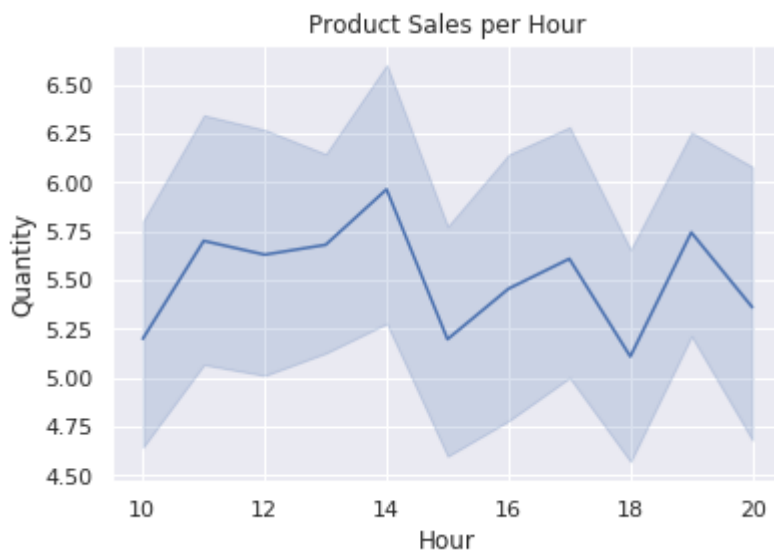
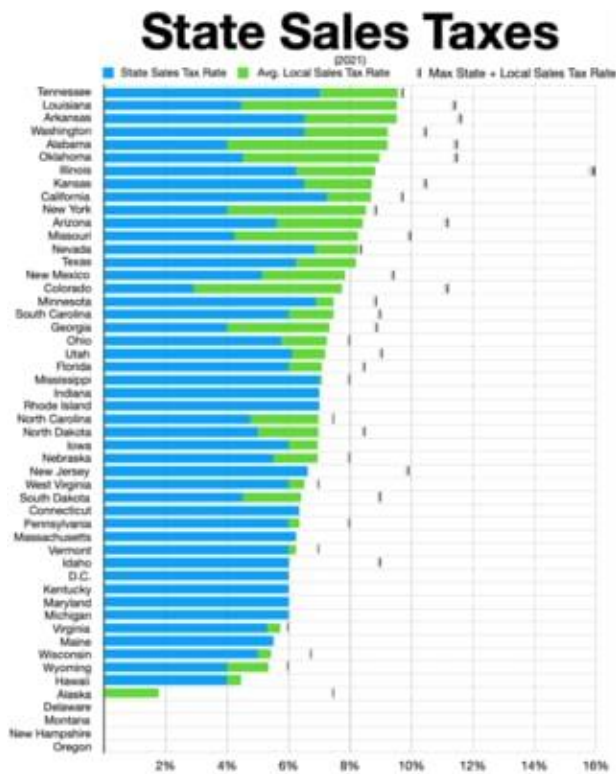


Total: Total price including ta



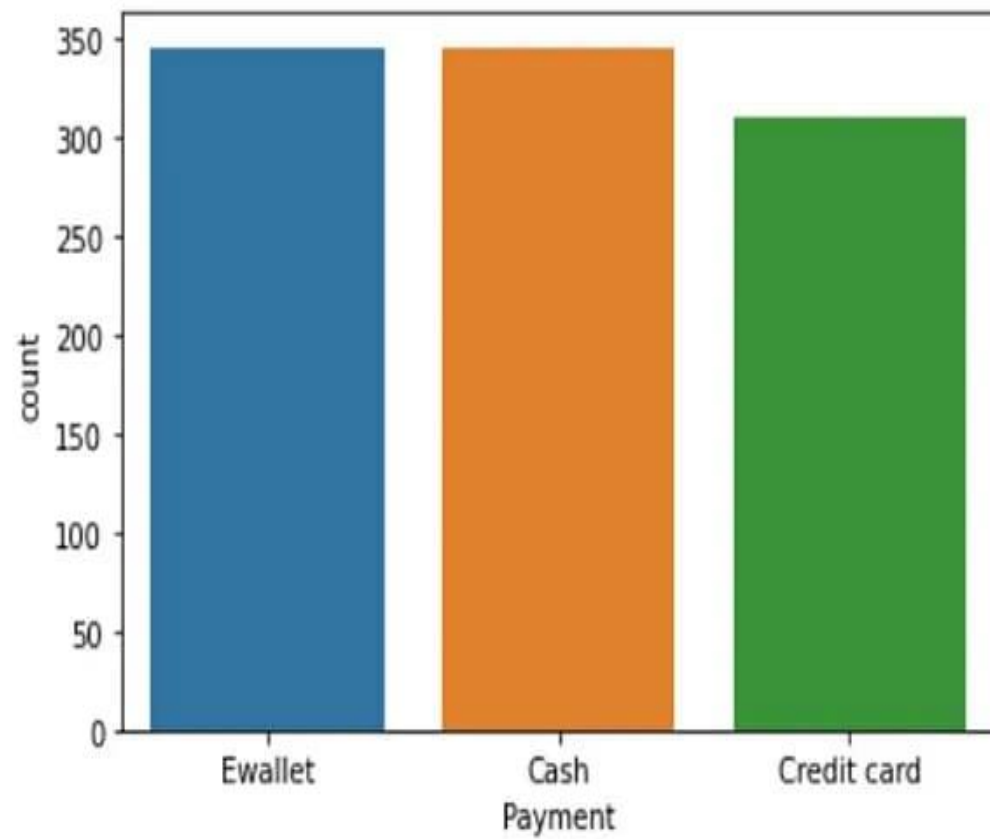
Time: Purchase time (10am to 9pm)

Tax: 5% tax fee for customer buying



Payment: Payment used by customer for purchase (3 methods are available — Cash, Credit card and Ewallet)





Gross margin percentage: Gross margin percentage

COGS: Cost of goods sold

## Gross Margin Formula

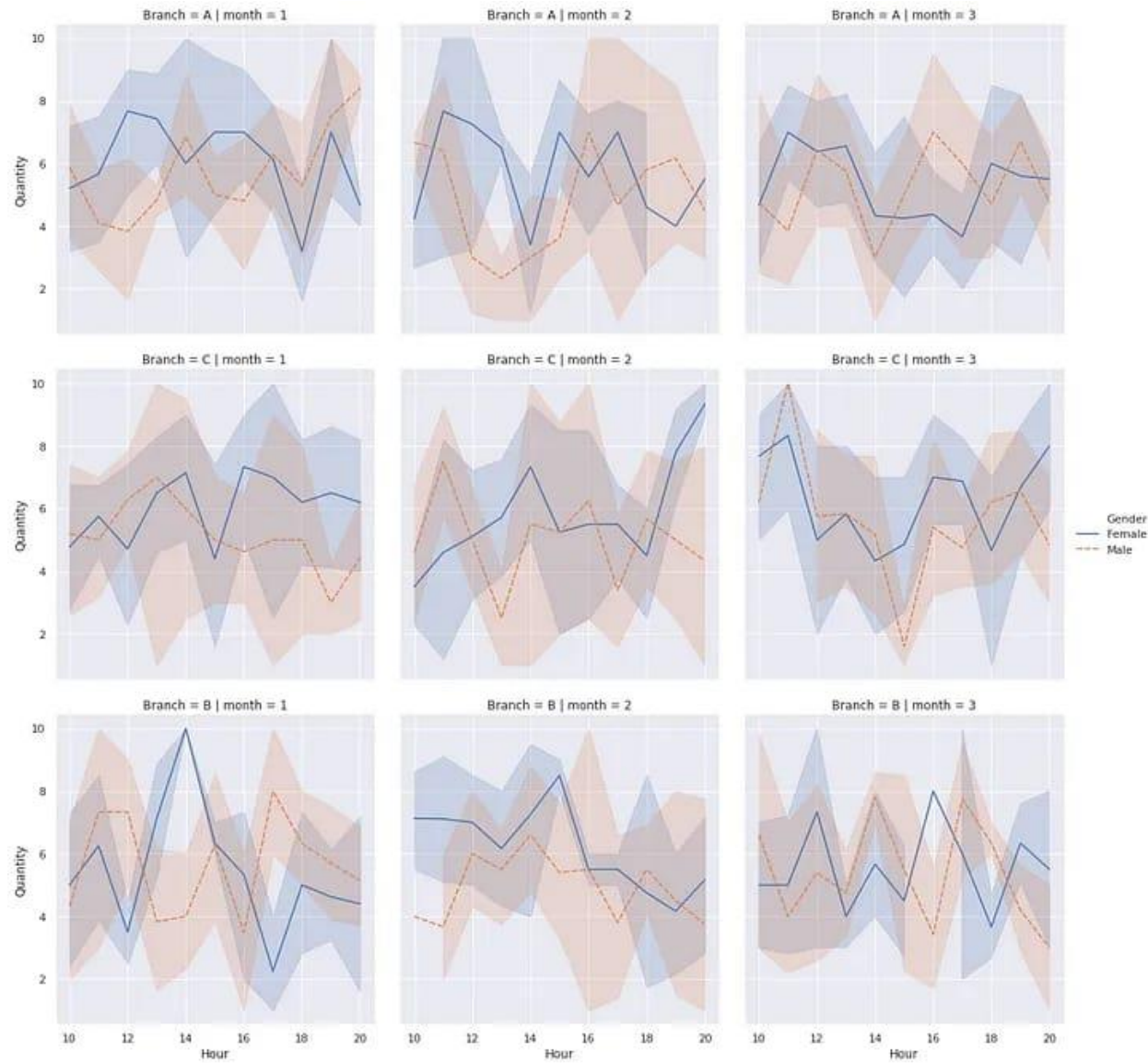
**Gross Margin  
(In Absolute Term)** = Net Sales – COGS



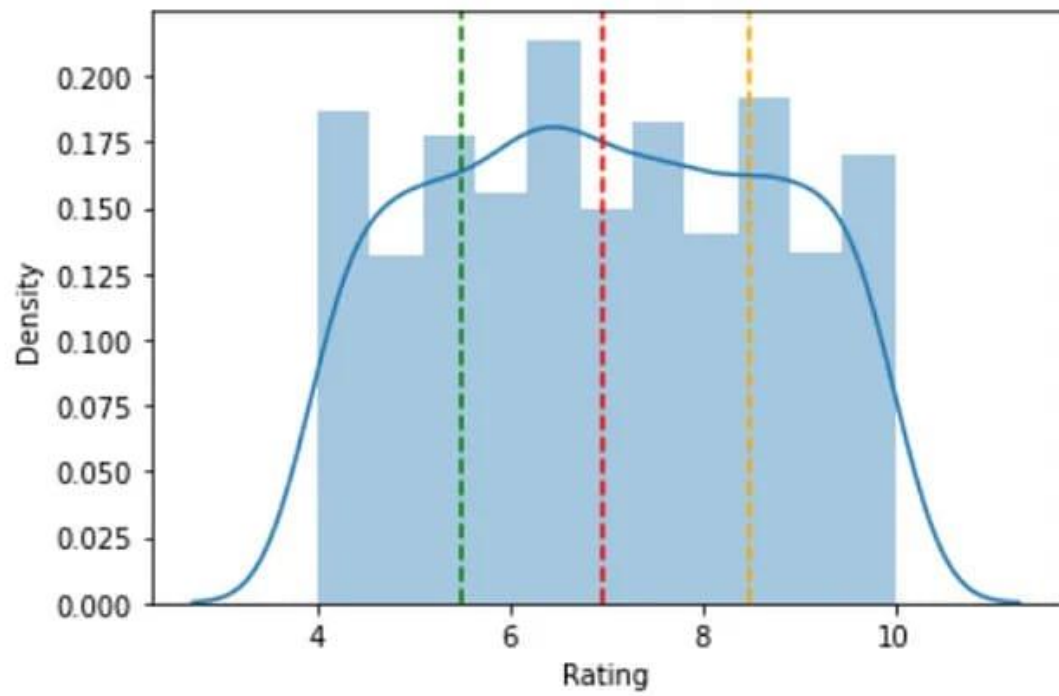
**Gross Margin  
(In Percentage Form)** = Net Sales – COGS x  $\frac{100}{\text{Net Sales}}$

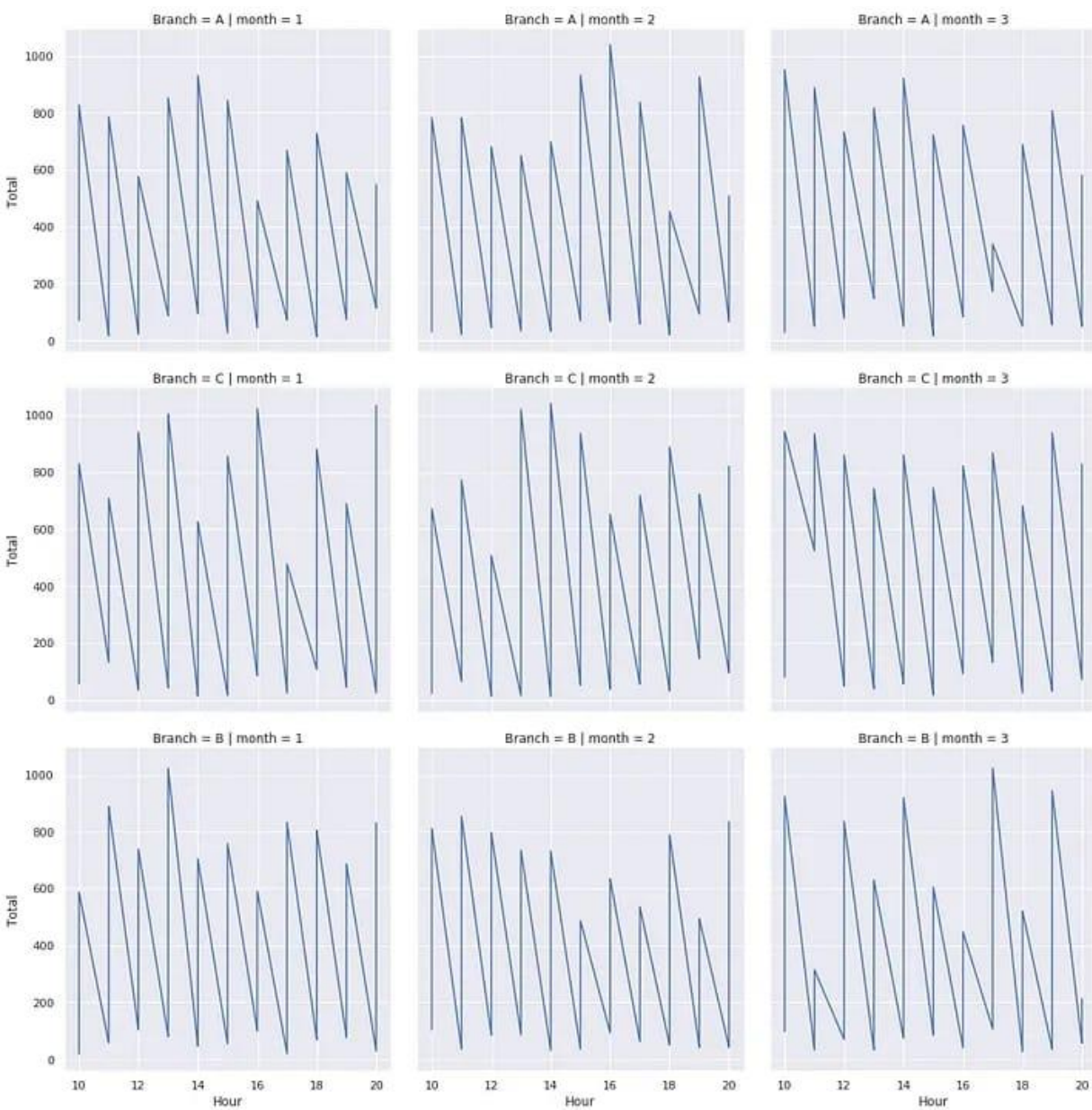
	A	B	C	D	E	F
1						
2		<b>Cost of Goods Sold (COGS)</b>				
3		(\$ in millions)				
4						
5		<b>Model Assumptions</b>				
6						Year 1
7		Revenue				\$80
8		(–) Cost of Goods Sold (COGS)				(30)
9		<b>Gross Profit</b>				<b>\$50</b>
10		% gross margin				62.5%
11						
12		<u>COGS Calculation</u>				
13		Beginning Inventory				\$25
14		(+) Purchases of Raw Material				10
15		(–) Ending Inventory				(5)
16		<b>Cost of Goods Sold (COGS)</b>				<b>\$30</b>
17						

## Gross income: Gross income



Rating: Customer stratification rating on their overall shopping experience (On a scale of 1 to 10)





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