

Business Type

MFPTNP

Fashion Pyramid

C/CP

SMU-WW

ESSENTIALS

WW

World

All

Zone

NORTHEASTWESTSOUTH

Sales Type

OmniRetail salesWB Myntra B2BZINC

Sales Type

All

Brand

All

Product

All

Comparison Year

FY22-23FY23-24

ANNUAL

NA

OTHERS

LL

NW

Business_Desc	LY NSV(L)	NSV(L)	Budget (L)	Mix %	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr %	Qty GR %	RP Budget(L)	RP Budget Ach%
+ APPARELS	5305	6010	7168	86.7%	86.9%	83.8%	7.1%	5.4%	13.3%	-53.5%	7032	85.5%
+ NON APPARELS	681	787	837	11.4%	11.2%	94.1%	11.6%	6.2%	15.4%	-39.7%	748	105.2%
+ OTHERS	118	131		1.9%	1.9%		4.0%	1.7%	11.5%			
+		0	0	0.0%		103.4%	9.2%			-33.3%	0	88.8%
Total	6105	6928	8005	100.0%	100.0%	86.6%	7.6%	5.4%	13.5%	-51.4%	7780	89.0%

ZONE WISE PERFORMANCE

Zone	LY NSV(L)	NSV(L)	Budget (L)	Mix %	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr %
WEST	1680	2188	2407	31.6%	27.5%	90.9%	6.7%	21.4%	30.2%
NORTH	1601	1786	1923	25.8%	26.2%	92.9%	7.7%	5.9%	11.5%
EAST	1627	1601	1958	23.1%	26.6%	81.8%	9.3%	-5.5%	-1.6%
SOUTH	1197	1354	1717	19.5%	19.6%	78.8%	6.9%	-3.4%	13.1%
Total	6105	6928	8005	100.0%	100.0%	86.6%	7.6%	5.4%	13.5%

PRODUCT TYPE WISE PERFORMANCE

TYPE	LY NSV(L)	NSV(L)	Budget (L)	Mix %	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr %
PT	3691	4370	5075	63.1%	60.5%	86.1%	4.6%	9.7%	18.4%
NP	1793	1936	2217	27.9%	29.4%	87.3%	12.5%	0.6%	7.9%
MF	620	622	713	9.0%	10.2%	87.2%	11.6%	-6.4%	0.3%
Total	6105	6928	8005	100.0%	100.0%	86.6%	7.6%	5.4%	13.5%

FASHION PYRAMID WISE PERFORMANCE

FP	LY NSV(L)	NSV(L)	Budget (L)	Mix %	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr %
F/FB	5396	5996	6962	86.5%	88.4%	86.1%	7.9%	3.2%	11.1%
C/CP	693	931	1042	13.4%	11.4%	89.3%	5.8%	24.6%	34.3%
Total	6105	6928	8005	100.0%	100.0%	86.6%	7.6%	5.4%	13.5%

LTL Store Info					
399	5935	6254	90%	5%	6972
Store Count	LY NSV(L)	NSV(L)	Ach%	LTL GR%	Budget(L)

Current Date Range

9/7/20209/12/2020

Channel

World

Product

Brand

Season

Previous Date Range

6/1/20206/30/2020

OVERALL PERFORMANCE

Model		GSV(L)	Sale Qty	ADS	ASP	AMRP	No Of Orders	MD%	GSV Gr%	ADS Gr%
		27	6474	1079	413	905		54.4%	-80.8%	44.3%
		27	6474	1079	413	905		54.4%	-80.8%	44.3%
	B2B	77	14540	2423	526	875		39.9%	-87.2%	-39.9%
	Amazon-CT	30	6564	1094	456	833		45.3%	-75.9%	-4.8%
	Flipkart	11	2344	391	474	804		41.0%	-64.7%	62.4%
	Myntra	29	4426	738	653	979		33.3%	-90.5%	-57.2%
	Myntra OR	2	366	61	543	963		43.6%	-98.0%	-92.2%
	PayTM-AUM3	5	840	140	544	822		33.8%	-87.6%	-39.2%
	B2C	5	1013	169	462	684	762	32.4%	-93.3%	-71.4%
	Tata-CLiQ	5	1013	169	462	684	762	32.4%	-93.3%	-71.4%
	PT.com	52	10265	1711	511	850	3141	39.8%	-85.5%	-36.2%
	PT.com	52	10265	1711	511	850	3141	39.8%	-85.5%	-36.2%
Total		160	32292	5382	497	867	3903	42.7%	-86.3%	-33.1%

WORLD PERFORMANCE

World		GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
ETHNIC APPAREL		45	7402	1234	1061	610	42.5%	-82.2%	-18.1%
WOMEN WESTERN APPAREL		32	6234	1039	838	519	38.1%	-89.5%	-50.0%
YOUNG FASHION		32	7446	1241	913	428	53.1%	-86.7%	-14.6%
MEN APPAREL		23	4693	782	893	498	44.2%	-86.6%	-36.6%
KIDS APPAREL		22	5878	980	561	377	32.9%	-87.9%	-41.4%
		2	30	5	6967	6500	6.7%		
Total		160	32292	5382	867	497	42.7%	-86.3%	-33.1%

SEASON GROUP PERFORMANCE

Season_Group		GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
AW21 And Older		154	31420	5237	865	490	43.3%	-86.5%	-33.2%
CORE		3	754	126	596	433	27.4%	-85.9%	-38.7%
		2	30	5	6967	6500	6.7%		
AW23		1	55	9	2096	1408	32.8%	-58.7%	161.9%
SS23		0	22	4	2008	1436	28.5%	10.3%	144.4%
AW22		0	4	2	1824	1824	0.0%	19.7%	50.0%
SS22		0	5	1	1739	1210	30.4%	59.2%	25.0%
SS24		0	2	2	1649	1649	0.0%	-73.2%	60.0%
Total		160	32292	5382	867	497	42.7%	-86.3%	-33.1%

TYPE PERFORMANCE

TYPE		GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
MF		2	30	5	6967	6500	6.7%		
		2	232	39	752	698	7.1%	-25.0%	190.0%
		2	242	40	1386	804	42.0%	-49.8%	211.1%
		155	31788	5298	858	487	43.2%	-86.7%	-34.0%
Total		160	32292	5382	867	497	42.7%	-86.3%	-33.1%

FASHION PYRAMID PERFORMANCE

Fashion Pyramid		GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
F/FB		145	28220	4703	915	515	43.8%	-86.0%	-28.3%
C/CP		13	4042	674	485	328	32.4%	-90.2%	-54.8%
		2	30	5	6967	6500	6.7%		
Total		160	32292	5382	867	497	42.7%	-86.3%	-33.1%

PRODUCT PERFORMANCE

Product		GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
ACCESSORIES		3	163	27	2070	1565	24.4%	-37.4%	-22.7%
		0	5	2	279	195	30.1%	-83.7%	-31.0%
BAG								-100.0%	-100.0%
BAGS		0	15	4	1519	721	52.5%	-93.5%	-78.8%
BALLERINA		0	73	12	665	338	49.2%	-88.6%	-56.4%
BATH MAT		0	5	2	599	575	4.0%		
BATH TOWEL		0	7	2	649	575	11.4%		
BEDCOVER		0	2	1	2499	2249	10.0%		
BEDSHEET		1	40	7	1352	1334	1.3%		
BLAZER		0	1	1	3999	3999	0.0%		
Total		160	32292	5382	867	497	42.7%	-86.3%	-33.1%

BRAND PERFORMANCE

Brand		GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
PEOPLE		32	7451	1242	913	428	53.1%	-86.7%	-14.5%
RANGMANCH		30	4993	832	1034	602	41.8%	-84.1%	-25.2%
PANTALOONS JUNIOR		16	3973	662	560	393	29.9%	-87.7%	-40.5%
AKKRITI		11	1539	257	1298	701	46.0%	-73.5%	16.4%
DREAMZ		11	2148	358	663	495	25.4%	-91.7%	-57.2%
AJILE		10	2236	373	716	451	37.1%	-92.5%	-65.4%
BYFORD		7	1405	234	877	510	41.8%	-88.1%	-45.0%
HONEY		7	1413	236	842	496	41.0%	-88.6%	-47.1%
ANNABELLE		6	1032	172	1132	592	47.7%	-79.8%	4.0%
INDUS ROUTE		4	846	141	756	487	35.5%	-82.3%	-17.0%
Total		160	32292	5382	867	497	42.7%	-86.3%	-33.1%

Business Type

MF

PT

NP

Fashion Pyramid

C/CP

SMU-WW

World

All

Zone

NORTH

EAST

WEST

SOUTH

AG Description

All

AG

All

Brand

All

Product

All

Status

Non Tradeable

Tradeable

Cluster

ANNUAL

LL

NA

NW

OTHERS

LOB	FP	Season	Retail Sales Qty	Omni Sales Qty	Ecom WH Sales Qty	Store Stock	WH Stock	Total Stock	Ecom Stock	Stock Cover	Stock(STR+ WH) Cover	Total Sales Mix%	Stock Mix%
APPARELS	F/FB	AW24	368247	3470		7,942,688	1,261,625	923,145,915,000	975	20	23	51.2%	36.2%
APPARELS	C/CP	AW24	99088	336		1,469,363	497,461	197,255,200,000	329	13	17	14.9%	6.7%
APPARELS	F/FB	SS24	36052	1190		2,227,463	1,559,941	383,973,990,000	518	56	95	5.1%	10.1%
APPARELS	C/CP	CORE	33758	225		930,421	650,705	158,964,200,000	310	23	39	5.2%	4.2%
NON APPARELS	F/FB	AW24	28978	177		708,793	238,125	95,223,500,000	54	21	28	4.3%	3.2%
NON APPARELS	F/FB	CORE	25549	87		1,242,052	1,658	124,500,200,000		48	49	3.3%	5.6%
APPARELS	C/CP	SS24	15494	255		552,536	693,077	125,609,700,000	164	29	66	2.4%	2.5%
NON APPARELS	C/CP	CORE	15456	9		415,422	135,254	83,948,800,000	86	22	30	2.4%	2.0%
NON APPARELS	F/FB		15036	8		17,977	220	1,969,692,000		1	1	1.9%	0.1%
NON APPARELS	C/CP	AW24	14270	43		239,166	144,994	44,660,800,000	12	14	22	2.2%	1.1%
NON APPARELS	F/FB	AW21 And Older	10243	26		385,594	10,850	40,561,500,000	295	38	39	1.3%	1.7%
NON APPARELS	F/FB	SS22	8651	40		217,668	67,427	20,100,000	22	25	22	1.1%	1.0%
Total			698320	7508		21,883,381	28,259,833	5,481,189,372,000	281,673	28	64	100.0%	100.0%

Business Type

MFPTNP

Fashion Pyramid

C/CP

SMU-WW

World

All

Zone

NORTHWESTEASTSOUTH

Sales Type

OmniRetail salesWH EcomZINC

AG Description

All

AG

All

Brand

All

Product

All

Comparison Year

FY22-23FY23-24

Sales Type

ANNUALNAOTHERSLLNW

Sale Performance KPI

Sales KPI	Week28	Week29	Week30	Week31	Week32
LY	9360 L	13344 L	7496 L	5673 L	6186 L
Budget	11430 L	8566 L	12851 L	12583 L	8005 L
NSV	11971 L	8791 L	12278 L	13572 L	7394 L
Bud Achievement	104.7%	102.6%	95.5%	107.9%	92.4%
TTL Growth% on LY	27.9%	-34.1%	63.8%	139.2%	19.5%
LTL Growth% on LY	16.4%	-41.9%	45.1%	114.3%	6.2%
% To Business	100.0%	100.0%	100.0%	100.0%	100.0%
% To Business Type	100.0%	100.0%	100.0%	100.0%	100.0%
% To World	100.0%	100.0%	100.0%	100.0%	100.1%

Inventory Performance KPI

Inventory KPI	Week28	Week29	Week30	Week31	Week32
VT					
Alignment %					
Broken Inventory%					
Store Freshness (FASHION)	55.7%	58.0%	56.6%	56.1%	56.2%
Store Freshness (CORE PLUS)	69.8%	72.2%	68.3%	67.7%	67.2%
NWC Total	21	30	21	19	34
NWC Retail	16	24	17	15	28
NWC Retail OSM	22	33	31	26	36
NWC Retail NSM	16	24	17	15	28
NWC WH	5	6	4	4	7
NWC WH OSM	10	14	13	21	62

Business Type

MFPTNP

Fashion Pyramid

C/CP

SMU-WW

World

All

Zone

NORTHWESTEASTSOUTH

Sales Type

OmniRetail salesS1

WH EcomZINCZINV

AG Description

All

AG

All

Brand

All

Product

All

Comparison Year

FY22-23FY23-24

ANNUALNAOTHERS

LLNW

This Year Performance KPI						% Change Vs Last Year					
TY▲	Week28	Week29	Week30	Week31	Week32	Change %▲	Week28	Week29	Week30	Week31	Week32
NSV	11971 L	8791 L	12278 L	13572 L	7394 L	NSV	27.9%	-34.1%	63.8%	139.2%	19.5%
ASP	922	916	916	922	938	ASP	1.8%	1.5%	-0.8%	-5.2%	-2.7%
MRP	1098	1106	1099	1089	1125	MRP	-5.5%	-3.3%	-3.2%	-7.3%	-5.4%
Qty	1298557	960115	1340994	1471442	788098	Qty	25.6%	-35.1%	65.1%	152.3%	22.9%
MD Val	1165 L	929 L	1293 L	1214 L	712 L	MD Val	-29.1%	-60.2%	33.5%	115.3%	-17.8%
MD%	8.0%	8.6%	8.6%	7.5%	7.9%	Actual MD%	13.6%	13.7%	10.5%	8.2%	11.2%
RGM	5933 L	4343 L	6081 L	6803 L	3555 L	RGM	29.8%	-33.5%	58.6%	131.8%	16.1%
COGS	6157 L	4510 L	6291 L	6877 L	3885 L	COGS	18.1%	-39.4%	56.9%	130.0%	14.2%
COGS MRP %	42.3%	41.7%	42.0%	42.3%	43.0%	COGS MRP %	-1.0%	-4.2%	-2.1%	-1.5%	-1.8%
SSPD	50	37	51	57	31						

Business Type

MFPT

NP

Fashion Pyramid

C/CP

SMU-WW

World

All

Zone

NORTHEAST

WESTSOUTH

Sales Type

OmniRetail salesWB Myntra B2B

WH EcomZINC

AG Description

All

AG

All

Brand

All

Product

All

Comparison Year

FY22-23

FY23-24

ANNUAL

LL

NA

NW

OTHERS

Season_Group	LY NSV(L)	NSV(L)	CY NSV Mix %	LY NSV Mix %	CY Sales Qty	LY Sales Qty	STR On Inwards	STR on Buy	Retail Stock (L)	WH Stock (L)	NWC - Store	NWC - WH	NWC - Total	MD%	COGS(L)
+ AW24		5554	75.7%		573,055		97.3 %	83.9 %	103.6	21.5	22.2	2.4	24.6	6.0%	2,789
+ SS24	264	811	11.1%	4.3%	69,907	15,432	112.3 %	87.1 %	32.5	23.9	44.9	13.2	58.1	11.1%	463
+ CORE	536	647	8.8%	8.7%	86,356	69,063	14.5 %	13.6 %	48.1	132.0	33.6	5.2	38.7	8.1%	381
+ AW23	1167	214	2.9%	19.0%	18,231	61,235	100.5 %	70.8 %	10.3	14.0	52.3	20.1	72.4	16.1%	136
+ AW22	3107	42	0.6%	50.7%	4,727	351,016	77.8 %	63.1 %	4.5	13.8	56.2	49.8	106.0	30.6%	30
+ AW21 And Older	179	35	0.5%	2.9%	10,300	28,644	534.3 %	427.2 %	3.2	4.7	53.7	3.3	57.0	16.6%	28
+ SS23	284	24	0.3%	4.6%	9,218	17,944	67.2 %	60.3 %	2.8	5.3	53.6	41.5	95.1	49.4%	18
+ SS22	139	7	0.1%	2.3%	1,170	21,118	535.5 %	328.5 %	0.6	11.6	40.6	313.8	354.4	43.0%	6
Total	6132	7334	100.0%	100.0%	772,964	628,210	74.9 %	64.2 %	205.7	226.7	27.8	5.6	33.4	7.7%	3,851

Comparison Year

FY22-23FY23-24

Zone

NORTHWESTEASTSOUTH

Cluster

ANNUALLNA

OTHERSNW

Sales Type

OmniWH Ecom

Retail salesZINC

WB Myntra B2B

	Current Year	Last Year	Growth %	L2L Gth %
NSV (L)	7394	6186	20%	6%
NOB	260,607	242,571	7%	-0%
ASP	938	965	-3%	1%
ABV	2,837	2,550	11%	6%
ABS	3.0	2.6	14.4%	5.7%

Business Type

MFPTNP

Fashion Pyramid

C/CP
SMU-WW
E/EP
WW

World

All

Zone

NORTHWESTEASTSOUTH

Sales Type

OmniWH EcomRetail salesZINCWB Master B2B

AG Description

All

AG

All

Brand

All

Product

All

Comparison Year

FY22-23FY23-24

Cluster

ANNUALNANOthersLLNW

Season Status

NEWOLD

Season Group

AW21 And ...AW22AW23AW24CORESS22SS23SS24

Business_Desc	LY NSV(L)	Budget (L)	CY NSV(L)	Budget Ach%	NSV GR %	LTL NSV GR%	Sales Qty	LY Sales Qty	Qty GR %	MD%	Store Stock Qty	NWC	CY NSV Mix %	LY NSV Mix %	SSPD
+ APPARELS	5291	7168	5995	83.6%	13.3%	5.4%	569,411	510,401	11.6%	7.1%	14,257,255	29.0	86.7%	86.9%	28
+ NON APPARELS	681	837	787	94.1%	15.4%	6.2%	136,405	121,338	12.4%	11.6%	4,256,019	39.2	11.4%	11.2%	34
+ OTHERS	118		131		11.5%	1.7%				4.0%	3,369,002	6.4	1.9%	1.9%	
+		0	0	103.4%			12			9.2%	1,106	83.2	0.0%		
Total	6090	8005	6914	86.4%	13.5%	5.4%	705,828	631,739	11.7%	7.6%	21,883,381	30.3	100.0%	100.0%	29

Business Type

MFPTNP

Fashion Pyramid

C/CP

SMU-WW

World

All

Zone

NORTHWESTEASTSOUTH

Sales Type

OmniRetail salesWH EcomZINC

AG Description

All

AG

All

Brand

All

Product

All

Comparison Year

FY22-23FY23-24

ANNUALNAOTHERS

LLNW

Business_Desc	LY NSV(L)	NSV(L)	Budget (L)	Mix %	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr %	Qty GR %	RP Budget(L)	RP Budget Ach%
APPARELS	5381	6439	7168	87%	87.0%	89.8%	7.5%	6.3%	19.7%	23.2%	7032	91.6%
NON APPARELS	687	823	837	11%	11.1%	98.4%	11.3%	6.7%	19.8%	21.6%	748	110.0%
OTHERS	118	132		2%	1.9%		4.0%	1.7%	11.8%			
		0	0	0%		103.4%	9.2%				0	88.8%
Total	6186	7394	8005	100%	100.0%	92.4%	7.9%	6.2%	19.5%	22.9%	7780	95.0%

ZONE WISE PERFORMANCE

Zone	LY NSV(L)	NSV(L)	Bude...	Mix%	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr%
WEST	1708	2384	2407	32.2%	27.6%	99.0%	7.2%	23.1%	39.6%
NORTH	1612	1824	1923	24.7%	26.1%	94.9%	8.1%	5.9%	13.2%
EAST	1661	1656	1958	22.4%	26.9%	84.6%	9.5%	-5.2%	-0.3%
SOUTH	1205	1531	1717	20.7%	19.5%	89.1%	6.9%	-1.7%	27.0%
Total	6186	7394	8005	100.0%	100.0%	92.4%	7.9%	6.2%	19.5%

PRODUCT TYPE WISE PERFORMANCE

TYPE	LY NSV(L)	NSV(L)	Bud...	Mix%	LY Mix %	Ach%	MD%	LTL Gr%	Total Gr%
PT	3782	4843	5075	65.5%	61.1%	95.4%	5.4%	11.1%	28.1%
NP	1790	1930	2217	26.1%	28.9%	87.1%	12.4%	0.6%	7.9%
MF	614	621	713	8.4%	9.9%	87.1%	11.6%	-6.4%	1.1%
		0	0	0.0%		103.4%	9.2%		
Total	6186	7394	8005	100.0%	100.0%	92.4%	7.9%	6.2%	19.5%

FASHION PYRAMID WISE PERFORMANCE

Fashi...	LY NSV(...)	NSV(L)	Budge...	Mix %	LY Mix %	Ach %	MD%	LTL Gr%	Total Gr %
F/FB	5424	6310	6962	85.3%	87.7%	90.6%	8.0%	3.7%	16.3%
C/CP	699	1062	1042	14.4%	11.3%	101.9...	5.7%	27.7%	52.1%
Total	6186	7394	8005	100.0%	100.0%	92.4%	7.9%	6.2%	19.5%

LTL Store Info					
399	5970	6341	91%	6%	6972
Store Count	LY NSV(L)	NSV(L)	Ach%	LTL Gr %	Budget (L)

Business Type

MF

PT

NP

World

All

Zone

NORTH

WEST

EAST

SOUTH

AG Description

All

AG

All

Brand

All

Product

All

ANNUAL

NA

OTHERS

LL

NW

Zone	NORTH		EAST		WEST		SOUTH		Total		
NEW_WORLD	FASHION	CORE PLUS	FASHION	CORE PLUS	FASHION	CORE PLUS	FASHION	CORE PLUS	FASHION	CORE PLUS	
KIDS APPAREL	80.6%	73.5%	70.6%	69.6%	69.8%	70.0%	72.9%	76.4%	73.2%	72.2%	
MEN APPAREL	68.1%	62.4%	64.6%	53.4%	71.1%	63.6%	65.0%	57.5%	67.3%	59.5%	
NON APPARELS	24.5%		20.9%		30.2%		26.9%		25.3%		
ETHNIC APPAREL	76.7%	80.4%	66.6%	74.3%	73.9%	79.3%	74.4%	83.2%	73.0%	79.5%	
WOMEN WESTERN APPAREL	73.1%	59.4%	74.6%	42.4%	75.1%	67.4%	68.6%	64.1%	73.2%	59.4%	
HOME	29.0%		31.8%		30.7%		34.3%		31.6%		
Total	57.3%	68.6%	51.6%	61.2%	59.4%	68.5%	56.8%	70.0%	56.2%	67.2%	