

**Total** 

6105

6928

8005

Zone	LI NSV(L)	▼ (L)	budget (L)	IVIIA 70	LT IVIIX /0	ACI170	ועוט%	LIL GI %	iotal Gi 70
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%

**FASHION PYRAMID WISE PERFORMANCE** 

86.6% 7.6%

13.5%

**5.4%** 

100.0% 100.0%

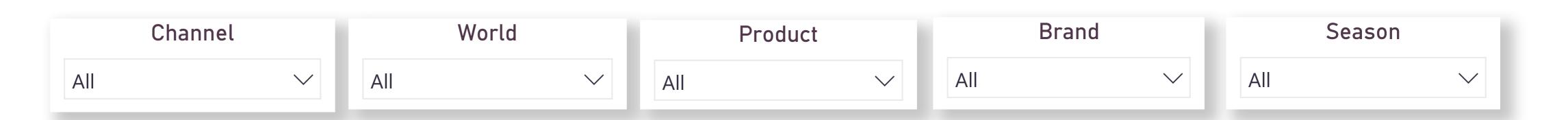
	LTL Store Info							
399	5935	6254	90%	5%	6972	F/FE	3	
Store Count	LY NSV(L)	NSV(L)	Ach%	LTL GR%	Budget(L)	C/C	Р	
						Tota	al	

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%

pantalons ECOM Performance



9/7/2020 9/12/2020



6/1/2020 6/30/2020

Previous Date Range

#### **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%
<b>■ B2B</b>	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%
<b>■ B2C</b>	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%
<b>■ PT.com</b>	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

	100	32232	3302		.57	12.770	<b>3.3</b> 70	33.17
Total	160	32292	5382	867	497	42.7%	-86.3%	-33.1%
PT	155	31788	5298	858	487	43.2%	-86 7%	-34 0%
NP	2	242	40	1386	804	42.0%	-49.8%	211.1%
MF	2	232	39	752	698	7.1%	-25.0%	190.0%
	2	30	5	6967	6500	6.7%		
TYPE	GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%

# FASHION PYRAMID PERFORMANCE

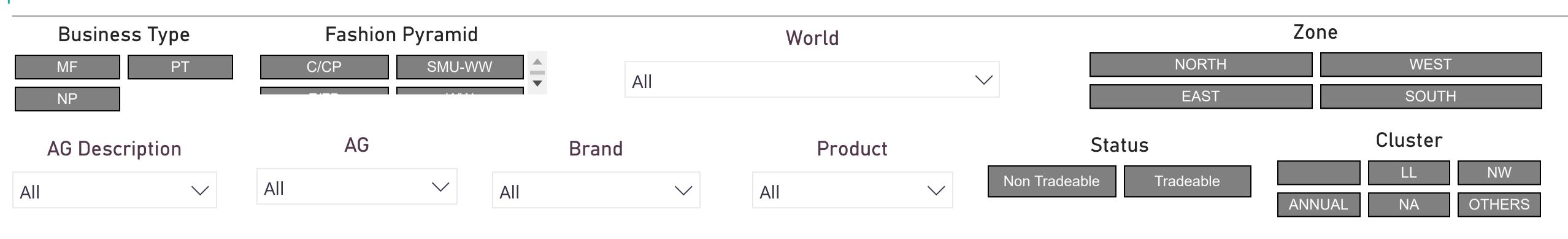
	Sale Qty	AD2	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
145	28220	4703	915	515	43.8%	-86.0%	-28.3%
13	4042	674	485	328	32.4%	-90.2%	-54.8%
2	30	5	6967	6500	6.7%		
160	32292	5382	867	497	42.7%	-86.3%	-33.1%
	13 2	<ul><li>13 4042</li><li>2 30</li></ul>	13 4042 674 2 30 5	13     4042     674     485       2     30     5     6967	13     4042     674     485     328       2     30     5     6967     6500	13     4042     674     485     328     32.4%       2     30     5     6967     6500     6.7%	13       4042       674       485       328       32.4%       -90.2%         2       30       5       6967       6500       6.7%

# PRODUCT PERFORMANCE

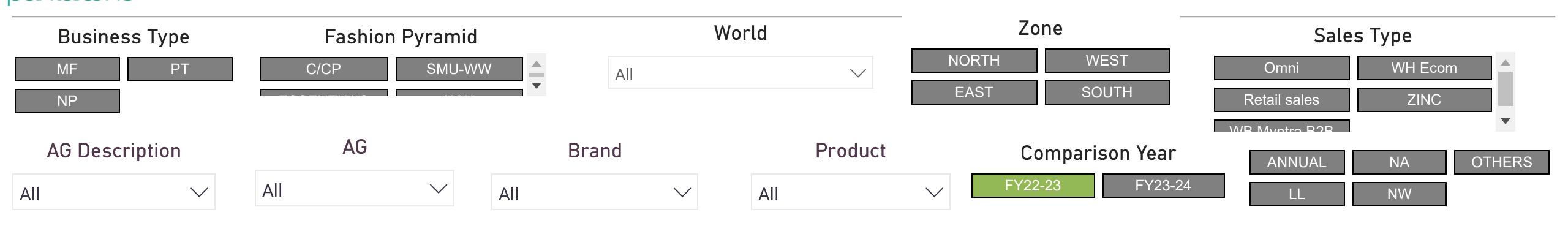
Product	GSV(L)	Sale Qty	ADS	AMRP	ASP	MD%	GSV Gr%	ADS Gr%
	3	163	27	2070	1565	24.4%	-37.4%	-22.7%
ACCESSORIES	0	5	2	279	195	30.1%	-83.7%	-31.0%
BAG							-100.0%	-100.0%
BAGS	0	15	4	1519	721	52.5%	-93.5%	-78.8%
BALLERINA	0	73	12	665	338	49.2%	-88.6%	-56.4%
BATH MAT	0	5	2	599	575	4.0%		
BATH TOWEL	0	7	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%



LOB	FP	Season	Retail Sales Qty ▼	Omni Sales Qty	Ecom WH Store Stock Sales Qty	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	975	20	23	51.2%	36.2%
APPARELS	C/CP	AW24	99088	336	1,469,363	497,461	197,255,200	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	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		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	1,969,692,0 00		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%
NIONI ADDADEIC	E/ED	ccaa	06E1	4∩ <b>75∩</b> 8	21 222 221	22 250 232	20 100 000 <b>5 /01 100 3</b>	ວາ <b>281 673</b>	⊃⊑ <b>2</b> 8	>> 64	1 10/ <b>100 0%</b>	1 00/
Total			698320	7508	Z 1,885,58 l	<b>20,239,833</b>	5,481,189,3 72,000	281,673	28	64	100.0%	100.0%

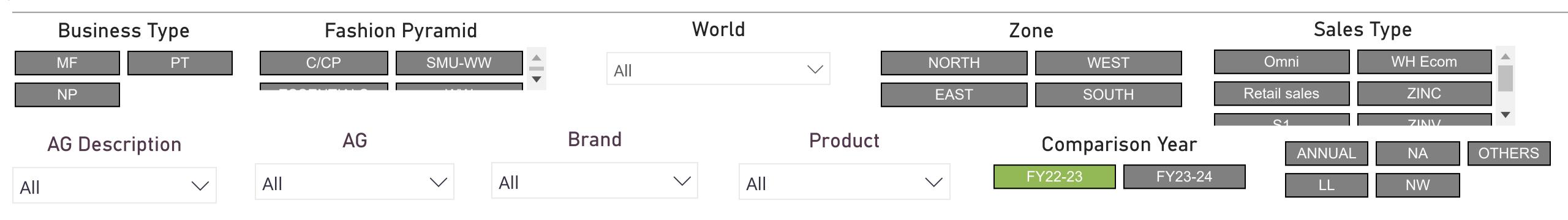


### Sale Performance KPI

9 Week30 Week31 Week32
L 7496 L 5673 L 6186 L
L 12851 L 12583 L 8005 L
L 12278 L 13572 L 7394 L
6 95.5% 107.9% 92.4%
63.8% 139.2% 19.5%
6.2%
6 100.0% 100.0% 100.0%
6 100.0% 100.0% 100.0%
6 100.0% 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

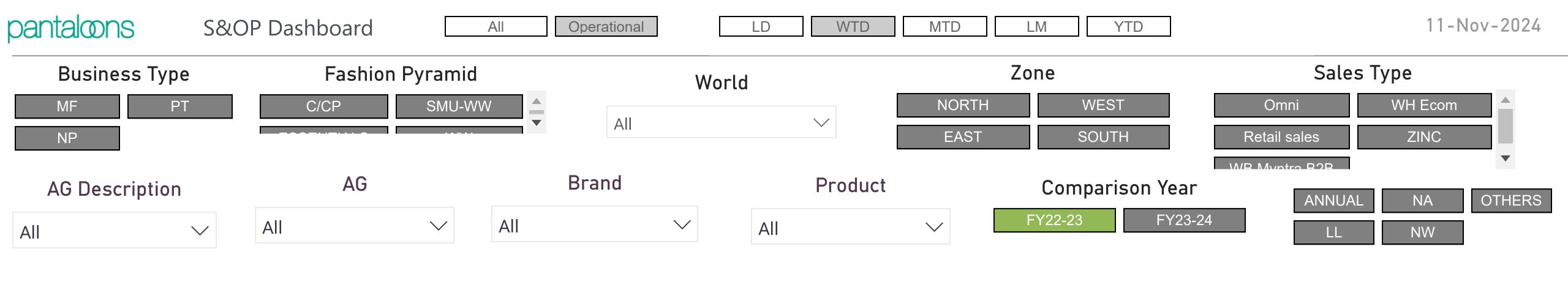


#### **This Year Performance KPI**

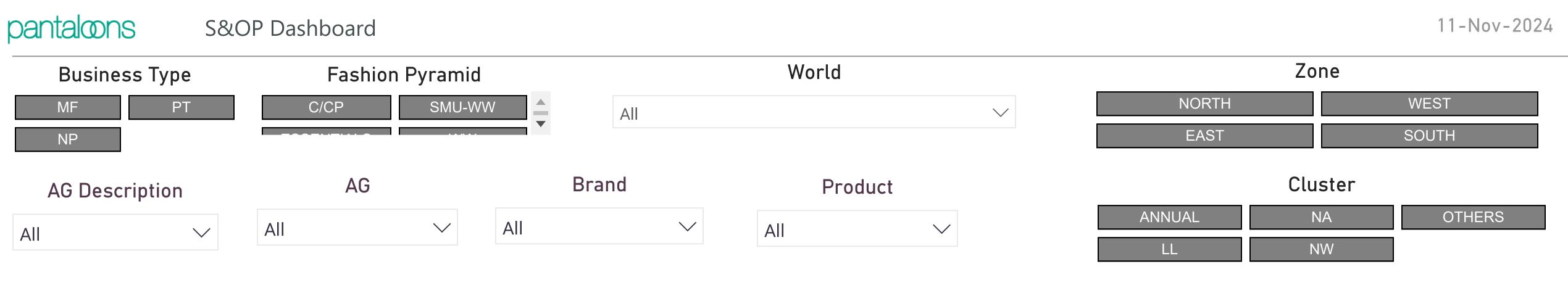
TY •	Week28	Week29	Week30	Week31	Week32
NSV	11971 L	8791 L	12278 L	13572 L	7394 L
ASP	922	916	916	922	938
MRP	1098	1106	1099	1089	1125
Qty	1298557	960115	1340994	1471442	788098
MD Val	1165 L	929 L	1293 L	1214 L	712 L
MD%	8.0%	8.6%	8.6%	7.5%	7.9%
RGM	5933 L	4343 L	6081 L	6803 L	3555 L
COGS	6157 L	4510 L	6291 L	6877 L	3885 L
COGS MRP %	42.3%	41.7%	42.0%	42.3%	43.0%
SSPD	50	37	51	57	31

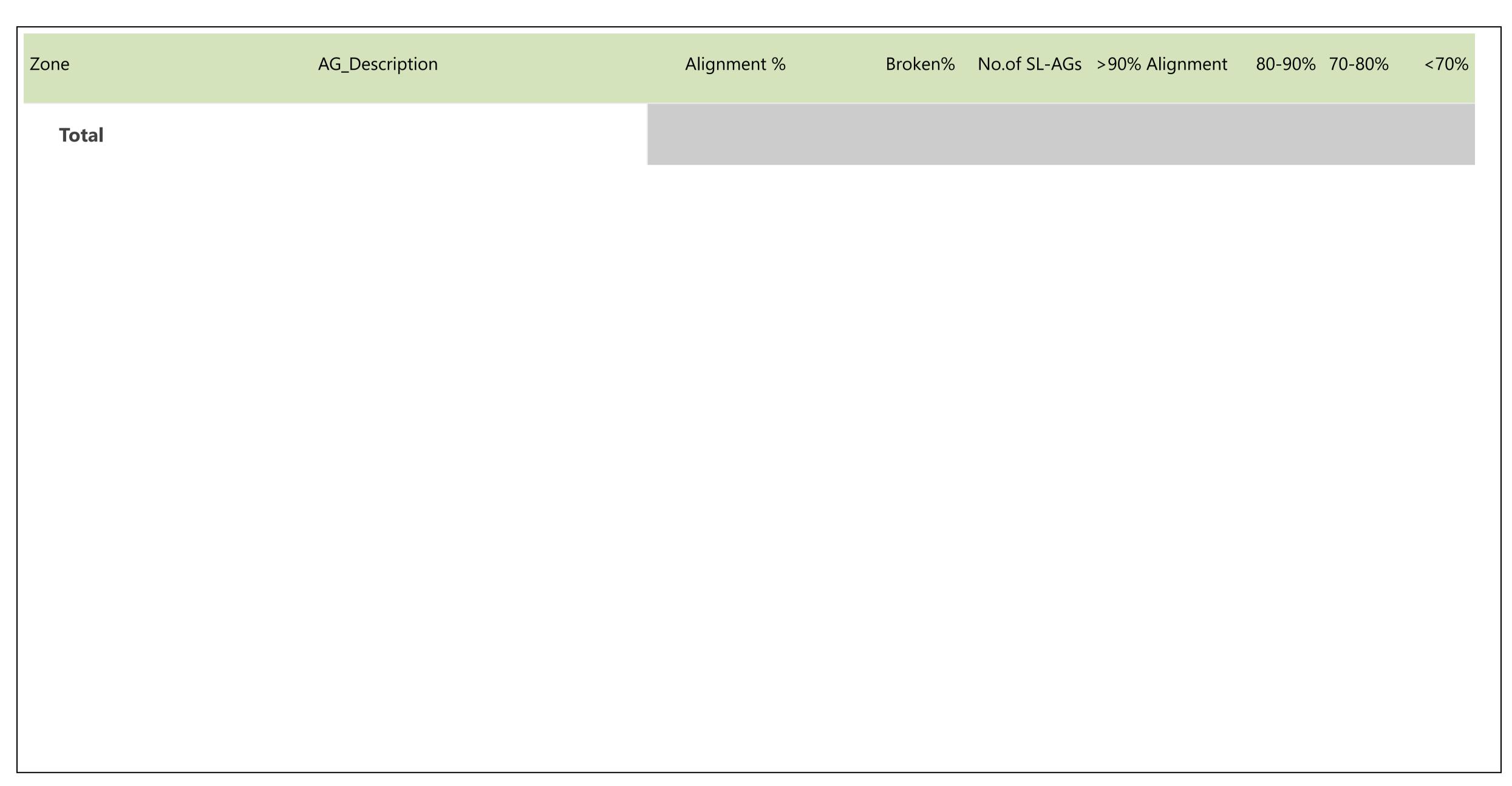
# % Change Vs Last Year

Change %	Week28	Week29	Week30	Week31	Week32
NSV	27.9%	-34.1%	63.8%	139.2%	19.5%
ASP	1.8%	1.5%	-0.8%	-5.2%	-2.7%
MRP	-5.5%	-3.3%	-3.2%	-7.3%	-5.4%
Qty	25.6%	-35.1%	65.1%	152.3%	22.9%
MD Val	-29.1%	-60.2%	33.5%	115.3%	-17.8%
Actual MD%	13.6%	13.7%	10.5%	8.2%	11.2%
RGM	29.8%	-33.5%	58.6%	131.8%	16.1%
COGS	18.1%	-39.4%	56.9%	130.0%	14.2%
COGS MRP %	-1.0%	-4.2%	-2.1%	-1.5%	-1.8%



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





LM

OTHERS

## Comparison Year

Zone

Cluster

Sales Type
Omni WH Ecom

ZINC

FY22-23

FY23-24

NORTH

EAST

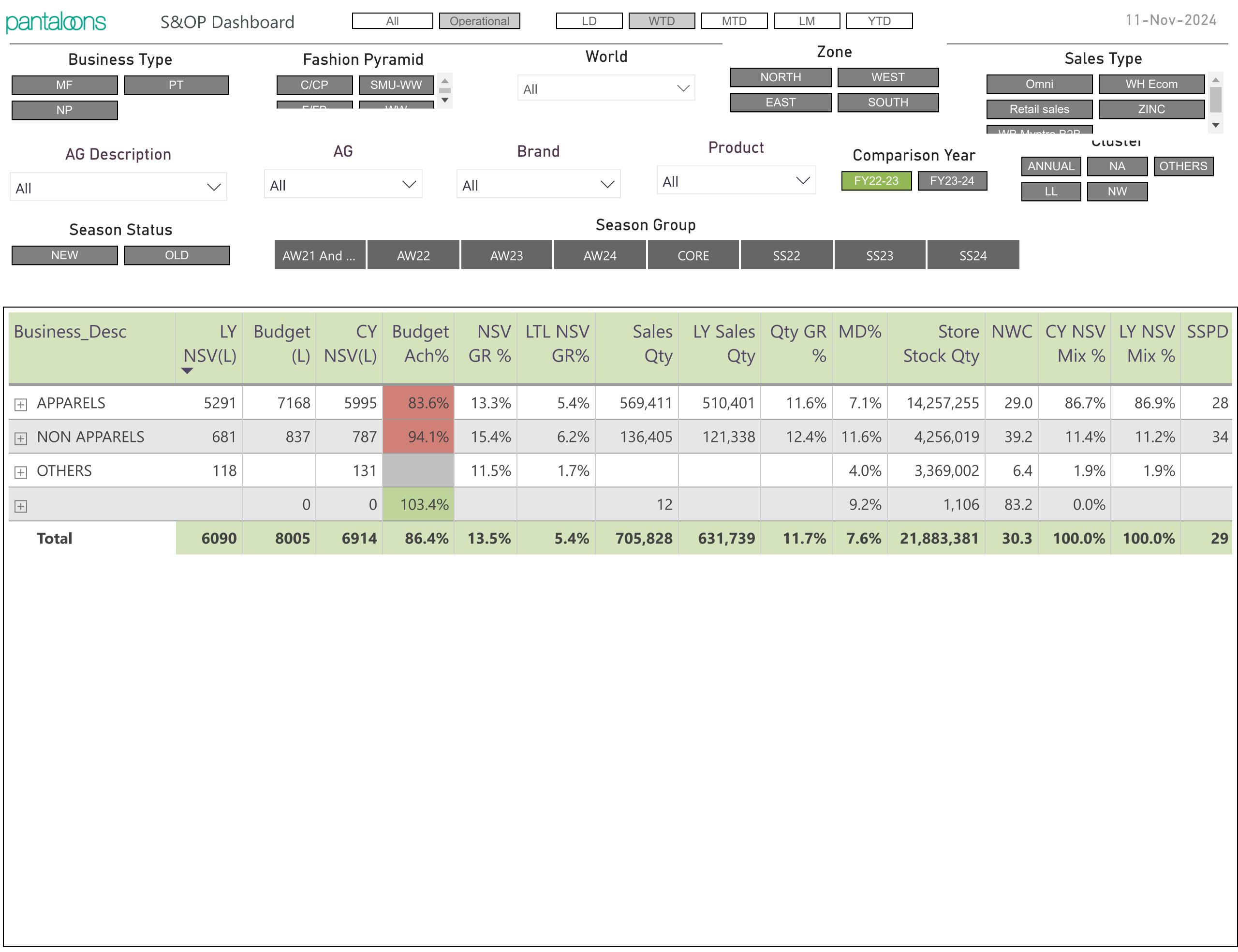
WEST SOUTH ANNUAL NA
LL NW

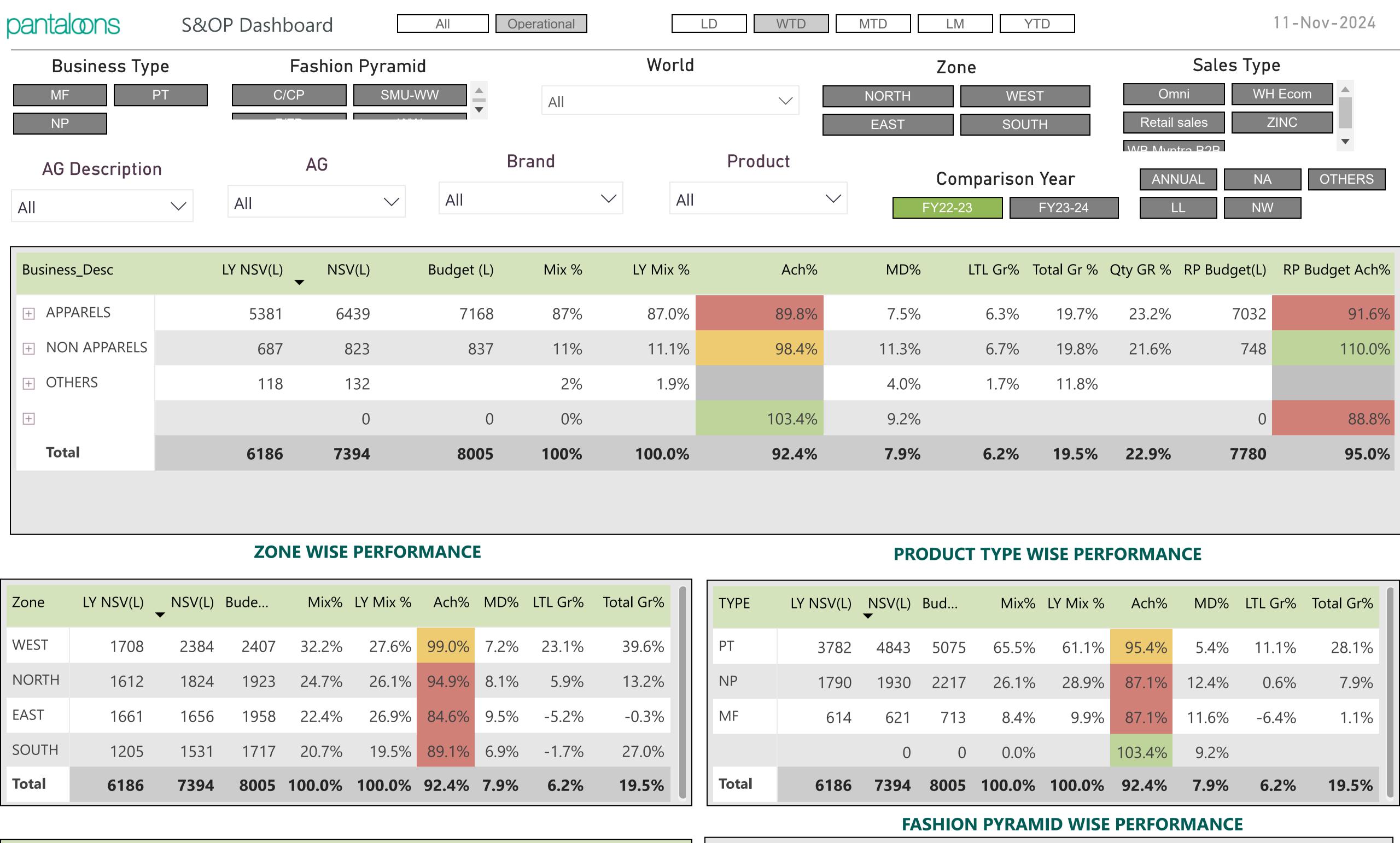
MTD

WR Myntra R2R

Retail sales

	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%





	rasni	LY 1/12V(

**LTL Store Info** 

91%

Ach%

6%

LTL Gr %

6341

NSV(L)

399

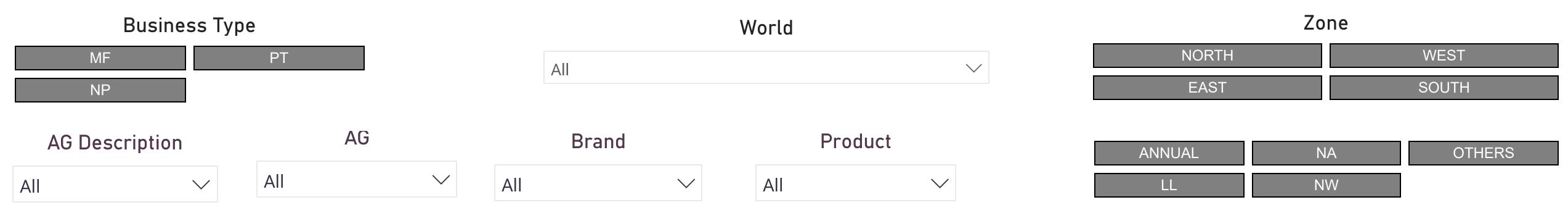
**Store Count** 

5970

LY NSV(L)

/ 070	F/FB
6972	C/Cl
Budget (L)	Tota

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%



Zone	NC	ORTH	EAST		WEST		SOUTH		Total	
NEW_WORLD	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%