

## Class 3 Workshop: Break-Even Analyses and Customer Lifetime Value

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## Recap of BEA

# Objective of Marketing Process



- Marketing activities need to create value for the company

# Break-Even Analyses

- Any marketing activity (in fact, any business activity)
  - incurs some marketing expense/investment costs
  - generates benefits for the company (e.g., incremental sales; higher customer retention rate)
- The core idea of a break-even analysis is to compare the benefit with the cost
  - BEA is sometimes called cost-benefit analysis.

## Break-Even Quantity

- For a marketing campaign with **fixed marketing expenditure** with **short-term impacts**, we can compute **BEQ** to evaluate its feasibility
- **BEQ** calculates the number of **incremental** units the firm needs to sell to cover the cost of the marketing campaign.
  - Incremental because we are comparing with status quo

# Break-Even Quantity Formula

- **Contribution Margin Per Unit** = Price Per Unit - Variable Costs Per Unit
  - Measures how much money each additional sale “contributes” to the company’s total profits.
  - **contribution margin rate**<sup>1</sup> = contribution margin per unit / price per unit
- Break-Even Quantity = Marketing Expenditure / Contribution Margin Per Unit
- Compare BEQ with estimated **incremental** sales to finish break-even analyses
  - Marketing costs are usually easy to obtain through budgeting
  - Incremental sales will need to be estimated through causal inference tools (i.e., the causal impact of influencer marketing on sales)
- If the estimated incremental sales can exceed BEQ, approve the marketing campaign

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<sup>1</sup>It’s important to **infer** percentage/absolute terms from the context.

# PineApple BEQ

## ● Assign values to R objects based on case background information

```

1 price <- 600 # retail price
2 quantity <- 10 # sales; it's 10 million, bear this unit in mind
3 COGS <- 0.6 # cost of goods sold in percentage terms
4 RD_costs <- 100 # R&D Costs
5 endorsement_fee <- 50 # fixed marketing expenditure

```

- quantity is 10 million; we use 10 for brevity
  - **Sales** refers to **quantity sales** by industry practice
  - **Revenue** or **revenue sales** refers to monetary sales
- **COGS** is the variable costs per unit in the BEQ formula
  - Used in both percentage or value terms interchangeably.
- R&D costs are **sunk costs**
  - Should sunk costs be considered in a BEA for a marketing campaign?

# PineApple BEQ Step 1

- Compute the contribution margin per unit

```
1 # Following the definition
2 # contribution margin per unit = price - variable cost
3 contribution_margin_per_unit <- price - price * COGS
4 contribution_margin_per_unit
```

[1] 240

```
1 # equivalently, contribution margin rate = 1 - COGS
2 # contribution margin per unit = price * contribution margin rate
3 contribution_margin_per_unit <- price * (1 - COGS)
4 contribution_margin_per_unit
```

[1] 240



## PineApple BEQ Step 2

- Compute the break-even quantity

```
1 # numerator is the marketing expense
2 # denominator is the the contribution margin per unit
3
4 BEQ <- endorsement_fee / contribution_margin_per_unit
5 BEQ
```

```
[1] 0.2083333
```

- The marketing costs, i.e., the endorsement fee, is 50 million pounds
- Each incremental sale makes profit by 240 pounds

=> This means, the influencer marketing campaign needs to increase sales by at least BEQ (0.2083333 million) units, in order for the company not to lose any money

## PineApple BEQ Step 3

- Compare BEQ with estimated **incremental** sales to finish break-even analyses
- In the case study, “the team estimates that such an influencer campaign can increase the total sales within the next financial year by 2.5%.”
  - The comparison base is the original estimated sales without any marketing campaign, so the incremental units of sales would be  $\text{quantity} * 0.025$

```
1 quantity * 0.025
```

```
[1] 0.25
```

- We need to sell 0.2083333 million units to break-even (not earn or lose money), but we can in fact sell 0.25 million, which is more than the BEQ.
- The influencer marketing campaign is profitable and should be approved.

# NPV

- If the benefits of the marketing campaign come in longer periods, we need to consider the **time value of money** and use **NPV** to evaluate the profitability

$$NPV = -I_0 + \frac{CF_1}{(1+k)} + \frac{CF_2}{(1+k)^2} + \dots + \frac{CF_n}{(1+k)^n}$$

## Discount Rate and Discount Factor

- $k$  is called **discount rate**, which reflects the time value of money
  - The same £1 today is more valuable than £1 tomorrow
  - e.g., if interest rate is 10% annually, then £1 today is worth £1.1 a year later
- $\frac{1}{1+k}$  is called **discount factor**, which is a factor to discount the future CFs to **today**
  - In each period, we discount the future CF by multiplying it with the discount factor
  - CF received 1 month later  $CF_1$  is worth  $\frac{1}{1+k} * CF_1$  today
  - CF received 2 months later  $CF_2$  is worth  $\frac{1}{(1+k)^2} * CF_2$  today
- For a company,  $k$  is often estimated by the finance department, which is usually the Weighted Average Cost of Capital, or **WACC**

# PineApple NPV: Step 1

- 1 Compute the sequence of monthly cash flows
  - First, we compute the incremental sales percentage for each month, relative to the 10 million.
  - This is a 12-element vector, each element representing the incremental sales percentage.

```

1 incremental.sales.percentage_1stmonth <- 0.003
2 incremental.sales.percentage_next11months <- rep(0.002,11)
3
4 # incremental profit each month
5 vector_incremental.sales.percentage_12months <-
6   c(incremental.sales.percentage_1stmonth,
7     incremental.sales.percentage_next11months)
8
9 vector_incremental.sales.percentage_12months

```

```
[1] 0.003 0.002 0.002 0.002 0.002 0.002 0.002 0.002 0.002 0.002 0.002 0.002
```

- **Interpretation:** 0.003 means that, the first month incremental sales units would be 0.3% of the baseline quantity.

## PineApple NPV: Step 1

- Next, we multiply the incremental sales **percentage** with **quantity**, to get the **incremental sales in terms of units** for each month.

```
1 vector_incremental.sales.units_12months <-  
2   vector_incremental.sales.percentage_12months *  
3   quantity  
4  
5 vector_incremental.sales.units_12months
```

```
[1] 0.03 0.02 0.02 0.02 0.02 0.02 0.02 0.02 0.02 0.02 0.02 0.02 0.02
```

- Interpretation:** 0.03 means that, the first month incremental sales units would be 0.03 million units.

## PineApple NPV: Step 1

- Lastly, we multiply the **incremental quantity sales** with the **contribution margin per unit**, to get the total contribution margins (incremental profits) for each month, i.e., the CF

```
1 vector_CF <- vector_incremental.sales.units_12months *  
2   contribution_margin_per_unit  
3  
4 vector_CF
```

```
[1] 7.2 4.8 4.8 4.8 4.8 4.8 4.8 4.8 4.8 4.8 4.8 4.8
```

- **Interpretation:** 7.2 means that, the first month incremental net profits would be 7.2 million pounds.

## PineApple NPV: Step 2

### ② Compute the sequence of discount factors

```
1 # divide annual wacc to get monthly wacc
2 monthly_WACC <- 0.1/12
3 # monthly wacc is the k in the NPV formula
4 k <- monthly_WACC
5 k
```

```
[1] 0.008333333
```

```
1 # discount factor is 1/(1+k)
2 discount_factor <- 1/ (1+k)
3 discount_factor
```

```
[1] 0.9917355
```

```
1 # Generate a geometric sequence vector of discounted CFs for 12 months
2 vector_discount_factor <- discount_factor^c(1:12)
3 vector_discount_factor
```

```
[1] 0.9917355 0.9835394 0.9754110 0.9673497 0.9593551 0.9514265 0.9435635
[8] 0.9357654 0.9280319 0.9203622 0.9127559 0.9052124
```

- **Interpretation:** 0.9917355 means that, £1 1 month later is worth £0.992 today; 0.9052124 means that, £1 12 month later is worth £0.905 today.



## PineApple NPV: Step 3

### 3 Compute the NPV

- Multiply CF vector with discount factor vector, to get the discounted CF vector

```
1 # this will do element-by-element multiplication
2 vector_discounted.CF <- vector_CF * vector_discount_factor
3 vector_discounted.CF
```

```
[1] 7.140496 4.720989 4.681973 4.643279 4.604904 4.566847 4.529105 4.4
[9] 4.454553 4.417738 4.381228 4.345020
```

## PineApple NPV: Step 3

- use function `sum()` to get the sum of all elements in a vector. That is, the sum of discounted cash flows in all 12 months.

```
1 sum(vector_CF * vector_discount_factor)
```

```
[1] 56.97781
```

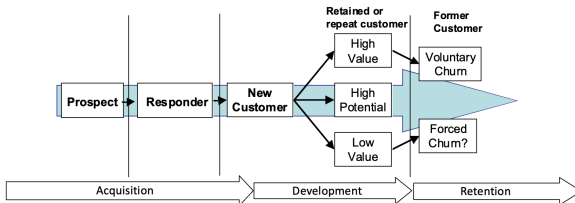
- We need to subtract the endorsement fee, which is the marketing expense, to get the net present value

```
1 NPV <- sum(vector_CF * vector_discount_factor) - endorsement_fee  
2 NPV
```

```
[1] 6.977806
```

# Customer Lifetime Value

- CLV is a break-even analysis from the perspective of a **single customer**, which considers a customer as an asset to the company that generates future cashflows
  - incurs customer acquisition costs (CAC)
  - customer generates profits for the company in each period
  - customer churns at some point in time



# Customer Acquisition Costs

- The total marketing costs to acquire a new customer

## Give the gift of food to friends

You both get a promo when your friend makes their first order.

[See details](#)



**You get £10 off**

£30 minimum order



**They get £10 off**

For the first order • £30 minimum order

eats-weim42ue

Copy



Share



Share



Email



Get free food



## Share Deliveroo with a friend

Refer a friend and get £10 off across your next 4 orders. They'll get £10 off across their first 4 orders!

Just share your personal link. Your credit will be available for 30 days. Minimum order value of £20.00 to use this credit.

[roo.it/harrym-scgh](https://roo.it/harrym-scgh)



Share

# CLV: Formula

$$CLV = -CAC + \sum_{t=1}^N \frac{CF_t * r^{(t-1)}}{(1+k)^t}$$

where  $CF_t = M_t - c_t$

- $r$  is the average annual retention rate;  $r^{(t-1)}$  is the cumulative retention rate in year  $t$
- $N$  is the number of years over which the relationship is calculated
- $M_t$  is the margin the customer generates in year  $t$
- $c_t$  is the expected cost of marketing communications or promotions targeted to the customer in year  $t$
- $k$  is the rate for discounting future cash flows

## Section 2

### Case Study: i-basket CLV

# Situation Analyses: i-basket

- Company
- Customer
- Collaborators
- Competitors
- Context/Climate

## Step 1: Determine time unit of analysis

- Time unit of analysis
  - [...] (*find info in the case study*)
    - When should we use monthly analysis?



## Step 2: Determine number of years

- $N$ : the number of years over which the customer relationship is assessed
  - [...] (find info in the case study)

```
1 N <-
```

## Step 3: Compute profit margin for each period

$CF = M - c$ : gross profit each year

- most customers paid the \$99 annual membership fee

```
1 membership <-
```

- 40 times each year; each time \$100

```
1 n_visit <-
```

```
2 revenue_each_visit <-
```

## Step 3: Compute profit margin for each period

- *profit margin 7% (COGS 93%)*

```
1 profit_margin <- 0.07
2 ## think carefully about how M is calculated, it's tricky ~~~~
3 M <-
```

- *variable delivery costs each order*

```
1 deliverycost_each_visit <- 5 + 100 * 0.035
2 c <- deliverycost_each_visit * n_visit
```

## Step 3: Compute profit margin for each period

- the annual CF from customers CF

```
1 # CF is the cash flow for one year
2 CF <-
3
4 # create a sequence of CF for N years
5 profit_seq <- rep(CF,N)
```

## Step 4: Compute sequence of retention rate

④  $r$ : retention rate

• [...] (find info in the case study)

```
1 # retention_rate is the probability of customer staying with us after 1 year
2 retention_rate <-
3
4 # create a geometric sequence of accumulative retention rate for N years
5 retention_seq <-
```

## Step 5: Compute sequence of discount factors

5  $k$ : the discount rate

- [...] A yearly discount rate of 10%

```
1 discount_rate <- 0.1
2 discount_factor_seq <-
```

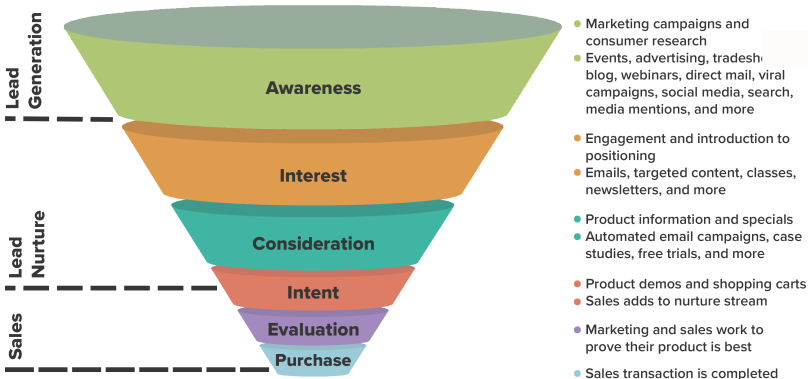
- [...] The team decided to take a conservative approach whereby all profits are booked at the end of year.
  - All profits earned per customer in year 1 need to be discounted once, the profits earned in year 2 need to be discounted twice, and so on

## Step 6: Compute customer acquisition costs

- ⑥  $CAC = \text{total costs for customer ad clicks} + \text{total costs of \$15 promo} + \text{total costs of free deliveries}$
- How the Marketing Funnel Works From Top to Bottom

### The Marketing Funnel

SKYWORD



## Step 6: Compute customer acquisition costs

### 6.1 Total costs for customer clicks

- [...] a fifth of those who clicked on an ad were willing to give the service a try
- [...] 20% of those that signed up for the free trial ended up becoming members

```

1 # click_to_trier_rate is the % of trier customers from clickers
2 click_to_trier_rate <- 0.2
3
4 # trier_to_buyer_rate is the % of final customer from trier customers
5 trier_to_buyer_rate <- 0.2

```

- How many customers need to click the ad to get 1 new customer?

```

1 n_clicks_1newcustomer <- 1/click_to_trier_rate/trier_to_buyer_rate

```

- Total costs for customer clicks

```

1 total_cost_clicks <- 0.4 * n_clicks_1newcustomer

```



## Step 6: Compute customer acquisition costs

- ⑥  $CAC = \text{total costs for customer ad clicks} + \text{total costs of \$15 promo} + \text{total costs of free deliveries}$

### 6.2 total costs of \$15 promo for first order each trier customer

- How many customers need to try the service to get 1 new customer?

```
1 n_triers <- 1/conversion_rate
```

- What is the total promo cost for these “trier” customers’ first order?

```
1 promo_first_order_each_trier <- 15
```

```
2
```

```
3 total_cost_promo <- promo_first_order_each_trier * (1 - profit_margin) * n_triers
```

```
4 total_cost_promo
```

## Step 6: Compute customer acquisition costs

- ⑥  $CAC = \text{total costs for customer ad clicks} + \text{total costs of \$15 promo} + \text{total costs of free deliveries}$

### 6.3 total costs from free deliveries

- Assume two visits, the delivery costs for each visit

```
1 deliverycost_1st <- 5 + 115 * 0.035
2 deliverycost_2nd <- 5 + 100 * 0.035
3 deliverycost_each_trier <- deliverycost_1st + deliverycost_2nd
```

- We also make a profit from each trier

```
1 profit_each_trier <- revenue_each_visit * profit_margin * 2
```

- Net delivery costs for each trier

```
1 NetDeliveryCost_each_trier <- deliverycost_each_trier - profit_each_trier
2 total_cost_delivery <- NetDeliveryCost_each_trier * n_triers
```

## Step 6: Compute customer acquisition costs

⑥  $CAC = \text{total costs for customer ad clicks} + \text{total costs of \$15 promo} + \text{total costs of free deliveries}$

```
1 CAC <- total_cost_clicks + total_cost_promo + total_cost_delivery
2 CAC
```

## Step 7: Compute CLV

### ⑦ Compute the CLV based on the CLV formula (Table A)

#### ● 7.1 Revenues, variables costs, and profit for the next 5 years

```
1 profit_seq
```

#### ● 7.2 Apply retention rate

```
1 profit_seq_after_churn <- profit_seq * retention_seq
```

#### ● 7.3 Apply discount factor

```
1 profit_seq_after_churn_discount<- profit_seq_after_churn * discount_factor_seq
```

#### ● 7.4 Compute CLV by summing up future expected profits

```
1 CLV <- sum(profit_seq_after_churn_discount) - CAC
```

## Section 3

# CLV for Marketing Decisions

# CLV as a Key Management Tool



**We can use CLV as the key managerial tool for evaluating different marketing initiatives!**

# Discussion

- ① How important is it for i-basket to measure CLV? Can you think of other companies or industries where CLV is particularly relevant?
- ② Conduct sensitivity analyses
  - what assumptions have we made here? Are these assumptions sensitive to different values?
- ③ From our analyses, what suggestions would you offer to i-basket in order to improve its customer profitability? How are you going to evaluate the feasibility of your proposal?
  - acquisition/development/retention

## Exercise

- 1 How much annual membership fee should the company charge to break even?
- 2 The company is looking to develop a personalized recommendation system that can increase the average shopping basket to \$150. Compute the upper bound for the company's investment in developing the algorithm in order to break even? Assume the company has 10,000 customers at this moment.