

# Business Math Formulas Cheat Sheet

8<sup>th</sup> & Walton

## RETAIL MATH FORMULAS

These formulas are demonstrated using this sample data for 13 weeks:

LY POS Sales	\$1,000,000
TY POS Qty	240,000
TY POS Sales	\$1,200,000
TY Ship Cost	\$1,040,000
TY Ship Retail	\$1,300,000
TY Markdowns	\$360,000
Current Inv @ Retail	\$360,000
Weeks on Hand	13
Avg Inv @ Retail	\$300,000
Avg Inv @ Cost	\$200,000

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VOLUME MEASURES		CALCS
Sales Increase %	$Sb\ Inc\ \% = TY\ Sb / LY\ Sb - 1$	20%
LY Sales	$LY\ Sb = TY\ Sb / (Sb\ Inc\ \% + 1.00)$	\$1,000,000
TY Sales	$TY\ Sb = LY\ Sb * (Sb\ Inc\ \% + 1.00)$	\$1,200,000
Average Price	$Avg\ Pk = POS\ Sales / POS\ Qty$	\$5
POS Sales	$Sb = POS\ Qty * Avg\ Pk$	\$1,200,000
POS Qty	$Qty = POS\ Sales / Avg\ Pk$	240,000

PROFITABILITY MEASURES		CALCS
Initial Margin	$MU\ \% = (Rl - Cost) / Rl$	20%
Cost	$Cost = Rl * (1.00 - MU\ \%)$	\$1,040,000
Retail	$Rl = Cost / (1.00 - MU\ \%)$	\$1,300,000
Markdown %	$MD\ \% = (Rl - POS\ Sales) / Rl$	35%
Markdown	$MD = POS\ Sales - MD\ \%$	\$60,000
POS Sales	$Sb = D\$ - MD\ \%$	\$1,200,000
Markdown	$MD = MU\ \% * MD\ \% * Cost$	\$360,000
MD % Cost	$MD\ \% Cost = MD\ \% Rl * CC\ \%$	4%
CC %	$CC\ \% = 1.00 - MU\ \%$	80%
Therefore	$MM\ \% = MU\ \% + (MD\ \% * (1.00 - MU\ \%))$	16%
Therefore	$MM\ \% = MU\ \% + (MD\ \% * MU\ \%) - MD\ \%$	16%
Initial Margin	$MU\ \% = (MM\ \% + MD\ \%) / (1.00 + MD\ \%)$	20%
Markdowns	$MD\ \% = (MM\ \% - MU\ \%) / (MU\ \% - 1.00)$	35%

ASSET EFFICIENCY MEASURES		CALCS
Inv Turns (Ann)	$Turns = Ann\ Rl\ Sb / Avg\ Rl\ Inv$	12.63
Ann Rl Sb	$Ann\ Rl\ Sb = Avg\ Rl\ Inv * Turns$	\$4,800,000
Avg Rl Inv	$Avg\ Rl\ Inv = Ann\ Sales / Turns$	\$380,000
Shortcut	$Turns = 52 / WOH$	13
Shortcut	$WOH = 52 / Turns$	4.12
GMROI	$GMROI = Ann\ GPS / Avg\ Cost\ Inv$	2.53
Ann GPS	$Ann\ GPS = Avg\ Cost\ Inv * ROI$	\$768,000
Avg Cost Inv	$Avg\ Cost\ Inv = Ann\ GPS / ROI$	\$304,000
Shortcut	$ROI = (MM\ \% / CC\ \%) * Turns$	2.41
Shortcut	$MM\ \% = (ROI / Turns) * (1 + R\ O\ I) / T\ u$	16%
Shortcut	$Turns = ROI / (MM\ \% / CC\ \%)$	12.63

ABBREVIATIONS	
Ann - Annual	
CC - Cost complement or counterpart of MU% or MM%. If MU is 20%, CC is 80%. If MM is 16%, CC is 84%.	
GMROI - Gross margin return on inventory investment.	
GP - Gross profit. This may be dollars (GPs) or percent of retail sales (GPs%).	
Inv - Inventory.	
MD - Markdown. Usually represents dollars as a percentage of retail sales dollars (MD%).	
MM% - Sustained margin.	
MU% - Margin. Usually this represents initial margin percentage (MU%).	
POS - Point of sale.	
PX - Price.	
ROI - Return on investment.	
Sb - Sales in \$ or units. POS Sales is sales dollars. POS Qty is sales units.	
WOH - Weeks on hand. The number of weeks worth of sales currently in inventory. 13 WOH means that current inventory levels are equivalent to 13 weeks worth of sales.	

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**Business math formulas cheat sheet** is an essential tool for anyone involved in the world of business, finance, or economics. Whether you are a student, a business professional, or an entrepreneur, having a solid understanding of key mathematical concepts can streamline your decision-making process and enhance your financial literacy. This article aims to provide a comprehensive cheat sheet covering important business math formulas, categorized by different financial areas such as basic arithmetic, percentages, interest calculations, and more.

## Basic Arithmetic

Arithmetic serves as the foundation for more complex mathematical operations in business. Here are some essential arithmetic formulas:

### Addition and Subtraction

- Total Revenue (TR):

$$TR = P \times Q$$

Where  $(P)$  is the price per unit and  $(Q)$  is the quantity sold.

- Net Profit:

$$\text{Net Profit} = \text{Total Revenue} - \text{Total Costs}$$

## Multiplication and Division

- Average Cost (AC):

$$AC = \frac{\text{Total Costs}}{Q}$$

- Market Share:

$$\text{Market Share} = \frac{\text{Company's Sales}}{\text{Total Market Sales}} \times 100$$

## Percentages

Understanding percentages is crucial in business for tasks such as calculating profit margins, discounts, and growth rates. Here are some formulas related to percentages:

### Percentage Calculation

- Finding a Percentage:

$$\text{Percentage} = \left( \frac{\text{Part}}{\text{Whole}} \right) \times 100$$

- Percentage Increase:

$$\text{Percentage Increase} = \left( \frac{\text{New Value} - \text{Old Value}}{\text{Old Value}} \right) \times 100$$

- Percentage Decrease:

$$\text{Percentage Decrease} = \left( \frac{\text{Old Value} - \text{New Value}}{\text{Old Value}} \right) \times 100$$

## Interest Calculations

Interest calculations are vital for evaluating investments, loans, and savings. The following formulas are commonly used in financial contexts:

### Simple Interest

- Simple Interest:

$$I = P \times r \times t$$

Where  $I$  is the interest,  $P$  is the principal amount,  $r$  is the interest rate (as a decimal), and  $t$  is the time in years.

## Compound Interest

- Compound Interest:

$$A = P \left(1 + \frac{r}{n}\right)^{nt}$$

Where  $A$  is the amount of money accumulated after  $n$  years, including interest,  $P$  is the principal,  $r$  is the annual interest rate (decimal),  $n$  is the number of times that interest is compounded per year, and  $t$  is the number of years.

## Break-even Analysis

Break-even analysis is important for determining the point at which total revenues equal total costs, and no profit or loss occurs.

- Break-even Point (BEP):

$$BEP = \frac{\text{Fixed Costs}}{\text{Price per Unit} - \text{Variable Cost per Unit}}$$

This calculation helps businesses understand how many units they need to sell to cover their costs.

## Cash Flow Analysis

Cash flow is vital for business sustainability. The following formulas help in assessing cash flow:

### Net Cash Flow

- Net Cash Flow:

$$\text{Net Cash Flow} = \text{Cash Inflows} - \text{Cash Outflows}$$

### Operating Cash Flow (OCF)

- Operating Cash Flow:

$$OCF = \text{Net Income} + \text{Non-Cash Expenses} + \text{Changes in Working Capital}$$

## Return on Investment (ROI)

ROI is a key performance measure used to evaluate the efficiency of an investment.

- Return on Investment (ROI):

$$\text{ROI} = \frac{\text{Net Profit}}{\text{Cost of Investment}} \times 100$$

This formula provides insight into how well an investment is performing relative to its cost.

## Inventory Management

Effective inventory management is critical for businesses that hold stock. The following formulas assist in optimizing inventory levels:

### Inventory Turnover Ratio

- Inventory Turnover Ratio:

$$\text{Inventory Turnover} = \frac{\text{Cost of Goods Sold}}{\text{Average Inventory}}$$

This ratio indicates how many times a company has sold and replaced its inventory over a period.

### Days Sales of Inventory (DSI)

- Days Sales of Inventory (DSI):

$$\text{DSI} = \frac{365}{\text{Inventory Turnover}}$$

This calculation helps businesses understand how long it takes to sell their inventory.

## Financial Ratios

Financial ratios allow businesses to assess performance and make comparisons over time or against industry standards. Here are some important financial ratios:

### Profitability Ratios

- Gross Profit Margin:

$$\text{Gross Profit Margin} = \frac{\text{Gross Profit}}{\text{Total Revenue}} \times 100$$

- Net Profit Margin:

$$\text{Net Profit Margin} = \frac{\text{Net Profit}}{\text{Total Revenue}} \times 100$$

## Liquidity Ratios

- Current Ratio:

$$\text{Current Ratio} = \frac{\text{Current Assets}}{\text{Current Liabilities}}$$

- Quick Ratio:

$$\text{Quick Ratio} = \frac{\text{Current Assets} - \text{Inventories}}{\text{Current Liabilities}}$$

## Conclusion

In summary, a solid understanding of business math formulas is crucial for making informed decisions in various business scenarios. This cheat sheet provides a concise reference to key formulas that can aid in financial analysis, investment evaluations, and operational planning. By mastering these concepts, individuals can enhance their financial literacy and contribute to more effective business strategies.

Whether you're calculating profits, analyzing cash flows, or assessing investment returns, these formulas will serve as valuable tools in your business toolkit. Keep this cheat sheet handy for quick reference, and continue to build upon your mathematical skills for greater success in your endeavors.

## Frequently Asked Questions

### What are the most commonly used business math formulas?

Some commonly used business math formulas include the break-even formula, ROI (Return on Investment), profit margin, and compound interest calculations.

## How can a cheat sheet help in understanding business math formulas?

A cheat sheet provides quick references for key formulas, making it easier to recall and apply them during calculations, thus enhancing efficiency in business decision-making.

## Where can I find a comprehensive business math formulas cheat sheet?

Comprehensive cheat sheets can often be found online through educational websites, financial blogs, or business textbooks, and some may offer downloadable PDF versions.

## What is the break-even point formula and how is it used?

The break-even point formula is calculated as  $\text{Fixed Costs} / (\text{Selling Price per Unit} - \text{Variable Cost per Unit})$ . It helps businesses determine when they will start to make a profit.

## How does the ROI formula work?

The ROI formula is calculated as  $(\text{Net Profit} / \text{Cost of Investment}) \times 100$ . It helps businesses assess the profitability of an investment relative to its cost.

## Can I create my own business math formulas cheat sheet?

Yes, you can create your own cheat sheet by compiling formulas that are most relevant to your specific business needs, tailoring it to your industry and operations.

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