

business formulas

$$\text{market share} = \frac{\text{sales of business (\$)}}{\text{total market sales (\$)}} \times 100$$

$$\text{labour productivity} = \frac{\text{output over time period}}{\text{number of employees}}$$

$$\text{total costs} = \text{fixed costs} + \text{variable costs}$$

$$\text{average costs} = \frac{\text{total costs}}{\text{output}}$$

$$\text{contribution} = \text{selling price} - \text{variable cost per unit}$$

$$\text{break even calculation} = \frac{\text{fixed costs}}{\text{contribution per unit}}$$

$$\text{working capital} = \text{current assets} - \text{current liabilities}$$

$$\text{capital employed} = \text{owner funds} + \text{long term liabilities}$$

$$\text{gross profit} = \text{sales revenue} - \text{cost of sale}$$

$$(\text{net}) \text{ profit} = \text{gross profit} - \text{expenses}$$

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