



Business Yield Return on Sales (ROS) Template

Here's a basic Return on Sales (ROS) template using Google Sheets:

1. Open Google Sheets.
2. In cell A1, type "Return on Sales (ROS) Template."
3. Below that, in cell A3, type "Sales Revenue."
4. In cell B3, type "Operating Expenses."
5. In cell C3, type "Operating Income (EBIT)."
6. In cell D3, type "Return on Sales (ROS)."
7. Starting from row 4, input your financial data. Put your sales revenue figures in column A, operating expenses in column B, and calculate the operating income (EBIT) by subtracting operating expenses from sales revenue in column C.
8. In column D, input the formula to calculate ROS. The formula is " $=C4/A4$ " for the first row and drag it down to apply to subsequent rows.
9. Format the cells containing financial data and ROS percentage as currency or percentage as needed.
10. You can add additional rows or columns for notes, comparisons with industry benchmarks, or trends over time.

Calculating your Return on sales process

Return on Sales (ROS) Calculation

1. Revenue:
Total Revenue: [Enter total revenue for the period]
2. Cost of Goods Sold (COGS):
Total COGS: [Enter total cost of goods sold for the period]
3. Gross Profit:
Gross Profit = Revenue - COGS
4. Operating Expenses:
Total Operating Expenses: [Enter total operating expenses for the period]
5. Operating Income:
Operating Income = Gross Profit - Total Operating Expenses

6. Net Income:

Net Income = Operating Income - Other Expenses (if applicable)

7. Return on Sales (ROS):

ROS = (Net Income / Revenue) * 100

8. Analysis:

[Provide analysis and interpretation of the ROS percentage, considering industry benchmarks and company goals.]

Your ROS template in Google Sheets is now set up and ready for use. You can input your company's financial data regularly to track ROS and assess your business's profitability relative to its sales.