

## ADDITIONAL (ANNUAL) SALES REVENUE FOR BENEFICIARY FIRMS

Indicator Information for Results Framework	
Indicator name	Additional (annual) sales revenue for beneficiary firms  <i>Related Indicators:</i> - Annual sales revenue for beneficiary firms - Increase in sales revenue among beneficiary firms (percentage) - Number of beneficiary firms with increased sales revenue
Unit of measure	USD
Baseline	Non-zero
Definition	The indicator measures the incremental sales revenue (US\$) for a given period of project-supported businesses.  <b>Beneficiary firm:</b> all firms participating in the corresponding project component
Source of definition	T&C Standard indicator guidance
Guidance	
For which types of projects?	For projects aiming to enhance firm performance through interventions such as business regulations, spatial development (especially value chain development, finance, MSME/entrepreneurship (especially business development services), skills and training etc.
Options for disaggregation	Disaggregate by female-owned firm
Relevant Jobs outcomes	- Intermediate: Firm performance/investment
Project examples	<ul style="list-style-type: none"> <li>- <b>Kazakhstan SME Competitiveness Project (P147705)</b>. Indicator: Value of increased sales of SMEs facilitated through participation in the project (amount (US\$))</li> <li>- <b>Tunisia Youth Economic Inclusion Project (P158138)</b>. Indicator: Increase in average yearly sales for the MSMEs receiving matching grants (percentage)</li> <li>- <b>Zambia Agribusiness and Trade Project (P156492)</b>. Indicator: Increase (additional) in average value of gross sales of beneficiary SMEs (percentage) (by gender)</li> <li>- <b>Swaziland Private Sector Competitiveness (P151433)</b>. Indicator: Increase in sales revenues of beneficiary firms (amount (USD))</li> <li>- <b>Somalia Core Economic Institutions and Opportunities Program (P152241)</b>. Indicator: Total annual increase in revenue of firms supported by SBCF and SMEF that received training and advisory services (percentage)</li> <li>- <b>Jamaica Foundations for Competitiveness and Growth Project (P147665)</b>. Indicator: Increase in Sales of SMEs Supported by Project over Benchmark of Comparator SMEs</li> <li>- <b>Ethiopia Women Entrepreneurship Development Project (P122764)</b>. Indicator: Increase in yearly average business earnings</li> </ul>

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Questions for Data Collection		
(4.01)	In [fiscal/agricultural] year [INSERT LAST COMPLETE FISCAL/AGRICULTURAL YEAR], what were this [establishment's/farm's] total annual sales?	LOCAL CURRENCY UNIT
Data Processing and Aggregation		
= $(\sum \text{Q4.01 at } t_x) - (\sum \text{Q4.01 at } t_0)$		