

## SOLUTION 7.1

|                 | Division X                      | Division Z                        |
|-----------------|---------------------------------|-----------------------------------|
| ROI             | $15,000/65,000 = 23.08\%$       | $29,500/150,000 = 19.67\%$        |
| Residual income | $15,000 - 10\% 65,000 = €8,500$ | $29,500 - 10\% 150,000 = €14,500$ |

Division X has a higher ROI but a lower residual income. Why? Because residual income is an absolute measure, making it difficult to compare divisions with different sizes: a large division (Z) is more likely to earn a larger residual income than a small division (X).

