




Customer	Chroma
Product(s)	
Date	28-10-2025

Discount Approval

	Discount	COGS	Avg NIP	GM Target
Parameters	5%	30%	6	100000

	Best case	Realistic	Worst case
Sales Unit	100000	50000	25000
Net Invoice Sales	₹ 6,00,000	₹ 3,00,000	₹ 1,50,000
Post discount	₹ 30,000	₹ 15,000	₹ 7,500
Net sales	₹ 5,70,000	₹ 2,85,000	₹ 1,42,500
COGS	₹ 1,71,000	₹ 85,500	₹ 42,750
Gross Margin	₹ 3,99,000	₹ 1,99,500	₹ 99,750
vs Target	 ₹ 2,99,000	 ₹ 99,500	 -₹ 250