

Scenario Planning tool



Customer	Croma
Product(s)	
Date	27-12-2024

Parameters	Discount	10%	COGS	32%	Avg NIP	₹ 5.65	GM Target	₹ 1,00,000.00
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	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	₹ 5,65,000.00	₹ 2,82,500.00	₹ 1,69,500.00
Post Discount	₹ 56,500.00	₹ 28,250.00	₹ 16,950.00
Net Sales	₹ 5,08,500.00	₹ 2,54,250.00	₹ 1,52,550.00
COGS	₹ 1,62,720.00	₹ 81,360.00	₹ 48,816.00
Gross Margin	₹ 3,45,780.00	₹ 1,72,890.00	₹ 1,03,734.00
vs Target	▲ ₹ 2,45,780.00	▲ ₹ 72,890.00	▲ ₹ 3,734.00

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