

Customer	Croma
Product(s)	P1
Date	26-01-2026

Parameters	Discount	20.0%	COGS	15%	Avg NIP	\$25.00	GM Target	\$2,00,000

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$25,00,000.00	\$12,50,000.00	\$7,50,000.00
Post Discount	\$5,00,000.00	\$2,50,000.00	\$1,50,000.00
Net Sales	\$20,00,000.00	\$10,00,000.00	\$6,00,000.00
COGS	\$3,00,000.00	\$1,50,000.00	\$90,000.00
Gross Margin	\$17,00,000.00	\$8,50,000.00	\$5,10,000.00
vs Target	\$15,00,000.00	\$6,50,000.00	\$3,10,000.00

