

# Customer Discount Approval

Customer	Croma
Product(s)	P1
Date	25/02/2024

Parameters	Discount	COGS	Average NIP
	10%	30%	\$ 6.00

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$ 600,000	\$ 300,000	\$ 150,000
Post Discount	\$ 60,000	\$ 30,000	\$ 15,000
Net Sales	\$ 540,000	\$ 270,000	\$ 135,000
COGS	\$ 162,000	\$ 81,000	\$ 40,500
Gross Margin	\$ 378,000	\$ 189,000	\$ 94,500
vs Target	\$ 278,000	\$ 89,000	\$ -5,500

GM Target	
\$	100,000