

Customer Discount Approval

Customer	Croma
Product(s)	P1
Date	26-11-2024

Parameters	Discount	10%	COGS	30%	Average NIP	\$6.00	GM Target	\$1,00,000
------------	----------	-----	------	-----	-------------	--------	-----------	------------

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$ 6,00,000	\$ 3,00,000	\$ 1,50,000
Post Discount	\$ 60,000	\$ 30,000	\$ 15,000
Net Sales	\$ 5,40,000	\$ 2,70,000	\$ 1,35,000
COGS	\$ 1,62,000	\$ 81,000	\$ 40,500
Gross Margin	\$ 3,78,000	\$ 1,89,000	\$ 94,500
vs Target	▲ \$ 2,78,000	■ \$ 89,000	▼ \$ -5,500