

Customer Discount Approval

Customer	Croma
Product(s)	
Date	26-10-2024

Parameters	Discount	10%	COGS	30%	Avg NIP	\$5.67	GM Target	\$1,00,000.00
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		Best Case	Realistic	Worst Case
	Sales units	100000	50000	30000
	Net Invoice Sales	\$5,67,000.00	\$2,83,500.00	\$1,70,100.00
	Post Discount	\$56,700.00	\$28,350.00	\$17,010.00
	Net Sales	\$5,10,300.00	\$2,55,150.00	\$1,53,090.00
	COGS	\$1,53,090.00	\$76,545.00	\$45,927.00
	Gross Margin	\$3,57,210.00	\$1,78,605.00	\$1,07,163.00
vs Target		\$2,57,210.00	\$78,605.00	\$7,163.00