



Customer	Croma
Product(s)	P1
Date	28-03-2025

Parameters	Discount	10%	COGS	25%	Average NIP	\$ 6.00	GM Target	\$ 1,00,000
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	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$6,00,000.00	\$3,00,000.00	\$1,50,000.00
Post Discount	\$60,000.00	\$30,000.00	\$15,000.00
Net Sales	\$5,40,000.00	\$2,70,000.00	\$1,35,000.00
COGS	\$1,35,000.00	\$67,500.00	\$33,750.00
Gross Margin	\$4,05,000.00	\$2,02,500.00	\$1,01,250.00
vs Target	▲ \$3,05,000.00	▲ \$1,02,500.00	▲ \$1,250.00