

Customer Discount Approval

Customer
Croma

Product(s)

Date
07-03-2023

Parameters

Discount 12.50% COGS 32% Avg NIP \$5.65 GM Target \$1,00,000.00

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$5,65,000.00	\$2,82,500.00	\$1,69,500.00
Post Discount	\$70,625.00	\$35,312.50	\$21,187.50
Net Sales	\$4,94,375.00	\$2,47,187.50	\$1,48,312.50
COGS	\$1,58,200.00	\$79,100.00	\$47,460.00
Gross Margin	\$3,36,175.00	\$1,68,087.50	\$1,00,852.50

vs Target ▲ \$2,36,175.00 ▲ \$68,087.50 ▲ \$852.50