

Customer Discount Approval

Customer	Croma
Products	P102
Date	31 - 07 - 2024

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