

Customer	Croma
Product(s)	
Date	28-09-2024

Parameters	Discount	12.5%	COGS	32%	Average 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

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