

Customer Discount Approval

| | |
|------------|------------|
| Customer | Croma |
| Product(s) | |
| Date | 07-03-2024 |

| | | | | |
|------------|----------|------|-------------|----------------|
| Parameters | Discount | COGS | Average NIP | GM Target |
| | 12.5% | 32% | \$ 5.65 | \$ 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/ Revenue | \$ 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 |