

# Customer Discount Approval



Customer	Croma
Product(s)	P1
Date	19.02.2025

Parameters	Discount	12,5%	COGS	32%	Average NIP	\$ 5,65	GM Target	\$ 100 000,00
------------	----------	-------	------	-----	-------------	---------	-----------	---------------

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$565 000,00	\$282 500,00	\$169 500,00
Post Discount	\$70 625,00	\$35 312,50	\$21 187,50
Net Sales	\$494 375,00	\$247 187,50	\$148 312,50
COGS	\$158 200,00	\$79 100,00	\$47 460,00
Gross Margin	\$336 175,00	\$168 087,50	\$100 852,50

vs Target ▲ \$236 175    ▲ \$68 088    ▲ \$853