

# Customer Discount Approval

Customer	Croma
Product(s)	
Date	17/06/2024

Parameters	Discount	12,5%	COGS	32%	Average NIP	\$ 5,85	GM Target	\$ 100.000,00
------------	----------	-------	------	-----	-------------	---------	-----------	---------------

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$ 585000,00	\$ 292500,00	\$ 146250,00
Post Discount	\$ 73125,00	\$ 36562,50	\$ 18281,25
Net Sales	\$ 511875,00	\$ 255937,50	\$ 127968,75
COGS	\$ 163800,00	\$ 81900,00	\$ 40950,00
Gross Margin	\$ 348075,00	\$ 174037,50	\$ 87018,75
vs Target	▲ \$ 248075,00	▲ \$ 74037,50	▼ -\$ 12981,25