



Customer Discount Approval

Customer	Croma
Product(s)	P1
Date	22-07-2024

Parameters	Discount	20%	COGS	30%	Average NIP	6%	GM Target	\$1,00,000
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	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$5,65,000	\$2,82,500	\$1,69,500
Post Discount	\$1,13,000	\$56,500	\$33,900
Net Sales	\$4,52,000	\$2,26,000	\$1,35,600
COGS	\$1,35,600	\$67,800	\$40,680
Gross Margin	\$3,16,400	\$1,58,200	\$94,920
vs Target	▲ \$2,16,400	▲ \$58,200	▼ -\$5,080