

# Product Discount Approval



Customer	Croma
Product(s)	
Date	21-09-2024

Parameters	Discount		COGS		Average NIP		GM Target	
	10%		30%		\$ 6.00		\$ 1,00,000	
	Best Case		Realistic		Worst Case			
Sales Unit	100000		50000		25000			
Net Invoice Sales	\$	6,00,000	\$	3,00,000	\$	1,50,000		
Post Discount	\$	60,000	\$	30,000	\$	15,000		
Net Sales	\$	5,40,000	\$	2,70,000	\$	1,35,000		
COGS	\$	1,62,000	\$	81,000	\$	40,500		
Gross Margin	\$	3,78,000	\$	1,89,000	\$	94,500		
vs Target	▲	278000	▲	89000	▼	-5500		