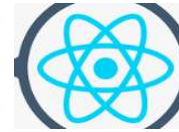


Customer Discount Approval Chart

Customer	Croma
Product(s)	P1
Date	23.09.2026



	Discount	COGS	Average NIP
Parameters	13%	32%	\$5.00

Scenerio			
KPI's	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$500,000.00	\$250,000.00	\$125,000.00
Post Discount	\$62,500.00	\$31,250.00	\$15,625.00
Net Sales	\$437,500.00	\$218,750.00	\$109,375.00
COGS	\$140,000.00	\$70,000.00	\$35,000.00
Gross Margin	\$297,500.00	\$148,750.00	\$74,375.00

vs Target ▲ \$197500.0 ▲ \$48750.0 ▼ \$25625.0

GM Target
\$100,000.00