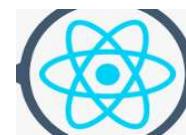


Customer Discount Approval Chart

| | |
|------------------------|-------------|
| Customer Product(s) | Croma P1 |
| Date | 23.09.2026 |



| Parameters | Discount | COGS | Average NIP |
|-------------------|--------------|--------------|--------------|
| | 13% | 32% | \$5.00 |
| Scenerio | Best Case | Realistic | Worst Case |
| KPI's | | | |
| 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