

Customer Discount Approval



Customer	Croma
Product(s)	P1
Date	23-11-2023

Parameters	Discount	12.50%	COGS	32%	Avg NIP	\$ 5.65	GM Target	\$ 1,00,000.00
------------	----------	--------	------	-----	---------	---------	-----------	----------------

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$5,65,000.00	\$2,82,500.00	\$ 1,69,500.00
Post Discount	\$ 70,625.00	\$ 35,312.50	\$ 21,187.50
Net Sales	\$4,94,375.00	\$2,47,187.50	\$ 1,48,312.50
COGS	\$1,58,200.00	\$ 79,100.00	\$ 47,460.00
Gross Margin	\$3,36,175.00	\$1,68,087.50	\$ 1,00,852.50

Vs Target ▲ \$2,36,175.00 ▲\$68,087.50 ▲ \$852.50