

Customer Discount Approval

Customer	Croma
Product	
Date	28-03-2023

Parameters	Discount	12.50%	COGS	32.00%	Avg NIP	\$ 5.65	GM target	\$ 1,00,000.00
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		Best Case	Realistic	Worst Case
		100000	50000	30000
Sales units				
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