



Customer Discount Approval

Customer	Croma
Product(s)	P1
Date	27-03-2024

Parameters	Discount	13%	COGS	32%	Avg NIP	\$5.65	GM Target	\$1,00,000
------------	----------	-----	------	-----	---------	--------	-----------	------------

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$ 5,65,000	\$ 2,82,500	\$ 1,69,500
Post Discount	\$ 70,625	\$ 35,313	\$ 21,188
Net Sales	\$ 4,94,375	\$ 2,47,188	\$ 1,48,313
COGS	\$ 1,58,200	\$ 79,100	\$ 47,460
Gross Margin	\$ 3,36,175	\$ 1,68,088	\$ 1,00,853
vs Target	▲ \$ 2,36,175	▲ \$68,088	▲ \$ 853