Point of coverage with two products · How to check it in an example?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

Practical business guidance · Reviewed: 2026-11-22

Applicability: According to the profile and circumstances of the described case.

Recalculate the result if a larger share of sales comes from the cheaper product.

Checking by example

Calculate the weighted contribution based on the actual sales ratio of the products.

Record the sales quantities and variable cost of each product.

Working example · Coverage point with two products

Record the sales volumes and variable cost of each product. When the mix changes, recalculate the cover before deciding on the price.

Specific next steps

1. Calculate the weighted contribution based on the actual sales ratio of the products.
2. Record the sales quantities and variable cost of each product.
3. When changing the mix, recalculate coverage before deciding on the price.

Limits of application

Apply the guideline to your documents and working methods.

Original page

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