

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : 1st April 2021

Sub : Krisumi Team Incentive Policy (Period 1st April 2021- 30th June 2021)

Dear Ma'am & Sir,

This is in reference to Krisumi team incentive policy approved and signed for 1st quarter i.e. Jan 2021 to 31st March 2021. We hereby recommend continuing the same incentive for current quarter i.e. 1st April 2021 to 30th June 21. Please find below the replica of 1st quarter:-

Krisumi Team Incentive, Effective Date - 01.04.2021					
Payment Plan	Incentive (Channel)	Incentive (Direct)	if Sales is closed with standard discount.	if Sales is closed with lower discount than standard discount	if Sales is closed with higher discount than standard discount.
20:80/25:75/30:70	60,000	80,000	100% of Recommended Incentive	120 % of Recommended Incentive	80% of Recommended Incentive
25:25:50	80,000	100,000	100% of Recommended Incentive	120 % of Recommended Incentive	80% of Recommended Incentive
<p>Note – 1. Distribution of incentive will be done after receiving 10% of TSC from Customer and Registration of Flat Buyer Agreement.</p> <p>2. Standard Discount sheet attached as Annexure- 1</p> <p>3. In addition to this, if any member of the sales team closes 3 sales in any month, he will be eligible for a trip with family for 4 days and 3 Nights for that month. The value of the trip will be solely at discretion of President- Sales and Director - Sales and Marketing (Maximum Cost of Trip – Rs.75000).</p> <p>4. Employee who perform exceptional well will be rewarded by company.</p> <p>5. This Incentive policy will be review after every quarter.</p>					
Beneficiary (on all Sales whether Channel or Direct)					
Direct Execution- Team Member	50%				
Support Staff	30%				
Team Leader	10%				
Mr. Vineet Nanda	10%				
TOTAL	100%				
<p><i>(In Case Team leader is not there in such the incentive will be divided applicable to support staff)</i></p> <p style="text-align: right;"><i>Nitin Bhatia</i></p>					
<u>Support Team Name</u>					
1. Sachin Bhargv					
2. Nitin Bhatia					
3. Disha Rao					
4. Kamal Bhalla					
5. Shalini Jha					
6. Bobby K					

Nitin Bhatia

Vineet Nanda

AK

7. Divya Misra				
8. Priyanka Khanna				
9. Shipra				
10. Sumegha				
11. Nikeeta				
12. Afreen				
13. Cynthia				
14. Siveen				
15. Sushmita				

Request your good self to please accord approval.

Prepared By: Sachin Bhargv ^{NitinRBhatia} / NITIN BHATIA

Verified By:  Deepak Sharma (Finance Department)

Approved By:

Vineet Nanda
Mr. Vineet Nanda

Mr. Raj K Sahni

AK
Mr. Akash Khurana

Yamazaki San
Yamazaki San