

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : 01st May 2023

**Sub : Booking Approval of Unit no. B 2703 (Direct Booking) in Waterfall Residences,
Sector 36A, Gurugram.**

Dear Sir,

This is in reference to the booking of **Unit no. B 2703** under Possession link Payment Plan (50:50) on Current Box Price. **Customer is paying 10% upfront and 40% within 60days instead of 90 days. Hence we are not applying interest benefit on this unit.**

Payment Plan (50:50)	% due
Advance amount on Booking	INR 5,00,000
Within 7 days from booking	10% of Sale Consideration (Less Booking Advance of INR 5,00,00) + GST + Registration & Stamp Duty on Agreement for Sale
Within 60 days from booking	40% of Sale Consideration + GST
On Application of OC	25% of Sale Consideration + GST
On Offer of Possession	25% of Sale Consideration + GST+ IFMSD + Registration & Stamp Duty on Conveyance Deed(As applicable)

The Applicant(s) & Unit detail is here as under: -

Applicant Name: Shikha Manchanda / Rajeev Manchanda

Unit no. B 2703

Unit Type: Penthouse Tower: B Floor: 27th

Saleable Area: 4496.84 sq ft

Payment Plan: Possession link Payment Plan (50:50)

Booking Source: Direct Booking

RM Name- Sakaar Gaur / Pradhuman Singh

Recommended Discount as closure tool under Possession link payment plan: - Rs. 4,04,776/-

Important Note:

The customer is a big investor. Post confirmation of the inventory & final price, the client mentioned that he will proceed with the deal directly with company rather than through Channel Partner. Thus, we didn't want to loose the customer hence we accepted the deal. So, Mr. Vineet Nanda recommends that we must not spoil our relationship with the Channel Partner and should offer an attractive incentive against this particular deal.

As per customer requirement, we recommend showing this booking as a Direct Booking and as a way out to protect the interest of the CP (Mr. Rajeshwar Singh), we recommend that Marketing Support should be given to the Channel Partner amounting to Rs. 10,00,000/- (inclusive of GST)

Plus,

Incentive for Krisumi Sales Team: Rs. 1,30,000/-



For Unit no. B 2703:

• Box Price	Rs. 5,55,00,000/-
Less: Closure discount by company	Rs. 4,04,776/-
Final Box Price:	Rs. 5,50,95,224/-
Add: EDC & Other Charges	Rs. 18,33,799/-
Sales Consideration	Rs. 5,69,29,023/-
Sales Consideration (per sq ft)	Rs. 12,660/-

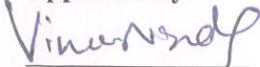
Net Realization (After Brokerage and Incentive)	: Rs. 12,001/- per sq ft.
Total price to Customer (All inclusive)	: Rs. 6.05cr
Price per sq ft to customer	: Rs. 13,454/- ✓

Request your good self to please accord approval.

Prepared By:  Sachin Bhargv/Nitin Bhatia

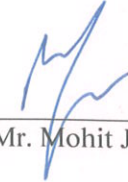
Verified By: Parveen Yadav/ Gulshan Kumar (Finance Department)

Approved By:


Mr. Vineet Nanda


Mr. Akash Khurana


Yamazaki San


Mr. Mohit Jain

SALEABLE AREA sft

To be Achieved As
per Business Plan

Actual-

Unit No.

Type

Payment Plan

SALEABLE AREA sft

B 2703

PENTHOUSE

50 50

4496.84

Box Price (Excluding Furnishing Cost)	A	5,15,00,000	5,55,00,000
Standard Discount		8,00,000	4,04,776
Addl. Discount from Pool			
Customer Discount		1,50,000	
Inaugral Discount for Fully Furnished			
Addl. Discount for 50-50 Payment Plan			
Total Discounts	B	9,50,000	4,04,776
Realisation (before Incentive)		5,05,50,000	5,50,95,224
Realisation psft(before Incentive)		11,241	12,252
Incentive to CP		2,05,000	
Promotional Scheme for Customer (Dubai trip)			
1% additional incentive to CP			
Gold to customer			
Marketing Expenses			10,00,000
Incentive to CP Krisumi Team		1,50,000	1,30,000
Total Incentive		3,55,000	11,30,000
Realisation (After Incentive)		5,01,95,000	5,39,65,224
Realisation psft(After Incentive)		11,162	12,001
Brokerage %		3.5%	
On Form Discount passed by broker	C		
Brokerage including GST		20,67,065	
Total Brokerage		20,67,065	
Realisation (After Incentive & Brokerage)		4,81,27,935	5,39,65,224

Realisation psft(After Incentive & Brokerage) 10,703 12,001 - Difference on non 1298.09 58,37,289

Net Box Price to Customer A-B-C 5,05,50,000 5,50,95,224

Net Box Price to Customer psft 11,241 12,252

Net Box Price	5,50,95,224
EDC & Other Charges	18,33,799
Sales Consideration	5,69,29,023
GST	28,46,451
IFMS	6,74,526
Regn. Cost	50,000
Total Price	6,05,00,000

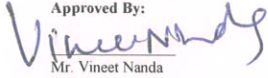
Total price to customer

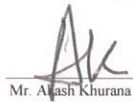
6,05,00,000

Prepared By: Sachin Bhargv/Nitin Bhatia

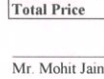
Verified By: Parveen yadav/Gulshan kumar

Approved By:


Mr. Vineet Nanda


Mr. Akash Khurana


Yamazaki San


Mr. Mohit Jain