

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : December 22nd, 2021

Sub : Release of Incentive Amount to Sales & Support Teams on the Bookings logged-in Post 1st January 2021 under Employee Incentive Policy In Waterfall Residences, Sector 36A, Gurugram.

Dear Sir,

This is in reference to the Incentive Scheme Policy for Sales & Support Team. We request your good self to please accord approval for release of Incentive amount against **36 Bookings** where 10% and above amount has been received from the Customer and the Agreement for Sale has been successfully registered. The Incentive amount for **36 Bookings** is coming out to **Rs. 28,28,000/-**.

The Detailed Calculation Sheet of Incentive amount is worked out on the basis of Net Realization. Considering the Net Realization on Positive side the Incentive amount is calculated on 120% & incase the Net Realization is on Negative side the Incentive amount is calculated on 80% which was the original Intent & Understanding of the Incentive Scheme. The Previous Incentives was released on the same understanding.

As Calender Year is Ending & New Year is approaching, we recommend to release & distribute the above incentive amount of Rs. 28,28,000/- along with Salary by 31st December 2021 amongst following team members mentioned here as under:-

S. No.	Employee Name	Applicable on No. of Bookings	Amount to Be Released In Rs.
1	Mr. Vineet Nanda	36	2,97,200/-
2	Mansi Patel	5	2,30,400/-
3	Mr. Sandeep Harit	3	2,16,000/-
4	Ankita Singh	1	48,000/-
5	Pradhyuman Singh	3	1,36,800/-
6	Dimple Rathore	4	1,29,600/-
7	Sachin Bhargv	1	72,000/-
8	Bobby Kuramdas	3	1,22,400/-
9	Disha Rao	2	1,15,200/-
10	Priyanka Khanna	2	1,15,200/-
11	Deepti Mahindroo	5	1,58,400/-
12	Aditya Bharti	1	28,800/-
13	Jai Gupta	2	1,00,800/-
14	Shipra	1	57,600/-
15	Sumegha	1	43,200/-
16	Mohit Ahluwalia	1	36,000/-
17	Nitin Bhatia	1	72,000/-
18	Shalini Jha	Support Team (Core Member)	85,000/-
19	Nitin Bhatia	Support Team (Core Member)	84,900/-
20	Kamal Bhalla	Support Team (Core Member)	85,000/-
21	Sachin Bhargv	Support Team (Core Member)	85,000/-

*OK
Subject to
A/c verification
AK*

Nitin Bhatia

V. Venkatesh

22	Disha Rao	Support Team (Core Member)	85,000/-
23	Ashish Loyall	Support Team	35,000/-
24	Divya Mishra	Support Team	35,000/-
25	Roshan	Support Team	35,000/-
26	Sumegha	Support Team	25,000/-
27	Sumit Yadav	Support Team	25,000/-
28	Kanika Ahuja	Support Team	25,000/-
29	Ashish Tushir	Support Team (MT)	25,000/-
30	Sakaar	Support Team (MT)	25,000/-
31	Yash Varshney	Support Team (MT)	25,000/-
32	Manisha Thakur	Support Team	15,000/-
33	Afreen	Support Team	15,000/-
34	Cynthia	Support Team	12,000/-
35	Siveen	Support Team	12,000/-
36	Sushmita	Support Team	12,000/-
37	Alok	Support Team	11,500/-
38	Karamvir	Support Team	11,500/-
39	Arnish	Support Team	11,500/-
40	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff)	Total Strength is Approx. 34	Rs. 68,000/- Request for Cash to Be Issued for Distribution to Admin Staff
Total Amount:			Rs. 28,28,000/-

Kindly note, the Quarterly Performance Incentives for Sales & Support Teams & Gold Distribution as per Approved Employee Incentive Scheme is not considered in this approval note and the same will be prepared & presented separately for approval in the Month of January 2022.

Request your good self to please accord approval.

Prepared & Forwarded By: ^{Nitin Bhatia} Nitin Bhatia / Sachin Bhargv

Verified By: Gulshan Kumar (Finance Department)

Approved By:



Mr. Vineet Nanda



Mr. Akash Khurana



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Mr. Mohit Jain

ACCOUNTS TO DO FINAL VERIFICATION

PROPOSED INCENTIVE SHEET FOR THE BOOKING DONE W.E.F. 1ST JAN. 2021 TILL 20TH DEC. 2021

S.No.	Booking Date (D/M/Y)	Month	Unit No.	Tower	Unit Type	Saleable Area (In Sq.ft.)	Customer Code	Allottee Details	Booked Through	Payment Plan	Box Price	Total Discount Offered Co. & CP	Realization (In value)	Incentive Amount Approved As per Payment Plan	Incentive Applicable as per Approval In %	Final Incentive Amount Applicable & to be Paid	Direct Execution - Team Member @ 50% till 30th June & 60% from 1st July	Direct Execution - Team Member Name	Support Staff @ 30%	Mr. Vineet Nanda @ 20% on First 2 Cases & 10% on Balance 34 cases	Total Amount	Registration Date	Registration Status of Agreement For Sale	Demand Raised in %	Collection Received
1	23-02-2021	Feb. 2021	B 2103	B	2 LDK (B3)	1478.53	WR/0133	Ms. Shagun Chaurasia	Square Yards Consulting Pvt. Ltd.	PLP (30:70)	1,45,00,000	3,62,441	2,02,366	60000	120	72000	36,000	Mohit Ahluwalia	21,600	14,400	72,000	Nov 02, 2021	Executed	30%	15,57,778
2	28-02-2021 & 05-03-2021	Feb. 2021	C 2503	C	2 LDK (C3) Fully Furnished	1448.41	WR/0138	Ms. Aarti Sharma	Symbiosis Infra Pvt. Ltd.	PLP (30:70)	1,63,50,000	2,91,931	2,75,197	60000	120	72000	36,000	Bobby Kurandas	21,600	14,400	72,000	Nov 02, 2021	Executed	25%	17,50,000
3	14-07-2021	Jul. 2021	B 1801	B	3LDK+S (B1)	2503.39	WR/0175	Mr. Naveen Kumar Amar	Direct Booking	SPP (25 : 25:50)	2,36,00,000	15,00,000	20,34,025	100000	120	120000	72,000	Nitin Bhatia	36,000	12,000	1,20,000	Dec 09, 2021	Executed	10%	24,72,111
4	30-07-2021	Jul. 2021	B 2205	B	3 LDK (B5)	1967.02	WR/0178	Mr. Pratul Kumar Madan	Pratul Kumar Madan	SPP (25 : 25:50)	1,73,00,000	17,60,709	7,24,062	80000	120	96000	57,600	Priyanka Khanna	28,800	9,600	96,000	Dec 2, 2021	Executed	25%	43,06,943
5	31-07-2021	Jul. 2021	A 1802	A	2LDK + Personal Work Space	1955.66	WR/0179	Mr. Nikhil Mendiratta	Nishant Mendiratta	PLP (30:70)	1,86,50,000	11,03,149	-83,983	60000	80	48000	28,800	Deepti Mahindroo	14,400	4,800	48,000	Nov 22, 2021	Executed	30%	19,69,676
6	31-07-2021 & 01-08-2021	Jul. 2021	B 2605	B	3 LDK (B5)	1967.02	WR/0181	Mr. Hemant Yadav	Pratul Kumar Madan	SPP (25 : 25:50)	1,75,00,000	19,60,709	5,32,322	80000	120	96000	57,600	Priyanka Khanna	28,800	9,600	96,000	Nov 26, 2021	Executed	25%	17,40,425
7	24-08-2021	Aug. 2021	A 1902	A	2LDK + Personal Work Space	1955.66	WR/0184	Mr. Kartik Sharma	Nishant Mendiratta	PLP (30:70)	1,86,50,000	1,92,864	87,496	60000	120	72000	43,200	Deepti Mahindroo	21,600	7,200	72,000	Dec 16, 2021	Executed	10%	20,44,255
8	19-09-2021	Sep. 2021	A 1204	A	3LDK+S (A4)	2528.54	WR/0198	Mrs. Anshu Sharma	Deepak Mehta (Urban Castles)	SPP (25 : 25:50)	2,28,00,000	20,82,875	5,17,749	80000	120	96000	57,600	Shipra Singh	28,800	9,600	96,000	Oct 29, 2021	Executed	25%	57,60,378
9	19-09-2021	Sep. 2021	B 1005	B	3 LDK (B5)	1967.02	WR/0199	Mr. Veesh Jain & Mrs. Yamini Passey Jain	YHATAW Real Estate Facilitators Pvt. Ltd. -	PLP (35:65)	1,72,00,000	7,46,423	24,223	60000	120	72000	43,200	Jai Gupta	21,600	7,200	72,000	Oct 28, 2021	Executed	35%	18,31,835
10	19-09-2021	Sep. 2021	C 2105	C	2LDK + Personal Work Space	1955.66	WR/0200	Mrs. Reji Kurian & Mr. Ajay Kurian	Direct Booking	SPP (25 : 25:50)	1,77,00,000	28,28,102	56,455	100000	120	120000	72,000	Sandeep Harit	36,000	12,000	1,20,000	Nov 15, 2021	Executed	25%	17,40,000
11	21-09-2021	Sep. 2021	C 2106	C	2 LDK (C6)	1478.53	WR/0202	Mrs. Manju Choudhary & Ranbir Singh Raperia	Navneet Mishra	PLP (35:65)	1,47,00,000	7,25,000	-5,58,050	60000	80	48000	28,800	Aditya Bharti	14,400	4,800	48,000	Oct 29, 2021	Executed	10%	15,37,432
12	25-09-2021	Sep. 2021	C 302	C	3 LDK (C2)	1946.84	WR/0205	Mr. Surinder Kumar Makhija & Poonam Makhija	Easy Homes	PLP (35:65)	1,77,00,000	12,35,872	4,072	60000	100	60000	36,000	Pradhuman Singh	18,000	6,000	60,000	Dec 13, 2021	Executed	10%	18,15,411
13	29-09-2021	Sep. 2021	C 805	C	3 LDK (C5)	1955.66	WR/0209	Mr. Deepak Arora & Pooja Khatri	Vitto Consultants [Sanjeev Khatri]	PLP (30:70)	1,72,00,000	4,54,769	2,18,057	60000	120	72000	43,200	Dimple Rathore	21,600	7,200	72,000	Nov 22, 2021	Executed	10%	18,80,000
14	04-10-2021	Oct. 2021	A 2302	A	2LDK + Personal Work Space	1955.66	WR/0210	Mr. Amit Sehgal & Vikram Lamba	Nishant Mendiratta	PLP (30:70)	1,86,50,000	1,92,864	-12,503	60000	80	48000	28,800	Deepti Mahindroo	14,400	4,800	48,000	Nov 30, 2021	Executed	10%	20,44,255
15	08-10-2021	Oct. 2021	A 2002	A	2LDK + Personal Work Space	1955.66	WR/0211	Mrs. Supreet Kaur & Mr. Datar Singh Harji	Nishant Mendiratta	PLP (30:70)	1,86,50,000	3,92,864	-1,12,502	60000	80	48000	28,800	Deepti Mahindroo	14,400	4,800	48,000	Nov 30, 2021	Executed	10%	20,24,930
16	09-10-2021	Oct. 2021	A 2404	A	Penthouse	3673.18	WR/0213	Mr. Ajit Singh Bawa & Mrs. Gurpreet Kaur Bawa	Nishant Mendiratta	PLP (35:65)	4,19,00,000	64,71,834	-65,29,316	60000	80	48000	28,800	Deepti Mahindroo	14,400	4,800	48,000	Nov 22, 2021	Executed	10%	39,27,696
17	11-10-2021	Oct. 2021	C 1105	C	3 LDK (C5)	1955.66	WR/0214	Ms. Avanti Sopory & Mr. Vishal Sopory	Vitto Consultants [Sanjeev Khatri]	PLP (30:70)	1,75,50,000	42,864	-1,41,169	60000	80	48000	28,800	Dimple Rathore	14,400	4,800	48,000	Dec 3, 2021	Executed	10%	20,00,000
18	11-10-2021	Oct. 2021	C 1405	C	3 LDK (C5)	1955.66	WR/0215	Mr. Amit Bhardwaj	Vitto Consultants [Sanjeev Khatri]	PLP (30:70)	1,75,50,000	42,864	-46,688	60000	80	48000	28,800	Dimple Rathore	14,400	4,800	48,000	Dec 10, 2021	Executed	10%	19,42,005

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19	11-10-2021	Oct. 2021	B 1202	B	3 LDK (B2)	1955.66	WR/0216	Mr. Siddhartha Chandra & Ms. Sagarika Chandra	Vinayak Nandan Bharna	PLP (30:70)	1,80,50,000	0	6,40,344	60000	120	72000	43,200	Pradhuman Singh	21,600	7,200	72,000	Oct 22, 2021	Executed	30%	50,28,558
20	12-10-2021	Oct. 2021	A 2205	A	3 LDK (A5)	1975.97	WR/0217	Mr. Saurabh Relan & Ms. Nitya Relan	Anil Kumar Singhal (Pratham Realtors)	PLP (35:65)	1,78,00,000	1,13,007	8,11,508	60000	120	72000	43,200	Sumegha Handa	21,600	7,200	72,000	Oct 27, 2021	Executed	10%	19,61,700
21	12-10-2021	Oct. 2021	C 401	C	3LDK+S (C1)	2537.34	WR/0219	Mr. Kulmeet Singh Kataria & Mrs. Sneha Kataria	Unirise Realty Pvt. Ltd.	PLP (35:65)	2,35,00,000	2,08,429	2,84,066	60000	120	72000	43,200	Mansi Patel	21,600	7,200	72,000	Nov 12, 2021	Executed	10%	25,79,580
22	15-10-2021	Oct. 2021	C 3304	C	3LDK+S (C4) Fully Furnished	2528.54	WR/0221	Mr. Krishan Kumar Gambhir & Ms. Shikha Gulhar	21st century	PLP (30:70)	2,86,40,000	19,34,303	2,96,991	60000	120	72000	43,200	Bobby Kuramdas	21,600	7,200	72,000	Nov 16, 2021	Executed	10%	29,51,522
23	18-10-2021	Oct. 2021	C 1905	C	3 LDK (C5)	1955.66	WR/0222	Ms. Shaan Raza Mehta & Mr. Himanshu Mehta	Vitto Consultants (Sanjeev Khatri)	PLP (30:70)	1,75,50,000	42,864	-1,37,039	60000	80	48000	28,800	Dimple Rathore	14,400	4,800	48,000	Dec 3, 2021	Executed	10%	20,00,000
24	21-10-2021	Oct. 2021	C 1606	C	2 LDK (C6)	1478.53	WR/0224	Mrs. Arachanakuvar Vikramsingh Mangrola	Direct Booking	PLP (30:70)	1,45,50,000	8,88,631	7,179	80000	100	80000	48,000	Ankita Singh	24,000	8,000	80,000	Nov 12, 2021	Executed	10%	15,04,689
25	21-10-2021	Oct. 2021	C 2902	C	2LDK + Personal Work Space (Fully Furnished)	1946.84	WR/0225	Mr. Manav Suri & Ms. Roopam Suri	Direct Booking	SPP (25 : 25:50)	2,20,20,000	28,62,053	7,42,857	100000	120	120000	72,000	Sachin Bhargv	36,000	12,000	1,20,000	Dec 8, 2021	Executed	10%	21,39,467
26	27-10-2021	Oct. 2021	B 2305	B	3 LDK (B5)	1967.02	WR/0229	Mr. Anurag Jain	YHATAW Real Estate Facilitators Pvt. Ltd. -	SPP (25 : 25:50)	1,74,00,000	15,50,000	4,00,938	80000	120	96000	57,600	Jai Gupta	28,800	9,600	96,000	Dec 17, 2021	Executed	10%	17,72,537
27	31-10-2021	Oct. 2021	C 2804	C	3LDK+S (C4) Fully Furnished	2528.54	WR/0233	Mr. Surender Mohan Sood & Karan Sood	Symbiosis Infra Pvt. Ltd.	PLP (35:65)	2,86,40,000	19,34,303	44,291	60000	120	72000	43,200	Bobby Kuramdas	21,600	7,200	72,000	Dec 3, 2021	Executed	10%	29,51,522
28	31-10-2021	Oct. 2021	B 2505	B	3 LDK (B5)	1967.02	WR/0238	Mr. Vikram Rathee	Ganesh Laxmi Saraswati Consultants	SPP (25 : 25:50)	1,75,00,000	94,043	15,49,385	80000	120	96000	57,600	Pradhuman Singh	28,800	9,600	96,000	Nov 24, 2021	Executed	25%	47,64,992
29	19-11-2021	Nov. 2021	A 401	A	3LDK+S (A1)	2503.39	WR/0243	Mr. Puneet Mansukhani & Mrs. Vinay Mansukhani	Proptiger Marketing Services Pvt. Ltd.	SPP (25 : 25:50)	2,33,00,000	26,64,963	4,602	80000	100	80000	48,000	Mansi Patel	24,000	8,000	80,000	Dec 7, 2021	Executed	10%	22,96,378
30	19-11-2021	Nov. 2021	B 1002	B	3 LDK (B2)	1955.66	WR/0245	Mrs. Mradula Singhal & Mr. Harsh Kumar Singhal	Direct Booking	SPP (25 : 25:50)	1,77,00,000	17,26,197	20,22,507	100000	120	120000	72,000	Sandeep Harit	36,000	12,000	1,20,000	Dec 13, 2021	Executed	10%	18,20,000
31	19-11-2021	Nov. 2021	A 1002	A	3 LDK (A2)	1955.66	WR/0246	Ms. Meenu Bhandari & Ms. Shaifali Bhandari	Direct Booking	SPP (25 : 25:50)	1,81,00,000	14,59,531	24,81,737	100000	120	120000	72,000	Sandeep Harit	36,000	12,000	1,20,000	Dec 9, 2021	Executed	10%	18,90,000
32	19-11-2021	Nov. 2021	B 1602	B	3 LDK (B2)	1955.66	WR/0247	Mr. Amit Kumar & Mrs. Naresh Rani	Madhu Goel	SPP (25 : 25:50)	1,80,00,000	9,69,055	10,61,382	80000	120	96000	57,600	Disha Rao	28,800	9,600	96,000	Dec 20, 2021	Executed	10%	18,92,006
33	19-11-2021	Nov. 2021	C 2305	C	3 LDK (C5)	1955.66	WR/0248	Mr. Eijay Kumar (HUF)	Madhu Goel	SPP (25 : 25:50)	1,77,00,000	17,26,197	10,17,132	80000	120	96000	57,600	Disha Rao	28,800	9,600	96,000	Dec 20, 2021	Executed	10%	18,02,005
34	27-11-2021	Nov. 2021	A 801	A	3LDK+S (A1)	2503.39	WR/0250	Mrs. Ruby Mendiratta & Mr. Tarvinder Pal Singh	Proptiger Marketing Services Pvt. Ltd.	SPP (25 : 25:50)	2,33,00,000	26,64,963	4,606	80000	100	80000	48,000	Mansi Patel	24,000	8,000	80,000	Dec 9, 2021	Executed	10%	23,00,000
35	27-11-2021	Nov. 2021	A 601	A	3LDK+S (A1)	2503.39	WR/0251	Mrs. Dhanpreet & Mr. Harbinder Singh	Proptiger Marketing Services Pvt. Ltd.	SPP (25 : 25:50)	2,33,00,000	26,64,963	4,606	80000	100	80000	48,000	Mansi Patel	24,000	8,000	80,000	Dec 9, 2021	Executed	10%	23,00,000
36	30-11-2021	Nov. 2021	A 604	A	3LDK+ST (A4)	2528.54	WR/0258	Mr. Vandit Jain, Ms. Mini Jain & Mr. Manoj Jain	Proptiger Marketing Services Pvt. Ltd.	PLP (40:60)	2,26,00,000	8,35,256	7,38,458	60000	120	72000	43,200	Mansi Patel	21,600	7,200	72,000	Dec 16, 2021	Executed	10%	24,37,912
Total						75,306	0	0	0	0	71,78,00,000	4,67,26,892	91,67,363	25,80,000	3,900	28,28,000	16,82,400	8,48,400	2,97,200	28,28,000				8,67,37,998	

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