

**NOTE FOR APPROVAL**  
**KRISUMI CORPORATION PVT. LTD.**

**Dated : February 26<sup>th</sup>, 2021**

**Sub : Booking Approval of Unit no. C 2302 (Channel Partner Booking) in Waterfall Residences, Sector 36A, Gurugram.**

Dear Ma'am & Sir,

This is in reference to the booking of **Unit no. C 2302** under Possession Link Payment Plan (30:70) on Current Box Price. There is a group of friends who are buying 3 Units i.e. C 1902, C 2202 & C 2302 on same commercial terms.

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

**Applicant Name: Mrs. & Mr. Malhotra**

**Unit no. C 2302**

Unit Type: 2LDK+Personal Workspace

Tower: C

Floor: 23<sup>rd</sup>

Saleable Area: 1946.84 Sq. ft.

Payment Plan: Possession Link Payment Plan (30:70)

**Booking Source: YHATAW REAL ESTATE FACILITATORS PRIVATE LIMITED**

**Recommended Discount as an exceptional case (closure tool): Rs. 14,18,810/- (7.75%)**

**On Form Discount from CP: Rs. 1,05,000/-**

**Recommended Brokerage Applicable for CP & Team:** (4% on Box Price – Rs. 5 Lacs Club Membership – Rs. 14,18,810/- as closure discount) – Rs. 1,05,000/- as on form discount from Channel Partner = Rs. 5,50,248/- + 2.0 Lac Incentive + 0.50 Lac Incentive for CPs Team member (Totaling to Rs. 8,00,248/-)

**Plus, Incentive for Krisumi Sales Team: Rs. 60,000/- (Subject to approval of Incentive policy)**

**Please note,**

- **Dubai Trip is committed to Customer worth Rs. 1.50 Lac + Taxes. This is not part of any scheme, however, given as an Exceptional Case to close the deal.**
- **2 Goa Trips are applicable for Channel Partner against Sale of 3 Bookings i.e. C 2302, C 2202 & C 1902.**
- **The above trips will be released post receiving 10% & Registration of Agreement For Sale.**

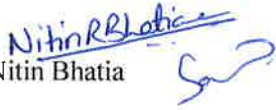
**For Unit no. C 2302:**

- |  |                          |
|--|--------------------------|
| • The Revised Box Price Before Discount: | Rs. 1,83,00,000/-        |
| Less: Closure Discount by Company        | Rs. 14,18,810/-          |
| Less: On form Discount from CP           | Rs. 1,05,000/-           |
| <b>Final Box Price</b>                   | <b>Rs. 1,67,76,190/-</b> |

Note: Add-on if opted will be added in the Final Box Price after discount.

**Request your good self to please accord approval.**

**Prepared By: Nitin Bhatia**



**Verified By: Deepak Sharma (Finance Department)**



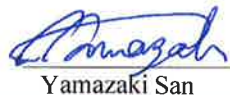
**Approved By:**

  
Ms. Anjoo Gogia

  
Mr. Vineet Nanda

  
Mr. Raj K Sahni

  
Mr. Akash Khurana

  
Yamazaki San

		To be Achieved As per Business Plan	Actual
<b>Unit No.</b>		<b>C 2302</b>	
Type		2 LDK + Personal Workspace	
Payment Plan		30 : 70	
SALEABLE AREA sft		1946.84	
Furnishing Cost		350,000	350,000
Box Price (Excluding Furnishing Cost)	A	17,950,000	17,950,000
Standard Discount		600,000	600,000
Addl. Discount from Pool		-	818,810
Inaugural Discount for Fully Furnished		-	-
Addl. Discount for 50:50 Payment Plan		-	-
Total Discounts	B	600,000	1,418,810
<b>Realisation (before Incentive)</b>		<b>17,350,000</b>	<b>16,531,190</b>
<b>Realisation psft(before Incentive)</b>		<b>8,912</b>	<b>8,491</b>
Incentive to CP		251,000	236,000
Promotional Scheme for Customer (Dubai trip)		-	177,000
Addl. Incentive to CP for 50 : 50	100	-	-
Incentive to CP Team Member		59,000	59,000
Incentive to CP Sotheby's Team		-	-
Incentive to CP Krisumi Team		25,000	60,000
Total Incentive		335,000	532,000
<b>Realisation (After Incentive)</b>		<b>17,015,000</b>	<b>15,999,190</b>
<b>Realisation psft(After Incentive)</b>		<b>8,740</b>	<b>8,218</b>
Brokerage %		3.5%	4.0%
On Form Discount passed by broker	C	-	105,000
Brokerage including GST		695,905	649,292
Total Brokerage		695,905	754,292
<b>Realisation (After Incentive &amp; Brokerage)</b>		<b>16,319,095</b>	<b>15,244,898</b>
<b>Realisation psft(After Incentive &amp; Brokerage)</b>		<b>8,382</b>	<b>7,831</b>
<b>Difference</b>			<b>-1,074,197</b>

-551.76  
Negative is quite high.

\* Furnishing Cost is not considered in realisation to the company being a pass through amount but it is added in Net Box price to Customer.

Verified By: Deepak Sharma

Prepared By: Nitin Bhatia  
 Approved By:   
 Mr. Vineet Nanda  
 Mr. Raj K Sahni  
 Mr. Akash Khurana  
 Yamazaki San

Ms. Anjoo Gogia