

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : February 26th, 2021

Sub : Booking Approval of Unit no. C 2202 (Channel Partner Booking) in Waterfall Residences, Sector 36A, Gurugram.

Dear Ma'am & Sir,

This is in reference to the booking of **Unit no. C 2202** 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 2202, C 1902 & C 2302 on same commercial terms.

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

Applicant Name:

Unit no. C 2202

Unit Type: 2LDK+Personal Workspace

Tower: C

Floor: 22nd

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.**
- **The above trip will be released post receiving 10% & Registration of Agreement For Sale.**

For Unit no. C 2202:

- 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/-
Final Box Price Rs. 1,67,76,190/-


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
Unit No.	C 2202	
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)	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	600,000	1,418,810
Realisation (before Incentive)	17,350,000	16,531,190
Realisation psft(before Incentive)	8,912	8,491
Incentive to CP	251,000	236,000
Promotional Scheme for Customer (Dubai trip)	-	177,000
Addl. Incentive to CP for 50 : 50	-	-
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
Realisation (After Incentive)	17,015,000	15,999,190
Realisation psft(After Incentive)	8,740	8,218
Brokerage %	3.5%	4.0%
On Form Discount passed by broker	-	105,000
Brokerage including GST	695,905	649,292
Total Brokerage	695,905	754,292
Realisation (After Incentive & Brokerage)	16,319,095	15,244,898
Realisation psft(After Incentive & Brokerage)	8,382	7,831
Net Box Price to Customer	17,700,000	16,776,190
Net Box Price to Customer psft	9,092	8,617

Difference -551.76 -1,074,197

Nagabina is very high, sales

* 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.

Nitin Bhatia
Prepared By: Nitin Bhatia

Verified By: Deepak Sharma

Approved By:

Anjoo Gogia
Ms. Anjoo Gogia

Vineet Nanda
Mr. Vineet Nanda

Raj K Sahni
Mr. Raj K Sahni

AK
Mr. Akash Khurana

Amazaki San
Yamazaki San