

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

Dated 2<sup>nd</sup> September 2021

Sub: Booking Approval of Unit no. C 306 (Channel Partner Booking) in Waterfall Residences,  
Sector 36A, Gurugram.

Dear Ma'am & Sir,

This is in reference to the booking of Unit no. C 306 under Possession link Payment Plan (35:65). The Customer has requested for extension in payment plan to pay 25% in 180 Days instead of 90 days from Booking. Therefore, we have done little tweaking in the Payment Plan. The Special Payment Plan applicable on Unit no. C 306 is mentioned here as under:

- 1.) Advance Amount on Booking - 5 Lacs
- 2.) Within 30 Days from Booking - 10% of Total Sale Consideration - 5 Lacs + Registration & Stamp duty on Agreement for Sale
- 3.) Within 120 days of Booking - 10% of Total Sale Consideration
- 4.) **Within 180 days of Booking - 15% of Total Sale Consideration**
- 5.) On application of OC - 35% of Total Sale Consideration
- 6.) On Offer of Possession - 30% of Total Sale Consideration

**This booking is done by New activated CP Mr. Anil kumar Singhal ( Pratham Realtors)**  
**We have taken the Financial impact of Rs. 87467/- @9% on deviation in payment plan in realization sheet.**

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

Applicant Name: Mr. Love Tayal

Unit no. C 306      Unit Type: 2 LDK      Tower: C      Floor: 3<sup>rd</sup>      Saleable Area: 1478.53 Sq. ft

Payment Plan: Special Payment Plan

Booking Source: Pratham Realtors

Recommended Discount as closure tool Rs. 1,21,965/- (0.84%)

Recommended Brokerage & Incentive Applicable for CP & Team: (4% on Box Price - Rs. 5 Lacs Club Membership - Rs. 1,21,965/- as Discount - ) =Rs. 5,53,121/- + Rs. 50,000/- CP Incentive - **Totaling to Rs. 6,03,121/-** ~~+GST~~

Please note, CP is entitled to for following :

- 1 PAD of worth of Rs. 50,000/-.
- Marketing Support Rs. 50,000/- .

1 GOA trip of worth 1 lac is also applicable on this booking for employee.

Plus, Incentive for Krisumi Sales Team: Rs. 60,000/-

For Unit no. C 306:

- The Revised Box Price      **Rs. 1,44,50,000/-**
  - Less: Closure Discount by Company      **Rs. 1,21,965/-**
  - Final Box Price ()**      **Rs. 1,43,28,035/-**
- Note: Add on package if opted will be added in the Final Box Price after discount.

Net Realization (After Brokerage and Incentive)      : **Rs.9048/- per Sq.ft.**  
Total Price to Customer      : **Rs. 1.60 Cr.**

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

Prepared By: Sachin Bhargv / Nitin Bhatia

Verified By: Pramod Aggarwal (Finance Department) 14/09/21..

Approved By:

Mr. Vineet Nanda

Mr. Akash Khurana

Yamazaki San

Unit No.	To be Achieved As per Business Plan	Actual
	C 306	
Payment Plan	2 LDK	
SALEABLE AREA sq	35.65	
	1478.53	
Box Price	1,44,50,000	1,44,50,000
Standard Discount	2,00,000	1,21,965
Customer discount	1,50,000	
Inaugural Discount for Fully Furnished		
Addl. Discount for 50:50 Payment Plan	3,50,000	1,21,965
Total Discounts	1,41,00,000	1,43,28,035
Realisation (before Incentive)	9,536	9,691
Realisation psft(before Incentive)		
Incentive to CP	1,77,000	50,000
Addl. Incentive to CP for 50 : 50		GST is not applicable
IPAD		50,000
GOA trip for employee		GST is not applicable
Incentive to CP Team Member	59,000	1,00,000
Finance Cost		87,467
Marketing Support		50,000
Incentive to CP Krisumi Team	60,000	GST is not applicable
Total Incentive	2,96,000	60,000
Realisation (After Incentive)	3,97,467	
Realisation psft(After Incentive)	1,38,04,000	1,39,30,568
Brokerage %	9,336	9,422
On Form Discount passed by broker		4.0%
Brokerage including GST	5,61,680	5,53,121
Total Brokerage	5,61,680	5,53,121
Realisation (After Incentive & Brokerage)	1,32,42,320	1,33,77,447
Realisation psft(After Incentive & Brokerage)	8,956	9,048
		Difference
		91,39
		135126.6

Finance Cost on deviation of payment plan

Net Box Price	1,43,28,035	25% of payment	Interest @ 9%
EDC & Other C	6,86,841		
Back to back car parking	7,50,744		
GST	2,21,780		
IFMS	12,600		
Regn. Cost			
Total Price	1,60,00,000	3941405	87467

Net Box Price 1,43,28,035  
 9,691  
 1,60,00,000  
 145/24  
 Verified By: Pramod Aggarwal

A-B-C  
 Net Box Price to Customer  
 Net Box Price to Customer psft  
 Total Price to The Customer

Prepared By: Sachin Bhargav/Nitin Bhatta  
 Nitin Bhatta

Approved By: Vineet Nanda  
 Vineet Nanda

Mr. Akash Khurana  
 Akash Khurana

Yamazaki San

## Nitin Bhatia

**From:** Takahiro Yamazaki  
**Sent:** 15 September 2021 4:06 AM  
**To:** Sachin Kumar  
**Cc:** Akash; Vineet Nanda; Gulshan Kumar; Nitin Bhatia  
**Subject:** Re: Note for approval - Unit no. A 805, C 1806, C 2802, C 306

Approved.

Kind Regards,  
Takahiro Yamazaki / 山崎 貴博

**From:** Sachin Kumar <sachin.kumar@krisumi.com>  
**Date:** Tuesday, 14 September 2021 at 10:51 PM  
**To:** Takahiro Yamazaki <takahiro.YAMAZAKI@krisumi.com>  
**Cc:** Akash <akash@krisumi.com>, Vineet Nanda <nanda@krisumi.com>, Gulshan Kumar <gulshan.kumar@krisumi.com>, Nitin Bhatia <nitin.bhatia@krisumi.com>  
**Subject:** Note for approval - Unit no. A 805, C 1806, C 2802, C 306

Dear Yamazaki San,

Kindly find attached the approval note for Unit no. A 805, C 1806, C 2802, C 306 . Booking detail is mentioned below for your kind perusal :

Unit No.	Applicant Name	Unit Type	Tower	Floor	Area (In sq.ft.)	Booking Source	Current/Revise Box Price	Closure Discount from Krisumi	Discount In %	Channel Partner discount from brokerage	Final Box Price
A 805	Mr. Kulveer Yadav	3 LDK	A	8 <sup>th</sup>	1975.97	Navneet Mishra	1,71,00,000	6,51,102	3.81%	Nil	1,64,48,898 (All Inclusive) Total Price to Customer is Rs.1.85 Cr.
C 1806	Mr. Kulveer Yadav	2 LDK	C	18 <sup>TH</sup>	1478.53	Navneet Mishra	1,47,00,000	6,57,679			1,40,42,321

