

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : February 26th, 2021

Sub : Booking Approval of Unit no. C 1902 (Channel Partner Booking) in Waterfall Residences, Sector 36A, Gurugram.

Dear Ma'am & Sir,

This is in reference to the booking of **Unit no. C 1902** 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, C2202 & C 2302 on same commercial terms.

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

Applicant Name:

Unit no. C 1902

Unit Type: 2LDK+Personal Workspace

Tower: C

Floor: 19th

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 1902:

- 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 1902	
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	818,810
Inaugural Discount for Fully Furnished		-	-
Addl. Discount for 50:50 Payment Plan		-	-
Total Discounts	B	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	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
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	C	-	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
Difference			-551.76
			-1,074,197
Net Box Price to Customer	A-B-C	17,700,000	16,776,190
Net Box Price to Customer psft		9,092	8,617

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.

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