

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : 21st April 2022

Sub : Booking Approval of Unit no. C 3403 (Channel Partner Booking) in Waterfall Residences, Sector 36A, Gurugram.

Dear Ma'am & Sir,

This is in reference to the booking of **Penthouse no. C 3403** under Possession link payment plan (40:60) on Current Box Price.

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

Applicant Name: DP Enterprises

Unit no. C 3403

Unit Type: Penthouse Tower: C Floor: 34th

Saleable Area: 4529.53 sq ft

Payment Plan: Possession Linked Payment Plan (40:60)

Booking Source: Ascent Infracon

RM Name- Divya Mishra

Recommended Discount as closure tool under Possession link payment plan:- Rs. 13,83,773/- (2.68%)

Recommended Brokerage Applicable for CP & Team: (4% on Box Price – Rs. 5 Lacs Club Membership – Rs.13,83,773/- as Closure Discount) = Rs. 19,92,649/- Totaling to Rs. 19,92,649/- + GST.

Important Note:

- CP is eligible for 1% of additional incentive i.e. Rs. 5,87,831/- *Subject to Mgmt approval only*
- Marketing expenses B*(Referred to cost sheet) worth Rs. 1,50,000/- to be given as per the discussion with the management, which will be decided later.
- No Commercial Benefit of MOU Terms will be given under this booking, only numbers will be counted.

Plus

- Since it's a sale of penthouse, Mr. Nanda has recommended an Incentive of Rs. 1,50,000/- for krisumi sales team which is 80% of Rs. 1,87,500/- (Gross Incentive) *Subject to Approval of Policy which got expired on Mar-22..*

For Unit no. C 3403:

Box Price	Rs. 5,17,00,000/-
Less: Closure Discount by the company	Rs. 13,83,773/-
Final Box Price	Rs. 5,03,16,227/-
Add: EDC & Other charges	Rs. 18,46,221/-
Sales Consideration	Rs. 5,21,62,448/-
Sales Consideration (per sq ft)	Rs. 11,516/-

Net Realization (After Brokerage and Incentive)

: Rs. 10,393/- per sqft.

Total price to Customer (All inclusive)

: Rs. 5.55cr

Request your good self to please accord approval.

Prepared By: Sachin Bhargv/Nitin Bhatia

Verified By: Pramod Agarwal (Finance Department)

Approved By:

Vineet Nanda
Mr. Vineet Nanda

Ak
Mr. Akashi Khurana

Yamazaki San
Yamazaki San

Mr. Mohit Jain
Mr. Mohit Jain

Unit No.
Type
Payment Plan
SALEABLE AREA sq

To be Achieved As per
Business Plan

Actual-

C 3403
PENTHOUSE
40 60
4529.53

Box Price (Excluding Furnishing Cost)
Standard Discount
Addl. Discount From Pool
Customer Discount
Marginal Discount for Fully Furnished
Addl. Discount for 50:50 Payment Plan
Total Discounts
Realisation (before Incentive)
Realisation psft(before Incentive)
Incentive to CP
Promotional Scheme for Customer (Dubai trip)
1% additional incentive to CP
Gold/ International trip for CP
Marketing Expenses B*
Incentive to CP/ Krissumi Team
Total Incentive
Realisation (After Incentive)
Realisation psft(After Incentive)
Brokerage %
On Form Discount passed by broker
Brokerage including GST
Total Brokerage
Realisation (After Incentive & Brokerage)

A
B

5,17,00,000	5,17,00,000		
8,00,000	8,00,000		
1,50,000	4,33,773		
	1,50,000		
9,50,000	13,83,773		
5,07,50,000	5,03,16,227		
11,204	11,108		
2,05,000	5,87,831		
	1,50,000		
1,50,000	1,50,000		
3,55,000	8,87,831		
5,03,95,000	4,94,28,396		
11,126	10,912		
3.5%	4.0%		
20,75,325	23,51,326		
20,75,325	23,51,326		
4,83,19,675	4,70,77,070		
10,668	10,393		

Difference on no
-274.33
-12,42,605

* 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.

Prepared By: Sachin Parag/Nitin Bharia

Verified By: Pramod Aggarwal

Approved By:

Mr. Vineet Nanda

Mr. Akash Khurana

Yamazaki San

Mr. Mohit Jain

Sales Consideration	5,21,62,448
GST	26,08,122
IFMS	6,79,430
Regn. Cost	50,000
Total Price	5,55,00,000