

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : 21st April 2022

Sub : Booking Approval of Unit no. C 1706 (Channel Partner Booking) in Waterfall Residences, Sector 36A, Gurugram.

Dear Ma'am & Sir,

This is in reference to the booking of **Unit no. C 1706** under Possession link payment plan (40:60) on Current Box Price.

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

Applicant Name: Namrata Garg/ Chirag Garg

Unit no. C 1706

Unit Type: 2 LDK

Tower: C

Floor: 17th

Saleable Area: 1478.53 sq ft

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

Booking Source: Urban Style (Bhaswar Paul)

RM Name- Sumit Kumar Yadav

Recommended Discount as closure tool under Possession link payment plan:- Rs. 1,60,060 /- (0.98%)

Recommended Brokerage Applicable for CP & Team: (4% on Box Price – Rs. 5 Lacs Club Membership – Rs 1,60,060/- as Closure Discount) = Rs. 6,23,597/- Totaling to Rs. 6,23,597/- + GST

Important Note:

- CP is eligible for Gold coin worth Rs. 2,00,000/-
- ❖ Since we have achieved a price of Rs. 12,000/- per sq ft. So, Mr. Nanda has recommended the following exceptions on this unit:
 - Marketing support to CP worth Rs. 1,00,000/- *Subject to next Approval.*
 - Team Incentive of Rs. 80,000/- instead of Rs. 60,000/ as per employee policy. *Subject to Approval of Pricing which had expired on Mar-22.*

Plus,

Incentive for Krisumi Sales Team: Rs. 96,000/-

For Unit no. C 1706:

Box Price	Rs. 1,62,50,000/-
Less: Closure Discount by the company	Rs 1,60,060/-
Final Box Price	Rs 1,60,89,940/-
Add: EDC & Other charges	Rs. 6,86,841/-
Sales Consideration	Rs. 1,67,76,781/-
Sales Consideration (per sq ft)	Rs. 11,347/-

Net Realization (After Brokerage and Incentive)

: Rs. 10,117/- per sqft.

Total price to Customer (All inclusive)

: Rs. 1,78,50,000/-

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

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Mr. Akash Khurana

Yamazaki San
Yamazaki San

Mr. Mohit Jain
Mr. Mohit Jain

To be Achieved As per Business Plan Actual

Unit No.	Type	To be Achieved As per Business Plan	Actual
Payment Plan	SALEABLE AREA sft	C 1706 2 LDK 40.60 1478.53	
Box Price		1,47,00,000	1,62,50,000
Standard Discount		2,00,000	1,60,060
Addl. Discount from Pool		1,50,000	

Inaugural Discount for Fully Furnished

Addl. Discount for 50:50 Payment Plan		3,50,000	1,60,060
Total Discounts		1,43,50,000	1,60,89,940
Realisation (before Incentive)		9,706	10,882
Realisation psft(before Incentive)		1,99,000	

Incentive to CP			
Addl. Incentive to CP for 50 : 50			
Gold Con to CP			2,00,000
Marketing Support to CP			1,00,000
Marketing support B*			
DL BAI TRIP for CP			
Incentive to Krusum Team		96,000	96,000
Total Incentive		2,95,000	3,96,000
Realisation psft(After Incentive)		1,40,55,000	1,56,93,940
Brokerage %		3.5%	4.0%

On Form Discount passed by broker		5,72,005	7,35,845
Brokerage including GST		5,72,005	7,35,845
Total Brokerage		1,34,82,995	1,49,58,095
Realisation (After Incentive & Brokerage)			
EARLY PAYMENT REBATE			
Realisation psft(After Incentive & Brokerage)		9,119	10,117

Difference on non achievement of MOU 997,68 1475099.8

	A-B-C
Net Box Price to Customer	1,43,50,000
Net Box Price to Customer psft	9,706
Total Price to The Customer	1,78,50,000

Net Box Price	1,60,89,940
EIDC & Other Charg	10,882
Back to back car parking	6,86,841
Sales Consideration	1,67,76,781
GST	8,38,839
IFMS	2,21,780
Regn. Cost	12,600
Total Price	1,78,50,000

Prepared By:  Sachin Bhargy /Nitin bhatia

Verified By:  Pramod Agarwal

Approved By:  Vineet Nanda

 Mr. Akash Khurana

 Yamuzaki San

 Mr. Mohit Jain