

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : February 10th, 2022

Sub : Release of Incentive Amount to Sales & Support Teams on the Bookings logged-in Post 1st January 2021 under Employee Incentive Policy In Waterfall Residences, Sector 36A, Gurugram.

Dear Sir,

This is in reference to the Incentive Scheme Policy for Sales & Support Team. We request your good self to please accord approval for release of Incentive amount against **21 Bookings** where 10% and above amount has been received from the Customer and the Agreement for Sale has been successfully registered. The Incentive amount for **21 Bookings** is coming out to **Rs. 15,28,000/-**.

The Detailed Calculation Sheet of Incentive amount is worked out on the basis of Net Realization. Considering the Net Realization on Positive side the Incentive amount is calculated on 120% & incase the Net Realization is on Negative side the Incentive amount is calculated on 80% which was the original Intent & Understanding of the Incentive Scheme. The Previous Incentives was released on the same understanding.

We recommend to kindly release & distribute the above incentive amount of Rs. 15,28,000/- along with the encashment against Promotional scheme (Gold/Goa worth Rs. 1 Lac) for employees announced for the month of October 2021, who are eligible under the Scheme.

The detailed list is here as under:-

S.No.	Employee Name	Applicable on No. of Bookings	Amount to Be Released In Rs.	Eligibility of GOA/GOLD TRIP for Sales Team Member(s) for the Month of Oct. 2021, as per Promotional Scheme of Oct. 2021	Against Sale Closure of Unit no.	Encashment Amount (In Rs.)
1	Mr. Vineet Nanda	21	Rs. 1,52,800	-		
2	Mansi Patel	1	Rs. 43,200	1	C 401	Rs. 1,00,000/-
3	Sandeep Harit	2.5	Rs. 1,03,200	1	C 2702	Rs. 1,00,000/-
4	Ankita Singh	1.5	Rs. 79,200	1	A 1404	Rs. 1,00,000/-
5	Dimple Rathore	2.5	Rs. 79,200	1	C 1105	Rs. 1,00,000/-
6	Bobby Kuramdas	4	Rs. 1,58,400	1	C 3304	Rs. 1,00,000/-
7	Priyanka Khanna	2	Rs. 1,29,600	1	B 1705	Rs. 1,00,000/-
8	Deepti Mahindroo	3	Rs. 1,15,200	1	A 2404	Rs. 1,00,000/-
9	Aditya Bharati	0.5	Rs. 21,600	1	C 3301	On Hold, To be released Post Execution of Agreement
10	Disha Rao	1	Rs. 43,200	-	-	-
11	Jai Gupta	-	-	1	B 2305	Rs. 1,00,000/-
12	Amit Mehrotra	2	Rs. 1,00,800	-	-	-
13	Shivani Shah Raheja	1	Rs. 43,200	-	-	-
14	Pradhuman Singh	-	-	1	B 1202	Rs. 1,00,000/-
15	Shalini Jha	Support Team (Core Member)	Rs. 43,000	-	-	-
16	Nitin Bhatia	Support Team (Core Member)	Rs. 43,000	-	-	-
17	Kamal Bhalla	Support Team (Core Member)	Rs. 43,000	-	-	-
18	Sachin Bhargv	Support Team (Core Member)	Rs. 43,000	1	C 2902	Rs. 1,00,000/-
19	Disha Rao	Support Team (Core Member)	Rs. 43,000	-	-	-
20	Aditya Bharati	Performed in Support Role	Rs. 25,000	-	-	-

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19	Ashish Loyall	Support Team	Rs. 20,000	-	
20	Divya Mishra	Support Team	Rs. 14,000	-	
21	Roshan	Support Team	Rs. 12,000	-	
22	Sumegha	Support Team	Rs. 10,000	-	
23	Sumit Yadav	Support Team	Rs. 10,000	-	
24	Kanika Ahuja	Support Team	Rs. 10,000	-	
25	Ashish Tushir	Support Team (MT)	Rs. 7,500	-	
26	Sakaar	Support Team (MT)	Rs. 7,500	-	
27	Yash Varshney	Support Team (MT)	Rs. 7,500	-	
28	Manisha Thakur	Support Team	Rs. 7,500	-	
29	Afreen	Support Team	Rs. 7,500	-	
30	Cynthia	Support Team	Rs. 7,500	-	
31	Siveen	Support Team	Rs. 7,500	-	
32	Sushmita	Support Team	Rs. 7,500	-	
33	Alok	Support Team	Rs. 7,500	-	
34	Karamvir	Support Team	Rs. 7,500	-	
35	Arnish	Support Team	Rs. 7,500	-	
36	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff)	Total Strength is Approx. 34	Rs. 59,900 Request for Cash to Be Issued for Distribution to Admin Staff	-	
Total Amount:			Rs. 15,28,000/-		Rs. 10,00,000/-

In Addition to this, the additional Incentive will be applicable & payable to Respective Sales Team Member as per approved Employee Incentive Policy for respective months w.e.f. October 2021 till December 2021. As a process, we will be issuing Letters to the following Team members who are eligible under the Scheme and the amount will be released by finance team once the Agreement for Sale of respective units mentioned below are registered.

For The Month of October 2021 (Following Team Member is eligible)

- **Ankita Singh** – She has done 3 Sales (Unit no. C 1606, A 1404 & B 405) Eligible for Rs. 75,000/- Family Trip or 100% encashment subject to Registration of Agreement for Sale for all the 3 Units mentioned above.

For The Month of November & December 2021 (Following Team Members are eligible)

Relationship Manager	No. Units sold in Nov. 2021	No. Units sold in Dec. 2021	Total Sales in consecutive 2 Months i.e. Nov. & Dec.	Eligible for Incentive, subject to Registration of agreement for sale	Remarks, if any
Aditya Bharti	3 Unit nos. C 1806, B 2105 & B 2404	6 Unit nos. C 905, B 1205, B 1804, A 405, A 305 & C 1505	9	Rs. 3,00,000/-	On achieving 9 Bookings in 2 Months
Amit Mehrotra	1	2 Unit no. C 1205 & C 1605	3	Rs. 50,000/-	On Achieving 2 Sales for the Month of Dec.
Ankita Singh	1 Unit no. B 1903	3 A 1605 + 2 Units of Upgradation Case From 3LDK Apartment i.e. B 2005 & B 1105 To Penthouse nos. A 2402 & C 3404	4	Rs. 1,00,000/-	On Achieving 3 Sales for the Month of Dec. Please note, The customer has upgraded the Unit from B 2005 & B 1105 to A 2402 & C 3404. We

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					propose to consider the upgradation case for that particular month in which the previous unit was sold.
Bobby Kuramdas	4 Unit no. B 804, A 204, C 2905 & C 3305	1 Unit no. C 3205	5	Rs. 1,00,000/-	On Achieving 3 Sales for the Month of Nov.
Deepti Mahindroo	1 Unit no. B 2704	2 Unit no. B 1802 & B 2202	3	Rs. 50,000/-	On Achieving 2 Sales for the Month of Dec.
Dimple Rathore	2 Unit no. C 1804 & C 1904	2 Unit no. A 905 & C 403	4	(50,000 X 2) = Rs. 1,00,000/-	On Achieving 2 Sales in Nov. & 2 Sales in Dec.
Disha Rao	8 Unit nos. A 2305, B 1602, C 2305, A 1604, A 504, C 705, B 502, C 1801	1 Unit no. C 505	9	Rs. 3,00,000/-	On achieving 9 Bookings in November & December.
Jai Gupta	2 Unit nos. C 701 & B 1704	0	2	Rs. 50,000/-	On Achieving 2 Sales in November
Mansi Patel	5 Unit nos. A 401, A 601, A 801, A 604, A 2204	2 Unit nos. A 605 & B 2504	7	Rs. 2,00,000/-	On achieving 6 Bookings in 2 Months
Sandeep Harit	2 Unit nos. B 1002 & A 1002	2 Unit nos. C 2602 & A 1805	4	(50,000 X 2) = Rs. 1,00,000/-	On Achieving 2 Sales in Nov. & 2 Sales in Dec.
Total				Rs. 13,50,000/-	

Request your good self to please accord approval.

Prepared & Forwarded By: Nitin Bhatia / Sachin Bhargv

* Subject to below comments

Verified By: Gulshan Kumar (Finance Department)

4) Incentive to one left out employee (who had not even completed 6 months in Company) Mr. Jai Gupta is also getting paid.

Approved By:

Mr. Vineet Nanda

Mr. Akash Khurana

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Mr. Mohit Jain

- 1) Mr. Aditya bharti was never part of support team as per the employee incentive scheme approved, however he is getting paid incentive as support role also. ~~Though over amount paid~~
- 2) Unit 1505 was jointly booked by two RMs, however Incentive NFA is considering it in the name of Ms. Disha, which is eventually increasing the incentive by Rs. 1 lakh since she gets qualified for additional 1 lakh applicable for 3 bookings in one month
- 3) Rs. 1 lakh is proposed to Ms. Ankita on closure of 3 bookings in Dec. 21, however 2 bookings get cancelled due to upgradation. In those upgradation Ms. Ankita get special incentive hence Rs. 1 lakh applicable on 3 bookings in Dec. 21 should not be applicable to Ms. Ankita