

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : July 12th, 2021

Sub : Release of Incentive Amount to Sales & Support Teams on the Bookings logged-in Post 1st January 2021 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 28 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 29 Units is coming out to **Rs. 18,36,000/-**.

The Detailed Calculation Sheet of Incentive amount as per Incentive Policy is attached.

The above incentive amount of Rs. 18,36,000/- is to be distributed amongst following team members mentioned here as under:-

S. No.	Employee Name	Applicable on No. of Bookings	Amount to Be Released In Rs.
1	Mr. Vineet Nanda	28	1,83,600
2	Ms. Anjoo Gogia	23	1,48,400
3	Mr. Sandeep Harit	5	1,82,000
5	Pradhyuman Singh	5	1,86,000
6	Bobby Kuramdas	5	1,32,000
7	Shivani Shah Raheja	2	48,000
8	Disha Rao	5	1,32,000
9	Ankita Singh	2	96,000
10	Mohit Ahluwalia	1	30,000
11	Dimple Rathore	1	32,000
12	Harbaksh	1	30,000
13	Mansi Patel	1	50,000
14	Sachin Bhargv	Support Team	75000
15	Shalini Jha	Support Team	75000
16	Kamal Bhalla	Support Team	75000
19	Nitin Bhatia	Support Team	75000
20	Disha Rao	Support Team	60000
21	Bobby Kuramdas	Support Team	30000
22	Divya Mishra	Support Team	30000
23	Priyanka Khanna	Support Team	30000
24	Sumegha	Support Team	30000
25	Shipra	Support Team	30000
26	Shivani Shah Raheja	Support Team	16000
25	Afreen	Support Team	15000
26	Cynthia	Support Team	15000
27	Siveen	Support Team	15000
28	Sushmita	Support Team	15000
	Total Amount:		18,36,000

Nitin Bhatia

Vineet Nanda

Sachin

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In addition to this Performance Incentives is recommended (as per Incentive Policy) for 4 Employees who have exceptionally performed i.e.

- 1.) Shalini Jha (In Marketing, Events & Call Centre) – **1 Trip**
- 2.) Kamal Bhalla (In Data Management & Call Centre) – **1 Trip**
- 3.) Sachin Bhargv (In achieving better Realization & have Saved 70 Lacs in the Bookings done in Quarter April to June 2021) – **1 Trip**
- 4.) Nitin Bhatia (In Backend work, Customer Service, Collections & also played important role in achieving better Realization in co-ordinaton with Sachin) – **1 Trip**
- 5.) Sandeep Harit - Done 3 Sales in March & 4 Sales in April – **Eligible for 2 Trips**
- 6.) Pradhyuman Singh - Done 3 Sales in March & 3 Sales in June – **Eligible for 2 Trips**

Therefore, A family trip worth Rs. 75,000/- + Taxes for respective team members is recommend. The employee(s) have an option to encash the amount up to Rs. 75,000/-, if required considering the Covid Situation. Please note, the Family Trip cost includes Travel Tickets, Stay at 5 Star Hotel & F & B, etc.

Request your good self to please accord approval.

Nitin Bhatia Sachin
Prepared & Forwarded By: Nitin Bhatia / Sachin Bhargv

Verified By: Gulshan Kumar (Finance Department)

Approved By:

Vineet Nanda
Mr. Vineet Nanda

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Mr. Akash Khurana

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PROPOSED INCENTIVE SHEET FOR THE BOOKING DONE W.E.F. 1ST JAN. 2021 TILL 10TH JULY 2021

S.No.	Booking Date (D/M/Y)	Month	Unit No.	Tower	Unit Type	Saleable Area (In Sq.Ft.)	Customer Code	Allottee Details	Booked Through	Payment Plan	Box Price	Discount From Co.	Promotional offer Discount	Discount From CP	Total Discount Amount	Standard Discount	Difference Between Standard Discount & Actual Discount Given	Incentive Amount Approved As per Payment Plan	Incentive Applicable as per Approval in %	Final Incentive Amount Applicable & to be Paid	Direct Execution - Team Member @ 50%	Direct Execution - Team Member Name	Support Staff @ 30% till 6th April 2021 & 40% from 6th April 2021	Ms. Anjoo Gogia @ 10% Till 6th April 2021	Mr. Vineet Nanda @ 10%	Total Amount	Registration Status of Agreement For Sale	Demand Raised in %	Demand Amount	Collection Received	Balance Outstanding
1	08-01-2021	Jan. 2021	C 2506	C	2 LDK (C6) Fully Furnished	1478.53	WR/0115	M/s Eyantra Industries	Symbiosis Infra / R. K. Realtors	PLP (25:75)	1,66,90,000	18,85,774	0	3,33,334	22,19,108	6,34,523	-12,51,251	60,000	80%	48,000	24,000	Bobby Kuramdas	14,400	4,800	4,800	48,000	Executed	25%	39,91,507	39,91,507	0
2	08-01-2021	Jan. 2021	C 2606	C	2 LDK (C5) Fully Furnished	1478.53	WR/0116	M/s Eyantra Industries	Symbiosis Infra / R. K. Realtors	PLP (25:75)	1,66,90,000	18,85,774	0	3,33,334	22,19,108	6,34,523	-12,51,251	60,000	80%	48,000	24,000	Bobby Kuramdas	14,400	4,800	4,800	48,000	Executed	25%	39,91,507	39,91,507	0
3	08-01-2021	Jan. 2021	C 2706	C	2 LDK (C6) Fully Furnished	1478.53	WR/0117	M/s Eyantra Industries	Symbiosis Infra / R. K. Realtors	PLP (25:75)	1,66,90,000	18,85,774	0	3,33,334	22,19,108	6,34,523	-12,51,251	60,000	80%	48,000	24,000	Bobby Kuramdas	14,400	4,800	4,800	48,000	Executed	25%	39,91,507	39,91,507	0
4	08-01-2021	Jan. 2021	C 3106	C	2 LDK (C6) Fully Furnished	1478.53	WR/0118	M/s Eyantra Industries	Symbiosis Infra / R. K. Realtors	PLP (25:75)	1,66,90,000	18,85,774	0	3,33,334	22,19,108	6,34,523	-12,51,251	60,000	80%	48,000	24,000	Shivani Shah Raheja	14,400	4,800	4,800	48,000	Executed	25%	39,91,507	39,91,507	0
5	08-01-2021	Jan. 2021	C 3206	C	2 LDK (C5) Fully Furnished	1478.53	WR/0119	M/s Eyantra Industries	Symbiosis Infra / R. K. Realtors	PLP (25:75)	1,66,90,000	18,85,774	0	3,33,334	22,19,108	6,34,523	-12,51,251	60,000	80%	48,000	24,000	Shivani Shah Raheja	14,400	4,800	4,800	48,000	Executed	25%	39,91,507	39,91,507	0
6	31-01-2021	Jan. 2021	C 2002	C	2LDK + Personal Work Space	1946.84	WR/0126	Mr. Rajeeb Kumar Jain	R K Realtors	25:25:25:25	1,83,00,000	14,21,110	0	3,00,000	17,21,110	12,50,000	-1,71,110	80,000	80%	64,000	32,000	Sandeep harit	19,200	6,400	6,400	64,000	Executed	10%	19,24,387	19,24,387	0
7	31-01-2021	Jan. 2021	C 1103	C	2 LDK (C3)	1448.41	WR/0123	Mr. Ashok Kumar Jangra & Mrs. Shakuntla	Inder Realty & Event (Bhupinder Singh)	PLP (25:75)	1,44,00,000	2,00,000	1,12,500	4,28,000	7,40,500	2,00,000	0	60,000	100%	60,000	30,000	Mohit Ahluwalia	18,000	6,000	6,000	60,000	Executed	25%	37,75,615	37,75,615	0
8	31-01-2021	Jan. 2021	C 3302	C	2LDK + Personal Work Space (Fully Furnished)	1946.84	WR/0127	Mrs. Manju Hissaria	Symbiosis Infra Pvt. Ltd.	PLP (30:70)	2,20,20,000	15,00,000	0	2,48,729	17,48,729	15,73,420	73,420	60,000	120%	72,000	36,000	Bobby Kuramdas	21,600	7,200	7,200	72,000	Executed	10%	22,34,387	22,34,387	0
9	17-02-2021	Feb. 2021	B 902	B	3 LDK (B2)	1955.66	WR/0128	Mrs. Pragya Singh & Mr. Shashank Kumar	Direct	PLP (25:75)	1,75,00,000	10,92,000	0	0	10,92,000	6,00,000	-4,92,000	80,000	80%	64,000	32,000	Pradhuman Singh	19,200	6,400	6,400	64,000	Executed	10%	18,58,097	18,62,491	-4,394
10	20-02-2021	Feb. 2021	C 802	C	3 LDK (C2)	1946.84	WR/0129	Mrs. Smrita Malik & Mr. Shalabh Malik	Vinayak Nandan Sharma	PLP (25:75)	1,78,50,000	4,00,000	0	0	4,00,000	6,00,000	2,00,000	60,000	120%	72,000	36,000	Pradhuman Singh	21,600	7,200	7,200	72,000	Executed	25%	49,61,986	49,62,017	-31
11	22-02-2021	Feb. 2021	B 1605	B	3 LDK (B5)	1967.02	WR/0132	Ms. Anadi Jaglan	Jai Singh Hooda (Real Marg)	PLP (25:75)	1,72,00,000	10,00,000	0	0	10,00,000	6,00,000	-4,00,000	60,000	80%	48,000	24,000	Bobby Kuramdas	14,400	4,800	4,800	48,000	Executed	25%	45,72,871	45,46,814	26,057
12	27-02-2021	Feb. 2021	C 2302	C	2LDK + Personal Work Space	1946.84	WR/0134	Mrs. Sandhya Malhotra & Mr. Sunil Malhotra	YHATAW Real Estate Facilitators Pvt. Ltd.	PLP (30:70)	1,83,00,000	14,18,810	0	1,05,000	15,23,810	6,00,000	-8,18,810	60,000	80%	48,000	24,000	Disha Rao	14,400	4,800	4,800	48,000	Executed	30%	58,04,843	57,68,084	36,759
13	28-02-2021	Feb. 2021	C 2102	C	2LDK + Personal Work Space	1946.84	WR/0135	Dr. Jalinder Juneja	YHATAW Real Estate Facilitators Pvt. Ltd.	PLP (30:70)	1,83,00,000	5,71,000	0	0	5,71,000	6,00,000	29,000	60,000	120%	72,000	36,000	Disha Rao	21,600	7,200	7,200	72,000	Executed	30%	61,04,492	60,65,895	38,597
14	27-02-2021	Feb. 2021	C 1912	C	2LDK + Personal Work Space	1946.84	WR/0140	Atul Mithal and Aulina Mithal	YHATAW Real Estate Facilitators Pvt. Ltd.	PLP (30:70)	1,83,00,000	14,18,810	0	1,05,000	15,23,810	6,00,000	-8,18,810	60,000	80%	48,000	24,000	Disha Rao	14,400	4,800	4,800	48,000	Executed	30%	58,05,113	57,68,352	36,761
15	27-02-2021	Feb. 2021	C 2202	C	2LDK + Personal Work Space	1946.84	WR/0141	Mr. Atul Mithal & Aulina Mithal Sood	YHATAW Real Estate Facilitators Pvt. Ltd.	PLP (30:70)	1,83,00,000	14,18,810	0	1,05,000	15,23,810	6,00,000	-8,18,810	60,000	80%	48,000	24,000	Disha Rao	14,400	4,800	4,800	48,000	Executed	30%	58,05,113	57,68,352	36,761
16	28-02-2021 & 04-03-2021	Feb. 2021	C 906	C	2 LDK (C6)	1478.53	WR/0137	Mr. Rama Raju Numburi & N S Madhuri	AAA Realty	PLP (25:75)	1,43,50,000	10,69,584	0	0	10,69,584	2,00,000	-8,69,584	60,000	80%	48,000	24,000	Sandeep harit	14,400	4,800	4,800	48,000	Executed	10%	14,79,162	14,82,655	-3,493
17	09-03-2021	Mar. 2021	B 2204	B	3LDK+S (B4)	2537.34	WR/0143	Mr. Deepak Kalra & Mrs. Meena Kalra	Bullmen Realty India Pvt. Ltd.	25:25:25:25	2,31,00,000	15,20,809	0	0	15,20,809	17,00,000	1,79,191	80,000	120%	96,000	48,000	Sandeep harit	28,800	9,600	9,600	96,000	Executed	25%	59,68,047	23,97,778	35,70,269
18	11-03-2021	Mar. 2021	B 1703	B	2 LDK (B3)	1478.53	WR/0145	Mrs. Gurleen Kaur	Bullmen Realty India Pvt. Ltd.	25:25:25:25	1,41,00,000	7,24,346	0	0	7,24,346	8,00,000	75,654	80,000	120%	96,000	48,000	Sandeep harit	28,800	9,600	9,600	96,000	Executed	25%	37,04,022	36,82,930	21,092
19	15-03-2021	Mar. 2021	C 2201	C	3LDK+S (C1)	2537.34	WR/0146	Mr. Vivek Gupta	Census Consultant	PLP (25:75)	2,40,00,000	8,00,000	0	7,82,714	15,82,714	8,00,000	0	60,000	100%	60,000	30,000	Pradhuman Singh	18,000	6,000	6,000	60,000	Executed	25%	62,93,049	62,93,049	0
20	24-03-2021	Mar. 2021	B 1405	B	3 LDK (B5)	1967.02	WR/0151	Mr. Praveen Kumar Gehlot & Priyanka	Ganpati estate	PLP (25:75)	1,72,00,000	6,00,000	0	1,61,000	7,61,000	6,00,000	0	60,000	100%	60,000	30,000	Harbaksh	18,000	6,000	6,000	60,000	Executed	25%	46,98,611	18,30,306	28,68,305
21	27-03-2021	Mar. 2021	C 3006	C	2 LDK (C6)	1478.53	WR/0152	Ashia Bagai	Panache	SPP (25 : 25:50)	1,44,50,000	7,88,631	0	0	7,88,631	8,00,000	11,369	80,000	120%	96,000	48,000	Ankita Singh	28,800	9,600	9,600	96,000	Executed	25%	37,79,006	37,57,485	21,521
22	30-03-2021	Mar. 2021	C 1002	C	2LDK + Personal Work Space	1946.84	WR/0154	Ashia Bagai	Panache	SPP (25 : 25:50)	1,82,00,000	7,83,491	0	0	7,83,491	12,50,000	4,66,509	80,000	120%	96,000	48,000	Ankita Singh	28,800	9,600	9,600	96,000	Executed	25%	48,11,445	47,84,024	27,421
23	01-04-2021	Apr. 2021	C 1202	C	2LDK + Personal Work Space	1946.84	WR/0157	Mr. Deep Makkar	Ganesh Laami Saraswati Consultants	SPP (25 : 25:50)	1,82,00,000	12,12,062	0	0	12,12,062	12,50,000	37,938	80,000	120%	96,000	48,000	Pradhuman Singh	28,800	9,600	9,600	96,000	Executed	25%	46,98,945	46,98,946	-1
24	15-04-2021	Apr. 2021	C 902	C	3 LDK (C2)	1946.84	WR/0159	Ms. Runita Verma & Mr. Shivaji Chatterjee	Bullmen Realty India Pvt. Ltd.	PLP (30:70)	1,78,50,000	5,98,253	0	2,00,000	7,98,253	6,00,000	1,747	60,000	100%	60,000	30,000	Sandeep harit	24,000	0	6,000	60,000	Executed	10%	19,42,139	19,23,763	18,376
25	30-04-2021	Apr. 2021	C 502	C	3 LDK (C2)	1946.84	WR/0162	Mr. Prayatin Mahajan & Mr. Vinod Mahajan	Gurgaon Realtors	PLP (30:70)	1,76,00,000	7,50,000	1,50,000	5,21,586	14,21,586	6,00,000	-1,50,000	60,000	80%	48,000	24,000	Disha Rao	19,200	0	4,800	48,000	Executed	10%	18,02,138	18,02,137	1
26	12-06-2021	Jun. 2021	C 1102	C	3 LDK (C2)	1946.84	WR/0163	Ms. Shalini & Mr. Akshay Dubey	Direct Booking	SPP (43:57)	1,73,00,000	10,26,348	0	0	10,26,348	12,50,000	2,23,652	1,00,000	100%	1,00,000	50,000	Mansi Patel	40,000	0	10,000	1,00,000	Executed	10%	18,12,137	17,94,999	17,138
27	19-06-2021	Jun. 2021	C 402	C	3 LDK (C2)	1946.84	WR/0164	Mr. Rakesh Kumar	Census Consultant	SPP (25 : 25:50)	1,76,00,000	9,40,634	0	1,00,000	10,40,634	12,50,000	3,09,366	80,000	100%	80,000	40,000	Pradhuman Singh	32,000	0	8,000	80,000	Executed	10%	18,42,139	18,24,715	17,424
28	22-06-2021	Jun. 2021	B 705	B	3 LDK (B5)	1967.02	WR/0185	Mr. Neeraj Kumar	Aadhar Homes	SPP (54: 21:25)	1,70,00,000	15,78,119	0	5,96,875	21,74,994	12,50,000	-3,28,119	80,000	80%	64,000	32,000	Dimple Rathore	25,600	0	6,400	64,000	Executed	10%	16,81,835	16,65,938	15,897
Total						51,517					49,48,70,000	3,22,61,687	2,62,500	53,20,574	3,78,44,761	2,27,46,035	-95,15,652	19,00,000		18,36,000	9,18,000		5,86,000	1,48,400	1,83,600	18,36,000			10,73,17,114	10,05,72,654	67,44,460

Nitin R Bhatia

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