

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : October 21st, 2021

Sub : Release of Incentive Amount to Sales & Support Teams on the Bookings logged-in Post 1st January 2021 & Team Member(s) Eligible for Goa trip under Incentive Policy for the Month of September 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 **26 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 **26 Bookings** is coming out to **Rs. 20,48,000/-**.

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. As per signed Incentive Policy the standard discount has been referred as the calculation criteria. We Request your good self to kindly consider & approve the Incentive working on the Basis of Net Realization as mentioned above instead of standard discounting mentioned in the approved incentive policy note(s).

As Diwali is approaching, we recommend to release & distribute the above incentive amount of Rs. 20,48,000/- & Letter for eligibility of Goa Trip on 28th October 2021 (Thursday) amongst following team members mentioned here as under:-

ANY TEAM MEMBER WHO HAS SOLD THE UNIT IS ELIGIBLE FOR THE SALE INCENTIVE (INCLUDING SUPPORT TEAM). THE INCENTIVES HAS TO BE DISTRIBUTED AS PER THE BELOW LIST. FEW NAMES HAS BEEN ADDED AGAINST SALE CLOSURE OF UNIT NO. SUPPORT INCENTIVE AMOUNTS

S.No.	Employee Name	Applicable on No. of Bookings	Amount to Be Released In Rs.	Eligibility of GOA TRIP for Sales Team Member(s) for the Month of Sept. 2021, as per Promotional Scheme of Sept. 2021	Against Sale Closure of Unit no.
1	Mr. Vineet Nanda	26	2,04,800	-	-
2	Ms. Anjoo Gogia	5	32,800	-	-
3	Mansi Patel	4	2,30,400	Rs. 1,00,000/-	C 602
4	Mr. Sandeep Harit	6	2,11,200	Rs. 1,00,000/-	C 403
5	Ankita Singh	4	1,72,800	Rs. 1,00,000/-	A 2005
6	Pradhyuman Singh	3	92,000	Rs. 1,00,000/-	C 302
7	Dimple Rathore	2	79,200	Rs. 1,00,000/-	C 805
8	Sachin Bhargv	1	72000	Rs. 1,00,000/-	C 3102
9	Bobby Kuramdas	1	57,600	-	-
10	Disha Rao	2	52,800	Rs. 1,00,000/-	C 1906
11	Shivani Shah Raheja	1	48,000	Rs. 1,00,000/-	C 2603
12	Priyanka Khanna	1	48,000	-	-
13	Deepti Mahindroo	1	38,400	Rs. 1,00,000/-	A 2302
14	Aditya Bharti	1	-	Rs. 1,00,000/-	C 2106
15	Jai Gupta	1	-	Rs. 1,00,000/-	B 1005
16	Amit Mehrotra	1	-	Rs. 1,00,000/-	C 806
17	Sumegha	1	43,200	Rs. 1,00,000/-	C 306
18	Shalini Jha	Support Team	66,480	-	-
19	Nitin Bhatia	Support Team	66,480	-	-
20	Kamal Bhalla	Support Team	66,480	-	-
21	Sachin Bhargv	Support Team	66,480	-	-
22	Disha Rao	Support Team	66,480	-	-

Nitin Bhatia

Sachin Bhargv

23	Bobby Kuramdas	Support Team	35,000	-	-
24	Divya Mishra	Support Team	35,000	-	-
25	Priyanka Khanna	Support Team	25,000	-	-
26	Sumegha	Support Team	25,000	-	-
27	Shipra	Support Team	25,000	Rs. 1,00,000/-	A 1204
28	Sumit Yadav	Support Team	25,000	-	-
29	Roshan	Support Team	25,000	-	-
30	Kanika Ahuja	Support Team	25,000	-	-
31	Manisha Thakur	Support Team	17,200	-	-
32	Afreen	Support Team	17,200	-	-
33	Cynthia	Support Team	10,500	-	-
34	Siveen	Support Team	10,500	-	-
35	Sushmita	Support Team	10,500	-	-
36	Ashish Tushir	Support Team	15,000	-	-
37	Alok	Support Team	10,500	-	-
38	Karamvir	Support Team	10,500	-	-
39	Arnish	Support Team	10,500	-	-
Total Amount:			Rs. 20,48,000/-	Rs. 14,00,000/-	

In addition to this, as per approved employee incentive policy instead of Family Trip worth Rs. 75,000/- This time being Festive Season Gold Coin(s) worth **Rs. 75,000/-** is recommended for distribution before Diwali for the Employees who have exceptionally hard worked & performed during last Quarter i.e. July – Sept. 2021 in their respective roles i.e.

- 1.) Shalini Jha (In Marketing, Events & Call Centre)
- 2.) Kamal Bhalla (In Data Management, MIS & Call Centre)
- 3.) Nitin Bhatia (In Backend work, Customer Service, Collections & also played important role in achieving better Realization in co-ordination with Sachin)
- 4.) Sachin Bhargv (In achieving better Realization & have Saved Approx. **95 Lacs** in the Bookings done in Quarter July 2021 to Sept. 2021)

In Addition to this, as per approved employee incentive policy, Mr. Jai Gupta from Sales Team is eligible for a family trip worth Rs. 75,000/- against 3 Sales done in the Month of September 2021 against Units nos. C 1602, B 1005 & C 1506. This Trip will be applicable Post completion of 10% Booking Amount & Registration of Agreement for Sale for all the 3 Units. The employee has an option for 100% encashment against Family Trip, considering the Covid Situation.

The Goa trip(s) as mentioned above will be applicable Post completion of 10% Booking Amount & Registration of Agreement against respective units as mentioned above & employee(s) have an option to encash against the Goa Trip up to 75%, if required considering the Covid Situation. Please note, the Trip cost includes Travel Tickets, Stay at 5 Star Hotel & F & B, etc.

Request your good self to please accord approval.

Prepared & Forwarded By: Nitin Bhatia / Sachin Bhargv

Verified By: Gulshan Kumar (Finance Department)

NOTE:- TOTAL INCENTIVE AMOUNT (Including GOA TRIP COST, GOLD COIN(S) & FAMILY TRIP) is Rs. 38,23,000/- AS PER APPROVED POLICY

NitinRBhatia

Approved By:

Vineet Nanda

Mr. Vineet Nanda

Mr. Akash Khurana

Yamazaki San

Mr. Mohit Jain

PROPOSED INCENTIVE SHEET FOR THE BOOKING DONE W.E.F. 1ST JAN. 2021 TILL 20TH OCT. 2021

S.No.	Booking Date (D/M/Y)	Month	Unit #03/04	Tower	Unit Type	Saleable Area (In Sq.ft.)	Customer Code	Alottee Details	Booked Through	Payment Plan	Box Price	Discount From Co.	Promotional offer Discount	Discount From CP	Total Discount Amount	Realization (G value)	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% of 20th June & 60% from 1st July	Direct Execution - Team Member Name	Support Staff @ 10% till 6th April 2021 & 40% from 6th April 2021 till 30th June 2021 & 10% w.e.f. 1st July	Ph. Anjee Gogte @ 10% till 6th April 2021	Mr. Vivek Nanda @ 10%	Total Amount	Registration Status of Agreement Per Sale	Demand Raised in %	Demand Amount	Collection Received	Balance Outstanding
1	31-01-2021	Jan. 2021	C 1802	C	2LDK + Personal Work Space	1946.84	WR/0125	Mr. Pradeep Rajgarhia	B K Realtors	25:25:25	1,83,00,000	14,21,110	0	3,00,000	17,21,110	(+280890)	80,000	120%	96,000	48,000	Shivani Shah Raheja	28,800	6,600	9,600	96,000	Executed	50%	95,61,538	38,15,491	57,46,047
2	20-02-2021	Feb. 2021	C 2708	C	2 LDK (C3) Fully Furnished	1448.41	WR/0130	Ms. Aarti Sharma	Symbiosis Infra Pvt. Ltd.	PLP (30:70)	1,63,50,000	2,91,931	0	0	2,91,931	(+275397)	60,000	120%	72,000	36,000	Pradhuman Singh	21,600	7,200	7,200	72,000	Executed	25%	52,82,873	17,70,000	35,12,873
3	09-03-2021	Mar. 2021	C 2403	C	2 LDK (C3) Fully Furnished	1448.41	WR/0144	Mr. Mukul Harihar Chopra	Bullmen Realty India Pvt. Ltd.	PLP (25:75)	1,63,50,000	2,77,645	0	4,25,000	7,02,645	(-172259)	60,000	80%	48,000	24,000	Sandeep harit	14,400	4,800	4,800	48,000	Executed	25%	42,97,322	42,56,516	40,806
4	30-03-2021	Mar. 2021	A1004	A	3LDK+S (A4)	2528.54	WR/0155	Mr. Mahesh Kumar Sikka & Nirupama Sikka	Direct	PLP (30:70)	2,28,00,000	11,94,303	0	0	11,94,303	(-394452)	80,000	80%	64,000	32,000	Pradhuman Singh	19,200	6,400	6,400	64,000	Executed	30%	73,98,537	24,54,882	49,44,055
5	31-03-2021	Mar. 2021	C 2006	C	2 LDK (C6) Fully Furnished	1478.53	WR/0156	Manjit Kaur & Sherdeep Singh	Symbiosis Infra Pvt. Ltd.	PLP (30:70)	1,66,90,000	12,19,108	0	0	12,19,108	(-402619)	60,000	80%	48,000	24,000	Pradhuman Singh	14,400	4,800	4,800	48,000	Executed	30%	51,07,286	34,09,163	16,93,125
6	14-04-2021	Apr. 2021	B 1003	B	2 LDK (B3)	1478.53	WR/0158	Mandeep Singh Kohli	Bullmen Realty India Pvt. Ltd.	PLP (25:75)	1,43,00,000	2,00,000	1,52,917	0	3,52,917	(-235292)	60,000	80%	48,000	24,000	Sandeep harit	19,200	0	4,800	48,000	Executed	20%	30,85,724	30,85,725	-1
7	17-04-2021	Apr. 2021	C 606	C	2 LDK (C6)	1478.53	WR/0161	Sunita Vijay	Naveen	SPP (25 : 25:50)	1,43,50,000	13,76,584	0	2,73,952	16,50,536	(+1057548)	80,000	120%	96,000	48,000	Sandeep harit	38,400	0	9,600	96,000	Executed	50%	71,45,410	71,11,445	33,965
8	17-04-2021	Apr. 2021	C 1206	C	2 LDK (C6)	1478.53	WR/0160	Shubham Vijay	Naveen	SPP (25 : 25:50)	1,44,50,000	12,68,264	0	2,82,272	15,50,536	(+155024)	80,000	120%	96,000	48,000	Sandeep harit	38,400	0	9,600	96,000	Executed	50%	71,45,409	71,14,103	31,306
9	29-06-2021	Jun. 2021	B 2903	B	2 LDK (B3)	1478.53	WR/0167	Gunmala Jain	Earthlinka Realty Pvt. Ltd.	PLP (35:65)	1,40,00,000	41,268	0	2,01,885	2,43,153	(+1030939)	60,000	120%	72,000	36,000	Dimple Rathore	28,800	0	7,200	72,000	Executed	20%	31,38,234	31,23,357	14,877
10	30-06-2021	Jun. 2021	C 1502	C	2LDK + Personal Work Space	1946.84	WR/0168	Mrs. Sarika Chopra	Bullmen Realty India Pvt. Ltd.	PLP (25:75)	1,82,00,000	6,09,681	1,50,000	5,00,000	12,59,681	(-124013)	60,000	80%	48,000	24,000	Sandeep harit	19,200	0	4,800	48,000	Executed	25%	46,86,444	46,59,794	26,650
11	30-06-2021 & 04-07-2021	Jun. 2021	C 3002	C	2LDK + Personal Work Space	1946.84	WR/0174	Mr. Anshuman Duggal	YHATAW Real Estate Facilitators Pvt. Ltd.	PLP (30:70)	1,85,00,000	6,07,300	0	0	6,07,300	(-201809)	60,000	80%	48,000	24,000	Disha Rao	19,200	0	4,800	48,000	Executed	30%	60,93,815	60,56,720	38,595
12	30-06-2021 & 03-07-2021	Jun. 2021	B 505	B	3 LDK (B5)	1967.02	WR/0169	Mr. Surinder Singh Mathur	Pratul Kumar Madan	SPP (25 : 25:50)	1,70,50,000	7,22,613	0	3,50,000	10,72,613	(+593209)	80,000	120%	96,000	48,000	Privenka Khanna	38,400	0	9,600	96,000	Executed	25%	44,35,688	44,10,413	25,275
13	09-07-2021	Jul. 2021	C 2004	C	3LDK+S (C4)	2528.54	WR/0170	Mr. Manish Tembburkar & Ms. Nilma Tembburkar	Symbiosis Infra Pvt. Ltd.	SPP (40:60)	2,32,00,000	17,82,875	1,50,000	3,50,000	22,82,875	(+18837)	80,000	120%	96,000	57,600	Bobby Kuramdas	28,800	0	9,600	96,000	Executed	30%	69,48,538	69,26,516	22,022
14	11-07-2021	Jul. 2021	A 2304	A	3LDK+S (A4)	2528.54	WR/0172	Mr. Sumit Doseja	REAL ESTATE IQ	PLP (25:75)	2,30,00,000	6,11,987	0	1,50,000	7,61,987	(+339211)	60,000	120%	72,000	43,200	Dimple Rathore	21,600	0	7,200	72,000	Executed	25%	61,92,613	61,92,613	0
15	11-07-2021	Jul. 2021	C 2306	C	2 LDK (C6)	1478.53	WR/0173	Mr. Deepak Kalra & Mrs. Meena Kalra	Bullmen Realty India Pvt. Ltd.	PLP (30:70)	1,45,00,000	4,98,155	1,50,000	0	6,48,155	(+323236)	60,000	120%	72,000	43,200	Sandeep harit	21,600	0	7,200	72,000	Executed	30%	45,92,286	45,92,286	0
16	11-07-2021	Jul. 2021	A 2004	A	3LDK+S (A4)	2528.54	WR/0171	Mr. Vikramsinh Kanaksinh Mangrola	TOWN BRIDE	PLP (35:65)	2,30,00,000	8,78,113	1,50,000	1,50,000	11,78,113	(-1399501)	60,000	80%	48,000	28,800	Ankita Singh	14,400	0	4,800	48,000	Executed	35%	84,36,191	83,78,922	57,269
17	17-07-2021	Jul. 2021	A 1904	A	3LDK+S (A4)	2528.54	WR/0176	Ms. Shuchi Chopra	Unirise Realty	PLP (30:70)	2,30,00,000	2,17,303	0	4,37,000	6,54,303	(+747639)	60,000	120%	72,000	43,200	Mansi Patel	21,600	0	7,200	72,000	Executed	10%	24,77,913	24,77,910	3
18	29-07-2021	Jul. 2021	A 1804	A	3LDK+S (A4)	2528.54	WR/0177	Mr. Anirudh Gosh	Vivek Yadav	PLP (35:65)	2,30,00,000	6,54,303	0	0	6,54,303	(+454881)	60,000	120%	72,000	43,200	Ankita Singh	21,600	0	7,200	72,000	Executed	35%	86,28,692	25,00,000	61,28,692
19	20-08-2021	Aug. 2021	C 1101	C	3LDK+S (C1)	2537.34	WR/0183	Mrs. Poonam Malhotra & Mr. Rajendra Kumar Malhotra	Direct Booking	SPP (25 : 25:50)	2,38,00,000	19,54,143	0	0	19,54,143	(+1492006)	1,00,000	120%	1,20,000	72,000	Mansi Patel	36,000	0	12,000	1,20,000	Executed	10%	24,67,781	24,67,780	1
20	01-09-2021	Sep. 2021	C 306	C	2 LDK (C6)	1478.53	WR/0192	Mr. Love Toyal	Anil Kumar Singhal (Pratham Realtors)	PLP (35:65)	1,44,50,000	1,21,965	0	0	1,21,965	(+135122)	60,000	120%	72,000	43,200	Sumegha	21,600	0	7,200	72,000	Executed	10%	15,88,162	16,00,000	-10,838
21	15-09-2021	Sep. 2021	A 2005	A	3 LDK (A5)	1975.97	WR/0193	Mr. Abhishek Kumar Ray & Mrs. Anjali Sharma	Naveet Mishra	PLP (40:60)	1,74,00,000	15,00,645	0	3,07,600	18,08,245	(+402188)	60,000	120%	72,000	43,200	Ankita Singh	21,600	0	7,200	72,000	Executed	10%	17,41,700	17,41,700	0
22	18-09-2021	Sep. 2021	C 1906	C	2 LDK (C6)	1478.53	WR/0196	Mrs. Rohini Jain	Anil Kumar Singhal (Pratham Realtors)	PLP (35:65)	1,47,00,000	4,50,000	0	0	4,50,000	(-1,219,989)	60,000	80%	48,000	28,800	Disha Rao	14,400	0	4,800	48,000	Executed	35%	56,56,238	46,00,000	10,56,238
23	19-09-2021	Sep. 2021	C 3102	C	2LDK + Personal Work Space (Fully Furnished)	1946.84	WR/0201	Mr. Sidhant Suri & Ms. Pranavi Papreja	Direct Booking	SPP (25 : 25:50)	2,20,20,000	28,62,053	0	0	28,62,053	(+742855)	1,00,000	120%	1,20,000	72,000	Sachin Bhargy	36,000	0	12,000	1,20,000	Executed	10%	21,59,489	21,39,467	20,022
24	21-09-2021	Sep. 2021	C 602	C	3 LDK (C2)	1946.84	WR/0203	Mrs. Jhinuk Paul Sharma & Amit Sharma	Unirise Realty & Naveet Mishra	SPP (25 : 25:50)	1,77,00,000	18,00,000	0	6,16,000	24,16,000	(+696618)	80,000	120%	96,000	57,600	Mansi Patel	28,800	0	9,600	96,000	Executed	10%	17,08,224	16,92,076	16,148
25	21-09-2021	Sep. 2021	C 603	C	2 LDK (C3)	1448.41	WR/0204	Mrs. Jhinuk Paul Sharma & Amit Sharma	Unirise Realty & Naveet Mishra	SPP (25 : 25:50)	1,48,00,000	13,71,326	0	0	13,71,326	(+2670071)	80,000	120%	96,000	57,600	Mansi Patel	28,800	0	9,600	96,000	Executed	10%	14,93,527	14,79,424	14,103
26	08-10-2021	Oct. 2021	A 2102	A	2LDK+PWS	1955.66	WR/0212	Mr. Datar Singh Harji & Mrs. Supreet Kaur	Nishant Mediratta	Down Payment	1,86,50,000	28,28,803	0	0	28,28,803	(-1152895)	80,000	80%	64,000	38,400	Deepki Mahindroo	19,200	0	6,400	64,000	Executed	10%	17,88,481	17,88,482	-1
Total						49,515					47,45,60,000	2,67,61,478	7,52,917	43,43,709	3,18,58,104		19,00,000		20,48,000	13,45,600		6,64,800	32,800	2,04,800	20,48,000	Executed		17,32,54,117	9,98,42,885	7,84,11,232

In Crore:

47.46