

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : November 22nd, 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 **5 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 **5 Bookings** is coming out to **Rs. 3,84,000/-**.

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. 3,84,000/-.

The detailed list is here as under:-

S. No.	Employee Name	Applicable on No. of Bookings	Amount to Be Released In Rs.
1	Mr. Vineet Nanda	5	38,400
2	Aditya Bharati	1.3	57,600
3	Divya Mishra	1	57,600
4	Shipra Singh	1	43,200
5	Abhishek Rattan	0.5	21,600
6	Sumegha Handa	0.5	21,600
7	Disha Rao	0.3	14,400
8	Bobby Kuramdas	0.3	14,400
9	Shalini Jha	Support Team (Core Member)	11,520
10	Nitin Bhatia	Support Team (Core Member)	11,520
11	Kamal Bhalla	Support Team (Core Member)	11,520
12	Sachin Bhargv	Support Team (Core Member)	11,520
13	Disha Rao	Support Team (Core Member)	11,520
14	Navdeep Bisla	Support Team	5,100
15	Sumit Tandon	Support Team	5,000
16	Divya Mishra	Support Team	3,000
17	Roshan	Support Team	5,000
18	Sakaar	Support Team	3,000
19	Yash Varshney	Support Team	3,000
20	Siveen	Front Office	2,750
21	Alok	F & B	2,750
22	Karamvir	F & B	2,750
23	Arnish	F & B	2,750
24	Rajesh	F & B	2,750
25	Amit	F & B	2,750
26	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff)	Total Strength is Approx. 34	17,000
	Total Amount:		3,84,000

Request your good self to please accord approval.

Prepared & Forwarded By: Nitin Bhatia / Sachin Bhargv Verified By: Gulshan Kumar (Finance Department)

Approved By:

Mr. Vineet Nanda

Mr. Vineet Nanda

Mr. Akash Khurana

Mr. Akash Khurana

Yamazaki San

Yamazaki San

Mr. Mohit Jain

Mr. Mohit Jain

Nitin Bhatia

From: Mohit Jain <mj@krisumi.com>
Sent: 22 November 2022 13:01
To: Nitin Bhatia
Cc: Gulshan Kumar; Akash; Takahiro Yamazaki; Vineet Nanda; Tomy Thomas; Sachin Kumar; Parveen yadav
Subject: Re: Note For Approval - Employee Incentive Distribution for Sales & Support Team (22nd November 2022)

Approved

Mohit Jain
Managing Director

KRISUMI
CORPORATION



Email: mj@krisumi.com
Mobile: 9811041255
Sector 36A, Gurugram



Website: www.krisumi.com | Take a walkthrough from
home: www.krisumixperience.com

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On 22-Nov-2022, at 12:02 PM, Nitin Bhatia <nitin.bhatia@krisumi.com> wrote:

Dear Gulshan San,

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 **5 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 **5 Bookings** is coming out to **Rs. 3,84,000/-**.

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25	Amit		F & B	2,750
26	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff)		Total Strength is Approx. 34	17,000
	Total Amount:			3,84,000

Request your good self to kindly verify the Booking Details & Incentive amounts.

Thanks in advance.

Warm Regards

<image001.png> **Nitin Bhatia**
 AVP – Customer Services
 Email: nitin.bhatia@krisumi.com
 Mobile: 9650684216
 Sector 36A, Gurugram

Website: www.krisumi.com | Take a walkthrough from
 home: www.krisumixperience.com

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<Note for Approval. Release of Incentive to Sales Team. 22nd November 2022.doc>
 <Final Working Sheet of Incentive of Sales and Support Team. 22nd November 2022.xlsx>

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	Total Discount Offered Co. & CP	Realization Amount	Incentive Amount Approved As per Payment Plan	Incentive Applicable as per Approval In %	Final Incentive Amount Applicable & to be Paid	Direct Execution - Team Member @ 60%	Direct Execution - Team Member Name	Support Staff @ 30%	Mr. Vineet Nanda @ 10%	Total Amount	Registration Date	Registration Status of Agreement For Sale	Collection Received	In %	
1	29-09-2022	September, 2022	B 302	B	3LDK (B2)	1955.66	WR/0510	Mrs. Sunita	Yhataw Real Estate Facilitators Pvt Ltd / Rijul Kalra	PLP (40:60)	1,91,00,000	1,66,674	10,56,623	72,000	0.38	72,000	43,200	Aditya Bharti	21,600	7,200	72,000	Oct 21, 2022	Executed	20,94,256	10%	
2	29-09-2022	September, 2022	C 2801	C	3LDK+S Fully Furnished (C1)	2537.34	WR/0511	Mrs. Madhu Bala Madan & Mr. Varun Madan	Madhu Goel	SPP (50:50)	3,05,40,000	1,07,476	36,28,456	96,000	0.31	96,000	57,600	Divya Mishra	28,800	9,600	96,000	Oct 31, 2022	Executed	1,65,70,503	50%	
3	28-10-2022	October, 2022	B 501	B	3LDK+S (B1)	2503.39	WR/0513	Mr. Kuldip Singh	Gainers India / Unirise Realty Pvt Ltd. / Sanjay Sharma / Gaggan Singh	SPP (80:20)	2,40,00,000	22,106	15,13,402	72,000	0.30	72,000	14,400	Aditya Bharti								
																	14,400	Disha Rao								
																	14,400	Bobby Kuramdas	21,600	7,200	72,000	Nov 7, 2022	Executed	66,74,700	25%	
4	29-09-2022	September, 2022	B 101	B	3LDK+S (B1)	2503.39	WR/0509	Mr. Ankush Prabhakar & Mrs. Versha Prabhakar	Nishant Mendiratta/ Navjot Singh Saini	PLP (40:60)	2,55,00,000	4,74,487	29,78,127	72,000	0.28	72,000	21,600	Abhishek Rattan								
																	21,600	Sumegha Handa	21,600	7,200	72,000	Nov 21, 2022	Executed	27,58,291	10%	
5	30-08-2022	August, 2022	C 704	C	3LDK+S (C4)	2528.54	WR/0503	Mr. Nikunj Vadilal Thakkar & Mrs. Sonal Nikunj Thakkar	Gupta Promoters	PLP (40:60)	2,48,00,000	1,87,637	27,89,014	72,000	0.29	72,000	43,200	Shipra Singh	21,600	7,200	72,000	Nov 21, 2022	Executed	27,00,000	10%	
											12,39,40,000	31,53,395	1,19,74,622	3,84,000			3,84,000	2,30,400		1,15,200	38,400	3,84,000			3,07,97,750	

Nitin R Blotia
22/11/2022

P.S.D
24/11/2022