

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : 15th March 2023

Sub : Booking Approval of Unit no. B 504 in Waterfall Residences, Sector 36A, Gurugram.

Dear Sir(s),

This is in reference to the New Booking of **Unit no. B 504 (3LDK+S)** under **Down Payment Plan**.

	% due
Advance amount on Booking	INR 5,00,000
Booking Amount-within 30 days from booking	10% of Sale Consideration (Less Booking Advance of INR 5,00,000) + GST + Registration & Stamp Duty on Agreement for Sale
Within 75 days from booking	85% of Sale Consideration + GST
On Offer of Possession	5% of Sale Consideration + GST+ IFMSD + Registration & Stamp Duty on Conveyance Deed (As applicable)

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

Applicant Name:

Unit no. B 504

Unit Type: 3 LDK+S Tower: B Floor: 5th Saleable Area: 2537.34 sq ft

Payment Plan: Down Payment Plan

Booking Source : Direct Booking (Referral Gaggan Singh)

RM Name- Sachin Kumar

Recommended Discount as closure tool under Down Payment Plan:- Rs. 97,000/- (1.09%)

Important Note:

The customer is a big Investor from US. This Lead was generated and shared by our Channel Partner Mr. Gaggan Singh. Mr. Singh had passed the lead on to us for Project Presentation, Inventory Availability & Price Negotiations. Sachin gave the complete Project brief and did the final negotiations with her. Post confirmation on the Inventory & Final Price, she mentioned to Sachin that she will proceed with the deal directly with company rather than through Channel Partner. The same was immediately communicated to Mr. Nanda. As advised by Mr. Nanda, the deal was closed & the transaction was done with an advance amount of Rs. 5 Lac. We didn't want to lose the customer hence we accepted the deal. Mr. Nanda recommends that we must not spoil our relationship with the Channel Partner and should offer an attractive incentive against this particular deal.

The Booking is closed at a record Price of 3 Crores Under Down Payment Plan.

As per customer requirement, we recommend showing this booking as a Direct Booking and as a way-out to protect the interest of the CP (Mr. Gaggan Singh), we recommend that Marketing Support should be given to the Channel partner amounting to Rs. 10,64,120/- + GST. Mr. Gaggan Singh has performed well and given us a business of approx. 20 Cr. He is our prominent channel partner.

- Customer is eligible for Gold worth Rs. 2,00,000/-
- Incentive for Krisumi Sales Team: Rs. 96,000/

All

S. Vineet

For Unit no. B 504:

Box Price	Rs. 2,72,00,000/-
Less: Closure Discount by the company	Rs 97,000/-
Final Box Price	Rs 2,71,03,000/-
Add: EDC & Other Charges	Rs. 10,89,189/-
Sales Consideration	Rs. 2,81,92,189/-
Sales Consideration (per sq ft)	Rs. 11,110/- Per Sq.ft.

Net Realization (After Brokerage and Incentive)	: Rs. 10,369/- Per Sq.ft.
Total price to Customer (All inclusive)	: Rs. 3.00 Cr.
Price per sq ft to customer	: Rs. 11,823/- Per Sq.ft.

Request your good self to please accord approval.

Prepared By: Sachin Bhargv/Nitin Bhatia

Verified By: Parveen Yadav/Gulshan Kumar (Finance Department)

Approved By:



Mr. Vineet Nanda



Mr. Akash Khurana

Yamazaki San

Mr. Mohit Jain

To be Achieved As per Business Plan **il- Non Achievement of MOU**

Unit Nos.
Type
Payment Plan
SALEABLE AREA sft
Furnishing Cost

B 504
3 LDK+S
Down payment plan
2537.34

Box Price (Excluding Furnishing Cost)	A	2,29,00,000	2,72,00,000
Standard Discount		8,00,000	97,000
Addl. Discount from Pool			
Inaugral Discount for Fully Furnished		-	-
Customer discount		1,50,000	
Total Discounts	B	<u>9,50,000</u>	<u>97,000</u>
Realisation (before Incentive)		<u>2,19,50,000</u>	<u>2,71,03,000</u>
Realisation psft(before Incentive)		<u>8,651</u>	<u>10,682</u>
Incentive to CP		2,59,000	
Addl. Incentive to CP for 50 : 50	100	-	
Gold to Customer			2,00,000
Marketing support B			12,55,662
Dubai Trip		-	
Incentive to CP Krisumi Team		96,000	96,000
Total Incentive		<u>3,55,000</u>	<u>15,51,662</u>
Realisation (After Incentive)		<u>2,15,95,000</u>	<u>2,55,51,338</u>
Realisation psft(After Incentive)		<u>8,511</u>	<u>10,070</u>
Brokerage %		3.5%	4.0%
On Form Discount passed by broker	C	-	
Brokerage including GST		8,85,885	
Total Brokerage		8,85,885	-
Realisation (After Incentive & Brokerage)		<u>2,07,09,115</u>	<u>2,55,51,338</u>
Down payment discount			
Realisation psft(After Incentive & Brokerage)		<u>8,162</u>	<u>10,369</u>

Difference 2,207 55,99,936

Net Box Price to Customer	A-B-C	2,19,50,000	2,71,03,000
Realisation on box price (psft after DP)		8,162	10,070
Net Box Price to Customer psft		8,651	10,682
Total Price to Customer			3,00,00,000

		Early Payment Debt	
		payment	Interest @ 9%
Net Box Price	2,71,03,000		
EDC & Other C	10,89,189		
Combined car park		11276876	41709
Sales considerat	2,81,92,189	5638438	208545
GST	14,09,609	5638438	507459
IFMS	3,80,601		
Regn. Cost	17,600		
Total Price	3,00,00,000	11276876	757713

Prepared By: Saahib Bhargv/Nitin Bhatia

Verified By: Parveen Yadav/Gulshan kumar

Approved By:

Mr. Vineet Nanda

Mr. Akash Khurana

Yamazaki San

Mr. Mohit Jain

Navdeep Bisla

From: Sachin Kumar
Sent: 30 March 2023 11:15
To: Navdeep Bisla
Subject: FW: Booking Approval Unit No B 504

Fyi

Regards,

Sachin bhargv

From: Mohit Jain <mj@krisumi.com>
Sent: Wednesday, March 29, 2023 4:25 PM
To: Nitin Bhatia <nitin.bhatia@krisumi.com>
Cc: Akash <akash@krisumi.com>; Takahiro Yamazaki <takahiro.YAMAZAKI@krisumi.com>; Vineet Nanda <nanda@krisumi.com>; Gulshan Kumar <gulshan.kumar@krisumi.com>; Sachin Kumar <sachin.kumar@krisumi.com>
Subject: Re: Booking Approval Unit No B 504

Approved



Mohit Jain
Managing Director

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



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

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On 29-Mar-2023, at 6:52 PM, Nitin Bhatia <nitin.bhatia@krisumi.com> wrote:

Dear Sir,

This is in reference to New Booking received under Down Payment Plan. Kindly find attached the Booking NFA's for your kind approval. The Booking approval note has been approved by Akash San & Yamazaki San.

The Summary is here as under:

Unit no.	Unit Type	Area (In sq.ft.)	Payment Plan	Net realization on Box Price (After Brokerage & Incentive)	Sales Consideration (in Rs.)	Sa
B 504	3LDK+S	2537.34	Down Payment	10,369/ - Sq.ft.	2,81,92,189	

Please accord your kind Approval.

Warm Regards

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Nitin Bhatia

<image009.png>

AVP – Customer Services

Email: nitin.bhatia@krisumi.com

Mobile: 9650684216

Sector 36A, Gurugram

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

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From: Binu Jacob

Sent: Saturday, March 25, 2023 3:19 PM

To: Mohit Jain <mj@krisumi.com>

Cc: Darpan Gupta <darpan.gupta@krisumi.com>; Sachin Kumar <sachin.kumar@krisumi.com>

Subject: RE: Booking Approval Unit No B 504

Dear Mohit Sir,

Please approve the Approval Note of Booking Approval of Unit no. B 504 in Waterfall Residence, Sector-36 A, Gurugram

Approval note is attached.

<image001.png>

Warm Regards,

<image002.png>

Binu Jacob

<image003.png>

Executive Assistant – Management Office

Email: binu.jacob@krisumi.com

Mobile: +91 9582620020 | Extn. No:

Sector 36A, Gurugram

☰

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

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From: Takahiro Yamazaki <takahiro.YAMAZAKI@krisumi.com>

Sent: Saturday, March 25, 2023 2:45 PM

To: Binu Jacob <binu.jacob@krisumi.com>

Cc: Darpan Gupta <darpan.gupta@krisumi.com>; Sachin Kumar <sachin.kumar@krisumi.com>

Subject: Re: Booking Approval Unit No B 504

Approved.

Kind Regards,

Takahiro Yamazaki / 山崎 貴博

25/3/23 13:34、Binu Jacob <binu.jacob@krisumi.com>のメール:

Dear Yamazaki San,

Please approve the Approval Note of Booking Approval of Unit no. B 504 in Waterfall Residence, Sector-36 A, Gurugram

Approval note is attached.

<image001.png>

Warm Regards,

<image002.png>

Binu Jacob

<image003.png>

Executive Assistant – Management Office

Email: binu.jacob@krisumi.com

Mobile: +91 9582620020 | Extn. No:

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From: Darpan Gupta <darpan.gupta@krisumi.com>
Sent: Saturday, March 25, 2023 1:05 PM
To: Binu Jacob <binu.jacob@krisumi.com>
Cc: Sachin Kumar <sachin.kumar@krisumi.com>
Subject: Booking Approval Unit No B 504

Dear Sir,

PFA

Thanks & Regards,
Darpan Gupta

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