

NOTE FOR APPROVAL
KRISUMI CORPORATION PVT. LTD.

Dated : December 3rd, 2020

Sub : Release of Incentive Amount to Sotheby's Sales Team on the Bookings logged-in Post 25th July 2020 In Waterfall Residences, Sector 36A, Gurugram.

Dear Ma'am & Sir,

This is in reference to the Incentive Scheme planned for Sotheby's Sales Team. We request your Good self to please accord approval for release of Incentive amount against 8 Bookings where 10% amount has been received from the Customer. The Incentive amount decided for 1 Unit was Rs. 50,000/- Therefore for 8 Units the amount is coming out to $(50,000 \times 8) = \text{Rs. } 4,00,000/-$

The Incentive is being release against 8 Units, mentioned here as under: (Detailed sheet is attached)

A 303, A 704, A 804, B 2403, C 703, C 1003, C 3003 & C 3103

The above incentive amount of Rs. 4,00,000/- is to be distributed amongst following team members mentioned here as under:-

S. No.	Employee Name	Amount to Be Released In Rs.
1	Amit Mehrotra	1,50,000
2	Sandeep Harit	50,000
3	Tushar Jaitly	50,000
4	Ankita Singh	50,000
5	Vikas Jain	50,000
6	Raj Kumar Popli	50,000
	Total Amount:	4,00,000

6 Cheques to be released in favour of above-mentioned names.

Request your good self to please accord approval.

Nitin Bhatia

Prepared & Forwarded By: Nitin Bhatia

Approved By:

Anjoo Gogia
Ms. Anjoo Gogia

Raj K Sahni
Mr. Raj K Sahni

AK
Mr. Akash Khurana

Yamazaki San
Yamazaki San

In case of A 804, Amount received is less than 10%, Hope incentive can be released on that unit as a special case.

Team Incentive

Sr No	Sales Team	Key Roles	Aug to Oct (No. of Target Units)	Achieved (No. of Units till Oct)	Achieved Sale Value (in Cr.)	% of (Achieved)	Payment Received to Developer (in Lacs)	Nos. of Units Sold	10% Payment Received	Sotheby's Team Incentive Amount	Krisumi's Team Incentive Amount
1	Amit Mehrotra	Sales	5	3	4.67	60%	0.468	3	30%	150,000	
2	Sandeep Herit	Sales	5	2	2.89	40%	0.142	1	10%	50,000	
3	Tushar Jaitly	Sales	5	2	1.30	40%	0.236	1	10%	50,000	
4	Ankita Singh	Sales	5	1	1.85	20%	0.137	1	10%	50,000	
5	Vikas Jain	Sales	5	1	2.34	20%	0.221	1	10%	50,000	
6	Raj Kumar Popli	Sales	4	2	3.71	50%	0.128	1	10%	50,000	
TOTAL			29	11	17	38%	1.332	8	80%	400,000	200,000

SUPPORT TEAM

1	Nura Sethi	Customer Interface
2	Divya Misra	CP Management
3	Saahin Bhargav	Commercial/Footfall & Lead Management
4	Kamal Bhalla	Database / MIS/Footfall & Lead Management
5	Shiv Rao	Direct Sales & CP Mgmt.

Bookings Details:

Sr No	Unit No.	Customer Name	Area (sq. ft)	Pmt Plan	Unit Type	Pmt Recd	% of Pmt Recd	RM Name	CP Name
1	B 2403	Ravinder Mohan Dayal	1478.53	20:80	2LDK	1,418,002	10%	Sandeep Herit	Bullman
2	A 0804	Jatin Bhargav	2528.54	20:80	3LDK+S	2,212,252	10%	Vikas Jain	HDD Homes
3	C 0703	Riya Goei	1448.48	20:80	2LDK	1,283,419	10%	Raj Kumar Popli	Realpro
4	A 0303	Mr. Suwendu Banerjee	1478.53	20:80	2LDK	1,359,286	10%	Amit Mehrotra	Ashwani Khanna
5	C 3003	Mr. Suwendu banerjee	1448.41	20:80	2LDK	1,662,742	10%	Amit Mehrotra	Ashwani Khanna
6	C 3103	Mr. Suwendu banerjee	1448.41	20:80	2LDK	1,662,742	10%	Amit Mehrotra	Ashwani Khanna
7	C 1003	Mr. Sanjeev Kumar	1448.41	20:80	2LDK	1,369,614	10%	Ankita Singh	Devender Khurana
8	B 704	M/s. Ufiti Buildwell	2528.54	20:80	3LDK+S	2,355,665	10%	Tushar Jaitly	HDD Homes

NOTE:

- Incentive will be distributed on 5th Dec 2020 to all those who qualify up to 30th Nov 2020 evening.
- In case of Mr. Jatin Bhargav case, Due to some reason the demand amount sent via WhatsApp by Krisumi Team was in short of Rs. 1.5 lacs. The Client's rate as per demand amount. Since the money is in hence incentive is payable. The shortfall will be received in next demand.
- Special remuneration for Divya Misra and Kamal Bhalla.

LIST OF 8 UNITS SOLD ON WHICH INCENTIVE AMOUNT HAS TO BE RELEASED

S.No.	Booking Date (D/M/Y)	Unit No.	Tower	Unit Type	Saleable Area (in Sq.ft.)	Allottee Details	Booked Through	Through Sotheby's	Payment Plan	Sotheby's Team Incentive Amount, If any	Total Amount Due	Total Amount Received	Balance Outstanding	Amount Received in %	Remarks	Agreement Status
1	02-09-2020	C 703	C	2 LDK (C3)	1448.41	Mrs. Riya Goyal / Mr. Amit Goyal	Realpro Realty Solutions Pvt. Ltd.	Sotheby's	PLP (20:80)	50000	12,93,118	12,83,419	9,699	10%	TDS Certificate Pending	Pending
2	29-09-2020	B 2403	B	2 LDK (B3)	1478.53	Mr. Ravendra Mohan Dayal	Bullmen Realty India Pvt. Ltd.	Sotheby's	PLP (20:80)	50000	14,28,718	14,28,718	-	10%		Pending
3	30-09-2020	A 303	A	2 LDK (A3)	1478.53	Mr. Suvendu Banerjee	Ashwani Khanna	Sotheby's	PLP (20:80)	50000	27,25,346	27,05,972	19,374	19.50%	We have received Early Payment from Customer i.e. 19.50% amount. Only TDS is left which will be completed by 10th December 2020	Executed
4	30-09-2020 & 06-10-2020	A 804	A	3LDK+S (A4)	2528.54	Mr. Jitin Bhargava	HDD Homes	Sotheby's	PLP (20:80)	50000	23,54,690	22,12,252	1,42,438	10%	Demand amount confirmed by Nitin was short. The remaining amount will come on the next installment due within 90 days from booking.	Pending
5	12-10-2020	A 704	A	3LDK+S (A4)	2528.54	M/s Udit Buildwell	HDD Homes	Sotheby's	PLP (20:80)	50000	23,55,665	23,55,665	-	10%	-	Pending
6	31-10-2020 & 02-11-2020	C 1003	C	2 LDK (C3)	1448.41	Mr. Sanjeev Kumar	Devender Khurana	Sotheby's	PLP (20:80)	50000	13,89,614	13,89,614	-	10%	-	Pending
7	31-10-2020	C 3003	C	2 LDK (C3)	1448.41	Mr. Suvendu Banerjee	Ashwani Khanna	Sotheby's	PLP (20:80)	50000	33,36,630	33,12,884	23,746	19.50%	We have received Early Payment from Customer i.e. 19.50% amount. Only TDS is left which will be completed by 10th December 2020	Executed
8	31-10-2020	C 3103	C	2 LDK (C3)	1448.41	Mr. Suvendu Banerjee	Ashwani Khanna	Sotheby's	PLP (20:80)	50000	33,36,630	33,12,884	23,746	10%	We have received Early Payment from Customer i.e. 19.50% amount. Only TDS is left which will be completed by 10th December 2020	Executed
Total					13807.78					4,00,000						

Nitin R Bhatia
23/12/2020