

**NOTE FOR APPROVAL**  
**KRISUMI CORPORATION PVT. LTD.**

**Dated : September 20<sup>th</sup>, 2022**

**Sub : Release of Incentive Amount to Sales & Support Teams on the Bookings logged-in Post 1<sup>st</sup> 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. 3,60,000/-**.

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. 3,60,000/-.**

**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	36,000
2	Bobby Kuramdas	2	86,400
3	Aditya Bharati	0.5	21,600
4	Shipra Singh	0.5	21,600
5	Abhishek Rattan	0.5	21,600
6	Sumit Yadav	1.5	64,800
7	Shalini Jha	Support Team (Core Member)	10,800
8	Nitin Bhatia	Support Team (Core Member)	10,800
9	Kamal Bhalla	Support Team (Core Member)	10,800
10	Sachin Bhargv	Support Team (Core Member)	10,800
11	Disha Rao	Support Team (Core Member)	10,800
12	Navdeep Bisla	Support Team	6,500
13	Divya Mishra	Support Team	3,000
14	Roshan	Support Team	3,000
15	Sumegha	Support Team	4,000
16	Sakaar	Support Team	4,000
17	Yash Varshney	Support Team	4,000
18	Manisha Thakur	Support Team	2,500
19	Afreen	Support Team	2,500
20	Cynthia	Support Team	1,500
21	Siveen	Support Team	1,500
22	Alok	Support Team	1,500
23	Karamvir	Support Team	1,500
24	Arnish	Support Team	1,500
25	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff)	Total Strength is Approx. 34	17,000
	<b>Total Amount:</b>		<b>3,60,000</b>

**Request your good self to please accord approval.**

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

**Approved By:**

Vineet Nanda  
Mr. Vineet Nanda

AK  
Mr. Akash Khurana

AS  
Yamazaki San

MJ  
Mr. Mohit Jain

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	16-06-2022	June, 2022	A 1001	A	3LDK+S (A1)	2503.39	WR/0466	Mr. Gurinder Singh Bhatia & Mrs. Neeru Bhatia	Symbiosis Infra Pvt. Ltd.	PLP (40:60)	2,35,00,000	6,64,963	3,19,058	72,000	120%	72,000	43,200	Bobby Kuramdas	21,600	7,200	72,000	Sep 8, 2022	Executed	9964538	40%		
2	30-08-2022	August, 2022	A 205	A	3LDK (A5)	1975.97	WR/0505	Mr. Rishi Kant & Mrs. RV Indu	YHATAW Real Estate Facilitators Pvt. Ltd. & Get Home Fix	PLP (40:60)	1,92,00,000	5,63,007	17,37,114	72,000	120%	72,000	21,600	Aditya Bharti			72,000	Sep 7, 2022	Executed	2080000	10%		
3	16-06-2022	June, 2022	A 504	A	3LDK+S (A4)	2528.54	WR/0467	Mr. Sanjay Bhatia & Mrs. Sangeeta Bhatia	Symbiosis Infra Pvt. Ltd.	PLP (40:60)	2,38,00,000	9,78,113	17,91,009	72,000	120%	72,000	43,200	Bobby Kuramdas	21,600	7,200	72,000	Aug 30, 2022	Executed	2503831	10%		
4	18-07-2022	July, 2022	B 1802	B	2LDK+PWS (B2)	1955.66	WR/0483	Mr. Raman Chadha	JLL	PLP (40:60)	2,00,00,000	4,00,007	19,91,833	72,000	120%	72,000	43,200	Sumit Yadav	21,600	7,200	72,000	Aug 28, 2022	Executed	2164255	10%		
5	26-07-2022	July, 2022	A 2201	A	3LDK+S (A1)	2503.39	WR/0485	Mr. Sunil Rohra & Mr. Mohak Rohra	Next Step Veteran	PLP (40:60)	2,55,00,000	93,534	25,32,806	72,000	120%	72,000	21,600	Abhishek Rattan	21,600	7,200	72,000	Aug 28, 2022	Executed	2799639	10%		
						11466.95							83,71,820							3,60,000	2,16,000	1,08,000	36,000	3,60,000			

Nitin R Bhatia      Sanj.      [Signature]      Vinu Singh