

## NOTE FOR APPROVAL

KRISUMI CORPORATION PVT. LTD.

**Dated : Feb. 22<sup>nd</sup>, 2023**

**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 Fresh Bookings & 1 Resale Unit** where administration fee has been charged from the Seller. In all the above bookings 10% and above amount has been received from the Customer and the Agreement for Sale has been successfully registered. The Incentive amount for 5 fresh bookings + 1 Resale = **6 Units** is coming out to **Rs. 5,32,000/-**.

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. 5,32,000/- (Including Resale Incentive as per approved Resale Policy).**

**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	6	53,200/-
2	Priyanka Khanna	1	57,600/-
3	Aditya Bharati	2.5	1,30,800/-
4	Nitin Bhatia	0.5	30,000/-
5	Yash Varshney	1	57,600/-
6	Mansi Patel	1	43,200/-
7	Shalini Jha	Support Team (Core Member)	15,960/-
8	Nitin Bhatia	Support Team (Core Member)	15,960/-
9	Kamal Bhalla	Support Team (Core Member)	15,960/-
10	Sachin Bhargv	Support Team (Core Member)	15,960/-
11	Disha Rao	Support Team (Core Member)	15,960/-
12	Sumit Tandon	Support Team	5,000/-
13	Navdeep Bisla	Support Team	5,000/-
14	Divya Mishra	Support Team	3,500/-
15	Roshan	Support Team	3,800/-
16	Kamaljeet	Support Team	3,500/-
17	Somya	Support Team	3,500/-
18	Smita	Support Team	3,500/-
19	Sakaar	Support Team	3,500/-
20	Kritik Mittal	Support Team	3,500/-

*Sun*  
*Nitin Bhatia*  
*Vineet Nanda*  
*Recd*  
*23/02/2023*  
*AK*

21	Yuvraj Gosain	Support Team	3,500/-
22	Alok	Support Team	2,500/-
23	Karamvir	Support Team	2,500/-
24	Arnish	Support Team	2,500/-
25	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff) 2.25%	Total Strength is Approx. 34	34,000/- Request for Cash to Be Issued for Distribution to Backend & Admin Staff
<b>Total Amount</b>			<b>Rs. 5,32,000/-</b>


Note: The above amount includes the Resale Incentive. (Details Incentive sheet attached)

**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. Akash Khurana

Yamazaki San

Mr. Mohit Jain

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

**Dated : October 15<sup>th</sup>, 2022**

**Sub : Proposed Resale Scheme for Waterfall Residences, Sector 36A, Gurugram.**

Dear Sir,

This is in reference to establish the Re-sale market. For the success of any group housing / residential project, Resale plays a very important & confidence building role amongst the investors & Customers. To establish the resale market, it takes double the effort than making a fresh sale as resale has to be done on the matured prices. It's the perfect time to establish the Resale as we are left with limited Units. The below mentioned scheme & proposal are few key steps & strategy to establish the resale. It's a continuous process and takes time & lot of efforts to establish the resale market.

We propose the following plan to kindly be approved with immediate effect.

1.) **Lead Sharing with Cps:** We will engage CPs in resale, in case the preferable inventory is not with the Company. We will assist Cps on Inventory available for resale and on every closure, we will charge a fee of Rs. 2.0 Lacs + GST from the Buyer. Out of 2.00 lacs, 1 Lac will be the additional benefit to Krisumi & 1 Lac will be Incentive to the Krisumi sales team to boost the resale. In addition to incentive, if any team member do 3 resales in 2 consecutive months, he/she will be eligible for 1 Phuket trip for 4Nights/5 Days at 5 Star Property worth Rs. 1 Lac (inclusive of Taxes).

2.) **Brokerage to CP on Resale :** The Brokerage payable to CPs on Resale Cases will be settled & payable directly by the Buyer & Seller, as per their understanding.

**The above Strategy/ Plan is to establish:-**

- a.) New Increased Prices for balance Inventory, create momentum in Resales & also to keep Cps engaged with the project.
- b.) It will also help to safeguard & reduce the diversion of prospects/leads to other projects /competitors.
- c.) In addition to this, we will increase the end user ratio in the Project that will help us in collections for our upcoming milestone i.e. Application of OC & Offer of Possession.
- d.) With the implementation of above strategy & steps, we will be able to establish the prices of our upcoming Project.

Request your good self to please accord approval.

Prepared By: Nitin Bhatia Nitin Bhatia & Sachin Bhargv

Checked & Verified By: \_\_\_\_\_ Gulshan Kumar (Finance Department)

**Approved By:**

Vineet Nanda  
Mr. Vineet Nanda

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Mr. Akash Khurana

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Yamazaki San

Mohit Jain  
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%	Distribution	Direct Execution - Team Member Name	Support Staff @ 30%	Mr. Vineet Nanda @ 10%	Total Amount	Agreement for Sale Registration Date	Resale Tripartite Agreement Registrattion Date	Registration Status of Agreement For Sale	Collection Received	In %	Remarks		
1	28/10/2022	October, 2022	B 204	B	3LDK+S (B4)	2537.34	WR/0515	Mr. Saurabh Modi, Mrs. Sangeeta Modi & Mrs. Neetu Chordia	Mani Kant Tripathi / Poonam Mishra	PLP (50:50)	2,64,00,000	4,58,904	33,59,161	72,000	0	72,000	43,200	43,200	Aditya Bharti/Sumit Yadav	21,600	7,200	72,000	Feb 7, 2023	N.A.	Executed	2897781	10%			
2	31/01/2023	January, 2023	C 105	C	3LDK (C5)	1955.66	WR/0526	Dr. Anita Singh & Dr. Amar Singh	Rajendra Kumar Yadav	PLP (50:50)	2,01,00,000	3,75,721	29,49,083	96,000	0	96,000	57,600	57,600	Yash Varshney	28,800	9,600	96,000	Feb 7, 2023	N.A.	Executed	2200000	10%			
3	31/05/2022	May, 2022	B 1601	B	3LDK+S (B1)	2503.39	WR/0425	Mr. Sachin V Shah	Apex Acreages	PLP (35:65)	2,36,00,000	7,64,963	8,76,805	72,000	0	72,000	43,200	43,200	Mansi Patel	21,600	7,200	72,000	Feb 14, 2023	N.A.	Executed	2528291	10%			
4	01-10-2023	January, 2023	B 104	B	3LDK+S (B4)	2537.34	WR/0523	Ms. Archana Handa & Mr. Puneet Tejpal	Yhataw Real Estate Facilitators Pvt. Ltd.	PLP (50:50)	2,71,00,000	3,97,000	36,90,013	96,000	0	96,000	57,600	57,600	Aditya Bharti	28,800	9,600	96,000	Feb 17, 2023	N.A.	Executed	2949413	10%			
5	17/01/2023	January, 2023	C 3004	C	3LDK+S (FF C4)	2528.54	WR/0524	Mr. Rajeev Bhambari	Neev Buildtech Pvt Ltd	PLP (50:50)	3,09,40,000	4,04,303	37,22,015	96,000	0	96,000	57,600	57,600	Priyanka Khanna	28,800	9,600	96,000	Feb 17, 2023	N.A.	Executed	3381364	10%			
											<b>Total</b>	<b>12,81,40,000</b>	<b>24,00,891</b>	<b>1,45,97,077</b>	<b>4,32,000</b>		<b>4,32,000</b>	<b>2,59,200</b>	<b>2,59,200</b>			<b>1,29,600</b>	<b>43,200</b>	<b>4,32,000</b>				<b>13956849</b>		

**INCENTIVE UNDER RESALE CASES**

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%	Distribution	Direct Execution - Team Member Name	Support Staff @ 30%	Mr. Vineet Nanda @ 10%	Total Amount	Agreement for Sale Registration Date	Resale Tripartite Agreement Registrattion Date	Registration Status of Agreement For Sale	Collection Received	In %	Remarks		
1	29/01/2022	January, 2022	C 202	C	2LDK+S	1944.43	WR/0316	Mrs. Ritu Singh Budhraj & Mr. Puneet Budhraj	Am Pm Real Estate Solution	SPP (25:25:50)	1,74,00,000	7,58,422	14,63,630	1,00,000		1,00,000	60,000	30,000	Nitin Bhatia	30,000	10,000	1,00,000	Mar 11, 2022	Jan 13, 2023	Executed	9360467	50%	Resale Through Company		
											<b>Grand Total</b>	<b>14,55,40,000</b>	<b>31,59,313</b>	<b>1,60,60,707</b>	<b>5,32,000</b>		<b>5,32,000</b>	<b>3,19,200</b>	<b>3,19,200</b>			<b>1,59,600</b>	<b>53,200</b>	<b>5,32,000</b>				<b>2,33,17,316</b>		

Note: The Seller has Paid Administration fee of Rs. 2.0 Lacs + GST (Totalling to 2.36 Lacs)  
 Note: Team Incentive as per approved Resale scheme.

**UNIT TRANSFERRED  
 TO MEGHA MAHAJAN  
 & ANJUM MAHAJAN**

*Sa*

Nitin R Bhatia  
 22/02/2023

*Vineet Nanda*

*Real*  
 23/02/2023

*Al*

**\* Note:-** Sumit has Given Content to give Incentive to Aditya Bharti. He will not Claim Incentive on this Unit (B204)  
*Sa* Nitin R Bhatia