

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

**Dated : March 23<sup>rd</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 **40 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 **40 Bookings** is coming out to **Rs. 34,44,000/-**.

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. 34,44,000/- along with the Promotional scheme for employees announced for the month of January & February 2022, who are eligible under the Scheme.**

**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	40	3,44,400
2	Mansi Patel	5	2,73,600
3	Sandeep Harit	5	2,44,800
4	Ankita Singh	4	2,80,800
5	Dimple Rathore	1	57,600
6	Bobby Kuramdas	3	1,44,000
7	Priyanka Khanna	1	57,600
8	Deepti Mahindroo	1	43,200
9	Aditya Bharati	7	3,31,200
10	Disha Rao	1	43,200
11	Amit Mehrotra	2	86,400
12	Jai Gupta	3	1,00,800
13	Pradhuman Singh	2	1,00,800
14	Pranay Periwal	1	72,000
15	Shipra Singh	2	1,15,200
16	Sumit Kumar Yadav	2	1,15,200
17	Shalini Jha	Support Team (Core Member)	1,03,320
18	Nitin Bhatia	Support Team (Core Member)	1,03,320
19	Kamal Bhalla	Support Team (Core Member)	1,03,320
20	Sachin Bhargv	Support Team (Core Member)	1,03,320
21	Disha Rao	Support Team (Core Member)	1,03,320
22	Aditya Bharati	Performing in Support Team	57,600
23	Shivani Shah Raheja	Support Team	25,000
24	Sumit Kumar Yadav	Support Team	15,000
25	Navdeep Bisla	Support Team	15,000
26	Ashish Loyall	Support Team	37,500
27	Divya Mishra	Support Team	28,000
28	Roshan	Support Team	27,500
29	Sumegha	Support Team	28,000

*Sd/-*

Vineet Nanda

*TS*

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Approved By:

Mr. Vineet Nanda

Mr. Akash Khurana

Yamazaki San

Mr. Mohit Jain

Request your good self to please accord approval.  
 Prepared & Forwarded By: Nitin Bhatta / Sachin Bhargava  
 Verified By: Gulshan Kumar (Finance Department)

Relationship Manager	No. Units sold in Jan, 2022	No. Units sold in Feb, 2022	Total Sales in consecutive 2 Months i.e. Jan. & Feb.	Eligible for Incentive, subject to Registration of agreement for sale	Remarks, if any
Aditya Bharti	5 Unit nos. A 704, A 804, A 2104, C 1501 & C 1701	5 Unit nos. A 404, A 1104, B 402, B 1105 & B 1702	10	Rs. 3,00,000/-	On Achieving 10 Bookings in Jan. & Feb. 2022
Dimple Radhore	1 Unit no. A 1505	4 Unit no. A 805, C 2405, C 2705 & C 2805	5	Rs. 1,00,000/-	On Achieving 3 Sales in Feb. 2022
Pranay Perwal	1 Unit no. B 2002	2 Unit nos. A 1704 & B 602	3	Rs. 50,000/-	On Achieving 2 Sales in Feb. 2022
Pradhuman Singh	2 Unit no. B 1502 & C 605	1 Unit no. C 405	3	Rs. 50,000/-	On Achieving 2 Sales in Jan. 2022
Nitin Bhatta	2 Unit no. A 1405 & A1705	2 On Achieving 2 Sales in Jan. 2022	2	Rs. 50,000/-	On Achieving 2 Sales in Jan. 2022
Disha Rao	2 Unit nos. B 2102 & C 305	2 On Achieving 2 Sales in Jan. 2022	2	Rs. 50,000/-	On Achieving 2 Sales in Jan. 2022
Shivra Singh	2 Unit nos. C 201 & C 202	2 Unit nos. A 904 & C 2605	4	Rs. 1,00,000/- (50,000 X 2) =	On Achieving 2 Sales in Jan. & 2 Sales in Feb. 2022
Manvi Patel	1 Unit nos. B 305	5 Unit nos. A 1504, B 1504, B 2602, B 2005 & B 1102	6	Rs. 2,00,000/-	On achieving 6 Bookings in 2 Months
Sandeep Harit	4 Unit nos. B 1805, C 2003, B 205 & B 1101	1 Unit no. C 2101	5	Rs. 1,00,000/-	On Achieving 3 Sales in Jan. 2022
<b>Total</b>				<b>Rs. 10,00,000/-</b>	

**For The Month of January & February 2022 (Following Team Members are eligible)**

In Addition to this, the additional Incentive will be applicable & payable to Respective Sales Team Member as per approved Employee Incentive Policy for respective months i.e. January 2022 & February 2022. As a process, we will be issuing Letters to the following Team members who are eligible under the Scheme and the amount will be released by finance team once the Agreement for Sale of respective units mentioned below are registered.

Sl No	Name	Team	Total Amount:
30	Kanika Ahuja	Support Team	28,000
31	Ashish Tushir	Support Team (MT)	25,000
32	Sakaar	Support Team (MT)	25,000
33	Yash Varshney	Support Team (MT)	25,000
34	Manisha Thakur	Support Team	17,000
35	Afreen	Support Team	17,000
36	Cynthia	Support Team	13,000
37	Siveen	Support Team	13,000
38	Sushmita	Support Team	13,000
39	Alok	Support Team	13,000
40	Karamvir	Support Team	13,000
41	Arnish	Support Team	13,000
42	Security Guards, Drivers, Housekeeping & Supervisors (Admin Staff)	Total Strength is Approx. 34	68,000
			<b>34,44,000</b>
Request for Cash to be issued for Distribution to Admin Staff			