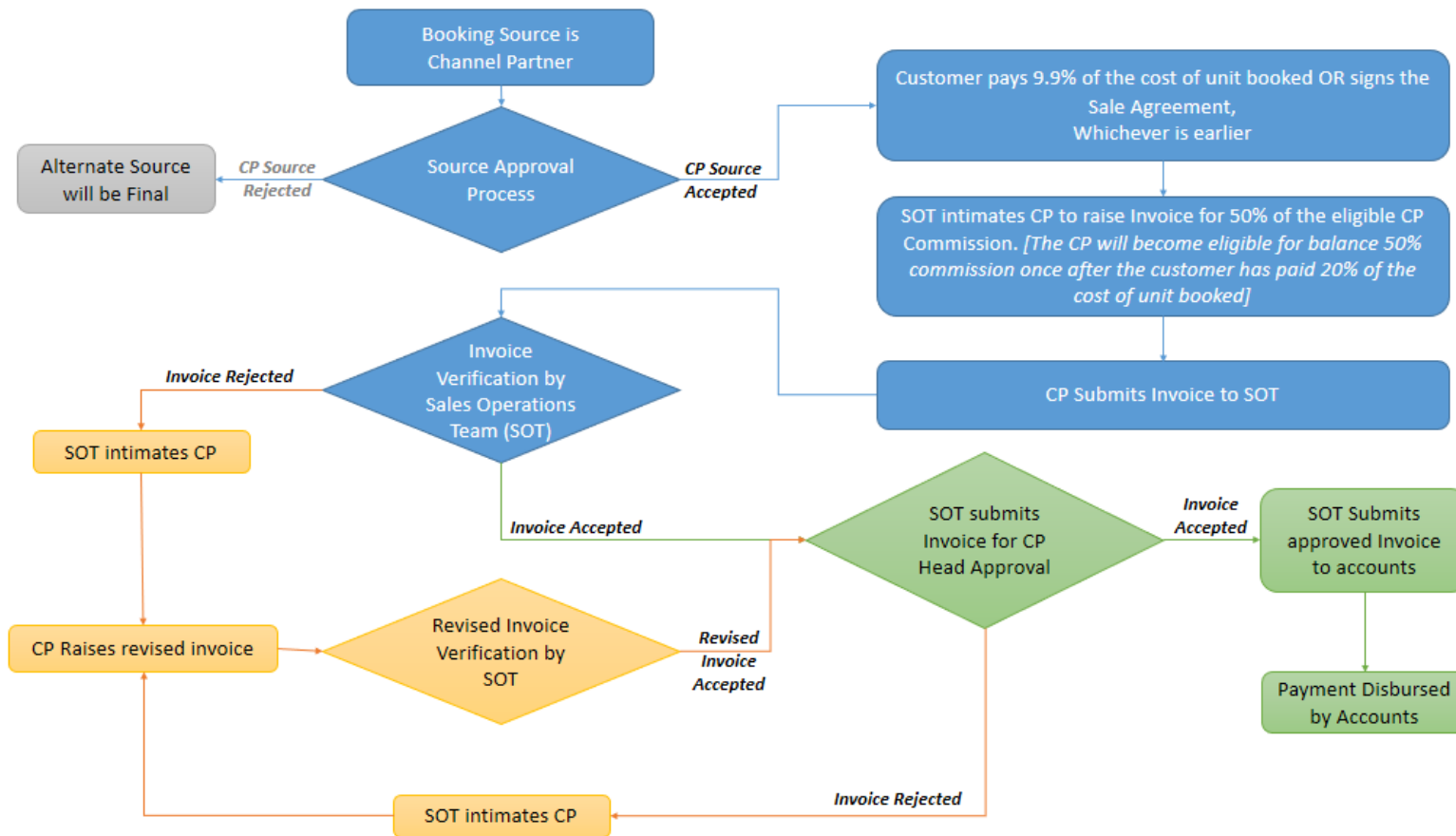


Payment Process

Calculation of CP Commission:

CP Commission excluding Tax = (Consideration Value) * (% of Commission Slab)

C.V – Consideration Value = Base Price + Car Park/Floor Rise/Premium Charges



Process step	Typical time taken (in days)
Source Approval Process	10
Customer signs Sale Agreement with Developer	25
Sales Operations Team(SOT) intimates invoice amount to CP	5
CP submits invoice to SOT	5
National Sales Head approves the invoice	2
Pay out to CP (from invoice approval date)	43
Total days taken for CP pay out	90