

TERM SHEET

Customer Name								29-Jul-17
Unit	Level [Floor]	Specification	Customisation	Saleable Area	Built-Up Area	Carpet Area	Consideration	
3093	9 [8]	Orange	Not Included	3,077	2,367	1,816	3,36,66,200	
1	Cost of Residential Unit			3,077		10,600	3,36,66,200	
2	Regular Independent Car Park(s)			2				
3	Common Area Maintenance [3 years]							
Payment Schedule				Estimated Date	Consideration	Estimated Tax	Total	
					3,36,66,200	40,39,944	3,77,06,144	
	Earnest Money Deposit [EMD] for blocking			29-Jul-17	25,00,000	3,00,000	28,00,000	
1	1st Installment [Advance]			28-Aug-17	1,97,19,692	23,66,363	2,20,86,055	
2	On signing off Customisation Drawings				33,67,000	4,04,040	37,71,040	
5	On Completion of Internal Plaster inside the Unit				33,67,000	4,04,040	37,71,040	
6	On completion of Flooring inside the Unit				33,67,000	4,04,040	37,71,040	
7	On Virtual Completion			30-Jun-19	13,45,508	1,61,461	15,06,969	

Terms of Sale:

Booking and Earnest Money

The Earnest Money Deposit [EMD] must be paid in full to block the home. There are multiple sales consultants & channel partners working on the sales of the project and if homes are blocked for extended periods, the options available for potential customers get limited. Hence the booking will be automatically cancelled, if the signed Term Sheet AND the EMD is not received in full within **15** days from the date mentioned above

It is clearly agreed by the Purchasers herein that this EMD is only for the purpose of blocking the unit for a period of one month and if the 1st installment of "Advance" is not received on or before the date mentioned in the Payment Schedule, this booking may be cancelled at the sole discretion of the Developers and the EMD refunded after forfeiting an amount calculated at **4%** of the Term Sheet Value.

Taxes & Duties

In addition to the above amounts, Taxes and Duties as applicable, shall be payable along with each instalment at the rates prevailing at the time of invoicing for the relevant milestone. Stamp Duty and Registration Fees as well as incidental expenses shall also be payable on actuals on the Agreement for Sale as well as Sale Deed.

Resale or Transfer

The above unit cannot be resold or transferred until the 1st instalment of "Advance" has been paid in full. After the 1st instalment of "Advance" has been paid in full AND the Agreement for Sale along with Construction Agreement has been signed, the unit can be transferred at a charge calculated at INR **350** per sq.ft. of carpet area and in such case, the potential Transferee would have to meet and be approved by the Developers

Design, Specifications & Customisation

These homes have been especially designed and detailed by "Shibanee & Kamal Architects". Any design decisions, whether interior or exterior, shall be at the sole discretion of "Shibanee & Kamal Architects". No external Architects or Designers shall be entertained. Before booking the above home, the Purchasers have ensured that they are completely comfortable with the design philosophy of Shibanee & Kamal Architects.

The specifications provided inside the home shall be as provided in the annexure marked "Specifications"

In case the Purchasers require to customise their homes, the same shall be possible only through either a) Online customisation platform provided by the Developers, for a fee calculated at INR **100** / sq.ft. of saleable area of the home, OR b) Personalised Customisation for a fee calculated at INR **300** / sq.ft. of saleable area of the home. Customisation shall not be possible through any other means.

The above fee shall be payable before commencing with the customisation

For customisation through the online platform, the options shall be limited to the standard options available through the platform only.

The option of Personalised Customisation shall be available for a limited number of units only and, solely at the discretion of the Developers. Options available through this shall be restricted at the sole discretion of the Architects appointed by the Developers and personal sessions with the appointed Architects shall be limited to a maximum of **3** (Three) sessions running for a cumulative total of **9** (Nine) hours and these sessions shall be available only at the designated offices of the Developers

Charges towards customisation and improvements shall be payable in full immediately on signing the customisation drawings and schedules.

Any customisation of the home by the Purchasers shall result in an increase in timeline for the Virtual Completion by a minimum of **3** months, which is for minimal customisation. For regular customisation with changes to wall positions or civil materials or additions such as furniture etc., the additional time would be **6** months and for extensive customisation such as selection of long lead items, hand made furniture items etc., including any customisation through personalised customisation, the additional time would be **12** months

Carpet Area, Built-up Area & Saleable Area

The **Carpet Area** means the net usable floor area of an apartment, excluding the area covered by the external walls, areas under services shafts, exclusive balcony or verandah area and exclusive open terrace area, but includes the area covered by the internal partition walls of the Unit

The **Built-Up Area** shall include the entire area of the building block after deducting cutouts, measured to the center of any walls that are common with an adjacent villa and to the outer face of all external walls. Open-to-sky wood decks on a structural slab, or on a steel structure, shall be taken at **50%**, and if such decks are covered with glass or other roof structure, they shall be taken at **100%**. Open-to-sky steps from deck to garden at **50%**, Accessible terrace gardens on structural slab that are open to sky shall be included at **50%** and if such gardens are covered with glass or other roof, shall be included at **100%**. Covered car porch shall be taken at **33%**. Fully enclosed Utility with skylight cover at **100%** and open to sky Utility at **50%**.

Saleable Area - In order to provide transparency and a standard measure to customers, the Developers use the Built-up area of the floor plate as the basis for calculating Saleable Area and have stayed away from the concept of Super Built-Up Area used in the Industry. In case of Villas, no loading is applied on the Built-up area to arrive at Saleable Area. Saleable Area = [Built-Up Area * **1.3**]

Property Management

Property Management services shall be provided by Total Environment for the common areas and facilities in the Project for **36** months from the date of Virtual Completion

The scope of the Property Management services shall include housekeeping, landscaping, security services, diesel for the generator, AMC's for the equipment in the Project, waste management and maintenance of the clubhouse and amenities such as swimming pool and gym, all only for the common areas. The scope shall NOT include any maintenance of individual homes and does NOT include cost of utilities such as electricity, water and gas to individual homes.

I agree to all the costs, payment schedules, terms and conditions as mentioned above.

Customer Name Intending Purchaser/s	Customer Name Sales Head for Total Environment [Developers]	Director
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