

## Customer Information Sheet

|                                                                                                       |                                                                      |                                         |  |                                      |                   |
|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------|-----------------------------------------|--|--------------------------------------|-------------------|
| ID : 91070      Old CIS No : -      CIS Date : 04-05-2018                                             |                                                                      | Company                                 |  | Synergy Biotechnology                |                   |
| Prepared By : Swetha / Assigned To : Swetha / Reassigned To : Swetha                                  |                                                                      | Business                                |  |                                      |                   |
| Customer Name And Address<br><br>Mrs. Mahalakshmi/Mr. Babu Rao<br>Domalaguda                          |                                                                      | Designation                             |  | Proprietor                           |                   |
|                                                                                                       |                                                                      | Home Phone                              |  | 04027191404                          |                   |
|                                                                                                       |                                                                      | Work Phone                              |  | 9440620033                           |                   |
|                                                                                                       |                                                                      | Mobile                                  |  | 9618404440                           |                   |
|                                                                                                       |                                                                      | Fax                                     |  |                                      |                   |
|                                                                                                       |                                                                      | Email                                   |  | gvbaburao@gmail.com                  |                   |
| For Project                                                                                           |                                                                      | Projects Visited                        |  | Projects Liked                       |                   |
| SOV                                                                                                   |                                                                      | SOB,SOV                                 |  | SOV                                  |                   |
| Enquiry Source                                                                                        |                                                                      | Enquiry Type                            |  | Lead Status                          |                   |
| Email / Website                                                                                       |                                                                      | Phone Call                              |  | Active                               |                   |
| Brochure Sent                                                                                         |                                                                      | Executive Meet Customer                 |  | Visiting Card                        |                   |
| Yes                                                                                                   |                                                                      | Yes                                     |  | No                                   |                   |
| Company Type                                                                                          |                                                                      | Spouse Company                          |  | Purpose                              |                   |
| Other                                                                                                 |                                                                      | -                                       |  | Self Use                             |                   |
| Housing Loan Required                                                                                 |                                                                      | Amount Required                         |  | Pre-sanctioned Obtained              |                   |
| Yes                                                                                                   |                                                                      | 20 Lakhs                                |  | Yes                                  |                   |
| Discount Expected                                                                                     |                                                                      | Discount Offered                        |  | Site Visit With                      |                   |
| yes                                                                                                   |                                                                      | no                                      |  | Family                               |                   |
| Customer Requirement                                                                                  |                                                                      | Home Town                               |  | Other Info                           |                   |
| 2BHK                                                                                                  |                                                                      | Hyderabad                               |  | Looking property near to his company |                   |
| Company Address                                                                                       |                                                                      | Company Details                         |  |                                      |                   |
| Cherlapally                                                                                           |                                                                      | Aquaculture farm, Synergy Biotechnology |  |                                      |                   |
| Smart Text                                                                                            |                                                                      |                                         |  |                                      |                   |
| Selected villa no. 92, Booking form signed                                                            |                                                                      |                                         |  |                                      |                   |
| Customer Query                                                                                        |                                                                      |                                         |  |                                      |                   |
| -                                                                                                     |                                                                      |                                         |  |                                      |                   |
| Customer Special Requirements                                                                         |                                                                      |                                         |  |                                      |                   |
| -                                                                                                     |                                                                      |                                         |  |                                      |                   |
| Remarks                                                                                               |                                                                      |                                         |  |                                      |                   |
| Looking for simplex, Customer visited site with his family selected villa no. 92, Booking form Signed |                                                                      |                                         |  |                                      |                   |
| Call/Entry Date                                                                                       | Call Details                                                         |                                         |  |                                      |                   |
| 05-2018                                                                                               | Call Made By :                                                       |                                         |  |                                      |                   |
| 04-05-2018                                                                                            | OutCome Of Call :                                                    |                                         |  |                                      | Call Type : NA    |
|                                                                                                       | Next Call Date : 05-05-2018                                          |                                         |  |                                      |                   |
|                                                                                                       | Target Of Call : first call detail to be entered                     |                                         |  |                                      |                   |
| 09-05-2018                                                                                            | Call Made By : Swetha                                                |                                         |  |                                      | Call Type : Phone |
| 09-05-2018                                                                                            | OutCome Of Call : Enquired for SOV then info given about SOV project |                                         |  |                                      |                   |
|                                                                                                       | Next Call Date : 11-05-2018                                          |                                         |  |                                      |                   |
|                                                                                                       | Target Of Call : Call back customer to provide further details       |                                         |  |                                      |                   |
| 12-05-2018                                                                                            | Call Made By : Swetha                                                |                                         |  |                                      | Call Type : Phone |
| 12-05-2018                                                                                            | OutCome Of Call : Customer did not pick up the phone                 |                                         |  |                                      |                   |
|                                                                                                       | Next Call Date : 14-05-2018                                          |                                         |  |                                      |                   |
|                                                                                                       | Target Of Call : Call back customer to provide further details       |                                         |  |                                      |                   |
| 16-05-2018                                                                                            | Call Made By : Swetha                                                |                                         |  |                                      | Call Type : Phone |
| 16-05-2018                                                                                            | OutCome Of Call : Said that they will try to visit on tomorrow       |                                         |  |                                      |                   |
|                                                                                                       | Next Call Date : 17-05-2018                                          |                                         |  |                                      |                   |
|                                                                                                       | Target Of Call : Call back customer to provide further details       |                                         |  |                                      |                   |

|            |                                                                                                                                                                |                   |
|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| 17-05-2018 | Call Made By : Swetha                                                                                                                                          | Call Type : Phone |
| 17-05-2018 | OutCome Of Call : Customer did not picked up the phone                                                                                                         |                   |
|            | Next Call Date : 18-05-2018                                                                                                                                    |                   |
|            | Target Of Call : Call back customer to provide further details                                                                                                 |                   |
| 23-05-2018 | Call Made By : Swetha                                                                                                                                          | Call Type : Phone |
| 23-05-2018 | OutCome Of Call : Customer did not picked up the phone                                                                                                         |                   |
|            | Next Call Date : 24-05-2018                                                                                                                                    |                   |
|            | Target Of Call : Call back customer to provide further details                                                                                                 |                   |
| 24-05-2018 | Call Made By : Swetha                                                                                                                                          | Call Type : Phone |
| 24-05-2018 | OutCome Of Call : Customer visited site,shown the model villa and info given about project,said he wants to visit the site with his family members on tomorrow |                   |
|            | Next Call Date : 25-05-2018                                                                                                                                    |                   |
|            | Target Of Call : Follow up customer for site visit with his family members                                                                                     |                   |
| 25-05-2018 | Call Made By : Swetha                                                                                                                                          | Call Type : Phone |
| 25-05-2018 | OutCome Of Call : Customer visited site with his family,Interested in simplex villa no. 92,Booking form done                                                   |                   |
|            | Next Call Date : 25-05-2018                                                                                                                                    |                   |
|            | Target Of Call : Selected villa no. 92,sale closed on 25-05-2018                                                                                               |                   |