

# INCENTIVE REQUEST FORM

Requested BU/BR Name : **IS BU**

Business Unit : **IS BU**

S'Part

Service

Rental

Month (Sale)	Month (RV)	Sales/Service Man Name	Currency	Target Sales Amount	Actual Sales Amount	Achievement (%)	Incentive Calculation (%)	Incentive Calculation Amount	Total Incentive Amount	Sales/Service Man Incentive Amount	Pooling
Mar'25	Mar'25, Apr'25	Shine Wai Phyo	MMK	40,275,000	28,400,000	71%	0.60%	28,400,000	170,400.00	102,240.00	68,160.00
<b>Total (USD)</b>											
<b>Total (MMK)</b>									170,400.00	102,240.00	68,160.00
<b>Recommendation - CFD</b>		<b>Cash Down Sales</b> <input checked="" type="checkbox"/>			<b>AR Finished</b> <input type="checkbox"/>			<b>Exchange Rate</b>		-	

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign :	Sign :	Sign :	Sign :	Sign :	Sign :	Sign :
Name : Htet Htet Wai	Name : Khin Yadana Htun	Name : Shine Wai Phyo	Name : Thwe Thwe Mar	Name : Ko Chit San Ko	Name : Ma Marlar Swe	Name : Ma Zin Mar Thuang
Sale Dept	F&A Dept - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD



**STANDARD FORMAT FOR INCENTIVE REQUISITION FORM**

IS (Rental)

Period of request incentive for Rental (Mar'25)

No	Company Name	AR Date	AR Inv No	Inv Amount (MMK)	Discount Amount	Broker Fees/Other Charges	Total Invoice Amount	TTL Incentive (0.6%)	Salesman		RV Date	RV No	Sales Man
									60%	40%			
1	PITI PYAE ZONE CO.,LTD	3-Mar-25	78-RN-SI-M202503001	2,800,000	-	-	2,800,000	16,800	10,080	6,720	4-Mar-25	RV-IS-2025-03-00009	Shine Wai Phyo
2	CHINA CIVIL ENGINEERING CONSTRUCTION CORPORATION MYANMAR CO.,LTD	4-Mar-25	78-RN-SI-M202503002	6,000,000	-	-	6,000,000	36,000	21,600	14,400	21-Mar-25	RV-IS-2025-03-00010	Shine Wai Phyo
3	IHI INFRASTRUCTURE SYSTEMS CO.,LTD	7-Mar-25	78-RN-SI-M202503004	13,600,000	-	-	13,600,000	81,600	48,960	32,640	25-Mar-25	RV-IS-2025-03-00011	Shine Wai Phyo
4	CHINA CIVIL ENGINEERING CONSTRUCTION CORPORATION MYANMAR CO.,LTD	17-Mar-25	78-RN-SI-M202503005	6,000,000	-	-	6,000,000	36,000	21,600	14,400	4-Apr-25	RV-IS-2025-04-00001	Shine Wai Phyo
					-	-	<b>28,400,000</b>	<b>170,400</b>	<b>102,240</b>	<b>68,160</b>			

<b>Rental Incentive Policy</b>	
<b>For Total Incentive</b>	<b>0.60%</b>
<b>For Salesman</b>	<b>60%</b>
<b>For Pooling</b>	<b>40%</b>

<b>Total Claim Amount (0.6%)</b>	<b>170,400</b>
<b>Amount for Sales person (60%)</b>	<b>102,240</b>
<b>Amount for Pooling (40%)</b>	<b>68,160</b>