



# INCENTIVE REQUEST FORM



Requested BU/BR Name :

**YGN BTB**

Business Unit :

MAC 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
Apr25	Apr25	Phyo Zin Ko Oo	MMK	44,350,000	51,333,201	116%	61%	854,166	521,041	468,937	85,416.56
Total (USD)											
Total (MMK)				44,350,000	51,333,201				521,041	468,937	85,417
Recommentation - CFD			Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate		

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>
Name: Shwe Sin Ei/Phyo Zin Ko Oo	Name: Ma Lae Yee Zaw	Name: KO Pyae Phyo Oo	Name: Ma Pyae Phyo Zin	Name: Ma Seint Seint Thu	Name: Ma Marlar Swe	Name: Ma Zin Mar Thuang
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DI) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

02-BCU-FNA-FRM-003-00

Valvoline - 428223.11 MMK

Mataador - 2,688.48 MMK

Tsurumi - 38,025.34 MMK

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(-) please sum

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Apr'25	Apr'25	Myint Myat Aung Lwin(CS)	MMK	31,045,000	32,043,072	103%	74%	566,795	419,428	377,485	56,579.46
Total (USD)											
Total (MMK)				31,045,000	32,043,072			566,795	419,428	377,485	56,679
Recommendation - CFD			Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate		

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Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>
Name: MMAL	Name: Loe Yee Zaw	Name: KO Min Thu	Name: Ma Pyae Phyo Zin	Name: Ma Sein Sein Thu	Name: Ma Marlar Swe	Name: Ma Zin Mya Thanting
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGMUCFO - CFD

02-BCU-FNA-FRM-003-00

Valvoline - 358,112.94 MMK

Matador - 19,362.25 MMK



people origin

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Apr25	Apr25	Myo Myat Aung	MMK	57,655,000	62,596,101	109%	41%	1,077,319	441,701	397,531	107,731.88
Total (USD)											
Total (MMK)				57,655,000	62,596,101			1,077,319	441,701	397,531	107,732
Recommendation - CFD			Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate		

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign: <i>MMAL</i>	Sign: <i>Lae Yee Zaw</i>	Sign: <i>KO Min Thu</i>	Sign: <i>Ma Pyae Phyo Zin</i>	Sign: <i>Ma Seint Seint Thu</i>	Sign: <i>Ma Marlar Swe</i>	Sign: <i>Ma Zin Mar Thauing</i>
Name: MMAL	Name: Lae Yee Zaw	Name: KO Min Thu	Name: Ma Pyae Phyo Zin	Name: Ma Seint Seint Thu	Name: Ma Marlar Swe	Name: Ma Zin Mar Thauing
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

02-BCU-FNA-FRM-003-00

Valvoline - 228,256.74 MMK

Miatador - 169,273.90 MMK



people origin

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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
Apr25	Apr25	Wai Phyo Lwin	MMK	26,610,000	30,162,381	113%	29%	507,399	147,146	132,431	50,739.90
Total (USD)											
Total (MMK)				26,610,000	30,162,381			507,399	147,146	132,431	50,740
Recommendation - CFD		Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate		-	

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Name: MAL/Wai Phyo Lwin	Name: Lae Yee Zaw	Name: KO Min Thu	Name: Ma Pyae Phyo Zin	Name: Ma Seint Seint Thu	Name: Ma Marlar Swe	Name: Ma Zin Ma Thuang
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

02-BCU-FNA-FRM-003-00

Valvoline - 43,108.87 MMK

Madador - 89,322.28 MMK



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Feb25	Feb25/Mar25/Apr25/May25	Myo Myat Aung	MMK	73,360,000	59,387,023	81%	74%	475,096	351,571	316,414	
Total (USD)											
Total (MMK)				73,360,000	59,387,023			475,096	351,571	316,414	
Recommendation - CFD			Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>		Exchange Rate		-	

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
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Name: MMAL/Myo Myat Aung	Name: Lae Yee Zaw	Name: KO Min Thu	Name: Ma Pyae Phyo Zan	Name: Ma Seint Seint Thu	Name: Ma Marlar Swe	Name: Ma Zin Mar Thawng
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFD - CFD

02-BCU-FNA-FRM-003-00

Valvoline - 139,545.86 MMK

Matador - 176,868.20 MMK



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Mar25	Mar25/Apr25/May25	Wai Phyto Lwin	MMK	22,375,000	11,844,834	53%	67%	94,759	63,488	57,139	
Total (USD)											
Total (MMK)				22,375,000	11,844,834			94,759	63,488	57,139	
Recommendation - CFD		Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate			

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Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>	Sign: <i>[Signature]</i>
Name: MMAL/Wai Phyto Lwin	Name: Lae Yee Zaw	Name: KO Min Thu	Name: Ma Pyae Phyto Zin	Name: Ma Sein/Seint Thu	Name: Ma Marlar Swe	Name: Ma Zin Mar Thuang
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFD - CFD

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Valvoline - 20,916.09 MMK

Matador - 36,223.39 MMK



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Mar25	Mar25/Apr25/May25	Myo Myat Aung	MMK	58,175,000	67,880,217	117%	74%	1,124,792	832,346	749,111	
Total (USD)											
Total (MMK)				58,175,000	67,880,217			1,124,792	832,346	749,111	
Recommendation - CFD		Cash Down Sales <input type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate			

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign:	Sign:	Sign:	Sign:	Sign:	Sign:	Sign:
Name : MMAL Myo Myat Aung	Name : Lae Yee Zaw	Name : KO Min Thu	Name : Ma Pyae Phyo Zin	Name : Ma Seint Seint Thu	Name : Ma Marlar Swe	Name : Ma Zin Mar Thuang
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

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ValueLine - 218,402.55 MMK

Matador - 530,708.75 MMK