

Summary For All BU & BR Incentive (Jan'25)

No	BU	BR	No; of Customer	No; of Saleman	Total Incentive		Saleman Amt		Pooling Amt		Retain Amt (10%)		Remark
					\$	Ks	\$	Ks	\$	Ks	\$	Ks	
1	TRK	TRK	1	2		265,837		166,921		98,916			
2	TRK	MDY	2	1		34,644		13,858		20,786			
TTL					-	300,481	-	180,778	-	119,702	-	-	

Summary For All BU & BR Incentive (Jan'25)

No	BU	BR	Customer Name	Saleman Name	Total Incentive		Convert(Ks)	Saleman Amt		Convert(Ks)	Pooling Amt		Convert(Ks)	Retain Amt (10%)		Incentive Change	Resign (o)	
					\$	Ks		\$	Ks		\$	Ks		\$	Ks			
1	TRK	TRK	U Hla Shwe (SHWE ZIN P)	Paing Soe Thu ✓	-	247,290	247,290.21		148,374	148,374.13		98,916	98,916			-		
2	TRK	TRK	U Hla Shwe (SHWE ZIN P)	Zar Zar Htwe ✓	-	18,547	18,547		18,547	18,547			-			-		
3	TRK	MDY	S' Part	Thet Zaw Htun	7.60	-	34,644	3.04		13,858	4.56		20,786			-	4,560	
TTL					7.60	265,837	300,481	3.04	166,921	180,778	4.56	98,916	119,702	-	-	-		-



UNIT SALES INCENTIVE REQUEST FORM



Incentive Date	31-Jan-25	Invoice Amount	71,766,667
Incentive No.	Manual INC/TRK/2024/12/001	Lucky Money Amount	500,000
Sales Man Name	Paing Soe Thu / Ma Zca Zca Htwe (SH)	FOC Parts	112,827
BU Name	T&B	Other Charges	9,331,287
BR Name	T&B	Total Deduction Amount	9,944,114
Contract No.	WL-HS-578/2023	Incentive Calculation (%)	0.4%
Product Model	XMQ6552	Total Incentive Amount	247,290.21
M/C Serial No.	LA61AAA48LB508031	Sales Man - Amount	148,374
Invoice Date	19-Jul-23	Deduction Amount Due to Broker Fee	
Invoice No.	BTR-UNT-SI-23070004	Sales Man - Incentive Amount	148,374
Customer Name	U Hla Shwe (SHWE ZIN PASSENGER GATE)	Sales Head - Incentive Amount	18,547
Final RV Date	20-Jan-25	Pooling - Amount	98,916
Currency	USD <input type="checkbox"/>	MMK <input checked="" type="checkbox"/>	
Machine Type	Used <input type="checkbox"/>	New <input checked="" type="checkbox"/>	
Broker Status	With Broker <input checked="" type="checkbox"/>	Without Broker <input type="checkbox"/>	
Incentive PIC	BU <input checked="" type="checkbox"/>	BR <input type="checkbox"/>	
Note	HQT-RV-2025-01-0713 (1,880,000/-MMK) 20-Jan-25		
Recommendation - CFD	AR Finished <input checked="" type="checkbox"/>	Good Payment <input checked="" type="checkbox"/>	Late Payment - Days <input type="checkbox"/>
			Late Payment - Months <input type="checkbox"/>
			Bad Payment <input type="checkbox"/>
			Exchange Rate <input checked="" type="checkbox"/>

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign:	Sign:	Sign:	Sign:	Sign:	Sign:	Sign:
Name: Ei Yin Win	Name: Hay Mar Phyo	Name: Zar Zar Htwe	Name: Khin Thida Tun	Name: Win Theingi Nwe	Name: Marlar Swe	Name: Zin Mar Thuang
Sales Dept.	F&A Dept. - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept. - CFD	AGM/CFO - CFD

Customer Statement

Customer **U Hla Shwe (SHWE ZIN PASSENGER GATE)**
 Contact Person **U Hla Shwe (SHWE ZIN PASSENGER GATE)**
 Attention **(Sale By Paing Soe Thu)**
 No Contract **WL-IIS-578/2023**
 Interest Rate **0 0%**
 Currency **MMK**
 BTR-UNT-SI-23070004

Summary	MMK
Contract Amt	75,100,000
Fine to Date	-
Total AR	75,100,000
Payment to Date	75,104,058
Total Payable	(4,058)

Overdue
 Fine to Date (4,058)

KINGO-17 seater| King Long Bus- XMQ6552 (White / 17 seaters , LA61AAA48LB508031 , Car No- 4S/4508

Date	Particular	Installment Plan	Due	Paid	Bal:
19-Jul-23	1 Unit Total sales Amount (MMK 75,100,000.00		75,100,000		75,100,000
19-Jul-23	Installment (Down Payment)	37,017,000			75,100,000
12-Jul-23	3 7 2023 RV NO/BTR-RV-23070001, MMK-1,000,000			1,000,000	74,100,000
13-Jul-23	5 7 2023 RV NO/HQT-RV-2023-07-0099 MMK-2,000,000			2,000,000	72,100,000
12-Jul-23	12 7 2023 RV NO/HQT-RV-2023-07-0299 MMK-34,017,000			34,017,000	38,083,000
19-Aug-23	1 installment Payable	2,351,852			38,083,000
23-Aug-23	HQT-RV-2023-08-0731(MMK 2,352,000/-), 23-Aug-23			2,351,852	35,731,148
19-Sep-23	2 installment Payable	2,324,074			35,731,148
15-Sep-23	HQT-RV-2023-09-0496 (MMK -2,324,074/-) 15-Sep-23			2,324,074	33,407,074
19-Oct-23	3 installment Payable	2,296,296			33,407,074
18-Oct-23	HQT-RV-2023-10-0528 (MMK 2,296,297/-) 18-Oct-23			2,296,296	31,110,778
19-Nov-23	4 installment Payable	2,268,519			31,110,778
21-Nov-23	HQT-RV-2023-11-0637 (MMK 2,268,519/-) 21-Nov-23			2,268,519	28,842,259
19-Dec-23	5 installment Payable	2,240,741			28,842,259
15-Dec-23	HQT-RV-2023-12-0448 (MMK 2,240,740 741/-) 15-Dec-23			2,240,741	26,601,519
19-Jan-24	6 installment Payable	2,212,963			26,601,519
18-Jan-24	HQT-RV-2024-01-0558 (MMK 2,212,963/-) 18-Jan-24			2,212,963	24,388,556
19-Feb-24	7 installment Payable	2,185,185			24,388,556
16-Feb-24	HQT-RV-2024-02-0512 (MMK 2,185,185/-) 16 Feb-24			2,185,185	22,203,370
19-Mar-24	8 installment Payable	2,157,407			22,203,370
20-Mar-24	HQT-RV-2024-03-0555 (MMK 2,157,500/-) 20 Mar-24			2,157,500	20,045,870
19-Apr-24	9 installment Payable	2,129,630			20,045,870
22-Apr-24	HQT-RV-2024-04-0576 (MMK 2,130,000/-) 22-Apr-24			2,129,630	17,916,241
19-May-24	10 installment Payable	2,101,852			17,916,241
21-May-24	HQT-RV-2024-05-0672 (MMK 2,102,000/-) 21-May-24			2,102,000	15,814,241
19-Jun-24	11 installment Payable	2,074,074			15,814,241
19-Jun-24	HQT-RV-2024-06-0593 (MMK 2,075,000/-) 19-Jun-24			2,075,000	13,739,241
19-Jul-24	12 installment Payable	2,046,296			13,739,241
18-Jul-24	HQT-RV-2024-07-0608 (MMK 2,046,300/-) 18-Jul-24			2,046,300	11,692,941

19-Aug-24	13 installment Payable	2,018,519		11,692,941
19-Aug-24	HQT-RV-2024-08-0494 (MMK 2,020,000/-)		2,018,519	9,674,422
19-Sep-24	14 installment Payable	1,990,741		9,674,422
19-Aug-24	HQT-RV-2024-08-0494 (MMK 1,991,000/-)	1,989,260	1,481,000	9,672,941
19-Sep-24	HQT-RV-2024-09-0532 (MMK 1,991,000/-)		1,989,260	7,683,681
19-Oct-24	15 installment Payable (Principal)	1,962,963		7,683,681
19-Sep-24	HQT-RV-2024-09-0532 (MMK 1,991,000/-)	1,961,223	1,740	7,681,941
21-Oct-24	HQT-RV-2024-10-0520 (1,963,000/- MMK)		1,961,223	5,720,719
19-Nov-24	16 installment Payable	1,935,185		5,720,719
21-Oct-24	HQT-RV-2024-10-0520 (1,963,000/-)	1,933,408	1,777	5,718,942
18-Nov-24	HQT-RV-2024-11-0547 (MMK-1,935,500/-Ks)		1,933,408	3,785,533
19-Dec-24	17 installment Payable	1,907,407		3,785,533
19-Nov-24	HQT-RV-2024-11-0547 (MMK-1,935,500/-)	1,905,316	2,092	3,783,442
19-Dec-24	HQT-RV-2024-12-0655 (MMK 1,907,500/-)		1,905,316	1,878,126
19-Jan-25	18 installment Payable	1,879,296		1,878,126
19-Dec-24	HQT-RV-2024-12-0655 (MMK 1,907,500/-)	1,877,112	2,184	1,875,942
20-Jan-25	HQT-RV-2025-01-0713 (1,880,000/-MMK)		1,880,000.00	(4,058)
				(4,058)
	TOTAL	75,100,000	-	75,104,058.08 (4,058)

Prepared By

Confirmed By

Acknowledge By

Approved By

[Signature]
 Name: *Myo Pao Pao*
 Position: *CA*

[Signature]
 Name: *Wun Wun Thida Tun*
 Position: *CA*

[Signature]
 Name: *Wun Tun Na*
 Position: *CA*

[Signature]
 Name: *Ma Mawlar Sae*
 Position: *CEO Finance (CA)*

Not have FR in other BU/BR.