

Sample

S'pare Parts Incentive Request For Feb 2024

Branch Name :YANGON BRANCH

| BU Name | Saleman Revenue Achievement | Feb'24 Target | Total Achievement | Achi (%) | Incentive (%) | TTL Incentive (0.4%)/(0.8%)/(1.5%) | Sales Man (40%) | Pooling (60%) | Salesman |
|---------|-----------------------------|---------------|-------------------|----------|---------------|------------------------------------|-----------------|---------------|-----------------|
| CE1 | 2244.16 | 6,500 | 2244.16 | 34.53% | 0.4% | 8.98 | 3.59 | 5.39 | Aung Khaing Myo |
| | 4170.93 | 5,500 | 4170.93 | 75.84% | 0.8% | 33.37 | 13.35 | 20.02 | Thin Myat Su |
| CE2 | 4777.44 | 11,000 | 4777.44 | 43.43% | 0.4% | 19.11 | 7.64 | 11.47 | Aung Khaing Myo |
| | 4038.05 | 7,000 | 4038.05 | 57.69% | 0.8% | 32.30 | 12.92 | 19.38 | Thin Myat Su |
| CE3 | 1845.02 | 2,500 | 1845.02 | 73.80% | 0.8% | 14.76 | 5.90 | 8.86 | Aung Khaing Myo |
| PG | 161.44 | 250 | 161.44 | 64.58% | 0.8% | 1.29 | 0.52 | 0.77 | Aung Khaing Myo |

Requested By




S'parts Admin

Checked By



Finance & Account

Approved By


ABOH



FOR S'PART

STANDARD FORMAT FOR INCENTIVE REQUISITION FORM

Period of request incentive for Feb'24

| No | Inv. Date | Customer | Invoice No | Branch | Description/ Part No. | QTY | Price | | Total inv Amount | | Discount | Discount Amt | | Total Amount | | TTL Incentive (0.4%) | | Sales Man (40%) | | Pooling (60%) | | RV number | RV Date | Salesman Name | | |
|------------------------------------|-----------|-----------------------|-------------------------------|--------|--------------------------|-----|-------|-----------|------------------|----|----------|--------------|-----------|--------------|-------|----------------------|-----------|-----------------|----------|---------------------|-----------|-----------------------|---------|---------------|----|--|
| | | | | | | | USD | Ks | USD | Ks | | % | USD | KS | USD | KS | USD | KS | USD | KS | USD | | | | KS | |
| 1 | 31-Jan-24 | MYANMAR KINAN CO.,LTD | INV/REM(MJ)/PRT/2024/01/99139 | YGN | L-000559(6M60) | 1 | | 1,695,833 | 1,695,833.33 | 2% | | 33,917 | 1,661,917 | | 6,648 | | 2,659.07 | | 3,988.60 | HQT-RV-2024-02-0850 | 28-Feb-24 | AUNG KHAING MYO | | | | |
| 2 | 31-Jan-24 | MYANMAR KINAN CO.,LTD | INV/REM(MJ)/PRT/2024/01/99139 | YGN | L-000560(6M60) | 1 | | 457,073 | 457,073.33 | 2% | | 9,141 | 447,932 | | 1,792 | | 716.69 | | 1,075.04 | HQT-RV-2024-02-0850 | 28-Feb-24 | AUNG KHAING MYO | | | | |
| 3 | 31-Jan-24 | MYANMAR KINAN CO.,LTD | INV/REM(MJ)/PRT/2024/01/99139 | YGN | L-000561(6M60) | 1 | | 322,429 | 322,428.57 | 2% | | 6,449 | 315,980 | | 1,264 | | 505.57 | | 758.35 | HQT-RV-2024-02-0850 | 28-Feb-24 | AUNG KHAING MYO | | | | |
| 4 | 31-Jan-24 | MYANMAR KINAN CO.,LTD | INV/REM(MJ)/PRT/2024/01/99139 | YGN | L-000562(6M60) | 1 | | 319,927 | 319,926.67 | 2% | | 6,399 | 313,528 | | 1,254 | | 501.65 | | 752.47 | HQT-RV-2024-02-0850 | 28-Feb-24 | AUNG KHAING MYO | | | | |
| 5 | 31-Jan-24 | MYANMAR KINAN CO.,LTD | INV/REM(MJ)/PRT/2024/01/99139 | YGN | L-000563(6M60) | 1 | | 58,777 | 58,777.14 | 2% | | 1,176 | 57,602 | | 230 | | 92.16 | | 138.24 | HQT-RV-2024-02-0850 | 28-Feb-24 | AUNG KHAING MYO | | | | |
| 6 | 31-Jan-24 | MYANMAR KINAN CO.,LTD | INV/REM(MJ)/PRT/2024/01/99139 | YGN | L-000564(6M60) | 1 | | 587,630 | 587,630.48 | 2% | | 11,753 | 575,878 | | 2,304 | | 921.40 | | 1,382.11 | HQT-RV-2024-02-0850 | 28-Feb-24 | AUNG KHAING MYO | | | | |
| For Total Incentive 0.8% (or) 1.5% | | | | | | | | | | | | | | | | - | 13,491.34 | - | 5,396.54 | - | 8,094.81 | 02-BCU-ADM-FRM-001-00 | | | | |

| | USD | Kvat |
|---|-----|-----------|
| Total Claim Amount (0.8% or 1.5% of sales amount) | - | 13,491.34 |
| Amount for Sales person (40%) | - | 5,396.54 |
| Amount for Pooling (60%) | - | 8,094.81 |

| Requested By | Checked By | Checked By | Checked By | Acknowledged By | Approved |
|------------------------|---------------------------|--------------|-------------------------|-----------------|--|
| | | | | | |
| Saleman/ Sale Admin | Finance & Account (BR) | Finance (BU) | Department Head (BU) | BR BOB | BU GM, CFO or CEO, designated COO & Head of Finance. |