



INCENTIVE REQUEST FORM



Requested BU/BR Name :

CE1 BU

Business Unit :

CE1 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	Counter Sale	USD	2,000	564.27	28%	0.7%	564.27	3.95	2.37	1.58
Total (USD)									3.95	2.37	1.58
Total (MMK)											
Recommendation - CFD		Cash Down Sales <input type="checkbox"/>			AR Finished <input checked="" type="checkbox"/>			Exchange Rate		44051-	

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign: <i>Phyo Wai Zaw</i>	Sign: <i>Thet Hmue Zin Zin</i>	Sign: <i>Aye Theingi Myint</i>	Sign: <i>Saw Nan Hlaing</i> SNH 24/6/25	Sign: <i>Min Thu Ya</i>	Sign: <i>Marlar Swe</i> MS 25/6/25	Sign: <i>Zin Mar Thaug</i>
Name : Phyo Wai Zaw	Name : Thet Hmue Zin Zin	Name : Aye Theingi Myint	Name : Saw Nan Hlaing	Name : Min Thu Ya	Name : Marlar Swe	Name : Zin Mar Thaug
Sale Dept	F&A Dept - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD



FOR SPART

STANDARD FORMAT FOR INCENTIVE REQUISITION FORM

Period of request Incentive for Apr'25 CE1 BU

No	Inv. Date	Customer	Invoice No	Branch	Description/ Part No.	QTY	Price		Total Inv Amount		Discount	Discount Amt		Total Amount		TTL Incentive (0.7%)		Sales Man (60%)		Pooling (60%)		RV number	RV Date	Salesman Name
							USD	Ks	USD	Ks		%	USD	Ks	USD	Ks	USD	Ks	USD	Ks	USD			
1	24-Apr-25	POWER PULSE GENERATOR PART	CE1-PRT-SI-25040012	CE1	14630764	1	15.49		15.49		0%			15.49		0.11		0.07		0.04		25-Apr-25	HQT-RV-2025-04-0624	Counter Sale
2	23-Apr-25	U Myo Aung	CE1-PRT-SI-25040044	CE1	04290354	1	85.71		85.71		0%			85.71		0.60		0.36		0.24		25-Apr-25	HQT-RV-2025-04-0625	Counter Sale
3	23-Apr-25	SAN NI ALUNG(NLP),U	CE1-PRT-SI-25040011	CE1	34315408	1	49.44		49.44		0%			49.44		0.35		0.21		0.14		23-Apr-25	HQT-RV-2025-04-0550	Counter Sale
4	23-Apr-25	SAN NI ALUNG(NLP),U	CE1-PRT-SI-25040011	CE1	14622335	1	53.92		53.92		0%			53.92		0.38		0.23		0.15		23-Apr-25	HQT-RV-2025-04-0550	Counter Sale
5	23-Apr-25	SAN NI ALUNG(NLP),U	CE1-PRT-SI-25040011	CE1	111110683	1	67.14		67.14		0%			67.14		0.47		0.28		0.19		23-Apr-25	HQT-RV-2025-04-0550	Counter Sale
6	8-Apr-25	SYNCHRO POWER MYANMAR CO	CE1-PRT-SI-25040003	CE1	15126069	10	23.41		234.10		2%	4.68		229.42		1.61		0.96		0.64		8-Apr-25	HQT-RV-2025-04-0233	Counter Sale
7	1-Apr-25	PHYO BROTHER'S GENERATOR SE	CE1-PRT-SI-25040001	CE1	21707132	1	31.32		31.32		0%			31.32		0.22		0.13		0.09		25-Apr-25	HQT-RV-2025-04-0612	Counter Sale
8	1-Apr-25	PHYO BROTHER'S GENERATOR SE	CE1-PRT-SI-25040001	CE1	17533661-G	1	31.83		31.83		0%			31.83		0.22		0.13		0.09		25-Apr-25	HQT-RV-2025-04-0012	Counter Sale

For Total Incentive 0.8% (or) 1.5% 564.27

	USD	Ks
Total Claim Amount (0.7% or 1% or 1.5% Or 2 % of sales amount)	3.95	-
Amount for Sales person (40%)	2.37	-
Amount for Pooling (60%)	1.58	-



INCENTIVE REQUEST FORM



Requested BU/BR Name :

CE1 BU ✓

Business Unit :

CE1 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
✓ May25	May25	✓ Counter Sale ✓	USD	✓ 7,000	✓ 728.82	✓ 10%	0.7% ✓	728.82	5.10	3.06	2.04
Total (USD)									5.10	3.06	2.04
Total (MMK)											
Recommendation - CFD		Cash Down Sales <input type="checkbox"/>			AR Finished <input checked="" type="checkbox"/>		Exchange Rate		44051- ✓		

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign :	Sign :	Sign :	Sign : SMH 24/6/20	Sign :	Sign : SMJ 25/6/20	Sign :
Name : Phyo Wai Zaw	Name : Thet Hmue Zin Zin	Name : Aye Theingi Myint	Name : Saw Nan Hlaing	Name : Min Thu Ya	Name : Marlar Swe	Name : Zin Mar Thaug
Sale Dept	F&A Dept - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

INCENTIVE REQUISITION FORM



FOR S'PART

STANDARD FORMAT FOR INCENTIVE REQUISITION FORM

Period of request Incentive for May'25 CE4 BU

No	Inv. Date	Customer	Invoice No	Branch	Description/ Part No.	QTY	Price		Total Inv Amount		Discount %	Discount Amt		Total Amount		TTL Incentive (6.7%)		Sales Man (60%)		Pooling (40%)		RV number	RV Date	Salesman Name
							USD	Ks	USD	Ks		USD	Ks	USD	Ks	USD	Ks	USD	Ks	USD	Ks			
1	26-May-25	U Phyo Win	CEI-FRT-SI-25050018	CEI	FOBCB0045	1	217.26		217.26	-	0%	-	-	217.26		1.52	-	0.91	-	0.61	-	HQT-RV-2025-05-0686	23-May-25	Counter Sale
2	19-May-25	Aung Myo Kywe	CEI-FRT-SI-25050010	CEI	692053	1	80.95		80.95	-	0%	-	-	80.95		0.57	-	0.34	-	0.23	-	HQT-RV-2025-05-0567	20-May-25	Counter Sale
3	7-May-25	POWER PULSE GENERATOR	CEI-FRT-SI-25050003	CEI	14630764	1	15.50		15.50	-	0%	-	-	15.50		0.11	-	0.07	-	0.04	-	HQT-RV-2025-05-0170	7-May-25	Counter Sale
4	2-May-25	SAW HLA PHONE,U	CEI-FRT-SI-25050001	CEI	14576154	1	383.74		383.74	-	0%	-	-	383.74		2.69	-	1.61	-	1.07	-	HQT-RV-2025-05-0053	3-May-25	Counter Sale
5	3-May-25	SHWE KA HSOUN CO., LTD	CEI-FRT-SI-25050020	CEI	04291400	6	1.34		8.06	-	0%	-	-	8.06		0.06	-	0.03	-	0.02	-	HQT-RV-2025-05-0041	3-May-25	Counter Sale
6	2-May-25	SHWE KA HSOUN CO., LTD	CEI-FRT-SI-25050020	CEI	04291399	6	3.89		23.31	-	0%	-	-	23.31		0.16	-	0.10	-	0.07	-	HQT-RV-2025-05-0041	2-May-25	Counter Sale
7										-	0%	-	-	0.00			-		-		-			
8										-	0%	-	-	0.00			-		-		-			
							For Total Incentive 6.8% (or) 1.5%					728.82		5.10		3.06		2.04						

Total Claim Amount (0.8% or 1.5% of sales amount)	USD	5.10
Amount for Sales person (40%)	USD	2.04
Amount for Pooling (60%)	USD	3.06

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	R	S
1	Summary For All BU & BR Incentive (Apr'25)															
2	No	BU	BR	Customer Name	Saleman Name	Total Incentive		Convert(Ks)	Saleman Amt		Convert(Ks)	Pooling Amt		Convert(Ks)	Exchange Rate	SM Re (or No)
3						\$	Ks		\$	Ks		\$	Ks			
18	15	CE1	CE1	Spare Part	Counter Sale	3.95		17,399	2.37	-	10,440	1.58	-	6,960	4,405	
14	TTL					8.95	-	17,899	2.87	-	10,440	1.58	-	6,960		
15																
16																
17																

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	R	S
	Summary For All BU & BR Incentive (May'25)															
	No	BU	BR	Customer Name	Saleman Name	Total Incentive		Convert(Ks)	Saleman Amt		Convert(Ks)	Pooling Amt		Convert(Ks)	Exchange Rate	SM
						\$	Ks		\$	Ks		\$	Ks			
	16	CE1	CE1	Spare Part	Counter Sale	5.10		22,466	3.06	-	13,479	2.04	-	8,986	4,405	
	TTL					5.10	-	22,466	3.06	-	13,479	2.04	-	8,986		