








INCENTIVE REQUEST FORM

Requested BU/BR Name : **T&B BU**
 Business Unit : **T&B 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	Counter Sale	USD	58,458.33	21,153.31	36%	0.004	20,972.65	83.89	33.56	50.33
Mar'25	Mar'25	Counter Sale	MMK	58,458.33	21,153.31	36%	0.004	808,490.00	3,233.96	1,293.58	1,940.38
Total (USD)								20,972.65	83.89	33.56	50.33
Total (MMK)								808,490.00	3,233.96	1,293.58	1,940.38
Recommendation - CFD		Cash Down Sales <input checked="" type="checkbox"/>			AR Finished <input type="checkbox"/>			Exchange Rate		44451-	

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign : 	Sign : 	Sign : 	Sign : 	Sign : 	Sign : 	Sign : 
Name : Zin Min Swe	Name : Hay Mar Phy	Name : May Thin Oo	Name : Khin Thida Tun	Name : Win Theingi Nwe	Name : Marlar Swe	Name : Zin Mar Thuang
Sale Dept	F&A Dept - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

02-BTR-FNA-FRM-004-00

FOR S'PART

STANDARD FORMAT FOR INCENTIVE REQUISITION FORM

Request Incentive for Mar'25

Inv. Date	Customer	Invoice No	DU	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			
31-Mar-25	MYANMAR FAST & FORWARD CO.,LTD	BTR-PRT-SI-25030047	T&B	692052-TB	40	4.10		164.00	-		USD	KS	164.00	-	0.66	-	0.26	-	0.39	-	BTR-RV-25040017.HQTRV-2025-04-0520	22/Apr/25	Counter Sale
31-Mar-25	MYANMAR FAST & FORWARD CO.,LTD	BTR-PRT-SI-25030047	T&B	152049200B	1	91.27		91.27	-		USD	KS	91.27	-	0.37	-	0.15	-	0.22	-	BTR-RV-25040017.HQTRV-2025-04-0520	22/Apr/25	Counter Sale
31-Mar-25	MYANMAR FAST & FORWARD CO.,LTD	BTR-PRT-SI-25030047	T&B	164209201A	1	62.14		62.14	-		USD	KS	62.14	-	0.25	-	0.10	-	0.15	-	BTR-RV-25040017.HQTRV-2025-04-0520	22/Apr/25	Counter Sale
31-Mar-25	PT POWER TRADING CO.,LTD	BTR-PRT-SI-25030046	T&B	253209200A	1	105.45		105.45	-		USD	KS	105.45	-	0.42	-	0.17	-	0.25	-	HQT-RV-2025-03-0631	31/Mar/25	Counter Sale
25-Mar-25	DENKO COMPANY LIMITED (YGN)	BTR-PRT-SI-25030036	T&B	255659200A	1		316,940	0.00	316,940		USD	KS	0.00	316,940	-	1,268	-	507	-	761	HQT-RV-2025-04-0361	10/Apr/25	Counter Sale
20-Mar-25	AURUM LOGISTICS MANAGEMENT	BTR-PRT-SI-25030030	T&B	5224128641	1		244,950	0.00	244,950		USD	KS	0.00	244,950	-	980	-	392	-	588	HQT-RV-2025-03-0409	21-Mar-25	Counter Sale
19-Mar-25	COCA COLA CO.,LTD	BTR-PRT-SI-25030025	T&B	15067197-TB	1	80.95		80.95	-		USD	KS	80.95	-	0.32	-	0.13	-	0.19	-	HQT-RV-2025-04-0047	02-Apr-25	Counter Sale
19-Mar-25	COCA COLA CO.,LTD	BTR-PRT-SI-25030025	T&B	1000422382-TB	1	45.12		45.12	-		USD	KS	45.12	-	0.18	-	0.07	-	0.11	-	HQT-RV-2025-04-0047	02-Apr-25	Counter Sale
19-Mar-25	COCA COLA CO.,LTD	BTR-PRT-SI-25030025	T&B	1000428205-T	2	14.20		28.40	-		USD	KS	28.40	-	0.11	-	0.05	-	0.07	-	HQT-RV-2025-04-0047	02-Apr-25	Counter Sale
19-Mar-25	COCA COLA CO.,LTD	BTR-PRT-SI-25030025	T&B	1000495963-TB	3	24.14		72.42	-		USD	KS	72.42	-	0.29	-	0.12	-	0.17	-	HQT-RV-2025-04-0047	02-Apr-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	5223194850	30	37.71		1131.24	-		USD	KS	1131.24	-	4.52	-	1.81	-	2.71	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	142129200D	25	0.72		17.88	-		USD	KS	17.88	-	0.07	-	0.03	-	0.04	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	145849203C	100	2.21		221.10	-		USD	KS	221.10	-	0.88	-	0.35	-	0.53	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	146719200D	100	2.67		267.30	-		USD	KS	267.30	-	1.07	-	0.43	-	0.64	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	146729201C	50	2.01		100.65	-		USD	KS	100.65	-	0.40	-	0.16	-	0.24	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	201269200C	100	0.53		52.80	-		USD	KS	52.80	-	0.21	-	0.08	-	0.13	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	52231616961	30	230.30		6908.88	-		USD	KS	6908.88	-	27.64	-	11.05	-	16.58	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	434319200C	50	4.07		203.50	-		USD	KS	203.50	-	0.81	-	0.33	-	0.49	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	434319200C	32	4.07		130.24	-		USD	KS	130.24	-	0.52	-	0.21	-	0.31	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	440559200A	20	5.43		108.68	-		USD	KS	108.68	-	0.43	-	0.17	-	0.26	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	5222523782	1	15.77		15.77	-		USD	KS	15.77	-	0.06	-	0.03	-	0.04	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	5223181088	10	85.84		858.44	-		USD	KS	858.44	-	3.43	-	1.37	-	2.06	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	5223761425	2	18.37		36.74	-		USD	KS	36.74	-	0.15	-	0.06	-	0.09	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	806059200B	40	2.48		99.00	-		USD	KS	99.00	-	0.40	-	0.16	-	0.24	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	9524600217	30	56.75		1702.47	-		USD	KS	1702.47	-	6.81	-	2.72	-	4.09	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	122709200C	4	37.37		149.47	-		USD	KS	149.47	-	0.60	-	0.24	-	0.36	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	142149200B	50	0.44		22.00	-		USD	KS	22.00	-	0.09	-	0.04	-	0.05	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	146729200E	12	2.38		28.51	-		USD	KS	28.51	-	0.11	-	0.05	-	0.07	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	164109200A	50	1.91		95.70	-		USD	KS	95.70	-	0.38	-	0.15	-	0.23	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	164419200A	1	18.49		18.49	-		USD	KS	18.49	-	0.07	-	0.03	-	0.04	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale
19-Mar-25	GOOD FRIEND AGENCY	BTR-PRT-SI-25030033	T&B	201049202C	20	2.65		53.02	-		USD	KS	53.02	-	0.21	-	0.08	-	0.13	-	HQT-JV-2025-03-0106	19-Mar-25	Counter Sale

Summary For All BU & BR Incentive (Mar'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	S'part	1		376,128		150,451		225,677				
2	TRK	MDY	S'part	1		24,474		9,789		14,684				
3	TRK	TRK	Service	2		7,023		7,023						
TTL						-	407,624	-	167,264	-	240,361	-	-	

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

No	BU	BR	Customer Name	Saleman Name	Total Incentive		Convert(Ks)	Saleman Amt		Convert(Ks)	Pooling Amt		Convert(Ks)	Change Resign (c)
					\$	Ks		\$	Ks		\$	Ks		
1	TRK	TRK	S' Part	Counter Sale	83.89	3,234	376,128	33.56	1,294	150,451	50.33	1,940	225,677	4,445
2	TRK	MDY	S' Part	Sai Ye Thwin	5.51	-	24,474	2.20		9,789	3.30		14,684	4,445
3	TRK	TRK	Service	Myint Mya Thu , Y	1.22		5,422.90	1.22		5,423			-	4,445
4	TRK	TRK	Service	Yan Naung Win	0.36		1,600.20	0.36		1,600			-	4,445
TTL					90.98	3,234	407,624	37.34	1,294	167,264	53.64	1,940	240,361	-