



# INCENTIVE REQUEST FORM



Requested BU/BR Name :

**CE3 BU**

Business Unit :

CE3

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
Apr'25	Apr'25	Thin Thin	USD	16,191	1,029	6%	0.7%	1,029	7.20	4.32	2.88
<b>Total (USD)</b>					1,029.05			1,029.05	7.20	4.32	2.88
<b>Total (MMK)</b>											
<b>Recommendation - CFD</b>		<b>Cash Down Sales</b> <input type="checkbox"/>			<b>AR Finished</b> <input checked="" type="checkbox"/>			<b>Exchange Rate</b>		- 44051 -	

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign:	Sign:	Sign:	Sign:	Sign:	Sign:	Sign:
Name : Thin Thin	Name : Yoon Thet Nwe	Name : Hnin Nu Nu Hlaing	Name : Hnin Nu Shwe	Name : Zar Ni Aung	Name : Marlar Swe	Name : Zin Moe Thang
Sale Dept	F&A Dept - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD



FOR S'PART

STANDARD FORMAT FOR INCENTIVE REQUISITION FORM

Period of request incentive for Apr'25 CE3 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%,1%,1.5%,2%)		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	2-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040005	CE3	Engine Oil Pipe(Long) for ME210	1	142.56		143	-	5%	7.13	-	135.43	-	0.95	-	0.57	-	0.38	-	HQT-RV-2025-04-0053	2-Apr-25	Thin Thin
2	2-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040005	CE3	Engine Oil Pipe(Short) for ME210	1	142.56		143	-	5%	7.13	-	135.43	-	0.95	-	0.57	-	0.38	-	HQT-RV-2025-04-0053	2-Apr-25	Thin Thin
3	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Water Separator for ME210/ML30/MLS0/MC10	2	24.07		48	-		-	-	48.14	-	0.34	-	0.20	-	0.13	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
4	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Fuel Main Filter For ME315/ME210/ME375	1	46.13		46	-		-	-	46.13	-	0.32	-	0.19	-	0.13	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
5	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Engine Oil Filter For ME315/ME210	1	18.38		18	-		-	-	18.38	-	0.13	-	0.08	-	0.05	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
6	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Oil return filter element for ME210	1	168.67		169	-		-	-	168.67	-	1.18	-	0.71	-	0.47	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
7	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Oil Suction Strainer for ME210	1	39.20		39	-		-	-	39.20	-	0.27	-	0.16	-	0.11	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
8	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Hydraulic Pilot filter for ME210/ME375	1	39.77		40	-		-	-	39.77	-	0.28	-	0.17	-	0.11	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
9	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Hydraulic Air Breather Filter for ME210/ME315/ME375	1	11.05		11	-		-	-	11.05	-	0.08	-	0.05	-	0.03	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
10	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Air Filter (In+Out) for ME210/ME315	1	161.08		161	-		-	-	161.08	-	1.13	-	0.68	-	0.45	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
11	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Air Con Filter(Out) for ME210	1	27.02		27	-		-	-	27.02	-	0.19	-	0.11	-	0.08	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
12	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Air Con Filter(In) for ME210	1	27.02		27	-		-	-	27.02	-	0.19	-	0.11	-	0.08	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
13	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Boom Cylinder Seal Kit for ME210	2	44.55		89	-		-	-	89.10	-	0.62	-	0.37	-	0.25	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
14	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Seal Kit, Bucket Cylinder For ME210	1	42.04		42	-		-	-	42.04	-	0.29	-	0.18	-	0.12	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin
15	29-Apr-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25040009	CE3	Arm Cylinder Seal Kit for ME210	1	40.59		41	-		-	-	40.59	-	0.28	-	0.17	-	0.11	-	HQT-RV-2025-04-0727 HQT-RV-2025-04-0535	28-Apr-25	Thin Thin

For Total Incentive 0.7% (or) 1% (or) 1.5% (or) 2%

1029.05

USD	7.20	Kyat	-
USD	4.32	Kyat	-
USD	2.88	Kyat	-

Total Claim Amount (0.7% or 1% or 1.5% or 2% of sales amount)	7.20	Kyat	✓
Amount for Sales person (60%)	4.32	Kyat	✓
Amount for Pooling (40%)	2.88	Kyat	✓

**S'part Monthly Targets For CE3 BU(Apr'25 to Mar'26)**

Branch Name	BR	Apr'25	May'25	Jun'25	Jul'25	Aug'25	Sep'25	Oct'25	Nov'25	Dec'25	Jan'26	Feb'26	Mar'26	Actual Target
Dawei	DWI	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 250	\$ 250	\$ 2,500
Homalin	HML	\$ 250	\$ 250	\$ 300	\$ 250	\$ 300	\$ 250	\$ 300	\$ 250	\$ 300	\$ 250	\$ 250	\$ 250	\$ 3,200
Khantee	KHD	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 500	\$ 500	\$ 500	\$ 500	\$ 5,000
Mandalay	MDY	\$ 2,700	\$ 2,700	\$ 2,300	\$ 2,300	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 30,000
Mawhan	MAH	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,000	\$ 1,000	\$ 15,000
Mawlmyaing	MLM	\$ 400	\$ 500	\$ 500	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 5,000
Meikhtilar	MTL	\$ 400	\$ 1,100	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 4,500
Myeik	MYK	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 5,000
Myit Kyi Nar	MKN	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 42,000
Nant Sam	NAS	\$ 300	\$ 150	\$ 150	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,500
Nay Pyi Taw	NPT	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000
Pharkant	PHK	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 10,000
ShweBo	SBO	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 500	\$ 5,000
ShweBo	SBO	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 500	\$ 5,000
Tar Chi Laik	TCL	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 25,000
Tar Chi Laik	TCL	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 25,000
Taunggyi	TGY	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 90	\$ 90	\$ 90	\$ 90	\$ 1,000
Taunggyi	TGY	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 90	\$ 90	\$ 90	\$ 90	\$ 1,000
Yangon	YGN	\$ 3,500	\$ 3,500	\$ 4,250	\$ 3,500	\$ 3,500	\$ 4,250	\$ 3,500	\$ 3,500	\$ 4,250	\$ 3,500	\$ 3,500	\$ 4,250	\$ 45,000
	BR Target	\$17,088	\$17,738	\$17,338	\$16,388	\$17,138	\$17,838	\$17,138	\$17,088	\$18,023	\$17,223	\$15,973	\$16,723	\$ 205,700
	BU Target	\$16,191	\$16,191	\$16,192	\$16,192	\$16,191	\$16,191	\$16,194	\$16,191	\$16,191	\$16,191	\$16,194	\$16,191	\$ 194,300
	Total	\$33,279	\$33,929	\$33,530	\$32,580	\$33,329	\$34,029	\$33,332	\$33,279	\$34,214	\$33,414	\$32,167	\$32,914	\$ 400,000



# INCENTIVE REQUEST FORM



Requested BU/BR Name :

CE3 BU

Business Unit :

CE3

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
May'25	May'25	Thin Thin	USD	16,191	1,509	9%	0.7%	1,509	10.56	6.34	4.22
Total (USD)					1,508.62			1,508.62	10.56	6.34	4.22
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 :	Sign :	Sign :	Sign :
Name : Thin Thin	Name : Yoon Thei Nwe	Name : Hnin Nu Nu Hlaing	Name : Hnin Nu Shwe	Name : Zar Ni Aung	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



FOR S'PART

STANDARD FORMAT FOR INCENTIVE REQUISITION FORM

Period of request incentive for May'25 CE3 BU

No	Inv. Date	Customer	Invoice No	Branch	Description/ Part No.	QTY	Price		Total inv Amount		Total Amount		TTL Incentive (0.7%,1%,1.5%,2%)		Sales Man (60%)		Pooling (40%)		RV number	RV Date	Saleman Name		
							USD	Ks	USD	Ks	USD	KS	USD	KS	USD	KS	USD	KS					
1	6-May-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25050014	CE3	Main Wire harness For ME210	1	1395.97		1,396	-	1395.97	-	9.77	-	5.86	-	3.91	-	HQT-RV-2025-05-0038, HQT-RV-2025-05-0103	02-May-2025, 05-May-2025	Thin Thin		
2	9-May-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25050024	CE3	Fuel Main Filter For ME315/ME210/ME375	1	46.13		46	-	46.13	-	0.32	-	0.19	-	0.13	-	HQT-RV-2025-05-0257	9-May-25	Thin Thin		
3	9-May-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25050024	CE3	Engine Oil Filter For ME315/ME210	1	18.38		18	-	18.38	-	0.13	-	0.08	-	0.05	-	HQT-RV-2025-05-0257	9-May-25	Thin Thin		
4	9-May-25	CASH DOWN CUSTOMER	CE3-PRT-SI-25050025	CE3	Water Separator for ME210/ML30/MLS0/MC10	2	24.07		48	-	48.14	-	0.34	-	0.20	-	0.13	-	HQT-RV-2025-05-0257	9-May-25	Thin Thin		
Total Incentive 0.7% (or) 1% (or) 1.5% (or) 2% of sales amount													10.56	-	6.34	-	4.22	-					

Total Claim Amount (0.7% or 1% or 1.5% or 2% of sales amount)	10.56	USD	Kyat	-
Amount for Sales person (60%)	6.34	USD	Kyat	-
Amount for Pooling (40%)	4.22	USD	Kyat	-

**S'part Monthly Targets For CE3 BU(Apr'25 to Mar'26)**

Branch Name	BR	Apr'25	May'25	Jun'25	Jul'25	Aug'25	Sep'25	Oct'25	Nov'25	Dec'25	Jan'26	Feb'26	Mar'26	Actual Target
Dawei	DWI	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 250	\$ 250	\$ 2,500
Homalin	HML	\$ 250	\$ 250	\$ 300	\$ 250	\$ 300	\$ 250	\$ 300	\$ 250	\$ 300	\$ 250	\$ 250	\$ 250	\$ 3,200
Khantee	KHD	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 375	\$ 500	\$ 500	\$ 500	\$ 500	\$ 5,000
Mandalay	MDY	\$ 2,700	\$ 2,700	\$ 2,300	\$ 2,300	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 30,000
Mawhan	MAH	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,000	\$ 1,000	\$ 15,000
Mawlamyaing	MLM	\$ 400	\$ 500	\$ 500	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 5,000
Meikhtilar	MTL	\$ 400	\$ 1,100	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 4,500
Myeik	MYK	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 500	\$ 500	\$ 5,000
Myit Kyi Nar	MKN	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 42,000
Nant Sam	NAS	\$ 300	\$ 150	\$ 150	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,500
Nay Pyl Taw	NPT	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 6,000
Pharkant	PHK	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ -	\$ -	\$ 10,000
ShweBo	SBO	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 400	\$ 500	\$ 500	\$ 5,000
Tar Chi Lalk	TCL	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 25,000
Taunggyi	TGY	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80	\$ 90	\$ 90	\$ 90	\$ 90	\$ 1,000
Yangon	YGN	\$ 3,500	\$ 3,500	\$ 4,250	\$ 3,500	\$ 3,500	\$ 4,250	\$ 3,500	\$ 3,500	\$ 4,250	\$ 3,500	\$ 3,500	\$ 3,500	\$ 45,000
	BR Target	\$17,088	\$17,738	\$17,338	\$16,388	\$17,138	\$17,838	\$17,138	\$17,088	\$18,023	\$17,223	\$15,973	\$16,723	\$ 205,700
	BU Target	\$16,191	\$16,191	\$16,192	\$16,192	\$16,191	\$16,191	\$16,194	\$16,191	\$16,191	\$16,191	\$16,194	\$16,191	\$ 194,300
	Total	\$33,279	\$33,929	\$33,530	\$32,580	\$33,329	\$34,029	\$33,332	\$33,279	\$34,214	\$33,414	\$32,167	\$32,914	\$ 400,000

Summary For All BU & BR Incentive Apr'25 & MAY'2															
No	BU	BR	Customer Name	Salesman Name	Total Incentive		Convert(Ks)	Salesman Amt		Convert(Ks)	Pooling Amt		Convert(Ks)	Exchange Rate	SM Resign (or) Not
					\$	Ks		\$	Ks		\$	Ks			
6	CE3	CE3	S'part	Thin Thin	7.20		31,716	4.32	-	19,030	2.88	-	12,686	4,405	
17	CE3	CE3	S'part	Thin Thin	10.56		46,517	6.34	-	27,910	4.22	-	18,607	4,405	
TTL					17.8	-	78,233	10.7	-	46,940	7.1	-	31,293		