

# INCENTIVE REQUEST FORM

Requested BU/BR Name : **IS BU**


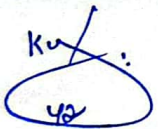




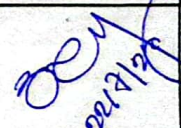
Business Unit : **IS BU**

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
Jun'25	Jun'25 July'25	Shine Wai Phy	MMK	31,237,720	28,400,000	91%	0.60%	28,400,000	170,400.00	102,240.00	68,160.00
<b>Total (USD)</b>											
<b>Total (MMK)</b>									170,400.00	102,240.00	68,160.00
<b>Recommendation - CFD</b>		<b>Cash Down Sales</b> <input type="checkbox"/>		<b>AR Finished</b> <input checked="" type="checkbox"/>		<b>Exchange Rate</b>					

Prepared by	Checked by	Approved by	Checked by	Approved by	Checked by	Approved by
Sign : 	Sign : 	Sign : 	Sign : 	Sign : 	Sign : 	Sign : 
Name : May Thet Cho	Name : Khin Yadanar Htun	Name : Shine Wai Phy	Name : Thwe Thwe Mar	Name : Ko Chit San Ko	Name : Ma Marlar Swe	Name : Ma Zin Mar Thuang
Sale Dept	F&A Dept - BR	BOH/ABOH	F&A (DH) - BU	GM/AGM	CCA Dept - CFD	AGM/CFO - CFD

02-IDS-FNA-FRM-003-00

**STANDARD FORMAT FOR INCENTIVE REQUISITION FORM**

IS (Rental)

Period of request incentive for Rental (May'25)

No	Company Name	AR Date	AR Inv No	Inv Amount (MMK)	Discount Amount	Broker Fees/Other Charges	Total Invoice Amount	TTL Incentive (0.6%)	Saleman	Pooling	RV Date	RV No	Sales Man
									60%	40%			
1	PITI PYAE ZONE CO.,LTD	2-Jun-25	78-RN-SI-M202506001	2,800,000	-	-	2,800,000	16,800	10,080	6,720	6-Jun-25	RV-IS-2025-05-00013	Shine Wai Phyo
2	CHINA CIVIL ENGINEERING CONSTRUCTION CORPORATION MYANMAR CO.,LTD	2-Jun-25	78-RN-SI-M202506002	6,000,000	-	-	6,000,000	36,000	21,600	14,400	11-Jun-25	RV-IS-2025-06-00004	Shine Wai Phyo
3	IHI INFRASTRUCTURE SYSTEMS CO.,LTD	4-Jun-25	78-RN-SI-M202506004	13,600,000	-	-	13,600,000	81,600	48,960	32,640	12-Jun-25	RV-IS-2025-06-00005	Shine Wai Phyo
4	CHINA CIVIL ENGINEERING CONSTRUCTION CORPORATION MYANMAR CO.,LTD	12-Jun-25	78-RN-SI-M202506005	6,000,000	-	-	6,000,000	36,000	21,600	14,400	11-Jun-25	RV-IS-2025-06-00007	Shine Wai Phyo
							<b>28,400,000</b>	<b>170,400</b>	<b>102,240</b>	<b>68,160</b>			

Rental Incentive Policy	
For Total Incentive	0.60%
For Salesman	60%
For Pooling	40%

Total Claim Amount (0.6%)	170,400
Amount for Sales person (60%)	102,240
Amount for Pooling (40%)	68,160