PROPOSED SALES COMMISSION FOR RETAIL STORES (BTB, DW)

*MINIALM STORE SALES ACHIEVEMENT TO QUALIFFOR THE COMMISSION SCHEME SHOULD BE AT 1,000,000

*COMMISSION AUGUST WILL BE DIVINED BY THE NUMBER OF STORE PEOPLE IN THAT STORE

*COMMISSION VALUE PER STORE/BRANCH CAPPED AT 27,000

COMMISSION SCHEME BREAKDOWN

	SALES ACHIEVEMENT	90%	100%	120%		
	UNITS	0.08%	0.12%	0.18%		
Г	ACCS	0.14%	0.20%	0.20%		

							19,697.17					16,560.90	0.00	0.00											
SAMPLE COMPUTATION		90%					100%					120%													
									STORE HEAD			CSR/CASHIEF	1	TOTAL AT	STORE HEAD	•		R/CASHIER			STORE HEAD			SR/CASHIER	
	SALES TARGET	ACTUAL SALES	ACHIEVE			TOTAL AT 90%		PROPOSED			PROPOSED	D 100%				PROPOSED		TOTAL AT 120%	PROPOSED			PROPOSED			
				UNITS	ACCS		TOTAL	UNITS	ACCS	TOTAL	UNITS	ACCS	100%	TOTAL UNITS	ACCS	TOTAL	UNITS ACC		TOTAL	UNITS	ACCS	TOTAL	UNITS	ACCS	
DW ABREEZA	2,200,000.00	2.089.741.50	95%	1,358,034.00	731,707.50	2.110.82	738.79	380.25	358.54	1.372.03	706.18	665.85	0.00					0.00	0.00						
DW GALLERIA	3,200,000.00	2,982,345.00	93%	2,288,978.00	693,367.00	2,801.90	980.66	640.91	339.75	1,821.23	1,190.27	630.96	0.00					0.00	0.00						
DW GLORIETTA	8,500,000.00	7,913,946.07	93%	4,659,038.00	3,254,908.07	8,284.10	2,899.44	1,304.53	1,594.90	5,384.67	2,422.70	2,961.97	0.00					0.00	0.00						
DW LA UNION	5,200,000.00	5,737,703.50	110%	4,666,957.50	1,070,746.00	0.00	0.00			0.00			7,741.84	2,709.64 1,960.12	749.52	5,032.20	3,640.23 1,391.5	7 0.00	0.00						
DW ONE BONI	3,700,000.00	3,456,271.00	93%	1,855,817.00	1,600,454.00	3,725.29	1,303.85	519.63	784.22	2,421.44	965.02	1,456.41	0.00					0.00	0.00						
DW SM GRAND CENTRAL	3,200,000.00	2,935,979.00	92%	2,225,509.00	710,470.00	2,775.07	971.27	623.14	348.13	1,803.79	1,157.26	646.53	0.00					0.00	0.00						
DW THE 30TH	1,200,000.00	1,726,993.70	144%	625,200.50	1,101,793.20	0.00	0.00			0.00			2,953.83	1,033.84 262.58	771.26	1,919.99	487.66 1,432.3	3 0.00	0.00						
DW THE BAY	4.000.000.00	4.035.625.00	101%	2.757.527.00	1,278,098,00	0.00	0.00			0.00			5.865.23	2.052.83 1.158.16	894.67	3.812.40	2.150.87 1.661.5	3 0.00	0.00						

DW SUMMARY TARGET INCENTIVE MONTH OF

	36,258.07	12,690.32	23,567.74					
BRANCH	SALES TARGET	ACTUAL SALES	ACHIEVE	UNITS	ACCS	TOTAL INCENTIVE	STORE HEAD	STAFF
DW ABREEZA	2,200,000.00	2,089,741.50	95%	1,358,034.00	731,707.50	2,110.82	738.79	1,372.03
DW GALLERIA	3,200,000.00	2,982,345.00	93%	2,288,978.00	693,367.00	2,801.90	980.66	1,821.23
DW GLORIETTA	8,500,000.00	7,913,946.07	93%	4,659,038.00	3,254,908.07	8,284.10	2,899.44	5,384.67
DW LA UNION	5,200,000.00	5,737,703.50		4,666,957.50	1,070,746.00	7,741.84	2,709.64	5,032.20
DW ONE BONI	3,700,000.00	3,456,271.00	93%	1,855,817.00	1,600,454.00	3,725.29	1,303.85	2,421.44
DW SM GRAND CENTRAL	3,200,000.00	2,935,979.00	92%	2,225,509.00	710,470.00	2,775.07	971.27	1,803.79
DW THE 30TH	1,200,000.00			625,200.50		2,953.83	1,033.84	1,919.99
DW THE BAY	4,000,000.00	4,035,625.00	101%	2,757,527.00	1,278,098.00	5,865.23	2,052.83	3,812.40

Prepared by: Conforme by: Approved by: Gerald Dinglasan Operation's Manager for BTB Stell Milares Sales Accounting Supervisor Eunece Pineda Accounting Manager

Received By: Approved by: Roxanne Verano Accounts Payable Cristine Tiu Santos AVP- Retail