PROPOSED SALES COMMISSION FOR RETAIL STORES (BTB, DW)

\*\*IMMMAN STORE SALES ACHIEVEMENT TO QUALEFFOR THE COMMISSION SCHEME SHOULD BE AT 1,000,000

\*\*COMMISSION AUGUNT WILL BE DOWNED 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%										
ACCS	0.14%	0.20%	0.29%										

											94,826.10										26,272.01						
SAMPLE COMPUTATION								90%	1							100%							120%				
									STORE HEAD			CSR/CASHIE	R	TOTAL AT	ST	ORE HEAD		CS	R/CASHIER				STORE HEAD			CSR/CASHIER	
	SALES TARGET	ACTUAL SALES	ACHIEVE			TOTAL AT 90%		PROPOSED			PROPOSED	1	101AL A1	PI	ROPOSED		P	ROPOSED		TOTAL AT 120%		PROPOSED			PROPOSED		
				UNITS	ACCS		TOTAL	UNITS	ACCS	TOTAL	UNITS	ACCS	10076	TOTAL	UNITS	ACCS	TOTAL	UNITS	ACCS		TOTAL	UNITS	ACCS	TOTAL	UNITS	ACCS	
								35%	35%		65%	65%			35%	35%		65%	65%			35%	35%		65%	65%	
BTB BAGUIO	11,755,000.00	16,786,935.00	143%	14,299,612.00	2,487,323.00								22,134.18	7,746.96	6,005.84	1,741.13	14,387.22	11,153.70	3,233.52	0.00	0.00			-			
BTB CITY OF DREAMS	6,015,000.00	9,781,630.58	163%	8,346,176.79	1,435,453.79								12,886.32	4,510.21	3,505.39	1,004.82	8,376.11	6,510.02	1,866.09	0.00	0.00						
BTB ERMITA	34,115,000.00	32,823,288.00	96%	28,062,271.00	4,761,017.00	27,000.00	9,450.00	6,142.50	3,307.50	17,550.00	11,407.50	6,142.50								0.00	0.00						
BTB PIAZZA	4,175,000.00	5,850,080.79	140%	4,829,100.00	1,020,980.79								7,836.88	2,742.91	2,028.22	714.69	5,093.97	3,766.70	1,327.28	0.00	0.00						
BTB RESORTS	10,210,000.00	12,981,346.00	127%	10,339,900.00	2,641,446.00															26,272.01	9,195.20	6,514.14	2,681.07	17,076.81	12,097.68	4,979.13	
BTB UPTOWN	28,995,000.00	29,927,371.09	103%	25,102,658.29	4,824,712.80								27,000.00	9,450.00	6,142.50	3,307.50	17,550.00	11,407.50	6,142.50	0.00	0.00						
BTB VERANZA	11,145,000.00	10,536,109.50	95%	8,964,400.50	1,571,709.00	9,371.91	3,280.17	2,510.03	770.14	6,091.74	4,661.49	1,430.26								0.00	0.00						
BTB GALLERIA	12,145,000.00	12,646,532.00	104%	11,194,872.00	1,451,660.00								16,337.17	5,718.01	4,701.85	1,016.16	10,619.16			0.00	0.00						
BTB NOMO	4 890 000 00	6 622 925 50	135%	5.767.870.50	855.055.00								8.631.55	3.021.04	2 422 51	598 54	5,610,51	4 498 94	1 111 57	0.00	0.00						

## BTB SUMMARY TARGET INCENTIVE MONTH OF JANUARY 2023

						157,470.03	55,114.51	102,355.52
BRANCH	SALES TARGET	ACTUAL SALES	ACHIEVE	UNITS	ACCS	TOTAL INCENTIVE	STORE HEAD	STAFF
BTB BAGUIO	11,755,000.00	16,786,935.00	143%	14,299,612.00	2,487,323.00	22,134.18	7,746.96	14,387.22
BTB CITY OF DREAMS	6,015,000.00	9,781,630.58	163%	8,346,176.79	1,435,453.79	12,886.32	4,510.21	8,376.11
BTB ERMITA	34,115,000.00	32,823,288.00	96%	28,062,271.00	4,761,017.00	27,000.00	9,450.00	17,550.00
BTB PIAZZA	4,175,000.00	5,850,080.79	140%	4,829,100.00	1,020,980.79	7,836.88	2,742.91	5,093.97
BTB RESORTS	10,210,000.00	12,981,346.00	127%	10,339,900.00	2,641,446.00	26,272.01	9,195.20	17,076.81
BTB UPTOWN	28,995,000.00	29,927,371.09	103%	25,102,658.29	4,824,712.80	27,000.00	9,450.00	17,550.00
BTB VERANZA	11,145,000.00	10,536,109.50	95%	8,964,400.50	1,571,709.00	9,371.91	3,280.17	6,091.74
BTB GALLERIA	12,145,000.00	12,646,532.00	104%	11,194,872.00	1,451,660.00	16,337.17	5,718.01	10,619.16
BTB NOMO	4,890,000.00	6,622,925.50	135%	5,767,870.50	855,055.00	8,631.55	3,021.04	5,610.51

Prepared by: Approved by: Conforme by: Evelyn Letran Operation's Manager for BTB Stela Milares Sales Accounting Supervisor Eunece Pineda Accounting Manager

Received By: Roxanne Verano Accounts Payable