

TO : ALL CONCERNED DEPARTMENTS
 FROM : KOLIN MARKETING, INC.
 SUBJECT : UPDATED KMI DISCOUNTING SCHEME
 DATE : February 24, 2026
 REF : **KMI-000-26-02-005**
 CC : DCO/Sales/KMI/CAVITE/SVC/FINANCE

This is to formalize the discounting scheme of our KOLIN Product line for KMI customers.

PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
WINDOW TYPE NON INVERTER			
KA-60MEMC32	Less 26%	Less 24%	Php 400.00
KAM-75CMC32			Php 600.00
KAM-95CMC32			Php 800.00
KAM-150CMC32			Php 1,000.00
KAM-75DRC32	Less 26%	Less 24%	Php 600.00
KAM-100DRC32			Php 800.00
KAM-150DRC32			Php 1,000.00
KAM-200DRC32			Php 1,200.00
WINDOW TYPE CREO SERIES INVERTER			
KA-75MCARINV32	Less 26%	Less 24%	Php 600.00
KA-100MCARINV32			Php 800.00
KA-150MCARINV32			Php 1,000.00
KA-200MCARINV32			Php 1,200.00
WINDOW TYPE QUAD SERIES INVERTER			
KAG-75WCINV	Less 26%	Less 24%	Php 1,300.00
KAG-100WCINV			
KAG-145WCINV			
KAG-200WCINV			Php 1,800.00
KAG-250WCINV			
PORTABLE AIRCON NON INVERTER			
KPA-100-R10N410	Less 26%	Less 24%	-
KPA-150-R15D410			-

PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
	BOD/ OFFICER/ EMPOYEE	BOD & EMPLOYEE REFERRAL	
WALL MOUNTED INVERETR CERTUS AI			
KS-IW10-MCAI1201M32	Less 26%	Less 24%	Php 6,500.00
KS-IW15-MCAI1201M32			
KS-IW20-MCAI1201M32			
KS-IW25-MCAI1201M32			Php 7,000.00
WALL MOUNTED INVERETR PRIMUS GOLD			
KSG-IWF-10WFY8K1M32	Less 26%	Less 24%	Php 7,000.00
KSG-IWF-15WFY8K1M32			
KSG-IWF-20WFY8K1M32			
KSG-IWF-25WFY8K1M32			
KSG-IWF-30WFY8K1M32			
LIGHT COMMERCIAL FLOOR MOUNTED			
KLG-IF40-5G1M32	Less 26%	Less 24%	Php 7,000.00
*KL-IF40-G6H1M32			Php 10,500.00
KL-IF60-G6H1M32			Php 14,000.00
KLG-IF100-4F3M410			-
LIGHT COMMERCIAL FLOOR/CEILING			
KLM-IC40-3D1M410	Less 26%	Less 24%	Php 7,000.00
*KLM-IC40-AAM132			Php 7,000.00
*KLM-IC60-AA1M32			Php 12,000.00
LIGHT COMMERCIAL CEILING CASSETTE			
*KLM-IS40-AA1M32	Less 26%	Less 24%	Php 7,000.00
*KLM-IS60-AA1M32			Php 12,000.00
VERSAMATCH OUTDOOR			
KVM-20VAH1M	Less 26%	Less 24%	-
KVM-30VAH1M			-
KVM-40VAH1M			-
KVM-50VAH1M			-
			-
VERSAMATCH INDOOR			
KVM-10IWAH	Less 26%	Less 24%	-
KVM-15IWAH			
KVM-20IWAH			
KVM-25IWAH			-
KVM-10ISAH			-
KVM-15ISAH			-

PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
VERSAMATCH INDOOR	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
KVM-20ISAH	Less 26%	Less 24%	-
KVM-25ISAH			-
KVM-10ICAH			-
KVM-15ICAH			-
KVM-20ICAH			-
KVM-25ICAH			-
KVM-10IDAH			-
KVM-15IDAH			-
KVM-20IDAH			-
SHOWCASE CHILLER/ PERSONAL REF			-
KSD-200MG1	Less 27%	Less 25%	Php 1,000.00
KSD-240MG1			
KSIF-255WB1			Php 2,000.00
KSIF-315WB1			Php 3,000.00
KSIF-405WB1			Php 2,000.00
*KSIF-762WB2			Php 3,000.00
KRD-80GPC600	Less 30%	Less 30%	-
KRD-80BVC600			-
WATER DISPENSER/ COFFE TEA BAR			
KWD-BLC-2088B	Less 30%	Less 30%	-
KWD-BLC-3088S			-
KCB-BLC-8859T			-
AIR CURTAIN			
KAC-48RG	Less 50%	Less 50%	
KAC-36TCRM	Less 27%	Less 25%	-
KAC-48TCRM			-
INDUSTRIAL FAN			
KIF-20WMBBLDC	Less 26%	Less 24%	Php 150.00
KIF-26WMBBLDC			
KIF-20SMBBLDC			
KIF-26SMBBLDC			
HOUSEHOLD FAN			
KF-16SMBDC	Less 26%	Less 24%	Php 75.00
KF-18SMBDC			

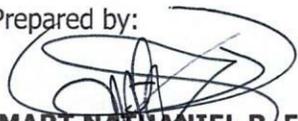
PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
AIR COOLER			
KEA-25BWR	Less 30%	Less 30%	-
KEA-50BLRDCA			-
KEA-60BDRDCA			-
KEA-120BDR			-
AIR COOLER WITH PURIFIER			
*KEA-4512V6BRAC	Less 26%	Less 24%	Php 150.00
*KEA-4515V6BRAC			
AIR CIRCULATOR			
KCF-10TRD	Less 30%	Less 30%	Php 1,140.00
*KCF-09APRBDC	Less 26%	Less 24%	Php 100.00
*KCF-10TRGDC			Php 50.00
KCF-14WRWDC			Php 150.00
KCF-12SRWDC			
KCF14SRGDC			
DEHUMIDIFIER			
*KD-30L410	Less 25%	Less 25%	-
AIR PURIFIER			
KAP-500CHCPUV	Less 30%	Less 30%	Php 3,000.00

Note: Orders are subject to availability of stocks.
Additional Discount is subject for approval.

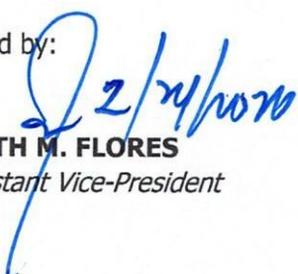
Legend: * New Model / Sell out

Thank you very much.

Prepared by:


MART NATHANIEL R. FLORES
KMI Supervisor

Noted by:


EDITH M. FLORES
Assistant Vice-President

Approved by:


OLIVER M. FILOTEO
President / CEO