

TO : ALL CONCERNED DEPARTMENTS
 FROM : KOLIN MARKETING, INC.
 SUBJECT : KMI DISCOUNTING SCHEME
 DATE : February 7, 2025
 REF : **KMI-000-25-02-005**
 CC : DCO/Sales/KMI CAVITE/SVC

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

PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
WINDOW TYPE NON INVERTER	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
KAM-55CMC32	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	Less 26%	Less 24%	-

PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
WALL MOUNTED INVERETR CERTUS	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
KSM-IW10-WCT10M1M32	Less 26%	Less 24%	Php 4,000.00
KSM-IW15-WCT10M1M32			
KSM-IW20-WCT10M1M32			
KSM-IW25-WCT10M1M32			
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-SF40-WBR6H1M32	Less 26%	Less 24%	Php 2,500.00
KLM-SF70-4F1M410			Php 3,000.00
KLG-IF40-5G1M32			Php 7,000.00
KLG-IF100-4F3M410			-
LIGHT COMMERCIAL FLOOR/CEILING			
KLM-IC40-3D1M410	Less 26%	Less 24%	Php 7,000.00
KLM-IC40-AAM132			-
KLM-IC60-AA1M32			-
LIGHT COMMERCIAL CEILING CASSETTE			
KLM-IS40-AA1M32	Less 26%	Less 24%	-
KLM-IS60-AA1M32			-
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			-

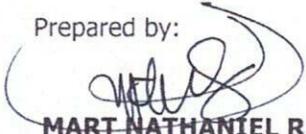
PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
VERSAMATCH INDOOR			
KVM-20ISAH			-
KVM-25ISAH			-
KVM-10ICAH			-
KVM-15ICAH			-
KVM-20ICAH	Less 26%	Less 24%	-
KVM-25ICAH			-
KVM-10IDAH			-
KVM-15IDAH			-
KVM-20IDAH			-
SHOWCASE CHILLER/ PERSONAL REF			-
KSD-200MG1			Php 1,000.00
KSD-240MG1			
KSIF-255WB1	Less 27%	Less 25%	Php 2,000.00
KSIF-315WB1			Php 3,000.00
KSIF-4055WB1			Php 2,000.00
KRD-80GPC600	Less 30%	Less 30%	-
KRD-80BVC600			-
WATER DISPENSER/ COFFE TEA BAR			
KWD-BLC-2088B			-
KWD-BLC-3088S	Less 30%	Less 30%	-
KCB-BLC-8859T			-
AIR CURTAIN			
KAC-48RG	Less 50%	Less 50%	
KAC-36TCRM			-
KAC-48TCRM	Less 27%	Less 25%	-
AIR COOLER			
KEA-25BWR			-
KEA-50BLRDCA			-
KEA-60BDRDCA	Less 30%	Less 30%	-
KEA-120BDR			-
AIR CIRCULATOR			
KCF-10TRD	Less 30%	Less 30%	Php 1,040.00
KCF-10SRD	Less 30%	Less 30%	Php 300.00
KCF-14WRWDC			
KCF-12SRWDC	Less 26%	Less 24%	Php 150.00
KCF14SRGDC			

INDUSTRIAL FAN	BOD/ OFFICER/ EMPOYEE	BOD & EMPLOYEE REFERRAL	
KIF-20WMBBLDC	Less 26%	Less 24%	Php 150.00
KIF-26WMBBLDC			
KIF-20SMBBLDC			
KIF-26SMBBLDC			

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

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
Chief Executive Officer

KOLIN MARKETING, INC.

NEW AND CURRENT MODELS	SRP	DISCOUNT		SELL OUT PROMO	PRICE		PRICE	
		EMPLOYEE / VIP	REFERRAL / CUSTOMER		CLASS A		CLASS B	CLASS C
S SERIES					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KAG-16ORS	22,910.00		12,915.00	-	9,995.00		6,900.00	-
E SERIES MECHANICAL								
CURRENT MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KAG-60HME4	10,935.00		-	-	-	-	3,200.00	-
KAG-80HME4	15,505.00		8,510.00	-	6,995.00		4,600.00	-
KAG-100HME4	18,125.00		10,330.00	-	7,795.00		5,400.00	-
KAG-150HME4	20,995.00		-	-	-	-	6,300.00	-
KAG-200HME4	27,465.00		-	-	-	-	8,200.00	-
KAG-250HME4	31,265.00		-	-	-	-	9,300.00	-
COMPACT SERIES								
CURRENT MODEL		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KAM-55CMC32	10,695.00	0.74	0.76	400.00	7,514.30	7,728.20	5,200.00	3,200.00
KAM-75CMC32	14,695.00			600.00	10,274.30	10,568.20	7,350.00	4,400.00
KAM-95CMC32	16,195.00			800.00	11,184.30	11,508.20	8,100.00	4,850.00
KAM-150CMC32	20,495.00			1,000.00	14,166.30	14,576.20	10,250.00	6,150.00
NEW MODEL		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KAM-75DRC32	16,595.00	0.74	0.76	600.00	11,680.30	12,012.20	-	-
KAM-100DRC32	17,995.00			800.00	12,516.30	12,876.20	-	-
KAM-150DRC32	22,495.00			1,000.00	15,646.30	16,096.20	-	-
KAM-200DRC32	30,995.00			1,200.00	21,736.30	22,356.20	-	-
E SERIES REMOTE								
CURRENT MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KAG-80HRE4	16,925.00		9,430.00	-	7,495.00	16,925.00	5,000.00	-
KAG-100HRE4	19,505.00		-	-	-	-	5,800.00	-
KAG-150HRE4	23,025.00		-	-	-	-	6,800.00	-
WINDOW TYPE INVERTER								
NEW MODEL		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KAG-75WCINV	26,195.00	0.74	0.76	1,300.00	18,084.30	18,608.20	13,100.00	9,300.00
KAG-100WCINV	28,995.00			20,156.30	20,736.20	14,500.00	10,300.00	
KAG-145WCINV	32,995.00			23,116.30	23,776.20	16,500.00	11,000.00	
KAG-200WCINV	43,595.00			30,460.30	31,332.20	21,800.00	13,000.00	
KAG-250WCINV	48,695.00	0.74	0.76	1,800.00	34,234.30	35,208.20	24,400.00	14,500.00
CREO FULL DC INVERTER WINDOW TYPE		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KA-75MCARINV32	22,495.00	0.74	0.76	600.00	16,046.30	16,496.20	-	-
KA-100MCARINV32	24,995.00			800.00	17,696.30	18,196.20	-	-
KA-150MCARINV32	27,995.00			1,000.00	19,716.30	20,276.20	-	-
KA-200MCARINV32	36,995.00			1,200.00	26,176.30	26,916.20	-	-
VERSAMATCH NEW MODEL		26%	24%		EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KVM-10IWAH-Indoor	10,995.00	0.74	0.76	-	8,136.30	8,356.20	-	-
KVM-10ICAH-Indoor	25,995.00			19,236.30	19,756.20	-	-	
KVM-10ISAH-Indoor	29,995.00			22,196.30	22,796.20	-	-	
KVM-10IDAH-Indoor	22,995.00			17,016.30	17,476.20	-	-	
KVM-15ICAH-Indoor	27,995.00			20,716.30	21,276.20	-	-	
KVM-15ISAH-Indoor	31,995.00			23,676.30	24,316.20	-	-	
KVM-15IDAH-Indoor	24,995.00			18,496.30	18,996.20	-	-	
KVM-15IWAH-Indoor	12,995.00			9,616.30	9,876.20	-	-	
KVM-20IWAH-Indoor	15,995.00			11,836.30	12,156.20	-	-	
KVM-20ICAH-Indoor	29,995.00			22,196.30	22,796.20	-	-	
KVM-20ISAH-Indoor	35,995.00			26,636.30	27,356.20	-	-	
KVM-20IDAH-Indoor	27,995.00			20,716.30	21,276.20	-	-	
KVM-25IWAH-Indoor	19,995.00			14,796.30	15,196.20	-	-	
KVM-25ICAH-Indoor	34,995.00			25,896.30	26,596.20	-	-	
KVM-25ISAH-Indoor	39,995.00			29,596.30	30,396.20	-	-	
KVM-20VAH1M-Outdoor	42,995.00			31,816.30	32,676.20	-	-	
KVM-30VAH1M-Outdoor	59,995.00			44,396.30	45,596.20	-	-	
KVM-40VAH1M-Outdoor	79,995.00			59,196.30	60,796.20	-	-	
KVM-50VAH1M-Outdoor	109,995.00			81,396.30	83,596.20	-	-	
SPLIT-TYPE AIRCON REGULAR								
OLD MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KSG-150B1G	27,055.00		50%	-	-	13,527.50	8,100.00	
KSG-200B1G	35,255.00		-	-	-	-	10,500.00	
CURRENT MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KSM-SW10-5G1M	24,945.00		12,495.00	-	-	12,450.00	7,800.00	
KSM-SW15-5G1M	29,595.00		14,795.00	-	-	14,800.00	9,250.00	
KSM-SW20-5G1M	38,545.00		19,245.00	-	-	19,300.00	11,500.00	
KSM-SW25-5G1M	47,055.00		23,555.00	-	-	23,500.00	14,100.00	
NEW MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KSM-SW10-6H1M32	25,995.00		12,795.00	-	-	13,200.00	10,400.00	
KSM-SW15-6H1M32	30,795.00		14,245.00	-	-	16,550.00	12,300.00	
KSM-SW20-6H1M32	40,195.00		17,095.00	-	-	23,100.00	16,100.00	
KSM-SW25-6H1M32	50,495.00		20,145.00	-	-	30,350.00	20,200.00	
SPLIT-TYPE AIRCON INVERTER								
OLD MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KSM-IW25-6H1M	56,635.00		31,635.00	-	-	25,000.00	22,600.00	
NEW MODEL- APTUS					EMPLOYEE / VIP	REFERRAL / CUSTOMER		
KSM-IW10-9L1M	36,995.00		-	-	-	-	11,100.00	
KSM-IW15-9L1M	41,695.00		25,695.00	-	-	16,000.00	12,500.00	
KSM-IW20-9L1M	53,095.00		31,095.00	-	-	22,000.00	15,900.00	
KSM-IW25-9L1M	60,395.00		33,395.00	-	-	27,000.00	18,100.00	

NEW MODEL-CERTUS		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KSM-IW10-WCT10M1M32	29,995.00	0.74	0.76	4,000.00	18,196.30	18,796.20	-	-		
KSM-IW15-WCT10M1M32	32,995.00				20,416.30	21,076.20	-	-		
KSM-IW20-WCT10M1M32	41,995.00				27,076.30	27,916.20	-	-		
KSM-IW25-WCT10M1M32	49,995.00				32,996.30	33,996.20	-	-		
NEW WI-FI MODEL- PRIMUS GOLD		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KSG-IWF-10WYF-8K1M32	42,595.00	0.74	0.76	7,000.00	24,520.30	25,372.20	21,300.00	-		
KSG-IWF-15WYF-8K1M32	46,595.00				27,480.30	28,412.20	23,300.00	-		
KSG-IWF-20WYF-8K1M32	59,595.00				37,100.30	38,292.20	29,800.00	-		
KSG-IWF-25WYF-8K1M32	68,995.00				44,056.30	45,436.20	34,500.00	-		
KSG-IWF-30WYF-8K1M32	76,595.00				49,680.30	51,212.20	38,300.00	-		
CASSETTE TYPE REGULAR										
CURRENT MODEL										
KLM-SS40-4F1M	81,530.00	-	-	-	-	-	40,800.00	-		
KLM-SS70-4F3M	109,795.00	-	-	-	-	-	54,900.00	-		
NEW MODEL		26%	24%		EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KLM-IS40-AA1M32	119,995.00	0.74	0.76	-	88,796.30	91,196.20	-	-		
KLM-IS60-AA1M32	154,995.00				114,696.30	117,796.20	-	-		
FLOOR/CEILING INVERTER										
CURRENT MODEL										
KLM-IC40-3D1M410	126,495.00	26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER				
		0.74	0.76	7,000.00	86,606.30	89,136.20	-	-		
NEW MODEL		26%	24%		EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KLM-IC40-AA1M32	117,995.00	0.74	0.76	-	87,316.30	89,676.20	-	-		
KLM-IC60-AA1M32	151,995.00				112,476.30	115,516.20	-	-		
FLOOR MOUNTED REGULAR										
CURRENT MODEL										
KLG-SF40-5G1M	-	-	-	-	-	-	-	-		
NEW MODEL		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KLG-SF40-WBR6H1M32	80,495.00	0.74	0.76	2,500.00	57,066.30	58,676.20	-	-		
KLM-SF70-4F1M410	110,995.00			3,000.00	79,136.30	81,356.20	-	-		
FLOOR MOUNTED INVERTER										
CURRENT MODEL										
KLK-IF40-3D1M	108,195.00	-	-	-	-	-	54,100.00	-		
NEW MODEL		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KLK-IF40-5G1M32	113,195.00	0.74	0.76	7,000.00	76,764.30	79,028.20	-	-		
KLK-IF70-5G1M32	173,995.00				-	-	-	-	-	-
KLM-IF70-4F3M410	168,295.00				-	-	-	-	-	84,200.00
KLK-IF100-4F3M410	319,995.00				236,796.30	243,196.20	-	-		
AIR CURTAIN					EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KAC-48RG	13,395	-	50%	-	6,697.50	5,300.00	-	-		
NEW MODEL					EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KAC-36TCRM	14,595.00	27%	25%	-	10,654.35	10,946.25	-	-		
KAC-48TCRM	17,195.00				12,552.35	12,896.25	-	-		
REFRIGERATORS					EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KRD-80GPC600	7,995.00	30%		-	5,596.50	-	-			
KRD-80BVC600	8,495.00				5,946.50	-	-			
SHOWCASE CHILLER										
REGULAR										
KSD-200MG1	22,995.00	27%	25%	1,000.00	15,786.35	16,246.25	-	-		
KSD-240MG1	24,995.00				17,246.35	17,746.25	-	-		
INVERTER										
KSIF-25WB1	31,995.00	27%	25%	2,000.00	21,356.35	21,996.25	-	-		
KSIF-315WB1	34,495.00			3,000.00	22,181.35	22,871.25	-	-		
KSIF-405WB1	38,495.00			2,000.00	26,101.35	26,871.25	-	-		
ELECTRIC FANS		26%	24%	SELL OUT PROMO	EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KIF-20WMBLDC	5,995.00	0.74	0.76	150.00	4,286.30	4,406.20	-	-		
KIF-20SMBLDC	6,195.00				4,434.30	4,558.20	-	-		
KIF-26WMBLDC	7,195.00				5,174.30	5,318.20	-	-		
KIF-26SMBLDC	7,495.00				5,396.30	5,546.20	-	-		
AIR CIRCULATOR FAN										
REGULAR										
KCF-10SRD	4,195.00	0.74	0.76	150.00	1,545.00	2,650.00	-	-		
KCF-10TRD	4,195.00				2,300.00	1,895.00	-	-		
KCF-12SRWDC	4,995.00				3,546.30	3,646.20	-	-		
KCF-14WRWDC	4,695.00				3,324.30	3,418.20	-	-		
KCF-14SRGDC	5,995.00				4,286.30	4,406.20	-	-		
WATER DISPENSER					EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KCB-BLC-8859T-WATER DISPENSER	10,995.00	30%		-	7,696.50	-	-			
KWD-BLC-2088B-WATER DISPENSER	8,495.00				5,946.50	-	-			
KWD-BLC-3088S-WATER DISPENSER	8,495.00				5,946.50	-	-			
AIR PURIFIER					EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KAP-500CHCPUV	11,650.00	30%		-	8,155.00	-	-			
AIR COOLER					EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KEA-60BDRDCA	19,495.00	30%		-	13,646.50	-	-			
KEA-50BLRDCA	16,495.00				11,546.50	-	-			
KEA-25BWR	8,795.00				6,156.50	-	-			
KEA-120BDR	27,495.00				19,246.50	-	-			
PORTABLE AIR CONDITIONER		26%	24%		EMPLOYEE / VIP	REFERRAL / CUSTOMER				
KPA-100R10N410	20,995.00	0.74	0.76	-	15,536.30	15,956.20	-	-		
KPA-150R15D410	24,995.00				18,496.30	18,996.20	-	-		