

To : Mr. Oliver M. Filoteo
CEO
From : Sales Management Assistant
Date : February 13, 2025
Subject : 6.0hp (5 TR) FLOOR MOUNTED - FULL DC INVERTER:
Sell-Out or Installation Support (Introductory Offer)
Reference No. : SAL-SMA-25-2-057
CC : DCO, OP, SAL, AIS, FIN, File

As we are about to launch our 6.0hp (5 TR) Floor Mounted, the undersigned would like to ask for your approval to offer a Sell-out or Installation Support, which will serve as an introductory offer to the following accounts. This introductory offer will take effect starting **February 17, 2025**.

Below are the details of the said offer:

CATEGORY	SKUs/ MODEL	SRP	SELL-OUT / INSTALLATION SUPPORT
INVERTER FLOOR MOUNTED	KL-IF60-G6H1M32	165,995	BASED ON TIERING (SEE TABLE BELOW)

SELL-OUT SUPPORT TIERING		
TIER 1	TIER 2	TIER 3
10,000	12,000	14,000
Dimdi	Anson's Group Vic Imperial/Solu/Alphamin Welcome Home Fair N Square	All Home Western Group J&R Poweraire 1 st Mega Savers CSI/Costsaver's New Tarlac Cagayan Appliance Nig Marketing Asian Homes Appliance Centrum RV Marketing The First Family/Eco Tech/VLC RL Appliance Gab App Echo Electrical Bohol Quality Josol Marketing Bacolod Polaris Metro Plaza Solidmark (Group) LYR Tagum Commercial/DSG Sons Radicool Ambassador Airsavers Cebu Appliance Aklan Appliance Citi Appliance Hardy Marketing RJ Homes Airpro System ADKM ISG Accounts

INSTALLATION SUPPORT TIERING		
TIER 1	TIER 2	TIER 3
10,000 Emcor Abenson Robinson App./Savers Electronic	12,000	14,000 VPR IT Ave DRB Simosa App (Group) Pricewise Ree Cooling National Commercial Fiesta App (Group) RRS Marketing Willy & Sons

Mechanics:

1. The Introductory offer will be through **Outright Deduction** (except for Emcor).
2. Sell-In of 6.0hp (5 TR) Floor Mounted is included in the computation of Year End Incentive, Volume Discount, 6 months 0% interest, Card Support and Cash Discount.

Thank you!

Prepared by:

Ch 2/13
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Sales Management Assistant

Approved by:

Ch 2/13
Mr. Christian Keith V. Sarmiento
National Sales Manager

Noted by:

Ch 2/13
Joanna Marie E. Dulos
Sales Supervisor

Approved by:

OF 2/14
Mr. Oliver M. Filoteo
CEO