

**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	<b>KL-IF60-G6H1M32</b>	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 <sup>st</sup> 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

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INSTALLATION SUPPORT TIERING		
TIER 1	TIER 2	TIER 3
10,000	12,000	14,000
Emcor Abenson Robinson App./Savers Electronic		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:**

*2/13*  
Yvianne Mae B. Tejano  
Sales Management Assistant

**Approved by:**

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

**Noted by:**

*2/13*  
Joanna Marie E. Dulog  
Sales Supervisor

**Approved by:**

*2/13*  
Mr. Oliver M. Filoteo  
CEO