

TO : ALL CONCERNED DEPARTMENT
FROM : KOLIN MARKETING, INC.
SUBJECT : SELL OUT SUPPORT AND DISCOUNT
DATE : October 05, 2023
REF : **KMI-000-23-10-077**
CC : DCO/SALE/FIN/TREAS

This is to formally update the discounting scheme for KMI customer with additional Sell-out support for the following model of Air conditioner both Inverter and Non inverter. Please see details below.

***PRIMUS GOLD INVERTER (WALL MOUNTED INVERTER)**

CUSTOMER'S	NOMINAL CAPACITY	REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	1.0HP to 3.0HP	22%	Php 4,000.00
VIP/REFERRAL'S	1.0HP to 3.0HP	22%	Php 4,000.00

***APTUS SERIES INVERTER (WALL MOUNTED INVERTER)**

CUSTOMER'S	NOMINAL CAPACITY	REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	1.0HP to 2.5HP	30%	Php 7,000.00
VIP/REFERRAL'S	1.0HP to 2.5HP	30%	Php 7,000.00

***CERTUS SERIES INVERTER (WALL MOUNTED INVERTER)**

CUSTOMER'S	NOMINAL CAPACITY	REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	1.0HP to 2.5HP	22%	Php 4,000.00
VIP/REFERRAL'S	1.0HP to 2.5HP	22%	Php 4,000.00

***REGULAR NON INVERTER (WALL MOUNTED)**

CUSTOMER'S	NOMINAL CAPACITY	REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	1.0HP to 2.5HP	22%	Php 5,000.00
VIP/REFERRAL'S	1.0HP to 2.5HP	22%	Php 5,000.00



***QUAD SERIES (WINDOW TYPE INVERTER)**

CUSTOMER'S	NOMINAL CAPACITY	Less: REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	.75HP to 1.5HP	22%	Php 1,300.00
	2.0HP to 2.5HP	22%	Php 1,800.00
VIP/REFERRAL'S	.75HP to 1.5HP	22%	Php 1,300.00
	2.0HP to 2.5HP	22%	Php 1,800.00

***COMPACT SERIES (WINDOW TYPE NON INVERTER)**

CUSTOMER'S	MODEL/HP	Less: REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S/ VIP/REFERRAL'S	KAM-55CMC32 .5HP	22%	Php 400.00
	KAM-75CMC32 .75HP	22%	Php 600.00
	KAM-95CMC32 1.0HP	22%	Php 800.00
	KAM-150CMC32 1.5HP	22%	Php 1,000.00

***FLOOR MOUNTED, FLOOR/CEILING AND CASSETTE TYPE (INVERTER)**

CUSTOMER'S	NOMINAL CAPACITY	REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	3.0TR	22%	Php 7,000.00
	5.0TR	22%	Php 8,000.00
VIP/REFERRAL'S	3.0TR	22%	Php 7,000.00
	5.0TR	22%	Php 8,000.00

***FLOOR MOUNTED, FLOOR/CEILING AND CASSETTE TYPE (NON INVERTER)**

CUSTOMER'S	NOMINAL CAPACITY	REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S	3.0TR	22%	Php 2,500.00
	5.0TR	22%	Php 3,000.00
VIP/REFERRAL'S	3.0TR	22%	Php 2,500.00
	5.0TR	22%	Php 3,000.00

***AIR CIRCULATOR**

CUSTOMER'S	MODEL	Less: REGULAR DISCOUNT	SELL-OUT PROMO
BOAR OF DIRECTOR'S/ VIP/REFERRAL'S	KCF-10SRD	30%	
	KCF-10TRD	30%	Php 300.00

Note: Additional Discount is subject for approval.
Bulk orders minimum of 5 units.

This promo will start on October 1, 2023 and shall be fully implemented until revoked or superseded.

Please be guided accordingly.


Prepared by:


MART NATHANIEL R. FLORES
KMI Supervisor

Noted by:

EDITH M. FLORES
Assistant Vice President

Approved by:


MR. OLIVER M. FILOTEO
Executive Vice President