

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/ EMPOYEE	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			
KLK-SF40-WBR6H1M32	Less 26%	Less 24%	Php 2,500.00
KLM-SF70-4F1M410			Php 3,000.00
KLK-IF40-5G1M32			Php 7,000.00
KLK-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			-

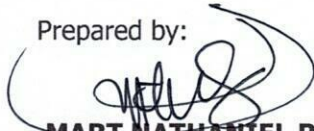
PRODUCT / MODEL	DISCOUNTING		SELL OUT PROMO
VERSAMATCH INDOOR	BOD/ OFFICER/ EMPLOYEE	BOD & EMPLOYEE REFERRAL	
KVM-20ISAH	Less 26%	Less 24%	-
KVM-25ISAH			-
KVM-10ICAH			-
KVM-15ICAH			-
KVM-20ICAH			-
KVM-25ICAH			-
KVM-10IDAH			-
KVM-15IDAH			-
KVM-20IDAH			-
SHOWCASE CHILLER/ PERSONAL REF			-
KSD-200MG1	Less 27%	Less 25%	Php 1,000.00
KSD-240MG1			
KSIF-255WB1			Php 2,000.00
KSIF-315WB1			Php 3,000.00
KSIF-4055WB1			Php 2,000.00
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			-
AIR COOLER			
KEA-25BWR	Less 30%	Less 30%	-
KEA-50BLRDCA			-
KEA-60BDRDCA			-
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	Less 26%	Less 24%	Php 150.00
KCF-12SRWDC			
KCF14SRGDC			

INDUSTRIAL FAN	BOD/ OFFICER/ EMPLOYEE	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