

CONSOLIDATED VALIDATION FOR THE MONTH OF APRIL 2023

SO No	PO No	SO Date	CEB	SHIP NAME	Area	Item / Model	QTY	AMOUNT
SO122447	72430	03/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	KSM-IW10-9L1M-A	1	24,546.25
SO122448	72419	03/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	KSM-SW20-6H1M32-A	2	53,892.50
SO122450	72417	03/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KLG-SF40-5G1M-A	2	117,142.50
SO122453	71988	03/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KAG-75WCINV-A	2	38,962.30
SO122454	72418	03/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CAV KSM-SW20-6H1M32-A	1	26,946.25
SO122559	72443	04/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Gaisano	ODO KSM-IW20-9L1M-A	1	36,621.25
SO122561	72442	04/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KSM-SW10-6H1M32-A	1	16,296.25
SO122561	72442	04/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KAG-100WCINV-A	2	43,120.30
SO122562	72444	04/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KLG-IF40-5G1M32-A	1	83,696.25
SO122693	72463	05/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KSG-IWF-15WFFY-8K1M32-A	2	62,292.50
SO122693	72463	05/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KSG-IWF-25WFFY-8K1M32-A	2	94,142.50
SO122703	72466	05/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KSM-IW10-9L1M-A	1	24,546.25
SO122735	72490	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAG-100WCINV-A	4	86,240.60
SO122735	72490	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-95CMC32-A	10	120,621.50
SO122735	72490	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-IW15-9L1M-A	1	28,071.25
SO122735	72490	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-55CMC32-A	5	39,905.75
SO122735	72490	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-150CMC32-A	8	122,369.20
SO122744	72527	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-150CMC32-A	2	30,592.30
SO122745	72526	11/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-SW15-5G1M-A	1	18,996.25
SO122881	72532	12/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-SW15-6H1M32-A	1	19,896.25
SO122904	72547	12/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Gaisano	CDO KSM-IW15-9L1M-A	1	28,071.25
SO122963	72568	13/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Gaisano	CDO KSG-IWF-30WFFY-8K1M32-A	1	52,546.25
SO123024	72576	13/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAP-500CHCUPV-A	1	8,970.50
SO123025	72582	13/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-IW10-6H1M-A	1	22,101.25
SO123102	72590	14/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-150CMC32-A	2	30,592.30
SO123123	72594	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-SW25-6H1M32-A	1	34,171.25
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KSM-IW25-9L1M-A	1	41,596.25
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAG-100WCINV-A	31	668,364.65
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KSM-IW10-9L1M-A	2	49,092.50
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAM-95CMC32-A	40	482,486.00
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAG-75WCINV-A	30	584,434.50
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAM-75CMC32-A	40	439,366.00
SO123136	72491	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAM-55CMC32-A	75	598,586.25
SO123145	72546	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KLG-SF40-5G1M-A	3	175,713.75
SO123146	72633	17/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAC-36RG-A	2	18,934.30
SO123190	72702	18/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSG-IWF-15WFFY-8K1M32-A	1	31,146.25
SO123191	72694	18/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSG-IWF-30WFFY-8K1M32-A	1	52,546.25
SO123267	72720	20/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Gaisano	CEB KSM-IW20-9L1M-A	1	36,621.25
SO123268	72739	20/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CDO KSM-IW10-9L1M-A	1	24,546.25
SO123269	72748	20/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-IW15-9L1M-A	1	28,071.25
SO123269	72748	20/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-IW15-9L1M-A	1	28,071.25
SO123277	72729	20/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CEB KSM-SW15-6H1M32-A	1	19,896.25
SO123278	72668	20/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KAG-75WCINV-A	3	58,443.45
SO123279	72753	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	BAC KSM-IW10-9L1M-A	1	24,546.25
SO123290	72760	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CEB KSG-IWF-30WFFY-8K1M32-A	1	52,546.25
SO123296	72797	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CDO KSM-SW10-6H1M32-A	3	48,888.75
SO123297	72773	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KLG-IF40-5G1M32-A	1	83,696.25
SO123298	72765	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAG-200WCINV-A	1	32,725.15
SO123299	72792	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAG-100WCINV-A	1	21,560.15
SO123299	72792	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAG-250WCINV-A	3	109,725.45
SO123299	72792	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-95CMC32-A	4	48,248.60
SO123299	72792	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAG-200WCINV-A	10	327,251.50
SO123300	72801	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-SW20-6H1M32-A	1	26,946.25
SO123301	72803	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSG-IWF-10WFFY-8K1M32-A	1	28,071.25
SO123302	72800	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KAG-100WCINV-A	3	64,680.45
SO123303	72804	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KSM-IW10-9L1M-A	1	24,546.25
SO123369	72806	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAG-100WCINV-A	20	431,203.00
SO123369	72806	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAG-75WCINV-A	10	194,811.50
SO123369	72806	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KSM-IW20-9L1M-A	1	36,621.25
SO123369	72806	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV KAM-55CMC32-A	20	159,823.00
SO123419	72810	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-SW25-6H1M32-A	1	34,171.25
SO123420	72764	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Capitol	BAC KAG-100WCINV-A	1	21,560.15
SO123420	72764	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Capitol	BAC KAG-145WCINV-A	1	24,717.15
SO123421	72799	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Capitol	BAC KAM-55CMC32-A	5	39,905.75
SO123421	72799	24/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Capitol	BAC KAM-150CMC32-A	2	30,592.30
SO123428	72823	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KSM-IW10-9L1M-A	1	24,546.25
SO123466	72840	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Gaisano	CDO KAM-55CMC32-A	5	39,905.75
SO123467	72830	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO KSG-IWF-30WFFY-8K1M32-A	1	52,546.25
SO123472	72839	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-95CMC32-A	3	36,186.45
SO123472	72839	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-150CMC32-A	1	15,296.15
SO123472	72839	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-IW10-9L1M-A	2	49,092.50
SO123472	72839	25/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSM-SW20-6H1M32-A	1	26,946.25
SO123497	72855	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KSG-IWF-15WFFY-8K1M32-A	1	31,146.25
SO123498	72864	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB KAM-75CMC32-A	3	32,952.45
SO123535	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CEB KAG-100WCINV-A	4	86,240.60
SO123535	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KAG-145WCINV-A	4	98,868.60
SO123535	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KSM-IW10-9L1M-A	1	24,546.25
SO123535	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KAM-150CMC32-A	3	45,888.45
SO123535	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC KAG-100WCINV-A	8	172,481.20

SO No	PO No	SO Date	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Shop Name	Area	Item	Model	QTY	AMOUNT
SO123535	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KAG-200WCINV-A		1	32,725.15
SO123536	72476	26/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CAV	KAG-145WCINV-A		4	98,868.60
SO123598	72908	27/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAM-150CMC32-A		1	15,296.15
SO123599	72872	27/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KSM-IWF15-9L1M-A		1	28,071.25
SO123599	72872	27/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KSM-IWF10-9L1M-A		1	24,546.25
SO123600	72878	27/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KAG-145WCINV-A		1	24,717.15
SO123600	72878	27/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KAG-100WCINV-A		1	21,560.15
SO123600	72878	27/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KAM-55CMC32-A		2	15,962.30
SO123635	72905	28/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSG-IWF-25WFFY-8K1M32-A		1	47,071.25
SO123636	72920	28/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSG-IWF-20WFFY-8K1M32-A		1	40,596.25
SO123665	72930	28/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-100WCINV-A		1	21,560.15
SO123666	72931	28/04/2023	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAM-55CMC32-A		1	7,981.15
									437	7,585,504.50

ACCOUNT:ASIAN HOME APPLIANCE

AO NAME:JUNEL COMPUESTO

PARTICULARS	VOLUME DISCOUNT
TARGET (MONTHLY)	7,175,062
% TARGET	4.0%

MONTH	YEAR	ACTUAL SALES (SO)	QTY (# OF UNITS)	RETURNED UNITS	NET OF RETURNS	FOR CM
JANUARY	2023	4,683,139	237	0	4,683,139	187,326
FEBRUARY	2023	1,100,915	43	0	1,100,915	0
MARCH	2023	12,666,195	584	60,509	12,605,685	504,227
APRIL	2023	7,585,505	437	0	7,585,505	303,420
MAY	2023					
JUNE	2023					
JULY	2023					
AUGUST	2023					
SEPTEMBER	2023					
OCTOBER	2023					
NOVEMBER	2023					
DECEMBER	2023					
GRAND TOTAL		26,035,753		60,509	25,975,244	1,039,010

1ST HALF (JAN-JUN)	26,035,753	1,301	60,509	25,975,244	1,039,010
2ND HALF(JUL-DEC)	0	0	0	0	0
Q1 (JAN-MAR)	18,450,249	864	60,509	18,389,739	735,590
Q2 (APR-JUN)	7,585,505	437	0	7,585,505	303,420
Q3 (JUL-SEP)	0	0	0	0	0
Q4 (OCT-DEC)	0	0	0	0	0

PREPARED BY:NOTED & REVIEWED BY:NOTED & REVIEWED BY:

NAMEJoanna Marie Estrella - DulongMr. Christian Keith V. Sarmiento

POSITION TITLESales SupervisorNational Sales Manager

DEALER'S TRADE AGREEMENT FOR THE YEAR 2023

DEALER'S ASIAN HOMES APPLIANCE CENTER DATE: NOVEMBER 17, 2022

MR. KIMLEY FRANCISCO DEALER ASH07

DEALER COORDINATOR: 0917-638-1130

EFFECTIVE DATE: JANUARY 1, 2023 CONTACT NUMBER

TRADING TERMS				
#	TYPE	DETAILS	DURATION	MANNER OF CLAIM
1	BASIC DISCOUNT	23% - WAC & OTHER PRODUCTS 25% - SAC/PAC	JANUARY 1 - DECEMBER 31, 2023	OUTRIGHT
2	CREDIT TERMS	45 DAYS	JANUARY 1 - DECEMBER 31, 2023	
3	VOLUME DISCOUNT	4% (200 UNITS ASSTD MODELS ACCUMULATED P.O./MONTH)	JANUARY 1 - DECEMBER 31, 2023	UPON VALIDATION; THRU CM
4	OTHERS:			
4.1	INSTALLATION SUBSIDY	P3,000/ 1.0hp - 2.0hp UNIT SAC P3,500/ 2.5hp - 3.0hp UNIT SAC	JANUARY 1 - DECEMBER 31, 2023	OUTRIGHT
4.2	YEAR-END INCENTIVE	70M-UP 3.0% 65M 2.5% 60M 2.0%	JANUARY 1 - DECEMBER 31, 2023	UPON VALIDATION; THRU CM
4.3	SALESMAN INCENTIVE	WAC COMPACT P 100.00 WAC QUAD P 150.00 SAC P 200.00 PAC P 300.00	JANUARY 1 - DECEMBER 31, 2023	OUTRIGHT

General Terms:

- This Agreement is subject to the provisions of the Terms & Conditions Code to be seen on this document which the Dealer hereby acknowledge and confirm to have read and understood.
- The signature appearing hereon unconditionally signifies the conformity of the Dealer to the Terms and Conditions provided herein including the General Terms.
- The Dealer is required to return the duly signed original copy of this Dealer's Trade Agreement to Kolin Philippines International, Inc. within seven (7) business days from date of receipt. Failure to return this document within the required period shall be considered as conformity and this Agreement shall be regarded to take effect as indicated.
- The Supplier has the right to request and demand for supporting documents that may serve as evidence to justify the agreed claims or terms.
- Any concerns regarding the indicated details on this Agreement shall be coordinated on the Dealer's assigned Dealer Coordinator.
- Revised Pricelist shall take effect 15 business days upon receipt of notice provided the acknowledgement of authorized representative.

Should you find everything in order, please affix your signature as sign of your confirmation on the above Agreement details.

Kolin Philippines International, Inc.

Mr. Kimley Francisco
Account Officer

Mr. Christian Keith Herminto
National Sales Manager

Mr. Oliver M. Filoteo
EVP/COO

Authorized Representative
Printed Name & Signature / Designation

Date

SAC-074-01-1115/2021

KOLIN PHILS. INT'L., INC.

Plant and Head Office:
Blk 3 Lt 5 Main Drive, FCIE Compound,
Brgy. Langkaan I, Dasmarinas, Cavite
Tel.: (632) 8749-2118
Fax: (046) 402-0793
www.kolinphil.com.ph / kolinphilippines

Operations Office
1854 Sta. Rita St. Guadalupe Nuevo,
Makati City
Tel.: (632) 8851-2711, 12 or 15
Fax: (632) 8852-2170
Sales Dept. Fax: (632) 8852-4791

DOC REF: 161

DTA-ASH07

KPU 10/1

REF: 0479

WARRANTY - CONDITIONAL & VOIDABLE