

Kohl Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	ABENSON GALLERIA
Date:	09/30/2023
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills) <input type="checkbox"/> Market Status & Competitor's Promotion Update <input type="checkbox"/> Display Racks & Unit Status <input type="checkbox"/> Others:

Details of Visit:

The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance					x	with minimal late
Attitude					x	
Selling Skills					x	
PS Appearance					x	

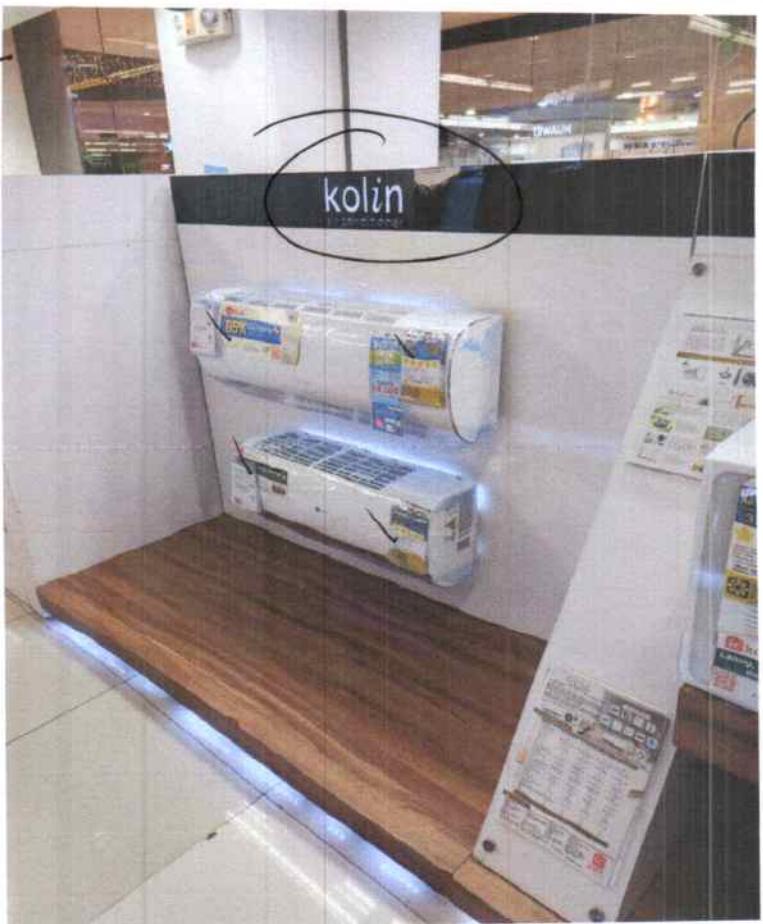
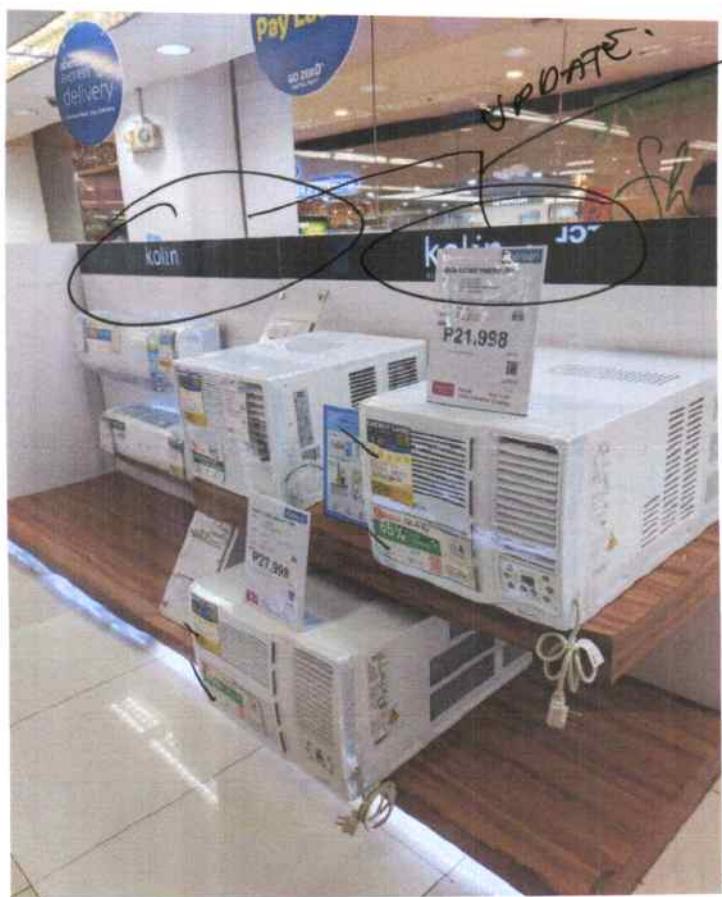
Other Concerns:

Display Units/ Mock-Up Display	NO CONCERN		
Display Racks/ Display Module	NO CONCERN		
Inventory Status	NO CONCERN		
AO Visitation	Feedback from store: As per Ms. Aileen (SOC) no Account Officer visitation.	 Based on the latest DVR: NO VISITATION as of October. <i>SEPT</i>	
Others:	NO CONCERN		

MANNER OF INTERVIEW	
/	FACE TO FACE
	VIA PHONE CALL

COMPETITOR'S
DISPLAY UNIT &
RACKSCOMPETITOR'S
PRICE & PROMOTION

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Ms. Gracezel M. Abenio
Sr Sales PS Management Assistant

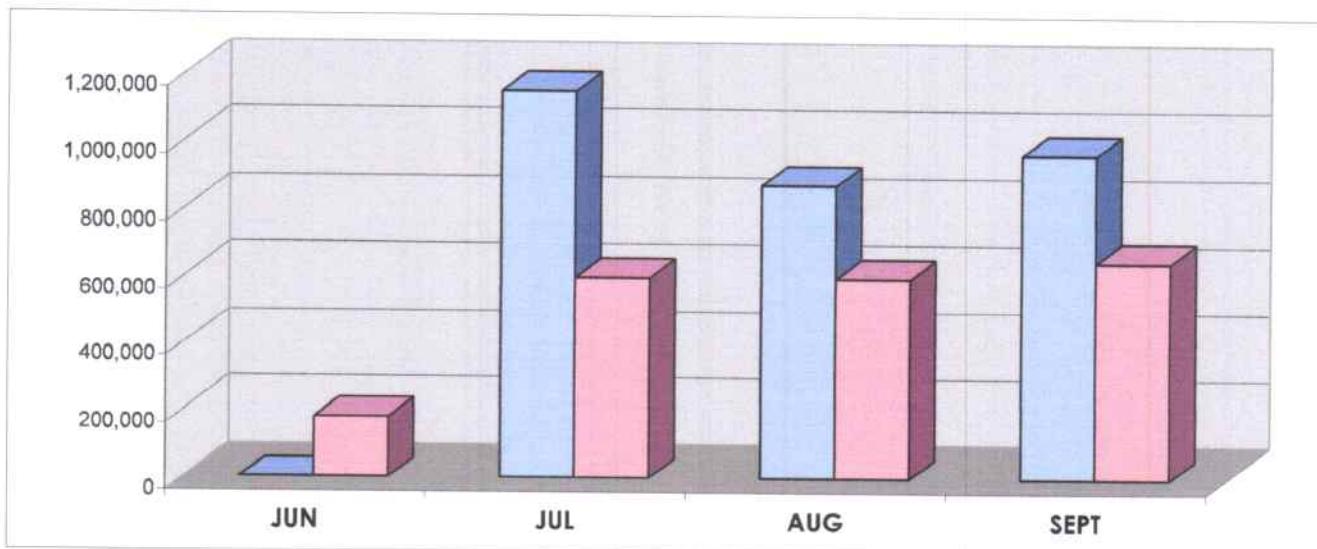
Noted by:

Rowena O. Pausal
Sales PS Management
Assistant Supervisor

Approved by:

Mr. Christian Keith V. Sarmiento
National Sales Manager

BRANCH PERFORMANCE: ABENSON GALLERIA



SALES HISTORY

PERIOD	YEAR	ACTUAL	TARGET	%	PS ASSIGNED
JUN	2023	0	180,000	0%	ERWIN FERMANES JR.
JUL		1,151,530	600,000	192%	
AUG		876,437	600,000	146%	
SEPT		969,355	650,000	149%	
TOTAL		2,997,322	2,030,000	148%	
AVERAGE		749,331	507,500	148%	

*SEPTEMBER Sales based on his Daily Text.

PREPARED BY:

9/10/23

GRACEZEL M. ABENIO

SALES PS MGMT. ASST.

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	RL APPLIANCE NAVAL
Date:	SEPTEMBER 30, 2023
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills) <input type="checkbox"/> Market Status & Competitor's Promotion Update <input type="checkbox"/> Display Racks & Unit Status <input type="checkbox"/> Others:

MANNER OF INTERVIEW	
	FACE TO FACE
1	VIA PHONE CALL

Details of Visit:

The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance					1	
Attitude					1	
Selling Skills				1		
PS Appearance					1	

Other Concerns:

Display Units/ Mock-up Display	Updated displays	
Display Racks/ Display Module	No Kolin rack (No space for rack)	
Inventory Status	Limited stocks	
AO Visitation	Feedback from store: September 27, 2023 Based on the latest DVR: No data of visitation	
Others:	As per Ms. Gloria Cabilin (Manager) our PS is very consistent, it's just that they only have few walk-ins and it's small apps season She recommend to extend his probationary contract.	

COMPETITOR'S
DISPLAY UNIT &
RACKS

NA

COMPETITOR'S
PRICE & PROMOTION

NA

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Mr. Bep Vener G. Cabe

Jr. Sales PS Management Assistant

Noted by:

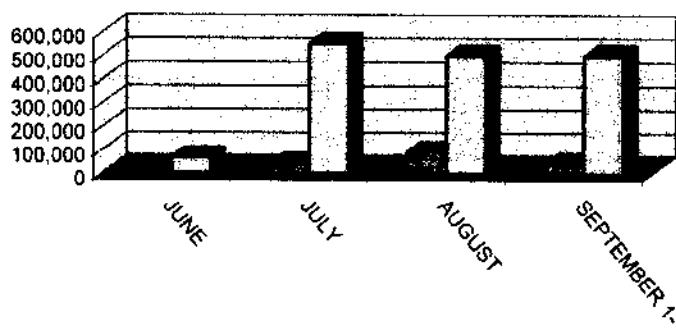
Ms. Rowena C. Pausal

Sales PS Management
Assistant Supervisor

Approved by:

Mr. Christian Keith V. Sarmiento

National Sales Manager

BRANCH PERFORMANCE: RL APP. NAVAL**SALES HISTORY**

MONTH	YEAR	ACTUAL	TARGET	%	PS ASSIGNED
JUNE	2023	25,495	66,666	38%	INTROLESO, AVIE
JULY		39,890	550,000	7%	
AUGUST		91,785	500,000	18%	
SEPTEMBER 1- 30 daily sales report		40,685	500,000	8%	
TOTAL		197,855	1,616,666	12%	June 26, 2023
AVERAGE		49,464	404,167	12%	

NOTE: BASED ON PROVINCE PS SALES SUMMARY

PREPARED BY:

10-4
Ben Vener Cabe
Jr. Sales PS Mgmt. Asst.

Kello Philippines International, Inc.

BRANCH VISIT REPORT

Details/Branch:	ROBINSON MALABON
Date:	SEPTEMBER 22, 2023
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills) <input type="checkbox"/> Market Status & Competitor's Promotion Update <input type="checkbox"/> Display Racks & Unit Status <input type="checkbox"/> Others:

Details of Visit:

The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance				✓		None
Attitude				✓		None
Selling Skills				✓		None
PS Appearance				✓		None

Other Concerns:

Display Units/ Mock-Up Display	None
-----------------------------------	------

Display Racks/ Display Module	None
----------------------------------	------

Inventory Status	None
------------------	------

AO Visitation	Feedback from store: As per Mr. Mark Edwin Barrameda (Branch Manager) he can't remember when was the last visit of our AO. Based on the latest DVR: June 08, 2023
---------------	--

Others:	None
---------	------

MANNER OF INTERVIEW	
✓	FACE TO FACE
	VIA PHONE CALL

COMPETITOR'S
DISPLAY UNIT &
RACKSCOMPETITOR'S
PRICE & PROMOTION

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Mr. Jake Bryan A. Trajeco
Sales PS Management Assistant -
Branch Visit Monitoring

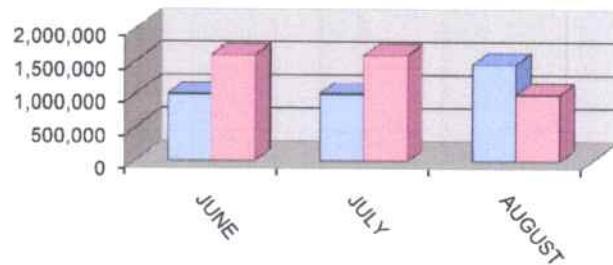
Noted by:

Rowena C. Pausal
Sales PS Management
Assistant Supervisor

Approved by:

Christian Keita V. Salmiendo
National Sales Manager

BRANCH PERFORMANCE: WESTERN MEGAMALL



SALES HISTORY

MONTH	YEAR	ACTUAL	TARGET	%	PS ASSIGNED
JUNE	2023	1,000,615	1,600,000	63%	Serfa Juan, Joseph
JULY		1,008,085	1,600,000	63%	
AUGUST		1,465,355	1,000,000	147%	
TOTAL		3,474,055	4,200,000	83%	June 05, 2023
AVERAGE		1,158,018	1,400,000	83%	

PREPARED BY:

Jake Bryan Trajeco
Jr. Sales PS Management Assistant

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:

IMPERIAL ROXAS DOS

Date:

SEPTEMBER 11, 2023

Purpose of visit:

- PS Performance & Monitoring (attendance, good working relation, selling skills)
- Market Status & Competitor's Promotion Update
- Display Racks & Unit Status
- Others:

MANNER OF INTERVIEW

	FACE TO FACE
✓	VIA PHONE CALL

Details of Visit:

The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance					✓	None
Attitude					✓	None
Selling Skills				✓		None
PS Appearance				✓		None

Other Concerns:

Remarks / Add'l Comments (to be filled-out by PS Management)

Display Units/ Mock-Up Display	NO CONCERN	
Display Racks/ Display Module	NO CONCERN	
Inventory Status	NO CONCERN	
AO Visitation	Feedback from store: As per Mr. Romulo Belvis (Branch Manager), there is no AO visitation. Based on the latest DMR: No Visitation	
Others:	NO CONCERN	

COMPETITOR'S
DISPLAY UNIT &
RACKS

No recommendation

COMPETITOR'S
PRICE & PROMOTION

No recommendation

PICTURES OF ACTUAL DISPLAY AT THE STORE



Note: No POP's as of September 11, but already requested.

Prepared by:

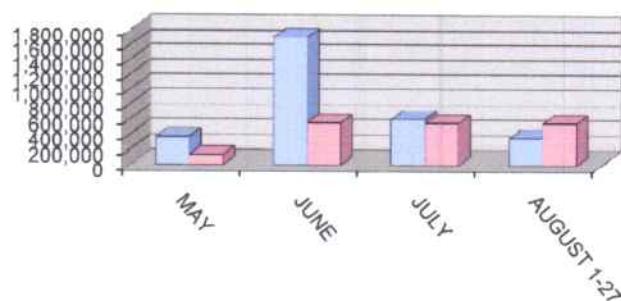
J.B. 09/11
Jayerson B. Obrador
Sales PS Management Assistant -
Data Monitoring

Noted by:

R.C.P. 09/11
Rowena C. Pausal
Sales PS Management
Assistant Supervisor

Approved by:

C.K.S. 09/12
Chrisitan Keith V. Sarmiento
National Sales Manager

BRANCH PERFORMANCE: IMPERIAL ROXAS DOS**SALES HISTORY**

MONTH	YEAR	ACTUAL	TARGET	%	PS ASSIGNED
MAY	2023	368,735	129,262	285%	DEPANAY, JOMARK
JUNE		1,700,705	550,000	275%	
JULY		603,535	550,000	110%	
AUGUST 1-27		359,320	550,000	65%	
TOTAL		3,032,295	1,779,262	170%	
AVERAGE		758,074	444,816	170%	May 9, 2023

NOTE: AUGUST Sales based on his Daily Text.

PREPARED BY:

Jayferson Obrador
S- PS Mgmt. Asst. Data Monitoring