

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	SOLIDMARK OROQUIETA
Date:	OCTOBER 12, 2022
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
✓	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)	ACCOUNT OFFICER'S ACTION PLAN
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Display Units/ Mock-Up Display	No concern	
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Display Racks/ Display Module	No concern	
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Inventory Status	No concern	
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AO Visitation	Feedback from store:	As per Mr. Eugene Guimbarda (Branch Manager) he did not remember the exact date of the AO's: Mr. Arian Santos visit in September.
	Based on the latest DVR:	September 23, 2022

Others:	No concern	
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FOR ACTUAL VISITATION ONLY

GENERAL ANALYSIS & RECOMMENDATION (PS MGMT)

COMPETITOR'S
DISPLAY UNIT &
RACKS

None


COMPETITOR'S
PRICE & PROMOTION

None



PICTURES OF ACTUAL DISPLAY AT THE STORE

Photo sent by our PS on October 12, 2022. The store is under renovation started at the end of September 2022 and will be completed by the first week of December 2022.



Prepared by:

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

Noted by:

Joanna Marie E. Dulong
Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento
National Sales Manager

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

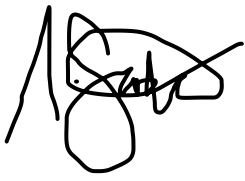

Dealer/Branch:	SOLIDMARK ILIGAN
Date:	OCTOBER 07, 2022
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills)
	<input type="checkbox"/> Market Status & Competitor's Promotion Update
	<input type="checkbox"/> Display Racks & Unit Status
	<input type="checkbox"/> Others:

MANNER OF INTERVIEW	
	FACE TO FACE
✓	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)	ACCOUNT OFFICER'S ACTION PLAN
Display Units/ Mock-Up Display	Requesting Mock-up display KSM-IW10-PL1M KLG-IF40-3D1M KSG-IWF-10WY8K1M KAM95CMC32 KAG100WCINV	KAME MEMO (10/22/22)
Display Racks/ Display Module	No concern	
Inventory Status	No concern	
AO Visitation	<div>Feedback from store:</div> <div>As per Mr. Anthony Cajeta (Branch Manager) he can't remember when was the last visit of our AO Mr. Arian Santos</div> <div>Based on the latest DVR:</div> <div>August 25, 2022</div>	
Others:	No concern	

FOR ACTUAL VISITATION ONLY

GENERAL ANALYSIS & RECOMMENDATION (PS MGMT)

COMPETITOR'S
DISPLAY UNIT &
RACKS

None

COMPETITOR'S
PRICE & PROMOTION

None

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON OCTOBER 07, 2022



Prepared by:

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

Noted by:

Joanna Marie E. Dulog
 Sales PS Management
 Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento
 National Sales Manager

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	IMPERIAL ILIGAN
Date:	OCTOBER 18, 2022
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
✓	VIA PHONE CALL

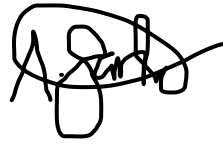
Details of Visit:

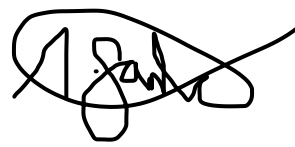
The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after:

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)	ACCOUNT OFFICER'S ACTION PLAN
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Display Units/ Mock-Up Display	No concern	
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Display Racks/ Display Module	No concern	
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Inventory Status	No concern	
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AO Visitation	Feedback from store:	As per Mr. Welbert Palomo our AO Mr. Arlan Santos visited was month of August 2022 he could not remember the exact date.
	Based on the latest DVR:	August 26, 2022

Others:	No concern	
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FOR ACTUAL VISITATION ONLY

GENERAL ANALYSIS & RECOMMENDATION (PS MGMT)

COMPETITOR'S
DISPLAY UNIT &
RACKS

None

COMPETITOR'S
PRICE & PROMOTION

None

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON OCTOBER 18, 2022



Prepared by:

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

Noted by:

Joanna Marie E. Dulog
 Sales PS Management
 Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento
 National Sales Manager