

Kolin Philippines International, Inc.

BRANCH VISIT REPORT






Dealer/Branch:	ANSONS SALAZAR
Date:	SEPTEMBER 23, 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:

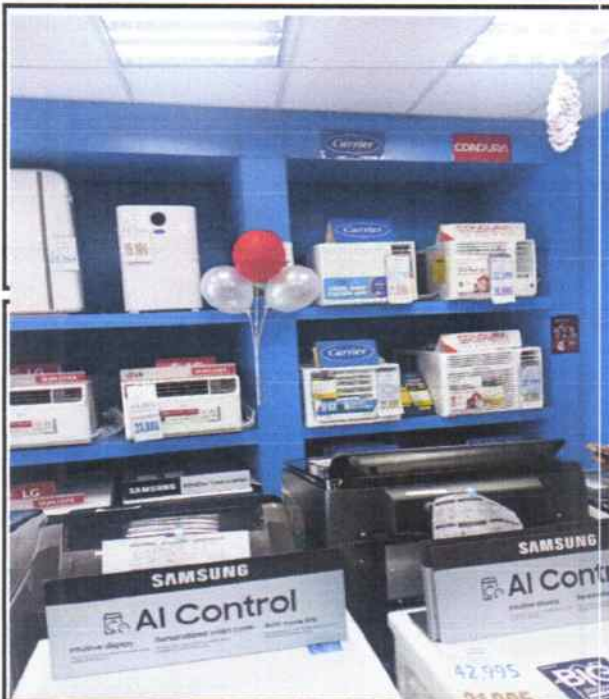
MANNER OF INTERVIEW	
<input checked="" type="checkbox"/>	FACE TO FACE
<input type="checkbox"/>	VIA PHONE CALL

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					✓	No comment
Attitude					✓	No comment
Selling Skills					✓	No comment
PS Appearance					✓	No comment

Other Concerns:	Remarks / Add'l Comments (to be filled-out by PS Management)	ACCOUNT OFFICER'S ACTION PLAN
Display Units/ Mock-Up Display	No concern	
Display Racks/ Display Module	No concern	
Inventory Status	No concern	
AO Visitation	<div>Feedback from store:</div> <div>As per Mr. Ver Coronado(Branch Manager) he can't remember when was the last visit of our AO.</div> <div>Based on the latest DVR:</div> <div>No date of visit</div>	
Others:	No concern	

COMPETITOR'S
DISPLAY UNIT &
RACKS

All wall racks are from ansons

COMPETITOR'S
PRICE & PROMOTION

No existing additional promotion

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

Mr. Trajeco 09-22
Mr. Jake Bryan A. Trajeco
Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

For: 01-02-22
Joanna Marie E. Dulong
Sales PS Management
Assistant Supervisor

Approved by:

09-22
Chrisitan Keith V. Sarmiento
National Sales Manager

BRANCH VISIT REPORT

Dealer/Branch:	WELCOME HOME BINONDO
Date:	SEPTEMBER 23, 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	
<input checked="" type="checkbox"/>	FACE TO FACE
<input type="checkbox"/>	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					✓	No comments
Attitude				✓		No comments
Selling Skills					✓	No comments
PS Appearance					✓	No comments


Other Concerns:


Remarks / Add'l Comments (to be filled-out by PS Management)	ACCOUNT OFFICER'S ACTION PLAN
--	-------------------------------

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. Ma. Rowena Valmocina our AO visited 2nd week of September 2022	
	Based on the latest DVR:	September 12, 2022	

Others:	No concern	
---------	------------	--

COMPETITOR'S
DISPLAY UNIT &
RACKS



No recommendation

COMPETITOR'S
PRICE & PROMOTION



No existing additional promotion

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

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

Noted by:

for. Jo - 9/28/22
Joanha Marie E. Dulog
Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento
National Sales Manager

Kolin Philippines International, Inc.



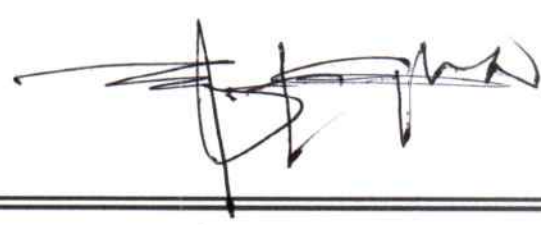
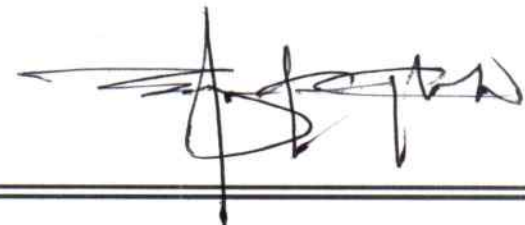

BRANCH VISIT REPORT

Dealer/Branch:	POWERAIRE BINONDO
Date:	SEPTEMBER 23, 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	
<input checked="" type="checkbox"/>	FACE TO FACE
<input type="checkbox"/>	VIA PHONE CALL

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				✓		No comments
Attitude				✓		No comments
Selling Skills					✓	Aggressive to sell out
PS Appearance				✓		No comments

Other Concerns:	Remarks / Add'l Comments (to be filled-out by PS Management)	ACCOUNT OFFICER'S ACTION PLAN				
Display Units/ Mock-Up Display	No concern					
Display Racks/ Display Module	No concern					
Inventory Status	No concern					
AO Visitation	<table border="1"> <tr> <td>Feedback from store:</td> <td>As per Mr. Rey Cabardo (Branch Manager) our AO visited 2nd week of September 2022</td> </tr> <tr> <td>Based on the latest DVR:</td> <td>September 12, 2022</td> </tr> </table>	Feedback from store:	As per Mr. Rey Cabardo (Branch Manager) our AO visited 2nd week of September 2022	Based on the latest DVR:	September 12, 2022	
Feedback from store:	As per Mr. Rey Cabardo (Branch Manager) our AO visited 2nd week of September 2022					
Based on the latest DVR:	September 12, 2022					
Others:	No concern					

COMPETITOR'S
DISPLAY UNIT &
RACKS

No recommendation

COMPETITOR'S
PRICE & PROMOTION

No display of pricetag

No additional promotion

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

H. Trajeco 09-27
 Mr. Jake Bryan A. Trajeco
 Sales PS Management Assistant -
 Branch Visit Monitoring

Noted by:

for. J. Marie E. Dulong
 Joanna Marie E. Dulong
 Sales PS Management
 Assistant Supervisor

Approved by:

C. Sarmiento
 Christian Keith V. Sarmiento
 National Sales Manager