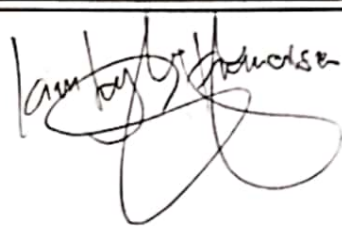


BRANCH VISIT REPORT

Store/Branch:	SAVERS LAPU LAPU
Date of Visit:	OCTOBER 07, 2022
Reason of visit:	☐ PS Performance & Monitoring (attendance, good working relation, selling skills) ☐ Market Status & Competitor's Promotion Update ☐ Display Racks & Unit Status ☐ Others
Remarks of Visit:	

MANNER OF INTERVIEW	
	FACE TO FACE
✓	VIA PHONE CALL

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 for us to make action plan for their improvement there after

Factor	1	2	3	4	5	Remarks / Add'l Comments
Attendance					✓	None
Attitude				✓		None
Selling Skills				✓		None
Appearance				✓		None
Concerns	Remarks / Add'l Comments (to be filled-out by PS Management)					ACCOUNT OFFICER'S ACTION PLAN
Display Unit / Mock-Up Display	Mock-up already outdated KLG-IF40-2CIM KSM-SW10-5G1M KSM-IW10-6H1M					
Display Rack / Display Module	No concern					
Inventory	No concern					
Feedback from store	As per Ms. Mechelle Lala (Branch Manager) he can't remember when was the last visit of our AO Mr. Kimley Francisco.					I already visiting that store on that date Sept. 15, 2022. I was able to talk to PR only due to manager not in the area.
Based on the latest DVR	September 15, 2022					
	No concern					

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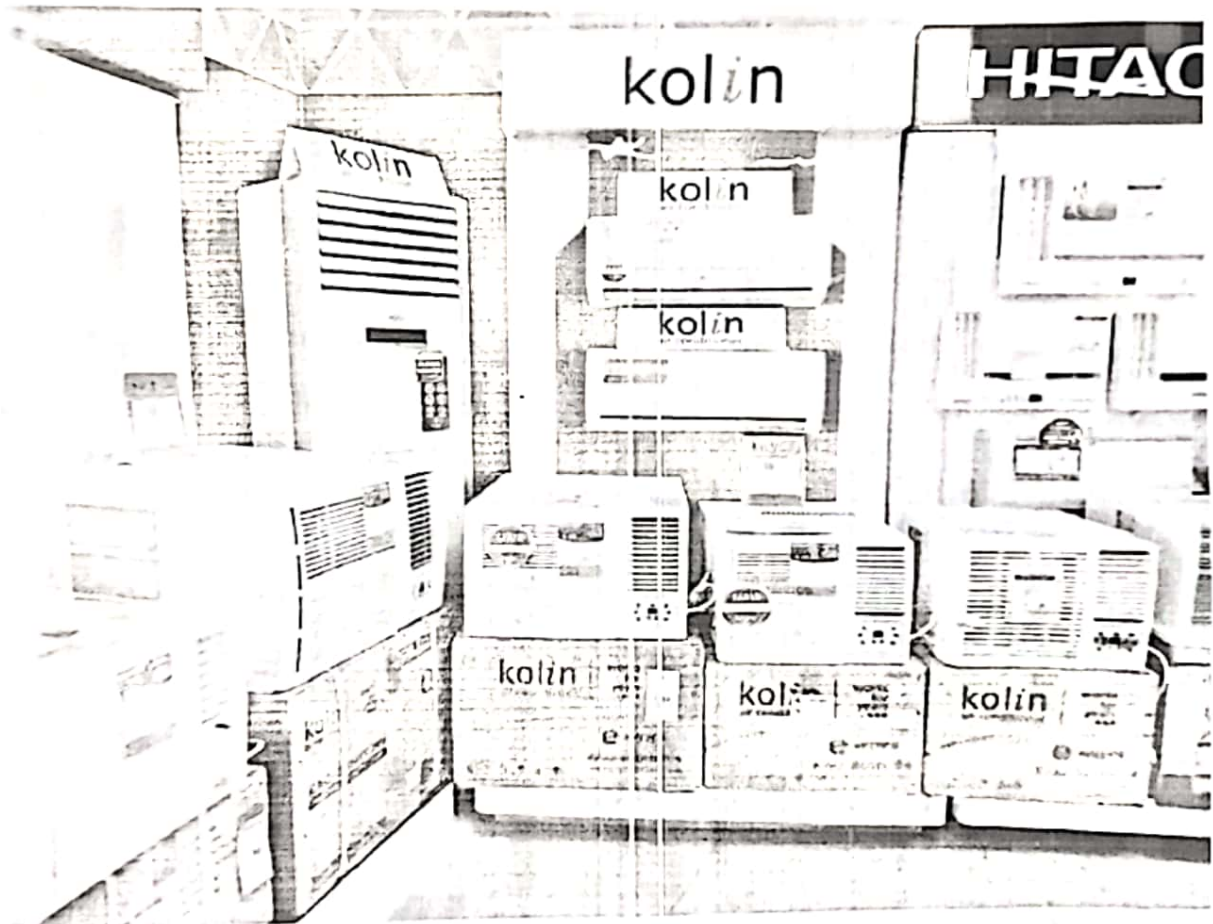
None

N

None

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON OCTOBER 07, 2022



y:

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

Noted by:

Joanna Mario E. Dulog
 Sales PS Management
 Assistant Supervisor

Approved by:

Chrisitan Keith V. Sarmiento
 National Sales Manager

RANCH VISIT REPORT

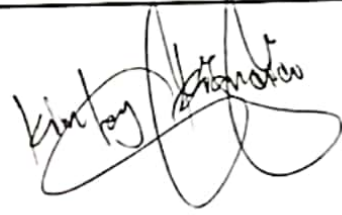
Store/Branch:	ASIAN HOME JUAN LUNA
Date:	OCTOBER 12, 2022
Purpose of visit:	☐ PS Performance & Monitoring (attendance, good working relation, selling skills)
	☐ Market Status & Competitor's Promotion Update
	☐ Display Racks & Unit Status
	☐ Others
Details of Visit:	

MANNER OF INTERVIEW	
	FACE TO FACE
✓	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					✓	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 Ms. Lezel Tenerife (Branch Manager) he can't remember when was the last visit of our A.O Mr. Kimley Francisco.	I just finished visiting the store and I was available able to talk to the Supervisor and Product Specialist
	Based on the latest DVR:	September 13, 2022	

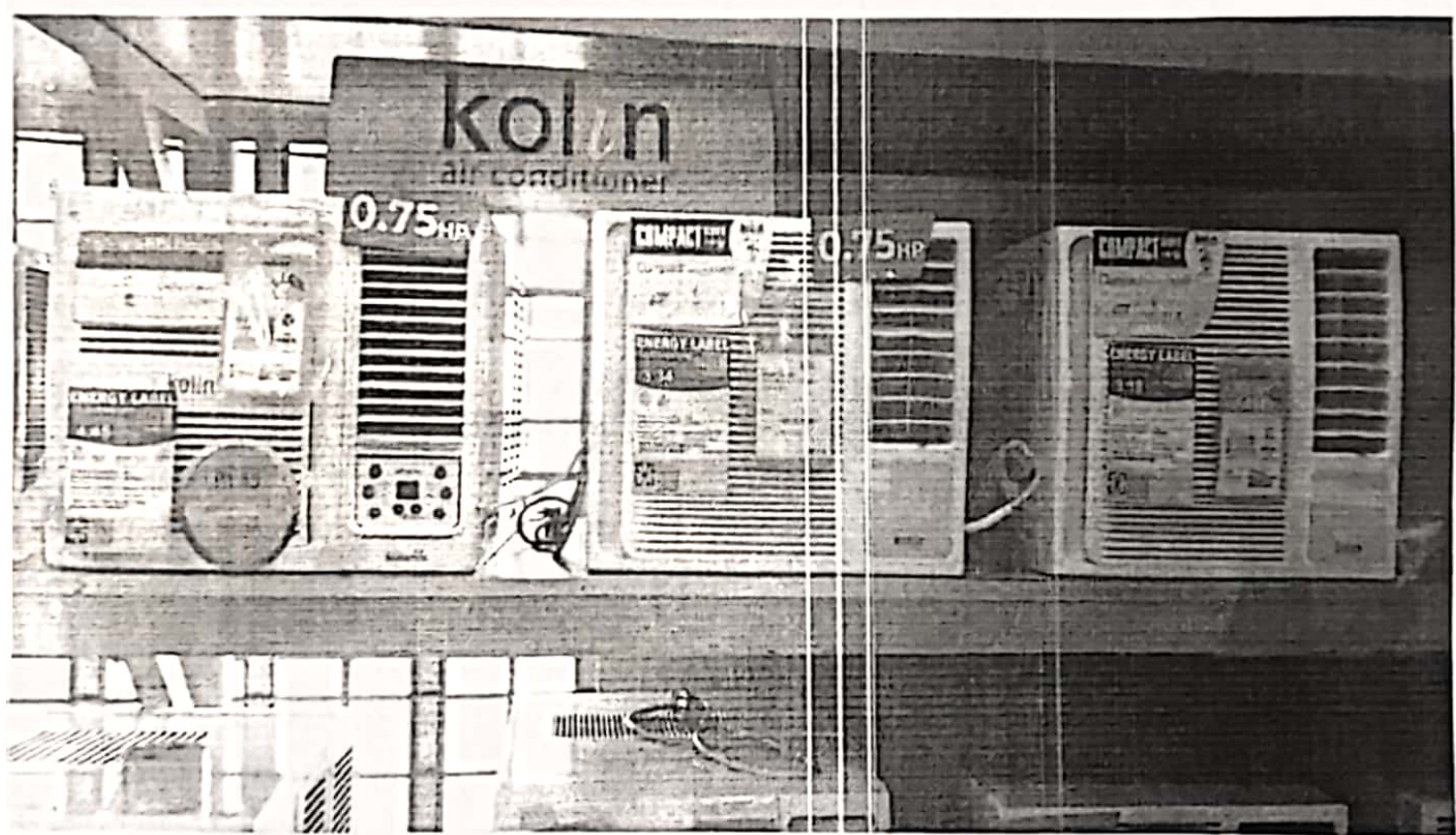
Others:	No concern	
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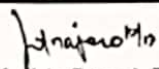


COMPETITOR'S DISPLAY UNIT & RACKS	None	
COMPETITOR'S PRICE & PROMOTION	None	

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON OCTOBER 12, 2022



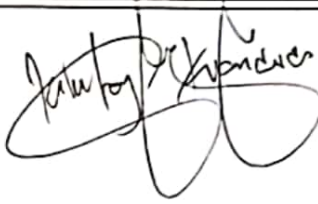
Prepared by:	 Mr. Jake Bryan A. Trajeco Sales PS Management Assistant - Branch Visit Monitoring	Noted by:	Joanna Marie E. Dulog Sales PS Management Assistant Supervisor	Approved by:	Chrisitan Keith V. Sarmiento National Sales Manager
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BRANCH VISIT REPORT

Dealer/Branch:	ROBINSONS GALLERIA CEBU
Date:	OCTOBER 12, 2022
Purpose of visit:	PS Performance & Monitoring (attendance, good working relation, selling skills)
	Market Status & Competitor's Promotion Update
	Display Racks & Unit Status
	Others
Details of Visit:	

MANNER OF INTERVIEW	
	FACE TO FACE
✓	VIA PHONE CALL

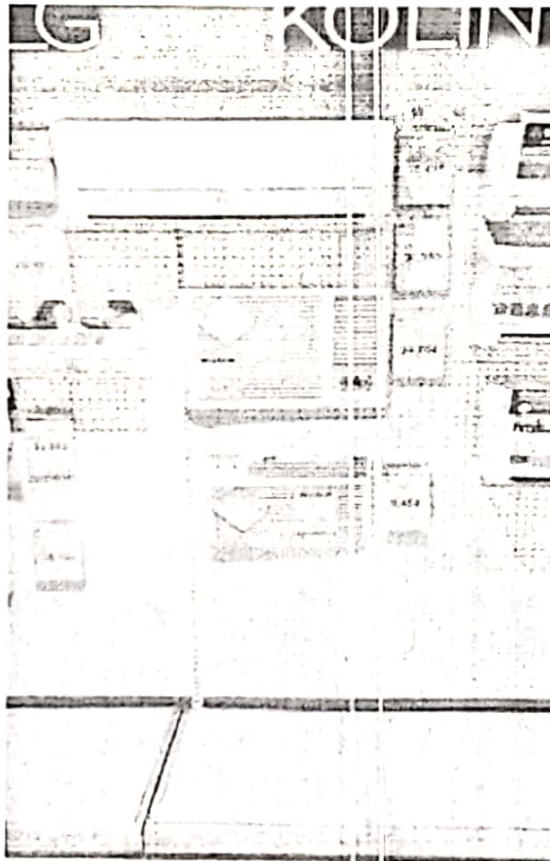
The following factors for the PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment in order for us to make action plan for their improvement there after.

Factors	1	2	3	4	5	Remarks / Add'l Comments
Attendance					✓	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	No concern					
Display Racks/ Display Module	No concern					
Inventory Status	No concern					
AO Visitation	Feedback from store:	As per Ms. Leslie Jane Macalolo-oy (Branch Manager) she can't remember when was the last visit of our AO Mr. Kimley Francisco				I visited at Robinson Store twice a month last had a clear and my priority right now.
	Based on the latest DVR:	No visitation record				
Others:	No concern					

COMPETITOR'S DISPLAY UNIT & RACKS	None	
COMPETITOR'S PROMOTION	None	

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON OCTOBER 12 2022



Prepared by:	<i>J. Trajeco</i> 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. Samiento National Sales Manager
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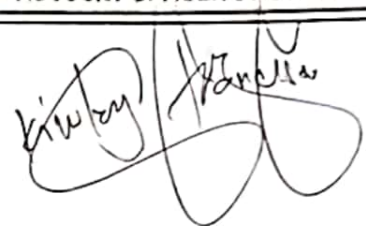
RANCH VISIT REPORT

aler/Branch:	EMCOR MANDAUE
te:	OCTOBER 13, 2022
urpose of visit:	PS Performance & Monitoring (attendance, good working relation, selling skills)
	Market Status & Competitor's Promotion Update
	Display Racks & Unit Status
	Others
ails of Visit:	

MANNER OF INTERVIEW	
	FACE TO FACE
✓	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 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	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 Ms. Jessica Hlsoler (Branch Manager) she can't remember when was the last visit of our AO Mr. Kimley Francisco</td> </tr> <tr> <td>Based on the latest DVR</td> <td>No visitation record</td> </tr> </table>	Feedback from store	As per Ms. Jessica Hlsoler (Branch Manager) she can't remember when was the last visit of our AO Mr. Kimley Francisco	Based on the latest DVR	No visitation record	
Feedback from store	As per Ms. Jessica Hlsoler (Branch Manager) she can't remember when was the last visit of our AO Mr. Kimley Francisco					
Based on the latest DVR	No visitation record					
Others:	No concern					

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 13, 2022



Prepared by:

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 Kelth V. Sarmiento

National Sales Manager

VISIT REPORT

Visit:	ECHO ELECTRICAL-MAGALLANES
	OCTOBER 01, 2022
	PS Performance & Monitoring (attendance, good working relation, selling skills)
	Market Status & Competitor's Promotion Update
	Display Units & Unit Status
	Others

MANNER OF INTERVIEW	
	FACE TO FACE
✓	VIA PHONE CALL

PS Performance Evaluation shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment
 make a plan for improvement there after:

	2	3	4	5	Remarks / Add'l Comments
ce			✓		None
			✓		None
is			✓		None
nce			✓		None

Remarks (to be filled-out by PS Management)	ACCOUNT OFFICER'S ACTION PLAN
No concern	
No concern	
No concern	
As per Mr. Mario Canamo Jr. (Branch Manager) our AO visited was last week of September 2022.	
October 01, 2022	
No concern	

None

None

PICTURES OF ACTUAL DISPLAY AT THE STORE

PHOTO SENT BY OUR PS ON OCTOBER 07, 2022



Trajco

Noted by:

Joanna Marie E. Dulog
Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Kelth V. Sarmiento
National Sales Manager

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Monitoring (attendance, good working relation, selling skills)

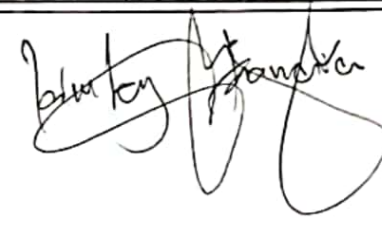
Competitor's Promotion Update

Exit Status

MANNER OF INTERVIEW	
	FACE TO FACE
✓	VIA PHONE CALL

... shall be rated by the store/branch OIC for the purpose of getting direct feedback from the former's branch assignment
... there after;

3	4	5	Remarks / Add'l Comments
	✓		None
	✓		None
	✓		None
		✓	None

6 (If filled-out by PS Management)	ACCOUNT OFFICER'S ACTION PLAN
No concern	
No concern	
No concern	
As per Mr. Reynante Libo-on (Branch Manager) he can't remember when was the last visit of our AO Mr. Kimley Francisco	
No visitation record	
No concern	

ACTUAL DISPLAY AT THE STORE
 SENT BY OUR PS ON OCTOBER 12, 2022



by:

Joanna Marie E. Dulog
 Sales PS Management
 Assistant Supervisor

Chrisitan Kelth V. Sarmiento
 National Sales Manager