

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

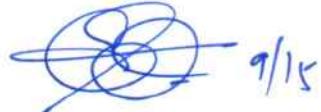
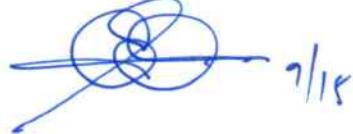
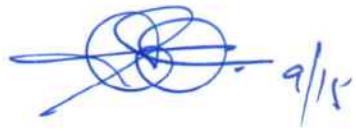
Dealer/Branch:	ROBINSONS ARVO
Date:	SEPTEMBER 12, 2022
Purpose of visit:	<input type="checkbox"/> PS Performance & Monitoring (attendance, good working relation, selling skills) <input type="checkbox"/> Market Status & Competitor's Promotion Update <input type="checkbox"/> Display Racks & Unit Status <input type="checkbox"/> Others:

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	NO CONCERN	 9/15
Display Racks/ Display Module	NO CONCERN	 9/15
Inventory Status	NO CONCERN	 9/15
AO Visitation	Feedback from store: As per our PS Jojo T. Resurrection our AO Mr. Ernie Olimba visited first week of August 2022 Based on the latest DVR: ?	
Others:	NO CONCERN	

MANNER OF INTERVIEW

✓	FACE TO FACE
	VIA PHONE CALL

COMPETITOR'S
DISPLAY UNIT &
RACKS

Display rack was provided by dealer

COMPETITOR'S
PRICE & PROMOTION

No recommendation

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

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

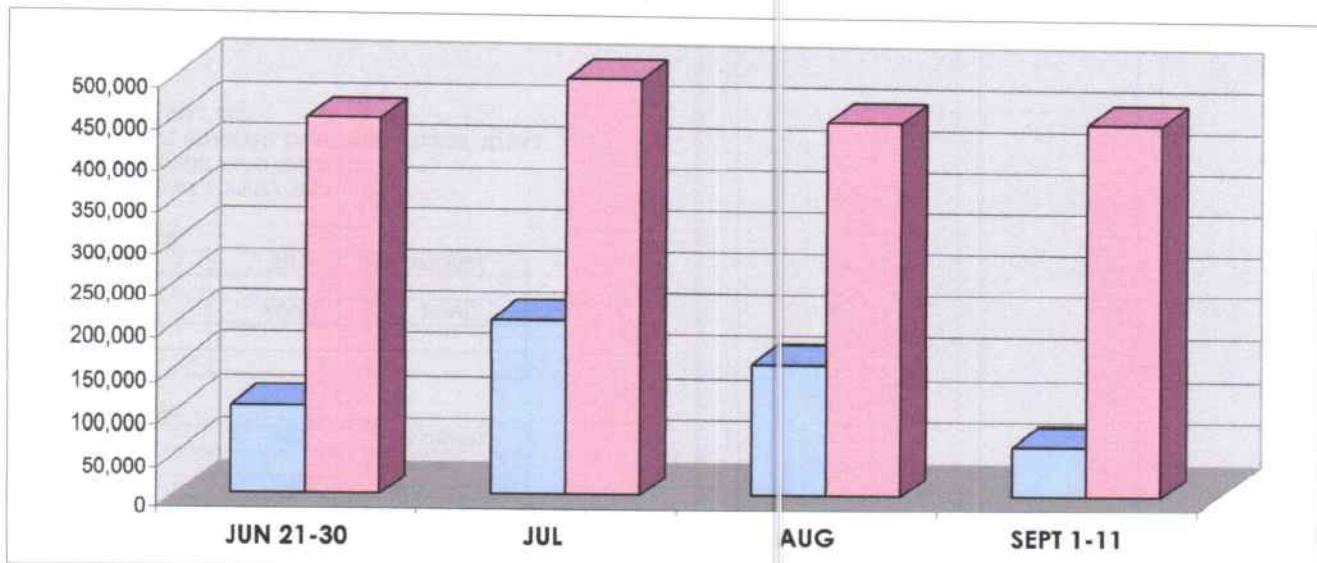
Noted by:

Joanna Marie E. Dulos
Sales PS Management
Assistant Supervisor

Approved by:

Chrisitan Keita V. Sarmiento
National Sales Manager

BRANCH PERFORMANCE: ROBINSON ARVO



SALES HISTORY

PERIOD	YEAR	ACTUAL	TARGET	%	PS ASSIGNED
JUN 21-30	2022	107,340	450,000	24%	JOJO RESURECCION
JUL		206,665	500,000	41%	
AUG		157,965	450,000	35%	
SEPT 1-11		63,140	450,000	14%	
TOTAL		535,110	1,850,000	29%	
AVERAGE		133,778	462,500	29%	

*SEPTEMBER Sales based on his Daily Text.

PREPARED BY:


GRACEZEL M. ABENIO
 SALES PS MGMT. ASST.

Kolin Philippines International, Inc.

BRANCH VISIT REPORT

Dealer/Branch:	ABENSON ASCOTT
Date:	SEPTEMBER 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:

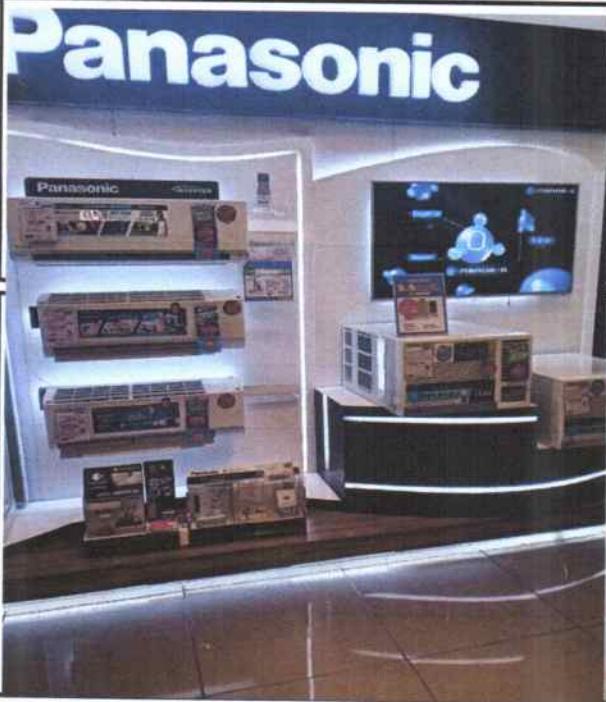
Details of Visit:

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 PLC. 165 up 104.
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. Paz Lupid (Store Supervisor) our AO visited was first week of September 2022 Based on the latest DVR: ?		
Others:	NO CONCERN		

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

Very bright it's very attractive- we need to upgrade our display rack

JSL

No recommendation

JSL

PICTURES OF ACTUAL DISPLAY AT THE STORE



Prepared by:

H. Trajico 09-13
Mc. Jake Bryan A. Trajico
Sales PS Management Assistant -
Branch Visit Monitoring

Noted by:

J. D. 09/15
Joanna Marie E. Dulos
Sales PS Management
Assistant Supervisor

Approved by:

C. Sarmiento 09-15
Christian Keith V. Sarmiento
National Sales Manager