

SO No	SO Date	PO No.			Ship Name	Area	Item / Model	QTY	AMOUNT
SO119391	1/5/2023	70633	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KLG-SF40-5G1M-A	3	175,713.75
SO119391	1/5/2023	70633	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSM-IW10-9L1M-A	1	24,546.25
SO119405	1/5/2023	70654	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KLG-IF40-5G1M32-A	1	83,696.25
SO119415	1/6/2023	70675	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-200WCINV-A	3	98,175.45
SO119419	1/6/2023	70680	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KSG-IWF-25WFFY-8K1M32-A	1	47,071.25
SO119452	1/9/2023	70693	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSG-IWF-15WFFY-8K1M32-A	1	31,146.25
SO119460	1/9/2023	70678	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KDM-20LES-A	1	9,971.50
SO119616	1/12/2023	70848	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSG-IWF-30WFFY-8K1M32-A	1	52,546.25
SO119824	1/16/2023	70873	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KDM-20LES-A	1	9,971.50
SO120002	1/19/2023	71035	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSM-SW20-6H1M32-A	1	26,946.25
SO120003	1/19/2023	71036	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KSM-SW10-6H1M32-A	1	16,296.25
SO120003	1/19/2023	71036	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-145WCINV-A	3	74,151.45
SO120009	1/20/2023	71037	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KAG-250WCINV-A	2	73,150.30
SO120013	1/20/2023	71038	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-200WCINV-A	1	32,725.15
SO120035	1/23/2023	71084	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSM-IW25-9L1M-A	1	41,596.25
SO120041	1/23/2023	71063	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAM-55CMC32-A	35	279,340.25
SO120041	1/23/2023	71063	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-75WCINV-A	10	194,811.50
SO120041	1/23/2023	71063	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAM-95CMC32-A	15	180,932.25
SO120041	1/23/2023	71063	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-100WCINV-A	25	539,003.75
SO120041	1/23/2023	71063	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-200WCINV-A	5	163,625.75
SO120041	1/23/2023	71063	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-145WCINV-A	10	247,171.50
SO120127	1/27/2023	71195	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KSM-IW15-9L1M-A	1	28,071.25
SO120194	1/30/2023	71223	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KAG-75WCINV-A	5	97,405.75
SO120194	1/30/2023	71223	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KAG-200WCINV-A	1	32,725.15
SO120194	1/30/2023	71223	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KAG-250WCINV-A	1	36,575.15
SO120194	1/30/2023	71223	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Centrio	CDO	KAG-145WCINV-A	2	49,434.30
SO120197	1/30/2023	71261	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-200WCINV-A	1	32,725.15
SO120197	1/30/2023	71261	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-100WCINV-A	1	21,560.15
SO120203	1/30/2023	71229	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CAV	KSM-IW20-9L1M-A	2	73,242.50
SO120203	1/30/2023	71229	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CAV	KSM-IW25-9L1M-A	1	41,596.25
SO120203	1/30/2023	71229	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CAV	KSM-IW15-9L1M-A	2	56,142.50
SO120203	1/30/2023	71229	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	CAV	KSM-IW10-9L1M-A	1	24,546.25
SO120204	1/30/2023	71254	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-75WCINV-A	10	194,811.50
SO120204	1/30/2023	71254	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KSM-IW10-9L1M-A	1	24,546.25
SO120204	1/30/2023	71254	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAM-55CMC32-A	30	239,434.50
SO120204	1/30/2023	71254	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KSM-IW15-9L1M-A	1	28,071.25
SO120204	1/30/2023	71254	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KAG-100WCINV-A	20	431,203.00
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAM-55CMC32-A	5	39,905.75
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSM-IW15-9L1M-A	2	56,142.50
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAM-95CMC32-A	2	24,124.30
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-100WCINV-A	5	107,800.75
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-200WCINV-A	10	327,251.50
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KSM-IW10-9L1M-A	2	49,092.50
SO120205	1/30/2023	71062	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CEB	KAG-75WCINV-A	5	97,405.75
SO120228	1/31/2023	71293	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KSM-IW20-9L1M-A	1	36,621.25
SO120228	1/31/2023	71293	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Bacolod	BAC	KSM-IW15-9L1M-A	1	28,071.25
SO120229	1/31/2023	71295	CEB	ASIAN HOME APPLIANCE CENTER CO., INC.	Cebu	CAV	KLG-SF40-5G1M-A	2	102,043.50
								237	4,683,139.05

ACCOUNT:ASIAN HOME APPLIANCE

AO NAME:JUNEL COMPUESTO

PARTICULARS	VOLUME DISCOUNT
TARGET (MONTHLY)	4,853,111
% TARGET	4.0%

MONTH	YEAR	ACTUAL SALES (SO)	QTY (# OF UNITS)	RETURNED UNITS	NET OF RETURNS	FOR CM
JANUARY	2023	4,683,139	237	0	4,683,139	187,326
FEBRUARY	2023					
MARCH	2023					
APRIL	2023					
MAY	2023					
JUNE	2023					
JULY	2023					
AUGUST	2023					
SEPTEMBER	2023					
OCTOBER	2023					
NOVEMBER	2023					
DECEMBER	2023					
GRAND TOTAL		4,683,139		0	4,683,139	187,326

1ST HALF (JAN-JUN)	4,683,139	237	0	4,683,139	187,326
2ND HALF (JUL-DEC)	0	0	0	0	0
Q1 (JAN-MAR)	4,683,139	237	0	4,683,139	187,326
Q2 (APR-JUN)	0	0	0	0	0
Q3 (JUL-SEP)	0	0	0	0	0
Q4 (OCT-DEC)	0	0	0	0	0

PREPARED BY:NOTED & REVIEWED BY:NOTED & REVIEWED BY:

NAMEJoanna Marie Estrella - DulongMr. Christian Keith V. Sarmiento

POSITION TITLESales SupervisorNational Sales Manager

DEALER'S TRADE AGREEMENT FOR THE YEAR 2023

DEALER'S ASIAN HOMES APPLIANCE CENTER DATE: NOVEMBER 17, 2022

MR. KIMLEY FRANCISCO DEALER ASH07

DEALER COORDINATOR: 0917-638-1130

EFFECTIVE DATE: JANUARY 1, 2023 CONTACT NUMBER

TRADING TERMS				
#	TYPE	DETAILS	DURATION	MANNER OF CLAIM
1	BASIC DISCOUNT	23% - WAC & OTHER PRODUCTS 25% - SAC/PAC	JANUARY 1 - DECEMBER 31, 2023	OUTRIGHT
2	CREDIT TERMS	45 DAYS	JANUARY 1 - DECEMBER 31, 2023	
3	VOLUME DISCOUNT	4% (200 UNITS ASSTD MODELS ACCUMULATED P.O./MONTH)	JANUARY 1 - DECEMBER 31, 2023	UPON VALIDATION; THRU CM
4	OTHERS:			
4.1	INSTALLATION SUBSIDY	P3,000/ 1.0hp - 2.0hp UNIT SAC P3,500/ 2.5hp - 3.0hp UNIT SAC	JANUARY 1 - DECEMBER 31, 2023	OUTRIGHT
4.2	YEAR-END INCENTIVE	70M-UP 3.0% 65M 2.5% 60M 2.0%	JANUARY 1 - DECEMBER 31, 2023	UPON VALIDATION; THRU CM
4.3	SALESMAN INCENTIVE	WAC COMPACT P 100.00 WAC QUAD P 150.00 SAC P 200.00 PAC P 300.00	JANUARY 1 - DECEMBER 31, 2023	OUTRIGHT

General Terms:

- This Agreement is subject to the provisions of the Terms & Conditions Code to be seen on this document which the Dealer hereby acknowledge and confirms to have read and understood.
- The signature appearing hereon unconditionally signifies the conformity of the Dealer to the Terms and Conditions provided herein including the General Terms.
- The Dealer is required to return the duly signed original copy of this Dealer's Trade Agreement to Kolin Philippines International, Inc. within seven (7) business days from date of receipt. Failure to return this document within the required period shall be considered as conformity and this Agreement shall be regarded to take effect as indicated.
- The Supplier has the right to request and demand for supporting documents that may serve as evidence to justify the agreed claims or terms.
- Any concerns regarding the indicated details on this Agreement shall be coordinated on the Dealer's assigned Dealer Coordinator.
- Revised Pricelist shall take effect 15 business days upon receipt of notice provided the acknowledgement of authorized representative.

Should you find everything in order, please affix your signature as sign of your confirmation on the above Agreement details.

Kolin Philippines International, Inc.

Mr. Kimley Francisco
Account Officer

Mr. Christian Keith Armiento
National Sales Manager

Mr. Oliver M. Filtes
EVP/COO

Authorized Representative
Printed Name & Signature / Designation

Date

SAL-QTA-01 11/15/2022

KOLIN PHILS. INT'L., INC.

Plant and Head Office
Blk 3 Lt 5 Main Drive, FCIE Compound,
Brgy. Langkaan I, Dasmariñas, Cavite
Tel.: (632) 8749-2118
Fax: (046) 402-0793
www.kolinphil.com.ph / kolinphilippines

Operations Office:
1854 Sta. Rita St. Guadalupe Nuevo,
Makati City
Tel.: (632) 8851-2711 12 or 15
Fax: (632) 8852-2170
Sales Dept. Fax: (632) 8852-4791

DOC REF NO: 07A-ASH07
REV: 01
REV DATE: 01/15/2022

Warranty Confirmation to our Sub-Distributor

DEALER'S TRADE AGREEMENT FOR THE YEAR 2023

DEALER'S ASIAN HOMES APPLIANCE CENTER DATE: NOVEMBER 17, 2022

MR. KIMLEY FRANCISCO DEALER ASH07

DEALER COORDINATOR: D917-638-1130

EFFECTIVE DATE: JANUARY 1, 2023 CONTACT NUMBER

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4.1	INSTALLATION SUBSIDY	P3,000/ 1.0hp - 2.0hp UNIT SAC P3,500/ 2.5hp - 3.0hp UNIT SAC		OUTRIGHT
4.2	YEAR-END INCENTIVE	70M-UP 65M 60M	3.0% 2.5% 2.0%	UPON VALIDATION; THRU CM
4.3	SALESMAN INCENTIVE	WAC COMPACT WAC QUAD SAC PAC	P 100.00 P 150.00 P 200.00 P 300.00	OUTRIGHT

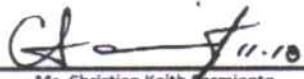
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Kolin Philippines International, Inc.

Mr. Kimley Francisco
Account Officer



Mr. Christian Keith Parniento
National Sales Manager

Mr. Oliver M. Filinto
EVP/COO

Authorized Representative
Printed Name & Signature / Designation

Date

SAL 07A-01 1125-9021

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Sales Dept. Fax: (632) 8852-4791

DOC REF NO:

REV NO:

REV DATE:

07A-0903

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11/17/2022