

CONSOLIDATED VALIDATION FOR THE MONTH OF MARCH 2023

| SO No.   | PO No | SO Date    | Ship Nan Area | Item / Model                                                          | QTY | AMOUNT       |
|----------|-------|------------|---------------|-----------------------------------------------------------------------|-----|--------------|
| SO121219 | 71783 | 01/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAC-48RG-A             | 1   | 10,314.15    |
| SO121220 | 71782 | 01/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-145WCINV-A         | 2   | 49,434.30    |
| SO121258 | 71781 | 02/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CAV KLG-IF70-5G1M32-A   | 1   | 128,246.25   |
| SO121259 | 71784 | 02/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KSM-IW10-9L1M-A     | 2   | 49,092.50    |
| SO121260 | 71789 | 02/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSM-SW25-6H1M32-A      | 1   | 34,171.25    |
| SO121264 | 71810 | 03/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAC-48RG-A             | 3   | 30,942.45    |
| SO121316 | 71869 | 07/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAG-100WCINV-A      | 2   | 43,120.30    |
| SO121316 | 71869 | 07/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAG-145WCINV-A      | 1   | 24,717.15    |
| SO121388 | 71829 | 07/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSG-IWF-10WFF-8K1M32-A | 1   | 28,071.25    |
| SO121434 | 71862 | 08/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Bacolod BAC KAG-100WCINV-A      | 5   | 107,800.75   |
| SO121435 | 71914 | 08/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Bacolod BAC KAM-150CMC32-A      | 4   | 61,184.60    |
| SO121507 | 71959 | 09/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KSM-IW10-9L1M-A     | 1   | 24,546.25    |
| SO121518 | 71930 | 09/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSM-SW10-6H1M32-A      | 1   | 16,296.25    |
| SO121519 | 71957 | 09/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-145WCINV-A         | 2   | 49,434.30    |
| SO121564 | 71950 | 3/10/23    | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KSM-IW25-9L1M-A     | 2   | 83,192.50    |
| SO121564 | 71950 | 3/10/23    | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAM-55CMC32-A       | 5   | 39,905.75    |
| SO121566 | 71949 | 3/10/23    | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAM-150CMC32-A         | 1   | 15,296.15    |
| SO121566 | 71949 | 3/10/23    | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-75WCINV-A          | 1   | 19,481.15    |
| SO121572 | 71977 | 3/10/23    | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAG-200WCINV-A      | 2   | 65,450.30    |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAM-95CMC32-A          | 10  | 120,621.50   |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAM-55CMC32-A          | 50  | 399,057.50   |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-200WCINV-A         | 5   | 163,625.75   |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAM-75CMC32-A          | 5   | 54,920.75    |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-75WCINV-A          | 25  | 487,028.75   |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-100WCINV-A         | 40  | 862,406.00   |
| SO121592 | 71943 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-145WCINV-A         | 15  | 370,757.25   |
| SO121593 | 72001 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KFS-20DAG1M(O)-A       | 1   | 40,571.25    |
| SO121593 | 72001 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KFS-10BAG1M(I)-A       | 2   | 17,992.50    |
| SO121598 | 71941 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-145WCINV-A         | 10  | 247,171.50   |
| SO121599 | 71942 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-200WCINV-A         | 5   | 163,625.75   |
| SO121599 | 71942 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSM-SW10-6H1M32-A      | 5   | 81,481.25    |
| SO121600 | 71942 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAM-75CMC32-A          | 5   | 54,920.75    |
| SO121600 | 71942 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-250WCINV-A         | 1   | 36,575.15    |
| SO121600 | 71942 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-75WCINV-A          | 10  | 194,811.50   |
| SO121615 | 71941 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-145WCINV-A         | 5   | 123,585.75   |
| SO121621 | 71839 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSG-IWF-30WFF-8K1M32-A | 1   | 52,546.25    |
| SO121625 | 72027 | 13/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSG-IWF-30WFF-8K1M32-A | 1   | 52,546.25    |
| SO121632 | 72025 | 14/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-145WCINV-A         | 238 | 5,765,028.07 |
| SO121632 | 72025 | 14/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CAV KAG-100WCINV-A         | 58  | 1,225,478.93 |
| SO121693 | 72067 | 16/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KLG-IF40-5G1M32-A      | 1   | 83,696.25    |
| SO121694 | 72074 | 16/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KDM-20LES-A            | 1   | 9,971.50     |
| SO121732 | 72108 | 17/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KLG-IF40-5G1M32-A      | 1   | 83,696.25    |
| SO121733 | 72111 | 20/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-200WCINV-A         | 1   | 32,725.15    |
| SO121761 | 72158 | 20/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSM-SW15-6H1M32-A      | 1   | 19,896.25    |
| SO121862 | 72166 | 22/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSM-SW20-6H1M32-A      | 2   | 53,892.50    |
| SO121893 | 72228 | 23/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-100WCINV-A         | 2   | 43,120.30    |
| SO121907 | 72240 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAM-95CMC32-A       | 3   | 36,186.45    |
| SO121907 | 72240 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAG-100WCINV-A      | 7   | 150,921.05   |
| SO121907 | 72240 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAM-75CMC32-A       | 5   | 54,920.75    |
| SO121907 | 72240 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAM-55CMC32-A       | 5   | 39,905.75    |
| SO121907 | 72240 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAG-145WCINV-A      | 6   | 148,302.90   |
| SO121907 | 72240 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Centrio CDO KAG-75WCINV-A       | 8   | 155,849.20   |
| SO121937 | 72260 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KAG-75WCINV-A          | 1   | 19,481.15    |
| SO121945 | 72274 | 24/03/2023 | CEB           | ASIAN HOME APPLIANCE CENTER CO., INC. Cebu CEB KSM-IW10-9L1M-A        | 2   | 49,092.50    |

| SO No.   | PO No | SO Date    |                                           | Ship    | Nan Area | Item / Model           | QTY        | AMOUNT               |
|----------|-------|------------|-------------------------------------------|---------|----------|------------------------|------------|----------------------|
| SO122054 | 72300 | 28/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Bacolod | BAC      | KSM-IW10-9L1M-A        | 1          | 24,546.25            |
| SO122055 | 72305 | 28/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Centrio | CDO      | KSM-IW20-9L1M-A        | 1          | 36,621.25            |
| SO122056 | 72320 | 28/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Cebu    | CEB      | KLK-IF40-5G1M32-A      | 1          | 83,696.25            |
| SO122263 | 72342 | 30/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Cebu    | CEB      | KAC-36RG-A             | 2          | 18,934.30            |
| SO122346 | 72399 | 31/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Cebu    | CEB      | KSM-IW25-9L1M-A        | 1          | 41,596.25            |
| SO122348 | 72401 | 31/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Cebu    | CEB      | KSM-IW20-9L1M-A        | 1          | 36,621.25            |
| SO122384 | 72410 | 31/03/2023 | CEB ASIAN HOME APPLIANCE CENTER CO., INC. | Cebu    | CEB      | KSG-IWF-25WFY-8K1M32-A | 1          | 47,071.25            |
|          |       |            |                                           |         |          |                        | <b>584</b> | <b>12,666,194.75</b> |

ACCOUNT:

ASIAN HOME APPLIANCE

AO NAME:

JUNEL COMPUESTO

PARTICULARS

TARGET (MONTHLY)

% TARGET

VOLUME DISCOUNT

6,508,829

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 | 1,100,915         | 43               | 0              | 1,100,915      | 0       |
| MARCH       | 2023 | 12,666,195        | 584              | 60,509         | 12,605,685     | 504,227 |
| APRIL       | 2023 |                   |                  |                |                |         |
| MAY         | 2023 |                   |                  |                |                |         |
| JUNE        | 2023 |                   |                  |                |                |         |
| JULY        | 2023 |                   |                  |                |                |         |
| AUGUST      | 2023 |                   |                  |                |                |         |
| SEPTEMBER   | 2023 |                   |                  |                |                |         |
| OCTOBER     | 2023 |                   |                  |                |                |         |
| NOVEMBER    | 2023 |                   |                  |                |                |         |
| DECEMBER    | 2023 |                   |                  |                |                |         |
| GRAND TOTAL |      | 18,450,249        |                  | 60,509         | 18,389,739     | 735,590 |

|                    |            |     |        |            |         |
|--------------------|------------|-----|--------|------------|---------|
| 1ST HALF (JAN-JUN) | 18,450,249 | 864 | 60,509 | 18,389,739 | 735,590 |
| 2ND HALF(JUL-DEC)  | 0          | 0   | 0      | 0          | 0       |
| Q1 (JAN-MAR)       | 18,450,249 | 864 | 60,509 | 18,389,739 | 735,590 |
| 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:

NAME

Joanna Marie Estrella - Dulong

Mr. Christian Keith V. Sarmiento

POSITION TITLE

Sales Supervisor

National Sales Manager

DEALER'S TRADE AGREEMENT  
FOR THE YEAR 2023

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

MR. KIMLEY FRANCISCO DEALER ASH02

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<br>25% - SAC/PAC                               | JANUARY 1 - DECEMBER 31, 2023 | OUTRIGHT                    |
| 2.            | CREDIT TERMS         | 45 DAYS                                                                   | JANUARY 1 - DECEMBER 31, 2023 |                             |
| 3.            | VOLUME DISCOUNT      | 4%<br>(200 UNITS ASSTD MODELS ACCUMULATED<br>P.O./MONTH)                  | JANUARY 1 - DECEMBER 31, 2023 | UPON VALIDATION;<br>THRU CM |
| 4.            | OTHERS:              |                                                                           |                               |                             |
| 4.1           | INSTALLATION SUBSIDY | P3,000/ 1.0hp - 2.0hp UNIT SAC<br>P3,500/ 2.5hp - 3.0hp UNIT SAC          | JANUARY 1 - DECEMBER 31, 2023 | OUTRIGHT                    |
| 4.2           | YEAR-END INCENTIVE   | 70M-UP 3.0%<br>65M 2.5%<br>60M 2.0%                                       | JANUARY 1 - DECEMBER 31, 2023 | UPON VALIDATION;<br>THRU CM |
| 4.3           | SALESMAN INCENTIVE   | WAC COMPACT P 100.00<br>WAC QUAD P 150.00<br>SAC P 200.00<br>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 confirm 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

*Christian Keith Herminto*  
Mr. Christian Keith Herminto  
National Sales Manager

*Oliver M. Filoteo*  
Mr. Oliver M. Filoteo  
EVP/COO

Authorized Representative  
Printed Name & Signature / Designation

Date

SAC: CTA-01-1115/0221

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: SAC  
REF: N/A  
REF: DATE

DTA: ASH02  
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