

To: Audit Dept.

From: EDGAR H. MAGTOTO
Account Officer Central Luzon
Date: January 13, 2025
Subject: 1ST MEGA SAVER CLAIMS
Ref: SAL-AO-26-1-070
Cc: DCO, AVP, OP, AIS, ACCTG., FIN, File

The undersigned would like to request your good office to compute the SMT Claims of 1ST MEGA SAVER Total amount is 56,650.00 for the month of December please see attached excel file for your reference.

KAM-55CMC32	10	100	1,000
KAM-75CMC32	2	100	200
KAM-95CMC32	8	100	800
KAM-150CMC32	9	100	900
KAM-75DRC32	4.3	100	400
KAM-100DRC32	11	100	1,100
KAM-150DRC32	6	100	600
KAM-200DRC32	8	100	800
KA-75MCARINV32	15.14	100	1,500
KA-100MCARINV32	30.29	100	3,000
KA-150MCARINV32	25	100	2,500
KA-200MCARINV32	8	100	800
KAG-75WCINV	6	150	900
KAG-100WCINV	39.38	150	5,850
KAG-145WCINV	8.7	150	1,200
KAG-200WCINV	5	150	750
KAG-250WCINV	5.4	150	750
KSM-IW10-WCT10M1M32	30.28	300	9,000
KSM-IW15-WCT10M1M32	15.14	300	4,500
KSM-IW20-WCT10M1M32	17	300	5,100
KSM-IW25-WCT10M1M32	8	300	2,400
KSG-IWF-10WFFY8K1M32	9	300	2,700
KSG-IWF-15WFFY8K1M32	12.11	300	3,600
KSG-IWF-20WFFY8K1M32	5	300	1,500
KSG-IWF-25WFFY8K1M32	4.3	300	1,200
KSG-IWF-30WFFY8K1M32	4	300	1,200
KLG-IF40-5G1M32	4	400	1,600
KLG-SF40-WBR6H1M32	2.1	400	800

56,650

AUDITED
DATE: 1/13/2025
BY: [Signature]

RECEIVED
DATE: 1/15/2025
BY: [Signature]

Thank you and God bless.

Prepared by:

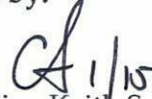


1/13/26

Edgar H. Magtoto

Sr. Account Officer Central Luzon

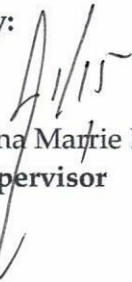
Approved by:



Mr. Christian Keith Sarmiento

Asst. Vice President Sales

Noted by:



Ms. Joanna Marie E. Dulong
Sales Supervisor



DEALER'S TRADE AGREEMENT
FOR THE YEAR 2025

DATE: January 10, 2025

DEALER'S NAME: 1ST MEGA SAVERS / TARLAC MAC/
DOUBLE ALPHA ENTERPRISES/ MAC AIRE COOLING INDUSTRIES CORP.

DEALER CODE: SAV02

MR. EDGAR MAGTOTO
ACCOUNT OFFICER

0917-854-1915
CONTACT NUMBER

EFFECTIVE DATE: January 1, 2025

TRADING TERMS					
#	TYPE	DETAILS		DURATION	MANNER OF CLAIM
1	BASIC DISCOUNT	25% (24% : OUTRIGHT, 1% : CREDIT MEMO) 30% - WATER DISPENSER & AIR CIRCULATOR (ALL IN)		JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT/ CREDIT MEMO
2	CREDIT TERMS	60 DAYS		JANUARY 1 - DECEMBER 31, 2025	--
3	INSTALLATION SUBSIDY (Excluding Certus)	P3,000 /1.0hp - 2.0hp UNIT SAC P3,500/2.5hp - 3.0hp UNIT SAC		JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT
4	VOLUME DISCOUNT	30 UNITS PER BRANCH(ES) / P.O	3%	JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT
		50 UNITS PER BRANCH(ES) / P.O	5%	JANUARY 1 - DECEMBER 31, 2025	
		(MAXIMUM OF 2 DROPOFF POINTS WITHIN SAME AREA)		JANUARY 1 - DECEMBER 31, 2025	
5	DISPLAY SUBSIDY	50% FOR AIR CIRCULATOR & WATER DISPENSER (1 MODEL EACH PER STORE)		JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT
6	SELL-OUT SUPPORT	SEE ATTACHED ANNEX A		JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT
7	OTHERS:				
7.1	MARKETING SUPPORT	2% (BASED ON ACTUAL INVOICED SALES)		JANUARY 1 - DECEMBER 31, 2025	UPON VALIDATION; THRU CM
7.2	YEAR-END INCENTIVE	180M - UP 170M 160M	2.5% 2.0% 1.5%	JANUARY 1 - DECEMBER 31, 2025	UPON VALIDATION; THRU CM
7.3	SALESMAN INCENTIVE	WAC COMP WAC CREO WAC QUAD SAC PAC AIR CIRCULATOR (WRW/SRW SERIES) INDUSTRIAL FAN (WMBBL/SMBBL SERIES) CHILLER	P 100 P 100 P 150 P 300 P 400 P 150 P 150 P 200	JANUARY 1 - DECEMBER 31, 2025	UPON VALIDATION; THRU CM

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 Account Officer.
- Revised Pricelist shall take effect 15 business days upon receipt of notice provided the acknowledgement of authorized representative.
- Water Dispenser and Air Circulator are not included in the availment of other Discounts.

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. Edgar Magtoto
Sr. Account Officer
Mr. Christian Keith Garmiento
National Sales Manager

Mr. Oliver M. Filoteo
CEO

Authorized Representative
Printed Name & Signature / Designation

Date

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SAL-DIA-01-111521
DOC REF NO.: SAV02-2-011025

Kolin Philippines 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

Operation 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





DEALER'S TRADE AGREEMENT
FOR THE YEAR 2025

DATE: January 10, 2025

DEALER'S NAME: 1ST MEGA SAVERS / TARLAC MAC/
DOUBLE ALPHA ENTERPRISES/ MAC AIRE COOLING INDUSTRIES CORP.

DEALER CODE: SAV02

MR. EDGAR MAGTOTO
ACCOUNT OFFICER

0917-854-1915

CONTACT NUMBER

EFFECTIVE DATE: January 1, 2025

ANNEX A

#	TYPE	DETAILS	DURATION	MANNER OF CLAIM
6	SELL-OUT SUPPORT	WAC COMPACT (SMI + PRICE OFF)	JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT
		KAM-55CMC32 P 300		
		KAM-75CMC32 P 300 + P 300		
		KAM-95CMC32 P 300 + P 300		
		KAM-150CMC32 P 300 + P 500		
		WAC COMPACT (SMI + PRICE OFF)		
		KAM-75DRC32 P 300 + P 300		
		KAM-100DRC32 P 300 + P 300		
		KAM-150DRC32 P 300 + P 500		
		KAM-200DRC32 P 300 + P 500		
		WAC CREO		
		KA-75MCARINV32 P 600		
		KA-100MCARINV32 P 800		
		KA-150MCARINV32 P 1,000		
		KA-200MCARINV32 P 1,200		
		WAC QUAD		
		KAG-75WCINV P 1,300		
		KAG-100WCINV P 1,300		
		KAG-145WCINV P 1,300		
		KAG-200WCINV P 1,800		
		KAG-250WCINV P 1,800		
		SPLIT TYPE (ALL HP)		
		CERTUS P 4,000		
		PRIMUS Sell Out (P 3,500) + SMI (P 500) P 4,000		
		FLOOR MOUNTED		
		REGULAR (4HP) P 2,500		
		REGULAR (7HP) P 3,000		
		INVERTER (4HP) P 6,000		
		OTHER AC ESSENTIALS		
		AIR PURIFIER (KAP-500CHCPLV) P 3,000		
		OTHER APPLIANCES		
		AIR CIRCULATOR		
		(KCF - 105RD AND KCF - 10TRD) P 300		
		WATER DISPENSER P 200		
		COFFEE/TEA BAR P 300		
		SHOWCASE GRILLER		
		KSD 200MG1 P 1,000		
		KSD 240MG1 P 1,000		
		KSF-255W01 P 2,000		
		KSF-315W01 P 3,000		
		KSF-425W01 P 2,000		

Mechanics:

1. This Sell-Out Support shall be applicable to Cash / Straight or Zero interest installment payment and on top of your existing in-house promotions and/or what is included on the Dealer's Trade Agreement.
2. This Sell-Out Support shall be deducted from SRP and reflected in the price tags and online platforms.

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. Edgar Magtoto
Sr. Account Officer


Mr. Christian Keith Barmiento
National Sales Manager

Mr. Oliver M. Filoteo
CEO

Authorized Representative
Printed Name & Signature / Designation

Date

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SAL-DTA-01-111521
DOC REF NO.: SAV02-2-011025

K Kolin Philippines Int'l., Inc.

Plant and Head Office:
Blk 3 Lt 5 Main Drive, FCIE Compound,
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Tel.: (632) 8749-2118
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Fax: (632) 8852-2170
Sales Dept. Fax: (632) 8852-4791



KOLIN PHILIPPINES INTERNATIONAL, INC.
1ST MEGA SAVER SALESMAN INCENTIVES
SAL-AO-26-01-070

DECEMBER 01 TO 31, 2025

PRODUCT CATEGORY	QTY	SMI	TOTAL
Compact Size			
KAM - 55CMC32-A	10	100.00	1,000.00
KAM - 75CMC32-A	2	100.00	200.00
KAM - 95CMC32-A	7	100.00	700.00
KAM - 150CMC32-A	9	100.00	900.00
KAM - 75DRC32-A	3	100.00	300.00
KAM - 100DRC32-A	11	100.00	1,100.00
KAM - 150DRC32-A	6	100.00	600.00
KAM - 200DRC32-A	8	100.00	800.00
Window-Creo series			
KA - 75MCARINV32-A	14	100.00	1,400.00
KA - 100MCARINV32-A	29	100.00	2,900.00
KA - 150MCARINV32-A	25	100.00	2,500.00
KA - 200MCARINV32-A	8	100.00	800.00
Window-Quad series			
KAG - 75WCINV-A	6	150.00	900.00
KAG - 100WCINV-A	38	150.00	5,700.00
KAG - 145WCINV-A	7	150.00	1,050.00
KAG - 200WCINV-A	5	150.00	750.00
KAG - 250WCINV-A	4	150.00	600.00
Split-Type AC			
KSM - IW10-WCT10M1M32-A	28	300.00	8,400.00
KSM - IW15-WCT10M1M32-A	14	300.00	4,200.00
KSM - IW20-WCT10M1M32-A	17	300.00	5,100.00
KSM - IW25-WCT10M1M32-A	8	300.00	2,400.00
KSG - IWF-10Wfy8K1M32-A	9	300.00	2,700.00
KSG - IWF-15Wfy8K1M32-A	11	300.00	3,300.00
KSG - IWF-20Wfy8K1M32-A	5	300.00	1,500.00
KSG - IWF-25Wfy8K1M32-A	3	300.00	900.00
KSG - IWF-30Wfy8K1M32-A	4	300.00	1,200.00
Package-Type AC			
KLK - SF40-WBR6H1M32-A	1	400.00	400.00
KLK - IF40-5G1M32-A	4	400.00	1,600.00

TOTAL 296

53,900.00

Less:

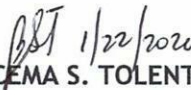
1 unit of KAM-95CMC32; 1 unit of KAM-75DRC32; 1 unit of KAG-100WCINV; 1 unit of KSG-IWF15-WFY8K1M32; 1 unit of KSG-IWF25-WFY8K1M32; and 1 unit KLG-SF40-WBR6H1M32 with total amount P 1,350, serial number is recorded twice.

1 unit of KAG-250WCINV with amount of P150, unit was already claimed in August 2025 with reference # SAL-AO-25-0-1583.

1 unit of KSM-IW10-WCT10M1M32 with amount of P300, unit was already claimed in September 2025 with reference # SAL-AO-25-0-1536.

1 unit of KA-75MCARINV, 1 unit of KA-100MCARINV; 1 unit of KAG-145WCINV; 1 unit of KSM-IW10WCT10M1M32 and 1 unit of KSM-IW15-WCT10M1M32 with amount of P 950, based on serial number provided it was already claimed in October 2025 with ref. # SAL-AO-25-A-1675.

Prepared by:


BIDA GRACEMA S. TOLENTINO
Audit Assistant

Noted by:


CHARMAINE NICOLE G. RESNGIT
Audit Assistant Supervisor

Approved by:


MR. OLIVER M. FILOTEO
President/ CEO