

To: Audit Dept.

From: EDGAR H. MAGTOTO
Account Officer Central Luzon

Date: January 13, 2026

Subject: Double Alpha CLAIMS

Ref: SAL-AO-26-1-071

Cc: DCO, AVP, OP, AIS, ACCTG., FIN, File

The undersigned would like to request your good office to compute the SMI Claims of Double Alpha Total amount is 4,850.00 for the month of December please see attached excel file for your reference.

KAM-95CMC32	2	100	200
KAM-200DRC32	1	100	100
KA-100MCARINV32	2	100	200
KA-150MCARINV32	1	100	100
KA-200MCARINV32	1	100	100
KAG-100WCINV	5	150	750
KSM-IW10-WCT10M1M32	4	300	1500
KSM-IW15-WCT10M1M32	1	300	300
KSM-IW20-WCT10M1M32	1	300	600
KSG-IWF-15WFY8K1M32	1	300	300
KSG-IWF-25WFY8K1M32	1	300	300
KLG-SF40-WBR6H1M32	1	400	400

Thank you and God bless.

Prepared by:

Ed

1/13/26

Edgar H. Magtoto
Sr. Account Officer Central Luzon

Approved by:

CK/15

Mr. Christian Keith Sarmiento
Asst. Vice President Sales

Noted by:

J/15
Ms. Joanna Marvie E. Dulong
Sales Supervisor





DEALER'S TRADE AGREEMENT
FOR THE YEAR 2025

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

DATE: January 10, 2025

MR. EDGAR MAGTOTO
ACCOUNT OFFICER

DEALER CODE: SAV02

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. 50 UNITS PER BRANCH(ES) / P.O.	3% 5%	JANUARY 1 - DECEMBER 31, 2025	OUTRIGHT
		(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 Armiento
National Sales Manager

Mr. Oliver M. Filoteo
CEO

Authorized Representative
Printed Name & Signature / Designation

Date

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DOC REF NO.: SAV02-2-011025

Kolin Philippines Int'l., Inc.

Plant and Head Office:
Bld 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

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

DATE: January 10, 2025

MR. EDGAR MAGTOTO
ACCOUNT OFFICER

DEALER CODE: SAV02
0917-854-1915
CONTACT NUMBER

EFFECTIVE DATE: January 1, 2025
ANNEX A

#	TYPE	DETAILS		DURATION	MANNER OF CLAIM
WAC COMPACT (SMI + PRICE OFF)					
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 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-500CHCPUV)		P 3,000			
OTHER APPLIANCES					
AIR CIRCULATOR (KCF-105RD AND KCF-107RD)		P 300			
WATER DISPENSER		P 200			
COFFEE/TEA BAR		P 300			
SHOWCASE CHILLER					
KSD-200MG1		P 1,000			
KSD-240MG1		P 1,000			
KSF-255WB1		P 2,000			
KSF-215WB1		P 3,000			
KSF-125WB1		P 2,000			
JANUARY 1 - DECEMBER 31, 2025				OUTRIGHT	

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 Sarmiento
National Sales Manager

Authorized Representative
Printed Name & Signature / Designation

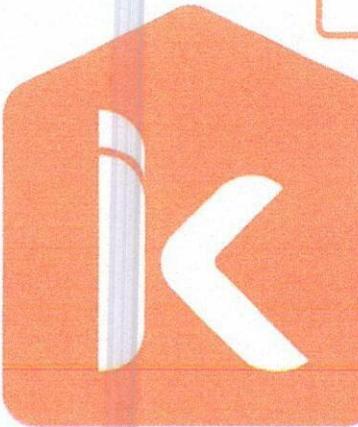
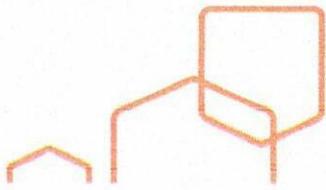
Date

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Sales Dept. Fax: (632) 8852-4791



KOLIN PHILIPPINES INTERNATIONAL, INC.
 DOUBLE ALPHA SALESMAN INCENTIVES
 SAL-AO-26-01-071

DECEMBER 01 TO 31, 2025

PRODUCT CATEGORY	QTY	SMI	TOTAL
Compact Size			
KAM - 95CMC32-A	2	100.00	200.00
KAM - 200DRC32-A	1	100.00	100.00
Window-Type (CREO SERIES)			
KA - 100MCARINV32-A	2	100.00	200.00
KA - 150MCARINV32-A	1	100.00	100.00
KA - 200MCARINV32-A	1	100.00	100.00
Window-Type (QUAD SERIES)			
KAG - 100WCINV-A	5	150.00	750.00
Split-Type AC			
KSM - IW10-WCT10M1M32-A	4	300.00	1,200.00
KSM - IW15-WCT10M1M32-A	1	300.00	300.00
KSM - IW20-WCT10M1M32-A	1	300.00	300.00
KSG - IWF-15WFY8K1M32-A	1	300.00	300.00
KSG - IWF-25WFY8K1M32-A	1	300.00	300.00
Package-Type AC			
KLG - SF40-WBR6H1M32-A	1	400.00	400.00
TOTAL	<u>21</u>		<u>4,250.00</u>

Less:

1 unit of KSM-IW20-WCT10M1M32 with amount of P 300, units were already claimed in July 2025 with reference no. SAL-AO-25-08-1207 and serial number (18652404-15757).
 1 unit of KSM-IW10-WCT10M1M32 with amount of P 300, units were already claimed in September 2025 by 1st Megasaver with reference no. SAL-AO-25-0-1536 and serial number (18612503-32882).

Prepared by:

BGT 1/22/2026
 BIDA GRACEMA S. TOLENTINO

Audit Assistant

Noted by:

Charmaine Nicole G. Resngit
 CHARMAINE NICOLE G. RESNGIT
 Audit Assistant Supervisor

Approved by:

Oliver M. Filoteo
 MR. OLIVER M. FILOTEZO
 President/ CEO