

TO : AUDIT DEPARTMENT
FROM : JUNEL A. COMPUESTO
AO - CEBU
SUBJECT : Request for Computation of 4% Volume Discount - Echo Electrical Supply (December 2025)
REF : SAL-AO-26-3-394
DATE : February 19, 2026
CC : SALES /FINANCE / FILE

Good day,
 The undersigned would like to request to process the computation for Echo Electrical Supply Volume Discount claim for the Month of December 2025.

Details are as follows:

Total Gross Sales	3,615,396.25
Less: Sales Return	0
Net Sales Subject for Incentive	3,615,396.25
Multiply: Rate/Percentage	4.00%
Amount for CM	144,615.85

Note: Below are the details of the December PO. Deliveries were completed in the succeeding months due to stock availability.

SO DATE	SO NO.	PO NO.	COSTUMER NAME	AREA	ITEM/MODEL	QTY	AMOUNT
1/7/2026	SO176951	MAIN0012380	ECHO ELECTRICAL SUPPLY CORPORATION	CEB	KAC-36TCRM-A	10	109,462.50
1/7/2026	SO176951	MAIN0012380	ECHO ELECTRICAL SUPPLY CORPORATION	CEB	KAC-48TCRM-A	5	64,481.25
						15	173,943.75

Attached on this memo are the following:

- DTA
- Template summary for volume discount

Thank you very much!!

Prepared by:

Mr. Junel A. Compuesto
 Account Officer

Noted by:

Ms. Joanna Marie E. Dulog
 Sales Supervisor

Approved by:

Mr. Christian Keith Sarmiento
 AVP-Sales



EXPLANATION LETTER

Good day,

This is to formally explain the late processing of the Volume Discount. The delay was due to several Purchase Orders (POs) being served in the succeeding months because of limited stock availability at the time of order placement. Since the units were not immediately available, the corresponding Volume Discount could only be processed once the POs were fully served.

Respectfully,

Jc
JUNEL COMPUESTO

AO-Cebu

March 04, 2026

ACCOUNT:

ECHO ELECTRICAL SUPPLY

AO NAME:

JUNEL A. COMPUESTO

PARTICULARS
TARGET (MONTHLY)
TARGET (QUARTERLY)
TARGET (SEMI ANNUAL)
% TARGET

VOLUME
4.0%

MONTH	YEAR	ACTUAL SALES (SO)	QTY (# OF UNITS)	RETURNED UNITS	NET OF RETURNS	FOR CM
JANUARY	2025	4,045,842	224	0	4,045,842	161,834
FEBRUARY	2025	3,916,113	219	0	3,916,113	156,645
MARCH	2025			0		0
APRIL	2025	2,911,750	200	0	2,911,750	116,470
MAY	2025	3,802,131	205	0	3,802,131	152,085
JUNE	2025	3,227,743	202	0	3,227,743	129,110
JULY	2025	3,859,643	222	0	3,859,643	154,386
AUGUST	2025	3,425,468	202	0	3,425,468	137,019
SEPTEMBER	2025	3,113,758	200	39,537	3,074,221	122,969
OCTOBER	2025					0
NOVEMBER	2025					0
DECEMBER	2025	3,615,396	201	0	3,615,396	144,616
GRAND TOTAL		31,917,843	1,875	39,537	31,878,306	1,275,132

1ST HALF (JAN-JUN)	17,903,579	1,050	0	17,903,579	716,143
2ND HALF(JUL-DEC)	14,014,264	825	39,537	13,974,727	558,989
Q1 (JAN-MAR)	7,961,955	443	0	7,961,955	318,478
Q2 (APR-JUN)	9,941,624	607	0	9,941,624	397,665
Q3 (JUL-SEP)	10,398,868	624	39,537	10,359,331	414,373
Q4 (OCT-DEC)	3,615,396	201	0	3,615,396	144,616

PREPARED BY:

NOTED & REVIEWED BY:

NOTED & REVIEWED BY:

Junel A. Compuesto
Account Officer

Joanna Marie Estrella - Dulong
Sales Supervisor

Mr. Christian Keith V. Sarmiento
National Sales Manager

12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAM-150CMC32-A	10	142,713	0054009
12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAM-75CMC32-A	5	51,606	0054009
12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAG-75WCINV-A	10	181,963	0054009
12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAM-95CMC32-A	5	56,231	0054009
12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAM-150DRC32-A	5	78,856	0054009
12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KA-60MEMC32-A	20	150,425	0054009
12/01/2025	SO175047	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAG-100WCINV-A	5	101,481	0054009
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAG-250WCINV-A	5	172,856	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KSM-IW15-WCT10M1M32-A	5	92,731	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KSM-IW10-WCT10M1M32-A	5	81,481	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KA-75MCARINV32-A	10	161,713	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAG-145WCINV-A	20	465,925	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KA-100MCARINV32-A	10	178,463	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KLG-IF40-5G1M32-A	2	157,193	0053940
12/01/2025	SO175048	MAIN0012331	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KSM-IW25-WCT10M1M32-A	10	312,963	0053940
12/11/2025	SO175722	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KA-100MCARINV32-A	5	89,231	0054679
12/11/2025	SO175722	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KA-150MCARINV32-A	5	99,481	0054679
12/11/2025	SO175722	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAC-48TCRM-A	5	64,481	0054679
12/11/2025	SO175722	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAC-36TCRM-A	15	164,194	0054679
12/11/2025	SO175722	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAG-100WCINV-A	8	162,370	0054679
12/11/2025	SO175722	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KA-75MCARINV32-A	5	80,856	0054679
12/12/2025	SO175806	MAIN0012389	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KS-IW15-MCAI12O1M32-A	3	56,989	0054719
12/12/2025	SO175806	MAIN0012389	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KS-IW25-MCAI12O1M32-A	3	93,739	0054719
12/12/2025	SO175806	MAIN0012389	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KS-IW20-MCAI12O1M32-A	5	128,731	0054719
12/12/2025	SO175806	MAIN0012389	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KS-IW10-MCAI12O1M32-A	4	66,985	0054719
12/22/2025	SO176538	MAIN0012447	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KSIF-762WB2-A	1	47,796	0055532
01/07/2026	SO176951	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAC-36TCRM-A	10	109,462.50	0055969
01/07/2026	SO176951	MAIN0012380	CEB	ECHO ELECTRICAL SUPPLY CORPORATION	Billing	CEB	KAC-48TCRM-A	5	64,481.25	0055969

**ECHO ELECTRICAL
SUPPLY CORPORATION**
Count

201 3,615,396.25

KOLIN PHILIPPINES INTERNATIONAL, INC.
 ECHO ELECTRICAL SUPPLY CORPORATION
 Volume Incentive - DECEMBER 2025
 SAL-AO-26-3-394

SI No.	SO No.	PO No.	SO Date	DR No.	Customer Name	Item / Model	QTY	Unit price	Amount
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KAM-150CMC32-A	10	14,271.25	142,712.50
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KAM-75CMC32-A	5	10,321.25	51,606.25
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KAG-75WCINV-A	10	18,196.25	181,962.50
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KAM-95CMC32-A	5	11,246.25	56,231.25
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KAM-150DRC32-A	5	15,771.25	78,856.25
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KA-60MEMC32-A	20	7,521.25	150,425.00
SI 272045	SO175047	MAIN0012331	1 12 2025	0054009	ECHO ELECTRICAL SUPPLY CORPORA	KAG-100WCINV-A	5	20,296.25	101,481.25
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KAG-250WCINV-A	5	34,571.25	172,856.25
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KSM-IW15-WCT10M1M32-A	5	18,546.25	92,731.25
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KSM-IW10-WCT10M1M32-A	5	16,296.25	81,481.25
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KA-75MCARINV32-A	10	16,171.25	161,712.50
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KAG-145WCINV-A	20	23,296.25	465,925.00
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KA-100MCARINV32-A	10	17,846.25	178,462.50
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KLG-IF40-5G1M32-A	2	78,596.25	157,192.50
SI 272043	SO175048	MAIN0012331	1 12 2025	0053940	ECHO ELECTRICAL SUPPLY CORPORA	KSM-IW25-WCT10M1M32-A	10	31,296.25	312,962.50
SI 272097	SO175722	MAIN0012380	11 12 2025	0054679	ECHO ELECTRICAL SUPPLY CORPORA	KA-100MCARINV32-A	5	17,846.25	89,231.25
SI 273143	SO176538	MAIN0012447	22 12 2025	0055532	ECHO ELECTRICAL SUPPLY CORPORA	KSIF-762WB2-A	1	47,796.25	47,796.25
SI 274784	SO176951	MAIN0012380	7 01 2026	0055969	ECHO ELECTRICAL SUPPLY CORPORA	KAC-36TCRM-A	10	10,946.25	109,462.50
SI 274784	SO176951	MAIN0012380	7 01 2026	0055969	ECHO ELECTRICAL SUPPLY CORPORA	KAC-48TCRM-A	5	12,896.25	64,481.25

201 3,615,396.25

***NOT INCLUDED FOR JANUARY
 2026 VOLUME INCENTIVE CLAIM
 SAL-AO-26-3-394**

Total Gross Sales	3,615,396.25
Less: Sales Return	0.00
Net Sales Subject for Volume Incentive	3,615,396.25
Multiply: Volume Incentive Rate	0.04
Amount for CM	144,615.85

Prepared by:


 CHARMAINE RESNIGIT
 Audit Asst. Supervisor

Approved by:


 Mr. OLIVER FILOTEO
 President | CEO