

ITEM TYPE BY MONTH

| Year | - 750ML | - 750ML | BEER | DUNNAGE | KEGS | LIQUOR | NON-ALCOHOL | REF | STR_SUPPLIES | WINE | |
|--------|---------|---------|-------|-----------|-------|-----------|-------------|----------|--------------|--------|---------|
| ☐ 2017 | 1391798 | 479575 | 83420 | 625144779 | 11538 | 139085673 | 1915656995 | 60249136 | 897910 | 370992 | 1361568 |
| Q2 | | 479575 | 83420 | 193524981 | 1923 | 26997453 | 615223569 | 14630530 | 119673 | 117073 | 414270 |
| Q3 | 347953 | | | 174652946 | 3846 | 51490943 | 498408069 | 17807725 | 239712 | 93651 | 360705 |
| Q4 | 1043845 | | | 256966852 | 5769 | 60597277 | 802025357 | 27810881 | 538525 | 160268 | 586592 |
| ☐ 2018 | 347953 | | | 164097390 | 3846 | 39076036 | 530049396 | 18731586 | 299240 | 109024 | 348460 |
| Q1 | 347953 | | | 164097390 | 3846 | 39076036 | 530049396 | 18731586 | 299240 | 109024 | 348460 |
| Total | 1739751 | 479575 | 83420 | 789242169 | 15384 | 178161709 | 2445706391 | 78980722 | 1197150 | 480016 | 1710028 |

AVERAGE ITEM TYPE BY MONTH

| Year | | - 750ML | - 750ML | BEER | DUNNAGE | KEGS | LIQUOR | NON-ALCOHOL | REF | STR_SUPPLIES | WINE |
|--------|-----------|-----------|----------|----------|---------|----------|----------|-------------|----------|--------------|----------|
| ☐ 2017 | 347949,50 | 159858,33 | 83420,00 | 48195,57 | 480,75 | 49851,50 | 85352,74 | 126044,22 | 33255,93 | 4364,61 | 215895,8 |
| Q2 | | 159858,33 | 83420,00 | 47155,21 | 480,75 | 55779,86 | 81497,36 | 118947,40 | 29918,25 | 5321,50 | 207384,2 |
| Q3 | 347953,00 | | | 50859,91 | 480,75 | 52919,78 | 85799,29 | 128113,13 | 29964,00 | 3746,04 | 217619,9 |
| Q4 | 347948,33 | | | 47297,41 | 480,75 | 45459,32 | 88270,46 | 128754,08 | 35901,67 | 4217,58 | 221230,5 |
| ☐ 2018 | 347953,00 | | | 47550,68 | 480,75 | 46080,23 | 89083,93 | 124877,24 | 37405,00 | 5191,62 | 217787,5 |
| Q1 | 347953,00 | | | 47550,68 | 480,75 | 46080,23 | 89083,93 | 124877,24 | 37405,00 | 5191,62 | 217787,5 |
| Total | 347950,20 | 159858,33 | 83420,00 | 48060,05 | 480,75 | 48972,43 | 86134,62 | 125765,48 | 34204,29 | 4528,45 | 216278,6 |

RETAIL SALES BY Q

| Year | Q1 | Q2 | Q3 | Q4 | Total |
|-------|-------|-------|-------|-------|--------|
| 2017 | | 32272 | 26975 | 42656 | 101903 |
| 2018 | 26442 | | | | 26442 |
| Total | 26442 | 32272 | 26975 | 42656 | 128345 |

TOTAL RETAIL BY MONTH

| Year | | BEER | DUNNAGE | KEGS | LIQUOR | NON-ALCOHOL | REF | STR_SUPPLIES | WINE | Total |
|-------|---|----------|---------|------|----------|-------------|------|--------------|----------|----------|
| 2017 | 0 | 8886095 | 0 | 0 | 22710522 | 535429 | 5542 | 65044 | 22567525 | 54770157 |
| 4 | | 0 | | | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 | | 1243728 | | | 3200979 | | | | 3065737 | 7510444 |
| 6 | | 1420630 | 0 | 0 | 3181934 | 93059 | 1224 | 7869 | 2890981 | 7595697 |
| 8 | | 1173621 | 0 | 0 | 2911983 | 91371 | 217 | 5511 | 2732039 | 6914742 |
| 9 | | 1180311 | 0 | 0 | 2850527 | 77328 | 2169 | 6386 | 2941105 | 7057826 |
| 10 | 0 | 1148273 | 0 | 0 | 3016131 | 76923 | 446 | 815 | 2986885 | 7229473 |
| 11 | | 1112814 | 0 | 0 | 3184557 | 76876 | 524 | 6889 | 3384099 | 7765759 |
| 12 | | 1606718 | 0 | 0 | 4364411 | 119872 | 962 | 37574 | 4566679 | 10696216 |
| 2018 | | 1771293 | 0 | 0 | 5201472 | 138831 | 3089 | 9777 | 5143997 | 12268459 |
| 1 | | 817621 | 0 | 0 | 2575072 | 69436 | 917 | 5307 | 2611046 | 6079399 |
| 2 | | 953672 | 0 | 0 | 2626100 | 69395 | 2172 | 1170 | 2532951 | 6189050 |
| Total | 0 | 10657388 | 0 | 0 | 27911994 | 674260 | 8631 | 74821 | 27711522 | 67038616 |

AVERAGE RETAIL SALES BY Q

| Year | Q1 | Q2 | Q3 | Q4 | Total |
|-------|--------|--------|--------|--------|--------|
| 2017 | | 468,09 | 517,98 | 602,29 | 537,47 |
| 2018 | 463,98 | | | | 463,98 |
| Total | 463,98 | 468,09 | 517,98 | 602,29 | 522,33 |

AVERAGE RETAIL BY MONTH

| Year | | BEER | DUNNAGE | KEGS | LIQUOR | NON-ALCOHOL | REF | STR_SUPPLIES | WINE | Total | |
|--------|--|--------|---------|------|---------|-------------|---------|--------------|--------|--------|--------|
| ☐ 2017 | | 0,00 | 684,92 | 0,00 | 0,00 | 1011,87 | 1120,14 | 142,10 | 765,22 | 357,83 | 537,47 |
| 4 | | 0,00 | | | 0,00 | | 0,00 | | 0,00 | | 0,00 |
| 5 | | 718,50 | | | 1106,46 | | | | 347,39 | | 558,44 |
| 6 | | 807,18 | 0,00 | 0,00 | 1084,13 | 1310,69 | 244,80 | 655,75 | 345,94 | | 557,36 |
| 8 | | 669,88 | 0,00 | 0,00 | 1003,44 | 1363,75 | 43,40 | 423,92 | 328,25 | | 508,81 |
| 9 | | 701,73 | 0,00 | 0,00 | 980,57 | 1074,00 | 309,86 | 532,17 | 356,41 | | 527,29 |
| 10 | | 0,00 | 651,69 | 0,00 | 0,00 | 1023,11 | 1098,90 | 63,71 | 62,69 | 357,07 | 530,60 |
| 11 | | 592,55 | 0,00 | 0,00 | 1055,54 | 1053,10 | 74,86 | 626,27 | 372,37 | | 534,43 |
| 12 | | 895,61 | 0,00 | 0,00 | 1398,40 | 1642,08 | 137,43 | 2683,86 | 503,94 | | 737,67 |
| ☐ 2018 | | | 513,27 | 0,00 | 0,00 | 873,90 | 925,54 | 308,90 | 465,57 | 321,46 | 463,98 |
| 1 | | 478,98 | 0,00 | 0,00 | 854,65 | 977,97 | 131,00 | 482,45 | 322,39 | | 455,56 |
| 2 | | 516,82 | 0,00 | 0,00 | 892,61 | 878,12 | 721,00 | 117,00 | 320,50 | | 472,56 |
| Total | | 0,00 | 648,85 | 0,00 | 0,00 | 982,96 | 1073,66 | 176,14 | 705,86 | 350,47 | 522,33 |

WAREHOUSE

| Year | WarehouseSales |
|--------|----------------|
| ☒ 2017 | 85648242 |
| Q2 | 28416607 |
| Q3 | 25774491 |
| Q4 | 31457144 |
| ☒ 2018 | 15250463 |
| Q1 | 15250463 |
| Total | 100898705 |

WAREHOUSE

| Year | - 750ML | - 750ML | BEER | DUNNAGE | KEGS | LIQUOR | NON-ALCOHOL | REF | STR_SUPPLIES | WINE | Total | |
|--------|---------|---------|------|----------|--------|--------|-------------|--------|--------------|------|---------|-----------|
| ☐ 2017 | 1 | 1 | 0 | 82952223 | -34966 | 33772 | 202407 | 133030 | -6546 | 0 | 2368320 | 85648242 |
| Q2 | | 1 | 0 | 27675092 | -6384 | 6236 | 39417 | 26069 | -66 | 0 | 676242 | 28416607 |
| Q3 | | | | 24992104 | -11475 | 11517 | 72378 | 39832 | -1221 | 0 | 671356 | 25774491 |
| Q4 | 1 | | | 30285027 | -17107 | 16019 | 90612 | 67129 | -5259 | 0 | 1020722 | 31457144 |
| ☐ 2018 | | | | 14508560 | -10365 | 9786 | 55924 | 54141 | -92 | 0 | 632509 | 15250463 |
| Q1 | | | | 14508560 | -10365 | 9786 | 55924 | 54141 | -92 | 0 | 632509 | 15250463 |
| Total | 1 | 1 | 0 | 97460783 | -45331 | 43558 | 258331 | 187171 | -6638 | 0 | 3000829 | 100898705 |

AVERAGE WAREHOUSE

| Year | Promedio de WarehouseSales |
|--------|----------------------------|
| ☒ 2017 | 840,45 |
| Q2 | 880,43 |
| Q3 | 955,50 |
| Q4 | 737,46 |
| ☒ 2018 | 576,75 |
| Q1 | 576,75 |
| Total | 786,13 |

AVERAGE WAREHOUSE

| Year | - 750ML | - 750ML | BEER | DUNNAGE | KEGS | LIQUOR | NON-ALCOHOL | REF | STR_SUPPLIES | WINE | Total | |
|--------|---------|---------|------|---------|----------|--------|-------------|--------|--------------|------|-------|--------|
| ☐ 2017 | 1,00 | 0,33 | 0,00 | 6393,73 | -1456,92 | 12,10 | 9,02 | 278,31 | -167,85 | 0,00 | 37,55 | 840,45 |
| Q2 | | 0,33 | 0,00 | 6740,16 | -1596,00 | 12,88 | 5,22 | 211,94 | -11,00 | 0,00 | 33,85 | 880,43 |
| Q3 | | | | 7277,84 | -1434,38 | 11,84 | 12,46 | 286,56 | -101,75 | 0,00 | 40,50 | 955,50 |
| Q4 | 1,00 | | | 5573,25 | -1425,58 | 12,02 | 9,97 | 310,78 | -250,43 | 0,00 | 38,50 | 737,46 |
| ☐ 2018 | | | | 4204,16 | -1295,63 | 11,54 | 9,40 | 360,94 | -9,20 | 0,00 | 39,53 | 576,75 |
| Q1 | | | | 4204,16 | -1295,63 | 11,54 | 9,40 | 360,94 | -9,20 | 0,00 | 39,53 | 576,75 |
| Total | 1,00 | 0,33 | 0,00 | 5933,69 | -1416,59 | 11,97 | 9,10 | 298,04 | -135,47 | 0,00 | 37,95 | 786,13 |