

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for: Route 02,
ALL Products

FERMIN
TOPEZ

Route Type: MIXED

Covering for the period from May 01, 2025 to May 31, 2025

| SKU | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|--------------------------------|--------------|----------|-----------|----------------|----------|--------------------|----------|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| RH SUPER 1000 | 47 | - | - | - | - | 0.60 | - |
| CALI | 47 | - | - | - | - | 0.60 | - |
| PP1000 | 866 | - | - | - | - | 11.11 | - |
| PP320 | 8 | - | - | - | - | 0.10 | - |
| PALE PILSEN | 874 | - | - | - | - | 11.21 | - |
| RH1000 | 6,361 | - | - | - | - | 81.58 | - |
| RH500 | 114 | - | - | - | - | 1.46 | - |
| RED HORSE | 6,475 | - | - | - | - | 83.04 | - |
| BROAD POPULAR | 7,396 | - | - | - | - | 94.86 | - |
| CALI 10 CAN | 1 | - | - | - | - | 0.01 | - |
| CALI 330 PL | 2 | - | - | - | - | 0.03 | - |
| CALI CAN | 2 | - | - | - | - | 0.03 | - |
| CALI ICE CAN | 2 | - | - | - | - | 0.03 | - |
| CALI | 7 | - | - | - | - | 0.09 | - |
| HTAPPLE250 ACL | 367 | - | - | - | - | 4.71 | - |
| MAGNOLIA - H | 367 | - | - | - | - | 4.71 | - |
| NON-ALCOHOLIC BEVERAGES | 374 | - | - | - | - | 4.80 | - |
| SL330ACL | 1 | - | - | - | - | 0.01 | - |
| SLCAN | 1 | - | - | - | - | 0.01 | - |
| SAN MIG LIGHT | 2 | - | - | - | - | 0.03 | - |

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| | | | | | | | |
|------------------|-------|---|---|---|---|--------|---|
| FBLEMONCAN | 1 | - | - | - | - | 0.01 | - |
| FB APPLE 330 ACL | 23 | - | - | - | - | 0.29 | - |
| FB LEMON 330 ACL | 1 | - | - | - | - | 0.01 | - |
| SMFB | 25 | - | - | - | - | 0.32 | - |
| UPPER POPULAR | 27 | - | - | - | - | 0.34 | - |
| | 7,797 | - | - | - | - | 100.00 | - |

| BY PACKAGE | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|------------|--------------|----------|-----------|----------------|----|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| | 7,797 | - | - | - | - | 100.00 | - |
| | 7,797 | - | - | - | - | 100.00 | - |

| BY BRAND | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|---------------|--------------|----------|-----------|----------------|----|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| CALI | 54 | - | - | - | - | 0.69 | - |
| MAGNOLIA - H | 367 | - | - | - | - | 4.71 | - |
| PALE PILSEN | 874 | - | - | - | - | 11.21 | - |
| RED HORSE | 6,475 | - | - | - | - | 83.04 | - |
| SAN MIG LIGHT | 2 | - | - | - | - | 0.03 | - |
| SMFB | 25 | - | - | - | - | 0.32 | - |
| | 7,797 | - | - | - | - | 100.00 | - |

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)