

| SKU | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|-------------------|--------------|----------|-----------|----------------|----------|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| RH SUPER 1000 | 436 | - | 240 | - | 81.67 | 1.14 | - |
| RH 500 CAN | 5 | - | - | - | - | 0.01 | - |
| CALI | 441 | - | 240 | - | 81.67 | 1.16 | - |
| CN330 | - | - | 3 | - | (100.00) | - | - |
| CBLANCA CAN | 4 | - | - | - | - | 0.01 | - |
| CERVEZA NEGRA | 4 | - | 3 | - | (100.00) | 0.01 | - |
| GE1000 | 7 | - | - | - | - | 0.02 | - |
| FB LYCHEE 330 ACL | - | - | 92 | - | (100.00) | - | - |
| GOLD EAGLE | 7 | - | 92 | - | (100.00) | 0.02 | - |
| CBLANCA 330 | - | - | 2 | - | (100.00) | - | - |
| KIRIN ICHIBAN | - | - | 2 | - | (100.00) | - | - |
| PP1000 | 3,456 | - | 8,913 | - | (61.23) | 9.07 | - |
| PP320 | 72 | - | 72 | - | - | 0.19 | - |
| PPCAN | 10 | - | 5 | - | 100.00 | 0.03 | - |
| PALE PILSEN | 3,538 | - | 8,990 | - | 38.77 | 9.28 | - |
| RH1000 | 33,033 | - | 21,775 | - | 51.70 | 86.65 | - |
| RH330 | 189 | - | 64 | - | 195.31 | 0.50 | - |
| RH500 | 672 | - | 672 | - | - | 1.76 | - |
| RHCAN | 10 | - | 10 | - | - | 0.03 | - |
| RED HORSE | 33,904 | - | 22,521 | - | 247.01 | 88.93 | - |
| SM FREE CAN | 10 | - | - | - | - | 0.03 | - |
| SAN MIG FREE | 10 | - | - | - | - | 0.03 | - |

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for:

01-JERRIX BACULIO

Route Type:

MIXED

Covering for the period from September 1, 2025 to September 30, 2025



| | | | | | | | |
|----------------------|--------|---|--------|---|----------|--------|---|
| HS CITRUS MIX CAN | 1 | - | - | - | - | - | - |
| SAN MIG HARD SELTZER | 1 | - | - | - | - | - | - |
| SL330ACL | - | - | 125 | - | (100.00) | - | - |
| SLCAN | 10 | - | 7 | - | 42.86 | 0.03 | - |
| SAN MIG LIGHT | 10 | - | 132 | - | (57.14) | 0.03 | - |
| FB APPLE 330 ACL | 189 | - | 167 | - | 13.17 | 0.50 | - |
| FBAPPLECAN | 10 | - | 7 | - | 42.86 | 0.03 | - |
| FBLEMONCAN | 5 | - | - | - | - | 0.01 | - |
| FB LEMON 330 ACL | - | - | 31 | - | (100.00) | - | - |
| FB LYCHEE CAN | 4 | - | - | - | - | 0.01 | - |
| SMFB | 208 | - | 205 | - | (43.97) | 0.55 | - |
| | 38,123 | - | 32,185 | - | (33.66) | 100.00 | - |

| BY PACKAGE | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|------------|--------------|----------|-----------|----------------|---------|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| | 38,123 | - | 32,185 | - | (33.66) | 100.00 | - |
| | 38,123 | - | 32,185 | - | (33.66) | 100.00 | - |

| BY BRAND | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|----------------------|--------------|----------|-----------|----------------|----------|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| CALI | 441 | - | 240 | - | 81.67 | 1.16 | - |
| CERVEZA NEGRA | 4 | - | 3 | - | (100.00) | 0.01 | - |
| GOLD EAGLE | 7 | - | 92 | - | (100.00) | 0.02 | - |
| KIRIN ICHIBAN | - | - | 2 | - | (100.00) | - | - |
| PALE PILSEN | 3,538 | - | 8,990 | - | 38.77 | 9.28 | - |
| RED HORSE | 33,904 | - | 22,521 | - | 247.01 | 88.93 | - |
| SAN MIG FREE | 10 | - | - | - | - | 0.03 | - |
| SAN MIG HARD SELTZER | 1 | - | - | - | - | - | - |

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for:

01-JERRIX BACULIO

Route Type:

MIXED

Covering for the period from September 1, 2025 to September 30, 2025



DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for:

01-JERRIX BACULIO

Route Type: MIXED

Covering for the period from September 1, 2025 to September 30, 2025

| | | | | | | | |
|---------------|--------|---|--------|---|---------|--------|---|
| SAN MIG LIGHT | 10 | - | 132 | - | (57.14) | 0.03 | - |
| SMFB | 208 | - | 205 | - | (43.97) | 0.55 | - |
| | 38,123 | - | 32,185 | - | (33.66) | 100.00 | - |



DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for:

01-JERRIX BACULIO

Route Type:

MIXED

Covering for the period from September 1, 2025 to September 30, 2025



Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)