

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

FERMIN
TOPEZ

Route Type: MIXED

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

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH SUPER 1000	60	-	-	-	-	1.16	-
CALI	60	-	-	-	-	1.16	-
PP1000	634	-	-	-	-	12.23	-
PP320	14	-	-	-	-	0.27	-
PALE PILSEN	648	-	-	-	-	12.50	-
RH1000	4,329	-	-	-	-	83.43	-
RH330	6	-	-	-	-	0.12	-
RH500	108	-	-	-	-	2.08	-
RED HORSE	4,443	-	-	-	-	85.63	-
BROAD POPULAR	5,151	-	-	-	-	99.28	-
GE1000	16	-	-	-	-	0.30	-
GOLD EAGLE	16	-	-	-	-	0.30	-
ECONOMY	16	-	-	-	-	0.30	-
FB LYCHEE 330 ACL	1	-	-	-	-	0.02	-
GOLD EAGLE	1	-	-	-	-	0.02	-
SL330ACL	6	-	-	-	-	0.12	-
SAN MIG LIGHT	6	-	-	-	-	0.12	-
FB APPLE 330 ACL	12	-	-	-	-	0.24	-

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FB LEMON 330 ACL	2	-	-	-	-	0.04	-
SMFB	14	-	-	-	-	0.28	-
UPPER POPULAR	22	-	-	-	-	0.42	-
	5,189	-	-	-	-	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	5,189	-	-	-	-	100.00	-
	5,189	-	-	-	-	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	60	-	-	-	-	1.16	-
GOLD EAGLE	17	-	-	-	-	0.32	-
PALE PILSEN	648	-	-	-	-	12.50	-
RED HORSE	4,443	-	-	-	-	85.63	-
SAN MIG LIGHT	6	-	-	-	-	0.12	-
SMFB	14	-	-	-	-	0.28	-
	5,189	-	-	-	-	100.00	-

BEER DIS

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)