

DEALER INFORMATION SYSTEM
GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

Route Type: ALL

Covering for the period from September 01, 2025 to September 30, 2025

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH SUPER 1000	165	-	31	-	427.50	0.64	-
CALI	165	-	31	-	427.50	0.64	-
PP1000	3,211	-	1,863	-	72.33	12.46	-
PP320	106	-	77	-	37.66	0.41	-
PPCAN	9	-	12	-	(25.00)	0.04	-
PALE PILSEN	3,326	-	1,953	-	84.99	12.91	-
RH1000	19,891	-	12,211	-	62.90	77.21	-
RH330	265	-	48	-	446.81	1.03	-
RH500	630	-	555	-	13.52	2.44	-
RHCAN	5	-	14	-	(64.29)	0.02	-
RED HORSE	20,791	-	12,829	-	458.94	80.71	-
BROAD POPULAR	24,282	-	14,812	-	971.43	94.26	-
GE1000	9	-	16	-	(40.00)	0.04	-
GOLD EAGLE	9	-	16	-	(40.00)	0.04	-
ECONOMY	9	-	16	-	(40.00)	0.04	-
CALI 10 CAN	12	-	9	-	33.33	0.05	-
CALI 330 PL	11	-	62	-	(82.26)	0.04	-
CALI CAN	37	-	52	-	(28.85)	0.14	-
CALI ICE 330	24	-	16	-	50.00	0.09	-

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CALI ICE CAN	32	-	17	-	88.24	0.12	-
CALI	116	-	156	-	60.46	0.45	-
HTAPPLE250 ACL	1,015	-	410	-	147.56	3.94	-
MAGNOLIA - H	1,015	-	410	-	147.56	3.94	-
NON-ALCOHOLIC BEVERAGES	1,131	-	566	-	208.03	4.39	-
CN330	2	-	1	-	100.00	0.01	-
CBLANCA CAN	-	-	1	-	(100.00)	-	-
CERVEZA NEGRA	2	-	2	-	-	0.01	-
FB LYCHEE 330 ACL	-	-	1	-	(100.00)	-	-
GOLD EAGLE	-	-	1	-	(100.00)	-	-
PPLONG330	2	-	-	-	-	0.01	-
PALE PILSEN	2	-	-	-	-	0.01	-
PP-PAM	1	-	1	-	-	-	-
PP-PAM-CAN	2	-	-	-	-	0.01	-
PAM	3	-	1	-	-	0.01	-
SM FREE CAN	10	-	-	-	-	0.04	-
SAN MIG FREE	10	-	-	-	-	0.04	-
SL330ACL	90	-	88	-	2.35	0.35	-
SLCAN	7	-	13	-	(46.15)	0.03	-
SAN MIG LIGHT	97	-	101	-	(43.80)	0.38	-
FBAPPLECAN	2	-	11	-	(81.82)	0.01	-

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FBLEMONCAN	1	-	3	-	(66.67)	-	-
FB LYCHEE CAN	1	-	5	-	(80.00)	-	-
FB APPLE 330 ACL	189	-	212	-	(11.17)	0.73	-
FB LEMON 330 ACL	32	-	18	-	82.35	0.12	-
SMFB	225	-	250	-	(157.30)	0.87	-
SD330	-	-	1	-	(100.00)	-	-
SDCAN	-	-	1	-	(100.00)	-	-
SUPER DRY	-	-	2	-	(200.00)	-	-
UPPER POPULAR	339	-	357	-	(501.10)	1.32	-
	25,762	-	15,751	-	638.36	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	25,762	-	15,751	-	638.36	100.00	-
	25,762	-	15,751	-	638.36	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	281	-	187	-	487.96	1.09	-
CERVEZA NEGRA	2	-	2	-	-	0.01	-
GOLD EAGLE	9	-	17	-	(140.00)	0.04	-
MAGNOLIA - H	1,015	-	410	-	147.56	3.94	-
PALE PILSEN	3,328	-	1,953	-	84.99	12.92	-
PAM	3	-	1	-	-	0.01	-
RED HORSE	20,791	-	12,829	-	458.94	80.71	-

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SAN MIG FREE	10	-	-	-	-	0.04	-
SAN MIG LIGHT	97	-	101	-	(43.80)	0.38	-
SMFB	225	-	250	-	(157.30)	0.87	-
SUPER DRY	-	-	2	-	(200.00)	-	-
	25,762	-	15,751	-	638.36	100.00	-



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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)