GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

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

Route Type: ALL

CVII	SALES VOLUME			% Variance VS.		Brand Contribution	
SKU	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH 500 CAN	5	-	-	-	-	0.02	-
RH SUPER 1000	317	-	-	-	-	1.21	-
ALI	322	-		-	-	1.22	-
PP1000	3,547	75		5	-	13.48	-
PP320	66			1/	-	0.25	-
PPCAN	6	0 0	0 0	3	-	0.02	-
ALE PILSEN	3,619				-	13.76	-
RH1000	19,733		Ô	77.	-	75.02	-
RH330	72	\ \ -		//	-	0.27	-
RH500	568	ĺ		-	-	2.16	-
RHCAN	11		_		-	0.04	-
ED HORSE	20,384	11 -	£000		-	77.50	-
SMZERO330	1/	//_(Q_		1 -	-	-	-
AN MIG ZERO	$\overline{}$	(4)	3	7)	-	-	-
ROAD POPULAR	24,326			7		92.49	-
GE1000	4	_		<i>)</i>	—	0.01	-
OLD EAGLE	4					0.01	-
CONOMY	4	-	-	-		0.01	-
CALI 10 CAN	17	-	-	-	-	0.06	-
CALI 330 PL	40	-	-	-	-	0.15	-

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

Covering for the police	a nom dandary or, 2	ozo to dandary of	1, 2020				
CALI CAN	41	-	-	-	-	0.16	-
CALI ICE 330	28	-	-	-	-	0.11	-
CALI ICE CAN	47	-	-	-	-	0.18	-
CALI	173	-			-	0.66	-
HTAPPLE250 ACL	1,359				-	5.17	-
MAGNOLIA - H	1,359			7		5.17	-
NON-ALCOHOLIC BEVERAGES	1,532	<i>→</i> ⋄			-	5.82	-
CBLANCA CAN	2	2		-	-	0.01	-
CHOCO LAGER 330 CAN	2			>-	-	0.01	-
CERVEZA NEGRA	4	Si Si	2 7	/	-	0.02	-
FB LYCHEE 330 ACL	59	\ <u> </u>		_	-	0.22	-
GOLD EAGLE	59	丘丘路			-	0.22	-
KIRIN CAN	1			-	-	-	-
KIRIN ICHIBAN	1	54	120	<u> </u>	-	-	-
PP-PAM	1//	A VE			-	-	-
PP-PAM-CAN			S	40	-	0.02	-
PAM	RE	7		$\Pi \subseteq$		0.02	-
SM FREE CAN	6					0.02	-
SAN MIG FREE	6	-	-	-		0.02	-
SL330ACL	46	-	-	-	-	0.18	-
SLCAN	8	-	-	-	-	0.03	-
SAN MIG LIGHT	55	-	-	-	-	0.21	-

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

Route Type: ALL

Covering for the perio	d from January (01, 2025 to Janua	ary 31, 2025				
FBAPPLECAN	15	-	-	-	-	0.06	-
FBLEMONCAN	5	-	-	-	-	0.02	-
FB LYCHEE CAN	7	-	-	-	-	0.03	-
FB APPLE 330 ACL	216			-	-	0.82	-
FB LEMON 330 ACL	64	17			-	0.24	-
SMFB	307			17	-	1.17	-
SD330	1	(O	*	3	-	-	-
SDCAN	2				-	0.01	-
SUPER DRY	3			>>	-	0.01	-
UPPER POPULAR	440	-	83	//	-	1.67	-
	26,303				-	100.00	-
		SALES VOLUMI		% Vari	iance VS.	Brand Cor	ntribution
BY PACKAGE	ACTUAL	SALES VOLUMI FORECAST	E LAST YEAR	% Vari	iance VS.	Brand Cor	ntribution LY
BY PACKAGE							
BY PACKAGE	ACTUAL					ТМ	LY
	26,303 26,303		LAST YEAR	FC .		TM 100.00	LY -
BY BRAND	26,303 26,303 ACTUAL	FORECAST	LAST YEAR	FC .	LY	100.00 100.00 Brand Cor	LY -
	26,303 26,303	FORECAST SALES VOLUMI	LAST YEAR	FC -	LY -	100.00 100.00 Brand Cor	LY - - ntribution
BY BRAND	26,303 26,303 ACTUAL	FORECAST SALES VOLUMI	LAST YEAR	FC -	LY -	100.00 100.00 Brand Cor	LY - - ntribution
BY BRAND	ACTUAL 26,303 26,303 ACTUAL 495	FORECAST SALES VOLUMI	LAST YEAR	FC -	LY -	TM 100.00 100.00 Brand Cor TM 1.88	LY ntribution LY -
BY BRAND CALI CERVEZA NEGRA	ACTUAL 26,303 26,303 ACTUAL 495	FORECAST SALES VOLUMI	LAST YEAR	FC -	LY -	TM 100.00 100.00 Brand Cor TM 1.88	LY ntribution LY -
BY BRAND CALI CERVEZA NEGRA GOLD EAGLE	ACTUAL 26,303 26,303 ACTUAL 495 4 63	FORECAST SALES VOLUMI	LAST YEAR	FC -	LY -	TM 100.00 100.00 Brand Cor TM 1.88	LY ntribution LY -

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

Route Type:	ALL
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PAM	5	-	-	-	-	0.02	-
RED HORSE	20,384	-	-	-	-	77.50	-
SAN MIG FREE	6	-	-	-	-	0.02	-
SAN MIG LIGHT	55	-	-	-	-	0.21	-
SAN MIG ZERO	1			-	-	-	-
SMFB	307	11	77		-	1.17	-
SUPER DRY	3			77	-	0.01	-
	26,303	(D) (D)	*	3		100.00	-



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Route Type: ALL



Dealer Representative (Signature Over Printed Name)

Supervisor (Signature Over Printed Name)