

# DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

Route Type: ALL

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 500 CAN	5	-	-	-	-	0.02	-
RH SUPER 1000	391	-	-	-	-	1.73	-
<b>CALI</b>	<b>395</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.75</b>	<b>-</b>
PP1000	3,013	-	-	-	-	13.36	-
PP320	136	-	-	-	-	0.60	-
PPCAN	1	-	-	-	-	-	-
<b>PALE PILSEN</b>	<b>3,150</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13.97</b>	<b>-</b>
RH1000	18,115	-	-	-	-	80.34	-
RH330	62	-	-	-	-	0.27	-
RH500	610	-	-	-	-	2.71	-
RHCAN	7	-	-	-	-	0.03	-
<b>RED HORSE</b>	<b>18,794</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>83.35</b>	<b>-</b>
SMZERO330	1	-	-	-	-	-	-
<b>SAN MIG ZERO</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>BROAD POPULAR</b>	<b>22,341</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>99.08</b>	<b>-</b>
GE1000	16	-	-	-	-	0.07	-
<b>GOLD EAGLE</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.07</b>	<b>-</b>
<b>ECONOMY</b>	<b>16</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.07</b>	<b>-</b>
CHOCO LAGER 330 CAN	1	-	-	-	-	-	-
<b>CERVEZA NEGRA</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

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FB LYCHEE 330 ACL	21	-	-	-	-	0.09	-
<b>GOLD EAGLE</b>	<b>21</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.09</b>	<b>-</b>
PP-PAM-CAN	1	-	-	-	-	-	-
<b>PAM</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
SM FREE 330	2	-	-	-	-	0.01	-
SM FREE CAN	4	-	-	-	-	0.02	-
<b>SAN MIG FREE</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.03</b>	<b>-</b>
SL330ACL	44	-	-	-	-	0.20	-
SLCAN	2	-	-	-	-	0.01	-
<b>SAN MIG LIGHT</b>	<b>46</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.21</b>	<b>-</b>
FBAPPLECAN	3	-	-	-	-	0.01	-
FB APPLE 330 ACL	83	-	-	-	-	0.37	-
FB LEMON 330 ACL	30	-	-	-	-	0.13	-
<b>SMFB</b>	<b>116</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.51</b>	<b>-</b>
SDCAN	1	-	-	-	-	-	-
<b>SUPER DRY</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>UPPER POPULAR</b>	<b>192</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.85</b>	<b>-</b>
	<b>22,548</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>100.00</b>	<b>-</b>

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	22,548	-	-	-	-	100.00	-
	22,548	-	-	-	-	100.00	-

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BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	395	-	-	-	-	1.75	-
CERVEZA NEGRA	1	-	-	-	-	-	-
GOLD EAGLE	36	-	-	-	-	0.16	-
PALE PILSEN	3,150	-	-	-	-	13.97	-
PAM	1	-	-	-	-	-	-
RED HORSE	18,794	-	-	-	-	83.35	-
SAN MIG FREE	6	-	-	-	-	0.03	-
SAN MIG LIGHT	46	-	-	-	-	0.21	-
SAN MIG ZERO	1	-	-	-	-	-	-
SMFB	116	-	-	-	-	0.51	-
SUPER DRY	1	-	-	-	-	-	-
	22,548	-	-	-	-	100.00	-

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\_\_\_\_\_  
Dealer Representative  
(Signature Over Printed Name)

\_\_\_\_\_  
Supervisor  
(Signature Over Printed Name)