## GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for:

01-JERRIX BACULIO

Route Type:

**MIXED** 

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

**SALES VOLUME** % Variance VS. **Brand Contribution** SKU FC LY LY **ACTUAL FORECAST LAST YEAR** TM CALI ICE CAN 20 0.05 RH SUPER 1000 273 0.73 RH 500 CAN 3 0.01 296 0.79 **CALI** CBLANCA 330 4 0.01 0.01 4 KIRIN ICHIBAN HTAPPLE250 ACL 5.00 1,872 1,872 **MAGNOLIA - H** 5.00 PP1000 4,536 12.12 **PPCAN** 0.01 5 4,541 12.13 **PALE PILSEN** PP-PAM 0.01 4 PP-PAM-CAN 2 0.01 0.02 **PAM** 6 RH1000 30,186 80.65 RH330 0.34 128 RH500 0.26 96 **RHCAN** 7 0.02 **RED HORSE** 30,417 81.27 SM FREE CAN 5 0.01 5 **SAN MIG FREE** 0.01 HS CITRUS MIX CAN 2 0.01 **SAN MIG HARD** 2 0.01 **SELTZER** 

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SLCAN	5	-	-		-	-	0.01	-
SAN MIG LIGHT	5	-	-		-	-	0.01	-
FB APPLE 330 ACL	253	-	-		-	-	0.68	-
FBAPPLECAN	5	-	-		-	-	0.01	-
FBLEMONCAN	9	-	-		-	-	0.02	-
FB LYCHEE CAN	7	-	-		-	-	0.02	-
SMFB	274				-	-	0.73	-
SD330	4	AT		13	7	-	0.01	-
SDCAN	2	\			/	-	0.01	-
SUPER DRY	6	0		-		-	0.02	-
	37,428					-	100.00	-
					n. /			
		ALEC VOLUM	- 0	9/ Va	<u> </u>	- VC	Brand Ca	ntribution
BY PACKAGE		ALES VOLUM	VVV	% Va	rianc		Brand Co	
BY PACKAGE	ACTUAL 37,428	FORECAST	E LAST YEAR	% Va	rianc	e VS. LY	Brand Col	LY
BY PACKAGE	ACTUAL		VVV		riance		TM 100.00	
BY PACKAGE	37,428 37,428	FORECAST	LAST YEAR	FC		LY -	TM 100.00	LY - -
BY PACKAGE  BY BRAND	37,428 37,428		LAST YEAR			LY -	TM 100.00	LY - -
	37,428 37,428	FORECAST	LAST YEAR	FC % Va		LY -	TM 100.00 100.00 Brand Co	LY - - ntribution
BY BRAND	37,428 37,428 S ACTUAL	FORECAST	LAST YEAR	FC % Va	riance	LY -	TM 100.00 100.00 Brand Col	LY ntribution LY
BY BRAND	37,428 37,428 S ACTUAL	FORECAST	LAST YEAR	FC % Va	riance	LY -	TM 100.00 100.00 Brand Co	LY ntribution LY -
BY BRAND CALI KIRIN ICHIBAN	37,428 37,428 S ACTUAL 296	FORECAST	LAST YEAR	FC % Va	riance	LY -	TM 100.00 100.00 TM 0.79	LY - ntribution LY -
BY BRAND  CALI  KIRIN ICHIBAN  MAGNOLIA - H	37,428 37,428 S ACTUAL 296 4 1,872	FORECAST	LAST YEAR	FC % Va	riance	LY -	TM 100.00 100.00 100.00 TM 0.79 0.01 5.00 12.13	LY ntribution LY
BY BRAND  CALI  KIRIN ICHIBAN  MAGNOLIA - H  PALE PILSEN	37,428 37,428 S ACTUAL 296 4 1,872	FORECAST	LAST YEAR	FC % Va	riance	LY -	TM 100.00 100.00 100.00 TM 0.79 0.01 5.00 12.13	LY - ntribution LY
BY BRAND  CALI  KIRIN ICHIBAN  MAGNOLIA - H  PALE PILSEN  PAM	37,428 37,428 S ACTUAL 296 4 1,872 4,541	FORECAST	LAST YEAR	FC % Va	riance	LY -	TM 100.00 100.00 100.00 TM 0.79 0.01 5.00 12.13 0.02 81.27	LY - ntribution LY
BY BRAND  CALI  KIRIN ICHIBAN  MAGNOLIA - H  PALE PILSEN  PAM  RED HORSE	ACTUAL  37,428  37,428  S  ACTUAL  296  4  1,872  4,541  6  30,417	FORECAST	E LAST YEAR	FC % Va	rianc	LY - e VS. LY	TM 100.00 100.00 100.00 TM 0.79 0.01 5.00 12.13 0.02 81.27 0.01	LY - ntribution LY

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SMFB	274	-	-	-	-	0.73	-
SUPER DRY	6	-	-		-	0.02	-
	37,428	-	-	-	-	100.00	-



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Dealer Representative (Signature Over Printed Name)

Supervisor (Signature Over Printed Name)