

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 August 01, 2025 to August 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	336	-	-	-	-	1.72	-
CALI	341	-	-	-	-	1.74	-
PP1000	2,495	-	2,508	-	(0.50)	12.76	-
PP320	75	-	148	-	(49.32)	0.38	-
PPCAN	4	-	-	-	-	0.02	-
PALE PILSEN	2,574	-	2,656	-	(49.82)	13.17	-
RH1000	14,745	-	7,113	-	107.29	75.43	-
RH330	167	-	27	-	523.08	0.85	-
RH500	498	-	249	-	99.69	2.55	-
RHCAN	10	-	5	-	100.00	0.05	-
RED HORSE	15,420	-	7,394	-	830.06	78.88	-
HS CITRUS MIX CAN	2	-	-	-	-	0.01	-
SAN MIG HARD SELTZER	2	-	-	-	-	0.01	-
SMZERO330	2	-	-	-	-	0.01	-
SAN MIG ZERO	2	-	-	-	-	0.01	-
BROAD POPULAR	18,340	-	10,050	-	780.23	93.81	-
GE1000	1	-	1	-	-	-	-
GOLD EAGLE	1	-	1	-	-	-	-
ECONOMY	1	-	1	-	-	-	-
CALI 10 CAN	18	-	-	-	-	0.09	-

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CALI 330 PL	33	-	26	-	26.92	0.17	-
CALI CAN	48	-	28	-	71.43	0.25	-
CALI ICE 330	24	-	-	-	-	0.12	-
CALI ICE CAN	54	-	3	-	1,700.00	0.28	-
CALI	177	-	57	-	1,798.35	0.91	-
HTAPPLE250 ACL	769	-	446	-	72.42	3.93	-
MAGNOLIA - H	769	-	446	-	72.42	3.93	-
NON-ALCOHOLIC BEVERAGES	946	-	503	-	1,870.77	4.84	-
CHOCO LAGER 330 CAN	2	-	-	-	-	0.01	-
CERVEZA NEGRA	2	-	-	-	-	0.01	-
PP-PAM	1	-	-	-	-	0.01	-
PP-PAM-CAN	1	-	-	-	-	0.01	-
PAM	2	-	-	-	-	0.01	-
SM FREE CAN	2	-	-	-	-	0.01	-
SAN MIG FREE	2	-	-	-	-	0.01	-
SL330ACL	59	-	14	-	307.14	0.30	-
SLCAN	9	-	4	-	125.00	0.05	-
SAN MIG LIGHT	68	-	19	-	432.14	0.35	-
FBAPPLECAN	10	-	4	-	150.00	0.05	-
FBLEMONCAN	6	-	5	-	20.00	0.03	-
FB LYCHEE CAN	7	-	-	-	-	0.04	-

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FB APPLE 330 ACL	121	-	67	-	80.00	0.62	-
FB LEMON 330 ACL	41	-	29	-	42.86	0.21	-
SMFB	186	-	105	-	292.86	0.95	-
SD330	2	-	-	-	-	0.01	-
SDCAN	1	-	-	-	-	0.01	-
SUPER DRY	3	-	-	-	-	0.02	-
UPPER POPULAR	263	-	124	-	725.00	1.35	-
	19,549	-	10,678	-	3,376.01	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	19,549	-	10,678	-	3,376.01	100.00	-
	19,549	-	10,678	-	3,376.01	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	518	-	57	-	1,798.35	2.65	-
CERVEZA NEGRA	2	-	-	-	-	0.01	-
GOLD EAGLE	1	-	1	-	-	-	-
MAGNOLIA - H	769	-	446	-	72.42	3.93	-
PALE PILSEN	2,574	-	2,656	-	(49.82)	13.17	-
PAM	2	-	-	-	-	0.01	-
RED HORSE	15,420	-	7,394	-	830.06	78.88	-
SAN MIG FREE	2	-	-	-	-	0.01	-
SAN MIG HARD SELTZER	2	-	-	-	-	0.01	-
SAN MIG LIGHT	68	-	19	-	432.14	0.35	-

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SAN MIG ZERO	2	-	-	-	-	0.01	-
SMFB	186	-	105	-	292.86	0.95	-
SUPER DRY	3	-	-	-	-	0.02	-
	19,549	-	10,678	-	3,376.01	100.00	-



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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)