

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for: Route 03,
BEER Products

RONNEL
DANDAYO

Route Type: MIXED

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	35	-	3	-	1,025.00	0.46	-
CALI	35	-	3	-	1,025.00	0.46	-
PP1000	1,041	-	847	-	22.88	13.66	-
PP320	37	-	27	-	37.04	0.49	-
PPCAN	5	-	10	-	(50.00)	0.07	-
PALE PILSEN	1,083	-	884	-	9.92	14.21	-
RH1000	6,020	-	3,340	-	80.26	79.00	-
RH330	40	-	22	-	85.71	0.53	-
RH500	257	-	169	-	52.31	3.37	-
RHCAN	2	-	10	-	(80.00)	0.03	-
RED HORSE	6,320	-	3,541	-	138.29	82.93	-
BROAD POPULAR	7,438	-	4,428	-	1,173.20	97.60	-
GE1000	8	-	5	-	66.67	0.10	-
GOLD EAGLE	8	-	5	-	66.67	0.10	-
ECONOMY	8	-	5	-	66.67	0.10	-
CN330	1	-	1	-	-	0.01	-
CBLANCA CAN	-	-	1	-	(100.00)	-	-
CERVEZA NEGRA	1	-	2	-	(100.00)	0.01	-
PPLONG330	1	-	-	-	-	0.01	-
PALE PILSEN	1	-	-	-	-	0.01	-

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PP-PAM	-	-	1	-	(100.00)	-	-
PP-PAM-CAN	1	-	-	-	-	0.01	-
PAM	1	-	1	-	(100.00)	0.01	-
SM FREE CAN	10	-	-	-	-	0.14	-
SAN MIG FREE	10	-	-	-	-	0.14	-
SL330ACL	54	-	21	-	160.00	0.70	-
SLCAN	3	-	10	-	(70.00)	0.04	-
SAN MIG LIGHT	57	-	31	-	90.00	0.74	-
FBAPPLECAN	-	-	10	-	(100.00)	-	-
FBLEMONCAN	-	-	3	-	(100.00)	-	-
FB LYCHEE CAN	-	-	5	-	(100.00)	-	-
FB APPLE 330 ACL	79	-	52	-	54.00	1.04	-
FB LEMON 330 ACL	26	-	8	-	212.50	0.34	-
SMFB	105	-	78	-	(33.50)	1.38	-
UPPER POPULAR	175	-	112	-	(143.50)	2.30	-
	7,621	-	4,545	-	1,096.37	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	7,621	-	4,545	-	1,096.37	100.00	-
	7,621	-	4,545	-	1,096.37	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	35	-	3	-	1,025.00	0.46	-

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CERVEZA NEGRA	1	-	2	-	(100.00)	0.01	-
GOLD EAGLE	8	-	5	-	66.67	0.10	-
PALE PILSEN	1,084	-	884	-	9.92	14.22	-
PAM	1	-	1	-	(100.00)	0.01	-
RED HORSE	6,320	-	3,541	-	138.29	82.93	-
SAN MIG FREE	10	-	-	-	-	0.14	-
SAN MIG LIGHT	57	-	31	-	90.00	0.74	-
SMFB	105	-	78	-	(33.50)	1.38	-
	7,621	-	4,545	-	1,096.37	100.00	-

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)