

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

Route Type: ALL

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

| SKU | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|-------------------------|--------------|----------|-----------|----------------|----|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| CALI 10 CAN | 17 | - | - | - | - | 1.11 | - |
| CALI 330 PL | 40 | - | - | - | - | 2.61 | - |
| CALI CAN | 41 | - | - | - | - | 2.68 | - |
| CALI ICE 330 | 28 | - | - | - | - | 1.83 | - |
| CALI ICE CAN | 47 | - | - | - | - | 3.07 | - |
| CALI | 173 | - | - | - | - | 11.29 | - |
| HTAPPLE250 ACL | 1,359 | - | - | - | - | 88.71 | - |
| MAGNOLIA - H | 1,359 | - | - | - | - | 88.71 | - |
| NON-ALCOHOLIC BEVERAGES | 1,532 | - | - | - | - | 100.00 | - |
| | 1,532 | - | - | - | - | 100.00 | - |
| | | | | | | | |
| BY PACKAGE | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| | 1,532 | - | - | - | - | 100.00 | - |
| | 1,532 | - | - | - | - | 100.00 | - |
| | | | | | | | |
| BY BRAND | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| CALI | 173 | - | - | - | - | 11.29 | - |
| MAGNOLIA - H | 1,359 | - | - | - | - | 88.71 | - |
| | 1,532 | - | - | - | - | 100.00 | - |
| | | | | | | | |

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)