

**DEALER INFORMATION SYSTEM****GUILLERMO BEVERAGE DISTRIBUTION SERVICES**Comparative Sales Volume Report per Product for: Route 03,  
ALL ProductsRONNEL  
DANDAYORoute 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	0.44	-
CALI	35	-	3	-	1,025.00	0.44	-
PP1000	1,041	-	847	-	22.88	13.06	-
PP320	37	-	27	-	37.04	0.46	-
PPCAN	5	-	10	-	(50.00)	0.06	-
PALE PILSEN	1,083	-	884	-	9.92	13.59	-
RH1000	6,020	-	3,340	-	80.26	75.56	-
RH330	40	-	22	-	85.71	0.50	-
RH500	257	-	169	-	52.31	3.23	-
RHCAN	2	-	10	-	(80.00)	0.03	-
RED HORSE	6,320	-	3,541	-	138.29	79.32	-
BROAD POPULAR	7,438	-	4,428	-	1,173.20	93.35	-
GE1000	8	-	5	-	66.67	0.10	-
GOLD EAGLE	8	-	5	-	66.67	0.10	-
ECONOMY	8	-	5	-	66.67	0.10	-
CALI 10 CAN	6	-	5	-	20.00	0.08	-
CALI 330 PL	4	-	21	-	(80.95)	0.05	-
CALI CAN	7	-	15	-	(53.33)	0.09	-
CALI ICE 330	14	-	10	-	40.00	0.18	-

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CALI ICE CAN	12	-	13	-	(7.69)	0.15	-
<b>CALI</b>	<b>43</b>	<b>-</b>	<b>64</b>	<b>-</b>	<b>(81.98)</b>	<b>0.54</b>	<b>-</b>
HTAPPLE250 ACL	304	-	106	-	186.79	3.82	-
<b>MAGNOLIA - H</b>	<b>304</b>	<b>-</b>	<b>106</b>	<b>-</b>	<b>186.79</b>	<b>3.82</b>	<b>-</b>
<b>NON-ALCOHOLIC BEVERAGES</b>	<b>347</b>	<b>-</b>	<b>170</b>	<b>-</b>	<b>104.81</b>	<b>4.36</b>	<b>-</b>
CN330	1	-	1	-	-	0.01	-
CBLANCA CAN	-	-	1	-	(100.00)	-	-
<b>CERVEZA NEGRA</b>	<b>1</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>(100.00)</b>	<b>0.01</b>	<b>-</b>
PPLONG330	1	-	-	-	-	0.01	-
<b>PALE PILSEN</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.01</b>	<b>-</b>
PP-PAM	-	-	1	-	(100.00)	-	-
PP-PAM-CAN	1	-	-	-	-	0.01	-
<b>PAM</b>	<b>1</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>(100.00)</b>	<b>0.01</b>	<b>-</b>
SM FREE CAN	10	-	-	-	-	0.13	-
<b>SAN MIG FREE</b>	<b>10</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.13</b>	<b>-</b>
SL330ACL	54	-	21	-	160.00	0.67	-
SLCAN	3	-	10	-	(70.00)	0.04	-
<b>SAN MIG LIGHT</b>	<b>57</b>	<b>-</b>	<b>31</b>	<b>-</b>	<b>90.00</b>	<b>0.71</b>	<b>-</b>
FBAPPLECAN	-	-	10	-	(100.00)	-	-
FBLEMONCAN	-	-	3	-	(100.00)	-	-
FB LYCHEE CAN	-	-	5	-	(100.00)	-	-

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FB APPLE 330 ACL	79	-	52	-	54.00	1.00	-
FB LEMON 330 ACL	26	-	8	-	212.50	0.32	-
<b>SMFB</b>	<b>105</b>	<b>-</b>	<b>78</b>	<b>-</b>	<b>(33.50)</b>	<b>1.32</b>	<b>-</b>
<b>UPPER POPULAR</b>	<b>175</b>	<b>-</b>	<b>112</b>	<b>-</b>	<b>(143.50)</b>	<b>2.20</b>	<b>-</b>
	<b>7,968</b>	<b>-</b>	<b>4,715</b>	<b>-</b>	<b>1,201.18</b>	<b>100.00</b>	<b>-</b>

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	7,968	-	4,715	-	1,201.18	100.00	-
	7,968	-	4,715	-	1,201.18	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	78	-	67	-	943.02	0.98	-
CERVEZA NEGRA	1	-	2	-	(100.00)	0.01	-
GOLD EAGLE	8	-	5	-	66.67	0.10	-
MAGNOLIA - H	304	-	106	-	186.79	3.82	-
PALE PILSEN	1,084	-	884	-	9.92	13.60	-
PAM	1	-	1	-	(100.00)	0.01	-
RED HORSE	6,320	-	3,541	-	138.29	79.32	-
SAN MIG FREE	10	-	-	-	-	0.13	-
SAN MIG LIGHT	57	-	31	-	90.00	0.71	-
<b>SMFB</b>	<b>105</b>	<b>-</b>	<b>78</b>	<b>-</b>	<b>(33.50)</b>	<b>1.32</b>	<b>-</b>
	<b>7,968</b>	<b>-</b>	<b>4,715</b>	<b>-</b>	<b>1,201.18</b>	<b>100.00</b>	<b>-</b>

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Dealer Representative  
(Signature Over Printed Name)Supervisor  
(Signature Over Printed Name)