# GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for:

01-JERRIX BACULIO

Route Type:

**MIXED** 

Covering for the period from July 1, 2025 to July 31, 2025

CIVII	SALES VOLUME			% Variance VS.		Brand Contribution	
SKU	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH SUPER 1000	436	-	-	-		1.49	-
RH 500 CAN	4	-	-	-		0.01	-
CALI	440	-	-	-	-	1.50	-
CN330	2	-	-	-		0.01	-
CBLANCA CAN	2	-	-	-		0.01	-
CERVEZA NEGRA	4	15				0.01	-
GE1000	12	77	56	J	(78.57)	0.04	-
GOLD EAGLE	12		56		(78.57)	0.04	-
PP1000	1,080		52		1,976.92	3.69	-
PP320	104		<u> </u>			0.35	-
PPCAN	10		833	/-	/	0.03	-
PPLONG330	2	-	巫.		_	0.01	-
PALE PILSEN	1,196		52		1,976.92	4.08	-
PP-PAM-CAN	3					0.01	-
PAM	3	110	) & C 1 1 8	10		0.01	-
RH1000	26,012	13)	1,296	3	1,907.10	88.79	-
RH330	97		D	D	KIC	0.33	-
RH500	1,241		1	L	// 3	4.24	-
RHCAN	10			-		0.03	-
RED HORSE	27,360		1,296	-	1,907.10	93.39	-
SM FREE CAN	2	-	-	-		0.01	-
SM FREE 330	8	-	-	-		0.03	-
SAN MIG FREE	10			-	<del></del>	0.03	-

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SLCAN	10	-	-	-		0.03	-
SAN MIG LIGHT	10	-	-	-	-	0.03	-
FB APPLE 330 ACL	163	-	-	-		0.56	-
FBAPPLECAN	10	-	-	-		0.03	-
FBLEMONCAN	6	-	-	-		0.02	-
FB LEMON 330 ACL	73	-	-	-		0.25	-
FB LYCHEE CAN	6	1		7		0.02	-
SMFB	258	HI		15	7	0.88	-
SDCAN	4				_	0.01	-
SUPER DRY	4	0	· · · ·		-	0.01	-
	29,297		1,404		3,805.45	100.00	-
	SALES VOLUME % Var			iance VS. Brand Contribution			
	l s	<b>SALES VOLUM</b>	E 635	% Vari	iance VS.	Brand Co	ntribution
BY PACKAGE	ACTUAL	FORECAST	E LAST YEAR	% Vari	iance VS.	Brand Co	ntribution LY
BY PACKAGE			VVV		/		
BY PACKAGE	ACTUAL		LAST YEAR		LY	ТМ	LY
	29,297 29,297		1,404 1,404	FC	LY 3,805.45	TM 100.00 100.00	LY -
BY PACKAGE  BY BRAND	29,297 29,297	FORECAST -	1,404 1,404	FC	LY 3,805.45 3,805.45	TM 100.00 100.00	LY - -
	29,297 29,297	FORECAST	1,404 1,404 E	FC	3,805.45 3,805.45 ance VS.	100.00 100.00 Brand Co	LY - - ntribution
BY BRAND	29,297 29,297 S ACTUAL	FORECAST	1,404 1,404 E	FC	3,805.45 3,805.45 ance VS.	TM 100.00 100.00 Brand Co	LY - - ntribution
BY BRAND	29,297 29,297 S ACTUAL	FORECAST	1,404 1,404 E	FC	3,805.45 3,805.45 ance VS.	TM 100.00 100.00 Brand Co TM 1.50	LY
BY BRAND CALI CERVEZA NEGRA	29,297 29,297 S ACTUAL 440	FORECAST	1,404  1,404  E  LAST YEAR  -	FC	3,805.45 3,805.45 iance VS.	TM 100.00 100.00  Brand Co TM 1.50	LY
BY BRAND CALI CERVEZA NEGRA GOLD EAGLE	29,297 29,297 S ACTUAL 440 4	FORECAST	1,404 1,404 E LAST YEAR - 56	FC	LY 3,805.45 3,805.45 iance VS. LY (78.57)	TM 100.00 100.00  Brand Co TM 1.50 0.01	LY
BY BRAND CALI CERVEZA NEGRA GOLD EAGLE PALE PILSEN	29,297 29,297 S ACTUAL 440 4 12	FORECAST	1,404  1,404  E  LAST YEAR  -  56	% Var	LY 3,805.45 3,805.45 iance VS. LY (78.57)	TM 100.00 100.00  Brand Co TM 1.50 0.01 0.04	LY
BY BRAND  CALI  CERVEZA NEGRA  GOLD EAGLE  PALE PILSEN  PAM	ACTUAL  29,297  29,297  S  ACTUAL  440  4  12  1,196	FORECAST	1,404  1,404  E  LAST YEAR  -  56  52	% Vari	LY 3,805.45 3,805.45 iance VS. LY (78.57)	TM 100.00 100.00 100.00 100.00 1.50 0.01 0.04 4.08 0.01	LY
BY BRAND CALI CERVEZA NEGRA GOLD EAGLE PALE PILSEN PAM RED HORSE	ACTUAL  29,297  29,297  S  ACTUAL  440  4  12  1,196  3  27,360	FORECAST  - GALES VOLUM  FORECAST	1,404  1,404  E  LAST YEAR  -  56  52  1,296	% Var	LY - 3,805.45 - 3,805.45 - iance VS. LY - (78.57) - 1,976.92 - 1,907.10	TM 100.00 100.00 100.00 TM 1.50 0.01 0.04 4.08 0.01 93.39	LY

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SUPER DRY	4	-	-	-	-	0.01	-
	29,297	-	1,404	-	3,805.45	100.00	-



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Dealer Representative (Signature Over Printed Name)

Supervisor (Signature Over Printed Name)