

# DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

Route Type: ALL

Covering for the period from June 01, 2025 to June 30, 2025

| SKU                  | SALES VOLUME  |          |           | % Variance VS. |          | Brand Contribution |          |
|----------------------|---------------|----------|-----------|----------------|----------|--------------------|----------|
|                      | ACTUAL        | FORECAST | LAST YEAR | FC             | LY       | TM                 | LY       |
| RH SUPER 1000        | 300           | -        | -         | -              | -        | 1.38               | -        |
| <b>CALI</b>          | <b>300</b>    | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>1.38</b>        | <b>-</b> |
| PP1000               | 2,898         | -        | -         | -              | -        | 13.35              | -        |
| PP320                | 107           | -        | -         | -              | -        | 0.49               | -        |
| PPCAN                | 4             | -        | -         | -              | -        | 0.02               | -        |
| <b>PALE PILSEN</b>   | <b>3,009</b>  | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>13.86</b>       | <b>-</b> |
| RH1000               | 17,491        | -        | -         | -              | -        | 80.56              | -        |
| RH330                | 46            | -        | -         | -              | -        | 0.21               | -        |
| RH500                | 592           | -        | -         | -              | -        | 2.73               | -        |
| RHCAN                | 7             | -        | -         | -              | -        | 0.03               | -        |
| <b>RED HORSE</b>     | <b>18,137</b> | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>83.53</b>       | <b>-</b> |
| SMZERO330            | 1             | -        | -         | -              | -        | -                  | -        |
| <b>SAN MIG ZERO</b>  | <b>1</b>      | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>-</b>           | <b>-</b> |
| <b>BROAD POPULAR</b> | <b>21,447</b> | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>98.77</b>       | <b>-</b> |
| GE1000               | 20            | -        | -         | -              | -        | 0.09               | -        |
| <b>GOLD EAGLE</b>    | <b>20</b>     | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>0.09</b>        | <b>-</b> |
| <b>ECONOMY</b>       | <b>20</b>     | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>0.09</b>        | <b>-</b> |
| CN330                | 2             | -        | -         | -              | -        | 0.01               | -        |
| CHOCO LAGER 330 CAN  | 17            | -        | -         | -              | -        | 0.08               | -        |
| <b>CERVEZA NEGRA</b> | <b>19</b>     | <b>-</b> | <b>-</b>  | <b>-</b>       | <b>-</b> | <b>0.09</b>        | <b>-</b> |

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|                      |               |          |          |          |          |               |          |
|----------------------|---------------|----------|----------|----------|----------|---------------|----------|
| FB LYCHEE 330 ACL    | 2             | -        | -        | -        | -        | 0.01          | -        |
| <b>GOLD EAGLE</b>    | <b>2</b>      | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>0.01</b>   | <b>-</b> |
| CBLANCA 330          | 1             | -        | -        | -        | -        | -             | -        |
| KIRIN                | 1             | -        | -        | -        | -        | -             | -        |
| KIRIN CAN            | 1             | -        | -        | -        | -        | -             | -        |
| <b>KIRIN ICHIBAN</b> | <b>3</b>      | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>0.01</b>   | <b>-</b> |
| PP-PAM-CAN           | 1             | -        | -        | -        | -        | -             | -        |
| <b>PAM</b>           | <b>1</b>      | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b>      | <b>-</b> |
| SL330ACL             | 68            | -        | -        | -        | -        | 0.31          | -        |
| SLCAN                | 1             | -        | -        | -        | -        | -             | -        |
| <b>SAN MIG LIGHT</b> | <b>69</b>     | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>0.32</b>   | <b>-</b> |
| FBAPPLECAN           | 8             | -        | -        | -        | -        | 0.04          | -        |
| FBLEMONCAN           | 6             | -        | -        | -        | -        | 0.03          | -        |
| FB APPLE 330 ACL     | 137           | -        | -        | -        | -        | 0.63          | -        |
| <b>SMFB</b>          | <b>152</b>    | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>0.70</b>   | <b>-</b> |
| SDCAN                | 1             | -        | -        | -        | -        | -             | -        |
| <b>SUPER DRY</b>     | <b>1</b>      | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b>      | <b>-</b> |
| <b>UPPER POPULAR</b> | <b>246</b>    | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>1.14</b>   | <b>-</b> |
|                      | <b>21,713</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>100.00</b> | <b>-</b> |

| BY PACKAGE | SALES VOLUME |          |           | % Variance VS. |    | Brand Contribution |    |
|------------|--------------|----------|-----------|----------------|----|--------------------|----|
|            | ACTUAL       | FORECAST | LAST YEAR | FC             | LY | TM                 | LY |
|            | 21,713       | -        | -         | -              | -  | 100.00             | -  |

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|               |              |          |           |                |    |                    |    |
|---------------|--------------|----------|-----------|----------------|----|--------------------|----|
|               | 21,713       | -        | -         | -              | -  | 100.00             | -  |
| BY BRAND      | SALES VOLUME |          |           | % Variance VS. |    | Brand Contribution |    |
|               | ACTUAL       | FORECAST | LAST YEAR | FC             | LY | TM                 | LY |
| CALI          | 300          | -        | -         | -              | -  | 1.38               | -  |
| CERVEZA NEGRA | 19           | -        | -         | -              | -  | 0.09               | -  |
| GOLD EAGLE    | 22           | -        | -         | -              | -  | 0.10               | -  |
| KIRIN ICHIBAN | 3            | -        | -         | -              | -  | 0.01               | -  |
| PALE PILSEN   | 3,009        | -        | -         | -              | -  | 13.86              | -  |
| PAM           | 1            | -        | -         | -              | -  | -                  | -  |
| RED HORSE     | 18,137       | -        | -         | -              | -  | 83.53              | -  |
| SAN MIG LIGHT | 69           | -        | -         | -              | -  | 0.32               | -  |
| SAN MIG ZERO  | 1            | -        | -         | -              | -  | -                  | -  |
| SMFB          | 152          | -        | -         | -              | -  | 0.70               | -  |
| SUPER DRY     | 1            | -        | -         | -              | -  | -                  | -  |
|               | 21,713       | -        | -         | -              | -  | 100.00             | -  |

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\_\_\_\_\_  
Dealer Representative  
(Signature Over Printed Name)

\_\_\_\_\_  
Supervisor  
(Signature Over Printed Name)