

# 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 April 01, 2025 to April 30, 2025

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH 500 CAN	3	-	-	-	-	0.04	-
RH SUPER 1000	119	-	-	-	-	1.40	-
<b>CALI</b>	<b>122</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.44</b>	<b>-</b>
PP1000	1,551	-	-	-	-	18.31	-
PP320	26	-	-	-	-	0.31	-
PPCAN	10	-	-	-	-	0.12	-
<b>PALE PILSEN</b>	<b>1,587</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>18.74</b>	<b>-</b>
RH1000	6,334	-	-	-	-	74.78	-
RH330	24	-	-	-	-	0.28	-
RH500	270	-	-	-	-	3.19	-
RHCAN	7	-	-	-	-	0.09	-
<b>RED HORSE</b>	<b>6,635</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>78.34</b>	<b>-</b>
<b>BROAD POPULAR</b>	<b>8,344</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>98.51</b>	<b>-</b>
CN330	1	-	-	-	-	0.01	-
CBLANCA CAN	1	-	-	-	-	0.01	-
CHOCO LAGER 330 CAN	1	-	-	-	-	0.01	-
<b>CERVEZA NEGRA</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.04</b>	<b>-</b>
FB LYCHEE 330 ACL	13	-	-	-	-	0.16	-
<b>GOLD EAGLE</b>	<b>13</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.16</b>	<b>-</b>

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KIRIN CAN	1	-	-	-	-	0.01	-
KIRIN ICHIBAN	1	-	-	-	-	0.01	-
PPLONG330	1	-	-	-	-	0.01	-
PALE PILSEN	1	-	-	-	-	0.01	-
SM FREE CAN	2	-	-	-	-	0.02	-
SAN MIG FREE	2	-	-	-	-	0.02	-
SL330ACL	21	-	-	-	-	0.24	-
SAN MIG LIGHT	21	-	-	-	-	0.24	-
FBAPPLECAN	4	-	-	-	-	0.05	-
FBLEMONCAN	3	-	-	-	-	0.04	-
FB LYCHEE CAN	5	-	-	-	-	0.06	-
FB APPLE 330 ACL	57	-	-	-	-	0.67	-
FB LEMON 330 ACL	14	-	-	-	-	0.17	-
SMFB	84	-	-	-	-	0.99	-
SDCAN	1	-	-	-	-	0.01	-
SUPER DRY	1	-	-	-	-	0.01	-
UPPER POPULAR	126	-	-	-	-	1.49	-
	8,470	-	-	-	-	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	8,470	-	-	-	-	100.00	-
	8,470	-	-	-	-	100.00	-

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BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	122	-	-	-	-	1.44	-
CERVEZA NEGRA	3	-	-	-	-	0.04	-
GOLD EAGLE	13	-	-	-	-	0.16	-
KIRIN ICHIBAN	1	-	-	-	-	0.01	-
PALE PILSEN	1,588	-	-	-	-	18.75	-
RED HORSE	6,635	-	-	-	-	78.34	-
SAN MIG FREE	2	-	-	-	-	0.02	-
SAN MIG LIGHT	21	-	-	-	-	0.24	-
SMFB	84	-	-	-	-	0.99	-
SUPER DRY	1	-	-	-	-	0.01	-
	8,470	-	-	-	-	100.00	-

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Dealer Representative  
(Signature Over Printed Name)

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Supervisor  
(Signature Over Printed Name)