# GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

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

Route Type: ALL

01/:1	SALES VOLUME			% Varia	nce VS.	Brand Contribution	
SKU	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH 500 CAN	6	-	-	-	-	0.02	-
RH SUPER 1000	434	-	-	-	-	1.49	-
ALI	441			-	-	1.51	-
PP1000	3,495	25	TIP	5	-	12.00	-
PP320	137			7/	-	0.47	-
PPCAN	11	0 0	0 0	3	-	0.04	-
ALE PILSEN	3,644				-	12.51	-
RH1000	22,450		Č.	77	-	77.07	-
RH330	135	\ \ .	100	//	-	0.46	-
RH500	684	Í		-	-	2.35	-
RHCAN	9				-	0.03	-
ED HORSE	23,279	<del>                                     </del>	100	_	-	79.91	-
ROAD POPULAR	27,363	11.0	£4.36.71	1	-	93.93	-
GE1000	-	(2)	The same	) ) <u>-</u>	-	-	-
OLD EAGLE				XII		-	-
CONOMY	+			<del>-)   '</del>			-
CALI 330 PL	45		LX L	ノト	J .	0.15	-
CALI CAN	47	-	-	-	-	0.16	-
CALI ICE 330	32				_	0.11	

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CALI ICE CAN	30	-	-	-	-	0.10	-
CALI	154	-	-	-	-	0.53	-
HTAPPLE250 ACL	1,345	-	-	-	-	4.62	-
MAGNOLIA - H	1,345	-	-	-		4.62	-
NON-ALCOHOLIC BEVERAGES	1,499					5.15	-
CHOCO LAGER 330 CAN	4	711	JET	7	-	0.01	-
CERVEZA NEGRA	4			<del> </del>	-	0.01	-
CBLANCA 330	2	0 0 0	Ø D	<u>-</u>	-	0.01	-
KIRIN ICHIBAN	2				-	0.01	-
PPLONG330	1	**************************************				-	-
PALE PILSEN	1	1		_	-	-	-
PP-PAM	1			-	-	-	-
PP-PAM-CAN	1			-	-	-	-
PAM	2					0.01	-
SM FREE CAN	5	A VEG	\$-\$\\	\ -	-	0.02	-
SAN MIG FREE	-	Mun	57	7	-	0.02	-
SL330ACL	R	FR		115	-	0.14	-
SLCAN	10				-	0.04	-
SAN MIG LIGHT	52	-	-	-	-	0.18	-
FBAPPLECAN	6	-	-	-	-	0.02	-
FBLEMONCAN	6	-	-	-	-	0.02	-

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Covering for the period	od from July 01, 2	2025 to July 31, 2	2025				
FB LYCHEE CAN	5	-	-	-	-	0.02	-
FB APPLE 330 ACL	183	-	-	-	-	0.63	-
SMFB	200	-	-	-	-	0.69	-
SDCAN	2	-	-	-	-	0.01	-
SUPER DRY	2	1		_	-	0.01	-
UPPER POPULAR	268	TIL	111	7	-	0.92	-
	29,131				-	100.00	-
BY PACKAGE		SALES VOLUM	E	% Varia	ance VS.	Brand Cor	ntribution
BIFACKAGE	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	29,131		1	77	-	100.00	-
	29,131		833	//	-	100.00	-
			% Variance VS.				
		SALES VOLUM	F	% Varia	ance VS.	Brand Cor	ntribution
BY BRAND	ACTUAL	SALES VOLUM FORECAST	E LAST YEAR	% Vari	ance VS.	Brand Cor	ntribution LY
BY BRAND						<del> </del>	
	ACTUAL					ТМ	LY
CALI	ACTUAL 595					TM 2.04	LY -
CALI CERVEZA NEGRA	595 4					TM 2.04	LY -
CALI CERVEZA NEGRA GOLD EAGLE	595 4					2.04 0.01	LY -
CALI CERVEZA NEGRA GOLD EAGLE KIRIN ICHIBAN	595 4 1 2					0.01 0.01	LY -
CALI CERVEZA NEGRA GOLD EAGLE KIRIN ICHIBAN MAGNOLIA - H	ACTUAL 595 4 1 2 1,345					0.01 0.01 4.62	LY
CALI CERVEZA NEGRA GOLD EAGLE KIRIN ICHIBAN MAGNOLIA - H PALE PILSEN	ACTUAL 595 4 1 2 1,345 3,645					0.01 0.01 0.01 4.62	LY
CALI CERVEZA NEGRA GOLD EAGLE KIRIN ICHIBAN MAGNOLIA - H PALE PILSEN PAM	ACTUAL 595 4 1 2 1,345 3,645					0.01 0.01 0.01 4.62 12.51	LY
CALI CERVEZA NEGRA GOLD EAGLE KIRIN ICHIBAN MAGNOLIA - H PALE PILSEN PAM RED HORSE	ACTUAL 595 4 1 2 1,345 3,645 2 23,279					2.04  0.01  0.01  4.62  12.51  0.01  79.91	LY

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SUPER DRY	2	-	-			0.01	-
	29,131	-	-	-	-	100.00	-

Route Type:

ALL



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Dealer Representative (Signature Over Printed Name)

Supervisor (Signature Over Printed Name)