

**DEALER INFORMATION SYSTEM****GUILLERMO BEVERAGE DISTRIBUTION SERVICES**Comparative Sales Volume Report per Product for: Route 02,  
BEER ProductsFERMIN  
TOPEZ

Route 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	48	-	14	-	244.44	0.89	-
CALI	48	-	14	-	244.44	0.89	-
PP1000	680	-	480	-	41.46	12.44	-
PP320	7	-	10	-	(30.00)	0.13	-
PPCAN	-	-	1	-	(100.00)	-	-
PALE PILSEN	687	-	492	-	(88.54)	12.57	-
RH1000	4,624	-	2,915	-	58.64	84.66	-
RH330	7	-	3	-	133.33	0.13	-
RH500	80	-	82	-	(2.86)	1.46	-
RHCAN	1	-	-	-	-	0.02	-
RED HORSE	4,712	-	3,000	-	189.12	86.27	-
BROAD POPULAR	5,447	-	3,506	-	345.03	99.73	-
GE1000	2	-	11	-	(85.71)	0.03	-
GOLD EAGLE	2	-	11	-	(85.71)	0.03	-
ECONOMY	2	-	11	-	(85.71)	0.03	-
SL330ACL	1	-	18	-	(94.12)	0.02	-
SAN MIG LIGHT	1	-	18	-	(94.12)	0.02	-
FBAPPLECAN	1	-	-	-	-	0.02	-
FB LYCHEE CAN	1	-	-	-	-	0.02	-
FB APPLE 330 ACL	10	-	26	-	(60.00)	0.19	-

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FB LEMON 330 ACL	-	-	3	-	(100.00)	-	-
<b>SMFB</b>	<b>12</b>	<b>-</b>	<b>29</b>	<b>-</b>	<b>(160.00)</b>	<b>0.23</b>	<b>-</b>
<b>UPPER POPULAR</b>	<b>13</b>	<b>-</b>	<b>46</b>	<b>-</b>	<b>(254.12)</b>	<b>0.25</b>	<b>-</b>
	<b>5,462</b>	<b>-</b>	<b>3,563</b>	<b>-</b>	<b>5.20</b>	<b>100.00</b>	<b>-</b>

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	5,462	-	3,563	-	5.20	100.00	-
	5,462	-	3,563	-	5.20	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	48	-	14	-	244.44	0.89	-
GOLD EAGLE	2	-	11	-	(85.71)	0.03	-
PALE PILSEN	687	-	492	-	(88.54)	12.57	-
RED HORSE	4,712	-	3,000	-	189.12	86.27	-
SAN MIG LIGHT	1	-	18	-	(94.12)	0.02	-
SMFB	12	-	29	-	(160.00)	0.23	-
	5,462	-	3,563	-	5.20	100.00	-

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