

# 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 January 01, 2025 to January 31, 2025

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH 500 CAN	5	-	-	-	-	0.02	-
RH SUPER 1000	317	-	-	-	-	1.28	-
<b>CALI</b>	<b>322</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.30</b>	<b>-</b>
PP1000	3,547	-	-	-	-	14.32	-
PP320	66	-	-	-	-	0.27	-
PPCAN	6	-	-	-	-	0.02	-
<b>PALE PILSEN</b>	<b>3,619</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>14.61</b>	<b>-</b>
RH1000	19,733	-	-	-	-	79.66	-
RH330	72	-	-	-	-	0.29	-
RH500	568	-	-	-	-	2.29	-
RHCAN	11	-	-	-	-	0.05	-
<b>RED HORSE</b>	<b>20,384</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>82.29</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>24,326</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>98.21</b>	<b>-</b>
GE1000	4	-	-	-	-	0.02	-
<b>GOLD EAGLE</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>-</b>
<b>ECONOMY</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>-</b>
CBLANCA CAN	2	-	-	-	-	0.01	-
CHOCO LAGER 330 CAN	2	-	-	-	-	0.01	-
<b>CERVEZA NEGRA</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>-</b>

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FB LYCHEE 330 ACL	59	-	-	-	-	0.24	-
<b>GOLD EAGLE</b>	<b>59</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.24</b>	<b>-</b>
KIRIN CAN	1	-	-	-	-	-	-
<b>KIRIN ICHIBAN</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
PP-PAM	1	-	-	-	-	-	-
PP-PAM-CAN	4	-	-	-	-	0.02	-
<b>PAM</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>-</b>
SM FREE CAN	6	-	-	-	-	0.02	-
<b>SAN MIG FREE</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>-</b>
SL330ACL	46	-	-	-	-	0.19	-
SLCAN	8	-	-	-	-	0.03	-
<b>SAN MIG LIGHT</b>	<b>55</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.22</b>	<b>-</b>
FBAPPLECAN	15	-	-	-	-	0.06	-
FBLEMONCAN	5	-	-	-	-	0.02	-
FB LYCHEE CAN	7	-	-	-	-	0.03	-
FB APPLE 330 ACL	216	-	-	-	-	0.87	-
FB LEMON 330 ACL	64	-	-	-	-	0.26	-
<b>SMFB</b>	<b>307</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.24</b>	<b>-</b>
SD330	1	-	-	-	-	-	-

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SDCAN	2	-	-	-	-	0.01	-
SUPER DRY	3	-	-	-	-	0.01	-
UPPER POPULAR	440	-	-	-	-	1.78	-
	24,771	-	-	-	-	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	24,771	-	-	-	-	100.00	-
	24,771	-	-	-	-	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	322	-	-	-	-	1.30	-
CERVEZA NEGRA	4	-	-	-	-	0.02	-
GOLD EAGLE	63	-	-	-	-	0.25	-
KIRIN ICHIBAN	1	-	-	-	-	-	-
PALE PILSEN	3,619	-	-	-	-	14.61	-
PAM	5	-	-	-	-	0.02	-
RED HORSE	20,384	-	-	-	-	82.29	-
SAN MIG FREE	6	-	-	-	-	0.02	-
SAN MIG LIGHT	55	-	-	-	-	0.22	-
SAN MIG ZERO	1	-	-	-	-	-	-
SMFB	307	-	-	-	-	1.24	-
SUPER DRY	3	-	-	-	-	0.01	-
	24,771	-	-	-	-	100.00	-

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

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