

# 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 August 01, 2025 to August 31, 2025

SKU	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
RH 500 CAN	2	-	-	-	-	0.02	-
RH SUPER 1000	159	-	-	-	-	2.05	-
<b>CALI</b>	<b>160</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2.07</b>	<b>-</b>
PP1000	1,398	-	955	-	46.36	18.07	-
PP320	34	-	39	-	(12.82)	0.44	-
<b>PALE PILSEN</b>	<b>1,432</b>	<b>-</b>	<b>994</b>	<b>-</b>	<b>33.54</b>	<b>18.51</b>	<b>-</b>
RH1000	5,770	-	2,277	-	153.47	74.56	-
RH330	32	-	6	-	416.67	0.41	-
RH500	241	-	77	-	212.12	3.12	-
RHCAN	3	-	3	-	-	0.04	-
<b>RED HORSE</b>	<b>6,047</b>	<b>-</b>	<b>2,363</b>	<b>-</b>	<b>782.25</b>	<b>78.13</b>	<b>-</b>
HS CITRUS MIX CAN	1	-	-	-	-	0.01	-
<b>SAN MIG HARD SELTZER</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.01</b>	<b>-</b>
SMZERO330	1	-	-	-	-	0.01	-
<b>SAN MIG ZERO</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.01</b>	<b>-</b>
<b>BROAD POPULAR</b>	<b>7,641</b>	<b>-</b>	<b>3,358</b>	<b>-</b>	<b>815.79</b>	<b>98.73</b>	<b>-</b>
GE1000	-	-	1	-	(100.00)	-	-
<b>GOLD EAGLE</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>(100.00)</b>	<b>-</b>	<b>-</b>
<b>ECONOMY</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>(100.00)</b>	<b>-</b>	<b>-</b>
SM FREE CAN	2	-	-	-	-	0.03	-
<b>SAN MIG FREE</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.03</b>	<b>-</b>

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SL330ACL	30	-	7	-	314.29	0.39	-
SLCAN	2	-	4	-	(50.00)	0.03	-
SAN MIG LIGHT	32	-	11	-	264.29	0.41	-
FBAPPLECAN	5	-	-	-	-	0.07	-
FBLEMONCAN	2	-	3	-	(33.33)	0.03	-
FB LYCHEE CAN	5	-	-	-	-	0.07	-
FB APPLE 330 ACL	34	-	21	-	65.00	0.44	-
FB LEMON 330 ACL	17	-	13	-	23.08	0.21	-
SMFB	63	-	37	-	54.74	0.81	-
SD330	1	-	-	-	-	0.01	-
SUPER DRY	1	-	-	-	-	0.01	-
UPPER POPULAR	98	-	48	-	319.03	1.27	-
	7,739	-	3,407	-	1,034.82	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	7,739	-	3,407	-	1,034.82	100.00	-
	7,739	-	3,407	-	1,034.82	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	160	-	-	-	-	2.07	-
GOLD EAGLE	-	-	1	-	(100.00)	-	-
PALE PILSEN	1,432	-	994	-	33.54	18.51	-
RED HORSE	6,047	-	2,363	-	782.25	78.13	-

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<b>SAN MIG FREE</b>	<u>2</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.03</u>	<u>-</u>
<b>SAN MIG HARD SELTZER</b>	<u>1</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.01</u>	<u>-</u>
<b>SAN MIG LIGHT</b>	<u>32</u>	<u>-</u>	<u>11</u>	<u>-</u>	<u>264.29</u>	<u>0.41</u>	<u>-</u>
<b>SAN MIG ZERO</b>	<u>1</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.01</u>	<u>-</u>
<b>SMFB</b>	<u>63</u>	<u>-</u>	<u>37</u>	<u>-</u>	<u>54.74</u>	<u>0.81</u>	<u>-</u>
<b>SUPER DRY</b>	<u>1</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.01</u>	<u>-</u>
	<u>7,739</u>	<u>-</u>	<u>3,407</u>	<u>-</u>	<u>1,034.82</u>	<u>100.00</u>	<u>-</u>

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

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