

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for: Route 02,
ALL Products

FERMIN
TOPEZ

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 SUPER 1000	59	-	-	-	-	1.51	-
CALI	59	-	-	-	-	1.51	-
PP1000	479	-	635	-	(24.60)	12.21	-
PP320	10	-	3	-	233.33	0.26	-
PALE PILSEN	489	-	638	-	208.73	12.47	-
RH1000	3,085	-	2,331	-	32.34	78.69	-
RH330	23	-	1	-	2,100.00	0.58	-
RH500	87	-	62	-	40.51	2.21	-
RHCAN	1	-	1	-	-	0.03	-
RED HORSE	3,196	-	2,395	-	2,172.85	81.50	-
BROAD POPULAR	3,744	-	3,033	-	2,381.58	95.49	-
CALI 330 PL	-	-	6	-	(100.00)	-	-
CALI CAN	1	-	2	-	(50.00)	0.03	-
CALI ICE CAN	5	-	1	-	400.00	0.13	-
CALI	6	-	9	-	250.00	0.15	-
HTAPPLE250 ACL	138	-	125	-	10.40	3.52	-
MAGNOLIA - H	138	-	125	-	10.40	3.52	-
NON-ALCOHOLIC BEVERAGES	144	-	134	-	260.40	3.67	-
SL330ACL	5	-	3	-	66.67	0.13	-
SAN MIG LIGHT	5	-	3	-	66.67	0.13	-

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FBAPPLECAN	-	-	2	-	(100.00)	-	-
FBLEMONCAN	-	-	1	-	(100.00)	-	-
FB APPLE 330 ACL	27	-	17	-	62.50	0.68	-
FB LEMON 330 ACL	1	-	14	-	(92.86)	0.03	-
SMFB	28	-	34	-	(230.36)	0.71	-
UPPER POPULAR	33	-	37	-	(163.69)	0.84	-
	3,921	-	3,204	-	2,478.29	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	3,921	-	3,204	-	2,478.29	100.00	-
	3,921	-	3,204	-	2,478.29	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	65	-	9	-	250.00	1.67	-
MAGNOLIA - H	138	-	125	-	10.40	3.52	-
PALE PILSEN	489	-	638	-	208.73	12.47	-
RED HORSE	3,196	-	2,395	-	2,172.85	81.50	-
SAN MIG LIGHT	5	-	3	-	66.67	0.13	-
SMFB	28	-	34	-	(230.36)	0.71	-
	3,921	-	3,204	-	2,478.29	100.00	-

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)