

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for: Route 01,
ALL Products

JERRIX
BACULIO

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	81	-	14	-	477.78	0.67	-
CALI	81	-	14	-	477.78	0.67	-
PP1000	1,491	-	536	-	178.13	12.31	-
PP320	62	-	40	-	55.00	0.51	-
PPCAN	4	-	1	-	300.00	0.03	-
PALE PILSEN	1,557	-	577	-	533.13	12.86	-
RH1000	9,247	-	5,956	-	55.25	76.38	-
RH330	218	-	24	-	817.39	1.80	-
RH500	293	-	304	-	(3.60)	2.42	-
RHCAN	2	-	4	-	(50.00)	0.02	-
RED HORSE	9,760	-	6,288	-	819.04	80.61	-
BROAD POPULAR	11,398	-	6,879	-	1,829.95	94.14	-
CALI 10 CAN	6	-	3	-	100.00	0.05	-
CALI 330 PL	7	-	29	-	(75.86)	0.06	-
CALI CAN	27	-	29	-	(6.90)	0.22	-
CALI ICE 330	8	-	5	-	60.00	0.07	-
CALI ICE CAN	17	-	2	-	750.00	0.14	-
CALI	65	-	68	-	827.24	0.54	-

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HTAPPLE250 ACL	494	-	196	-	152.04	4.08	-
MAGNOLIA - H	494	-	196	-	152.04	4.08	-
NON-ALCOHOLIC BEVERAGES	559	-	264	-	979.28	4.62	-
CN330	1	-	-	-	-	0.01	-
CERVEZA NEGRA	1	-	-	-	-	0.01	-
FB LYCHEE 330 ACL	-	-	1	-	(100.00)	-	-
GOLD EAGLE	-	-	1	-	(100.00)	-	-
PPLONG330	1	-	-	-	-	0.01	-
PALE PILSEN	1	-	-	-	-	0.01	-
PP-PAM	1	-	-	-	-	0.01	-
PP-PAM-CAN	1	-	-	-	-	0.01	-
PAM	2	-	-	-	-	0.02	-
SL330ACL	35	-	50	-	(29.17)	0.29	-
SLCAN	4	-	3	-	33.33	0.03	-
SAN MIG LIGHT	39	-	53	-	4.17	0.32	-
FBAPPLECAN	1	-	1	-	-	0.01	-
FBLEMONCAN	1	-	-	-	-	0.01	-
FB APPLE 330 ACL	99	-	135	-	(26.72)	0.82	-
FB LEMON 330 ACL	6	-	6	-	-	0.05	-
SMFB	107	-	142	-	(26.72)	0.89	-

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SD330	-	-	1	-	(100.00)	-	-
SDCAN	-	-	1	-	(100.00)	-	-
SUPER DRY	-	-	2	-	(200.00)	-	-
UPPER POPULAR	151	-	198	-	(322.55)	1.24	-
	12,107	-	7,341	-	2,486.68	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	12,107	-	7,341	-	2,486.68	100.00	-
	12,107	-	7,341	-	2,486.68	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	146	-	82	-	1,305.02	1.21	-
CERVEZA NEGRA	1	-	-	-	-	0.01	-
GOLD EAGLE	-	-	1	-	(100.00)	-	-
MAGNOLIA - H	494	-	196	-	152.04	4.08	-
PALE PILSEN	1,558	-	577	-	533.13	12.87	-
PAM	2	-	-	-	-	0.02	-
RED HORSE	9,760	-	6,288	-	819.04	80.61	-
SAN MIG LIGHT	39	-	53	-	4.17	0.32	-
SMFB	107	-	142	-	(26.72)	0.89	-
SUPER DRY	-	-	2	-	(200.00)	-	-
	12,107	-	7,341	-	2,486.68	100.00	-

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)