

**DEALER INFORMATION SYSTEM****GUILLERMO BEVERAGE DISTRIBUTION SERVICES**Comparative Sales Volume Report per Product for: Route 01,  
ALL ProductsJERRIX  
BACULIORoute 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	-
<b>NON-ALCOHOLIC BEVERAGES</b>	<b>559</b>	<b>-</b>	<b>264</b>	<b>-</b>	<b>979.28</b>	<b>4.62</b>	<b>-</b>
CN330	1	-	-	-	-	0.01	-
<b>CERVEZA NEGRA</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.01</b>	<b>-</b>
FB LYCHEE 330 ACL		1	-	-	(100.00)	-	-
<b>GOLD EAGLE</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>(100.00)</b>	<b>-</b>	<b>-</b>
PPLONG330	1	-	-	-	-	0.01	-
<b>PALE PILSEN</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.01</b>	<b>-</b>
PP-PAM	1	-	-	-	-	0.01	-
PP-PAM-CAN	1	-	-	-	-	0.01	-
<b>PAM</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.02</b>	<b>-</b>
SL330ACL	35	-	50	-	(29.17)	0.29	-
SLCAN	4	-	3	-	33.33	0.03	-
<b>SAN MIG LIGHT</b>	<b>39</b>	<b>-</b>	<b>53</b>	<b>-</b>	<b>4.17</b>	<b>0.32</b>	<b>-</b>
FBAPPLECAN	1	-	1	-	-	0.01	-
FBLEMONCAN	1	-	1	-	-	0.01	-
FB APPLE 330 ACL	99	-	135	-	(26.72)	0.82	-
FB LEMON 330 ACL	6	-	6	-	-	0.05	-
<b>SMFB</b>	<b>107</b>	<b>-</b>	<b>142</b>	<b>-</b>	<b>(26.72)</b>	<b>0.89</b>	<b>-</b>

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SD330	-	-	1	-	(100.00)	-	-
SDCAN	-	-	1	-	(100.00)	-	-
<b>SUPER DRY</b>	-	-	<b>2</b>	-	<b>(200.00)</b>	-	-
<b>UPPER POPULAR</b>	<b>151</b>	<b>-</b>	<b>198</b>	<b>-</b>	<b>(322.55)</b>	<b>1.24</b>	<b>-</b>
	<b>12,107</b>	<b>-</b>	<b>7,341</b>	<b>-</b>	<b>2,486.68</b>	<b>100.00</b>	<b>-</b>
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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	-
	<b>12,107</b>	<b>-</b>	<b>7,341</b>	<b>-</b>	<b>2,486.68</b>	<b>100.00</b>	<b>-</b>
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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	-
<b>SUPER DRY</b>	-	-	<b>2</b>	-	<b>(200.00)</b>	-	-
	<b>12,107</b>	<b>-</b>	<b>7,341</b>	<b>-</b>	<b>2,486.68</b>	<b>100.00</b>	<b>-</b>
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Dealer Representative  
(Signature Over Printed Name)Supervisor  
(Signature Over Printed Name)