

DEALER INFORMATION SYSTEM

GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

Comparative Sales Volume Report per Product for: Route All,
ALL 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	-	-	-	-	1.21	-
CALI	322	-	-	-	-	1.22	-
PP1000	3,547	-	-	-	-	13.48	-
PP320	66	-	-	-	-	0.25	-
PPCAN	6	-	-	-	-	0.02	-
PALE PILSEN	3,619	-	-	-	-	13.76	-
RH1000	19,733	-	-	-	-	75.02	-
RH330	72	-	-	-	-	0.27	-
RH500	568	-	-	-	-	2.16	-
RHCAN	11	-	-	-	-	0.04	-
RED HORSE	20,384	-	-	-	-	77.50	-
SMZERO330	1	-	-	-	-	-	-
SAN MIG ZERO	1	-	-	-	-	-	-
BROAD POPULAR	24,326	-	-	-	-	92.49	-
GE1000	4	-	-	-	-	0.01	-
GOLD EAGLE	4	-	-	-	-	0.01	-
ECONOMY	4	-	-	-	-	0.01	-
CALI 10 CAN	17	-	-	-	-	0.06	-
CALI 330 PL	40	-	-	-	-	0.15	-

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CALI CAN	41	-	-	-	-	0.16	-
CALI ICE 330	28	-	-	-	-	0.11	-
CALI ICE CAN	47	-	-	-	-	0.18	-
CALI	173	-	-	-	-	0.66	-
HTAPPLE250 ACL	1,359	-	-	-	-	5.17	-
MAGNOLIA - H	1,359	-	-	-	-	5.17	-
NON-ALCOHOLIC BEVERAGES	1,532	-	-	-	-	5.82	-
CBLANCA CAN	2	-	-	-	-	0.01	-
CHOCO LAGER 330 CAN	2	-	-	-	-	0.01	-
CERVEZA NEGRA	4	-	-	-	-	0.02	-
FB LYCHEE 330 ACL	59	-	-	-	-	0.22	-
GOLD EAGLE	59	-	-	-	-	0.22	-
KIRIN CAN	1	-	-	-	-	-	-
KIRIN ICHIBAN	1	-	-	-	-	-	-
PP-PAM	1	-	-	-	-	-	-
PP-PAM-CAN	4	-	-	-	-	0.02	-
PAM	5	-	-	-	-	0.02	-
SM FREE CAN	6	-	-	-	-	0.02	-
SAN MIG FREE	6	-	-	-	-	0.02	-
SL330ACL	46	-	-	-	-	0.18	-
SLCAN	8	-	-	-	-	0.03	-
SAN MIG LIGHT	55	-	-	-	-	0.21	-

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FBAPPLECAN	15	-	-	-	-	0.06	-
FBLEMONCAN	5	-	-	-	-	0.02	-
FB LYCHEE CAN	7	-	-	-	-	0.03	-
FB APPLE 330 ACL	216	-	-	-	-	0.82	-
FB LEMON 330 ACL	64	-	-	-	-	0.24	-
SMFB	307	-	-	-	-	1.17	-
SD330	1	-	-	-	-	-	-
SDCAN	2	-	-	-	-	0.01	-
SUPER DRY	3	-	-	-	-	0.01	-
UPPER POPULAR	440	-	-	-	-	1.67	-
	26,303	-	-	-	-	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	26,303	-	-	-	-	100.00	-
	26,303	-	-	-	-	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	495	-	-	-	-	1.88	-
CERVEZA NEGRA	4	-	-	-	-	0.02	-
GOLD EAGLE	63	-	-	-	-	0.24	-
KIRIN ICHIBAN	1	-	-	-	-	-	-
MAGNOLIA - H	1,359	-	-	-	-	5.17	-
PALE PILSEN	3,619	-	-	-	-	13.76	-

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PAM	5	-	-	-	-	0.02	-
RED HORSE	20,384	-	-	-	-	77.50	-
SAN MIG FREE	6	-	-	-	-	0.02	-
SAN MIG LIGHT	55	-	-	-	-	0.21	-
SAN MIG ZERO	1	-	-	-	-	-	-
SMFB	307	-	-	-	-	1.17	-
SUPER DRY	3	-	-	-	-	0.01	-
	26,303	-	-	-	-	100.00	-

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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)