GUILLERMO BEVEVERAGE DISTRIBUTION SERVICES

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

Covering for the period from May 01, 2025 to May 31, 2025

Route Type: ALL

0.41	SALES VOLUME		% Vari	% Variance VS.		Brand Contribution	
SKU	ACTUAL	FORECAST	LAST YEAR	FC	LY	ТМ	LY
RH 500 CAN	3	-	-	-	-	0.01	-
RH SUPER 1000	307	-	-	-	-	0.90	-
CALI	310			-	-	0.91	-
PP1000	4,465	75	717	5	-	13.11	-
PP320	119		_	7/	-	0.35	-
PPCAN	11	0 0	*	3	-	0.03	-
PALE PILSEN	4,595				-	13.49	-
RH1000	26,140		rin .	77	-	76.76	-
RH330	146	\\		//	-	0.43	-
RH500	712	ĺ		-	-	2.09	-
RHCAN	12		_		-	0.04	-
RED HORSE	27,010	 	(0)		-	79.31	-
HS CITRUS MIX CAN	3	// Q			-	0.01	-
SAN MIG HARD SELTZER	3	(4)		<i>></i>	-	0.01	-
SMZERO330			D	X		-	-
SAN MIG ZERO	D1		X	71		-	-
BROAD POPULAR	31,920		-	-		93.73	-
GE1000	4	-	-	-	-	0.01	-
GOLD EAGLE	4	-	-	-	-	0.01	-
ECONOMY	4	-		-		0.01	-
CALI 10 CAN	14	-	_	_	_	0.04	-

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ALL Products Covering for the period from May 01, 2025 to May 31, 2025 CALI 330 PL 35 0.10 **CALI CAN** 58 0.17 CALI ICE 330 29 0.09 CALI ICE CAN 50 0.15 186 0.55 **CALI** HTAPPLE250 ACL 4.55 1,548 **MAGNOLIA - H** 1,548 4.55 **NON-ALCOHOLIC** 1,734 5.09 **BEVERAGES** CN330 **CBLANCA CAN** 5 0.02 CHOCO LAGER 330 CAN 0.02 5 11 0.03 **CERVEZA NEGRA** FB LYCHEE 330 ACL 0.08 26 **GOLD EAGLE** 26 0.08 CBLANCA 330 KIRIN CAN 0.01 0.01 KIRIN ICHIBAN PPLONG330 **PALE PILSEN** PP-PAM-CAN 0.01 3 0.01 **PAM**

Route Type:

ALL

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SAN MIG FREE 5		0.00					F	CM EDEE CAN
SL330ACL 94	-	0.02	<u> </u>	-			5	SM FREE CAN
SLCAN 19	-	0.02	-	-	-	-	5	AN MIG FREE
FBAPPLECAN 19	-	0.28	· -	-	-	-	94	SL330ACL
FBAPPLECAN 19	-	0.05	-	-	-	-	19	SLCAN
FBLEMONCAN 12	-	0.33	-	_		1	112	AN MIG LIGHT
FB LYCHEE CAN 14	-	0.05	-	7		TIT	19	FBAPPLECAN
FB APPLE 330 ACL 164 FB LEMON 330 ACL 23 - 0.07 MFB 232 - 0.68 SD330 1 SDCAN 2 - 0.01 SUPER DRY 3 - 0.01 SUPER POPULAR 397 - 1.17 34,055 - 100.00 SALES VOLUME SAL	-	0.04	· -	<u> </u>	*	0	12	FBLEMONCAN
SALES VOLUME % Variance VS. Brand Contr. SALES VOLUME SALES VOLUME % Variance VS. Brand Contr. SALES VO	-	0.04	-			0	14	FB LYCHEE CAN
SDCAN 2 - 0.68	-	0.48	-	-	*		164	FB APPLE 330 ACL
SDCAN 2	-	0.07	- -	// -	1		23	FB LEMON 330 ACL
SDCAN 2	-	0.68	-	11 -	邢		232	MFB
SALES VOLUME Wariance VS. Brand Control	-	-	-	_			1	SD330
SALES VOLUME % Variance VS. Brand Contribution SALES VOLUME % Variance VS. Brand Contribution % Variance VS. SALES VOLUME % Variance VS.	-	0.01	-		<u></u>		2	SDCAN
SALES VOLUME % Variance VS. Brand Contribution	-	0.01	-	11 -	547	110	3	UPER DRY
SALES VOLUME % Variance VS. Brand Control ACTUAL FORECAST LAST YEAR FC LY TM 34,055 100.00 34,055 100.00 SALES VOLUME % Variance VS. Brand Control	-	1.17	-	11		120	397	IPPER POPULAR
SALES VOLUME SALES VOLUME SALES VOLUME SALES VOLUME FC	-	100.00		<i>Z).</i>	5	Carlin	34,055	
SALES VOLUME SALES VOLUME SALES VOLUME SALES VOLUME FC	ibution	Brand Cante	view see VS	9/ Vor		CALES VOLUME	DI	
34,055 100.00 34,055 100.00 SALES VOLUME % Variance VS. Brand Control	LY						ACTUAL	BY PACKAGE
SALES VOLUME % Variance VS. Brand Contri					-			
	-	100.00	-	-	-		34,055	
RA KDVVII)	ibution	Brand Contr	% Variance VS.		SALES VOLUME			
ACTUAL FORECAST LAST YEAR FC LY TM	LY	TM	LY	FC	LAST YEAR	FORECAST	ACTUAL	BY BRAND

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Route Type: ALL

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5 5 1 5 1 1 1 5 1 5 1 5 1 5 1 5 1 5 1 5	,,,	· · · · · · · · · · · · · · · · · · ·				
CERVEZA NEGRA	11	-	-	-	- 0.03	-
GOLD EAGLE	30	-	-	-	- 0.09	-
KIRIN ICHIBAN	3		-		- 0.01	-
MAGNOLIA - H	1,548		-		- 4.55	-
PALE PILSEN	4,596		4 100	-	- 13.50	-
PAM _	3	7	775	>	- 0.01	-
RED HORSE	27,010		7		- 79.31	-
SAN MIG FREE	5	0 0		-	- 0.02	-
SAN MIG HARD SELTZER	3			-	- 0.01	-
SAN MIG LIGHT	112			>	- 0.33	-
SAN MIG ZERO	1	873	7/	_	 -	-
SMFB	232	- 1	- //	-	- 0.68	-
SUPER DRY	3			-	- 0.01	-
_	34,055	18.8			- 100.00	-
SUPER DRY		白額				-



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Dealer Representative (Signature Over Printed Name)

Supervisor (Signature Over Printed Name)