

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 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	48	-	14	-	244.44	0.85	-
CALI	48	-	14	-	244.44	0.85	-
PP1000	680	-	480	-	41.46	11.95	-
PP320	7	-	10	-	(30.00)	0.12	-
PPCAN	-	-	1	-	(100.00)	-	-
PALE PILSEN	687	-	492	-	(88.54)	12.07	-
RH1000	4,624	-	2,915	-	58.64	81.31	-
RH330	7	-	3	-	133.33	0.13	-
RH500	80	-	82	-	(2.86)	1.40	-
RHCAN	1	-	-	-	-	0.02	-
RED HORSE	4,712	-	3,000	-	189.12	82.85	-
BROAD POPULAR	5,447	-	3,506	-	345.03	95.78	-
GE1000	2	-	11	-	(85.71)	0.03	-
GOLD EAGLE	2	-	11	-	(85.71)	0.03	-
ECONOMY	2	-	11	-	(85.71)	0.03	-
CALI 10 CAN	-	-	1	-	(100.00)	-	-
CALI 330 PL	-	-	12	-	(100.00)	-	-
CALI CAN	3	-	8	-	(62.50)	0.05	-
CALI ICE 330	2	-	1	-	100.00	0.04	-

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CALI ICE CAN	3	-	2	-	50.00	0.05	-
CALI	8	-	24	-	(112.50)	0.14	-
HTAPPLE250 ACL	217	-	108	-	100.93	3.82	-
MAGNOLIA - H	217	-	108	-	100.93	3.82	-
NON-ALCOHOLIC BEVERAGES	225	-	132	-	(11.57)	3.96	-
SL330ACL	1	-	18	-	(94.12)	0.02	-
SAN MIG LIGHT	1	-	18	-	(94.12)	0.02	-
FBAPPLECAN	1	-	-	-	-	0.02	-
FB LYCHEE CAN	1	-	-	-	-	0.02	-
FB APPLE 330 ACL	10	-	26	-	(60.00)	0.18	-
FB LEMON 330 ACL	-	-	3	-	(100.00)	-	-
SMFB	12	-	29	-	(160.00)	0.22	-
UPPER POPULAR	13	-	46	-	(254.12)	0.24	-
	5,687	-	3,695	-	(6.38)	100.00	-

BY PACKAGE	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
	5,687	-	3,695	-	(6.38)	100.00	-
	5,687	-	3,695	-	(6.38)	100.00	-

BY BRAND	SALES VOLUME			% Variance VS.		Brand Contribution	
	ACTUAL	FORECAST	LAST YEAR	FC	LY	TM	LY
CALI	56	-	38	-	131.94	0.99	-
GOLD EAGLE	2	-	11	-	(85.71)	0.03	-
MAGNOLIA - H	217	-	108	-	100.93	3.82	-

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RED HORSE	4,712	-	3,000	-	189.12	82.85	-
SAN MIG LIGHT	1	-	18	-	(94.12)	0.02	-
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Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)