

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 April 01, 2025 to April 30, 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 | 278 | - | - | - | - | 1.05 | - |
| CALI | 283 | - | - | - | - | 1.06 | - |
| PP1000 | 3,365 | - | - | - | - | 12.67 | - |
| PP320 | 196 | - | - | - | - | 0.74 | - |
| PPCAN | 12 | - | - | - | - | 0.05 | - |
| PALE PILSEN | 3,573 | - | - | - | - | 13.45 | - |
| RH1000 | 19,860 | - | - | - | - | 74.77 | - |
| RH330 | 56 | - | - | - | - | 0.21 | - |
| RH500 | 598 | - | - | - | - | 2.25 | - |
| RHCAN | 12 | - | - | - | - | 0.05 | - |
| RED HORSE | 20,526 | - | - | - | - | 77.28 | - |
| BROAD POPULAR | 24,382 | - | - | - | - | 91.80 | - |
| GE1000 | 12 | - | - | - | - | 0.04 | - |
| GOLD EAGLE | 12 | - | - | - | - | 0.04 | - |
| ECONOMY | 12 | - | - | - | - | 0.04 | - |
| CALI 10 CAN | 14 | - | - | - | - | 0.05 | - |
| CALI 330 PL | 33 | - | - | - | - | 0.12 | - |
| CALI CAN | 48 | - | - | - | - | 0.18 | - |
| CALI ICE 330 | 5 | - | - | - | - | 0.02 | - |

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| | | | | | | | |
|--------------------------------|--------------|----------|----------|----------|----------|-------------|----------|
| CALI ICE CAN | 50 | - | - | - | - | 0.19 | - |
| CALI | 150 | - | - | - | - | 0.56 | - |
| HTAPPLE250 ACL | 1,479 | - | - | - | - | 5.57 | - |
| MAGNOLIA - H | 1,479 | - | - | - | - | 5.57 | - |
| NON-ALCOHOLIC BEVERAGES | 1,629 | - | - | - | - | 6.13 | - |
| CN330 | 2 | - | - | - | - | 0.01 | - |
| CBLANCA CAN | 1 | - | - | - | - | - | - |
| CHOCO LAGER 330 CAN | 2 | - | - | - | - | 0.01 | - |
| CERVEZA NEGRA | 5 | - | - | - | - | 0.02 | - |
| FB LYCHEE 330 ACL | 42 | - | - | - | - | 0.16 | - |
| GOLD EAGLE | 42 | - | - | - | - | 0.16 | - |
| KIRIN CAN | 1 | - | - | - | - | - | - |
| KIRIN ICHIBAN | 1 | - | - | - | - | - | - |
| PPLONG330 | 2 | - | - | - | - | 0.01 | - |
| PALE PILSEN | 2 | - | - | - | - | 0.01 | - |
| PP-PAM | 1 | - | - | - | - | - | - |
| PP-PAM-CAN | 2 | - | - | - | - | 0.01 | - |
| PAM | 3 | - | - | - | - | 0.01 | - |
| SM FREE CAN | 2 | - | - | - | - | 0.01 | - |
| SAN MIG FREE | 2 | - | - | - | - | 0.01 | - |
| SL330ACL | 130 | - | - | - | - | 0.49 | - |

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| | | | | | | | |
|------------------|--------|---|---|---|---|--------|---|
| SLCAN | 3 | - | - | - | - | 0.01 | - |
| SAN MIG LIGHT | 133 | - | - | - | - | 0.50 | - |
| FBAPPLECAN | 6 | - | - | - | - | 0.02 | - |
| FBLEMONCAN | 5 | - | - | - | - | 0.02 | - |
| FB LYCHEE CAN | 6 | - | - | - | - | 0.02 | - |
| FB APPLE 330 ACL | 295 | - | - | - | - | 1.11 | - |
| FB LEMON 330 ACL | 35 | - | - | - | - | 0.13 | - |
| SMFB | 348 | - | - | - | - | 1.31 | - |
| SDCAN | 1 | - | - | - | - | - | - |
| SUPER DRY | 1 | - | - | - | - | - | - |
| UPPER POPULAR | 537 | - | - | - | - | 2.02 | - |
| | 26,560 | - | - | - | - | 100.00 | - |

| BY PACKAGE | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|------------|--------------|----------|-----------|----------------|----|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| | 26,560 | - | - | - | - | 100.00 | - |
| | 26,560 | - | - | - | - | 100.00 | - |

| BY BRAND | SALES VOLUME | | | % Variance VS. | | Brand Contribution | |
|---------------|--------------|----------|-----------|----------------|----|--------------------|----|
| | ACTUAL | FORECAST | LAST YEAR | FC | LY | TM | LY |
| CALI | 433 | - | - | - | - | 1.63 | - |
| CERVEZA NEGRA | 5 | - | - | - | - | 0.02 | - |
| GOLD EAGLE | 54 | - | - | - | - | 0.20 | - |
| KIRIN ICHIBAN | 1 | - | - | - | - | - | - |
| MAGNOLIA - H | 1,479 | - | - | - | - | 5.57 | - |

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| | | | | | | | |
|---------------|--------|---|---|---|---|--------|---|
| PALE PILSEN | 3,575 | - | - | - | - | 13.46 | - |
| PAM | 3 | - | - | - | - | 0.01 | - |
| RED HORSE | 20,526 | - | - | - | - | 77.28 | - |
| SAN MIG FREE | 2 | - | - | - | - | 0.01 | - |
| SAN MIG LIGHT | 133 | - | - | - | - | 0.50 | - |
| SMFB | 348 | - | - | - | - | 1.31 | - |
| SUPER DRY | 1 | - | - | - | - | - | - |
| | 26,560 | - | - | - | - | 100.00 | - |
| | | | | | | | |

BEER DIS

DEALER INFORMATION SYSTEM

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Route Type: ALL

Covering for the period from April 01, 2025 to April 30, 2025



Dealer Representative
(Signature Over Printed Name)

Supervisor
(Signature Over Printed Name)