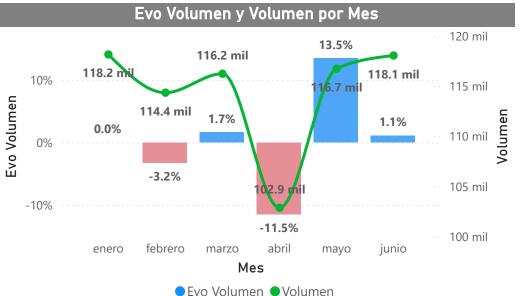


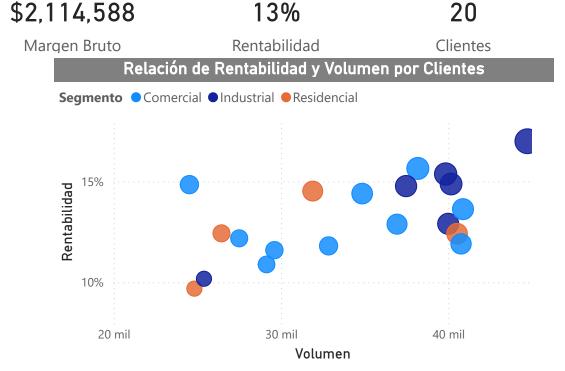
Clientes

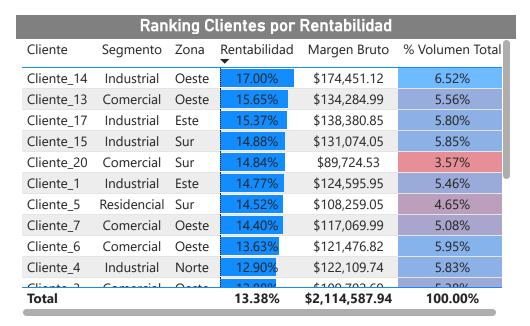
Zonas

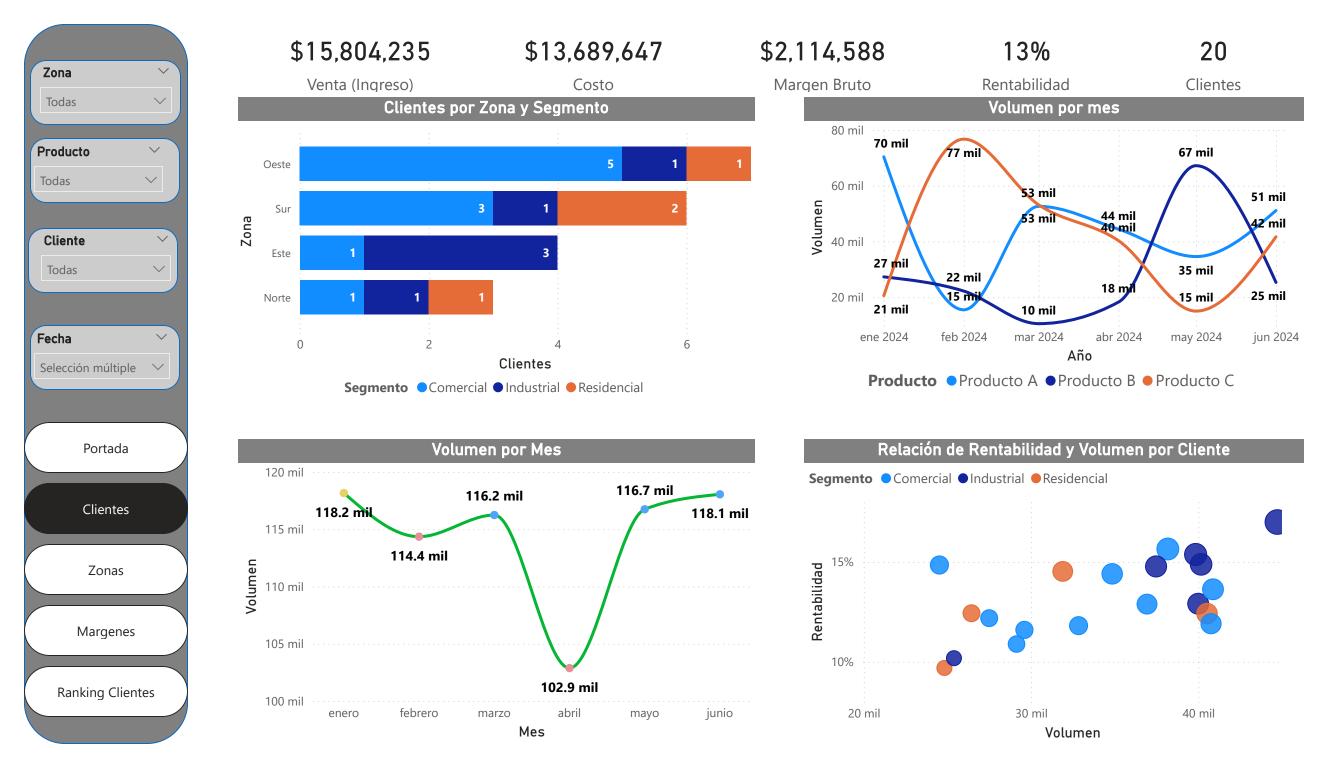
Margenes

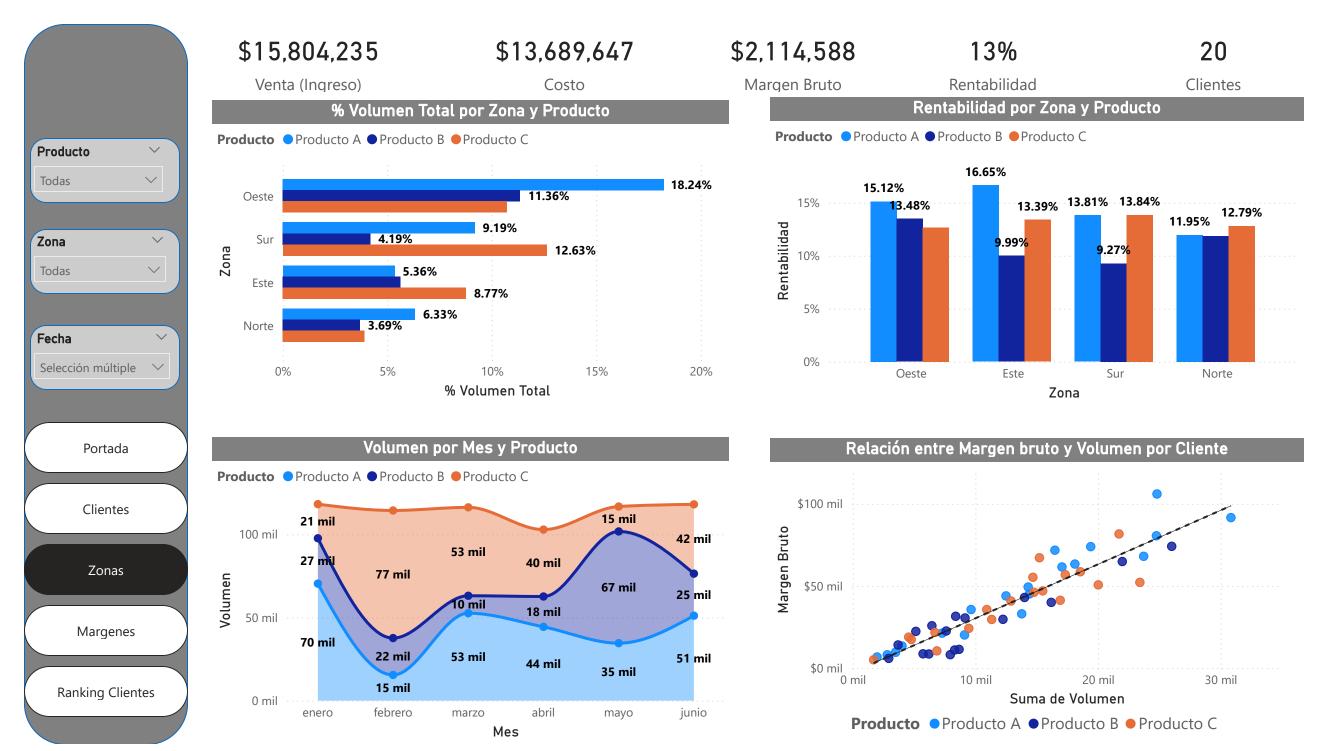
Ranking Clientes

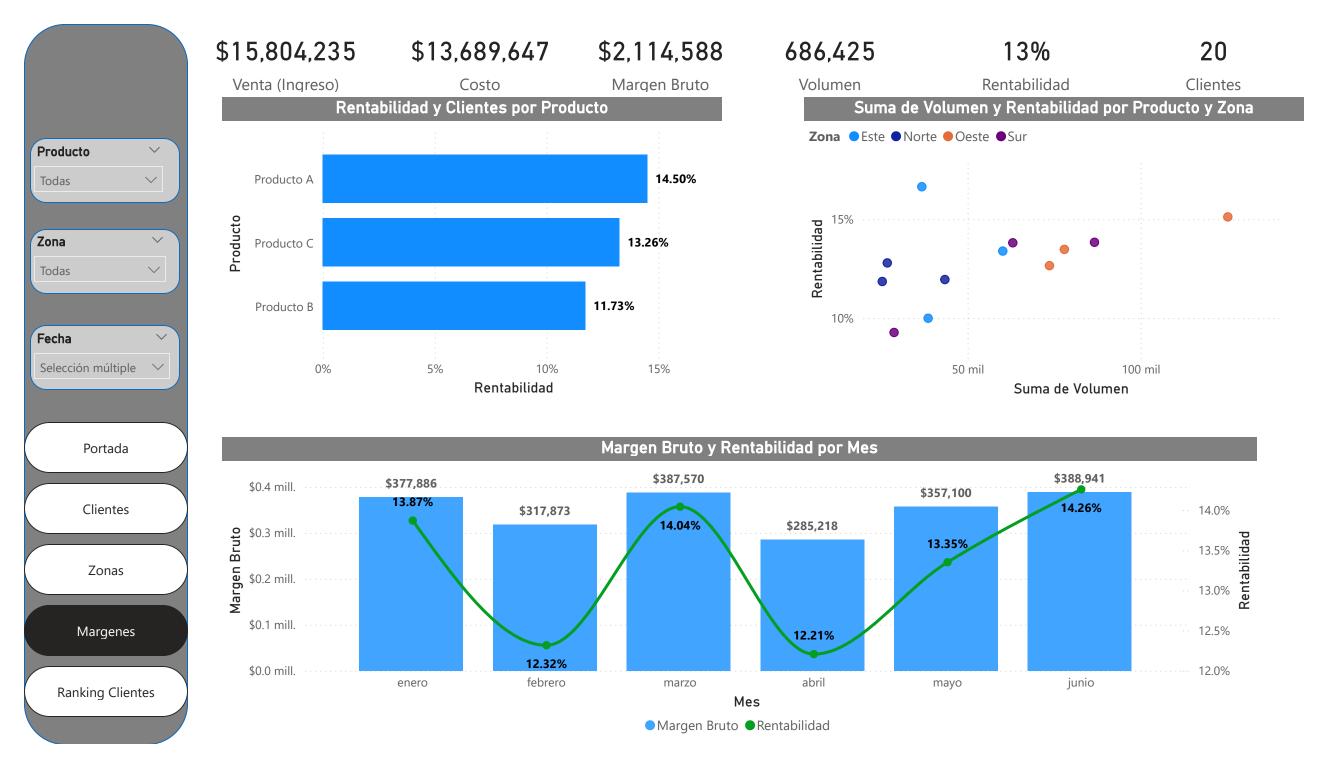














\$15,804,235

\$13,689,647

Venta (Ingreso)

Costo

| Ranking Clientes por Rentabilidad | | | | | |
|-----------------------------------|-------------|-------|--------------|----------------|-----------------|
| Cliente | Segmento | Zona | Rentabilidad | Margen Bruto | % Volumen Total |
| Cliente_14 | Industrial | Oeste | 17.00% | \$174,451.12 | 6.52% |
| Cliente_13 | Comercial | Oeste | 15.65% | \$134,284.99 | 5.56% |
| Cliente_17 | Industrial | Este | 15.37% | \$138,380.85 | 5.80% |
| Cliente_15 | Industrial | Sur | 14.88% | \$131,074.05 | 5.85% |
| Cliente_20 | Comercial | Sur | 14.84% | \$89,724.53 | 3.57% |
| Cliente_1 | Industrial | Este | 14.77% | \$124,595.95 | 5.46% |
| Cliente_5 | Residencial | Sur | 14.52% | \$108,259.05 | 4.65% |
| Cliente_7 | Comercial | Oeste | 14.40% | \$117,069.99 | 5.08% |
| Cliente_6 | Comercial | Oeste | 13.63% | \$121,476.82 | 5.95% |
| Cliente_4 | Industrial | Norte | 12.90% | \$122,109.74 | 5.83% |
| Cliente_3 | Comercial | Oeste | 12.88% | \$109,702.69 | 5.38% |
| Cliente_18 | Residencial | Norte | 12.43% | \$76,934.58 | 3.85% |
| Cliente_2 | Residencial | Oeste | 12.41% | \$116,506.25 | 5.90% |
| Cliente_10 | Comercial | Sur | 12.18% | \$76,591.03 | 4.01% |
| Cliente_19 | Comercial | Oeste | 11.91% | \$113,211.12 | 5.94% |
| Cliente_12 | Comercial | Este | 11.81% | \$88,699.63 | 4.78% |
| Cliente_8 | Comercial | Sur | 11.59% | \$79,664.31 | 4.31% |
| Cliente_16 | Comercial | Norte | 10.89% | \$73,676.84 | 4.24% |
| Cliente_11 | Industrial | Este | 10.18% | \$58,863.12 | 3.70% |
| Cliente_9 | Residencial | Sur | 9.69% | \$59,311.28 | 3.62% |
| Total | | | 13.38% | \$2,114,587.94 | 100.00% |

\$2,114,588

13%

Clientes

20

Margen Bruto

Rentabilidad

Proporción de compra, Volumen y Rentabilidad por Producto

