

Seguimiento Comercial - Perú CarHub

2015 2016 2017

\$168 mill.

Total de Ventas

1.175

Clients

99,91 %

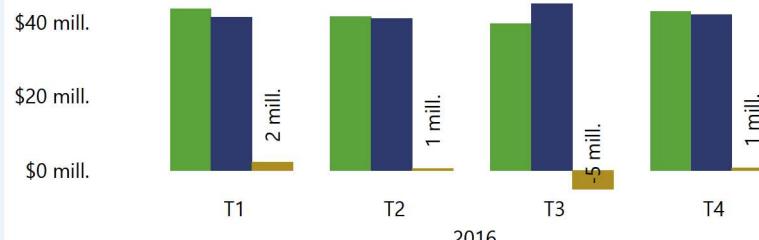
Cumplimiento

-1,04 %

Variación Interanual

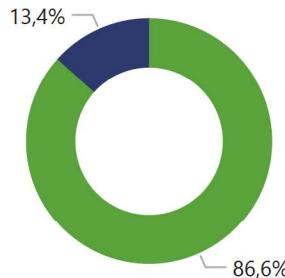
Comparativa de Ventas por Trimestre

● Trim. actual ● Trim. año anterior ● Crecimiento Trim.



Ventas por Segmento

● Persona ● Empresa



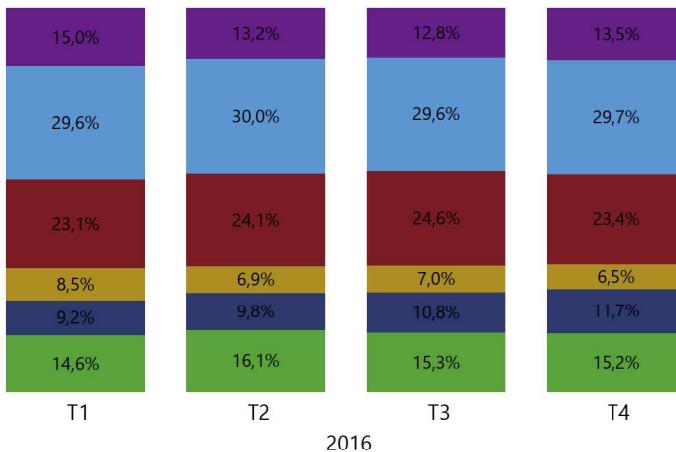
Ventas por Sede

\$100 mill.



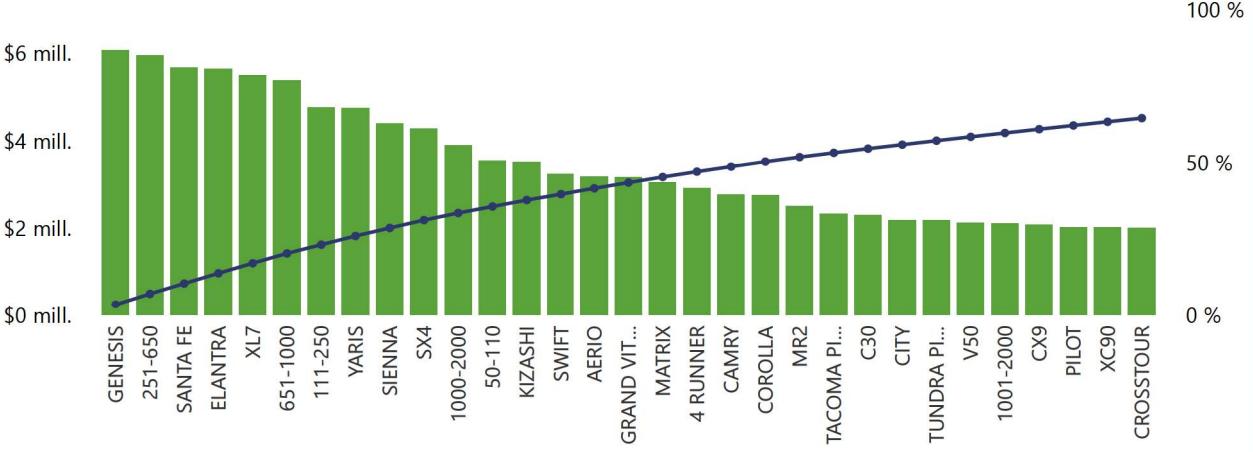
Ventas por Marca

● HONDA ● HYUNDAI ● MAZDA ● SUZUKI ● TOYOTA ● VOLVO



Ventas por Modelo de Vehículo y % de Pareto

● Total de Ventas ● % Pareto



Año	Trimestre	Ventas	Venta del Trimestre Año Pasado	Crecimiento Trimestral	modelo_vehiculo	Total de Ventas	Ranking de Ventas	Venta Acumulada de Modelos	Total de Ventas	% Pareto
2015	T1	\$41.326.052		41.326.052,02	GENESIS	\$12.632.623	1	\$12.632.623	\$359.547.368	3,51 %
2015	I2	\$40.944.409		40.944.408,57	XL/	\$12.274.787	2	\$24.907.411	\$359.547.368	6,93 %
2015	T3	\$44.993.883		44.993.882,74	ELANTRA	\$12.157.812	3	\$37.065.222	\$359.547.368	10,31 %
2015	T4	\$42.109.400		42.109.400,35	SANTA FE	\$12.130.429	4	\$49.195.651	\$359.547.368	13,68 %
2016	T1	\$43.576.137	\$41.326.052,02	2.250.084,55	251-650	\$11.948.220	5	\$61.143.871	\$359.547.368	17,01 %
2016	T2	\$41.510.514	\$40.944.408,57	566.105,38	651-1000	\$11.917.126	6	\$73.060.997	\$359.547.368	20,32 %
2016	T3	\$39.680.573	\$44.993.882,74	-5.313.309,85	111-250	\$9.314.813	7	\$82.375.810	\$359.547.368	22,91 %
2016	T4	\$42.842.689	\$42.109.400,35	733.288,52	YARIS	\$9.137.150	8	\$91.512.960	\$359.547.368	25,45 %
2017	T1	\$19.758.947	\$43.576.136,57	-23.817.189,22	SIENNA	\$8.903.615	9	\$100.416.575	\$359.547.368	27,93 %
2017	T2	\$2.309.026	\$41.510.513,95	-39.201.488,08	1000-2000	\$8.533.136	10	\$108.949.711	\$359.547.368	30,30 %
2017	T3	\$495.739	\$39.680.572,89	-39.184.833,87	50-110	\$8.295.980	11	\$117.245.691	\$359.547.368	32,61 %
2017	T4		\$42.842.688,87	-42.842.688,87	SX4	\$8.277.692	12	\$125.523.383	\$359.547.368	34,91 %
					SWIFT	\$8.043.814	13	\$133.567.197	\$359.547.368	37,15 %
					KIZASHI	\$7.886.177	14	\$141.453.374	\$359.547.368	39,34 %
					4 RUNNER	\$6.600.087	15	\$148.053.461	\$359.547.368	41,18 %
					MATRIX	\$6.469.835	16	\$154.523.296	\$359.547.368	42,98 %
					AERIO	\$6.464.244	17	\$160.987.540	\$359.547.368	44,78 %
					CAMRY	\$6.122.378	18	\$167.109.918	\$359.547.368	46,48 %
					GRAND VITARA	\$6.004.949	19	\$173.114.867	\$359.547.368	48,15 %
					COROLLA	\$5.956.664	20	\$179.071.531	\$359.547.368	49,80 %
					MR2	\$5.806.659	21	\$184.878.190	\$359.547.368	51,42 %
					1001-2000	\$4.637.132	22	\$189.515.322	\$359.547.368	52,71 %
					C30	\$4.551.241	23	\$194.066.563	\$359.547.368	53,98 %
					TUNDRA PICK UP	\$4.393.257	24	\$198.459.820	\$359.547.368	55,20 %
					AVANZA	\$4.381.923	25	\$202.841.743	\$359.547.368	56,42 %
					S40	\$4.303.739	26	\$207.145.483	\$359.547.368	57,61 %
					V50	\$4.272.648	27	\$211.418.131	\$359.547.368	58,80 %
					ELEMENT	\$4.151.732	28	\$215.569.863	\$359.547.368	59,96 %
					CROSSTOUR	\$4.133.182	29	\$219.703.044	\$359.547.368	61,11 %
					SEQUOIA	\$4.129.270	30	\$223.832.315	\$359.547.368	62,25 %
					XC60	\$4.121.457	31	\$227.953.771	\$359.547.368	63,40 %
					HIACE	\$4.121.032	32	\$232.074.804	\$359.547.368	64,55 %
					GT	\$4.111.721	33	\$232.105.520	\$359.547.368	65,60 %