

# **INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO** **DICIEMBRE 2021**

**FANNY RODRIGUEZ**

**DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
AGL	AGL	48,325,513	0.05	42,490,030	0.04	-5,835,483	-12.08
AGN	AGROINTEGRAL ANDINA SA	64,527,443	0.07	96,685,708	0.09	32,158,265	49.84
AGZ	AGROZ S.A.	4,676,473	0	87,000	0	-4,589,473	-98.14
BAF	BASIC FARM LTDA	754,335,563	0.81	796,192,984	0.77	41,857,421	5.55
BAI	PLACOR	130,959,965	0.14	75,341,799	0.07	-55,618,166	-42.47
BAY	BAYER S.A	1,865,630,895	1.99	1,297,967,790	1.25	-567,663,105	-30.43
BIS	BIOSTAR PHARMACEUTICA	4,389,162,416	4.69	4,764,621,105	4.58	375,458,689	8.55
BOE	BOEHRINGER INGELHEIM S.A.	44,208,325	0.05	6,806,171	0.01	-37,402,154	-84.6
BUS	LABORATORIOS BUSSIE	272,302,980	0.29	412,246,108	0.4	139,943,128	51.39
CAL	COMPANIA CALIFORNIA - Ganaderi	180,410,048	0.19	179,871,306	0.17	-538,742	-0.3
CAM	CALIFORNIA MASCOTAS	356,254,188	0.38	307,916,195	0.3	-48,337,993	-13.57
CAN	COMERCIALIZADORA BOGOTANA SAS	473,081,358	0.51	422,568,257	0.41	-50,513,101	-10.68
CAR	LABORATORIOS CALIER DE LOS AND	251,455,000	0.27	391,746,978	0.38	140,291,978	55.79
CEA	CEAGRO	92,621,313	0.1	0	0	-92,621,313	-100
CEL	CELLS LABORATORIO	55,095,533	0.06	47,098,806	0.05	-7,996,727	-14.51
CHA	CHALVER VETERINARIA LTDA.	1,529,169,143	1.63	1,507,389,154	1.45	-21,779,989	-1.42
COR	CORPAUL	218,261,182	0.23	196,318,078	0.19	-21,943,104	-10.05
DVT	DISVETAGRO SAS	44,466,831	0.05	64,847,871	0.06	20,381,040	45.83
EDO	EDO	23,646,218	0.03	30,899,703	0.03	7,253,485	30.68
ELA	ELE LILLY INTERAMER ELANCO	900,513,887	0.96	668,533,697	0.64	-231,980,190	-25.76
ERM	LABORATORIOS ERMA S.A	403,006,299	0.43	450,108,294	0.43	47,101,995	11.69
GBV	GLOBALVET	0	0	0	0	0	0
HEE	HEELCOLOMBIA LTDA	328,260,958	0.35	407,557,511	0.39	79,296,553	24.16
HOL	GABRICA S.A.	1,352,051,159	1.45	1,699,286,911	1.63	347,235,752	25.68

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**DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
ICO	ICOFARMA	1,386,069,491	1.48	1,213,340,197	1.17	-172,729,294	-12.46
IFS	CONAVET	143,281,085	0.15	173,547,873	0.17	30,266,788	21.12
INC	INTERVET COLOMBIA S.A.	1,797,306,095	1.92	1,765,627,787	1.7	-31,678,308	-1.76
INM	INTERVET - MASCOTAS	6,000,483,877	6.42	6,109,147,629	5.87	108,663,752	1.81
INP	INPEC LTDA	21,236,250	0.02	16,755,983	0.02	-4,480,267	-21.1
INT	INVET S.A	674,537,623	0.72	706,760,922	0.68	32,223,299	4.78
JVU	LABORATORIOS JV URIBE	157,835,289	0.17	194,648,407	0.19	36,813,118	23.32
LCA	LABORATORIOS CALLBEST LTDA	193,112,216	0.21	221,995,538	0.21	28,883,322	14.96
LEL	LABORATORIOS LELVE	50,013,629	0.05	46,833,682	0.04	-3,179,947	-6.36
LIM	LIMPIOOTEC SAS	63,514,898	0.07	59,763,411	0.06	-3,751,487	-5.91
LOV	DIMEVET S.A.	304,933,132	0.33	343,505,211	0.33	38,572,079	12.65
MAR	INDUSTRIAS MARAVEDI CIA LTDA	18,252,386	0.02	19,555,984	0.02	1,303,598	7.14
MEG	MEGAVET	49,013,140	0.05	38,886,671	0.04	-10,126,469	-20.66
MER	CARVAL COLOMBIA S.A.	3,954,234,307	4.23	3,375,520,291	3.24	-578,714,016	-14.64
MKT	M.K. TECNOQUIMICAS	1,330,319,632	1.42	1,109,730,752	1.07	-220,588,880	-16.58
NOL	NOVARTIS - LINEA LAVERLAM	17,773,033	0.02	12,749,027	0.01	-5,024,006	-28.27
NOP	NOVARTIS PETS	37,428,971	0.04	0	0	-37,428,971	-100
NUT	LABORATORIOS NUTRIFARMA LTDA.	38,649,142	0.04	40,781,173	0.04	2,132,031	5.52
OPT	OPTI VET	0	0	0	0	0	0
PBV	PROVIMI - BIOVET	0	0	0	0	0	0
PCA	PROCAPS VETERINARIA	0	0	0	0	0	0
PFI	ZOETIS	1,053,463,894	1.13	1,142,768,993	1.1	89,305,099	8.48
PFM	ZOETIS MASCOTAS	1,098,046,423	1.17	1,643,545,736	1.58	545,499,313	49.68

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

**FANNY RODRIGUEZ**

**DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
PHA	PHARMAVET LTDA.	117,805,992	0.13	138,027,422	0.13	20,221,430	17.17
PHK	LABORATORIOS PHARMEK	15,527,650	0.02	127,001	0	-15,400,649	-99.18
PPO	PROMOCIONALES	189,547,060	0.2	88,740,170	0.09	-100,806,890	-53.18
PRO	PROCONVET S.A.	537,612	0	15,446,803	0.01	14,909,191	2773.23
PRV	LABORATORIOS PROVET LTDA	1,001,047,780	1.07	1,249,492,813	1.2	248,445,033	24.82
PYL	LAB. PROBYALA	52,881,393	0.06	49,945,978	0.05	-2,935,415	-5.55
ROP	CARLOS MARIA MORALES SAS	77,817,812	0.08	117,232,018	0.11	39,414,206	50.65
SAI	SANIDAD ANIMAL INTEGRAL S.A.	407,104,834	0.44	463,041,110	0.44	55,936,276	13.74
SYN	VIRBAC LINEA SYNTESIS	197,901,171	0.21	220,653,442	0.21	22,752,271	11.5
VEC	VECOL S.A	807,799,187	0.86	919,713,295	0.88	111,914,108	13.85
VEL	LABORATORIOS VELOX	21,463,106	0.02	20,642,642	0.02	-820,464	-3.82
VET	LABORATORIOS VETERLAND LTDA.	521,522,986	0.56	561,597,957	0.54	40,074,971	7.68
VIC	VICAR DE COLOMBIA S.A	240,761,697	0.26	315,041,457	0.3	74,279,760	30.85
VIR	VET.ESPECIALIZADA LINEA VIRBAC	311,285,718	0.33	203,125,046	0.2	-108,160,672	-34.75
VML	LABORATORIOS V.M. LTDA.	62,845,211	0.07	31,377,191	0.03	-31,468,020	-50.07
WES	WEISS PHARMA S.A.S	375,431,546	0.4	446,018,846	0.43	70,587,300	18.8
ZOO	LABORATORIOS ZOO LTDA	1,283,981,020	1.37	1,552,671,326	1.49	268,690,306	20.93
SUBTOTAL \$		37,857,188,978	40.47	38,494,941,240	36.99	637,752,262	1.68
TOTAL \$		37,857,188,978	40.47	38,494,941,240	36.99	637,752,262	1.68

# **INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO** **DICIEMBRE 2021**

**FELIPE BARON**

## **ARENAS GATOS PROVEEDOR NACIONAL**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
950	JARAMILLO PETS	81,392,133	0.09	31,112,702	0.03	-50,279,431	-61.77
	<b>SUBTOTAL \$</b>	81,392,133	0.09	31,112,702	0.03	-50,279,431	-61.77

## **CONCENTRADOS IMPORTADOS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
963	EVANGERS	58,258,177	0.06	79,347,745	0.08	21,089,568	36.2
	<b>SUBTOTAL \$</b>	58,258,177	0.06	79,347,745	0.08	21,089,568	36.2

## **CONCENTRADOS NACIONALES**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
957	MASCOLANDIA SAS	3,186,735	0	4,736,708	0	1,549,973	48.64
	<b>SUBTOTAL \$</b>	3,186,735	0	4,736,708	0	1,549,973	48.64

## **DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
QUA	QUALIVET PHARMACEUTICALS	607,810,633	0.65	993,359,995	0.95	385,549,362	63.43
	<b>SUBTOTAL \$</b>	607,810,633	0.65	993,359,995	0.95	385,549,362	63.43

## **FERRETERIA**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
360	UMCO SA	295,998,885	0.32	323,070,731	0.31	27,071,846	9.15
442	KAZ USA INC	7,454,808	0.01	6,156,519	0.01	-1,298,289	-17.42
444	B-AIR	39,089,018	0.04	22,124,156	0.02	-16,964,862	-43.4
466	AGROTOOLS DE COLOMBIA SAS	0	0	0	0	0	0
524	WAHL CLIPPER CORPORATION	77,529,858	0.08	50,006,580	0.05	-27,523,278	-35.5
	<b>SUBTOTAL \$</b>	420,072,569	0.45	401,357,986	0.39	-18,714,583	-4.46

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

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### FERRETERIA IMPORTADOS COMPRA NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
322 AGUIMAR LTDA.	232,441	0	0	0	-232,441	-100
<b>SUBTOTAL \$</b>	232,441	0	0	0	-232,441	-100

### FERRETERIA IMPORTADOS DIRECTOS

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
356 TRASCO TRADING COMPANY	2,988,944	0	2,496,670	0	-492,274	-16.47
357 IMACASA	18,488,994	0.02	8,324,237	0.01	-10,164,757	-54.98
440 DI-MARTINO S.R.L	91,310,946	0.1	35,461,733	0.03	-55,849,213	-61.16
445 NINGBO DB UNION INT'L CO LTD	9,084,895	0.01	0	0	-9,084,895	-100
459 TERKO TECNOLOGIAS AGROPECUARIA	0	0	0	0	0	0
<b>SUBTOTAL \$</b>	121,873,779	0.13	46,282,640	0.04	-75,591,139	-62.02

### IMPORTADOS DIRECTO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
SPE QUIMICA INDUSTRIAL SPES	0	0	0	0	0	0
<b>SUBTOTAL \$</b>	0	0	0	0	0	0

### INSTRUMENTAL DIRECTO IMPORTADO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
070 CAVITRON VETERINARIO	40,938,824	0.04	26,156,227	0.03	-14,782,597	-36.11
<b>SUBTOTAL \$</b>	40,938,824	0.04	26,156,227	0.03	-14,782,597	-36.11

### INSTRUMENTAL IMPORTADO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
062 NJ Phillips PTY Limited	235,941	0	185,268	0	-50,673	-21.48
<b>SUBTOTAL \$</b>	235,941	0	185,268	0	-50,673	-21.48

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## **INSTRUMENTAL IMPORTADO COMPRA NACIONAL**

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
001 PRODUCTOS DESECHABLES	4,956,114	0.01	482,548	0	-4,473,566	-90.26
002 INSTRUMENTAL QUIRURGICO	3,010,906	0	3,803,529	0	792,623	26.33
004 INSTRUMENTAL Y EQUIPO VARIO	25,171,054	0.03	18,772,330	0.02	-6,398,724	-25.42
030 INSMEVET S EN C.	10,000	0	0	0	-10,000	-100
031 INSTRUMENTAL VARIOS IMPORTADOS	81,922,984	0.09	77,356,756	0.07	-4,566,228	-5.57
035 WISCONSIN & CIA LTDA.	153,033	0	34,253	0	-118,780	-77.62
037 COLINSTRUVET	4,622,867	0	4,002,104	0	-620,763	-13.43
040 IMPO PECUARIOS LTDA	22,153	0	0	0	-22,153	-100
041 INVERSIONES HERCO	15,990	0	0	0	-15,990	-100
043 LHAURA VET LTDA	35,220,207	0.04	40,643,210	0.04	5,423,003	15.4
050 LHAURA VET LTDA.	23,443,304	0.03	25,186,939	0.02	1,743,635	7.44
<b>SUBTOTAL \$</b>	<b>178,548,612</b>	<b>0.19</b>	<b>170,281,669</b>	<b>0.16</b>	<b>-8,266,943</b>	<b>-4.63</b>

## **INSTRUMENTAL IMPORTADO DIRECTO**

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
003 IMPORTACIONES UNIVERSO	472,479,046	0.51	771,102,646	0.74	298,623,600	63.2
010 DEMAPLAST SRL	2,731,469	0	1,172,273	0	-1,559,196	-57.08
018 INSTRUMENTAL VETERINARIO FIX	1,517,000	0	1,081,651	0	-435,349	-28.7
019 FARMING SUPPLY	121,264,774	0.13	178,602,370	0.17	57,337,596	47.28
021 INSTRUMENTS SUPPLIES	4,155,980	0	1,955,934	0	-2,200,046	-52.94
039 FARMING SUPPLY	24,484,857	0.03	12,228,248	0.01	-12,256,609	-50.06
045 SYRVET INC	5,967,337	0.01	2,973,960	0	-2,993,377	-50.16
047 ALLFLEX	4,330,000	0	1,113,871	0	-3,216,129	-74.28
048 COOTRAN	0	0	0	0	0	0

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## DICIEMBRE 2021

**FELIPE BARON**

### INSTRUMENTAL IMPORTADO DIRECTO

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
056	TRANSCO TRANDING COMPANY	30,009,246	0.03	23,839,702	0.02	-6,169,544	-20.56
057	SYRVET INC	15,831,485	0.02	3,164,885	0	-12,666,600	-80.01
058	GLOBALVET	154,859,991	0.17	219,230,630	0.21	64,370,639	41.57
059	ALLFLEX	229,932,481	0.25	179,600,015	0.17	-50,332,466	-21.89
060	COTRAN	734,926	0	432,277	0	-302,649	-41.18
066	TOGNAZZONI	41,911,692	0.04	42,860,949	0.04	949,257	2.26
071	VETCO SUPPLY	144,654,338	0.15	159,006,813	0.15	14,352,475	9.92
522	EXIMPORT - OSTER	22,512,565	0.02	30,053,091	0.03	7,540,526	33.49
	<b>SUBTOTAL \$</b>	<b>1,277,377,187</b>	<b>1.37</b>	<b>1,628,419,315</b>	<b>1.56</b>	<b>351,042,128</b>	<b>27.48</b>

### INSTRUMENTAL NACIONAL

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
052	GENTRA LTDA	0	0	0	0	0	0
	<b>SUBTOTAL \$</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

### JUGUETES IMPORTADOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
072	THE OUR PETS CO	105,170,043	0.11	99,442,922	0.1	-5,727,121	-5.45
	<b>SUBTOTAL \$</b>	<b>105,170,043</b>	<b>0.11</b>	<b>99,442,922</b>	<b>0.1</b>	<b>-5,727,121</b>	<b>-5.45</b>

### MASCOTAS IMPORTADOS COMPRA NACIONAL

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
122	MASCOLANDIA LTDA.	1,965,058	0	2,944,135	0	979,077	49.82
141	JARAMILLO L. JUAN A	0	0	0	0	0	0
189	M&B IMPORT	1,680,031	0	0	0	-1,680,031	-100
190	PET-GROUP SAS (IDEIAS)	78,810	0	25,127	0	-53,683	-68.12
	<b>SUBTOTAL \$</b>	<b>3,723,899</b>	<b>0</b>	<b>2,969,262</b>	<b>0</b>	<b>-754,637</b>	<b>-20.26</b>

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## DICIEMBRE 2021

**FELIPE BARON**

### MASCOTAS IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
063	MODERNA PRODUCTOS NV	412,216,931	0.44	431,147,014	0.41	18,930,083	4.59
069	Henke Sass Wolf	25,680,474	0.03	27,466,397	0.03	1,785,923	6.95
075	MY FAMILY USA INC	38,333,219	0.04	28,655,683	0.03	-9,677,536	-25.25
149	GRACIOUS LIVING	22,260,447	0.02	26,543,427	0.03	4,282,980	19.24
156	FERPLAST PET PRODUCTS	440,629,240	0.47	759,331,632	0.73	318,702,392	72.33
157	TRANSCO TRADING COMPANY INC	49,605,788	0.05	45,634,395	0.04	-3,971,393	-8.01
160	ROGZ (PTY) LTD	318,380,971	0.34	363,468,800	0.35	45,087,829	14.16
162	BAMBOO PET - MUNCHKIN	554,411,656	0.59	712,118,737	0.68	157,707,081	28.45
163	JW PET COMPANY, INC.	155,161,464	0.17	159,661,506	0.15	4,500,042	2.9
172	KONG COMPANY	17,948,106	0.02	3,170,708	0	-14,777,398	-82.33
182	CANINE HARDWARE	117,819,060	0.13	103,785,586	0.1	-14,033,474	-11.91
183	TRIXIE HEIMTIERBEDARF	1,080,226,136	1.15	1,028,227,302	0.99	-51,998,834	-4.81
188	MAMMOTH PRODUCTS	91,832,216	0.1	119,465,758	0.11	27,633,542	30.09
195	LISCAM	38,551,968	0.04	54,398,563	0.05	15,846,595	41.1
201	201 OFICIAL S.A. DE C.V. (4BF)	69,542	0	8,939	0	-60,603	-87.15
CHI	CHIMIGROUP SRL	239,566,308	0.26	213,701,163	0.21	-25,865,145	-10.8
SUBTOTAL \$		3,602,693,526	3.85	4,076,785,610	3.92	474,092,084	13.16

### MASCOTAS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
102	INDUSTRIAS ARGOS LTDA.	40,426	0	24,063	0	-16,363	-40.48
115	GERDTS DIAZ STEPHANIE	7,546,292	0.01	4,526,665	0	-3,019,627	-40.01
973	LE GROUPE INTERSAND CANADA INC	669,237,134	0.72	830,620,812	0.8	161,383,678	24.11
SUBTOTAL \$		676,823,852	0.72	835,171,540	0.8	158,347,688	23.4



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**DICIEMBRE 2021**

**FELIPE BARON**

**TALABARERIA Y EQINOS IMOPRTADOS DIRECTOS**

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
564	TRANSCO TRADING COMPANY	96,284,291	0.1	96,840,750	0.09	556,459	0.58
SUBTOTAL \$		96,284,291	0.1	96,840,750	0.09	556,459	0.58
TOTAL \$		7,274,622,642	7.78	8,492,450,339	8.16	1,217,827,697	16.74

**INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO**  
**DICIEMBRE 2021**

**MARCELA SUAREZ**

**DROGAS Y MEDICAMENTOS**

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
CMV	COMERVET S.A.	610,136,857	0.65	451,219,182	0.43	-158,917,675	-26.05
CPH	COASPHARMA SAS	7,575,162,844	8.1	8,416,859,068	8.09	841,696,224	11.11
TEC	TECNOCALIDAD SAS	1,959,421,595	2.09	2,911,192,790	2.8	951,771,195	48.57
SUBTOTAL \$		10,144,721,296	10.85	11,779,271,040	11.32	1,634,549,744	16.11
TOTAL \$		10,144,721,296	10.85	11,779,271,040	11.32	1,634,549,744	16.11

# **INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO** **DICIEMBRE 2021**

**MARTHA PINILLOS**

## **ARENAS GATOS PROVEEDOR NACIONAL**

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
934 PET SPA	148,428,762	0.16	153,693,405	0.15	5,264,643	3.55
952 MICHOS TOYS SAS	25,230,511	0.03	22,524,500	0.02	-2,706,011	-10.73
962 ANIMAL FACTOR SAS	23,604,157	0.03	22,829,948	0.02	-774,209	-3.28
967 VETERINARIA ESPECIALIZADA	213,430,366	0.23	243,184,415	0.23	29,754,049	13.94
977 PRODUCTOS FAMILIA	9,445,201	0.01	26,631,790	0.03	17,186,589	181.96
991 IND. AGROPECUARIA JVC SAS	0	0	46,159,822	0.04	46,159,822	0
<b>SUBTOTAL \$</b>	<b>420,138,997</b>	<b>0.45</b>	<b>515,023,880</b>	<b>0.49</b>	<b>94,884,883</b>	<b>22.58</b>

## **CONCENTRADOS IMPORTADOS**

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
904 NESTLE PURINA PET CARE	1,455,550,258	1.56	1,761,975,381	1.69	306,425,123	21.05
909 ROYAL CANIN COLOMBIA	139,626,159	0.15	167,427,196	0.16	27,801,037	19.91
911 GABRICA S.A.	11,822,207,874	12.64	15,076,110,837	14.49	3,253,902,963	27.52
912 MASTERFOODS COLOMBIA	970,892,654	1.04	1,130,249,927	1.09	159,357,273	16.41
918 JARAMILLO PETS & CIA S.C.A.	4,294,789,720	4.59	4,896,943,763	4.71	602,154,043	14.02
936 ROYAL CANIN COLOMBIA	1,155,081,273	1.23	1,549,631,179	1.49	394,549,906	34.16
965 PLB SUPER PREMIUM	1,255,597,451	1.34	1,267,794,751	1.22	12,197,300	0.97
971 COMERCIALIZADORA PESTAR SAS	2,142,169,404	2.29	1,700,040,222	1.63	-442,129,182	-20.64
<b>SUBTOTAL \$</b>	<b>23,235,914,793</b>	<b>24.84</b>	<b>27,550,173,256</b>	<b>26.47</b>	<b>4,314,258,463</b>	<b>18.57</b>

## **CONCENTRADOS NACIONALES**

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
900 APETIT MASCOTAS	12,981,292	0.01	24,751,855	0.02	11,770,563	90.67
902 INSUMOS DE LOS ANDES	0	0	951,496	0	951,496	0
905 CONCENTRADOS EL RANCHO LTDA	69,172,718	0.07	62,661,264	0.06	-6,511,454	-9.41

# **INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO** **DICIEMBRE 2021**

## **MARTHA PINILLOS**

### **CONCENTRADOS NACIONALES**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
906	INCROS DE COLOMBIA	15,286,401	0.02	18,417,866	0.02	3,131,465	20.49
907	CONCENTRADOS EL RANCHO	23,817,152	0.03	13,979,006	0.01	-9,838,146	-41.31
908	MOTTA FORERO GINETH	10,296,109	0.01	20,077,102	0.02	9,780,993	95
910	ITALCOL DEL OCCIDENTE	3,821,897,985	4.09	4,140,317,988	3.98	318,420,003	8.33
914	ALIMENTOS NUTRION S.A.	374,237,775	0.4	423,703,486	0.41	49,465,711	13.22
915	PIXIE SAS	439,380,534	0.47	711,084,040	0.68	271,703,506	61.84
917	PELUDITOS BARF SAS	89,204,981	0.1	81,292,085	0.08	-7,912,896	-8.87
919	NESTLE PURINA PETCARE	3,022,927,098	3.23	3,150,762,752	3.03	127,835,654	4.23
944	WILLS BONILLA CONSTANZA MARGAR	13,142,306	0.01	8,551,007	0.01	-4,591,299	-34.94
947	GRUPO EMPRESARIAL BAHITI	61,292,240	0.07	57,986,202	0.06	-3,306,038	-5.39
954	COMERCIALIZADORABOGOTANAS.A.S.	46,398,606	0.05	24,845,886	0.02	-21,552,720	-46.45
956	IMPULSORES INTERNACIONALES	21,838,456	0.02	30,967,216	0.03	9,128,760	41.8
959	TASTY PLANET	524,676	0	455,410	0	-69,266	-13.2
960	GESTO AGRO SAS	285,532,820	0.31	441,207,466	0.42	155,674,646	54.52
964	PETS ANDINA SA	37,453,990	0.04	54,485,827	0.05	17,031,837	45.47
968	AIKOS LTDA	46,309,297	0.05	33,195,551	0.03	-13,113,746	-28.32
969	EMBUMASCOTAS	2,217,426	0	3,934,372	0	1,716,946	77.43
970	TOMASA'S BAKERY LATAM SAS	36,641,812	0.04	40,934,984	0.04	4,293,172	11.72
974	BARF COLOMBIA SAS	36,641,829	0.04	25,999,252	0.02	-10,642,577	-29.04
976	JOYFUL PETS SAS	1,430,278	0	1,435,797	0	5,519	0.39
978	WOW CAN SAS	73,809,718	0.08	54,788,725	0.05	-19,020,993	-25.77
979	MAXIPETS SAS	696,609,866	0.74	1,185,984,495	1.14	489,374,629	70.25
980	ALIMENTOS POLAR	62,292,043	0.07	197,453,640	0.19	135,161,597	216.98

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

### MARTHA PINILLOS

#### CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
987	DOGSY GOURMET SAS	15,305,162	0.02	11,456,504	0.01	-3,848,658	-25.15
988	LABORATORIOS ZOO	8,977,891	0.01	17,418,714	0.02	8,440,823	94.02
990	SOLLA	28,827,860	0.03	210,950,694	0.2	182,122,834	631.76
992	PROYECTO E SAS	4,063,950	0	13,804,056	0.01	9,740,106	239.67
993	ALIMENTOS FINCA S.A.	0	0	242,416,517	0.23	242,416,517	0
	<b>SUBTOTAL \$</b>	<b>9,358,512,271</b>	<b>10.01</b>	<b>11,306,271,255</b>	<b>10.86</b>	<b>1,947,758,984</b>	<b>20.81</b>

#### CONSUMO

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
011	CNCL	11,504,225	0.01	995,000	0	-10,509,225	-91.35
020	ENZICOL LTDA	3,761,717	0	2,162,469	0	-1,599,248	-42.51
029	PRODUCTOS JULIAO S.A.S.	267,474	0	8,732	0	-258,742	-96.74
049	START CAPCO SAS	0	0	0	0	0	0
054	CUAJO DE COLOMBIA S.A.S	11,348,382	0.01	14,222,706	0.01	2,874,324	25.33
	<b>SUBTOTAL \$</b>	<b>26,881,798</b>	<b>0.03</b>	<b>17,388,907</b>	<b>0.02</b>	<b>-9,492,891</b>	<b>-35.31</b>

#### DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
BON	BONAVET LTDA	76,041,129	0.08	90,867,809	0.09	14,826,680	19.5
DRC	IG COLOMBIA S.A.	56,302,220	0.06	123,482,517	0.12	67,180,297	119.32
FRA	DINKY PETT SAS	69,225,495	0.07	56,709,436	0.05	-12,516,059	-18.08
GLP	MC COLER	29,100,016	0.03	25,619,656	0.02	-3,480,360	-11.96
JUC	JUAN CASTELLANOS RODRIGUEZ	29,485,176	0.03	29,321,975	0.03	-163,201	-0.55
SAP	SOLUCIONES AGRICOLAS PECUARIAS	196,354,857	0.21	208,012,439	0.2	11,657,582	5.94
	<b>SUBTOTAL \$</b>	<b>456,508,893</b>	<b>0.49</b>	<b>534,013,832</b>	<b>0.51</b>	<b>77,504,939</b>	<b>16.98</b>

# **INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO** **DICIEMBRE 2021**

**MARTHA PINILLOS**

## **FERRETERIA**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
202	MPORTADORA GONZALEZ OSUNA SAS	18,537,460	0.02	41,056,331	0.04	22,518,871	121.48
203	PROTEX S.A	647,988	0	364,724	0	-283,264	-43.71
208	PROTEX S.A	29,471,499	0.03	18,369,425	0.02	-11,102,074	-37.67
230	F-SHIELD	3,347,370	0	3,011,627	0	-335,743	-10.03
300	TREFILADOS DE COLOMBIA LT	44,037,886	0.05	73,770,510	0.07	29,732,624	67.52
308	FERCON S.A.	23,323,990	0.02	20,285,640	0.02	-3,038,350	-13.03
320	LIDER CAMARGO SAS	481,853	0	33,095,686	0.03	32,613,833	6768.42
324	LIDER CAMARGO SAS	119,413	0	0	0	-119,413	-100
338	J.E.N S.A	5,115,555	0.01	12,715,285	0.01	7,599,730	148.56
340	FERCON S.A.	2,589,052	0	1,922,178	0	-666,874	-25.76
352	LHAURA VET	15,724,644	0.02	18,578,365	0.02	2,853,721	18.15
403	AGROINTEGRAL ANDINA S.A.	125,388,605	0.13	77,361,097	0.07	-48,027,508	-38.3
405	TORRES BORJA NATALIA	4,705,970	0.01	4,097,978	0	-607,992	-12.92
406	PENAGOS HNOS Y CIA LTDA	49,622,625	0.05	6,268,664	0.01	-43,353,961	-87.37
410	ENERGIA Y POTENCIA	54,331,075	0.06	38,581,410	0.04	-15,749,665	-28.99
418	GLOBAL MOTOR LTDA	39,087,998	0.04	22,044,064	0.02	-17,043,934	-43.6
428	DUWEST COLOMBIA SAS	4,440,170	0	729,882	0	-3,710,288	-83.56
429	INSMEVET S EN C	886,995	0	0	0	-886,995	-100
435	KARCHER SAS	0	0	491,502	0	491,502	0
450	MECANELECTRO S.A.S	109,617,148	0.12	190,807,653	0.18	81,190,505	74.07
455	DURESPO S.A.	105,217,125	0.11	103,301,665	0.1	-1,915,460	-1.82
463	BEAVER S.A.	14,302,192	0.02	-790,274	-0	-15,092,466	-105.53
465	PLASTICAUCHO COLOMBIA SA.	1,827,597	0	2,738,299	0	910,702	49.83

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

**MARTHA PINILLOS**

**FERRETERIA**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
475	HUSQVRNA	195,598,051	0.21	111,905,058	0.11	-83,692,993	-42.79
501	CERCAS EL CEBU LTDA	82,390,655	0.09	98,569,554	0.09	16,178,899	19.64
502	JUAN GUZMAN BARRERO	982,500	0	125,000	0	-857,500	-87.28
503	COLEMPAQUES LTDA.	4,464,812	0	834,636	0	-3,630,176	-81.31
505	GROUPE SEB COLOMBIA	76,741,940	0.08	29,987,470	0.03	-46,754,470	-60.92
506	DANIEL RODRIGUEZ	2,339,629	0	5,890,213	0.01	3,550,584	151.76
508	JUVENIA SA	3,363,724	0	4,594,533	0	1,230,809	36.59
509	MANUEL ARIZA OROSCO	7,101,753	0.01	12,709,703	0.01	5,607,950	78.97
510	FUNDICION J-P	678,125	0	312,500	0	-365,625	-53.92
511	DEL AGRO SOLUCIONES PARA EL CAMPO	16,659,385	0.02	24,474,492	0.02	7,815,107	46.91
515	GIRALDO LARA LTDA	75,000	0	120,155	0	45,155	60.21
516	REPRESENTACIONES Y DISTRIBUCIO	293,899	0	6,203,381	0.01	5,909,482	2010.72
519	ROTOPLAST	489,294	0	5,327,274	0.01	4,837,980	988.77
526	DELAVAL LTDA	125,012	0	68,472	0	-56,540	-45.23
599	GARANTIAS Y REPARACIONES	1,945,055	0	1,922,497	0	-22,558	-1.16
	<b>SUBTOTAL \$</b>	<b>1,046,073,044</b>	<b>1.12</b>	<b>971,846,649</b>	<b>0.93</b>	<b>-74,226,395</b>	<b>-7.1</b>

### INSTRUMENTAL NACIONAL

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
007	EMPRESA GENETICA ESPECIAL	629,196	0	3,650,708	0	3,021,512	480.22
012	EMILIO ACUÑA	16,988,077	0.02	3,102,040	0	-13,886,037	-81.74
022	PLASTLAVET	13,275,342	0.01	24,314,688	0.02	11,039,346	83.16
025	ANDINA DE TECNOLOGIA	6,567,451	0.01	9,858,082	0.01	3,290,631	50.11
	<b>SUBTOTAL \$</b>	<b>37,460,066</b>	<b>0.04</b>	<b>40,925,518</b>	<b>0.04</b>	<b>3,465,452</b>	<b>9.25</b>

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

**MARTHA PINILLOS**

### INSUMOS AGRICOLAS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
600	DUWEST	240,354,790	0.26	156,107,922	0.15	-84,246,868	-35.05
601	INVESTA S.A.	207,719,292	0.22	227,652,592	0.22	19,933,300	9.6
602	AGROINFESA	93,105,342	0.1	155,336,471	0.15	62,231,129	66.84
603	COLINAGRO S.A.	35,664,296	0.04	38,280,491	0.04	2,616,195	7.34
604	SUPERABONO LTDA.	19,794,613	0.02	2,087,826	0	-17,706,787	-89.45
609	CONTROL PLUS SAS	27,042,447	0.03	51,634,054	0.05	24,591,607	90.94
610	AGROINTEGRAL ANDINA S.A	63,416,245	0.07	50,856,319	0.05	-12,559,926	-19.81
616	PERMOFILTROS LTDA	4,402,328	0	5,414,455	0.01	1,012,127	22.99
617	AGROFERTILIZANTES DE COLOMBIA	68,665,698	0.07	97,243,802	0.09	28,578,104	41.62
619	EL SEMILLERO E.U.	3,531,232	0	5,621,720	0.01	2,090,488	59.2
628	PROQUIMCOL LTDA.	2,792,052	0	2,687,417	0	-104,635	-3.75
635	FERTILIZANTES VARIOS	28,115,839	0.03	27,055,088	0.03	-1,060,751	-3.77
644	LABORATORIOS AUROFARMA	0	0	25,327,302	0.02	25,327,302	0
650	FERTIPREMIUM SAS	27,685,622	0.03	24,921,081	0.02	-2,764,541	-9.99
656	ABONEX SAS	3,282,543	0	3,611,426	0	328,883	10.02
	<b>SUBTOTAL \$</b>	<b>825,572,339</b>	<b>0.88</b>	<b>873,837,966</b>	<b>0.84</b>	<b>48,265,627</b>	<b>5.85</b>

### LIBROS Y REVISTAS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
810	LIBROS Y REVISTAS	0	0	0	0	0	0
	<b>SUBTOTAL \$</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

### MASCOTAS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
100	GABRICA SA	192,513,558	0.21	291,694,386	0.28	99,180,828	51.52



# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

**MARTHA PINILLOS**

**MASCOTAS NACIONALES**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
101	NAVCAR SAS	54,374	0	15,946,976	0.02	15,892,602	29228.31
103	LA PINTA DOG	3,918,755	0	3,234,535	0	-684,220	-17.46
104	HORUS PET TRADING COMPANY SAS	256,496	0	0	0	-256,496	-100
105	MOLDEADO INDUSTRIAL DE COLOMBIA SAS	5,587,050	0.01	3,485,170	0	-2,101,880	-37.62
106	EBRANDI MEDIOS S.A.	7,378,653	0.01	103,235	0	-7,275,418	-98.6
107	CORPORAC. MUNDIAL DE LA MUJER	6,136,792	0.01	1,173,373	0	-4,963,419	-80.88
108	CAPITAL MARK'S SAS	45,371,550	0.05	56,527,673	0.05	11,156,123	24.59
109	HOME-VET SAS	0	0	0	0	0	0
110	TASTY PLANET	282,433,663	0.3	371,602,321	0.36	89,168,658	31.57
111	ASIAMERICA TRADING SAS	12,065,682	0.01	15,866,582	0.02	3,800,900	31.5
112	FELCAN SAS	142,531,031	0.15	260,335,037	0.25	117,804,006	82.65
113	GREEN TRADING SAS	44,811,037	0.05	45,160,784	0.04	349,747	0.78
114	DIAZ MARTINEZ PAMELA ANDREA	398,598	0	263,460	0	-135,138	-33.9
117	LLOREDA OCAMPO EDUARDO JOSE	0	0	3,767,227	0	3,767,227	0
119	AL TORNO SAS	37,955,931	0.04	67,083,894	0.06	29,127,963	76.74
120	COMERCIALIZADORA BOGOTANA LTDA	56,460,699	0.06	39,132,660	0.04	-17,328,039	-30.69
121	CI EVOLUTION BRANDS COLOMBIA SAS	6,598,930	0.01	8,579,796	0.01	1,980,866	30.02
123	MERINO TRADING CO LTDA	1,413,000	0	93,840	0	-1,319,160	-93.36
124	PRIME PET	0	0	31,501,138	0.03	31,501,138	0
125	ID TRACK SAS	1,184,340	0	461,395	0	-722,945	-61.04
126	RODRIGUEZ DANIEL	2,206,007	0	2,672,411	0	466,404	21.14
128	MORAI SAS	2,076,261	0	4,409,953	0	2,333,692	112.4
133	MECANICA INDUSTRIAL	13,466,131	0.01	22,997,272	0.02	9,531,141	70.78

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## DICIEMBRE 2021

**MARTHA PINILLOS**

**MASCOTAS NACIONALES**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
134	IG COLOMBIA S.A	4,554,478	0	5,144,843	0	590,365	12.96
140	ANIMAL FACTOR SAS	858,732,208	0.92	961,483,356	0.92	102,751,148	11.97
153	COLOMBIANA DE BIODesarrollo SAS	25,818,347	0.03	34,338,512	0.03	8,520,165	33
173	CASTRELLON MELO NESTOR LE	67,073,193	0.07	69,543,195	0.07	2,470,002	3.68
175	TOMMY DOGS LTDA	369,181	0	326,089	0	-43,092	-11.67
179	CONAVET LTDA	52,290,634	0.06	55,555,173	0.05	3,264,539	6.24
184	COLEMPAQUES LTDA	2,865,559	0	1,941,059	0	-924,500	-32.26
186	DE PASEO CON LOS PELUDITOS	36,967,351	0.04	57,406,212	0.06	20,438,861	55.29
191	INDEPHAR SAS	1,413,750	0	5,955,435	0.01	4,541,685	321.25
192	HENRY ARTURO COY MONSALVE	0	0	37,295	0	37,295	0
198	PRODUCTOS FAMILIA SANCELA S.A.	233,237,190	0.25	220,109,321	0.21	-13,127,869	-5.63
	<b>SUBTOTAL \$</b>	<b>2,148,140,429</b>	<b>2.3</b>	<b>2,657,933,608</b>	<b>2.55</b>	<b>509,793,179</b>	<b>23.73</b>

**SALES Y MELAZAS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
901	MIELES Y AZUCARES DEL VALLE	19,839,893	0.02	25,389,368	0.02	5,549,475	27.97
903	QUIMPAC	17,617,941	0.02	9,112,364	0.01	-8,505,577	-48.28
929	SOMEX S.A	137,302,253	0.15	119,309,929	0.11	-17,992,324	-13.1
	<b>SUBTOTAL \$</b>	<b>174,760,087</b>	<b>0.19</b>	<b>153,811,661</b>	<b>0.15</b>	<b>-20,948,426</b>	<b>-11.99</b>

**SEMILLAS Y BRACHARIAS**

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
703	FERCON	180,758,830	0.19	218,037,669	0.21	37,278,839	20.62
705	DISTRIBUIDORA DE ABONOS	109,725,264	0.12	159,373,301	0.15	49,648,037	45.25
709	IMPULSORES INTERNACIONALES LTD	55,917,788	0.06	67,601,669	0.06	11,683,881	20.89

# **INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO** **DICIEMBRE 2021**

## **MARTHA PINILLOS**

### **SEMILLAS Y BRACHARIAS**

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
726	DURESPO S.A.	15,442,397	0.02	887,439	0	-14,554,958	-94.25
SUBTOTAL \$		361,844,279	0.39	445,900,078	0.43	84,055,799	23.23

### **TALABARTERIA Y EQUINOS**

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
551	INVERSIONES SALDARRIAGA GOMEZ	12,444,517	0.01	13,114,608	0.01	670,091	5.38
553	EMCOCLAVOS S.A	15,548,619	0.02	16,087,962	0.02	539,343	3.47
555	ANGARITA CLARA INES	300,002	0	134,375	0	-165,627	-55.21
558	MESACE S.A	137,300,919	0.15	202,105,653	0.19	64,804,734	47.2
568	AL TORNO S.A.S	3,855,408	0	10,063,263	0.01	6,207,855	161.02
SUBTOTAL \$		169,449,465	0.18	241,505,861	0.23	72,056,396	42.52
TOTAL \$		38,261,256,461	40.9	45,308,632,471	43.53	7,047,376,010	18.42

**INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO**  
**DICIEMBRE 2021**

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
TOTAL EMP \$	93,537,789,377	100	104,075,295,090	100	10,537,505,713	11.27

**\*\*\*FIN INFORME\*\*\***