

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|---------------|----------|-------------|---------|--------------|--------|
| AGL | AGL | 5,219,110 | 0.04 | 3,039,462 | 0.02 | -2,179,648 | -41.76 |
| AGN | AGROINTEGRAL ANDINA SA | 3,873,794 | 0.03 | 7,328,884 | 0.06 | 3,455,090 | 89.19 |
| AGZ | AGROZ S.A. | 51,397 | 0 | 0 | 0 | -51,397 | -100 |
| BAF | BASIC FARM LTDA | 121,698,430 | 0.99 | 104,488,431 | 0.85 | -17,209,999 | -14.14 |
| BAI | PLACOR | 7,816,145 | 0.06 | 8,460,473 | 0.07 | 644,328 | 8.24 |
| BAY | BAYER S.A | 253,199,015 | 2.05 | 140,615,925 | 1.14 | -112,583,090 | -44.46 |
| BIS | BIOSTAR PHARMACEUTICA | 1,143,849,276 | 9.28 | 998,489,095 | 8.1 | -145,360,181 | -12.71 |
| BOE | BOEHRINGER INGELHEIM S.A. | 3,016,724 | 0.02 | 0 | 0 | -3,016,724 | -100 |
| BUS | LABORATORIOS BUSSIE | 36,278,608 | 0.29 | 42,424,336 | 0.34 | 6,145,728 | 16.94 |
| CAL | COMPANIA CALIFORNIA - Ganaderi | 40,789,311 | 0.33 | 35,687,738 | 0.29 | -5,101,573 | -12.51 |
| CAM | CALIFORNIA MASCOTAS | 59,425,467 | 0.48 | 46,381,161 | 0.38 | -13,044,306 | -21.95 |
| CAN | COMERCIALIZADORA BOGOTANA SAS | 70,894,617 | 0.57 | 63,987,003 | 0.52 | -6,907,614 | -9.74 |
| CAR | LABORATORIOS CALIER DE LOS AND | 22,225,543 | 0.18 | 42,203,891 | 0.34 | 19,978,348 | 89.89 |
| CEA | CEAGRO | 8,579,757 | 0.07 | 0 | 0 | -8,579,757 | -100 |
| CEL | CELLS LABORATORIO | 6,879,624 | 0.06 | 4,031,860 | 0.03 | -2,847,764 | -41.39 |
| CHA | CHALVER VETERINARIA LTDA. | 184,866,276 | 1.5 | 136,941,993 | 1.11 | -47,924,283 | -25.92 |
| COR | CORPAUL | 27,563,388 | 0.22 | 19,987,350 | 0.16 | -7,576,038 | -27.49 |
| DVT | DISVETAGRO SAS | 6,525,091 | 0.05 | 3,912,228 | 0.03 | -2,612,863 | -40.04 |
| EDO | EDO | 2,358,855 | 0.02 | 3,482,960 | 0.03 | 1,124,105 | 47.65 |
| ELA | ELE LILLY INTERAMER ELANCO | 119,678,889 | 0.97 | 78,803,329 | 0.64 | -40,875,560 | -34.15 |
| ERM | LABORATORIOS ERMA S.A | 40,233,485 | 0.33 | 38,666,547 | 0.31 | -1,566,938 | -3.89 |
| GBV | GLOBALVET | 0 | 0 | 0 | 0 | 0 | 0 |
| HEE | HEELCOLOMBIA LTDA | 41,018,509 | 0.33 | 37,396,404 | 0.3 | -3,622,105 | -8.83 |
| HOL | GABRICA S.A. | 145,507,153 | 1.18 | 155,248,305 | 1.26 | 9,741,152 | 6.69 |

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|-----|-------------------------------|-------------|----------|-------------|---------|--------------|--------|
| ICO | ICOFARMA | 226,726,101 | 1.84 | 183,259,302 | 1.49 | -43,466,799 | -19.17 |
| IFS | CONAVET | 19,131,163 | 0.16 | 13,553,401 | 0.11 | -5,577,762 | -29.16 |
| INC | INTERVET COLOMBIA S.A. | 287,761,256 | 2.33 | 353,541,371 | 2.87 | 65,780,115 | 22.86 |
| INM | INTERVET - MASCOTAS | 833,394,754 | 6.76 | 740,324,108 | 6 | -93,070,646 | -11.17 |
| INP | INPEC LTDA | 1,489,245 | 0.01 | 1,004,880 | 0.01 | -484,365 | -32.52 |
| INT | INVET S.A | 94,839,445 | 0.77 | 93,905,667 | 0.76 | -933,778 | -0.98 |
| JVU | LABORATORIOS JV URIBE | 13,390,239 | 0.11 | 14,551,842 | 0.12 | 1,161,603 | 8.67 |
| LCA | LABORATORIOS CALLBEST LTDA | 27,208,099 | 0.22 | 27,276,188 | 0.22 | 68,089 | 0.25 |
| LEL | LABORATORIOS LELVE | 6,861,613 | 0.06 | 4,262,449 | 0.03 | -2,599,164 | -37.88 |
| LIM | LIMPIOOTEC SAS | 6,187,947 | 0.05 | 5,097,827 | 0.04 | -1,090,120 | -17.62 |
| LOV | DIMEVET S.A. | 32,983,731 | 0.27 | 44,500,978 | 0.36 | 11,517,247 | 34.92 |
| MAR | INDUSTRIAS MARAVEDI CIA LTDA | 2,097,727 | 0.02 | 2,274,939 | 0.02 | 177,212 | 8.45 |
| MEG | MEGAVET | 4,081,411 | 0.03 | 3,849,219 | 0.03 | -232,192 | -5.69 |
| MER | CARVAL COLOMBIA S.A. | 552,172,624 | 4.48 | 428,357,119 | 3.47 | -123,815,505 | -22.42 |
| MKT | M.K. TECNOQUIMICAS | 217,680,734 | 1.77 | 141,045,464 | 1.14 | -76,635,270 | -35.21 |
| NOL | NOVARTIS - LINEA LAVERLAM | 1,133,905 | 0.01 | 361,873 | 0 | -772,032 | -68.09 |
| NOP | NOVARTIS PETS | 0 | 0 | 0 | 0 | 0 | 0 |
| NUT | LABORATORIOS NUTRIFARMA LTDA. | 3,284,886 | 0.03 | 4,486,684 | 0.04 | 1,201,798 | 36.59 |
| 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 | 142,316,254 | 1.15 | 105,811,931 | 0.86 | -36,504,323 | -25.65 |
| PFM | ZOETIS MASCOTAS | 107,061,206 | 0.87 | 123,161,549 | 1 | 16,100,343 | 15.04 |

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FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------------|---------------|----------|---------------|---------|--------------|---------|
| PHA | PHARMAVET LTDA. | 14,121,833 | 0.11 | 14,475,627 | 0.12 | 353,794 | 2.51 |
| PHK | LABORATORIOS PHARMEK | 213,012 | 0 | 0 | 0 | -213,012 | -100 |
| PPO | PROMOCIONALES | 16,097,945 | 0.13 | 15,241,960 | 0.12 | -855,985 | -5.32 |
| PRO | PROCONVET S.A. | 85,147 | 0 | 2,115,976 | 0.02 | 2,030,829 | 2385.09 |
| PRV | LABORATORIOS PROVET LTDA | 169,452,818 | 1.37 | 175,119,025 | 1.42 | 5,666,207 | 3.34 |
| PYL | LAB. PROBYALA | 6,782,467 | 0.06 | 2,478,085 | 0.02 | -4,304,382 | -63.46 |
| ROP | CARLOS MARIA MORALES SAS | 7,253,238 | 0.06 | 18,888,017 | 0.15 | 11,634,779 | 160.41 |
| SAI | SANIDAD ANIMAL INTEGRAL S.A. | 71,879,330 | 0.58 | 66,879,715 | 0.54 | -4,999,615 | -6.96 |
| SYN | VIRBAC LINEA SYNTESIS | 15,849,483 | 0.13 | 24,890,615 | 0.2 | 9,041,132 | 57.04 |
| VEC | VECOL S.A | 94,947,500 | 0.77 | 125,213,762 | 1.02 | 30,266,262 | 31.88 |
| VEL | LABORATORIOS VELOX | 3,298,053 | 0.03 | 2,156,892 | 0.02 | -1,141,161 | -34.6 |
| VET | LABORATORIOS VETERLAND LTDA. | 70,456,410 | 0.57 | 75,026,952 | 0.61 | 4,570,542 | 6.49 |
| VIC | VICAR DE COLOMBIA S.A | 57,021,377 | 0.46 | 42,961,864 | 0.35 | -14,059,513 | -24.66 |
| VIR | VET.ESPECIALIZADA LINEA VIRBAC | 33,291,447 | 0.27 | 8,359,147 | 0.07 | -24,932,300 | -74.89 |
| VML | LABORATORIOS V.M. LTDA. | 3,914,645 | 0.03 | 3,462,490 | 0.03 | -452,155 | -11.55 |
| WES | WEISS PHARMA S.A.S | 65,867,490 | 0.53 | 54,338,928 | 0.44 | -11,528,562 | -17.5 |
| ZOO | LABORATORIOS ZOO LTDA | 171,726,605 | 1.39 | 194,001,276 | 1.57 | 22,274,671 | 12.97 |
| SUBTOTAL \$ | | 5,733,609,604 | 46.5 | 5,087,814,497 | 41.26 | -645,795,107 | -11.26 |
| TOTAL \$ | | 5,733,609,604 | 46.5 | 5,087,814,497 | 41.26 | -645,795,107 | -11.26 |

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FELIPE BARON

ARENAS GATOS PROVEEDOR NACIONAL

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------|-----------|----------|-----------|---------|------------|--------|
| 950 | JARAMILLO PETS | 6,321,887 | 0.05 | 0 | 0 | -6,321,887 | -100 |
| | SUBTOTAL \$ | 6,321,887 | 0.05 | 0 | 0 | -6,321,887 | -100 |

CONCENTRADOS IMPORTADOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------|-----------|----------|-----------|---------|------------|--------|
| 963 | EVANGERS | 5,533,294 | 0.04 | 7,846,982 | 0.06 | 2,313,688 | 41.81 |
| | SUBTOTAL \$ | 5,533,294 | 0.04 | 7,846,982 | 0.06 | 2,313,688 | 41.81 |

CONCENTRADOS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------|-----------|----------|-----------|---------|------------|--------|
| 957 | MASCOLANDIA SAS | 0 | 0 | 900,325 | 0.01 | 900,325 | 0 |
| | SUBTOTAL \$ | 0 | 0 | 900,325 | 0.01 | 900,325 | 0 |

DROGAS Y MEDICAMENTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------|------------|----------|------------|---------|------------|--------|
| QUA | QUALIVET PHARMACEUTICALS | 95,412,666 | 0.77 | 98,503,531 | 0.8 | 3,090,865 | 3.24 |
| | SUBTOTAL \$ | 95,412,666 | 0.77 | 98,503,531 | 0.8 | 3,090,865 | 3.24 |

FERRETERIA

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|---------------------------|------------|----------|------------|---------|-------------|--------|
| 360 | UMCO SA | 50,834,945 | 0.41 | 37,261,918 | 0.3 | -13,573,027 | -26.7 |
| 442 | KAZ USA INC | 326,014 | 0 | 639,373 | 0.01 | 313,359 | 96.12 |
| 444 | B-AIR | 8,029,940 | 0.07 | 3,628,565 | 0.03 | -4,401,375 | -54.81 |
| 466 | AGROTOOLS DE COLOMBIA SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 524 | WAHL CLIPPER CORPORATION | 5,261,161 | 0.04 | 3,300,765 | 0.03 | -1,960,396 | -37.26 |
| | SUBTOTAL \$ | 64,452,060 | 0.52 | 44,830,621 | 0.36 | -19,621,439 | -30.44 |

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FELIPE BARON

FERRETERIA IMPORTADOS COMPRA NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------------|-----------|----------|-----------|---------|------------|--------|
| 322 AGUIMAR LTDA. | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | 0 | 0 | 0 | 0 | 0 | 0 |

FERRETERIA IMPORTADOS DIRECTOS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|------------------------------------|------------|----------|-----------|---------|------------|--------|
| 356 TRASCO TRADING COMPANY | 531,685 | 0 | 210,671 | 0 | -321,014 | -60.38 |
| 357 IMACASA | 1,200,953 | 0.01 | 520,451 | 0 | -680,502 | -56.66 |
| 440 DI-MARTINO S.R.L | 9,378,814 | 0.08 | 3,476,616 | 0.03 | -5,902,198 | -62.93 |
| 445 NINGBO DB UNION INT'L CO LTD | 0 | 0 | 0 | 0 | 0 | 0 |
| 459 TERKO TECNOLOGIAS AGROPECUARIA | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | 11,111,452 | 0.09 | 4,207,738 | 0.03 | -6,903,714 | -62.13 |

IMPORTADOS DIRECTO

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----------------------------|-----------|----------|-----------|---------|------------|--------|
| SPE QUIMICA INDUSTRIAL SPES | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | 0 | 0 | 0 | 0 | 0 | 0 |

INSTRUMENTAL DIRECTO IMPORTADO

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------------------|-----------|----------|-----------|---------|------------|--------|
| 070 CAVITRON VETERINARIO | 8,247,561 | 0.07 | 6,413,341 | 0.05 | -1,834,220 | -22.24 |
| SUBTOTAL \$ | 8,247,561 | 0.07 | 6,413,341 | 0.05 | -1,834,220 | -22.24 |

INSTRUMENTAL IMPORTADO

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----------------------------|-----------|----------|-----------|---------|------------|--------|
| 062 NJ Phillips PTY Limited | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | 0 | 0 | 0 | 0 | 0 | 0 |

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FELIPE BARON

INSTRUMENTAL IMPORTADO COMPRA NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|------------------------------------|-------------------|-------------|-------------------|-------------|-------------------|---------------|
| 001 PRODUCTOS DESECHABLES | 597,478 | 0 | 131,290 | 0 | -466,188 | -78.03 |
| 002 INSTRUMENTAL QUIRURGICO | 471,960 | 0 | 352,666 | 0 | -119,294 | -25.28 |
| 004 INSTRUMENTAL Y EQUIPO VARIO | 2,763,377 | 0.02 | 1,242,383 | 0.01 | -1,520,994 | -55.04 |
| 030 INSMEVET S EN C. | 0 | 0 | 0 | 0 | 0 | 0 |
| 031 INSTRUMENTAL VARIOS IMPORTADOS | 12,050,264 | 0.1 | 10,141,535 | 0.08 | -1,908,729 | -15.84 |
| 035 WISCONSIN & CIA LTDA. | 0 | 0 | 0 | 0 | 0 | 0 |
| 037 COLINSTRUVET | 1,060,561 | 0.01 | 293,289 | 0 | -767,272 | -72.35 |
| 040 IMPO PECUARIOS LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 041 INVERSIONES HERCO | 0 | 0 | 0 | 0 | 0 | 0 |
| 043 LHAURA VET LTDA | 4,436,315 | 0.04 | 5,626,683 | 0.05 | 1,190,368 | 26.83 |
| 050 LHAURA VET LTDA. | 1,670,672 | 0.01 | 2,270,924 | 0.02 | 600,252 | 35.93 |
| SUBTOTAL \$ | 23,050,627 | 0.19 | 20,058,770 | 0.16 | -2,991,857 | -12.98 |

INSTRUMENTAL IMPORTADO DIRECTO

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|----------------------------------|------------|----------|-------------|---------|-------------|--------|
| 003 IMPORTACIONES UNIVERSO | 24,121,154 | 0.2 | 154,492,233 | 1.25 | 130,371,079 | 540.48 |
| 010 DEMAPLAST SRL | 139,683 | 0 | 44,485 | 0 | -95,198 | -68.15 |
| 018 INSTRUMENTAL VETERINARIO FIX | 186,512 | 0 | 24,247 | 0 | -162,265 | -87 |
| 019 FARMING SUPPLY | 8,600,585 | 0.07 | 23,770,631 | 0.19 | 15,170,046 | 176.38 |
| 021 INSTRUMENTS SUPPLIES | 564,594 | 0 | 0 | 0 | -564,594 | -100 |
| 039 FARMING SUPPLY | 1,703,558 | 0.01 | 2,181,452 | 0.02 | 477,894 | 28.05 |
| 045 SYRVET INC | 250,589 | 0 | 600,809 | 0 | 350,220 | 139.76 |
| 047 ALLFLEX | 0 | 0 | 1,113,871 | 0.01 | 1,113,871 | 0 |
| 048 COOTRAN | 0 | 0 | 0 | 0 | 0 | 0 |

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OCTUBRE 2021

FELIPE BARON

INSTRUMENTAL IMPORTADO DIRECTO

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------|-------------|----------|-------------|---------|-------------|---------|
| 056 | TRANSCO TRANDING COMPANY | 337,170 | 0 | -1,084,380 | -0.01 | -1,421,550 | -421.61 |
| 057 | SYRVET INC | 1,792,714 | 0.01 | 255,718 | 0 | -1,536,996 | -85.74 |
| 058 | GLOBALVET | 42,776,576 | 0.35 | 27,438,083 | 0.22 | -15,338,493 | -35.86 |
| 059 | ALLFLEX | 35,157,060 | 0.29 | 12,278,453 | 0.1 | -22,878,607 | -65.08 |
| 060 | COTRAN | 210,383 | 0 | 47,500 | 0 | -162,883 | -77.42 |
| 066 | TOGNAZZONI | 6,743,200 | 0.05 | 3,683,970 | 0.03 | -3,059,230 | -45.37 |
| 071 | VETCO SUPPLY | 19,251,929 | 0.16 | 22,142,583 | 0.18 | 2,890,654 | 15.01 |
| 522 | EXIMPORT - OSTER | 431,488 | 0 | 5,520,025 | 0.04 | 5,088,537 | 1179.3 |
| SUBTOTAL \$ | | 142,267,195 | 1.15 | 252,509,680 | 2.05 | 110,242,485 | 77.49 |

INSTRUMENTAL NACIONAL

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|-------------|-----------|----------|-----------|---------|------------|--------|
| 052 | GENTRA LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | | 0 | 0 | 0 | 0 | 0 | 0 |

JUGUETES IMPORTADOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|-----------------|------------|----------|-----------|---------|------------|--------|
| 072 | THE OUR PETS CO | 10,443,549 | 0.08 | 9,541,555 | 0.08 | -901,994 | -8.64 |
| SUBTOTAL \$ | | 10,443,549 | 0.08 | 9,541,555 | 0.08 | -901,994 | -8.64 |

MASCOTAS IMPORTADOS COMPRA NACIONAL

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|------------------------|-----------|----------|-----------|---------|------------|---------|
| 122 | MASCOLANDIA LTDA. | 8,491 | 0 | 329,401 | 0 | 320,910 | 3779.41 |
| 141 | JARAMILLO L. JUAN A | 0 | 0 | 0 | 0 | 0 | 0 |
| 189 | M&B IMPORT | 59,286 | 0 | 0 | 0 | -59,286 | -100 |
| 190 | PET-GROUP SAS (IDEIAS) | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | | 67,777 | 0 | 329,401 | 0 | 261,624 | 386.01 |

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FELIPE BARON

MASCOTAS IMPORTADOS DIRECTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|--------------------|-------------|--------------------|-------------|------------------|-------------|
| 063 | MODERNA PRODUCTOS NV | 50,105,004 | 0.41 | 44,168,625 | 0.36 | -5,936,379 | -11.85 |
| 069 | Henke Sass Wolf | 3,386,434 | 0.03 | 5,161,000 | 0.04 | 1,774,566 | 52.4 |
| 075 | MY FAMILY USA INC | 4,230,587 | 0.03 | 1,537,868 | 0.01 | -2,692,719 | -63.65 |
| 149 | GRACIOUS LIVING | 2,601,988 | 0.02 | 1,600,789 | 0.01 | -1,001,199 | -38.48 |
| 156 | FERPLAST PET PRODUCTS | 34,872,476 | 0.28 | 50,134,628 | 0.41 | 15,262,152 | 43.77 |
| 157 | TRANSCO TRADING COMPANY INC | 3,659,684 | 0.03 | 1,212,760 | 0.01 | -2,446,924 | -66.86 |
| 160 | ROGZ (PTY) LTD | 28,403,605 | 0.23 | 17,408,691 | 0.14 | -10,994,914 | -38.71 |
| 162 | BAMBOO PET - MUNCHKIN | 74,543,336 | 0.6 | 85,558,976 | 0.69 | 11,015,640 | 14.78 |
| 163 | JW PET COMPANY, INC. | 17,478,278 | 0.14 | 12,454,482 | 0.1 | -5,023,796 | -28.74 |
| 172 | KONG COMPANY | 1,063,536 | 0.01 | 60,355 | 0 | -1,003,181 | -94.33 |
| 182 | CANINE HARDWARE | 11,260,880 | 0.09 | 7,268,754 | 0.06 | -3,992,126 | -35.45 |
| 183 | TRIXIE HEIMTIERBEDARF | 107,462,728 | 0.87 | 117,787,639 | 0.96 | 10,324,911 | 9.61 |
| 188 | MAMMOTH PRODUCTS | 8,080,679 | 0.07 | 10,707,784 | 0.09 | 2,627,105 | 32.51 |
| 195 | LISCAM | 4,901,545 | 0.04 | 2,089,356 | 0.02 | -2,812,189 | -57.37 |
| 201 | 201 OFICIAL S.A. DE C.V. (4BF) | 0 | 0 | 0 | 0 | 0 | 0 |
| CHI | CHIMIGROUP SRL | 8,603,661 | 0.07 | 11,952,508 | 0.1 | 3,348,847 | 38.92 |
| | SUBTOTAL \$ | 360,654,421 | 2.92 | 369,104,215 | 2.99 | 8,449,794 | 2.34 |

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|-------------------|------------|-------------------|-------------|-------------------|-------------|
| 102 | INDUSTRIAS ARGOS LTDA. | 0 | 0 | 0 | 0 | 0 | 0 |
| 115 | GERDTS DIAZ STEPHANIE | 973,883 | 0.01 | 496,479 | 0 | -477,404 | -49.02 |
| 973 | LE GROUPE INTERSAND CANADA INC | 72,997,594 | 0.59 | 88,858,006 | 0.72 | 15,860,412 | 21.73 |
| | SUBTOTAL \$ | 73,971,477 | 0.6 | 89,354,485 | 0.72 | 15,383,008 | 20.8 |

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OCTUBRE 2021

FELIPE BARON

TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|-------------------------|-------------|----------|-------------|---------|-------------|--------|
| 564 | TRANSCO TRADING COMPANY | 17,718,424 | 0.14 | 23,301,384 | 0.19 | 5,582,960 | 31.51 |
| SUBTOTAL \$ | | 17,718,424 | 0.14 | 23,301,384 | 0.19 | 5,582,960 | 31.51 |
| TOTAL \$ | | 819,252,390 | 6.64 | 926,902,028 | 7.52 | 107,649,638 | 13.14 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
OCTUBRE 2021

MARCELA SUAREZ

DROGAS Y MEDICAMENTOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|------------------|---------------|----------|---------------|---------|--------------|--------|
| CMV | COMERVET S.A. | 93,025,652 | 0.75 | 24,600,977 | 0.2 | -68,424,675 | -73.55 |
| CPH | COASPHARMA SAS | 1,521,965,132 | 12.34 | 1,303,390,927 | 10.57 | -218,574,205 | -14.36 |
| TEC | TECNOCALIDAD SAS | 378,514,020 | 3.07 | 570,941,422 | 4.63 | 192,427,402 | 50.84 |
| SUBTOTAL \$ | | 1,993,504,804 | 16.17 | 1,898,933,326 | 15.4 | -94,571,478 | -4.74 |
| TOTAL \$ | | 1,993,504,804 | 16.17 | 1,898,933,326 | 15.4 | -94,571,478 | -4.74 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

ARENAS GATOS PROVEEDOR NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------------------------|-------------------|-------------|-------------------|-------------|-------------------|--------------|
| 934 PET SPA | 11,814,229 | 0.1 | 14,781,520 | 0.12 | 2,967,291 | 25.12 |
| 952 MICHOS TOYS SAS | 1,888,488 | 0.02 | 1,482,110 | 0.01 | -406,378 | -21.52 |
| 962 ANIMAL FACTOR SAS | 1,783,288 | 0.01 | 2,076,128 | 0.02 | 292,840 | 16.42 |
| 967 VETERINARIA ESPECIALIZADA | 16,758,813 | 0.14 | 22,580,431 | 0.18 | 5,821,618 | 34.74 |
| 977 PRODUCTOS FAMILIA | 3,648,038 | 0.03 | 2,311,519 | 0.02 | -1,336,519 | -36.64 |
| 991 IND. AGROPECUARIA JVC SAS | 0 | 0 | 6,942,423 | 0.06 | 6,942,423 | 0 |
| SUBTOTAL \$ | 35,892,856 | 0.29 | 50,174,131 | 0.41 | 14,281,275 | 39.79 |

CONCENTRADOS IMPORTADOS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------------------|----------------------|--------------|----------------------|--------------|--------------------|--------------|
| 904 NESTLE PURINA PET CARE | 151,189,969 | 1.23 | 156,119,012 | 1.27 | 4,929,043 | 3.26 |
| 909 ROYAL CANIN COLOMBIA | 13,358,606 | 0.11 | 11,923,393 | 0.1 | -1,435,213 | -10.74 |
| 911 GABRICA S.A. | 1,169,587,556 | 9.49 | 1,510,904,533 | 12.25 | 341,316,977 | 29.18 |
| 912 MASTERFOODS COLOMBIA | 81,686,650 | 0.66 | 143,501,934 | 1.16 | 61,815,284 | 75.67 |
| 918 JARAMILLO PETS & CIA S.C.A. | 419,725,651 | 3.4 | 443,660,670 | 3.6 | 23,935,019 | 5.7 |
| 936 ROYAL CANIN COLOMBIA | 116,572,230 | 0.95 | 143,056,190 | 1.16 | 26,483,960 | 22.72 |
| 965 PLB SUPER PREMIUM | 107,886,459 | 0.87 | 111,333,683 | 0.9 | 3,447,224 | 3.2 |
| 971 COMERCIALIZADORA PESTAR SAS | 194,825,908 | 1.58 | 178,236,503 | 1.45 | -16,589,405 | -8.51 |
| SUBTOTAL \$ | 2,254,833,029 | 18.29 | 2,698,735,918 | 21.89 | 443,902,889 | 19.69 |

CONCENTRADOS NACIONALES

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------------------|-----------|----------|-----------|---------|------------|--------|
| 900 APETIT MASCOTAS | 1,586,011 | 0.01 | 1,780,170 | 0.01 | 194,159 | 12.24 |
| 902 INSUMOS DE LOS ANDES | 0 | 0 | 160,982 | 0 | 160,982 | 0 |
| 905 CONCENTRADOS EL RANCHO LTDA | 7,447,328 | 0.06 | 3,849,384 | 0.03 | -3,597,944 | -48.31 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

CONCENTRADOS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|-------------|----------|-------------|---------|------------|--------|
| 906 | INCROS DE COLOMBIA | 1,603,253 | 0.01 | 1,293,610 | 0.01 | -309,643 | -19.31 |
| 907 | CONCENTRADOS EL RANCHO | 1,332,252 | 0.01 | 611,500 | 0 | -720,752 | -54.1 |
| 908 | MOTTA FORERO GINETH | 1,357,920 | 0.01 | 3,366,234 | 0.03 | 2,008,314 | 147.9 |
| 910 | ITALCOL DEL OCCIDENTE | 372,493,986 | 3.02 | 369,625,669 | 3 | -2,868,317 | -0.77 |
| 914 | ALIMENTOS NUTRION S.A. | 27,323,005 | 0.22 | 26,377,076 | 0.21 | -945,929 | -3.46 |
| 915 | PIXIE SAS | 46,851,189 | 0.38 | 58,475,723 | 0.47 | 11,624,534 | 24.81 |
| 917 | PELUDITOS BARF SAS | 7,841,199 | 0.06 | 7,492,291 | 0.06 | -348,908 | -4.45 |
| 919 | NESTLE PURINA PETCARE | 258,418,105 | 2.1 | 285,286,348 | 2.31 | 26,868,243 | 10.4 |
| 944 | WILLS BONILLA CONSTANZA MARGAR | 1,553,900 | 0.01 | 411,342 | 0 | -1,142,558 | -73.53 |
| 947 | GRUPO EMPRESARIAL BAHITI | 4,564,803 | 0.04 | 3,695,028 | 0.03 | -869,775 | -19.05 |
| 954 | COMERCIALIZADORABOGOTANAS.A.S. | 2,712,701 | 0.02 | 3,426,962 | 0.03 | 714,261 | 26.33 |
| 956 | IMPULSORES INTERNACIONALES | 2,037,710 | 0.02 | 2,180,125 | 0.02 | 142,415 | 6.99 |
| 959 | TASTY PLANET | 36,024 | 0 | 2,982 | 0 | -33,042 | -91.72 |
| 960 | GESTO AGRO SAS | 20,277,725 | 0.16 | 39,824,942 | 0.32 | 19,547,217 | 96.4 |
| 964 | PETS ANDINA SA | 3,315,953 | 0.03 | 5,805,140 | 0.05 | 2,489,187 | 75.07 |
| 968 | AIKOS LTDA | 4,379,161 | 0.04 | 2,625,616 | 0.02 | -1,753,545 | -40.04 |
| 969 | EMBUMASCOTAS | 332,552 | 0 | 0 | 0 | -332,552 | -100 |
| 970 | TOMASA'S BAKERY LATAM SAS | 2,604,031 | 0.02 | 3,897,409 | 0.03 | 1,293,378 | 49.67 |
| 974 | BARF COLOMBIA SAS | 3,300,647 | 0.03 | 2,809,726 | 0.02 | -490,921 | -14.87 |
| 976 | JOYFUL PETS SAS | 37,604 | 0 | 174,052 | 0 | 136,448 | 362.86 |
| 978 | WOW CAN SAS | 4,162,395 | 0.03 | 5,425,467 | 0.04 | 1,263,072 | 30.34 |
| 979 | MAXIPETS SAS | 72,217,528 | 0.59 | 109,154,170 | 0.89 | 36,936,642 | 51.15 |
| 980 | ALIMENTOS POLAR | 17,372,273 | 0.14 | 21,439,342 | 0.17 | 4,067,069 | 23.41 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

CONCENTRADOS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|----------------------|-------------|----------|---------------|---------|-------------|--------|
| 987 | DOGSY GOURMET SAS | 2,159,419 | 0.02 | 268,179 | 0 | -1,891,240 | -87.58 |
| 988 | LABORATORIOS ZOO | 1,763,919 | 0.01 | 1,030,358 | 0.01 | -733,561 | -41.59 |
| 990 | SOLLA | 7,707,447 | 0.06 | 28,608,411 | 0.23 | 20,900,964 | 271.18 |
| 992 | PROYECTO E SAS | 1,344,700 | 0.01 | 972,496 | 0.01 | -372,204 | -27.68 |
| 993 | ALIMENTOS FINCA S.A. | 0 | 0 | 40,388,025 | 0.33 | 40,388,025 | 0 |
| SUBTOTAL \$ | | 878,134,740 | 7.12 | 1,030,458,759 | 8.36 | 152,324,019 | 17.35 |

CONSUMO

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|-------------------------|-----------|----------|-----------|---------|------------|--------|
| 011 | CNCL | 166,893 | 0 | 143,937 | 0 | -22,956 | -13.75 |
| 020 | ENZICOL LTDA | 557,814 | 0 | 711,272 | 0.01 | 153,458 | 27.51 |
| 029 | PRODUCTOS JULIAO S.A.S. | 8,732 | 0 | 0 | 0 | -8,732 | -100 |
| 049 | START CAPCO SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 054 | CUAJO DE COLOMBIA S.A.S | 1,264,885 | 0.01 | 2,397,051 | 0.02 | 1,132,166 | 89.51 |
| SUBTOTAL \$ | | 1,998,324 | 0.02 | 3,252,260 | 0.03 | 1,253,936 | 62.75 |

DROGAS Y MEDICAMENTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------------|------------|----------|------------|---------|------------|--------|
| BON | BONAVET LTDA | 9,323,987 | 0.08 | 9,725,783 | 0.08 | 401,796 | 4.31 |
| DRC | IG COLOMBIA S.A. | 4,246,542 | 0.03 | 12,191,701 | 0.1 | 7,945,159 | 187.1 |
| FRA | DINKY PETT SAS | 4,395,192 | 0.04 | 4,312,220 | 0.03 | -82,972 | -1.89 |
| GLP | MC COLER | 3,098,820 | 0.03 | 2,948,705 | 0.02 | -150,115 | -4.84 |
| JUC | JUAN CASTELLANOS RODRIGUEZ | 4,386,918 | 0.04 | 3,323,936 | 0.03 | -1,062,982 | -24.23 |
| SAP | SOLUCIONES AGRICOLAS PECUARIAS | 47,745,612 | 0.39 | 46,681,104 | 0.38 | -1,064,508 | -2.23 |
| SUBTOTAL \$ | | 73,197,071 | 0.59 | 79,183,449 | 0.64 | 5,986,378 | 8.18 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

FERRETERIA

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|------------|----------|------------|---------|------------|----------|
| 202 | IMPORTADORA GONZALEZ OSUNA SAS | 924,198 | 0.01 | 3,792,852 | 0.03 | 2,868,654 | 310.39 |
| 203 | PROTEX S.A | 0 | 0 | 0 | 0 | 0 | 0 |
| 208 | PROTEX S.A | 2,866,823 | 0.02 | 1,197,040 | 0.01 | -1,669,783 | -58.25 |
| 230 | F-SHIELD | 410,126 | 0 | 39,657 | 0 | -370,469 | -90.33 |
| 300 | TREFILADOS DE COLOMBIA LT | 8,123,848 | 0.07 | 9,645,970 | 0.08 | 1,522,122 | 18.74 |
| 308 | FERCON S.A. | 1,088,278 | 0.01 | 1,319,384 | 0.01 | 231,106 | 21.24 |
| 320 | LIDER CAMARGO SAS | 35,100 | 0 | 6,307,706 | 0.05 | 6,272,606 | 17870.67 |
| 324 | LIDER CAMARGO SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 338 | J.E.N S.A | 95,948 | 0 | 1,171,121 | 0.01 | 1,075,173 | 1120.58 |
| 340 | FERCON S.A. | 177,314 | 0 | 120,441 | 0 | -56,873 | -32.07 |
| 352 | LHAURA VET | 2,571,681 | 0.02 | 1,910,609 | 0.02 | -661,072 | -25.71 |
| 403 | AGROINTEGRAL ANDINA S.A. | 9,184,956 | 0.07 | 11,972,919 | 0.1 | 2,787,963 | 30.35 |
| 405 | TORRES BORJA NATALIA | 1,199,786 | 0.01 | 295,386 | 0 | -904,400 | -75.38 |
| 406 | PENAGOS HNOS Y CIA LTDA | 0 | 0 | 1,268,250 | 0.01 | 1,268,250 | 0 |
| 410 | ENERGIA Y POTENCIA | 9,902,869 | 0.08 | 5,685,980 | 0.05 | -4,216,889 | -42.58 |
| 418 | GLOBAL MOTOR LTDA | 3,377,354 | 0.03 | -1,094,065 | -0.01 | -4,471,419 | -132.39 |
| 428 | DUWEST COLOMBIA SAS | 67,223 | 0 | 58,627 | 0 | -8,596 | -12.79 |
| 429 | INSMEVET S EN C | 0 | 0 | 0 | 0 | 0 | 0 |
| 435 | KARCHER SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 450 | MECANELECTRO S.A.S | 11,815,568 | 0.1 | 30,417,796 | 0.25 | 18,602,228 | 157.44 |
| 455 | DURESPO S.A. | 12,392,255 | 0.1 | 9,030,682 | 0.07 | -3,361,573 | -27.13 |
| 463 | BEAVER S.A. | 1,660,504 | 0.01 | 0 | 0 | -1,660,504 | -100 |
| 465 | PLASTICAUCHO COLOMBIA SA. | 80,900 | 0 | 109,069 | 0 | 28,169 | 34.82 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

FERRETERIA

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------------------------|--------------------|-------------|--------------------|-------------|------------------|-------------|
| 475 HUSQVRNA | 25,542,195 | 0.21 | 19,225,094 | 0.16 | -6,317,101 | -24.73 |
| 501 CERCAS EL CEBU LTDA | 13,304,504 | 0.11 | 9,232,625 | 0.07 | -4,071,879 | -30.61 |
| 502 JUAN GUZMAN BARRERO | 0 | 0 | 0 | 0 | 0 | 0 |
| 503 COLEMPAQUES LTDA. | 0 | 0 | 208,430 | 0 | 208,430 | 0 |
| 505 GROUPE SEB COLOMBIA | 7,143,288 | 0.06 | 811,899 | 0.01 | -6,331,389 | -88.63 |
| 506 DANIEL RODRIGUEZ | 357,572 | 0 | 260,129 | 0 | -97,443 | -27.25 |
| 508 JUVENIA SA | 468,033 | 0 | 771,876 | 0.01 | 303,843 | 64.92 |
| 509 MANUEL ARIZA OROSCO | 171,553 | 0 | 1,299,648 | 0.01 | 1,128,095 | 657.58 |
| 510 FUNDICION J-P | 178,125 | 0 | 62,500 | 0 | -115,625 | -64.91 |
| 511 DEL AGRO SOLUCIONES PARA EL CAMPO | 1,989,645 | 0.02 | 1,754,812 | 0.01 | -234,833 | -11.8 |
| 515 GIRALDO LARA LTDA | 0 | 0 | 10,155 | 0 | 10,155 | 0 |
| 516 REPRESENTACIONES Y DISTRIBUCIO | 0 | 0 | 11,675 | 0 | 11,675 | 0 |
| 519 ROTOPLAST | 0 | 0 | 1,051,110 | 0.01 | 1,051,110 | 0 |
| 526 DELAVAL LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 599 GARANTIAS Y REPARACIONES | 0 | 0 | 525,881 | 0 | 525,881 | 0 |
| SUBTOTAL \$ | 115,129,646 | 0.93 | 118,475,258 | 0.96 | 3,345,612 | 2.91 |

INSTRUMENTAL NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------------------------|------------------|-------------|------------------|-------------|----------------|--------------|
| 007 EMPRESA GENETICA ESPECIAL | 0 | 0 | 0 | 0 | 0 | 0 |
| 012 EMILIO ACUÑA | 525,517 | 0 | 164,489 | 0 | -361,028 | -68.7 |
| 022 PLASTLAVET | 1,398,533 | 0.01 | 1,653,065 | 0.01 | 254,532 | 18.2 |
| 025 ANDINA DE TECNOLOGIA | 1,158,320 | 0.01 | 1,693,630 | 0.01 | 535,310 | 46.21 |
| SUBTOTAL \$ | 3,082,370 | 0.02 | 3,511,184 | 0.03 | 428,814 | 13.91 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

INSUMOS AGRICOLAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------------|-------------------|-------------|-------------------|-------------|----------------|-------------|
| 600 | DUWEST | 22,932,698 | 0.19 | 17,064,938 | 0.14 | -5,867,760 | -25.59 |
| 601 | INVESA S.A. | 37,061,870 | 0.3 | 26,658,628 | 0.22 | -10,403,242 | -28.07 |
| 602 | AGROINFESA | 8,910,401 | 0.07 | 19,741,252 | 0.16 | 10,830,851 | 121.55 |
| 603 | COLINAGRO S.A. | 3,040,941 | 0.02 | 1,600,845 | 0.01 | -1,440,096 | -47.36 |
| 604 | SUPERABONO LTDA. | 667,257 | 0.01 | 566,261 | 0 | -100,996 | -15.14 |
| 609 | CONTROL PLUS SAS | 3,429,881 | 0.03 | 7,421,361 | 0.06 | 3,991,480 | 116.37 |
| 610 | AGROINTEGRAL ANDINA S.A | 5,054,524 | 0.04 | 4,557,503 | 0.04 | -497,021 | -9.83 |
| 616 | PERMOFIELTROS LTDA | 810,363 | 0.01 | 339,573 | 0 | -470,790 | -58.1 |
| 617 | AGROFERTILIZANTES DE COLOMBIA | 5,261,185 | 0.04 | 7,869,300 | 0.06 | 2,608,115 | 49.57 |
| 619 | EL SEMILLERO E.U. | 597,054 | 0 | 1,270,625 | 0.01 | 673,571 | 112.82 |
| 628 | PROQUIMCOL LTDA. | 281,696 | 0 | 336,871 | 0 | 55,175 | 19.59 |
| 635 | FERTILIZANTES VARIOS | 3,552,709 | 0.03 | 1,517,535 | 0.01 | -2,035,174 | -57.29 |
| 644 | LABORATORIOS AUROFARMA | 0 | 0 | 4,574,952 | 0.04 | 4,574,952 | 0 |
| 650 | FERTIPREMIUM SAS | 3,204,925 | 0.03 | 2,456,883 | 0.02 | -748,042 | -23.34 |
| 656 | ABONEX SAS | 494,700 | 0 | 127,018 | 0 | -367,682 | -74.32 |
| | SUBTOTAL \$ | 95,300,204 | 0.77 | 96,103,545 | 0.78 | 803,341 | 0.84 |

LIBROS Y REVISTAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------|-----------|----------|-----------|----------|------------|----------|
| 810 | LIBROS Y REVISTAS | 0 | 0 | 0 | 0 | 0 | 0 |
| | SUBTOTAL \$ | 0 | 0 | 0 | 0 | 0 | 0 |

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------|------------|----------|------------|---------|------------|--------|
| 100 | GABRICA SA | 14,678,340 | 0.12 | 27,906,384 | 0.23 | 13,228,044 | 90.12 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **OCTUBRE 2021**

MARTHA PINILLOS

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------------------|------------|----------|------------|---------|------------|--------|
| 101 | NAVCAR SAS | 0 | 0 | 2,222,960 | 0.02 | 2,222,960 | 0 |
| 103 | LA PINTA DOG | 3,842,255 | 0.03 | 2,160,700 | 0.02 | -1,681,555 | -43.76 |
| 104 | HORUS PET TRADING COMPANY SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 105 | MOLDEADO INDUSTRIAL DE COLOMBIA SAS | 905,250 | 0.01 | 0 | 0 | -905,250 | -100 |
| 106 | EBRANDI MEDIOS S.A. | 112,045 | 0 | 0 | 0 | -112,045 | -100 |
| 107 | CORPORAC. MUNDIAL DE LA MUJER | 2,622,966 | 0.02 | 0 | 0 | -2,622,966 | -100 |
| 108 | CAPITAL MARK'S SAS | 4,933,633 | 0.04 | 6,044,155 | 0.05 | 1,110,522 | 22.51 |
| 109 | HOME-VET SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 110 | TASTY PLANET | 28,200,357 | 0.23 | 34,154,000 | 0.28 | 5,953,643 | 21.11 |
| 111 | ASIAMERICA TRADING SAS | 2,175,152 | 0.02 | 519,702 | 0 | -1,655,450 | -76.11 |
| 112 | FELCAN SAS | 20,653,603 | 0.17 | 25,781,316 | 0.21 | 5,127,713 | 24.83 |
| 113 | GREEN TRADING SAS | 5,008,596 | 0.04 | 4,402,599 | 0.04 | -605,997 | -12.1 |
| 114 | DIAZ MARTINEZ PAMELA ANDREA | 29,667 | 0 | 0 | 0 | -29,667 | -100 |
| 117 | LLOREDA OCAMPO EDUARDO JOSE | 0 | 0 | 0 | 0 | 0 | 0 |
| 119 | AL TORNO SAS | 6,956,368 | 0.06 | 5,656,955 | 0.05 | -1,299,413 | -18.68 |
| 120 | COMERCIALIZADORA BOGOTANA LTDA | 4,132,639 | 0.03 | 4,042,694 | 0.03 | -89,945 | -2.18 |
| 121 | CI EVOLUTION BRANDS COLOMBIA SAS | 476,875 | 0 | 482,660 | 0 | 5,785 | 1.21 |
| 123 | MERINO TRADING CO LTDA | 575,160 | 0 | 0 | 0 | -575,160 | -100 |
| 124 | PRIME PET | 0 | 0 | 4,770,587 | 0.04 | 4,770,587 | 0 |
| 125 | ID TRACK SAS | 192,946 | 0 | 0 | 0 | -192,946 | -100 |
| 126 | RODRIGUEZ DANIEL | 773,890 | 0.01 | 0 | 0 | -773,890 | -100 |
| 128 | MORAI SAS | 2,009,371 | 0.02 | 4,409,953 | 0.04 | 2,400,582 | 119.47 |
| 133 | MECANICA INDUSTRIAL | 1,022,179 | 0.01 | 1,927,916 | 0.02 | 905,737 | 88.61 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

OCTUBRE 2021

MARTHA PINILLOS

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|---------------------------------|--------------------|-------------|--------------------|-------------|-------------------|-------------|
| 134 | IG COLOMBIA S.A | 312,807 | 0 | 198,389 | 0 | -114,418 | -36.58 |
| 140 | ANIMAL FACTOR SAS | 85,346,253 | 0.69 | 81,599,459 | 0.66 | -3,746,794 | -4.39 |
| 153 | COLOMBIANA DE BIODesarrollo SAS | 3,110,360 | 0.03 | 2,389,552 | 0.02 | -720,808 | -23.17 |
| 173 | CASTRELLON MELO NESTOR LE | 7,099,068 | 0.06 | 5,990,163 | 0.05 | -1,108,905 | -15.62 |
| 175 | TOMMY DOGS LTDA | 177,182 | 0 | 0 | 0 | -177,182 | -100 |
| 179 | CONAVET LTDA | 4,783,075 | 0.04 | 5,493,832 | 0.04 | 710,757 | 14.86 |
| 184 | COLEMPAQUES LTDA | 154,797 | 0 | 0 | 0 | -154,797 | -100 |
| 186 | DE PASEO CON LOS PELUDITOS | 4,810,317 | 0.04 | 5,068,190 | 0.04 | 257,873 | 5.36 |
| 191 | INDEPHAR SAS | 722,875 | 0.01 | 231,975 | 0 | -490,900 | -67.91 |
| 192 | HENRY ARTURO COY MONSALVE | 0 | 0 | 0 | 0 | 0 | 0 |
| 198 | PRODUCTOS FAMILIA SANCELA S.A. | 23,789,414 | 0.19 | 22,448,537 | 0.18 | -1,340,877 | -5.64 |
| | SUBTOTAL \$ | 229,607,440 | 1.86 | 247,902,678 | 2.01 | 18,295,238 | 7.97 |

SALES Y MELAZAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-----------------------------|-------------------|------------|-------------------|------------|-----------------|--------------|
| 901 | MIELES Y AZUCARES DEL VALLE | 1,576,052 | 0.01 | 1,425,219 | 0.01 | -150,833 | -9.57 |
| 903 | QUIMPAC | 2,220,390 | 0.02 | 78,606 | 0 | -2,141,784 | -96.46 |
| 929 | SOMEX S.A | 8,908,762 | 0.07 | 10,651,831 | 0.09 | 1,743,069 | 19.57 |
| | SUBTOTAL \$ | 12,705,204 | 0.1 | 12,155,656 | 0.1 | -549,548 | -4.33 |

SEMILLAS Y BRACHARIAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|------------|----------|------------|---------|------------|--------|
| 703 | FERCON | 18,778,211 | 0.15 | 17,118,908 | 0.14 | -1,659,303 | -8.84 |
| 705 | DISTRIBUIDORA DE ABONOS | 4,461,414 | 0.04 | 4,562,545 | 0.04 | 101,131 | 2.27 |
| 709 | IMPULSORES INTERNACIONALES LTD | 12,841,651 | 0.1 | 9,259,488 | 0.08 | -3,582,163 | -27.89 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

OCTUBRE 2021

MARTHA PINILLOS

SEMILLAS Y BRACHARIAS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------------|-------------------|------------|-------------------|-------------|-------------------|---------------|
| 726 DURESPO S.A. | 712,775 | 0.01 | 191,188 | 0 | -521,587 | -73.18 |
| SUBTOTAL \$ | 36,794,051 | 0.3 | 31,132,129 | 0.25 | -5,661,922 | -15.39 |

TALABARTERIA Y EQUINOS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----------------------------------|----------------------|--------------|----------------------|--------------|--------------------|--------------|
| 551 INVERSIONES SALDARRIAGA GOMEZ | 742,218 | 0.01 | 1,227,491 | 0.01 | 485,273 | 65.38 |
| 553 EMCOCLAVOS S.A | 1,116,952 | 0.01 | 833,940 | 0.01 | -283,012 | -25.34 |
| 555 ANGARITA CLARA INES | 0 | 0 | 0 | 0 | 0 | 0 |
| 558 MESACE S.A | 45,118,746 | 0.37 | 42,509,256 | 0.34 | -2,609,490 | -5.78 |
| 568 AL TORNO S.A.S | 154,556 | 0 | 1,038,867 | 0.01 | 884,311 | 572.16 |
| SUBTOTAL \$ | 47,132,472 | 0.38 | 45,609,554 | 0.37 | -1,522,918 | -3.23 |
| TOTAL \$ | 3,783,807,407 | 30.69 | 4,416,694,521 | 35.82 | 632,887,114 | 16.73 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
OCTUBRE 2021

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------|----------------|----------|----------------|---------|------------|--------|
| TOTAL EMP \$ | 12,330,174,205 | 100 | 12,330,344,372 | 100 | 170,167 | 0 |

*****FIN INFORME*****