

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

DICIEMBRE 2021

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|-------------|----------|-------------|---------|-------------|--------|
| AGL | AGL | 5,427,594 | 0.07 | 5,311,971 | 0.06 | -115,623 | -2.13 |
| AGN | AGROINTEGRAL ANDINA SA | 10,113,413 | 0.13 | 9,789,442 | 0.11 | -323,971 | -3.2 |
| AGZ | AGROZ S.A. | 0 | 0 | 0 | 0 | 0 | 0 |
| BAF | BASIC FARM LTDA | 59,423,906 | 0.75 | 60,001,651 | 0.69 | 577,745 | 0.97 |
| BAI | PLACOR | 9,011,885 | 0.11 | 5,413,727 | 0.06 | -3,598,158 | -39.93 |
| BAY | BAYER S.A | 142,121,877 | 1.8 | 116,028,504 | 1.34 | -26,093,373 | -18.36 |
| BIS | BIOSTAR PHARMACEUTICA | 248,097,108 | 3.13 | 286,593,020 | 3.3 | 38,495,912 | 15.52 |
| BOE | BOEHRINGER INGELHEIM S.A. | 4,432,426 | 0.06 | 0 | 0 | -4,432,426 | -100 |
| BUS | LABORATORIOS BUSSIE | 23,234,770 | 0.29 | 30,926,716 | 0.36 | 7,691,946 | 33.11 |
| CAL | COMPANIA CALIFORNIA - Ganaderi | 10,844,002 | 0.14 | 17,824,876 | 0.21 | 6,980,874 | 64.38 |
| CAM | CALIFORNIA MASCOTAS | 12,723,455 | 0.16 | 37,444,803 | 0.43 | 24,721,348 | 194.3 |
| CAN | COMERCIALIZADORA BOGOTANA SAS | 40,331,589 | 0.51 | 41,165,816 | 0.47 | 834,227 | 2.07 |
| CAR | LABORATORIOS CALIER DE LOS AND | 25,064,066 | 0.32 | 35,835,881 | 0.41 | 10,771,815 | 42.98 |
| CEA | CEAGRO | 2,674,021 | 0.03 | 0 | 0 | -2,674,021 | -100 |
| CEL | CELLS LABORATORIO | 4,238,077 | 0.05 | 3,592,735 | 0.04 | -645,342 | -15.23 |
| CHA | CHALVER VETERINARIA LTDA. | 148,234,274 | 1.87 | 144,204,419 | 1.66 | -4,029,855 | -2.72 |
| COR | CORPAUL | 18,292,700 | 0.23 | 15,670,226 | 0.18 | -2,622,474 | -14.34 |
| DVT | DISVETAGRO SAS | 3,157,570 | 0.04 | 3,924,828 | 0.05 | 767,258 | 24.3 |
| EDO | EDO | 1,868,371 | 0.02 | 1,966,490 | 0.02 | 98,119 | 5.25 |
| ELA | ELE LILLY INTERAMER ELANCO | 40,958,812 | 0.52 | 57,765,204 | 0.66 | 16,806,392 | 41.03 |
| ERM | LABORATORIOS ERMA S.A | 35,984,717 | 0.45 | 54,029,642 | 0.62 | 18,044,925 | 50.15 |
| GBV | GLOBALVET | 0 | 0 | 0 | 0 | 0 | 0 |
| HEE | HEELCOLOMBIA LTDA | 34,703,702 | 0.44 | 41,340,239 | 0.48 | 6,636,537 | 19.12 |
| HOL | GABRICA S.A. | 137,607,805 | 1.74 | 147,241,174 | 1.69 | 9,633,369 | 7 |

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| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------------|-------------|----------|-------------|---------|--------------|--------|
| ICO | ICOFARMA | 69,982,398 | 0.88 | 99,000,824 | 1.14 | 29,018,426 | 41.47 |
| IFS | CONAVET | 15,327,048 | 0.19 | 23,315,885 | 0.27 | 7,988,837 | 52.12 |
| INC | INTERVET COLOMBIA S.A. | 118,797,734 | 1.5 | 137,061,704 | 1.58 | 18,263,970 | 15.37 |
| INM | INTERVET - MASCOTAS | 598,820,020 | 7.56 | 474,057,977 | 5.45 | -124,762,043 | -20.83 |
| INP | INPEC LTDA | 3,092,410 | 0.04 | 3,058,568 | 0.04 | -33,842 | -1.09 |
| INT | INVET S.A | 56,691,674 | 0.72 | 59,760,570 | 0.69 | 3,068,896 | 5.41 |
| JVU | LABORATORIOS JV URIBE | 10,385,292 | 0.13 | 16,257,185 | 0.19 | 5,871,893 | 56.54 |
| LCA | LABORATORIOS CALLBEST LTDA | 21,996,558 | 0.28 | 16,205,291 | 0.19 | -5,791,267 | -26.33 |
| LEL | LABORATORIOS LELVE | 4,113,035 | 0.05 | 5,223,607 | 0.06 | 1,110,572 | 27 |
| LIM | LIMPIOOTEC SAS | 6,456,299 | 0.08 | 4,872,233 | 0.06 | -1,584,066 | -24.54 |
| LOV | DIMEVET S.A. | 22,530,678 | 0.28 | 30,273,745 | 0.35 | 7,743,067 | 34.37 |
| MAR | INDUSTRIAS MARAVEDI CIA LTDA | 1,370,974 | 0.02 | 1,301,283 | 0.01 | -69,691 | -5.08 |
| MEG | MEGAVET | 3,324,019 | 0.04 | 2,354,858 | 0.03 | -969,161 | -29.16 |
| MER | CARVAL COLOMBIA S.A. | 341,233,808 | 4.31 | 335,013,543 | 3.85 | -6,220,265 | -1.82 |
| MKT | M.K. TECNOQUIMICAS | 79,796,921 | 1.01 | 84,964,780 | 0.98 | 5,167,859 | 6.48 |
| NOL | NOVARTIS - LINEA LAVERLAM | 2,462,806 | 0.03 | 507,270 | 0.01 | -1,955,536 | -79.4 |
| NOP | NOVARTIS PETS | 0 | 0 | 0 | 0 | 0 | 0 |
| NUT | LABORATORIOS NUTRIFARMA LTDA. | 4,343,309 | 0.05 | 2,501,085 | 0.03 | -1,842,224 | -42.42 |
| 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 | 66,731,332 | 0.84 | 99,612,671 | 1.15 | 32,881,339 | 49.27 |
| PFM | ZOETIS MASCOTAS | 101,834,663 | 1.29 | 158,624,272 | 1.83 | 56,789,609 | 55.77 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

DICIEMBRE 2021

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------------|---------------|----------|---------------|---------|-------------|--------|
| PHA | PHARMAVET LTDA. | 16,110,520 | 0.2 | 10,565,749 | 0.12 | -5,544,771 | -34.42 |
| PHK | LABORATORIOS PHARMEK | 0 | 0 | 0 | 0 | 0 | 0 |
| PPO | PROMOCIONALES | 5,256,358 | 0.07 | 5,051,216 | 0.06 | -205,142 | -3.9 |
| PRO | PROCONVET S.A. | 111,873 | 0 | 1,096,192 | 0.01 | 984,319 | 879.85 |
| PRV | LABORATORIOS PROVET LTDA | 65,492,123 | 0.83 | 83,951,185 | 0.97 | 18,459,062 | 28.19 |
| PYL | LAB. PROBYALA | 5,094,568 | 0.06 | 3,649,011 | 0.04 | -1,445,557 | -28.37 |
| ROP | CARLOS MARIA MORALES SAS | 5,840,078 | 0.07 | 12,024,549 | 0.14 | 6,184,471 | 105.9 |
| SAI | SANIDAD ANIMAL INTEGRAL S.A. | 21,350,027 | 0.27 | 58,210,828 | 0.67 | 36,860,801 | 172.65 |
| SYN | VIRBAC LINEA SYNTESIS | 16,336,582 | 0.21 | 21,467,547 | 0.25 | 5,130,965 | 31.41 |
| VEC | VECOL S.A | 48,471,617 | 0.61 | 67,679,320 | 0.78 | 19,207,703 | 39.63 |
| VEL | LABORATORIOS VELOX | 2,248,459 | 0.03 | 2,083,122 | 0.02 | -165,337 | -7.35 |
| VET | LABORATORIOS VETERLAND LTDA. | 56,034,632 | 0.71 | 44,691,180 | 0.51 | -11,343,452 | -20.24 |
| VIC | VICAR DE COLOMBIA S.A | 19,830,738 | 0.25 | 33,284,387 | 0.38 | 13,453,649 | 67.84 |
| VIR | VET.ESPECIALIZADA LINEA VIRBAC | 28,506,732 | 0.36 | 9,610,472 | 0.11 | -18,896,260 | -66.29 |
| VML | LABORATORIOS V.M. LTDA. | 5,731,495 | 0.07 | 2,555,652 | 0.03 | -3,175,843 | -55.41 |
| WES | WEISS PHARMA S.A.S | 32,640,557 | 0.41 | 33,183,512 | 0.38 | 542,955 | 1.66 |
| ZOO | LABORATORIOS ZOO LTDA | 173,925,304 | 2.2 | 144,440,133 | 1.66 | -29,485,171 | -16.95 |
| SUBTOTAL \$ | | 3,050,818,781 | 38.54 | 3,203,582,770 | 36.86 | 152,763,989 | 5.01 |
| TOTAL \$ | | 3,050,818,781 | 38.54 | 3,203,582,770 | 36.86 | 152,763,989 | 5.01 |

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

FELIPE BARON

ARENAS GATOS PROVEEDOR NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------------|-----------|----------|-----------|---------|------------|--------|
| 950 JARAMILLO PETS | 6,227,539 | 0.08 | 1,488,840 | 0.02 | -4,738,699 | -76.09 |
| SUBTOTAL \$ | 6,227,539 | 0.08 | 1,488,840 | 0.02 | -4,738,699 | -76.09 |

CONCENTRADOS IMPORTADOS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------------|-----------|----------|-----------|---------|------------|--------|
| 963 EVANGERS | 5,534,732 | 0.07 | 6,914,120 | 0.08 | 1,379,388 | 24.92 |
| SUBTOTAL \$ | 5,534,732 | 0.07 | 6,914,120 | 0.08 | 1,379,388 | 24.92 |

CONCENTRADOS NACIONALES

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------|-----------|----------|-----------|---------|------------|--------|
| 957 MASCOLANDIA SAS | 0 | 0 | 1,472,222 | 0.02 | 1,472,222 | 0 |
| SUBTOTAL \$ | 0 | 0 | 1,472,222 | 0.02 | 1,472,222 | 0 |

DROGAS Y MEDICAMENTOS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|------------------------------|------------|----------|------------|---------|------------|--------|
| QUA QUALIVET PHARMACEUTICALS | 36,237,588 | 0.46 | 72,765,636 | 0.84 | 36,528,048 | 100.8 |
| SUBTOTAL \$ | 36,237,588 | 0.46 | 72,765,636 | 0.84 | 36,528,048 | 100.8 |

FERRETERIA

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------------------------|------------|----------|------------|---------|------------|--------|
| 360 UMCO SA | 20,687,074 | 0.26 | 23,474,218 | 0.27 | 2,787,144 | 13.47 |
| 442 KAZ USA INC | 1,213,005 | 0.02 | 1,518,511 | 0.02 | 305,506 | 25.19 |
| 444 B-AIR | 3,213,232 | 0.04 | 741,152 | 0.01 | -2,472,080 | -76.93 |
| 466 AGROTOOLS DE COLOMBIA SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 524 WAHL CLIPPER CORPORATION | 7,584,765 | 0.1 | 2,318,212 | 0.03 | -5,266,553 | -69.44 |
| SUBTOTAL \$ | 32,698,076 | 0.41 | 28,052,093 | 0.32 | -4,645,983 | -14.21 |

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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 | 392,503 | 0 | 271,824 | 0 | -120,679 | -30.75 |
| 357 IMACASA | 1,179,488 | 0.01 | 366,592 | 0 | -812,896 | -68.92 |
| 440 DI-MARTINO S.R.L | 3,092,110 | 0.04 | 2,713,929 | 0.03 | -378,181 | -12.23 |
| 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 \$ | 4,664,101 | 0.06 | 3,352,345 | 0.04 | -1,311,756 | -28.12 |

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 | 533,613 | 0.01 | 1,225,022 | 0.01 | 691,409 | 129.57 |
| SUBTOTAL \$ | 533,613 | 0.01 | 1,225,022 | 0.01 | 691,409 | 129.57 |

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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INSTRUMENTAL IMPORTADO COMPRA NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|------------------------------------|-------------------|-------------|-------------------|-------------|-------------------|---------------|
| 001 PRODUCTOS DESECHABLES | 108,167 | 0 | 125,006 | 0 | 16,839 | 15.57 |
| 002 INSTRUMENTAL QUIRURGICO | 599,999 | 0.01 | 286,338 | 0 | -313,661 | -52.28 |
| 004 INSTRUMENTAL Y EQUIPO VARIO | 2,277,001 | 0.03 | 2,278,936 | 0.03 | 1,935 | 0.08 |
| 030 INSMEVET S EN C. | 0 | 0 | 0 | 0 | 0 | 0 |
| 031 INSTRUMENTAL VARIOS IMPORTADOS | 9,663,964 | 0.12 | 3,583,047 | 0.04 | -6,080,917 | -62.92 |
| 035 WISCONSIN & CIA LTDA. | 0 | 0 | 0 | 0 | 0 | 0 |
| 037 COLINSTRUVET | 190,535 | 0 | 602,529 | 0.01 | 411,994 | 216.23 |
| 040 IMPO PECUARIOS LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 041 INVERSIONES HERCO | 0 | 0 | 0 | 0 | 0 | 0 |
| 043 LHAURA VET LTDA | 4,132,622 | 0.05 | 4,297,304 | 0.05 | 164,682 | 3.98 |
| 050 LHAURA VET LTDA. | 1,904,827 | 0.02 | 2,486,915 | 0.03 | 582,088 | 30.56 |
| SUBTOTAL \$ | 18,877,115 | 0.24 | 13,660,075 | 0.16 | -5,217,040 | -27.64 |

INSTRUMENTAL IMPORTADO DIRECTO

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|----------------------------------|------------|----------|------------|---------|------------|--------|
| 003 IMPORTACIONES UNIVERSO | 46,320,203 | 0.59 | 59,755,801 | 0.69 | 13,435,598 | 29.01 |
| 010 DEMAPLAST SRL | 227,142 | 0 | 0 | 0 | -227,142 | -100 |
| 018 INSTRUMENTAL VETERINARIO FIX | 0 | 0 | 0 | 0 | 0 | 0 |
| 019 FARMING SUPPLY | 12,677,151 | 0.16 | 17,962,496 | 0.21 | 5,285,345 | 41.69 |
| 021 INSTRUMENTS SUPPLIES | 25,006 | 0 | 136,944 | 0 | 111,938 | 447.64 |
| 039 FARMING SUPPLY | 2,948,738 | 0.04 | 1,442,081 | 0.02 | -1,506,657 | -51.09 |
| 045 SYRVET INC | 265,364 | 0 | 177,353 | 0 | -88,011 | -33.17 |
| 047 ALLFLEX | 217,816 | 0 | 0 | 0 | -217,816 | -100 |
| 048 COOTRAN | 0 | 0 | 0 | 0 | 0 | 0 |

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FELIPE BARON

INSTRUMENTAL IMPORTADO DIRECTO

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------|-------------|----------|-------------|---------|-------------|--------|
| 056 | TRANSCO TRANDING COMPANY | 1,566,442 | 0.02 | 616,673 | 0.01 | -949,769 | -60.63 |
| 057 | SYRVET INC | 221,338 | 0 | 71,426 | 0 | -149,912 | -67.73 |
| 058 | GLOBALVET | 2,755,367 | 0.03 | 16,991,411 | 0.2 | 14,236,044 | 516.67 |
| 059 | ALLFLEX | 26,496,025 | 0.33 | 8,850,151 | 0.1 | -17,645,874 | -66.6 |
| 060 | COTRAN | 97,828 | 0 | 32,757 | 0 | -65,071 | -66.52 |
| 066 | TOGNAZZONI | 5,904,698 | 0.07 | 349,800 | 0 | -5,554,898 | -94.08 |
| 071 | VETCO SUPPLY | 9,852,626 | 0.12 | 13,711,371 | 0.16 | 3,858,745 | 39.16 |
| 522 | EXIMPORT - OSTER | 376,104 | 0 | 3,012,373 | 0.03 | 2,636,269 | 700.94 |
| SUBTOTAL \$ | | 109,951,848 | 1.39 | 123,110,637 | 1.42 | 13,158,789 | 11.97 |

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 | 8,753,147 | 0.11 | 11,887,726 | 0.14 | 3,134,579 | 35.81 |
| SUBTOTAL \$ | | 8,753,147 | 0.11 | 11,887,726 | 0.14 | 3,134,579 | 35.81 |

MASCOTAS IMPORTADOS COMPRA NACIONAL

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|------------------------|-----------|----------|-----------|---------|------------|--------|
| 122 | MASCOLANDIA LTDA. | 81,430 | 0 | 319,258 | 0 | 237,828 | 292.06 |
| 141 | JARAMILLO L. JUAN A | 0 | 0 | 0 | 0 | 0 | 0 |
| 189 | M&B IMPORT | 118,572 | 0 | 0 | 0 | -118,572 | -100 |
| 190 | PET-GROUP SAS (IDEIAS) | 0 | 0 | 0 | 0 | 0 | 0 |
| SUBTOTAL \$ | | 200,002 | 0 | 319,258 | 0 | 119,256 | 59.63 |

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FELIPE BARON

MASCOTAS IMPORTADOS DIRECTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------------|-------------|----------|-------------|---------|-------------|--------|
| 063 | MODERNA PRODUCTOS NV | 37,473,588 | 0.47 | 44,195,145 | 0.51 | 6,721,557 | 17.94 |
| 069 | Henke Sass Wolf | 2,257,842 | 0.03 | 1,480,006 | 0.02 | -777,836 | -34.45 |
| 075 | MY FAMILY USA INC | 6,734,683 | 0.09 | 802,764 | 0.01 | -5,931,919 | -88.08 |
| 149 | GRACIOUS LIVING | 1,816,676 | 0.02 | 2,608,819 | 0.03 | 792,143 | 43.6 |
| 156 | FERPLAST PET PRODUCTS | 99,290,730 | 1.25 | 52,494,476 | 0.6 | -46,796,254 | -47.13 |
| 157 | TRANSCO TRADING COMPANY INC | 7,599,109 | 0.1 | 434,150 | 0 | -7,164,959 | -94.29 |
| 160 | ROGZ (PTY) LTD | 28,574,874 | 0.36 | 24,585,789 | 0.28 | -3,989,085 | -13.96 |
| 162 | BAMBOO PET - MUNCHKIN | 44,850,689 | 0.57 | 62,646,168 | 0.72 | 17,795,479 | 39.68 |
| 163 | JW PET COMPANY, INC. | 13,198,958 | 0.17 | 15,222,261 | 0.18 | 2,023,303 | 15.33 |
| 172 | KONG COMPANY | 933,362 | 0.01 | 53,418 | 0 | -879,944 | -94.28 |
| 182 | CANINE HARDWARE | 13,228,209 | 0.17 | 12,650,148 | 0.15 | -578,061 | -4.37 |
| 183 | TRIXIE HEIMTIERBEDARF | 107,693,042 | 1.36 | 106,666,623 | 1.23 | -1,026,419 | -0.95 |
| 188 | MAMMOTH PRODUCTS | 8,419,511 | 0.11 | 13,688,995 | 0.16 | 5,269,484 | 62.59 |
| 195 | LISCAM | 7,176,126 | 0.09 | 6,162,165 | 0.07 | -1,013,961 | -14.13 |
| 201 | 201 OFICIAL S.A. DE C.V. (4BF) | 52,649 | 0 | 0 | 0 | -52,649 | -100 |
| CHI | CHIMIGROUP SRL | 15,242,009 | 0.19 | 12,546,987 | 0.14 | -2,695,022 | -17.68 |
| SUBTOTAL \$ | | 394,542,057 | 4.98 | 356,237,914 | 4.1 | -38,304,143 | -9.71 |

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------------------------|------------|----------|------------|---------|------------|--------|
| 102 | INDUSTRIAS ARGOS LTDA. | 15,785 | 0 | 0 | 0 | -15,785 | -100 |
| 115 | GERDTS DIAZ STEPHANIE | 351,519 | 0 | 328,476 | 0 | -23,043 | -6.56 |
| 973 | LE GROUPE INTERSAND CANADA INC | 65,818,719 | 0.83 | 68,300,633 | 0.79 | 2,481,914 | 3.77 |
| SUBTOTAL \$ | | 66,186,023 | 0.84 | 68,629,109 | 0.79 | 2,443,086 | 3.69 |

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FELIPE BARON

TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|-------------------------|-------------|----------|-------------|---------|------------|--------|
| 564 | TRANSCO TRADING COMPANY | 8,189,824 | 0.1 | 2,814,287 | 0.03 | -5,375,537 | -65.64 |
| SUBTOTAL \$ | | 8,189,824 | 0.1 | 2,814,287 | 0.03 | -5,375,537 | -65.64 |
| TOTAL \$ | | 692,595,665 | 8.75 | 691,929,284 | 7.96 | -666,381 | -0.1 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
DICIEMBRE 2021

MARCELA SUAREZ

DROGAS Y MEDICAMENTOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|------------------|-------------|----------|-------------|---------|-------------|--------|
| CMV | COMERVET S.A. | 61,379,620 | 0.78 | 15,650,920 | 0.18 | -45,728,700 | -74.5 |
| CPH | COASPHARMA SAS | 636,260,438 | 8.04 | 681,812,691 | 7.85 | 45,552,253 | 7.16 |
| TEC | TECNOCALIDAD SAS | 143,316,962 | 1.81 | 221,757,325 | 2.55 | 78,440,363 | 54.73 |
| SUBTOTAL \$ | | 840,957,020 | 10.62 | 919,220,936 | 10.58 | 78,263,916 | 9.31 |
| TOTAL \$ | | 840,957,020 | 10.62 | 919,220,936 | 10.58 | 78,263,916 | 9.31 |

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

MARTHA PINILLOS

ARENAS GATOS PROVEEDOR NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------------------------|-------------------|-------------|-------------------|-------------|-------------------|--------------|
| 934 PET SPA | 11,122,332 | 0.14 | 14,482,262 | 0.17 | 3,359,930 | 30.21 |
| 952 MICHOS TOYS SAS | 1,724,392 | 0.02 | 1,811,244 | 0.02 | 86,852 | 5.04 |
| 962 ANIMAL FACTOR SAS | 2,430,831 | 0.03 | 2,178,439 | 0.03 | -252,392 | -10.38 |
| 967 VETERINARIA ESPECIALIZADA | 19,547,470 | 0.25 | 20,695,434 | 0.24 | 1,147,964 | 5.87 |
| 977 PRODUCTOS FAMILIA | 2,406,682 | 0.03 | 2,018,977 | 0.02 | -387,705 | -16.11 |
| 991 IND. AGROPECUARIA JVC SAS | 0 | 0 | 13,637,018 | 0.16 | 13,637,018 | 0 |
| SUBTOTAL \$ | 37,231,707 | 0.47 | 54,823,374 | 0.63 | 17,591,667 | 47.25 |

CONCENTRADOS IMPORTADOS

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------------------|----------------------|--------------|----------------------|--------------|--------------------|--------------|
| 904 NESTLE PURINA PET CARE | 134,281,579 | 1.7 | 139,397,919 | 1.6 | 5,116,340 | 3.81 |
| 909 ROYAL CANIN COLOMBIA | 16,543,123 | 0.21 | 9,667,225 | 0.11 | -6,875,898 | -41.56 |
| 911 GABRICA S.A. | 1,009,258,314 | 12.75 | 1,281,353,027 | 14.74 | 272,094,713 | 26.96 |
| 912 MASTERFOODS COLOMBIA | 82,230,749 | 1.04 | 93,135,700 | 1.07 | 10,904,951 | 13.26 |
| 918 JARAMILLO PETS & CIA S.C.A. | 383,742,665 | 4.85 | 403,513,562 | 4.64 | 19,770,897 | 5.15 |
| 936 ROYAL CANIN COLOMBIA | 123,511,423 | 1.56 | 143,544,604 | 1.65 | 20,033,181 | 16.22 |
| 965 PLB SUPER PREMIUM | 114,364,285 | 1.44 | 41,681,109 | 0.48 | -72,683,176 | -63.55 |
| 971 COMERCIALIZADORA PESTAR SAS | 172,210,715 | 2.18 | 150,766,415 | 1.73 | -21,444,300 | -12.45 |
| SUBTOTAL \$ | 2,036,142,853 | 25.72 | 2,263,059,561 | 26.04 | 226,916,708 | 11.14 |

CONCENTRADOS NACIONALES

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------------------|-----------|----------|-----------|---------|------------|--------|
| 900 APETIT MASCOTAS | 2,350,189 | 0.03 | 2,245,004 | 0.03 | -105,185 | -4.48 |
| 902 INSUMOS DE LOS ANDES | 0 | 0 | 177,996 | 0 | 177,996 | 0 |
| 905 CONCENTRADOS EL RANCHO LTDA | 6,510,070 | 0.08 | 1,477,850 | 0.02 | -5,032,220 | -77.3 |

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

MARTHA PINILLOS

CONCENTRADOS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|-------------|----------|-------------|---------|------------|--------|
| 906 | INCROS DE COLOMBIA | 1,133,851 | 0.01 | 1,311,637 | 0.02 | 177,786 | 15.68 |
| 907 | CONCENTRADOS EL RANCHO | 2,191,307 | 0.03 | 0 | 0 | -2,191,307 | -100 |
| 908 | MOTTA FORERO GINETH | 1,125,335 | 0.01 | 3,046,971 | 0.04 | 1,921,636 | 170.76 |
| 910 | ITALCOL DEL OCCIDENTE | 293,945,748 | 3.71 | 362,710,755 | 4.17 | 68,765,007 | 23.39 |
| 914 | ALIMENTOS NUTRION S.A. | 35,367,142 | 0.45 | 47,507,095 | 0.55 | 12,139,953 | 34.33 |
| 915 | PIXIE SAS | 50,640,925 | 0.64 | 76,107,947 | 0.88 | 25,467,022 | 50.29 |
| 917 | PELUDITOS BARF SAS | 7,506,785 | 0.09 | 6,492,984 | 0.07 | -1,013,801 | -13.51 |
| 919 | NESTLE PURINA PETCARE | 232,309,854 | 2.93 | 294,155,861 | 3.38 | 61,846,007 | 26.62 |
| 944 | WILLS BONILLA CONSTANZA MARGAR | 1,511,768 | 0.02 | 458,289 | 0.01 | -1,053,479 | -69.69 |
| 947 | GRUPO EMPRESARIAL BAHITI | 4,761,596 | 0.06 | 3,542,907 | 0.04 | -1,218,689 | -25.59 |
| 954 | COMERCIALIZADORABOGOTANAS.A.S. | 1,346,282 | 0.02 | 3,813,891 | 0.04 | 2,467,609 | 183.29 |
| 956 | IMPULSORES INTERNACIONALES | 2,401,349 | 0.03 | 3,354,448 | 0.04 | 953,099 | 39.69 |
| 959 | TASTY PLANET | 103,665 | 0 | 0 | 0 | -103,665 | -100 |
| 960 | GESTO AGRO SAS | 23,926,103 | 0.3 | 28,002,872 | 0.32 | 4,076,769 | 17.04 |
| 964 | PETS ANDINA SA | 4,476,438 | 0.06 | 4,178,201 | 0.05 | -298,237 | -6.66 |
| 968 | AIKOS LTDA | 4,146,634 | 0.05 | 2,196,720 | 0.03 | -1,949,914 | -47.02 |
| 969 | EMBUMASCOTAS | 759,961 | 0.01 | 179,700 | 0 | -580,261 | -76.35 |
| 970 | TOMASA'S BAKERY LATAM SAS | 2,368,863 | 0.03 | 3,658,710 | 0.04 | 1,289,847 | 54.45 |
| 974 | BARF COLOMBIA SAS | 2,968,659 | 0.04 | 1,657,508 | 0.02 | -1,311,151 | -44.17 |
| 976 | JOYFUL PETS SAS | 143,164 | 0 | 126,241 | 0 | -16,923 | -11.82 |
| 978 | WOW CAN SAS | 5,884,674 | 0.07 | 5,947,276 | 0.07 | 62,602 | 1.06 |
| 979 | MAXIPETS SAS | 76,979,161 | 0.97 | 92,947,365 | 1.07 | 15,968,204 | 20.74 |
| 980 | ALIMENTOS POLAR | 12,752,111 | 0.16 | 22,660,628 | 0.26 | 9,908,517 | 77.7 |

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

MARTHA PINILLOS

CONCENTRADOS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|----------------------|--------------------|--------------|----------------------|--------------|--------------------|--------------|
| 987 | DOGSY GOURMET SAS | 1,776,213 | 0.02 | 1,108,592 | 0.01 | -667,621 | -37.59 |
| 988 | LABORATORIOS ZOO | 769,140 | 0.01 | 1,689,340 | 0.02 | 920,200 | 119.64 |
| 990 | SOLLA | 13,937,180 | 0.18 | 15,434,681 | 0.18 | 1,497,501 | 10.74 |
| 992 | PROYECTO E SAS | 1,024,000 | 0.01 | 996,654 | 0.01 | -27,346 | -2.67 |
| 993 | ALIMENTOS FINCA S.A. | 0 | 0 | 29,200,661 | 0.34 | 29,200,661 | 0 |
| | SUBTOTAL \$ | 795,118,167 | 10.04 | 1,016,388,784 | 11.69 | 221,270,617 | 27.83 |

CONSUMO

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------|------------------|-------------|------------------|-------------|-----------------|---------------|
| 011 | CNCL | 202,940 | 0 | 143,937 | 0 | -59,003 | -29.07 |
| 020 | ENZICOL LTDA | 613,958 | 0.01 | 24,410 | 0 | -589,548 | -96.02 |
| 029 | PRODUCTOS JULIAO S.A.S. | 0 | 0 | 0 | 0 | 0 | 0 |
| 049 | START CAPCO SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 054 | CUAJO DE COLOMBIA S.A.S | 794,098 | 0.01 | 1,127,623 | 0.01 | 333,525 | 42 |
| | SUBTOTAL \$ | 1,610,996 | 0.02 | 1,295,970 | 0.01 | -315,026 | -19.55 |

DROGAS Y MEDICAMENTOS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|-------------------|-------------|-------------------|-------------|------------------|--------------|
| BON | BONAVET LTDA | 6,717,527 | 0.08 | 5,678,322 | 0.07 | -1,039,205 | -15.47 |
| DRC | IG COLOMBIA S.A. | 6,493,425 | 0.08 | 11,856,755 | 0.14 | 5,363,330 | 82.6 |
| FRA | DINKY PETT SAS | 6,084,334 | 0.08 | 6,119,311 | 0.07 | 34,977 | 0.57 |
| GLP | MC COLER | 1,187,739 | 0.02 | 3,803,708 | 0.04 | 2,615,969 | 220.25 |
| JUC | JUAN CASTELLANOS RODRIGUEZ | 3,070,869 | 0.04 | 1,316,173 | 0.02 | -1,754,696 | -57.14 |
| SAP | SOLUCIONES AGRICOLAS PECUARIAS | 11,855,301 | 0.15 | 13,886,804 | 0.16 | 2,031,503 | 17.14 |
| | SUBTOTAL \$ | 35,409,195 | 0.45 | 42,661,073 | 0.49 | 7,251,878 | 20.48 |

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

MARTHA PINILLOS

FERRETERIA

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------------|-----------|----------|------------|---------|------------|----------|
| 202 | MPORTADORA GONZALEZ OSUNA SAS | 1,390,754 | 0.02 | 1,959,661 | 0.02 | 568,907 | 40.91 |
| 203 | PROTEX S.A | 0 | 0 | 36,924 | 0 | 36,924 | 0 |
| 208 | PROTEX S.A | 3,270,511 | 0.04 | 2,021,698 | 0.02 | -1,248,813 | -38.18 |
| 230 | F-SHIELD | 183,603 | 0 | 168,049 | 0 | -15,554 | -8.47 |
| 300 | TREFILADOS DE COLOMBIA LT | 2,997,649 | 0.04 | 4,236,499 | 0.05 | 1,238,850 | 41.33 |
| 308 | FERCON S.A. | 2,319,439 | 0.03 | 811,366 | 0.01 | -1,508,073 | -65.02 |
| 320 | LIDER CAMARGO SAS | 31,076 | 0 | 3,710,532 | 0.04 | 3,679,456 | 11840.19 |
| 324 | LIDER CAMARGO SAS | 8,824 | 0 | 0 | 0 | -8,824 | -100 |
| 338 | J.E.N S.A | 1,479,011 | 0.02 | 1,638,435 | 0.02 | 159,424 | 10.78 |
| 340 | FERCON S.A. | 210,743 | 0 | 0 | 0 | -210,743 | -100 |
| 352 | LHAURA VET | 1,287,795 | 0.02 | 1,694,546 | 0.02 | 406,751 | 31.59 |
| 403 | AGROINTEGRAL ANDINA S.A. | 6,034,538 | 0.08 | 6,366,129 | 0.07 | 331,591 | 5.49 |
| 405 | TORRES BORJA NATALIA | 295,386 | 0 | 295,385 | 0 | -1 | -0 |
| 406 | PENAGOS HNOS Y CIA LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 410 | ENERGIA Y POTENCIA | 2,847,512 | 0.04 | 0 | 0 | -2,847,512 | -100 |
| 418 | GLOBAL MOTOR LTDA | 4,066,535 | 0.05 | 0 | 0 | -4,066,535 | -100 |
| 428 | DUWEST COLOMBIA SAS | 109,971 | 0 | 0 | 0 | -109,971 | -100 |
| 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 | 5,284,420 | 0.07 | 30,432,480 | 0.35 | 25,148,060 | 475.89 |
| 455 | DURESPO S.A. | 4,157,713 | 0.05 | 10,738,416 | 0.12 | 6,580,703 | 158.28 |
| 463 | BEAVER S.A. | 847,731 | 0.01 | 0 | 0 | -847,731 | -100 |
| 465 | PLASTICAUCHO COLOMBIA SA. | 103,718 | 0 | 1,916,725 | 0.02 | 1,813,007 | 1748.02 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

DICIEMBRE 2021

MARTHA PINILLOS

FERRETERIA

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|---------------------------------------|-------------------|-------------|-------------------|-------------|------------------|-------------|
| 475 HUSQVRNA | 23,078,736 | 0.29 | 10,436,174 | 0.12 | -12,642,562 | -54.78 |
| 501 CERCAS EL CEBU LTDA | 10,968,423 | 0.14 | 8,470,335 | 0.1 | -2,498,088 | -22.78 |
| 502 JUAN GUZMAN BARRERO | 0 | 0 | 0 | 0 | 0 | 0 |
| 503 COLEMPAQUES LTDA. | 208,430 | 0 | 111,229 | 0 | -97,201 | -46.63 |
| 505 GROUPE SEB COLOMBIA | 8,435,922 | 0.11 | 1,170,033 | 0.01 | -7,265,889 | -86.13 |
| 506 DANIEL RODRIGUEZ | 80,001 | 0 | 176,255 | 0 | 96,254 | 120.32 |
| 508 JUVENIA SA | 383,353 | 0 | 0 | 0 | -383,353 | -100 |
| 509 MANUEL ARIZA OROSCO | 741,250 | 0.01 | 1,151,627 | 0.01 | 410,377 | 55.36 |
| 510 FUNDICION J-P | 0 | 0 | 0 | 0 | 0 | 0 |
| 511 DEL AGRO SOLUCIONES PARA EL CAMPO | 2,872,582 | 0.04 | 1,268,343 | 0.01 | -1,604,239 | -55.85 |
| 515 GIRALDO LARA LTDA | 0 | 0 | 12,500 | 0 | 12,500 | 0 |
| 516 REPRESENTACIONES Y DISTRIBUCIO | 263,381 | 0 | 0 | 0 | -263,381 | -100 |
| 519 ROTOPLAST | 0 | 0 | 1,115,069 | 0.01 | 1,115,069 | 0 |
| 526 DELAVAL LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 599 GARANTIAS Y REPARACIONES | 418,168 | 0.01 | 0 | 0 | -418,168 | -100 |
| SUBTOTAL \$ | 84,377,175 | 1.07 | 89,938,410 | 1.03 | 5,561,235 | 6.59 |

INSTRUMENTAL NACIONAL

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------------------------|------------------|-------------|------------------|-------------|----------------|-------------|
| 007 EMPRESA GENETICA ESPECIAL | 314,598 | 0 | 265,257 | 0 | -49,341 | -15.68 |
| 012 EMILIO ACUÑA | 703,647 | 0.01 | 173,590 | 0 | -530,057 | -75.33 |
| 022 PLASTLAVET | 1,563,431 | 0.02 | 2,450,602 | 0.03 | 887,171 | 56.75 |
| 025 ANDINA DE TECNOLOGIA | 197,126 | 0 | 759,175 | 0.01 | 562,049 | 285.12 |
| SUBTOTAL \$ | 2,778,802 | 0.04 | 3,648,624 | 0.04 | 869,822 | 31.3 |

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

MARTHA PINILLOS

INSUMOS AGRICOLAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------------|-------------------|-------------|-------------------|-------------|-------------------|--------------|
| 600 | DUWEST | 23,996,792 | 0.3 | 10,347,210 | 0.12 | -13,649,582 | -56.88 |
| 601 | INVESA S.A. | 10,420,568 | 0.13 | 10,733,048 | 0.12 | 312,480 | 3 |
| 602 | AGROINFESA | 5,967,355 | 0.08 | 10,684,778 | 0.12 | 4,717,423 | 79.05 |
| 603 | COLINAGRO S.A. | 2,558,392 | 0.03 | 5,462,211 | 0.06 | 2,903,819 | 113.5 |
| 604 | SUPERABONO LTDA. | 156,718 | 0 | 222,780 | 0 | 66,062 | 42.15 |
| 609 | CONTROL PLUS SAS | 3,345,618 | 0.04 | 8,998,843 | 0.1 | 5,653,225 | 168.97 |
| 610 | AGROINTEGRAL ANDINA S.A | 3,306,237 | 0.04 | 3,727,601 | 0.04 | 421,364 | 12.74 |
| 616 | PERMOFIELTROS LTDA | 0 | 0 | 700,150 | 0.01 | 700,150 | 0 |
| 617 | AGROFERTILIZANTES DE COLOMBIA | 6,081,760 | 0.08 | 10,331,031 | 0.12 | 4,249,271 | 69.87 |
| 619 | EL SEMILLERO E.U. | 3,760 | 0 | 451,167 | 0.01 | 447,407 | 11899.12 |
| 628 | PROQUIMCOL LTDA. | 482,309 | 0.01 | 129,876 | 0 | -352,433 | -73.07 |
| 635 | FERTILIZANTES VARIOS | 1,238,315 | 0.02 | 2,137,895 | 0.02 | 899,580 | 72.65 |
| 644 | LABORATORIOS AUROFARMA | 0 | 0 | 5,480,070 | 0.06 | 5,480,070 | 0 |
| 650 | FERTIPREMIUM SAS | 1,988,984 | 0.03 | 848,735 | 0.01 | -1,140,249 | -57.33 |
| 656 | ABONEX SAS | 170,591 | 0 | 53,176 | 0 | -117,415 | -68.83 |
| | SUBTOTAL \$ | 59,717,399 | 0.75 | 70,308,571 | 0.81 | 10,591,172 | 17.74 |

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 | 26,160,696 | 0.33 | 40,504,562 | 0.47 | 14,343,866 | 54.83 |

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

MARTHA PINILLOS

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-------------------------------------|------------|----------|------------|---------|------------|--------|
| 101 | NAVCAR SAS | 0 | 0 | 2,462,784 | 0.03 | 2,462,784 | 0 |
| 103 | LA PINTA DOG | 0 | 0 | 1,073,835 | 0.01 | 1,073,835 | 0 |
| 104 | HORUS PET TRADING COMPANY SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 105 | MOLDEADO INDUSTRIAL DE COLOMBIA SAS | 847,875 | 0.01 | 158,270 | 0 | -689,605 | -81.33 |
| 106 | EBRANDI MEDIOS S.A. | 168,161 | 0 | 0 | 0 | -168,161 | -100 |
| 107 | CORPORAC. MUNDIAL DE LA MUJER | 423,585 | 0.01 | 32,954 | 0 | -390,631 | -92.22 |
| 108 | CAPITAL MARK'S SAS | 4,609,416 | 0.06 | 7,316,100 | 0.08 | 2,706,684 | 58.72 |
| 109 | HOME-VET SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 110 | TASTY PLANET | 33,588,630 | 0.42 | 39,721,542 | 0.46 | 6,132,912 | 18.26 |
| 111 | ASIAMERICA TRADING SAS | 397,010 | 0.01 | 2,051,956 | 0.02 | 1,654,946 | 416.85 |
| 112 | FELCAN SAS | 23,973,858 | 0.3 | 41,738,081 | 0.48 | 17,764,223 | 74.1 |
| 113 | GREEN TRADING SAS | 4,086,362 | 0.05 | 3,649,086 | 0.04 | -437,276 | -10.7 |
| 114 | DIAZ MARTINEZ PAMELA ANDREA | 0 | 0 | 230,647 | 0 | 230,647 | 0 |
| 117 | LLOREDA OCAMPO EDUARDO JOSE | 0 | 0 | 3,767,227 | 0.04 | 3,767,227 | 0 |
| 119 | AL TORNO SAS | 2,385,813 | 0.03 | 5,357,638 | 0.06 | 2,971,825 | 124.56 |
| 120 | COMERCIALIZADORA BOGOTANA LTDA | 2,378,889 | 0.03 | 4,695,095 | 0.05 | 2,316,206 | 97.37 |
| 121 | CI EVOLUTION BRANDS COLOMBIA SAS | 1,274,617 | 0.02 | 971,444 | 0.01 | -303,173 | -23.79 |
| 123 | MERINO TRADING CO LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 124 | PRIME PET | 0 | 0 | 5,032,573 | 0.06 | 5,032,573 | 0 |
| 125 | ID TRACK SAS | 0 | 0 | 0 | 0 | 0 | 0 |
| 126 | RODRIGUEZ DANIEL | 102,000 | 0 | 0 | 0 | -102,000 | -100 |
| 128 | MORAI SAS | 33,445 | 0 | 0 | 0 | -33,445 | -100 |
| 133 | MECANICA INDUSTRIAL | 2,111,343 | 0.03 | 2,423,288 | 0.03 | 311,945 | 14.77 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

DICIEMBRE 2021

MARTHA PINILLOS

MASCOTAS NACIONALES

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|---------------------------------|--------------------|-------------|--------------------|-------------|-------------------|--------------|
| 134 | IG COLOMBIA S.A | 603,429 | 0.01 | 280,547 | 0 | -322,882 | -53.51 |
| 140 | ANIMAL FACTOR SAS | 89,600,500 | 1.13 | 87,915,148 | 1.01 | -1,685,352 | -1.88 |
| 153 | COLOMBIANA DE BIODesarrollo SAS | 3,117,827 | 0.04 | 1,875,031 | 0.02 | -1,242,796 | -39.86 |
| 173 | CASTRELLON MELO NESTOR LE | 8,952,432 | 0.11 | 7,881,939 | 0.09 | -1,070,493 | -11.96 |
| 175 | TOMMY DOGS LTDA | 0 | 0 | 92,726 | 0 | 92,726 | 0 |
| 179 | CONAVET LTDA | 5,149,356 | 0.07 | 5,925,121 | 0.07 | 775,765 | 15.07 |
| 184 | COLEMPAQUES LTDA | 0 | 0 | 0 | 0 | 0 | 0 |
| 186 | DE PASEO CON LOS PELUDITOS | 6,356,988 | 0.08 | 4,697,427 | 0.05 | -1,659,561 | -26.11 |
| 191 | INDEPHAR SAS | 346,900 | 0 | 264,800 | 0 | -82,100 | -23.67 |
| 192 | HENRY ARTURO COY MONSALVE | 0 | 0 | 0 | 0 | 0 | 0 |
| 198 | PRODUCTOS FAMILIA SANCELA S.A. | 22,066,071 | 0.28 | 20,205,460 | 0.23 | -1,860,611 | -8.43 |
| | SUBTOTAL \$ | 238,735,203 | 3.02 | 290,325,281 | 3.34 | 51,590,078 | 21.61 |

SALES Y MELAZAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|-----------------------------|-------------------|-------------|------------------|------------|-------------------|---------------|
| 901 | MIELES Y AZUCARES DEL VALLE | 2,218,397 | 0.03 | 760,505 | 0.01 | -1,457,892 | -65.72 |
| 903 | QUIMPAC | 865,218 | 0.01 | 94,533 | 0 | -770,685 | -89.07 |
| 929 | SOMEX S.A | 7,981,941 | 0.1 | 8,167,527 | 0.09 | 185,586 | 2.33 |
| | SUBTOTAL \$ | 11,065,556 | 0.14 | 9,022,565 | 0.1 | -2,042,991 | -18.46 |

SEMILLAS Y BRACHARIAS

| | DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-----|--------------------------------|------------|----------|------------|---------|------------|--------|
| 703 | FERCON | 11,066,589 | 0.14 | 13,426,040 | 0.15 | 2,359,451 | 21.32 |
| 705 | DISTRIBUIDORA DE ABONOS | 3,208,104 | 0.04 | 212,500 | 0 | -2,995,604 | -93.38 |
| 709 | IMPULSORES INTERNACIONALES LTD | 3,020,917 | 0.04 | 3,713,435 | 0.04 | 692,518 | 22.92 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
DICIEMBRE 2021

MARTHA PINILLOS

SEMILLAS Y BRACHARIAS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|--------------|------------|----------|------------|---------|------------|--------|
| 726 | DURESPO S.A. | 201,250 | 0 | 0 | 0 | -201,250 | -100 |
| SUBTOTAL \$ | | 17,496,860 | 0.22 | 17,351,975 | 0.2 | -144,885 | -0.83 |

TALABARTERIA Y EQUINOS

| DESCRIPCION | | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|-------------|-------------------------------|---------------|----------|---------------|---------|-------------|--------|
| 551 | INVERSIONES SALDARRIAGA GOMEZ | 969,425 | 0.01 | 589,037 | 0.01 | -380,388 | -39.24 |
| 553 | EMCOCLAVOS S.A | 1,605,631 | 0.02 | 1,225,245 | 0.01 | -380,386 | -23.69 |
| 555 | ANGARITA CLARA INES | 65,625 | 0 | 0 | 0 | -65,625 | -100 |
| 558 | MESACE S.A | 9,723,880 | 0.12 | 15,272,246 | 0.18 | 5,548,366 | 57.06 |
| 568 | AL TORNO S.A.S | 255,536 | 0 | 371,206 | 0 | 115,670 | 45.27 |
| SUBTOTAL \$ | | 12,620,097 | 0.16 | 17,457,734 | 0.2 | 4,837,637 | 38.33 |
| TOTAL \$ | | 3,332,304,010 | 42.09 | 3,876,281,922 | 44.6 | 543,977,912 | 16.32 |

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
DICIEMBRE 2021

| DESCRIPCION | VENT 2020 | % PARTIC | VENT 2021 | %PARTIC | DIFERENCIA | CRECIM |
|--------------|---------------|----------|---------------|---------|-------------|--------|
| TOTAL EMP \$ | 7,916,675,476 | 100 | 8,691,014,912 | 100 | 774,339,436 | 9.78 |

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