

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

ABRIL 2023

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
AGL	AGL	3,891,342	0.07	1,930,648	0.02	-1,960,694	-50.39
AGN	AGROINTEGRAL ANDINA SA	6,276,236	0.12	5,197,929	0.06	-1,078,307	-17.18
AGZ	AGROZ S.A.	0	0	0	0	0	0
BAF	BASIC FARM LTDA	54,240,889	1.04	48,620,353	0.55	-5,620,536	-10.36
BAI	PLACOR	3,518,240	0.07	441,922	0.01	-3,076,318	-87.44
BAY	BAYER S.A	109,906,677	2.11	103,357,572	1.18	-6,549,105	-5.96
BIS	BIOSTAR PHARMACEUTICA	257,850,589	4.95	238,330,863	2.71	-19,519,726	-7.57
BOE	BOEHRINGER INGELHEIM S.A.	0	0	0	0	0	0
BUS	LABORATORIOS BUSSIE	25,840,944	0.5	28,990,453	0.33	3,149,509	12.19
CAL	COMPANIA CALIFORNIA - Ganaderi	17,274,091	0.33	10,503,470	0.12	-6,770,621	-39.2
CAM	CALIFORNIA MASCOTAS	20,662,402	0.4	24,471,144	0.28	3,808,742	18.43
CAN	COMERCIALIZADORA BOGOTANA SAS	32,328,678	0.62	27,256,651	0.31	-5,072,027	-15.69
CAR	LABORATORIOS CALIER DE LOS AND	26,469,831	0.51	22,279,524	0.25	-4,190,307	-15.83
CEA	CEAGRO	0	0	0	0	0	0
CEL	CELLS LABORATORIO	3,305,909	0.06	1,404,246	0.02	-1,901,663	-57.52
CHA	CHALVER VETERINARIA LTDA.	105,114,164	2.02	70,580,652	0.8	-34,533,512	-32.85
COR	CORPAUL	10,857,674	0.21	9,798,708	0.11	-1,058,966	-9.75
DVT	DISVETAGRO SAS	5,843,422	0.11	1,941,800	0.02	-3,901,622	-66.77
EDO	EDO	3,719,424	0.07	1,380,993	0.02	-2,338,431	-62.87
ELA	ELE LILLY INTERAMER ELANCO	77,294,878	1.48	58,773,476	0.67	-18,521,402	-23.96
ERM	LABORATORIOS ERMA S.A	29,112,041	0.56	24,413,709	0.28	-4,698,332	-16.14
GBV	GLOBALVET	0	0	0	0	0	0
HEE	HEELCOLOMBIA LTDA	32,621,838	0.63	43,644,388	0.5	11,022,550	33.79
HOL	GABRICA S.A.	115,774,468	2.22	164,469,001	1.87	48,694,533	42.06

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ABRIL 2023

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
ICO	ICOFARMA	94,377,756	1.81	43,304,504	0.49	-51,073,252	-54.12
IFS	CONAVET	12,731,368	0.24	9,067,329	0.1	-3,664,039	-28.78
INC	INTERVET COLOMBIA S.A.	90,562,333	1.74	85,499,081	0.97	-5,063,252	-5.59
INM	INTERVET - MASCOTAS	388,992,963	7.47	261,647,501	2.98	-127,345,462	-32.74
INP	INPEC LTDA	2,646,839	0.05	414,922	0	-2,231,917	-84.32
INT	INVET S.A	57,695,358	1.11	53,996,613	0.61	-3,698,745	-6.41
JVU	LABORATORIOS JV URIBE	13,287,929	0.26	9,628,991	0.11	-3,658,938	-27.54
LCA	LABORATORIOS CALLBEST LTDA	12,865,385	0.25	10,656,118	0.12	-2,209,267	-17.17
LEL	LABORATORIOS LELVE	3,750,660	0.07	2,789,560	0.03	-961,100	-25.62
LIM	LIMPIOOTEC SAS	4,455,677	0.09	5,949,500	0.07	1,493,823	33.53
LOV	DIMEVET S.A.	26,567,294	0.51	21,740,854	0.25	-4,826,440	-18.17
MAR	INDUSTRIAS MARAVEDI CIA LTDA	1,408,717	0.03	688,080	0.01	-720,637	-51.16
MEG	MEGAVET	2,130,672	0.04	3,746,161	0.04	1,615,489	75.82
MER	CARVAL COLOMBIA S.A.	266,077,813	5.11	280,412,629	3.19	14,334,816	5.39
MKT	M.K. TECNOQUIMICAS	102,657,188	1.97	50,919,103	0.58	-51,738,085	-50.4
NOL	NOVARTIS - LINEA LAVERLAM	1,977,897	0.04	1,474,850	0.02	-503,047	-25.43
NOP	NOVARTIS PETS	0	0	0	0	0	0
NUT	LABORATORIOS NUTRIFARMA LTDA.	3,751,375	0.07	2,497,998	0.03	-1,253,377	-33.41
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	56,261,625	1.08	61,789,030	0.7	5,527,405	9.82
PFM	ZOETIS MASCOTAS	139,257,480	2.67	59,843,617	0.68	-79,413,863	-57.03

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

ABRIL 2023

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
PHA	PHARMAVET LTDA.	12,013,284	0.23	6,822,754	0.08	-5,190,530	-43.21
PHK	LABORATORIOS PHARMEK	0	0	0	0	0	0
PPO	PROMOCIONALES	4,169,676	0.08	4,515,280	0.05	345,604	8.29
PRO	PROCONVET S.A.	1,583,971	0.03	4,217,856	0.05	2,633,885	166.28
PRV	LABORATORIOS PROVET LTDA	84,067,193	1.61	40,914,302	0.47	-43,152,891	-51.33
PYL	LAB. PROBYALA	3,302,931	0.06	517,781	0.01	-2,785,150	-84.32
ROP	CARLOS MARIA MORALES SAS	10,539,354	0.2	5,956,662	0.07	-4,582,692	-43.48
SAI	SANIDAD ANIMAL INTEGRAL S.A.	40,658,350	0.78	44,207,079	0.5	3,548,729	8.73
SYN	VIRBAC LINEA SYNTESIS	20,814,319	0.4	18,436,355	0.21	-2,377,964	-11.42
VEC	VECOL S.A	45,776,647	0.88	37,284,231	0.42	-8,492,416	-18.55
VEL	LABORATORIOS VELOX	1,370,778	0.03	748,673	0.01	-622,105	-45.38
VET	LABORATORIOS VETERLAND LTDA.	38,295,852	0.74	17,947,012	0.2	-20,348,840	-53.14
VIC	VICAR DE COLOMBIA S.A	23,823,935	0.46	17,304,992	0.2	-6,518,943	-27.36
VIR	VET.ESPECIALIZADA LINEA VIRBAC	5,193,953	0.1	4,009,505	0.05	-1,184,448	-22.8
VML	LABORATORIOS V.M. LTDA.	1,477,516	0.03	1,575,148	0.02	97,632	6.61
WES	WEISS PHARMA S.A.S	32,075,402	0.62	26,223,111	0.3	-5,852,291	-18.25
ZOO	LABORATORIOS ZOO LTDA	111,544,978	2.14	74,575,385	0.85	-36,969,593	-33.14
SUBTOTAL \$		2,660,068,205	51.09	2,159,110,069	24.55	-500,958,136	-18.83
TOTAL \$		2,660,068,205	51.09	2,159,110,069	24.55	-500,958,136	-18.83

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
ABRIL 2023

FELIPE BARON

CONCENTRADOS IMPORTADOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
963	EVANGERS	9,978,497	0.19	6,579,170	0.07	-3,399,327	-34.07
SUBTOTAL \$		9,978,497	0.19	6,579,170	0.07	-3,399,327	-34.07

CONCENTRADOS NACIONALES

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
957	MASCOLANDIA SAS	776,827	0.01	303,539	0	-473,288	-60.93
SUBTOTAL \$		776,827	0.01	303,539	0	-473,288	-60.93

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
QUA	QUALIVET PHARMACEUTICALS	43,274,857	0.83	69,043,211	0.79	25,768,354	59.55
SUBTOTAL \$		43,274,857	0.83	69,043,211	0.79	25,768,354	59.55

FERRETERIA

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
360	UMCO SA	34,274,770	0.66	20,377,784	0.23	-13,896,986	-40.55
442	KAZ USA INC	639,373	0.01	0	0	-639,373	-100
444	B-AIR	554,790	0.01	0	0	-554,790	-100
466	AGROTOOLS DE COLOMBIA SAS	0	0	0	0	0	0
524	WAHL CLIPPER CORPORATION	102,945	0	7,240	0	-95,705	-92.97
SUBTOTAL \$		35,571,878	0.68	20,385,024	0.23	-15,186,854	-42.69

FERRETERIA IMPORTADOS COMPRA NACIONAL

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
322	AGUIMAR LTDA.	0	0	0	0	0	0
SUBTOTAL \$		0	0	0	0	0	0

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
ABRIL 2023

FELIPE BARON

FERRETERIA IMPORTADOS DIRECTOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
356	TRASCO TRADING COMPANY	45,141	0	225,629	0	180,488	399.83
357	IMACASA	368,326	0.01	130,092	0	-238,234	-64.68
440	DI-MARTINO S.R.L	3,046,981	0.06	1,425,275	0.02	-1,621,706	-53.22
445	NINGBO DB UNION INT'L CO LTD	13,206	0	0	0	-13,206	-100
459	TERKO TECNOLOGIAS AGROPECUARIA	0	0	0	0	0	0
SUBTOTAL \$		3,473,654	0.07	1,780,996	0.02	-1,692,658	-48.73

IMPORTADOS DIRECTO

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%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 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
070	CAVITRON VETERINARIO	0	0	827,423	0.01	827,423	0
SUBTOTAL \$		0	0	827,423	0.01	827,423	0

INSTRUMENTAL IMPORTADO

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
062	NJ Phillips PTY Limited	0	0	33,163	0	33,163	0
SUBTOTAL \$		0	0	33,163	0	33,163	0

INSTRUMENTAL IMPORTADO COMPRA NACIONAL

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
001	PRODUCTOS DESECHABLES	334	0	17,334	0	17,000	5089.82
002	INSTRUMENTAL QUIRURGICO	108,055	0	121,852	0	13,797	12.77
004	INSTRUMENTAL Y EQUIPO VARIO	1,063,669	0.02	630,544	0.01	-433,125	-40.72

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **ABRIL 2023**

FELIPE BARON

INSTRUMENTAL IMPORTADO COMPRA NACIONAL

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
030 INSMEVET S EN C.	0	0	0	0	0	0
031 INSTRUMENTAL VARIOS IMPORTADOS	0	0	2,198,594	0.02	2,198,594	0
035 WISCONSIN & CIA LTDA.	0	0	0	0	0	0
037 COLINSTRUVET	505,702	0.01	13,332	0	-492,370	-97.36
040 IMPO PECUARIOS LTDA	0	0	0	0	0	0
041 INVERSIONES HERCO	0	0	0	0	0	0
043 LHAURA VET LTDA	2,693,264	0.05	1,309,831	0.01	-1,383,433	-51.37
050 LHAURA VET LTDA.	1,891,194	0.04	1,311,819	0.01	-579,375	-30.64
SUBTOTAL \$	6,262,218	0.12	5,603,306	0.06	-658,912	-10.52

INSTRUMENTAL IMPORTADO DIRECTO

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
003 IMPORTACIONES UNIVERSO	46,680,345	0.9	19,359,893	0.22	-27,320,452	-58.53
010 DEMAPLAST SRL	0	0	24,432	0	24,432	0
018 INSTRUMENTAL VETERINARIO FIX	0	0	0	0	0	0
019 FARMING SUPPLY	15,785,708	0.3	6,304,110	0.07	-9,481,598	-60.06
021 INSTRUMENTS SUPPLIES	273,597	0.01	0	0	-273,597	-100
039 FARMING SUPPLY	1,018,525	0.02	494,397	0.01	-524,128	-51.46
045 SYRVET INC	119,764	0	15,192	0	-104,572	-87.32
047 ALLFLEX	0	0	0	0	0	0
048 COOTRAN	0	0	0	0	0	0
056 TRANSCO TRANDING COMPANY	6,548,868	0.13	2,773,791	0.03	-3,775,077	-57.64
057 SYRVET INC	244,624	0	92,326	0	-152,298	-62.26
058 GLOBALVET	19,872,841	0.38	7,007,846	0.08	-12,864,995	-64.74

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **ABRIL 2023**

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INSTRUMENTAL IMPORTADO DIRECTO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
059	ALLFLEX	7,151,523	0.14	3,048,634	0.03	-4,102,889	-57.37
060	COTRAN	19,839	0	150,387	0	130,548	658.04
066	TOGNAZZONI	2,880,551	0.06	1,724,916	0.02	-1,155,635	-40.12
071	VETCO SUPPLY	11,492,967	0.22	4,718,369	0.05	-6,774,598	-58.95
522	EXIMPORT - OSTER	4,966,011	0.1	475,294	0.01	-4,490,717	-90.43
	SUBTOTAL \$	117,055,163	2.25	46,189,587	0.53	-70,865,576	-60.54

INSTRUMENTAL NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
052	GENTRA LTDA	0	0	0	0	0	0
	SUBTOTAL \$	0	0	0	0	0	0

JUGUETES IMPORTADOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
072	THE OUR PETS CO	8,102,444	0.16	2,254,911	0.03	-5,847,533	-72.17
	SUBTOTAL \$	8,102,444	0.16	2,254,911	0.03	-5,847,533	-72.17

MASCOTAS IMPORTADOS COMPRA NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
122	MASCOLANDIA LTDA.	37,380	0	140,483	0	103,103	275.82
141	JARAMILLO L. JUAN A	0	0	0	0	0	0
189	M&B IMPORT	0	0	0	0	0	0
190	PET-GROUP SAS (IDEIAS)	0	0	0	0	0	0
	SUBTOTAL \$	37,380	0	140,483	0	103,103	275.82

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FELIPE BARON

MASCOTAS IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
063	MODERNA PRODUCTOS NV	36,302,954	0.7	25,345,227	0.29	-10,957,727	-30.18
069	Henke Sass Wolf	1,759,320	0.03	9,920,566	0.11	8,161,246	463.89
074	GIGWI HK TRADING CO. LIM	0	0	13,406,007	0.15	13,406,007	0
075	MY FAMILY USA INC	0	0	5,756,903	0.07	5,756,903	0
149	GRACIOUS LIVING	2,331,501	0.04	1,033,843	0.01	-1,297,658	-55.66
156	FERPLAST PET PRODUCTS	20,980,861	0.4	33,535,478	0.38	12,554,617	59.84
157	TRANSCO TRADING COMPANY INC	2,266,688	0.04	1,409,059	0.02	-857,629	-37.84
160	ROGZ (PTY) LTD	23,959,212	0.46	18,016,673	0.2	-5,942,539	-24.8
162	BAMBOO PET - MUNCHKIN	33,864,519	0.65	26,195,359	0.3	-7,669,160	-22.65
163	JW PET COMPANY, INC.	11,804,009	0.23	8,920,503	0.1	-2,883,506	-24.43
172	KONG COMPANY	0	0	7,505	0	7,505	0
182	CANINE HARDWARE	8,642,673	0.17	4,929,680	0.06	-3,712,993	-42.96
183	TRIXIE HEIMTIERBEDARF	130,855,464	2.51	116,899,609	1.33	-13,955,855	-10.67
188	MAMMOTH PRODUCTS	8,245,561	0.16	5,771,987	0.07	-2,473,574	-30
195	LISCAM	6,031,213	0.12	5,018,585	0.06	-1,012,628	-16.79
201	201 OFICIAL S.A. DE C.V. (4BF)	0	0	0	0	0	0
CHI	CHIMIGROUP SRL	22,026,042	0.42	8,443,392	0.1	-13,582,650	-61.67
	SUBTOTAL \$	309,070,017	5.94	284,610,376	3.24	-24,459,641	-7.91

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
102	INDUSTRIAS ARGOS LTDA.	0	0	0	0	0	0
115	GERDTS DIAZ STEPHANIE	531,609	0.01	307,371	0	-224,238	-42.18
973	LE GROUPE INTERSAND CANADA INC	131,632,536	2.53	97,872,758	1.11	-33,759,778	-25.65
	SUBTOTAL \$	132,164,145	2.54	98,180,129	1.12	-33,984,016	-25.71

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FELIPE BARON

TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
564	TRANSCO TRADING COMPANY	11,418,517	0.22	6,738,118	0.08	-4,680,399	-40.99
SUBTOTAL \$		11,418,517	0.22	6,738,118	0.08	-4,680,399	-40.99
TOTAL \$		677,185,597	13.01	542,669,436	6.17	-134,516,161	-19.86

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
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MARCELA SUAREZ

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
CMV	COMERVET S.A.	84,465,788	1.62	54,063,833	0.61	-30,401,955	-35.99
CPH	COASPHARMA SAS	450,980,088	8.66	365,420,711	4.16	-85,559,377	-18.97
TEC	TECNOCALIDAD SAS	242,129,642	4.65	211,474,049	2.4	-30,655,593	-12.66
SUBTOTAL \$		777,575,518	14.94	630,958,593	7.17	-146,616,925	-18.86
TOTAL \$		777,575,518	14.94	630,958,593	7.17	-146,616,925	-18.86

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

ABRIL 2023

MARTHA PINILLOS

ARENAS GATOS PROVEEDOR NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
934	PET SPA	19,206,755	0.37	15,600,669	0.18	-3,606,086	-18.78
950	JARAMILLO PETS	142,473	0	7,574,931	0.09	7,432,458	5216.75
952	MICHOS TOYS SAS	1,538,123	0.03	1,996,607	0.02	458,484	29.81
962	ANIMAL FACTOR SAS	2,258,789	0.04	1,316,009	0.01	-942,780	-41.74
967	VETERINARIA ESPECIALIZADA	19,658,753	0.38	44,469,076	0.51	24,810,323	126.2
977	PRODUCTOS FAMILIA	6,143,440	0.12	5,042,997	0.06	-1,100,443	-17.91
991	IND. AGROPECUARIA JVC SAS	7,557,070	0.15	11,288,558	0.13	3,731,488	49.38
	SUBTOTAL \$	56,505,403	1.09	87,288,847	0.99	30,783,444	54.48

CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
904	NESTLE PURINA PET CARE	153,611,211	2.95	169,379,712	1.93	15,768,501	10.27
909	ROYAL CANIN COLOMBIA	-3,790,889,446	-72.81	1,797,068	0.02	3,792,686,514	-100.05
911	GABRICA S.A.	1,848,965,353	35.51	1,959,390,102	22.28	110,424,749	5.97
912	MASTERFOODS COLOMBIA	115,157,839	2.21	43,563,484	0.5	-71,594,355	-62.17
916	EL PUNTO FERTIL	13,406,423	0.26	38,882,028	0.44	25,475,605	190.03
918	JARAMILLO PETS & CIA S.C.A.	412,089,214	7.92	684,630,838	7.78	272,541,624	66.14
936	ROYAL CANIN COLOMBIA	225,708,449	4.34	319,274,697	3.63	93,566,248	41.45
965	PLB SUPER PREMIUM	81,815,851	1.57	108,046,292	1.23	26,230,441	32.06
971	COMERCIALIZADORA PESTAR SAS	244,266,535	4.69	75,530,611	0.86	-168,735,924	-69.08
	SUBTOTAL \$	-695,868,571	-13.37	3,400,494,832	38.67	4,096,363,403	-588.67

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
900	APETIT MASCOTAS	1,320,082	0.03	200,679	0	-1,119,403	-84.8

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **ABRIL 2023**

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
902	INSUMOS DE LOS ANDES	104,704	0	513,709	0.01	409,005	390.63
905	CONCENTRADOS EL RANCHO LTDA	807,205	0.02	1,342,792	0.02	535,587	66.35
906	INCROS DE COLOMBIA	1,124,657	0.02	848,548	0.01	-276,109	-24.55
907	CONCENTRADOS EL RANCHO	0	0	399,864	0	399,864	0
908	MOTTA FORERO GINETH	1,239,308	0.02	754,600	0.01	-484,708	-39.11
910	ITALCOL DEL OCCIDENTE	495,521,642	9.52	570,981,183	6.49	75,459,541	15.23
914	ALIMENTOS NUTRION S.A.	41,033,885	0.79	88,323,720	1	47,289,835	115.25
915	PIXIE SAS	64,407,791	1.24	57,289,470	0.65	-7,118,321	-11.05
917	PELUDITOS BARF SAS	6,595,433	0.13	9,639,563	0.11	3,044,130	46.16
919	NESTLE PURINA PETCARE	282,946,767	5.43	286,471,983	3.26	3,525,216	1.25
944	WILLS BONILLA CONSTANZA MARGAR	431,173	0.01	312,136	0	-119,037	-27.61
947	GRUPO EMPRESARIAL BAHITI	3,361,002	0.06	2,896,688	0.03	-464,314	-13.81
954	COMERCIALIZADORABOGOTANAS.A.S.	2,821,542	0.05	2,123,851	0.02	-697,691	-24.73
956	IMPULSORES INTERNACIONALES	3,995,113	0.08	5,444,813	0.06	1,449,700	36.29
959	TASTY PLANET	115,692	0	0	0	-115,692	-100
960	GESTO AGRO SAS	81,171,254	1.56	92,683,928	1.05	11,512,674	14.18
964	PETS ANDINA SA	4,955,865	0.1	11,402,419	0.13	6,446,554	130.08
968	AIKOS LTDA	2,764,870	0.05	1,770,593	0.02	-994,277	-35.96
969	EMBUMASCOTAS	198,275	0	0	0	-198,275	-100
970	TOMASA'S BAKERY LATAM SAS	3,275,700	0.06	3,020,267	0.03	-255,433	-7.8
974	BARF COLOMBIA SAS	1,431,065	0.03	2,623,035	0.03	1,191,970	83.29
976	JOYFUL PETS SAS	30,775	0	0	0	-30,775	-100
978	WOW CAN SAS	7,925,182	0.15	9,516,816	0.11	1,591,634	20.08

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

ABRIL 2023

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
979	MAXIPETS SAS	101,590,852	1.95	227,101,857	2.58	125,511,005	123.55
980	ALIMENTOS POLAR	33,457,373	0.64	51,381,591	0.58	17,924,218	53.57
987	DOGSY GOURMET SAS	1,244,908	0.02	2,838,866	0.03	1,593,958	128.04
988	LABORATORIOS ZOO	828,975	0.02	0	0	-828,975	-100
990	SOLLA	31,323,565	0.6	42,090,694	0.48	10,767,129	34.37
992	PROYECTO E SAS	712,822	0.01	551,604	0.01	-161,218	-22.62
993	ALIMENTOS FINCA S.A.	26,646,905	0.51	39,350,088	0.45	12,703,183	47.67
994	TERRA FOODS SAS	0	0	1,688,331	0.02	1,688,331	0
995	MEALS DE COLOMBIA S.A	0	0	88,690	0	88,690	0
	SUBTOTAL \$	1,203,384,382	23.11	1,513,652,378	17.21	310,267,996	25.78

CONSUMO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
011	CNCL	0	0	0	0	0	0
020	ENZICOL LTDA	154,599	0	0	0	-154,599	-100
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	1,228,962	0.02	360,285	0	-868,677	-70.68
	SUBTOTAL \$	1,383,561	0.03	360,285	0	-1,023,276	-73.96

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
BON	BONAVET LTDA	6,277,409	0.12	4,634,278	0.05	-1,643,131	-26.18
DRC	IG COLOMBIA S.A.	27,571,511	0.53	28,173,045	0.32	601,534	2.18
FRA	DINKY PETT SAS	5,394,970	0.1	4,129,970	0.05	-1,265,000	-23.45

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

ABRIL 2023

MARTHA PINILLOS

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
GLP	MC COLER	794,645	0.02	811,581	0.01	16,936	2.13
JUC	JUAN CASTELLANOS RODRIGUEZ	1,185,239	0.02	2,058,452	0.02	873,213	73.67
SAP	SOLUCIONES AGRICOLAS PECUARIAS	8,911,365	0.17	9,492,502	0.11	581,137	6.52
SUBTOTAL \$		50,135,139	0.96	49,299,828	0.56	-835,311	-1.67

FERRETERIA

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
202	MPORTADORA GONZALEZ OSUNA SAS	193,614	0	2,899,154	0.03	2,705,540	1397.39
203	PROTEX S.A	16,246	0	47,852	0	31,606	194.55
208	PROTEX S.A	1,293,644	0.02	583,576	0.01	-710,068	-54.89
230	F-SHIELD	53,410	0	109,160	0	55,750	104.38
300	TREFILADOS DE COLOMBIA LT	3,731,209	0.07	12,187,806	0.14	8,456,597	226.64
308	FERCON S.A.	1,191,518	0.02	1,848,288	0.02	656,770	55.12
320	LIDER CAMARGO SAS	2,570,913	0.05	1,385,502	0.02	-1,185,411	-46.11
324	LIDER CAMARGO SAS	42,018	0	0	0	-42,018	-100
338	J.E.N S.A	621,749	0.01	862,471	0.01	240,722	38.72
340	FERCON S.A.	112,810	0	87,597	0	-25,213	-22.35
352	LHAURA VET	1,571,616	0.03	2,419,044	0.03	847,428	53.92
403	AGROINTEGRAL ANDINA S.A.	6,116,698	0.12	6,458,980	0.07	342,282	5.6
405	TORRES BORJA NATALIA	313,845	0.01	209,230	0	-104,615	-33.33
406	PENAGOS HNOS Y CIA LTDA	0	0	0	0	0	0
410	ENERGIA Y POTENCIA	0	0	0	0	0	0
418	GLOBAL MOTOR LTDA	1,183,857	0.02	740,964	0.01	-442,893	-37.41
428	DUWEST COLOMBIA SAS	0	0	0	0	0	0

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **ABRIL 2023**

MARTHA PINILLOS

FERRETERIA

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
429	INSMEVET S EN C	295,665	0.01	0	0	-295,665	-100
435	KARCHER SAS	0	0	0	0	0	0
450	MECANELECTRO S.A.S	11,609,848	0.22	13,344,486	0.15	1,734,638	14.94
455	DURESPO S.A.	7,017,536	0.13	9,272,995	0.11	2,255,459	32.14
463	BEAVER S.A.	0	0	0	0	0	0
465	PLASTICAUCHO COLOMBIA SA.	39,000	0	2,042,888	0.02	2,003,888	5138.17
475	HUSQVRNA	8,485,852	0.16	11,416,893	0.13	2,931,041	34.54
501	CERCAS EL CEBU LTDA	8,838,384	0.17	8,762,604	0.1	-75,780	-0.86
502	JUAN GUZMAN BARRERO	0	0	0	0	0	0
503	COLEMPAQUES LTDA.	0	0	591,976	0.01	591,976	0
505	GROUPE SEB COLOMBIA	330,078	0.01	2,208,442	0.03	1,878,364	569.07
506	DANIEL RODRIGUEZ	295,003	0.01	120,004	0	-174,999	-59.32
508	JUVENIA SA	0	0	0	0	0	0
509	MANUEL ARIZA OROSCO	462,500	0.01	887,500	0.01	425,000	91.89
510	FUNDICION J-P	0	0	0	0	0	0
511	DEL AGRO SOLUCIONES PARA EL CAMPO	650,520	0.01	1,749,914	0.02	1,099,394	169
515	GIRALDO LARA LTDA	0	0	0	0	0	0
516	REPRESENTACIONES Y DISTRIBUCIO	0	0	0	0	0	0
519	ROTOPLAST	0	0	0	0	0	0
526	DELAVAL LTDA	0	0	0	0	0	0
599	GARANTIAS Y REPARACIONES	86,555	0	107,563	0	21,008	24.27
	SUBTOTAL \$	57,124,088	1.1	80,344,889	0.91	23,220,801	40.65

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ABRIL 2023

MARTHA PINILLOS

INSTRUMENTAL NACIONAL

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
007 EMPRESA GENETICA ESPECIAL	0	0	0	0	0	0
012 EMILIO ACUÑA	222,034	0	16,842	0	-205,192	-92.41
022 PLASTLAVET	725,054	0.01	883,771	0.01	158,717	21.89
025 ANDINA DE TECNOLOGIA	925,105	0.02	472,994	0.01	-452,111	-48.87
SUBTOTAL \$	1,872,193	0.04	1,373,607	0.02	-498,586	-26.63

INSUMOS AGRICOLAS

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
600 DUWEST	10,984,597	0.21	22,486,390	0.26	11,501,793	104.71
601 INVESA S.A.	30,283,267	0.58	15,831,044	0.18	-14,452,223	-47.72
602 AGROINFESA	2,143,181	0.04	20,685,701	0.24	18,542,520	865.19
603 COLINAGRO S.A.	19,544,199	0.38	10,492,449	0.12	-9,051,750	-46.31
604 SUPERABONO LTDA.	164,854	0	0	0	-164,854	-100
609 CONTROL PLUS SAS	3,482,458	0.07	541,380	0.01	-2,941,078	-84.45
610 AGROINTEGRAL ANDINA S.A	5,027,328	0.1	5,170,122	0.06	142,794	2.84
616 PERMOFIELTROS LTDA	378,082	0.01	190,442	0	-187,640	-49.63
617 AGROFERTILIZANTES DE COLOMBIA	15,629,002	0.3	5,534,673	0.06	-10,094,329	-64.59
619 EL SEMILLERO E.U.	648,606	0.01	467,014	0.01	-181,592	-28
628 PROQUIMCOL LTDA.	230,889	0	160,727	0	-70,162	-30.39
635 FERTILIZANTES VARIOS	4,440,577	0.09	3,253,434	0.04	-1,187,143	-26.73
644 LABORATORIOS AUROFARMA	2,782,771	0.05	2,712,028	0.03	-70,743	-2.54
650 FERTIPREMIUM SAS	2,010,684	0.04	425,337	0	-1,585,347	-78.85
656 ABONEX SAS	93,176	0	226,828	0	133,652	143.44
SUBTOTAL \$	97,843,671	1.88	88,177,569	1	-9,666,102	-9.88

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

ABRIL 2023

MARTHA PINILLOS

LIBROS Y REVISTAS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
810	LIBROS Y REVISTAS	0	0	0	0	0	0
	SUBTOTAL \$	0	0	0	0	0	0

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
100	GABRICA SA	39,917,398	0.77	21,144,431	0.24	-18,772,967	-47.03
101	NAVCAR SAS	1,350,735	0.03	1,008,525	0.01	-342,210	-25.34
103	LA PINTA DOG	0	0	0	0	0	0
104	HORUS PET TRADING COMPANY SAS	301,125	0.01	0	0	-301,125	-100
105	MOLDEADO INDUSTRIAL DE COLOMBIA SAS	161,500	0	0	0	-161,500	-100
106	EBRANDI MEDIOS S.A.	0	0	24,728	0	24,728	0
107	CORPORAC. MUNDIAL DE LA MUJER	36,968	0	1,182,852	0.01	1,145,884	3099.66
108	CAPITAL MARK'S SAS	9,799,615	0.19	20,530,876	0.23	10,731,261	109.51
109	HOME-VET SAS	0	0	0	0	0	0
110	TASTY PLANET	32,760,743	0.63	1,903,598	0.02	-30,857,145	-94.19
111	ASIAMERICA TRADING SAS	631,912	0.01	326,685	0	-305,227	-48.3
112	FELCAN SAS	27,165,328	0.52	22,499,358	0.26	-4,665,970	-17.18
113	GREEN TRADING SAS	3,003,455	0.06	2,016,715	0.02	-986,740	-32.85
114	DIAZ MARTINEZ PAMELA ANDREA	0	0	30,293	0	30,293	0
117	WAPET SAS	2,119,872	0.04	3,651,734	0.04	1,531,862	72.26
119	AL TORNO SAS	7,049,033	0.14	12,468,776	0.14	5,419,743	76.89
120	COMERCIALIZADORA BOGOTANA LTDA	3,222,348	0.06	1,401,212	0.02	-1,821,136	-56.52
121	CI EVOLUTION BRANDS COLOMBIA SAS	81,476	0	224,837	0	143,361	175.95
123	MERINO TRADING CO LTDA	0	0	0	0	0	0

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **ABRIL 2023**

MARTHA PINILLOS

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
124	PRIME PET	2,290,042	0.04	384,710	0	-1,905,332	-83.2
125	ID TRACK SAS	0	0	0	0	0	0
126	RODRIGUEZ DANIEL	360,804	0.01	0	0	-360,804	-100
128	MORAI SAS	0	0	0	0	0	0
133	MECANICA INDUSTRIAL	1,768,959	0.03	704,158	0.01	-1,064,801	-60.19
134	IG COLOMBIA S.A	78,387	0	0	0	-78,387	-100
135	CORTEZ CABRERA LUIS	1,274,289	0.02	202,715	0	-1,071,574	-84.09
136	NALSANI SA	11,670,390	0.22	12,138,234	0.14	467,844	4.01
138	PLASTICOS RIMAX S.A.S	0	0	0	0	0	0
139	PREDADOR PETS SAS	0	0	2,325,049	0.03	2,325,049	0
140	ANIMAL FACTOR SAS	77,274,440	1.48	60,776,958	0.69	-16,497,482	-21.35
153	COLOMBIANA DE BIODesarrollo SAS	2,314,071	0.04	1,943,696	0.02	-370,375	-16.01
173	CASTRELLON MELO NESTOR LE	6,431,601	0.12	7,096,454	0.08	664,853	10.34
175	TOMMY DOGS LTDA	0	0	44,509	0	44,509	0
179	CONAVET LTDA	6,785,319	0.13	3,331,728	0.04	-3,453,591	-50.9
184	COLEMPAQUES LTDA	473,462	0.01	0	0	-473,462	-100
186	DE PASEO CON LOS PELUDITOS	2,734,337	0.05	1,153,655	0.01	-1,580,682	-57.81
191	INDEPHAR SAS	276,100	0.01	0	0	-276,100	-100
192	HENRY ARTURO COY MONSALVE	0	0	0	0	0	0
198	PRODUCTOS FAMILIA SANCELA S.A.	17,422,228	0.33	14,599,533	0.17	-2,822,695	-16.2
	SUBTOTAL \$	258,755,937	4.97	193,116,019	2.2	-65,639,918	-25.37

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
ABRIL 2023

MARTHA PINILLOS

SALES Y MELAZAS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
901	MIELES Y AZUCARES DEL VALLE	276,888	0.01	2,819,128	0.03	2,542,240	918.15
903	QUIMPAC	73,220	0	0	0	-73,220	-100
929	SOMEX S.A	9,313,741	0.18	5,162,113	0.06	-4,151,628	-44.58
SUBTOTAL \$		9,663,849	0.19	7,981,241	0.09	-1,682,608	-17.41

SEMILLAS Y BRACHARIAS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
703	FERCON	21,868,176	0.42	19,230,034	0.22	-2,638,142	-12.06
705	DISTRIBUIDORA DE ABONOS	279,001	0.01	5,514,702	0.06	5,235,701	1876.59
709	IMPULSORES INTERNACIONALES LTD	4,852,001	0.09	9,853,782	0.11	5,001,781	103.09
726	DURESPO S.A.	0	0	0	0	0	0
SUBTOTAL \$		26,999,178	0.52	34,598,518	0.39	7,599,340	28.15

TALABARTERIA Y EQUINOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
551	INVERSIONES SILDARRIAGA GOMEZ	1,528,317	0.03	871,929	0.01	-656,388	-42.95
553	EMCOCLAVOS S.A	834,770	0.02	505,953	0.01	-328,817	-39.39
555	ANGARITA CLARA INES	0	0	0	0	0	0
558	MESACE S.A	20,888,160	0.4	2,655,059	0.03	-18,233,101	-87.29
568	AL TORNO S.A.S	367,826	0.01	1,161,664	0.01	793,838	215.82
SUBTOTAL \$		23,619,073	0.45	5,194,605	0.06	-18,424,468	-78.01
TOTAL \$		1,091,417,903	20.96	5,461,882,618	62.1	4,370,464,715	400.44

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
ABRIL 2023

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
TOTAL EMP \$	5,206,247,223	100	8,794,620,716	100	3,588,373,493	68.92

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