

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**FANNY RODRIGUEZ**

**DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
AGL	AGL	12,339,823	0.03	10,821,611	0.03	-1,518,212	-12.3
AGN	AGROINTEGRAL ANDINA SA	34,585,707	0.1	37,162,176	0.09	2,576,469	7.45
AGZ	AGROZ S.A.	0	0	0	0	0	0
BAF	BASIC FARM LTDA	226,888,142	0.64	241,479,539	0.61	14,591,397	6.43
BAI	PLACOR	24,147,441	0.07	13,630,905	0.03	-10,516,536	-43.55
BAY	BAYER S.A	434,526,188	1.23	459,124,178	1.16	24,597,990	5.66
BIS	BIOSTAR PHARMACEUTICA	1,210,416,020	3.42	1,289,992,874	3.26	79,576,854	6.57
BOE	BOEHRINGER INGELHEIM S.A.	0	0	0	0	0	0
BUS	LABORATORIOS BUSSIE	117,696,325	0.33	124,064,672	0.31	6,368,347	5.41
CAL	COMPANIA CALIFORNIA - Ganaderi	56,150,421	0.16	65,085,495	0.16	8,935,074	15.91
CAM	CALIFORNIA MASCOTAS	110,439,715	0.31	118,740,303	0.3	8,300,588	7.52
CAN	COMERCIALIZADORA BOGOTANA SAS	140,257,367	0.4	120,337,419	0.3	-19,919,948	-14.2
CAR	LABORATORIOS CALIER DE LOS AND	127,626,715	0.36	117,112,874	0.3	-10,513,841	-8.24
CEA	CEAGRO	0	0	0	0	0	0
CEL	CELLS LABORATORIO	13,427,904	0.04	10,153,385	0.03	-3,274,519	-24.39
CHA	CHALVER VETERINARIA LTDA.	451,693,613	1.28	470,684,018	1.19	18,990,405	4.2
COR	CORPAUL	44,947,359	0.13	63,782,710	0.16	18,835,351	41.91
DVT	DISVETAGRO SAS	22,272,486	0.06	19,214,469	0.05	-3,058,017	-13.73
EDO	EDO	12,657,893	0.04	23,483,892	0.06	10,825,999	85.53
ELA	ELE LILLY INTERAMER ELANCO	313,911,182	0.89	353,523,729	0.89	39,612,547	12.62
ERM	LABORATORIOS ERMA S.A	190,034,467	0.54	141,314,305	0.36	-48,720,162	-25.64
GBV	GLOBALVET	0	0	0	0	0	0
HEE	HEELCOLOMBIA LTDA	130,213,467	0.37	104,386,001	0.26	-25,827,466	-19.83
HOL	GABRICA S.A.	480,070,486	1.36	611,037,796	1.54	130,967,310	27.28

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## ABRIL 2023

**FANNY RODRIGUEZ**

**DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
ICO	ICOFARMA	332,713,667	0.94	253,268,776	0.64	-79,444,891	-23.88
IFS	CONAVET	57,208,996	0.16	76,958,235	0.19	19,749,239	34.52
INC	INTERVET COLOMBIA S.A.	434,484,590	1.23	555,013,066	1.4	120,528,476	27.74
INM	INTERVET - MASCOTAS	1,683,345,796	4.76	1,949,617,171	4.92	266,271,375	15.82
INP	INPEC LTDA	6,459,881	0.02	793,299	0	-5,666,582	-87.72
INT	INVET S.A	222,245,592	0.63	263,589,985	0.67	41,344,393	18.6
JVU	LABORATORIOS JV URIBE	60,238,187	0.17	46,803,872	0.12	-13,434,315	-22.3
LCA	LABORATORIOS CALLBEST LTDA	51,454,693	0.15	65,870,929	0.17	14,416,236	28.02
LEL	LABORATORIOS LELVE	17,588,433	0.05	11,225,847	0.03	-6,362,586	-36.17
LIM	LIMPIOOTEC SAS	18,639,982	0.05	21,320,152	0.05	2,680,170	14.38
LOV	DIMEVET S.A.	124,575,829	0.35	135,201,226	0.34	10,625,397	8.53
MAR	INDUSTRIAS MARAVEDI CIA LTDA	6,527,445	0.02	7,016,774	0.02	489,329	7.5
MEG	MEGAVET	9,458,861	0.03	19,363,609	0.05	9,904,748	104.71
MER	CARVAL COLOMBIA S.A.	1,054,780,124	2.98	1,651,245,382	4.17	596,465,258	56.55
MKT	M.K. TECNOQUIMICAS	360,259,959	1.02	345,108,376	0.87	-15,151,583	-4.21
NOL	NOVARTIS - LINEA LAVERLAM	5,676,520	0.02	7,776,286	0.02	2,099,766	36.99
NOP	NOVARTIS PETS	0	0	0	0	0	0
NUT	LABORATORIOS NUTRIFARMA LTDA.	15,384,476	0.04	13,191,178	0.03	-2,193,298	-14.26
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	265,412,606	0.75	332,302,230	0.84	66,889,624	25.2
PFM	ZOETIS MASCOTAS	518,915,802	1.47	252,721,725	0.64	-266,194,077	-51.3

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**FANNY RODRIGUEZ**

**DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
PHA	PHARMAVET LTDA.	47,844,172	0.14	45,243,356	0.11	-2,600,816	-5.44
PHK	LABORATORIOS PHARMEK	0	0	0	0	0	0
PPO	PROMOCIONALES	23,495,971	0.07	33,024,991	0.08	9,529,020	40.56
PRO	PROCONVET S.A.	6,880,039	0.02	17,715,740	0.04	10,835,701	157.49
PRV	LABORATORIOS PROVET LTDA	338,473,845	0.96	351,076,917	0.89	12,603,072	3.72
PYL	LAB. PROBYALA	13,071,555	0.04	4,713,990	0.01	-8,357,565	-63.94
ROP	CARLOS MARIA MORALES SAS	41,067,537	0.12	59,095,458	0.15	18,027,921	43.9
SAI	SANIDAD ANIMAL INTEGRAL S.A.	176,006,038	0.5	226,151,726	0.57	50,145,688	28.49
SYN	VIRBAC LINEA SYNTESIS	83,066,044	0.23	96,992,011	0.24	13,925,967	16.76
VEC	VECOL S.A	269,673,754	0.76	282,504,199	0.71	12,830,445	4.76
VEL	LABORATORIOS VELOX	5,806,140	0.02	5,088,132	0.01	-718,008	-12.37
VET	LABORATORIOS VETERLAND LTDA.	159,046,003	0.45	151,572,890	0.38	-7,473,113	-4.7
VIC	VICAR DE COLOMBIA S.A	109,599,128	0.31	95,526,921	0.24	-14,072,207	-12.84
VIR	VET.ESPECIALIZADA LINEA VIRBAC	29,871,278	0.08	26,984,661	0.07	-2,886,617	-9.66
VML	LABORATORIOS V.M. LTDA.	10,406,454	0.03	14,388,638	0.04	3,982,184	38.27
WES	WEISS PHARMA S.A.S	105,693,897	0.3	125,427,586	0.32	19,733,689	18.67
ZOO	LABORATORIOS ZOO LTDA	428,824,069	1.21	461,047,368	1.16	32,223,299	7.51
SUBTOTAL \$		11,248,500,084	31.78	12,400,075,053	31.32	1,151,574,969	10.24
TOTAL \$		11,248,500,084	31.78	12,400,075,053	31.32	1,151,574,969	10.24

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

**FELIPE BARON**

## **CONCENTRADOS IMPORTADOS**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
963	EVANGERS	32,656,586	0.09	21,131,802	0.05	-11,524,784	-35.29
	<b>SUBTOTAL \$</b>	32,656,586	0.09	21,131,802	0.05	-11,524,784	-35.29

## **CONCENTRADOS NACIONALES**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
957	MASCOLANDIA SAS	2,651,944	0.01	1,990,762	0.01	-661,182	-24.93
	<b>SUBTOTAL \$</b>	2,651,944	0.01	1,990,762	0.01	-661,182	-24.93

## **DROGAS Y MEDICAMENTOS**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
QUA	QUALIVET PHARMACEUTICALS	284,097,303	0.8	295,495,176	0.75	11,397,873	4.01
	<b>SUBTOTAL \$</b>	284,097,303	0.8	295,495,176	0.75	11,397,873	4.01

## **FERRETERIA**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
360	UMCO SA	134,521,879	0.38	280,379,651	0.71	145,857,772	108.43
442	KAZ USA INC	1,253,672	0	2,486,749	0.01	1,233,077	98.36
444	B-AIR	5,275,479	0.01	0	0	-5,275,479	-100
466	AGROTOOLS DE COLOMBIA SAS	0	0	0	0	0	0
524	WAHL CLIPPER CORPORATION	2,764,559	0.01	175,081	0	-2,589,478	-93.67
	<b>SUBTOTAL \$</b>	143,815,589	0.41	283,041,481	0.71	139,225,892	96.81

## **FERRETERIA IMPORTADOS COMPRA NACIONAL**

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

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**FELIPE BARON**

### FERRETERIA IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
356	TRASCO TRADING COMPANY	943,423	0	997,559	0	54,136	5.74
357	IMACASA	1,527,187	0	520,853	0	-1,006,334	-65.89
440	DI-MARTINO S.R.L	12,373,934	0.03	10,194,103	0.03	-2,179,831	-17.62
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
	<b>SUBTOTAL \$</b>	<b>14,857,750</b>	<b>0.04</b>	<b>11,712,515</b>	<b>0.03</b>	<b>-3,145,235</b>	<b>-21.17</b>

### IMPORTADOS DIRECTO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
SPE	QUIMICA INDUSTRIAL SPES	0	0	0	0	0	0
	<b>SUBTOTAL \$</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

### INSTRUMENTAL DIRECTO IMPORTADO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
070	CAVITRON VETERINARIO	1,412,068	0	4,495,018	0.01	3,082,950	218.33
	<b>SUBTOTAL \$</b>	<b>1,412,068</b>	<b>0</b>	<b>4,495,018</b>	<b>0.01</b>	<b>3,082,950</b>	<b>218.33</b>

### INSTRUMENTAL IMPORTADO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
062	NJ Phillips PTY Limited	0	0	214,655	0	214,655	0
	<b>SUBTOTAL \$</b>	<b>0</b>	<b>0</b>	<b>214,655</b>	<b>0</b>	<b>214,655</b>	<b>0</b>

### INSTRUMENTAL IMPORTADO COMPRA NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
001	PRODUCTOS DESECHABLES	2,002	0	138,672	0	136,670	6826.67
002	INSTRUMENTAL QUIRURGICO	1,585,812	0	651,274	0	-934,538	-58.93
004	INSTRUMENTAL Y EQUIPO VARIO	6,749,002	0.02	4,225,859	0.01	-2,523,143	-37.39

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## 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	9,900,932	0.03	25,340,518	0.06	15,439,586	155.94
035	WISCONSIN & CIA LTDA.	0	0	0	0	0	0
037	COLINSTRUVET	2,220,648	0.01	1,442,771	0	-777,877	-35.03
040	IMPO PECUARIOS LTDA	0	0	0	0	0	0
041	INVERSIONES HERCO	0	0	0	0	0	0
043	LHAURA VET LTDA	12,512,618	0.04	11,285,187	0.03	-1,227,431	-9.81
050	LHAURA VET LTDA.	9,656,507	0.03	7,566,386	0.02	-2,090,121	-21.64
	<b>SUBTOTAL \$</b>	<b>42,627,521</b>	<b>0.12</b>	<b>50,650,667</b>	<b>0.13</b>	<b>8,023,146</b>	<b>18.82</b>

### INSTRUMENTAL IMPORTADO DIRECTO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
003	IMPORTACIONES UNIVERSO	258,508,721	0.73	206,497,434	0.52	-52,011,287	-20.12
010	DEMAPLAST SRL	0	0	125,886	0	125,886	0
018	INSTRUMENTAL VETERINARIO FIX	0	0	0	0	0	0
019	FARMING SUPPLY	64,217,027	0.18	67,627,637	0.17	3,410,610	5.31
021	INSTRUMENTS SUPPLIES	534,026	0	55,020	0	-479,006	-89.7
039	FARMING SUPPLY	4,783,226	0.01	4,066,664	0.01	-716,562	-14.98
045	SYRVET INC	209,763	0	419,394	0	209,631	99.94
047	ALLFLEX	0	0	0	0	0	0
048	COOTRAN	0	0	0	0	0	0
056	TRANSCO TRANDING COMPANY	13,618,752	0.04	12,130,144	0.03	-1,488,608	-10.93
057	SYRVET INC	505,686	0	417,359	0	-88,327	-17.47
058	GLOBALVET	71,654,943	0.2	51,178,703	0.13	-20,476,240	-28.58

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO ABRIL 2023

FELIPE BARON

## INSTRUMENTAL IMPORTADO DIRECTO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
059	ALLFLEX	28,639,288	0.08	29,415,881	0.07	776,593	2.71
060	COTRAN	43,566	0	383,593	0	340,027	780.49
066	TOGNAZZONI	8,667,951	0.02	10,476,047	0.03	1,808,096	20.86
071	VETCO SUPPLY	53,001,901	0.15	24,556,935	0.06	-28,444,966	-53.67
522	EXIMPORT - OSTER	16,334,030	0.05	5,552,941	0.01	-10,781,089	-66
	<b>SUBTOTAL \$</b>	<b>520,718,880</b>	<b>1.47</b>	<b>412,903,638</b>	<b>1.04</b>	<b>-107,815,242</b>	<b>-20.71</b>

## INSTRUMENTAL NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
052	GENTRA LTDA	0	0	0	0	0	0
	<b>SUBTOTAL \$</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## JUGUETES IMPORTADOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
072	THE OUR PETS CO	45,121,091	0.13	13,627,973	0.03	-31,493,118	-69.8
	<b>SUBTOTAL \$</b>	<b>45,121,091</b>	<b>0.13</b>	<b>13,627,973</b>	<b>0.03</b>	<b>-31,493,118</b>	<b>-69.8</b>

## MASCOTAS IMPORTADOS COMPRA NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
122	MASCOLANDIA LTDA.	1,311,822	0	988,976	0	-322,846	-24.61
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
	<b>SUBTOTAL \$</b>	<b>1,311,822</b>	<b>0</b>	<b>988,976</b>	<b>0</b>	<b>-322,846</b>	<b>-24.61</b>

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

FELIPE BARON

### MASCOTAS IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
063	MODERNA PRODUCTOS NV	148,671,312	0.42	101,266,488	0.26	-47,404,824	-31.89
069	Henke Sass Wolf	6,336,029	0.02	14,162,319	0.04	7,826,290	123.52
074	GIGWI HK TRADING CO. LIM	0	0	46,171,064	0.12	46,171,064	0
075	MY FAMILY USA INC	433,301	0	20,700,368	0.05	20,267,067	4677.36
149	GRACIOUS LIVING	13,025,046	0.04	6,506,378	0.02	-6,518,668	-50.05
156	FERPLAST PET PRODUCTS	114,660,998	0.32	165,210,694	0.42	50,549,696	44.09
157	TRANSCO TRADING COMPANY INC	11,764,180	0.03	9,826,465	0.02	-1,937,715	-16.47
160	ROGZ (PTY) LTD	58,989,219	0.17	89,359,235	0.23	30,370,016	51.48
162	BAMBOO PET - MUNCHKIN	162,372,198	0.46	198,924,863	0.5	36,552,665	22.51
163	JW PET COMPANY, INC.	51,513,961	0.15	37,124,469	0.09	-14,389,492	-27.93
172	KONG COMPANY	109,082	0	116,709	0	7,627	6.99
182	CANINE HARDWARE	33,805,154	0.1	24,641,586	0.06	-9,163,568	-27.11
183	TRIXIE HEIMTIERBEDARF	488,701,722	1.38	457,828,472	1.16	-30,873,250	-6.32
188	MAMMOTH PRODUCTS	35,918,370	0.1	20,600,578	0.05	-15,317,792	-42.65
195	LISCAM	25,831,486	0.07	20,136,559	0.05	-5,694,927	-22.05
201	201 OFICIAL S.A. DE C.V. (4BF)	0	0	0	0	0	0
CHI	CHIMIGROUP SRL	101,436,377	0.29	94,326,845	0.24	-7,109,532	-7.01
	<b>SUBTOTAL \$</b>	<b>1,253,568,435</b>	<b>3.54</b>	<b>1,306,903,092</b>	<b>3.3</b>	<b>53,334,657</b>	<b>4.25</b>

### 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	2,137,395	0.01	1,355,467	0	-781,928	-36.58
973	LE GROUPE INTERSAND CANADA INC	380,908,286	1.08	413,002,970	1.04	32,094,684	8.43
	<b>SUBTOTAL \$</b>	<b>383,045,681</b>	<b>1.08</b>	<b>414,358,437</b>	<b>1.05</b>	<b>31,312,756</b>	<b>8.17</b>



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

**FELIPE BARON**

**TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS**

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
564	TRANSCO TRADING COMPANY	50,926,630	0.14	19,977,155	0.05	-30,949,475	-60.77
SUBTOTAL \$		50,926,630	0.14	19,977,155	0.05	-30,949,475	-60.77
TOTAL \$		2,776,811,300	7.85	2,837,491,347	7.17	60,680,047	2.19

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

**MARCELA SUAREZ**

**DROGAS Y MEDICAMENTOS**

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
CMV	COMERVET S.A.	254,436,279	0.72	242,889,785	0.61	-11,546,494	-4.54
CPH	COASPHARMA SAS	2,353,794,821	6.65	2,318,118,010	5.86	-35,676,811	-1.52
TEC	TECNOCALIDAD SAS	897,398,649	2.54	1,067,370,080	2.7	169,971,431	18.94
SUBTOTAL \$		3,505,629,749	9.9	3,628,377,875	9.16	122,748,126	3.5
TOTAL \$		3,505,629,749	9.9	3,628,377,875	9.16	122,748,126	3.5

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

MARTHA PINILLOS

### ARENAS GATOS PROVEEDOR NACIONAL

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
934	PET SPA	71,879,326	0.2	58,889,592	0.15	-12,989,734	-18.07
950	JARAMILLO PETS	9,464,214	0.03	26,256,031	0.07	16,791,817	177.42
952	MICHOS TOYS SAS	5,985,395	0.02	5,436,599	0.01	-548,796	-9.17
962	ANIMAL FACTOR SAS	7,551,243	0.02	4,986,280	0.01	-2,564,963	-33.97
967	VETERINARIA ESPECIALIZADA	63,081,330	0.18	173,896,975	0.44	110,815,645	175.67
977	PRODUCTOS FAMILIA	14,539,446	0.04	17,375,043	0.04	2,835,597	19.5
991	IND. AGROPECUARIA JVC SAS	31,592,039	0.09	52,768,754	0.13	21,176,715	67.03
	<b>SUBTOTAL \$</b>	<b>204,092,993</b>	<b>0.58</b>	<b>339,609,274</b>	<b>0.86</b>	<b>135,516,281</b>	<b>66.4</b>

### CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
904	NESTLE PURINA PET CARE	603,639,784	1.71	671,372,379	1.7	67,732,595	11.22
909	ROYAL CANIN COLOMBIA	37,811,984	0.11	15,028,606	0.04	-22,783,378	-60.25
911	GABRICA S.A.	6,454,571,665	18.24	7,527,639,534	19.01	1,073,067,869	16.62
912	MASTERFOODS COLOMBIA	400,774,344	1.13	222,506,210	0.56	-178,268,134	-44.48
916	EL PUNTO FERTIL	20,988,035	0.06	128,746,832	0.33	107,758,797	513.43
918	JARAMILLO PETS & CIA S.C.A.	1,782,028,586	5.03	2,435,950,189	6.15	653,921,603	36.7
936	ROYAL CANIN COLOMBIA	797,923,745	2.25	1,163,509,780	2.94	365,586,035	45.82
965	PLB SUPER PREMIUM	445,035,171	1.26	437,920,470	1.11	-7,114,701	-1.6
971	COMERCIALIZADORA PESTAR SAS	598,988,554	1.69	375,082,961	0.95	-223,905,593	-37.38
	<b>SUBTOTAL \$</b>	<b>11,141,761,868</b>	<b>31.48</b>	<b>12,977,756,961</b>	<b>32.78</b>	<b>1,835,995,093</b>	<b>16.48</b>

### CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
900	APETIT MASCOTAS	7,422,852	0.02	1,874,470	0	-5,548,382	-74.75

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

**MARTHA PINILLOS**

## **CONCENTRADOS NACIONALES**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
902	INSUMOS DE LOS ANDES	493,416	0	1,534,877	0	1,041,461	211.07
905	CONCENTRADOS EL RANCHO LTDA	12,405,219	0.04	3,771,901	0.01	-8,633,318	-69.59
906	INCROS DE COLOMBIA	6,357,956	0.02	5,814,322	0.01	-543,634	-8.55
907	CONCENTRADOS EL RANCHO	2,112,803	0.01	1,044,966	0	-1,067,837	-50.54
908	MOTTA FORERO GINETH	6,604,095	0.02	3,808,208	0.01	-2,795,887	-42.34
910	ITALCOL DEL OCCIDENTE	1,639,182,455	4.63	2,011,339,947	5.08	372,157,492	22.7
914	ALIMENTOS NUTRION S.A.	158,737,095	0.45	274,553,669	0.69	115,816,574	72.96
915	PIXIE SAS	275,380,159	0.78	214,530,978	0.54	-60,849,181	-22.1
917	PELUDITOS BARF SAS	29,813,419	0.08	40,973,494	0.1	11,160,075	37.43
919	NESTLE PURINA PETCARE	1,166,199,335	3.29	1,176,216,790	2.97	10,017,455	0.86
944	WILLS BONILLA CONSTANZA MARGAR	1,482,711	0	1,128,995	0	-353,716	-23.86
947	GRUPO EMPRESARIAL BAHITI	12,197,993	0.03	11,019,018	0.03	-1,178,975	-9.67
954	COMERCIALIZADORABOGOTANAS.A.S.	10,942,926	0.03	9,566,455	0.02	-1,376,471	-12.58
956	IMPULSORES INTERNACIONALES	16,110,103	0.05	21,674,594	0.05	5,564,491	34.54
959	TASTY PLANET	115,692	0	0	0	-115,692	-100
960	GESTO AGRO SAS	273,530,799	0.77	309,343,635	0.78	35,812,836	13.09
964	PETS ANDINA SA	20,128,430	0.06	45,740,158	0.12	25,611,728	127.24
968	AIKOS LTDA	9,358,845	0.03	6,597,669	0.02	-2,761,176	-29.5
969	EMBUMASCOTAS	918,810	0	0	0	-918,810	-100
970	TOMASA'S BAKERY LATAM SAS	14,478,690	0.04	11,489,182	0.03	-2,989,508	-20.65
974	BARF COLOMBIA SAS	7,180,958	0.02	8,747,647	0.02	1,566,689	21.82
976	JOYFUL PETS SAS	361,349	0	0	0	-361,349	-100
978	WOW CAN SAS	25,681,996	0.07	33,887,813	0.09	8,205,817	31.95

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**MARTHA PINILLOS**

### CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
979	MAXIPETS SAS	394,816,617	1.12	746,762,193	1.89	351,945,576	89.14
980	ALIMENTOS POLAR	109,768,065	0.31	204,608,938	0.52	94,840,873	86.4
987	DOGSY GOURMET SAS	4,189,238	0.01	8,298,377	0.02	4,109,139	98.09
988	LABORATORIOS ZOO	3,774,849	0.01	0	0	-3,774,849	-100
990	SOLLA	130,658,513	0.37	196,808,325	0.5	66,149,812	50.63
992	PROYECTO E SAS	3,449,086	0.01	1,881,356	0	-1,567,730	-45.45
993	ALIMENTOS FINCA S.A.	135,516,240	0.38	143,427,909	0.36	7,911,669	5.84
994	TERRA FOODS SAS	0	0	4,771,087	0.01	4,771,087	0
995	MEALS DE COLOMBIA S.A	0	0	88,690	0	88,690	0
	<b>SUBTOTAL \$</b>	<b>4,479,370,714</b>	<b>12.66</b>	<b>5,501,305,663</b>	<b>13.9</b>	<b>1,021,934,949</b>	<b>22.81</b>

### CONSUMO

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
011	CNCL	169,554	0	0	0	-169,554	-100
020	ENZICOL LTDA	355,694	0	65,093	0	-290,601	-81.7
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	3,686,888	0.01	3,177,071	0.01	-509,817	-13.83
	<b>SUBTOTAL \$</b>	<b>4,212,136</b>	<b>0.01</b>	<b>3,242,164</b>	<b>0.01</b>	<b>-969,972</b>	<b>-23.03</b>

### DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
BON	BONAVET LTDA	22,507,198	0.06	19,789,548	0.05	-2,717,650	-12.07
DRC	IG COLOMBIA S.A.	86,277,612	0.24	101,907,063	0.26	15,629,451	18.12
FRA	DINKY PETT SAS	20,331,590	0.06	22,160,265	0.06	1,828,675	8.99

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**MARTHA PINILLOS**

**DROGAS Y MEDICAMENTOS**

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
GLP	MC COLER	7,563,730	0.02	8,465,413	0.02	901,683	11.92
JUC	JUAN CASTELLANOS RODRIGUEZ	9,385,939	0.03	8,593,769	0.02	-792,170	-8.44
SAP	SOLUCIONES AGRICOLAS PECUARIAS	73,977,832	0.21	100,253,484	0.25	26,275,652	35.52
SUBTOTAL \$		220,043,901	0.62	261,169,542	0.66	41,125,641	18.69

**FERRETERIA**

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
202	MPORTADORA GONZALEZ OSUNA SAS	6,331,418	0.02	6,593,062	0.02	261,644	4.13
203	PROTEX S.A	104,614	0	195,339	0	90,725	86.72
208	PROTEX S.A	4,822,221	0.01	2,364,844	0.01	-2,457,377	-50.96
230	F-SHIELD	279,961	0	276,411	0	-3,550	-1.27
300	TREFILADOS DE COLOMBIA LT	19,965,043	0.06	21,479,858	0.05	1,514,815	7.59
308	FERCON S.A.	5,635,870	0.02	6,613,219	0.02	977,349	17.34
320	LIDER CAMARGO SAS	9,386,966	0.03	9,632,884	0.02	245,918	2.62
324	LIDER CAMARGO SAS	42,018	0	0	0	-42,018	-100
338	J.E.N S.A	4,261,486	0.01	3,170,405	0.01	-1,091,081	-25.6
340	FERCON S.A.	523,740	0	525,582	0	1,842	0.35
352	LHAURA VET	6,926,961	0.02	9,970,891	0.03	3,043,930	43.94
403	AGROINTEGRAL ANDINA S.A.	28,526,510	0.08	30,699,938	0.08	2,173,428	7.62
405	TORRES BORJA NATALIA	941,535	0	418,460	0	-523,075	-55.56
406	PENAGOS HNOS Y CIA LTDA	2,379,375	0.01	1,687,500	0	-691,875	-29.08
410	ENERGIA Y POTENCIA	4,791,310	0.01	0	0	-4,791,310	-100
418	GLOBAL MOTOR LTDA	4,854,645	0.01	5,693,929	0.01	839,284	17.29
428	DUWEST COLOMBIA SAS	58,627	0	0	0	-58,627	-100

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**MARTHA PINILLOS**

**FERRETERIA**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
429	INSMEVET S EN C	295,665	0	886,994	0	591,329	200
435	KARCHER SAS	0	0	0	0	0	0
450	MECANELECTRO S.A.S	58,996,386	0.17	44,171,128	0.11	-14,825,258	-25.13
455	DURESPO S.A.	25,927,950	0.07	21,157,193	0.05	-4,770,757	-18.4
463	BEAVER S.A.	0	0	0	0	0	0
465	PLASTICAUCHO COLOMBIA SA.	184,643	0	2,059,541	0.01	1,874,898	1015.42
475	HUSQVRNA	54,111,748	0.15	34,072,591	0.09	-20,039,157	-37.03
501	CERCAS EL CEBU LTDA	41,397,922	0.12	40,844,885	0.1	-553,037	-1.34
502	JUAN GUZMAN BARRERO	0	0	0	0	0	0
503	COLEMPAQUES LTDA.	0	0	1,064,575	0	1,064,575	0
505	GROUPE SEB COLOMBIA	2,837,363	0.01	29,208,156	0.07	26,370,793	929.41
506	DANIEL RODRIGUEZ	3,556,588	0.01	688,759	0	-2,867,829	-80.63
508	JUVENIA SA	727,734	0	0	0	-727,734	-100
509	MANUEL ARIZA OROSCO	1,853,813	0.01	3,736,326	0.01	1,882,513	101.55
510	FUNDICION J-P	125,000	0	187,500	0	62,500	50
511	DEL AGRO SOLUCIONES PARA EL CAMPO	6,530,869	0.02	6,453,681	0.02	-77,188	-1.18
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	374,117	0	599,960	0	225,843	60.37
	<b>SUBTOTAL \$</b>	<b>296,752,098</b>	<b>0.84</b>	<b>284,453,611</b>	<b>0.72</b>	<b>-12,298,487</b>	<b>-4.14</b>

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

## ABRIL 2023

**MARTHA PINILLOS**

### INSTRUMENTAL NACIONAL

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
007 EMPRESA GENETICA ESPECIAL	798,477	0	948,437	0	149,960	18.78
012 EMILIO ACUÑA	774,273	0	101,916	0	-672,357	-86.84
022 PLASTLAVET	5,006,230	0.01	7,074,286	0.02	2,068,056	41.31
025 ANDINA DE TECNOLOGIA	2,927,379	0.01	2,859,968	0.01	-67,411	-2.3
<b>SUBTOTAL \$</b>	<b>9,506,359</b>	<b>0.03</b>	<b>10,984,607</b>	<b>0.03</b>	<b>1,478,248</b>	<b>15.55</b>

### INSUMOS AGRICOLAS

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
600 DUWEST	51,581,217	0.15	68,225,711	0.17	16,644,494	32.27
601 INVESA S.A.	102,645,513	0.29	52,282,793	0.13	-50,362,720	-49.06
602 AGROINFESA	2,167,866	0.01	71,307,979	0.18	69,140,113	3189.32
603 COLINAGRO S.A.	35,204,478	0.1	25,950,392	0.07	-9,254,086	-26.29
604 SUPERABONO LTDA.	581,420	0	483,586	0	-97,834	-16.83
609 CONTROL PLUS SAS	20,359,520	0.06	7,974,820	0.02	-12,384,700	-60.83
610 AGROINTEGRAL ANDINA S.A	20,006,531	0.06	31,517,648	0.08	11,511,117	57.54
616 PERMOFIELTROS LTDA	1,547,332	0	2,094,862	0.01	547,530	35.39
617 AGROFERTILIZANTES DE COLOMBIA	36,652,632	0.1	32,639,401	0.08	-4,013,231	-10.95
619 EL SEMILLERO E.U.	2,697,357	0.01	1,830,340	0	-867,017	-32.14
628 PROQUIMCOL LTDA.	1,265,699	0	784,939	0	-480,760	-37.98
635 FERTILIZANTES VARIOS	9,694,770	0.03	10,421,426	0.03	726,656	7.5
644 LABORATORIOS AUROFARMA	12,314,491	0.03	11,079,672	0.03	-1,234,819	-10.03
650 FERTIPREMIUM SAS	4,070,460	0.01	2,281,353	0.01	-1,789,107	-43.95
656 ABONEX SAS	694,940	0	375,420	0	-319,520	-45.98
<b>SUBTOTAL \$</b>	<b>301,484,226</b>	<b>0.85</b>	<b>319,250,342</b>	<b>0.81</b>	<b>17,766,116</b>	<b>5.89</b>



# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO 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	147,474,158	0.42	84,285,600	0.21	-63,188,558	-42.85
101 NAVCAR SAS	8,280,601	0.02	8,189,188	0.02	-91,413	-1.1
103 LA PINTA DOG	0	0	0	0	0	0
104 HORUS PET TRADING COMPANY SAS	301,125	0	0	0	-301,125	-100
105 MOLDEADO INDUSTRIAL DE COLOMBIA SAS	161,500	0	0	0	-161,500	-100
106 EBRANDI MEDIOS S.A.	55,636	0	201,798	0	146,162	262.71
107 CORPORAC. MUNDIAL DE LA MUJER	1,409,282	0	6,006,251	0.02	4,596,969	326.19
108 CAPITAL MARK'S SAS	32,188,245	0.09	77,506,843	0.2	45,318,598	140.79
109 HOME-VET SAS	0	0	0	0	0	0
110 TASTY PLANET	133,612,113	0.38	15,845,597	0.04	-117,766,516	-88.14
111 ASIAMERICA TRADING SAS	2,404,919	0.01	738,391	0	-1,666,528	-69.3
112 FELCAN SAS	98,846,742	0.28	93,492,723	0.24	-5,354,019	-5.42
113 GREEN TRADING SAS	12,152,105	0.03	7,179,853	0.02	-4,972,252	-40.92
114 DIAZ MARTINEZ PAMELA ANDREA	291,233	0	330,551	0	39,318	13.5
117 WAPET SAS	10,936,444	0.03	8,276,457	0.02	-2,659,987	-24.32
119 AL TORNO SAS	35,753,642	0.1	48,738,222	0.12	12,984,580	36.32
120 COMERCIALIZADORA BOGOTANA LTDA	16,844,750	0.05	6,932,347	0.02	-9,912,403	-58.85
121 CI EVOLUTION BRANDS COLOMBIA SAS	1,476,907	0	1,072,982	0	-403,925	-27.35
123 MERINO TRADING CO LTDA	239,867	0	0	0	-239,867	-100

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

**MARTHA PINILLOS**

**MASCOTAS NACIONALES**

	DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
124	PRIME PET	9,400,344	0.03	7,466,520	0.02	-1,933,824	-20.57
125	ID TRACK SAS	0	0	0	0	0	0
126	RODRIGUEZ DANIEL	719,656	0	0	0	-719,656	-100
128	MORAI SAS	0	0	0	0	0	0
133	MECANICA INDUSTRIAL	7,751,052	0.02	3,408,753	0.01	-4,342,299	-56.02
134	IG COLOMBIA S.A	256,154	0	0	0	-256,154	-100
135	CORTEZ CABRERA LUIS	4,242,209	0.01	3,695,864	0.01	-546,345	-12.88
136	NALSANI SA	27,598,064	0.08	46,199,302	0.12	18,601,238	67.4
138	PLASTICOS RIMAX S.A.S	0	0	215,572	0	215,572	0
139	PREDADOR PETS SAS	0	0	3,513,113	0.01	3,513,113	0
140	ANIMAL FACTOR SAS	287,422,011	0.81	242,439,881	0.61	-44,982,130	-15.65
153	COLOMBIANA DE BIODesarrollo SAS	10,486,891	0.03	6,308,307	0.02	-4,178,584	-39.85
173	CASTRELLON MELO NESTOR LE	21,300,170	0.06	26,993,364	0.07	5,693,194	26.73
175	TOMMY DOGS LTDA	83,455	0	216,826	0	133,371	159.81
179	CONAVET LTDA	22,520,530	0.06	13,376,661	0.03	-9,143,869	-40.6
184	COLEMPAQUES LTDA	661,282	0	450,802	0	-210,480	-31.83
186	DE PASEO CON LOS PELUDITOS	11,803,723	0.03	8,942,191	0.02	-2,861,532	-24.24
191	INDEPHAR SAS	1,192,850	0	0	0	-1,192,850	-100
192	HENRY ARTURO COY MONSALVE	0	0	0	0	0	0
198	PRODUCTOS FAMILIA SANCELA S.A.	75,275,754	0.21	62,826,065	0.16	-12,449,689	-16.54
	<b>SUBTOTAL \$</b>	<b>983,143,414</b>	<b>2.78</b>	<b>784,850,024</b>	<b>1.98</b>	<b>-198,293,390</b>	<b>-20.17</b>

# INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO ABRIL 2023

MARTHA PINILLOS

## SALES Y MELAZAS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
901	MIELES Y AZUCARES DEL VALLE	3,109,640	0.01	9,959,909	0.03	6,850,269	220.29
903	QUIMPAC	750,193	0	0	0	-750,193	-100
929	SOMEX S.A	31,544,920	0.09	28,524,255	0.07	-3,020,665	-9.58
SUBTOTAL \$		35,404,753	0.1	38,484,164	0.1	3,079,411	8.7

## SEMILLAS Y BRACHARIAS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
703	FERCON	83,706,496	0.24	82,232,836	0.21	-1,473,660	-1.76
705	DISTRIBUIDORA DE ABONOS	2,196,688	0.01	25,354,910	0.06	23,158,222	1054.23
709	IMPULSORES INTERNACIONALES LTD	34,961,448	0.1	42,753,610	0.11	7,792,162	22.29
726	DURESPO S.A.	402,500	0	0	0	-402,500	-100
SUBTOTAL \$		121,267,132	0.34	150,341,356	0.38	29,074,224	23.98

## TALABARTERIA Y EQUINOS

DESCRIPCION		VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
551	INVERSIONES SILDARRIAGA GOMEZ	5,170,152	0.01	5,877,113	0.01	706,961	13.67
553	EMCOCLAVOS S.A	4,576,650	0.01	3,811,423	0.01	-765,227	-16.72
555	ANGARITA CLARA INES	0	0	8,404	0	8,404	0
558	MESACE S.A	52,276,292	0.15	40,884,018	0.1	-11,392,274	-21.79
568	AL TORNO S.A.S	3,044,465	0.01	2,980,624	0.01	-63,841	-2.1
SUBTOTAL \$		65,067,559	0.18	53,561,582	0.14	-11,505,977	-17.68
TOTAL \$		17,862,107,153	50.47	20,725,009,290	52.35	2,862,902,137	16.03

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

DESCRIPCION	VENT 2022	% PARTIC	VENT 2023	%PARTIC	DIFERENCIA	CRECIM
TOTAL EMP \$	35,393,048,286	100	39,590,953,565	100	4,197,905,279	11.86

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