

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

MAYO 2022

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
AGL	AGL	4,981,362	0.05	3,157,673	0.03	-1,823,689	-36.61
AGN	AGROINTEGRAL ANDINA SA	10,034,993	0.1	8,500,658	0.07	-1,534,335	-15.29
AGZ	AGROZ S.A.	0	0	0	0	0	0
BAF	BASIC FARM LTDA	101,598,040	1.05	92,410,729	0.74	-9,187,311	-9.04
BAI	PLACOR	6,201,895	0.06	5,392,153	0.04	-809,742	-13.06
BAY	BAYER S.A	137,697,312	1.42	150,940,317	1.21	13,243,005	9.62
BIS	BIOSTAR PHARMACEUTICA	711,138,478	7.35	1,003,071,266	8.04	291,932,788	41.05
BOE	BOEHRINGER INGELHEIM S.A.	0	0	0	0	0	0
BUS	LABORATORIOS BUSSIE	47,347,276	0.49	43,815,656	0.35	-3,531,620	-7.46
CAL	COMPANIA CALIFORNIA - Ganaderi	18,791,274	0.19	32,534,185	0.26	13,742,911	73.13
CAM	CALIFORNIA MASCOTAS	44,441,552	0.46	50,952,933	0.41	6,511,381	14.65
CAN	COMERCIALIZADORA BOGOTANA SAS	46,815,678	0.48	54,341,341	0.44	7,525,663	16.08
CAR	LABORATORIOS CALIER DE LOS AND	40,965,190	0.42	31,197,532	0.25	-9,767,658	-23.84
CEA	CEAGRO	0	0	0	0	0	0
CEL	CELLS LABORATORIO	4,883,639	0.05	3,707,487	0.03	-1,176,152	-24.08
CHA	CHALVER VETERINARIA LTDA.	136,765,625	1.41	167,549,124	1.34	30,783,499	22.51
COR	CORPAUL	20,139,501	0.21	9,626,695	0.08	-10,512,806	-52.2
DVT	DISVETAGRO SAS	10,847,750	0.11	6,136,101	0.05	-4,711,649	-43.43
EDO	EDO	3,213,801	0.03	4,108,329	0.03	894,528	27.83
ELA	ELE LILLY INTERAMER ELANCO	78,834,531	0.82	80,781,781	0.65	1,947,250	2.47
ERM	LABORATORIOS ERMA S.A	43,796,786	0.45	64,114,158	0.51	20,317,372	46.39
GBV	GLOBALVET	0	0	0	0	0	0
HEE	HEELCOLOMBIA LTDA	29,869,677	0.31	37,016,406	0.3	7,146,729	23.93
HOL	GABRICA S.A.	135,374,613	1.4	142,549,695	1.14	7,175,082	5.3

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DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
ICO	ICOFARMA	202,943,308	2.1	197,600,682	1.58	-5,342,626	-2.63
IFS	CONAVET	13,773,710	0.14	19,170,029	0.15	5,396,319	39.18
INC	INTERVET COLOMBIA S.A.	204,004,179	2.11	173,624,913	1.39	-30,379,266	-14.89
INM	INTERVET - MASCOTAS	636,249,647	6.58	594,724,250	4.77	-41,525,397	-6.53
INP	INPEC LTDA	611,784	0.01	2,804,785	0.02	2,193,001	358.46
INT	INVET S.A	80,273,506	0.83	98,094,760	0.79	17,821,254	22.2
JVU	LABORATORIOS JV URIBE	18,838,753	0.19	15,163,729	0.12	-3,675,024	-19.51
LCA	LABORATORIOS CALLBEST LTDA	34,958,020	0.36	29,791,881	0.24	-5,166,139	-14.78
LEL	LABORATORIOS LELVE	6,672,146	0.07	3,655,524	0.03	-3,016,622	-45.21
LIM	LIMPIOOTEC SAS	5,286,685	0.05	4,664,109	0.04	-622,576	-11.78
LOV	DIMEVET S.A.	24,055,640	0.25	38,528,971	0.31	14,473,331	60.17
MAR	INDUSTRIAS MARAVEDI CIA LTDA	2,423,185	0.03	1,766,520	0.01	-656,665	-27.1
MEG	MEGAVET	3,253,643	0.03	10,991,479	0.09	7,737,836	237.82
MER	CARVAL COLOMBIA S.A.	340,554,541	3.52	458,216,299	3.67	117,661,758	34.55
MKT	M.K. TECNOQUIMICAS	108,542,624	1.12	148,619,116	1.19	40,076,492	36.92
NOL	NOVARTIS - LINEA LAVERLAM	452,374	0	1,145,190	0.01	692,816	153.15
NOP	NOVARTIS PETS	0	0	0	0	0	0
NUT	LABORATORIOS NUTRIFARMA LTDA.	4,718,936	0.05	4,055,063	0.03	-663,873	-14.07
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	216,943,161	2.24	185,918,063	1.49	-31,025,098	-14.3
PFM	ZOETIS MASCOTAS	141,072,437	1.46	137,220,660	1.1	-3,851,777	-2.73

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DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
PHA	PHARMAVET LTDA.	17,802,852	0.18	14,937,482	0.12	-2,865,370	-16.1
PHK	LABORATORIOS PHARMEK	0	0	0	0	0	0
PPO	PROMOCIONALES	7,601,341	0.08	12,663,024	0.1	5,061,683	66.59
PRO	PROCONVET S.A.	1,159,326	0.01	2,075,936	0.02	916,610	79.06
PRV	LABORATORIOS PROVET LTDA	160,281,941	1.66	169,890,806	1.36	9,608,865	5.99
PYL	LAB. PROBYALA	5,824,018	0.06	6,090,075	0.05	266,057	4.57
ROP	CARLOS MARIA MORALES SAS	12,070,946	0.12	23,188,850	0.19	11,117,904	92.1
SAI	SANIDAD ANIMAL INTEGRAL S.A.	57,043,148	0.59	65,690,370	0.53	8,647,222	15.16
SYN	VIRBAC LINEA SYNTESIS	20,080,563	0.21	23,821,661	0.19	3,741,098	18.63
VEC	VECOL S.A	126,777,385	1.31	85,751,369	0.69	-41,026,016	-32.36
VEL	LABORATORIOS VELOX	1,396,686	0.01	2,950,546	0.02	1,553,860	111.25
VET	LABORATORIOS VETERLAND LTDA.	75,905,282	0.78	68,877,178	0.55	-7,028,104	-9.26
VIC	VICAR DE COLOMBIA S.A	28,632,360	0.3	38,988,458	0.31	10,356,098	36.17
VIR	VET.ESPECIALIZADA LINEA VIRBAC	19,640,928	0.2	8,334,627	0.07	-11,306,301	-57.57
VML	LABORATORIOS V.M. LTDA.	5,079,941	0.05	896,009	0.01	-4,183,932	-82.36
WES	WEISS PHARMA S.A.S	59,046,425	0.61	52,810,144	0.42	-6,236,281	-10.56
ZOO	LABORATORIOS ZOO LTDA	169,492,160	1.75	183,110,974	1.47	13,618,814	8.04
SUBTOTAL \$		4,447,202,554	45.99	4,877,737,751	39.11	430,535,197	9.68
TOTAL \$		4,447,202,554	45.99	4,877,737,751	39.11	430,535,197	9.68

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

FELIPE BARON

CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
963	EVANGERS	6,474,708	0.07	7,843,176	0.06	1,368,468	21.14
	SUBTOTAL \$	6,474,708	0.07	7,843,176	0.06	1,368,468	21.14

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
957	MASCOLANDIA SAS	0	0	567,949	0	567,949	0
	SUBTOTAL \$	0	0	567,949	0	567,949	0

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
QUA	QUALIVET PHARMACEUTICALS	88,839,085	0.92	98,751,174	0.79	9,912,089	11.16
	SUBTOTAL \$	88,839,085	0.92	98,751,174	0.79	9,912,089	11.16

FERRETERIA

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
360	UMCO SA	31,209,857	0.32	49,311,182	0.4	18,101,325	58
442	KAZ USA INC	0	0	-214,690	-0	-214,690	0
444	B-AIR	1,990,743	0.02	3,199,001	0.03	1,208,258	60.69
466	AGROTOOLS DE COLOMBIA SAS	0	0	0	0	0	0
524	WAHL CLIPPER CORPORATION	5,757,400	0.06	280,181	0	-5,477,219	-95.13
	SUBTOTAL \$	38,958,000	0.4	52,575,674	0.42	13,617,674	34.95

FERRETERIA IMPORTADOS COMPRA NACIONAL

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%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

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FELIPE BARON

FERRETERIA IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
356	TRASCO TRADING COMPANY	129,070	0	238,260	0	109,190	84.6
357	IMACASA	489,502	0.01	752,613	0.01	263,111	53.75
440	DI-MARTINO S.R.L	3,628,316	0.04	3,200,167	0.03	-428,149	-11.8
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 \$	4,246,888	0.04	4,191,040	0.03	-55,848	-1.32

IMPORTADOS DIRECTO

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%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 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
070	CAVITRON VETERINARIO	1,976,827	0.02	-324,370	-0	-2,301,197	-116.41
	SUBTOTAL \$	1,976,827	0.02	-324,370	-0	-2,301,197	-116.41

INSTRUMENTAL IMPORTADO

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
062	NJ Phillips PTY Limited	164,971	0	0	0	-164,971	-100
	SUBTOTAL \$	164,971	0	0	0	-164,971	-100

INSTRUMENTAL IMPORTADO COMPRA NACIONAL

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
001	PRODUCTOS DESECHABLES	61,853	0	0	0	-61,853	-100
002	INSTRUMENTAL QUIRURGICO	475,175	0	389,616	0	-85,559	-18.01
004	INSTRUMENTAL Y EQUIPO VARIO	1,851,012	0.02	1,529,781	0.01	-321,231	-17.35

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INSTRUMENTAL IMPORTADO COMPRA NACIONAL

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
030 INSMEVET S EN C.	0	0	0	0	0	0
031 INSTRUMENTAL VARIOS IMPORTADOS	6,880,480	0.07	1,538,150	0.01	-5,342,330	-77.64
035 WISCONSIN & CIA LTDA.	0	0	8,446	0	8,446	0
037 COLINSTRUVET	565,296	0.01	143,514	0	-421,782	-74.61
040 IMPO PECUARIOS LTDA	0	0	0	0	0	0
041 INVERSIONES HERCO	0	0	0	0	0	0
043 LHAURA VET LTDA	3,789,941	0.04	3,867,313	0.03	77,372	2.04
050 LHAURA VET LTDA.	2,101,943	0.02	3,037,904	0.02	935,961	44.53
SUBTOTAL \$	15,725,700	0.16	10,514,724	0.08	-5,210,976	-33.14

INSTRUMENTAL IMPORTADO DIRECTO

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
003 IMPORTACIONES UNIVERSO	69,617,805	0.72	93,173,043	0.75	23,555,238	33.84
010 DEMAPLAST SRL	53,064	0	0	0	-53,064	-100
018 INSTRUMENTAL VETERINARIO FIX	195,614	0	0	0	-195,614	-100
019 FARMING SUPPLY	11,437,015	0.12	32,616,218	0.26	21,179,203	185.18
021 INSTRUMENTS SUPPLIES	468,097	0	613,672	0	145,575	31.1
039 FARMING SUPPLY	688,374	0.01	1,088,445	0.01	400,071	58.12
045 SYRVET INC	106,994	0	0	0	-106,994	-100
047 ALLFLEX	0	0	0	0	0	0
048 COOTRAN	0	0	0	0	0	0
056 TRANSCO TRANDING COMPANY	1,016,068	0.01	5,916,086	0.05	4,900,018	482.25
057 SYRVET INC	171,708	0	196,120	0	24,412	14.22
058 GLOBALVET	18,742,816	0.19	33,985,788	0.27	15,242,972	81.33

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INSTRUMENTAL IMPORTADO DIRECTO

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
059	ALLFLEX	27,652,907	0.29	11,241,040	0.09	-16,411,867	-59.35
060	COTRAN	25,581	0	23,468	0	-2,113	-8.26
066	TOGNAZZONI	3,978,030	0.04	5,338,521	0.04	1,360,491	34.2
071	VETCO SUPPLY	16,760,382	0.17	24,466,605	0.2	7,706,223	45.98
522	EXIMPORT - OSTER	0	0	2,460,144	0.02	2,460,144	0
	SUBTOTAL \$	150,914,455	1.56	211,119,150	1.69	60,204,695	39.89

INSTRUMENTAL NACIONAL

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
052	GENTRA LTDA	0	0	0	0	0	0
	SUBTOTAL \$	0	0	0	0	0	0

JUGUETES IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
072	THE OUR PETS CO	4,755,158	0.05	7,963,725	0.06	3,208,567	67.48
	SUBTOTAL \$	4,755,158	0.05	7,963,725	0.06	3,208,567	67.48

MASCOTAS IMPORTADOS COMPRA NACIONAL

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
122	MASCOLANDIA LTDA.	47,313	0	277,545	0	230,232	486.61
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
	SUBTOTAL \$	47,313	0	277,545	0	230,232	486.61

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MASCOTAS IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
063	MODERNA PRODUCTOS NV	33,409,323	0.35	30,378,512	0.24	-3,030,811	-9.07
069	Henke Sass Wolf	2,041,087	0.02	4,678,477	0.04	2,637,390	129.21
075	MY FAMILY USA INC	2,624,091	0.03	400,486	0	-2,223,605	-84.74
149	GRACIOUS LIVING	3,469,040	0.04	3,394,738	0.03	-74,302	-2.14
156	FERPLAST PET PRODUCTS	41,837,583	0.43	31,131,184	0.25	-10,706,399	-25.59
157	TRANSCO TRADING COMPANY INC	55,530	0	850,190	0.01	794,660	1431.05
160	ROGZ (PTY) LTD	45,917,473	0.47	34,992,951	0.28	-10,924,522	-23.79
162	BAMBOO PET - MUNCHKIN	49,440,207	0.51	40,587,555	0.33	-8,852,652	-17.91
163	JW PET COMPANY, INC.	8,900,968	0.09	11,622,083	0.09	2,721,115	30.57
172	KONG COMPANY	438,537	0	38,450	0	-400,087	-91.23
182	CANINE HARDWARE	6,150,917	0.06	6,380,822	0.05	229,905	3.74
183	TRIXIE HEIMTIERBEDARF	45,536,949	0.47	105,548,394	0.85	60,011,445	131.79
188	MAMMOTH PRODUCTS	9,121,297	0.09	8,429,073	0.07	-692,224	-7.59
195	LISCAM	5,465,308	0.06	5,231,478	0.04	-233,830	-4.28
201	201 OFICIAL S.A. DE C.V. (4BF)	0	0	0	0	0	0
CHI	CHIMIGROUP SRL	29,643,613	0.31	37,598,072	0.3	7,954,459	26.83
	SUBTOTAL \$	284,051,923	2.94	321,262,465	2.58	37,210,542	13.1

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
102	INDUSTRIAS ARGOS LTDA.	0	0	0	0	0	0
115	GERDTS DIAZ STEPHANIE	365,212	0	369,316	0	4,104	1.12
973	LE GROUPE INTERSAND CANADA INC	74,629,632	0.77	69,609,007	0.56	-5,020,625	-6.73
	SUBTOTAL \$	74,994,844	0.78	69,978,323	0.56	-5,016,521	-6.69

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FELIPE BARON

TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
564	TRANSCO TRADING COMPANY	4,391,216	0.05	5,804,660	0.05	1,413,444	32.19
SUBTOTAL \$		4,391,216	0.05	5,804,660	0.05	1,413,444	32.19
TOTAL \$		675,541,088	6.99	790,525,235	6.34	114,984,147	17.02

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
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MARCELA SUAREZ

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
CMV	COMERVET S.A.	41,691,455	0.43	98,924,515	0.79	57,233,060	137.28
CPH	COASPHARMA SAS	872,010,086	9.02	1,190,637,465	9.55	318,627,379	36.54
TEC	TECNOCALIDAD SAS	288,252,657	2.98	506,194,880	4.06	217,942,223	75.61
SUBTOTAL \$		1,201,954,198	12.43	1,795,756,860	14.4	593,802,662	49.4
TOTAL \$		1,201,954,198	12.43	1,795,756,860	14.4	593,802,662	49.4

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

ARENAS GATOS PROVEEDOR NACIONAL

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
934	PET SPA	11,582,949	0.12	19,029,907	0.15	7,446,958	64.29
950	JARAMILLO PETS	4,967,305	0.05	7,675,098	0.06	2,707,793	54.51
952	MICHOS TOYS SAS	2,241,067	0.02	1,216,218	0.01	-1,024,849	-45.73
962	ANIMAL FACTOR SAS	2,187,990	0.02	1,721,310	0.01	-466,680	-21.33
967	VETERINARIA ESPECIALIZADA	12,401,619	0.13	27,795,261	0.22	15,393,642	124.13
977	PRODUCTOS FAMILIA	5,844,106	0.06	5,827,987	0.05	-16,119	-0.28
991	IND. AGROPECUARIA JVC SAS	1,292,376	0.01	15,368,799	0.12	14,076,423	1089.19
	SUBTOTAL \$	40,517,412	0.42	78,634,580	0.63	38,117,168	94.08

CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
904	NESTLE PURINA PET CARE	149,192,093	1.54	139,590,073	1.12	-9,602,020	-6.44
909	ROYAL CANIN COLOMBIA	12,186,903	0.13	8,014,692	0.06	-4,172,211	-34.24
911	GABRICA S.A.	958,514,878	9.91	1,894,552,741	15.19	936,037,863	97.66
912	MASTERFOODS COLOMBIA	76,811,263	0.79	66,150,508	0.53	-10,660,755	-13.88
918	JARAMILLO PETS & CIA S.C.A.	418,013,479	4.32	438,272,408	3.51	20,258,929	4.85
936	ROYAL CANIN COLOMBIA	125,468,588	1.3	200,872,413	1.61	75,403,825	60.1
965	PLB SUPER PREMIUM	125,239,013	1.3	51,433,684	0.41	-73,805,329	-58.93
971	COMERCIALIZADORA PESTAR SAS	74,277,332	0.77	180,835,773	1.45	106,558,441	143.46
	SUBTOTAL \$	1,939,703,549	20.06	2,979,722,292	23.89	1,040,018,743	53.62

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
900	APETIT MASCOTAS	2,822,730	0.03	2,249,276	0.02	-573,454	-20.32
902	INSUMOS DE LOS ANDES	0	0	244,746	0	244,746	0

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

MAYO 2022

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
905	CONCENTRADOS EL RANCHO LTDA	8,774,210	0.09	797,876	0.01	-7,976,334	-90.91
906	INCROS DE COLOMBIA	1,893,411	0.02	1,651,888	0.01	-241,523	-12.76
907	CONCENTRADOS EL RANCHO	1,536,661	0.02	365,076	0	-1,171,585	-76.24
908	MOTTA FORERO GINETH	1,202,097	0.01	724,814	0.01	-477,283	-39.7
910	ITALCOL DEL OCCIDENTE	348,737,786	3.61	505,229,497	4.05	156,491,711	44.87
914	ALIMENTOS NUTRION S.A.	32,688,635	0.34	44,109,995	0.35	11,421,360	34.94
915	PIXIE SAS	61,274,519	0.63	65,897,528	0.53	4,623,009	7.54
917	PELUDITOS BARF SAS	6,012,353	0.06	8,515,080	0.07	2,502,727	41.63
919	NESTLE PURINA PETCARE	218,089,793	2.26	384,158,737	3.08	166,068,944	76.15
944	WILLS BONILLA CONSTANZA MARGAR	628,137	0.01	588,629	0	-39,508	-6.29
947	GRUPO EMPRESARIAL BAHITI	3,807,553	0.04	3,406,033	0.03	-401,520	-10.55
954	COMERCIALIZADORABOGOTANAS.A.S.	33,203	0	3,025,415	0.02	2,992,212	9011.87
956	IMPULSORES INTERNACIONALES	1,424,882	0.01	4,428,655	0.04	3,003,773	210.81
959	TASTY PLANET	41,899	0	64,490	0	22,591	53.92
960	GESTO AGRO SAS	33,406,336	0.35	45,799,855	0.37	12,393,519	37.1
964	PETS ANDINA SA	3,473,447	0.04	6,507,438	0.05	3,033,991	87.35
968	AIKOS LTDA	3,075,767	0.03	2,461,524	0.02	-614,243	-19.97
969	EMBUMASCOTAS	839,958	0.01	247,416	0	-592,542	-70.54
970	TOMASA'S BAKERY LATAM SAS	3,102,000	0.03	3,159,390	0.03	57,390	1.85
974	BARF COLOMBIA SAS	1,811,312	0.02	2,091,469	0.02	280,157	15.47
976	JOYFUL PETS SAS	131,346	0	21,047	0	-110,299	-83.98
978	WOW CAN SAS	3,706,775	0.04	5,723,921	0.05	2,017,146	54.42
979	MAXIPETS SAS	98,272,749	1.02	134,352,732	1.08	36,079,983	36.71

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
980	ALIMENTOS POLAR	20,049,291	0.21	38,265,407	0.31	18,216,116	90.86
987	DOGSY GOURMET SAS	1,128,063	0.01	1,069,571	0.01	-58,492	-5.19
988	LABORATORIOS ZOO	1,189,518	0.01	692,488	0.01	-497,030	-41.78
990	SOLLA	23,553,726	0.24	43,799,499	0.35	20,245,773	85.96
992	PROYECTO E SAS	1,025,000	0.01	994,301	0.01	-30,699	-3
993	ALIMENTOS FINCA S.A.	17,518,141	0.18	52,586,177	0.42	35,068,036	200.18
	SUBTOTAL \$	901,251,298	9.32	1,363,229,970	10.93	461,978,672	51.26

CONCETRADOS IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
916	EL PUNTO FERTIL	0	0	12,561,621	0.1	12,561,621	0
	SUBTOTAL \$	0	0	12,561,621	0.1	12,561,621	0

CONSUMO

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
011	CNCL	0	0	0	0	0	0
020	ENZICOL LTDA	158,875	0	127,864	0	-31,011	-19.52
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	1,581,581	0.02	894,308	0.01	-687,273	-43.45
	SUBTOTAL \$	1,740,456	0.02	1,022,172	0.01	-718,284	-41.27

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
BON	BONAVET LTDA	7,211,443	0.07	6,918,151	0.06	-293,292	-4.07
DRC	IG COLOMBIA S.A.	8,216,467	0.08	24,686,425	0.2	16,469,958	200.45

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
FRA	DINKY PETT SAS	5,226,799	0.05	6,966,540	0.06	1,739,741	33.29
GLP	MC COLER	1,902,400	0.02	4,421,694	0.04	2,519,294	132.43
JUC	JUAN CASTELLANOS RODRIGUEZ	2,416,623	0.02	2,438,736	0.02	22,113	0.92
SAP	SOLUCIONES AGRICOLAS PECUARIAS	28,555,357	0.3	13,259,368	0.11	-15,295,989	-53.57
SUBTOTAL \$		53,529,089	0.55	58,690,914	0.47	5,161,825	9.64

FERRETERIA

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
202	IMPORTADORA GONZALEZ OSUNA SAS	2,410,919	0.02	3,865,365	0.03	1,454,446	60.33
203	PROTEX S.A	0	0	36,530	0	36,530	0
208	PROTEX S.A	2,176,939	0.02	1,208,122	0.01	-968,817	-44.5
230	F-SHIELD	160,282	0	179,452	0	19,170	11.96
300	TREFILADOS DE COLOMBIA LT	3,079,355	0.03	10,127,779	0.08	7,048,424	228.89
308	FERCON S.A.	1,493,301	0.02	1,235,083	0.01	-258,218	-17.29
320	LIDER CAMARGO SAS	1,855,673	0.02	2,943,993	0.02	1,088,320	58.65
324	LIDER CAMARGO SAS	0	0	0	0	0	0
338	J.E.N S.A	921,662	0.01	1,302,249	0.01	380,587	41.29
340	FERCON S.A.	254,362	0	133,754	0	-120,608	-47.42
352	LHAURA VET	987,463	0.01	2,150,519	0.02	1,163,056	117.78
403	AGROINTEGRAL ANDINA S.A.	5,382,772	0.06	7,113,575	0.06	1,730,803	32.15
405	TORRES BORJA NATALIA	384,000	0	209,230	0	-174,770	-45.51
406	PENAGOS HNOS Y CIA LTDA	3,045,024	0.03	0	0	-3,045,024	-100
410	ENERGIA Y POTENCIA	4,119,914	0.04	0	0	-4,119,914	-100
418	GLOBAL MOTOR LTDA	1,139,393	0.01	1,670,156	0.01	530,763	46.58

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL

MAYO 2022

MARTHA PINILLOS

FERRETERIA

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
428	DUWEST COLOMBIA SAS	0	0	0	0	0	0
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	9,812,178	0.1	12,026,740	0.1	2,214,562	22.57
455	DURESPO S.A.	9,283,333	0.1	11,849,947	0.1	2,566,614	27.65
463	BEAVER S.A.	0	0	1,000,000	0.01	1,000,000	0
465	PLASTICAUCHO COLOMBIA SA.	0	0	1,984,458	0.02	1,984,458	0
475	HUSQVRNA	14,933,269	0.15	12,390,189	0.1	-2,543,080	-17.03
501	CERCAS EL CEBU LTDA	6,753,246	0.07	11,033,549	0.09	4,280,303	63.38
502	JUAN GUZMAN BARRERO	27,500	0	0	0	-27,500	-100
503	COLEMPAQUES LTDA.	0	0	0	0	0	0
505	GROUPE SEB COLOMBIA	1,004,613	0.01	606,575	0	-398,038	-39.62
506	DANIEL RODRIGUEZ	2,661,411	0.03	174,877	0	-2,486,534	-93.43
508	JUVENIA SA	476,690	0	261,944	0	-214,746	-45.05
509	MANUEL ARIZA OROSCO	1,496,611	0.02	1,195,625	0.01	-300,986	-20.11
510	FUNDICION J-P	0	0	59,375	0	59,375	0
511	DEL AGRO SOLUCIONES PARA EL CAMPO	1,847,039	0.02	1,753,357	0.01	-93,682	-5.07
515	GIRALDO LARA LTDA	0	0	0	0	0	0
516	REPRESENTACIONES Y DISTRIBUCIO	2,077,060	0.02	0	0	-2,077,060	-100
519	ROTOPLAST	519,554	0.01	0	0	-519,554	-100
526	DELAVAL LTDA	45,648	0	0	0	-45,648	-100
599	GARANTIAS Y REPARACIONES	0	0	148,738	0	148,738	0
	SUBTOTAL \$	78,349,211	0.81	86,661,181	0.69	8,311,970	10.61

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

INSTRUMENTAL NACIONAL

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
007 EMPRESA GENETICA ESPECIAL	0	0	0	0	0	0
012 EMILIO ACUÑA	241,931	0	18,954	0	-222,977	-92.17
022 PLASTLAVET	4,247,211	0.04	1,706,540	0.01	-2,540,671	-59.82
025 ANDINA DE TECNOLOGIA	164,000	0	353,369	0	189,369	115.47
SUBTOTAL \$	4,653,142	0.05	2,078,863	0.02	-2,574,279	-55.32

INSUMOS AGRICOLAS

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
600 DUWEST	11,649,398	0.12	20,465,849	0.16	8,816,451	75.68
601 INVESA S.A.	19,020,423	0.2	49,745,552	0.4	30,725,129	161.54
602 AGROINFESA	10,474,079	0.11	2,814,131	0.02	-7,659,948	-73.13
603 COLINAGRO S.A.	4,023,474	0.04	13,943,416	0.11	9,919,942	246.55
604 SUPERABONO LTDA.	127,106	0	200,343	0	73,237	57.62
609 CONTROL PLUS SAS	1,554,740	0.02	2,684,368	0.02	1,129,628	72.66
610 AGROINTEGRAL ANDINA S.A	4,615,455	0.05	6,298,123	0.05	1,682,668	36.46
616 PERMOFIELTROS LTDA	374,711	0	595,856	0	221,145	59.02
617 AGROFERTILIZANTES DE COLOMBIA	6,120,186	0.06	3,880,189	0.03	-2,239,997	-36.6
619 EL SEMILLERO E.U.	576,297	0.01	942,628	0.01	366,331	63.57
628 PROQUIMCOL LTDA.	255,444	0	605,849	0	350,405	137.17
635 FERTILIZANTES VARIOS	1,787,303	0.02	9,130,391	0.07	7,343,088	410.85
644 LABORATORIOS AUROFARMA	0	0	2,304,987	0.02	2,304,987	0
650 FERTIPREMIUM SAS	1,742,911	0.02	1,992,897	0.02	249,986	14.34
656 ABONEX SAS	284,228	0	235,202	0	-49,026	-17.25
SUBTOTAL \$	62,605,755	0.65	115,839,781	0.93	53,234,026	85.03

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

LIBROS Y REVISTAS

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
810 LIBROS Y REVISTAS	0	0	0	0	0	0
SUBTOTAL \$	0	0	0	0	0	0

MASCOTAS NACIONALES

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
100 GABRICA SA	14,845,244	0.15	32,020,738	0.26	17,175,494	115.7
101 NAVCAR SAS	1,568,328	0.02	913,697	0.01	-654,631	-41.74
103 LA PINTA DOG	0	0	0	0	0	0
104 HORUS PET TRADING COMPANY SAS	0	0	221,876	0	221,876	0
105 MOLDEADO INDUSTRIAL DE COLOMBIA SAS	258,400	0	0	0	-258,400	-100
106 EBRANDI MEDIOS S.A.	0	0	55,636	0	55,636	0
107 CORPORAC. MUNDIAL DE LA MUJER	0	0	346,259	0	346,259	0
108 CAPITAL MARK'S SAS	3,883,897	0.04	9,605,126	0.08	5,721,229	147.31
109 HOME-VET SAS	0	0	0	0	0	0
110 TASTY PLANET	28,717,914	0.3	31,702,712	0.25	2,984,798	10.39
111 ASIAMERICA TRADING SAS	1,281,834	0.01	152,209	0	-1,129,625	-88.13
112 FELCAN SAS	18,152,003	0.19	23,130,561	0.19	4,978,558	27.43
113 GREEN TRADING SAS	2,909,271	0.03	3,424,076	0.03	514,805	17.7
114 DIAZ MARTINEZ PAMELA ANDREA	0	0	109,055	0	109,055	0
117 WAPET SAS	0	0	5,338,990	0.04	5,338,990	0
119 AL TORNO SAS	7,179,509	0.07	5,071,979	0.04	-2,107,530	-29.35
120 COMERCIALIZADORA BOGOTANA LTDA	56,708	0	2,971,775	0.02	2,915,067	5140.49
121 CI EVOLUTION BRANDS COLOMBIA SAS	545,249	0.01	31,116	0	-514,133	-94.29
123 MERINO TRADING CO LTDA	0	0	0	0	0	0

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
124	PRIME PET	5,487,451	0.06	1,588,849	0.01	-3,898,602	-71.05
125	ID TRACK SAS	0	0	0	0	0	0
126	RODRIGUEZ DANIEL	182,983	0	412,634	0	229,651	125.5
128	MORAI SAS	0	0	0	0	0	0
133	MECANICA INDUSTRIAL	1,533,819	0.02	1,266,978	0.01	-266,841	-17.4
134	IG COLOMBIA S.A	296,020	0	29,506	0	-266,514	-90.03
135	CORTEZ CABRERA LUIS	0	0	642,857	0.01	642,857	0
136	NALSANI SA	0	0	12,310,083	0.1	12,310,083	0
140	ANIMAL FACTOR SAS	68,059,543	0.7	69,864,044	0.56	1,804,501	2.65
153	COLOMBIANA DE BIODesarrollo SAS	3,517,013	0.04	1,525,032	0.01	-1,991,981	-56.64
173	CASTRELLON MELO NESTOR LE	5,581,261	0.06	5,385,788	0.04	-195,473	-3.5
175	TOMMY DOGS LTDA	-27,818	-0	55,328	0	83,146	-298.89
179	CONAVET LTDA	3,399,745	0.04	3,565,725	0.03	165,980	4.88
184	COLEMPAQUES LTDA	675,340	0.01	0	0	-675,340	-100
186	DE PASEO CON LOS PELUDITOS	3,759,031	0.04	3,208,568	0.03	-550,463	-14.64
191	INDEPHAR SAS	113,900	0	193,700	0	79,800	70.06
192	HENRY ARTURO COY MONSALVE	0	0	0	0	0	0
198	PRODUCTOS FAMILIA SANCELA S.A.	18,963,798	0.2	16,956,216	0.14	-2,007,582	-10.59
	SUBTOTAL \$	190,940,443	1.97	232,101,113	1.86	41,160,670	21.56

SALES Y MELAZAS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
901	MIELES Y AZUCARES DEL VALLE	2,490,601	0.03	1,750,970	0.01	-739,631	-29.7
903	QUIMPAC	1,049,448	0.01	0	0	-1,049,448	-100

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL **MAYO 2022**

MARTHA PINILLOS

SALES Y MELAZAS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
929	SOMEX S.A	6,164,117	0.06	7,131,124	0.06	967,007	15.69
	SUBTOTAL \$	9,704,166	0.1	8,882,094	0.07	-822,072	-8.47

SEMILLAS Y BRACHARIAS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
703	FERCON	14,378,872	0.15	21,162,052	0.17	6,783,180	47.17
705	DISTRIBUIDORA DE ABONOS	15,928,941	0.16	3,911,443	0.03	-12,017,498	-75.44
709	IMPULSORES INTERNACIONALES LTD	4,842,875	0.05	9,097,551	0.07	4,254,676	87.85
726	DURESPO S.A.	0	0	0	0	0	0
	SUBTOTAL \$	35,150,688	0.36	34,171,046	0.27	-979,642	-2.79

TALABARTERIA Y EQUINOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
551	INVERSIONES SILDARRIAGA GOMEZ	2,048,183	0.02	2,127,340	0.02	79,157	3.86
553	EMCOCLAVOS S.A	1,553,435	0.02	749,531	0.01	-803,904	-51.75
555	ANGARITA CLARA INES	0	0	31,250	0	31,250	0
558	MESACE S.A	22,996,071	0.24	30,850,355	0.25	7,854,284	34.15
568	AL TORNO S.A.S	861,688	0.01	563,576	0	-298,112	-34.6
	SUBTOTAL \$	27,459,377	0.28	34,322,052	0.28	6,862,675	24.99
	TOTAL \$	3,345,604,586	34.6	5,007,917,679	40.15	1,662,313,093	49.69

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL
MAYO 2022

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
TOTAL EMP \$	9,670,302,426	100	12,471,937,525	100	2,801,635,099	28.97

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