

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

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
AGL	AGL	18,293,889	0.04	15,497,496	0.03	-2,796,393	-15.29
AGN	AGROINTEGRAL ANDINA SA	48,081,219	0.12	43,086,365	0.09	-4,994,854	-10.39
AGZ	AGROZ S.A.	87,000	0	0	0	-87,000	-100
BAF	BASIC FARM LTDA	339,401,613	0.83	319,298,871	0.67	-20,102,742	-5.92
BAI	PLACOR	34,173,220	0.08	29,539,594	0.06	-4,633,626	-13.56
BAY	BAYER S.A	556,020,874	1.35	585,466,505	1.22	29,445,631	5.3
BIS	BIOSTAR PHARMACEUTICA	1,804,499,692	4.39	2,213,487,286	4.62	408,987,594	22.66
BOE	BOEHRINGER INGELHEIM S.A.	6,806,171	0.02	0	0	-6,806,171	-100
BUS	LABORATORIOS BUSSIE	172,601,020	0.42	161,511,981	0.34	-11,089,039	-6.42
CAL	COMPANIA CALIFORNIA - Ganaderi	59,704,393	0.15	88,684,606	0.19	28,980,213	48.54
CAM	CALIFORNIA MASCOTAS	82,902,804	0.2	161,392,648	0.34	78,489,844	94.68
CAN	COMERCIALIZADORA BOGOTANA SAS	169,333,571	0.41	194,598,708	0.41	25,265,137	14.92
CAR	LABORATORIOS CALIER DE LOS AND	145,673,258	0.35	158,824,247	0.33	13,150,989	9.03
CEA	CEAGRO	0	0	0	0	0	0
CEL	CELLS LABORATORIO	22,663,139	0.06	17,135,391	0.04	-5,527,748	-24.39
CHA	CHALVER VETERINARIA LTDA.	683,166,213	1.66	619,242,737	1.29	-63,923,476	-9.36
COR	CORPAUL	84,815,714	0.21	54,574,054	0.11	-30,241,660	-35.66
DVT	DISVETAGRO SAS	33,246,077	0.08	28,408,587	0.06	-4,837,490	-14.55
EDO	EDO	13,118,944	0.03	16,766,222	0.04	3,647,278	27.8
ELA	ELE LILLY INTERAMER ELANCO	276,703,882	0.67	394,692,963	0.82	117,989,081	42.64
ERM	LABORATORIOS ERMA S.A	198,287,916	0.48	254,148,625	0.53	55,860,709	28.17
GBV	GLOBALVET	0	0	0	0	0	0
HEE	HEELCOLOMBIA LTDA	157,320,667	0.38	167,229,873	0.35	9,909,206	6.3
HOL	GABRICA S.A.	670,295,744	1.63	622,620,181	1.3	-47,675,563	-7.11

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ICO	ICOFARMA	540,816,895	1.32	530,314,349	1.11	-10,502,546	-1.94
IFS	CONAVET	72,492,563	0.18	76,379,025	0.16	3,886,462	5.36
INC	INTERVET COLOMBIA S.A.	698,451,406	1.7	608,109,503	1.27	-90,341,903	-12.93
INM	INTERVET - MASCOTAS	2,663,057,515	6.48	2,278,070,046	4.76	-384,987,469	-14.46
INP	INPEC LTDA	6,428,743	0.02	9,264,666	0.02	2,835,923	44.11
INT	INVET S.A	294,657,370	0.72	320,340,352	0.67	25,682,982	8.72
JVU	LABORATORIOS JV URIBE	74,086,309	0.18	75,401,916	0.16	1,315,607	1.78
LCA	LABORATORIOS CALLBEST LTDA	101,349,428	0.25	81,246,574	0.17	-20,102,854	-19.84
LEL	LABORATORIOS LELVE	22,691,125	0.06	21,243,957	0.04	-1,447,168	-6.38
LIM	LIMPIOOTEC SAS	24,359,837	0.06	23,304,091	0.05	-1,055,746	-4.33
LOV	DIMEVET S.A.	155,378,817	0.38	163,104,800	0.34	7,725,983	4.97
MAR	INDUSTRIAS MARAVEDI CIA LTDA	8,773,208	0.02	8,293,965	0.02	-479,243	-5.46
MEG	MEGAVET	17,982,804	0.04	20,450,340	0.04	2,467,536	13.72
MER	CARVAL COLOMBIA S.A.	1,339,260,339	3.26	1,512,996,423	3.16	173,736,084	12.97
MKT	M.K. TECNOQUIMICAS	527,559,996	1.28	508,879,075	1.06	-18,680,921	-3.54
NOL	NOVARTIS - LINEA LAVERLAM	4,278,361	0.01	6,821,710	0.01	2,543,349	59.45
NOP	NOVARTIS PETS	0	0	0	0	0	0
NUT	LABORATORIOS NUTRIFARMA LTDA.	19,086,226	0.05	19,439,539	0.04	353,313	1.85
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	515,974,180	1.26	451,330,669	0.94	-64,643,511	-12.53
PFM	ZOETIS MASCOTAS	652,142,757	1.59	656,136,462	1.37	3,993,705	0.61

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DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
PHA	PHARMAVET LTDA.	64,404,720	0.16	62,781,654	0.13	-1,623,066	-2.52
PHK	LABORATORIOS PHARMEK	127,001	0	0	0	-127,001	-100
PPO	PROMOCIONALES	24,135,547	0.06	36,158,995	0.08	12,023,448	49.82
PRO	PROCONVET S.A.	3,567,409	0.01	8,955,975	0.02	5,388,566	151.05
PRV	LABORATORIOS PROVET LTDA	558,488,069	1.36	508,364,651	1.06	-50,123,418	-8.97
PYL	LAB. PROBYALA	28,811,160	0.07	19,161,630	0.04	-9,649,530	-33.49
ROP	CARLOS MARIA MORALES SAS	42,161,612	0.1	64,256,387	0.13	22,094,775	52.4
SAI	SANIDAD ANIMAL INTEGRAL S.A.	188,850,716	0.46	241,696,408	0.5	52,845,692	27.98
SYN	VIRBAC LINEA SYNTESIS	82,049,063	0.2	106,887,705	0.22	24,838,642	30.27
VEC	VECOL S.A	434,170,597	1.06	355,425,123	0.74	-78,745,474	-18.14
VEL	LABORATORIOS VELOX	8,992,966	0.02	8,756,686	0.02	-236,280	-2.63
VET	LABORATORIOS VETERLAND LTDA.	250,685,887	0.61	227,923,181	0.48	-22,762,706	-9.08
VIC	VICAR DE COLOMBIA S.A	141,701,050	0.34	148,587,586	0.31	6,886,536	4.86
VIR	VET.ESPECIALIZADA LINEA VIRBAC	139,810,783	0.34	38,205,905	0.08	-101,604,878	-72.67
VML	LABORATORIOS V.M. LTDA.	15,456,978	0.04	11,302,463	0.02	-4,154,515	-26.88
WES	WEISS PHARMA S.A.S	185,632,619	0.45	158,504,041	0.33	-27,128,578	-14.61
ZOO	LABORATORIOS ZOO LTDA	694,774,850	1.69	611,935,043	1.28	-82,839,807	-11.92
SUBTOTAL \$		16,179,845,926	39.36	16,126,237,835	33.69	-53,608,091	-0.33
TOTAL \$		16,179,845,926	39.36	16,126,237,835	33.69	-53,608,091	-0.33

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FELIPE BARON

CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
963	EVANGERS	28,042,240	0.07	40,499,762	0.08	12,457,522	44.42
	SUBTOTAL \$	28,042,240	0.07	40,499,762	0.08	12,457,522	44.42

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
957	MASCOLANDIA SAS	0	0	3,219,893	0.01	3,219,893	0
	SUBTOTAL \$	0	0	3,219,893	0.01	3,219,893	0

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
QUA	QUALIVET PHARMACEUTICALS	408,515,080	0.99	382,848,477	0.8	-25,666,603	-6.28
	SUBTOTAL \$	408,515,080	0.99	382,848,477	0.8	-25,666,603	-6.28

FERRETERIA

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
360	UMCO SA	149,934,072	0.36	183,833,061	0.38	33,898,989	22.61
442	KAZ USA INC	2,396,294	0.01	1,038,982	0	-1,357,312	-56.64
444	B-AIR	8,983,412	0.02	8,474,480	0.02	-508,932	-5.67
466	AGROTOOLS DE COLOMBIA SAS	0	0	0	0	0	0
524	WAHL CLIPPER CORPORATION	27,348,737	0.07	3,044,740	0.01	-24,303,997	-88.87
	SUBTOTAL \$	188,662,515	0.46	196,391,263	0.41	7,728,748	4.1

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 ACUMULADO **MAYO 2022**

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FERRETERIA IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
356	TRASCO TRADING COMPANY	921,255	0	1,181,683	0	260,428	28.27
357	IMACASA	4,533,366	0.01	2,279,800	0	-2,253,566	-49.71
440	DI-MARTINO S.R.L	13,008,032	0.03	15,574,101	0.03	2,566,069	19.73
445	NINGBO DB UNION INT'L CO LTD	0	0	13,206	0	13,206	0
459	TERKO TECNOLOGIAS AGROPECUARIA	0	0	0	0	0	0
	SUBTOTAL \$	18,462,653	0.04	19,048,790	0.04	586,137	3.17

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	10,766,746	0.03	1,087,698	0	-9,679,048	-89.9
	SUBTOTAL \$	10,766,746	0.03	1,087,698	0	-9,679,048	-89.9

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	175,991	0	2,002	0	-173,989	-98.86
002	INSTRUMENTAL QUIRURGICO	1,518,971	0	1,975,428	0	456,457	30.05
004	INSTRUMENTAL Y EQUIPO VARIO	8,021,153	0.02	8,278,783	0.02	257,630	3.21

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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	39,459,287	0.1	11,439,082	0.02	-28,020,205	-71.01
035	WISCONSIN & CIA LTDA.	25,920	0	8,446	0	-17,474	-67.42
037	COLINSTRUVET	1,905,857	0	2,364,162	0	458,305	24.05
040	IMPO PECUARIOS LTDA	0	0	0	0	0	0
041	INVERSIONES HERCO	0	0	0	0	0	0
043	LHAURA VET LTDA	13,802,061	0.03	16,379,931	0.03	2,577,870	18.68
050	LHAURA VET LTDA.	9,903,316	0.02	12,694,411	0.03	2,791,095	28.18
	SUBTOTAL \$	74,812,556	0.18	53,142,245	0.11	-21,670,311	-28.97

INSTRUMENTAL IMPORTADO DIRECTO

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
003	IMPORTACIONES UNIVERSO	301,342,316	0.73	351,681,764	0.73	50,339,448	16.71
010	DEMAPLAST SRL	565,770	0	0	0	-565,770	-100
018	INSTRUMENTAL VETERINARIO FIX	782,456	0	0	0	-782,456	-100
019	FARMING SUPPLY	67,328,515	0.16	96,833,245	0.2	29,504,730	43.82
021	INSTRUMENTS SUPPLIES	1,155,527	0	1,147,698	0	-7,829	-0.68
039	FARMING SUPPLY	5,221,339	0.01	5,871,671	0.01	650,332	12.46
045	SYRVET INC	1,725,685	0	209,763	0	-1,515,922	-87.84
047	ALLFLEX	0	0	0	0	0	0
048	COOTRAN	0	0	0	0	0	0
056	TRANSCO TRANDING COMPANY	10,799,702	0.03	19,534,838	0.04	8,735,136	80.88
057	SYRVET INC	1,771,083	0	701,806	0	-1,069,277	-60.37
058	GLOBALVET	98,971,671	0.24	105,640,731	0.22	6,669,060	6.74

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INSTRUMENTAL IMPORTADO DIRECTO

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
059 ALLFLEX	99,595,184	0.24	39,880,328	0.08	-59,714,856	-59.96
060 COTRAN	259,259	0	67,034	0	-192,225	-74.14
066 TOGNAZZONI	18,748,236	0.05	14,006,472	0.03	-4,741,764	-25.29
071 VETCO SUPPLY	62,897,206	0.15	77,468,506	0.16	14,571,300	23.17
522 EXIMPORT - OSTER	570,721	0	18,794,174	0.04	18,223,453	3193.06
SUBTOTAL \$	671,734,670	1.63	731,838,030	1.53	60,103,360	8.95

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	25,934,516	0.06	53,084,816	0.11	27,150,300	104.69
SUBTOTAL \$	25,934,516	0.06	53,084,816	0.11	27,150,300	104.69

MASCOTAS IMPORTADOS COMPRA NACIONAL

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
122 MASCOLANDIA LTDA.	519,497	0	1,589,367	0	1,069,870	205.94
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)	9,580	0	0	0	-9,580	-100
SUBTOTAL \$	529,077	0	1,589,367	0	1,060,290	200.4

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MASCOTAS IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
063	MODERNA PRODUCTOS NV	149,361,721	0.36	179,049,824	0.37	29,688,103	19.88
069	Henke Sass Wolf	7,502,976	0.02	11,014,506	0.02	3,511,530	46.8
075	MY FAMILY USA INC	17,861,391	0.04	833,787	0	-17,027,604	-95.33
149	GRACIOUS LIVING	11,461,787	0.03	16,419,784	0.03	4,957,997	43.26
156	FERPLAST PET PRODUCTS	307,931,122	0.75	145,792,182	0.3	-162,138,940	-52.65
157	TRANSCO TRADING COMPANY INC	19,742,989	0.05	12,614,370	0.03	-7,128,619	-36.11
160	ROGZ (PTY) LTD	150,401,173	0.37	93,982,170	0.2	-56,419,003	-37.51
162	BAMBOO PET - MUNCHKIN	241,368,950	0.59	202,959,753	0.42	-38,409,197	-15.91
163	JW PET COMPANY, INC.	75,552,367	0.18	63,136,044	0.13	-12,416,323	-16.43
172	KONG COMPANY	1,961,770	0	147,532	0	-1,814,238	-92.48
182	CANINE HARDWARE	49,812,584	0.12	40,185,976	0.08	-9,626,608	-19.33
183	TRIXIE HEIMTIERBEDARF	413,767,374	1.01	594,250,116	1.24	180,482,742	43.62
188	MAMMOTH PRODUCTS	25,395,203	0.06	44,347,443	0.09	18,952,240	74.63
195	LISCAM	31,925,611	0.08	31,062,964	0.06	-862,647	-2.7
201	201 OFICIAL S.A. DE C.V. (4BF)	8,939	0	0	0	-8,939	-100
CHI	CHIMIGROUP SRL	103,131,860	0.25	139,034,449	0.29	35,902,589	34.81
SUBTOTAL \$		1,607,187,817	3.91	1,574,830,900	3.29	-32,356,917	-2.01

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
102	INDUSTRIAS ARGOS LTDA.	24,063	0	0	0	-24,063	-100
115	GERDTS DIAZ STEPHANIE	1,999,648	0	2,506,711	0.01	507,063	25.36
973	LE GROUPE INTERSAND CANADA INC	287,526,336	0.7	450,517,293	0.94	162,990,957	56.69
SUBTOTAL \$		289,550,047	0.7	453,024,004	0.95	163,473,957	56.46

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TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
564	TRANSCO TRADING COMPANY	18,118,745	0.04	56,731,290	0.12	38,612,545	213.11
SUBTOTAL \$		18,118,745	0.04	56,731,290	0.12	38,612,545	213.11
TOTAL \$		3,342,481,633	8.13	3,567,336,535	7.45	224,854,902	6.73

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO
MAYO 2022

MARCELA SUAREZ

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
CMV	COMERVET S.A.	225,631,913	0.55	353,360,794	0.74	127,728,881	56.61
CPH	COASPHARMA SAS	3,124,997,952	7.6	3,544,432,286	7.41	419,434,334	13.42
TEC	TECNOCALIDAD SAS	951,818,944	2.32	1,403,593,529	2.93	451,774,585	47.46
SUBTOTAL \$		4,302,448,809	10.47	5,301,386,609	11.08	998,937,800	23.22
TOTAL \$		4,302,448,809	10.47	5,301,386,609	11.08	998,937,800	23.22

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

MARTHA PINILLOS

ARENAS GATOS PROVEEDOR NACIONAL

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
934	PET SPA	54,650,094	0.13	90,909,233	0.19	36,259,139	66.35
950	JARAMILLO PETS	22,055,710	0.05	17,139,312	0.04	-4,916,398	-22.29
952	MICHOS TOYS SAS	9,445,009	0.02	7,201,613	0.02	-2,243,396	-23.75
962	ANIMAL FACTOR SAS	9,004,357	0.02	9,272,553	0.02	268,196	2.98
967	VETERINARIA ESPECIALIZADA	96,050,431	0.23	90,876,591	0.19	-5,173,840	-5.39
977	PRODUCTOS FAMILIA	16,375,238	0.04	20,367,433	0.04	3,992,195	24.38
991	IND. AGROPECUARIA JVC SAS	2,670,168	0.01	46,960,838	0.1	44,290,670	1658.72
	SUBTOTAL \$	210,251,007	0.51	282,727,573	0.59	72,476,566	34.47

CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
904	NESTLE PURINA PET CARE	706,262,557	1.72	743,229,857	1.55	36,967,300	5.23
909	ROYAL CANIN COLOMBIA	69,004,123	0.17	45,826,676	0.1	-23,177,447	-33.59
911	GABRICA S.A.	5,493,943,024	13.37	8,349,124,406	17.44	2,855,181,382	51.97
912	MASTERFOODS COLOMBIA	357,237,226	0.87	466,924,852	0.98	109,687,626	30.7
918	JARAMILLO PETS & CIA S.C.A.	2,009,283,082	4.89	2,220,300,994	4.64	211,017,912	10.5
936	ROYAL CANIN COLOMBIA	591,457,303	1.44	998,796,158	2.09	407,338,855	68.87
965	PLB SUPER PREMIUM	596,149,440	1.45	496,468,855	1.04	-99,680,585	-16.72
971	COMERCIALIZADORA PESTAR SAS	616,623,120	1.5	779,824,327	1.63	163,201,207	26.47
	SUBTOTAL \$	10,439,959,875	25.4	14,100,496,125	29.46	3,660,536,250	35.06

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
900	APETIT MASCOTAS	11,335,112	0.03	9,672,128	0.02	-1,662,984	-14.67
902	INSUMOS DE LOS ANDES	0	0	738,162	0	738,162	0

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

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
905	CONCENTRADOS EL RANCHO LTDA	41,604,510	0.1	13,203,095	0.03	-28,401,415	-68.27
906	INCROS DE COLOMBIA	8,238,140	0.02	8,009,844	0.02	-228,296	-2.77
907	CONCENTRADOS EL RANCHO	9,156,140	0.02	2,477,879	0.01	-6,678,261	-72.94
908	MOTTA FORERO GINETH	4,823,550	0.01	7,328,909	0.02	2,505,359	51.94
910	ITALCOL DEL OCCIDENTE	1,727,107,073	4.2	2,144,411,952	4.48	417,304,879	24.16
914	ALIMENTOS NUTRION S.A.	147,049,342	0.36	202,847,090	0.42	55,797,748	37.94
915	PIXIE SAS	275,170,329	0.67	341,277,687	0.71	66,107,358	24.02
917	PELUDITOS BARF SAS	31,578,764	0.08	38,328,499	0.08	6,749,735	21.37
919	NESTLE PURINA PETCARE	1,095,511,154	2.67	1,550,358,072	3.24	454,846,918	41.52
944	WILLS BONILLA CONSTANZA MARGAR	3,990,394	0.01	2,071,340	0	-1,919,054	-48.09
947	GRUPO EMPRESARIAL BAHITI	24,157,855	0.06	15,604,026	0.03	-8,553,829	-35.41
954	COMERCIALIZADORABOGOTANAS.A.S.	7,253,173	0.02	13,968,341	0.03	6,715,168	92.58
956	IMPULSORES INTERNACIONALES	10,717,865	0.03	20,538,758	0.04	9,820,893	91.63
959	TASTY PLANET	345,935	0	180,182	0	-165,753	-47.91
960	GESTO AGRO SAS	153,742,326	0.37	319,330,654	0.67	165,588,328	107.71
964	PETS ANDINA SA	22,246,088	0.05	26,635,868	0.06	4,389,780	19.73
968	AIKOS LTDA	14,593,916	0.04	11,820,369	0.02	-2,773,547	-19
969	EMBUMASCOTAS	2,650,439	0.01	1,166,226	0	-1,484,213	-56
970	TOMASA'S BAKERY LATAM SAS	12,787,405	0.03	17,638,080	0.04	4,850,675	37.93
974	BARF COLOMBIA SAS	10,455,862	0.03	9,272,427	0.02	-1,183,435	-11.32
976	JOYFUL PETS SAS	683,587	0	382,396	0	-301,191	-44.06
978	WOW CAN SAS	18,373,897	0.04	31,405,917	0.07	13,032,020	70.93
979	MAXIPETS SAS	471,266,476	1.15	529,169,349	1.11	57,902,873	12.29

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

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
980	ALIMENTOS POLAR	77,097,189	0.19	148,033,472	0.31	70,936,283	92.01
987	DOGSY GOURMET SAS	5,682,646	0.01	5,258,809	0.01	-423,837	-7.46
988	LABORATORIOS ZOO	5,796,774	0.01	4,467,337	0.01	-1,329,437	-22.93
990	SOLLA	82,670,939	0.2	174,458,012	0.36	91,787,073	111.03
992	PROYECTO E SAS	5,660,400	0.01	4,443,387	0.01	-1,217,013	-21.5
993	ALIMENTOS FINCA S.A.	49,752,636	0.12	188,102,417	0.39	138,349,781	278.08
	SUBTOTAL \$	4,331,499,916	10.54	5,842,600,684	12.21	1,511,100,768	34.89

CONCETRADOS IMPORTADOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
916	EL PUNTO FERTIL	0	0	33,549,656	0.07	33,549,656	0
	SUBTOTAL \$	0	0	33,549,656	0.07	33,549,656	0

CONSUMO

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
011	CNCL	431,945	0	169,554	0	-262,391	-60.75
020	ENZICOL LTDA	899,393	0	483,558	0	-415,835	-46.24
029	PRODUCTOS JULIAO S.A.S.	8,732	0	0	0	-8,732	-100
049	START CAPCO SAS	0	0	0	0	0	0
054	CUAJA DE COLOMBIA S.A.S	5,060,117	0.01	4,581,196	0.01	-478,921	-9.46
	SUBTOTAL \$	6,400,187	0.02	5,234,308	0.01	-1,165,879	-18.22

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
BON	BONAVET LTDA	39,150,184	0.1	29,425,349	0.06	-9,724,835	-24.84
DRC	IG COLOMBIA S.A.	38,914,509	0.09	110,964,037	0.23	72,049,528	185.15

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

MAYO 2022

MARTHA PINILLOS

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
FRA	DINKY PETT SAS	26,625,191	0.06	27,298,130	0.06	672,939	2.53
GLP	MC COLER	10,673,909	0.03	11,985,424	0.03	1,311,515	12.29
JUC	JUAN CASTELLANOS RODRIGUEZ	15,208,030	0.04	11,824,675	0.02	-3,383,355	-22.25
SAP	SOLUCIONES AGRICOLAS PECUARIAS	72,918,208	0.18	87,237,200	0.18	14,318,992	19.64
SUBTOTAL \$		203,490,031	0.5	278,734,815	0.58	75,244,784	36.98

FERRETERIA

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
202	IMPORTADORA GONZALEZ OSUNA SAS	19,111,725	0.05	10,196,783	0.02	-8,914,942	-46.65
203	PROTEX S.A	198,075	0	141,144	0	-56,931	-28.74
208	PROTEX S.A	8,957,367	0.02	6,030,343	0.01	-2,927,024	-32.68
230	F-SHIELD	1,175,276	0	459,413	0	-715,863	-60.91
300	TREFILADOS DE COLOMBIA LT	22,663,473	0.06	30,092,822	0.06	7,429,349	32.78
308	FERCON S.A.	10,694,151	0.03	6,870,953	0.01	-3,823,198	-35.75
320	LIDER CAMARGO SAS	4,992,915	0.01	12,330,959	0.03	7,338,044	146.97
324	LIDER CAMARGO SAS	0	0	42,018	0	42,018	0
338	J.E.N S.A	6,038,127	0.01	5,563,735	0.01	-474,392	-7.86
340	FERCON S.A.	759,962	0	657,494	0	-102,468	-13.48
352	LHAURA VET	7,450,058	0.02	9,077,480	0.02	1,627,422	21.84
403	AGROINTEGRAL ANDINA S.A.	28,821,011	0.07	35,640,085	0.07	6,819,074	23.66
405	TORRES BORJA NATALIA	1,565,543	0	1,150,765	0	-414,778	-26.49
406	PENAGOS HNOS Y CIA LTDA	3,045,024	0.01	2,379,375	0	-665,649	-21.86
410	ENERGIA Y POTENCIA	19,404,181	0.05	4,791,310	0.01	-14,612,871	-75.31
418	GLOBAL MOTOR LTDA	10,702,738	0.03	6,524,801	0.01	-4,177,937	-39.04

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

MARTHA PINILLOS

FERRETERIA

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
428	DUWEST COLOMBIA SAS	466,754	0	58,627	0	-408,127	-87.44
429	INSMEVET S EN C	0	0	295,665	0	295,665	0
435	KARCHER SAS	491,502	0	0	0	-491,502	-100
450	MECANELECTRO S.A.S	59,931,847	0.15	71,023,126	0.15	11,091,279	18.51
455	DURESPO S.A.	38,489,561	0.09	37,777,897	0.08	-711,664	-1.85
463	BEAVER S.A.	13,326	0	1,000,000	0	986,674	7404.13
465	PLASTICAUCHO COLOMBIA SA.	193,433	0	2,169,101	0	1,975,668	1021.37
475	HUSQVRNA	38,803,380	0.09	66,501,937	0.14	27,698,557	71.38
501	CERCAS EL CEBU LTDA	40,435,390	0.1	52,431,471	0.11	11,996,081	29.67
502	JUAN GUZMAN BARRERO	110,000	0	0	0	-110,000	-100
503	COLEMPAQUES LTDA.	314,479	0	0	0	-314,479	-100
505	GROUPE SEB COLOMBIA	19,951,688	0.05	3,443,938	0.01	-16,507,750	-82.74
506	DANIEL RODRIGUEZ	4,043,933	0.01	3,731,465	0.01	-312,468	-7.73
508	JUVENIA SA	1,627,577	0	989,678	0	-637,899	-39.19
509	MANUEL ARIZA OROSCO	5,852,228	0.01	3,049,438	0.01	-2,802,790	-47.89
510	FUNDICION J-P	62,500	0	184,375	0	121,875	195
511	DEL AGRO SOLUCIONES PARA EL CAMPO	10,691,101	0.03	8,284,226	0.02	-2,406,875	-22.51
515	GIRALDO LARA LTDA	36,250	0	0	0	-36,250	-100
516	REPRESENTACIONES Y DISTRIBUCIO	5,788,880	0.01	0	0	-5,788,880	-100
519	ROTOPLAST	1,279,685	0	0	0	-1,279,685	-100
526	DELAVAL LTDA	45,648	0	0	0	-45,648	-100
599	GARANTIAS Y REPARACIONES	1,003,255	0	522,855	0	-480,400	-47.88
	SUBTOTAL \$	375,212,043	0.91	383,413,279	0.8	8,201,236	2.19

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

MARTHA PINILLOS

INSTRUMENTAL NACIONAL

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
007	EMPRESA GENETICA ESPECIAL	1,887,588	0	798,477	0	-1,089,111	-57.7
012	EMILIO ACUÑA	1,836,195	0	793,227	0	-1,042,968	-56.8
022	PLASTLAVET	11,124,835	0.03	6,712,770	0.01	-4,412,065	-39.66
025	ANDINA DE TECNOLOGIA	4,341,677	0.01	3,280,748	0.01	-1,060,929	-24.44
SUBTOTAL \$		19,190,295	0.05	11,585,222	0.02	-7,605,073	-39.63

INSUMOS AGRICOLAS

DESCRIPCION		VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
600	DUWEST	66,677,112	0.16	72,047,066	0.15	5,369,954	8.05
601	INVESA S.A.	89,263,413	0.22	152,391,065	0.32	63,127,652	70.72
602	AGROINFESA	50,136,927	0.12	4,981,997	0.01	-45,154,930	-90.06
603	COLINAGRO S.A.	18,586,761	0.05	49,147,894	0.1	30,561,133	164.42
604	SUPERABONO LTDA.	1,055,533	0	781,763	0	-273,770	-25.94
609	CONTROL PLUS SAS	11,619,948	0.03	23,043,888	0.05	11,423,940	98.31
610	AGROINTEGRAL ANDINA S.A	23,740,278	0.06	26,304,654	0.05	2,564,376	10.8
616	PERMOFIELTROS LTDA	2,853,123	0.01	2,143,188	0	-709,935	-24.88
617	AGROFERTILIZANTES DE COLOMBIA	29,837,750	0.07	40,532,821	0.08	10,695,071	35.84
619	EL SEMILLERO E.U.	1,809,122	0	3,639,985	0.01	1,830,863	101.2
628	PROQUIMCOL LTDA.	1,049,052	0	1,871,548	0	822,496	78.4
635	FERTILIZANTES VARIOS	11,853,557	0.03	18,825,161	0.04	6,971,604	58.81
644	LABORATORIOS AUROFARMA	0	0	14,619,478	0.03	14,619,478	0
650	FERTIPREMIUM SAS	9,807,534	0.02	6,063,357	0.01	-3,744,177	-38.18
656	ABONEX SAS	1,997,527	0	930,142	0	-1,067,385	-53.44
SUBTOTAL \$		320,287,637	0.78	417,324,007	0.87	97,036,370	30.3

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

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	93,846,547	0.23	179,494,896	0.38	85,648,349	91.26
101	NAVCAR SAS	4,470,153	0.01	9,194,298	0.02	4,724,145	105.68
103	LA PINTA DOG	0	0	0	0	0	0
104	HORUS PET TRADING COMPANY SAS	0	0	523,001	0	523,001	0
105	MOLDEADO INDUSTRIAL DE COLOMBIA SAS	2,680,900	0.01	161,500	0	-2,519,400	-93.98
106	EBRANDI MEDIOS S.A.	27,818	0	111,272	0	83,454	300
107	CORPORAC. MUNDIAL DE LA MUJER	1,140,419	0	1,755,541	0	615,122	53.94
108	CAPITAL MARK'S SAS	20,693,002	0.05	41,793,371	0.09	21,100,369	101.97
109	HOME-VET SAS	0	0	0	0	0	0
110	TASTY PLANET	132,638,337	0.32	165,314,825	0.35	32,676,488	24.64
111	ASIAMERICA TRADING SAS	7,884,543	0.02	2,557,128	0.01	-5,327,415	-67.57
112	FELCAN SAS	85,717,538	0.21	121,977,303	0.25	36,259,765	42.3
113	GREEN TRADING SAS	16,309,825	0.04	15,576,181	0.03	-733,644	-4.5
114	DIAZ MARTINEZ PAMELA ANDREA	13,540	0	400,288	0	386,748	2856.34
117	WAPET SAS	0	0	16,275,434	0.03	16,275,434	0
119	AL TORNIO SAS	31,714,343	0.08	40,825,621	0.09	9,111,278	28.73
120	COMERCIALIZADORA BOGOTANA LTDA	11,037,677	0.03	19,816,525	0.04	8,778,848	79.54
121	CI EVOLUTION BRANDS COLOMBIA SAS	4,711,442	0.01	1,508,023	0	-3,203,419	-67.99
123	MERINO TRADING CO LTDA	93,840	0	239,867	0	146,027	155.61

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

MARTHA PINILLOS

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
124	PRIME PET	8,414,527	0.02	10,989,193	0.02	2,574,666	30.6
125	ID TRACK SAS	461,395	0	0	0	-461,395	-100
126	RODRIGUEZ DANIEL	1,773,880	0	1,132,290	0	-641,590	-36.17
128	MORAI SAS	0	0	0	0	0	0
133	MECANICA INDUSTRIAL	10,232,191	0.02	9,018,030	0.02	-1,214,161	-11.87
134	IG COLOMBIA S.A	2,971,420	0.01	285,660	0	-2,685,760	-90.39
135	CORTEZ CABRERA LUIS	0	0	4,885,066	0.01	4,885,066	0
136	NALSANI SA	0	0	39,908,147	0.08	39,908,147	0
140	ANIMAL FACTOR SAS	367,049,968	0.89	357,286,055	0.75	-9,763,913	-2.66
153	COLOMBIANA DE BIODesarrollo SAS	15,723,997	0.04	12,011,923	0.03	-3,712,074	-23.61
173	CASTRELLON MELO NESTOR LE	27,436,716	0.07	26,685,958	0.06	-750,758	-2.74
175	TOMMY DOGS LTDA	171,545	0	138,783	0	-32,762	-19.1
179	CONAVET LTDA	20,862,940	0.05	26,086,255	0.05	5,223,315	25.04
184	COLEMPAQUES LTDA	863,160	0	661,282	0	-201,878	-23.39
186	DE PASEO CON LOS PELUDITOS	24,093,818	0.06	15,012,291	0.03	-9,081,527	-37.69
191	INDEPHAR SAS	1,513,750	0	1,386,550	0	-127,200	-8.4
192	HENRY ARTURO COY MONSALVE	37,295	0	0	0	-37,295	-100
198	PRODUCTOS FAMILIA SANCELA S.A.	104,769,017	0.25	92,231,970	0.19	-12,537,047	-11.97
	SUBTOTAL \$	999,355,543	2.43	1,215,244,527	2.54	215,888,984	21.6

SALES Y MELAZAS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
901	MIELES Y AZUCARES DEL VALLE	11,476,446	0.03	4,860,610	0.01	-6,615,836	-57.65
903	QUIMPAC	3,911,137	0.01	750,193	0	-3,160,944	-80.82

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

MARTHA PINILLOS

SALES Y MELAZAS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
929	SOMEX S.A	49,072,311	0.12	38,676,044	0.08	-10,396,267	-21.19
	SUBTOTAL \$	64,459,894	0.16	44,286,847	0.09	-20,173,047	-31.3

SEMILLAS Y BRACHARIAS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
703	FERCON	91,476,520	0.22	104,868,548	0.22	13,392,028	14.64
705	DISTRIBUIDORA DE ABONOS	106,059,464	0.26	6,108,131	0.01	-99,951,333	-94.24
709	IMPULSORES INTERNACIONALES LTD	27,924,818	0.07	44,058,999	0.09	16,134,181	57.78
726	DURESPO S.A.	696,251	0	402,500	0	-293,751	-42.19
	SUBTOTAL \$	226,157,053	0.55	155,438,178	0.32	-70,718,875	-31.27

TALABARTERIA Y EQUINOS

	DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
551	INVERSIONES SILDARRIAGA GOMEZ	5,674,157	0.01	7,297,492	0.02	1,623,335	28.61
553	EMCOCLAVOS S.A	8,766,394	0.02	5,326,181	0.01	-3,440,213	-39.24
555	ANGARITA CLARA INES	0	0	31,250	0	31,250	0
558	MESACE S.A	66,580,621	0.16	83,126,647	0.17	16,546,026	24.85
568	AL TORNO S.A.S	4,230,582	0.01	3,608,041	0.01	-622,541	-14.72
	SUBTOTAL \$	85,251,754	0.21	99,389,611	0.21	14,137,857	16.58
	TOTAL \$	17,281,515,235	42.04	22,870,024,832	47.78	5,588,509,597	32.34

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO
MAYO 2022

DESCRIPCION	VENT 2021	% PARTIC	VENT 2022	%PARTIC	DIFERENCIA	CRECIM
TOTAL EMP \$	41,106,291,603	100	47,864,985,811	100	6,758,694,208	16.44

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