

# ESTADISTICA DE VENTAS POR LINEA - AREQUIPA

01/12/2019 AL 31/12/2019

| Nº | LINEA                        | INVENTARIO   | COMPRAS    | V. BRUTA   | N/CREDITO | V.NETA     | CUOTA      | (%) X COBRAR | PARTIC(%) | UTIL(%) |
|----|------------------------------|--------------|------------|------------|-----------|------------|------------|--------------|-----------|---------|
| 1  | B. BRAUN INST                | 22,367.34    | 0.00       | 3,889.61   | 0.00      | 3,889.61   | 7,200.00   | 54.02        | 0.00      | 47.18   |
| 2  | PANDITAS                     | 19,333.21    | 13,381.07  | 5,971.73   | 120.23    | 5,851.50   | 8,735.40   | 66.99        | 0.00      | 40.53   |
| 3  | IQMEDIC                      | 47,462.42    | 30,432.77  | 24,713.00  | 298.47    | 24,414.53  | 19,880.00  | 122.81       | 0.00      | 36.02   |
| 4  | LAFAGE                       | 50,594.77    | 999.57     | 2,909.24   | 0.00      | 2,909.24   | 8,505.00   | 34.21        | 0.00      | 35.17   |
| 5  | OPHTHA                       | 66,665.42    | 58,194.07  | 22,338.68  | 97.10     | 22,241.58  | 57,561.50  | 38.64        | 0.00      | 34.52   |
| 6  | BONAPHARM                    | 9,618.14     | 5,784.81   | 3,686.05   | 0.00      | 3,686.05   | 0.00       | 0.00         | 0.00      | 31.29   |
| 7  | STERILAB                     | 3,679.07     | 0.00       | 2,130.79   | 2.04      | 2,128.75   | 3,500.00   | 60.82        | 0.00      | 30.67   |
| 8  | NORDIC                       | 88,673.28    | 35,322.93  | 29,133.31  | 172.91    | 28,960.40  | 28,152.70  | 102.87       | 0.00      | 29.29   |
| 9  | B. BRAUN MEDICAL             | 138,831.65   | 54,305.49  | 70,368.76  | 410.22    | 69,958.54  | 80,007.00  | 87.44        | 0.00      | 29.13   |
| 10 | INDUQUIMICA                  | 59,146.37    | 25,838.68  | 49,548.65  | 667.16    | 48,881.49  | 49,855.00  | 98.05        | 0.00      | 27.89   |
| 11 | SANDERSON                    | 30,537.68    | 15,217.00  | 12,292.63  | 84.60     | 12,208.03  | 9,957.00   | 122.61       | 0.00      | 27.22   |
| 12 | NIPRO                        | 34,630.81    | 20,255.69  | 15,501.74  | 101.29    | 15,400.45  | 15,001.50  | 102.66       | 0.00      | 26.18   |
| 13 | LABOT                        | 18,014.01    | 5,894.53   | 13,724.40  | 117.09    | 13,607.31  | 11,998.80  | 113.41       | 0.00      | 25.95   |
| 14 | LABORATORIOS AC FARMA S.A.   | 26,151.26    | 4,605.30   | 12,928.06  | 190.44    | 12,737.62  | 14,995.50  | 84.94        | 0.00      | 24.92   |
| 15 | INTI                         | 3,463.76     | 0.00       | 3,146.49   | 96.16     | 3,050.33   | 7,957.60   | 38.33        | 0.00      | 23.99   |
| 16 | TERBOL                       | 25,980.47    | 3,012.11   | 8,340.27   | 132.96    | 8,207.31   | 11,998.80  | 68.40        | 0.00      | 23.29   |
| 17 | LAPE S.A.                    | 3,254.50     | 10,362.73  | 11,075.08  | 13.28     | 11,061.80  | 4,994.00   | 221.50       | 0.00      | 22.10   |
| 18 | DISTRIBUIDORA DANY           | 41,263.98    | 37,620.91  | 38,768.75  | 357.27    | 38,411.48  | 27,997.20  | 137.20       | 0.00      | 21.70   |
| 19 | PUIG                         | 0.00         | 0.00       | 211.73     | 1.16      | 210.57     | 0.00       | 0.00         | 0.00      | 21.64   |
| 20 | PORTUGAL                     | 84,169.90    | 67,666.05  | 47,848.10  | 1,198.89  | 46,649.21  | 64,994.00  | 71.77        | 0.00      | 21.15   |
| 21 | PROSEMEDIC                   | 183.19       | 3,433.47   | 4,121.09   | 0.00      | 4,121.09   | 0.00       | 0.00         | 0.00      | 19.90   |
| 22 | VITALIS PERU                 | 54,243.57    | 39,916.14  | 38,876.53  | 550.30    | 38,326.23  | 28,000.00  | 136.88       | 0.00      | 19.31   |
| 23 | PRODESA                      | 16,730.47    | 20,142.05  | 4,063.29   | 0.00      | 4,063.29   | 0.00       | 0.00         | 0.00      | 19.10   |
| 24 | GENOMMA LAB                  | 7,202.79     | 0.00       | 357.13     | 0.00      | 357.13     | 10,189.90  | 3.50         | 0.00      | 18.65   |
| 25 | ITF FARMACEUTICA PERU S.A.C. | 49,883.58    | 26,087.90  | 15,056.77  | 62.66     | 14,994.11  | 19,996.00  | 74.99        | 0.00      | 18.38   |
| 26 | IMPORT                       | 8,861.51     | 1,525.42   | 2,061.36   | 0.00      | 2,061.36   | 143.88     | 1,432.69     | 0.00      | 18.25   |
| 27 | EXELTIS                      | 6,755.98     | 2,647.55   | 311.01     | 0.00      | 311.01     | 0.00       | 0.00         | 0.00      | 17.63   |
| 28 | LABORATORIOS MARKOS          | 105,589.58   | 84,359.67  | 51,317.85  | 1,455.59  | 49,862.26  | 60,000.00  | 83.10        | 0.00      | 17.42   |
| 29 | VIÑA VIEJA                   | 166.64       | 0.00       | 62.29      | 0.00      | 62.29      | 0.00       | 0.00         | 0.00      | 16.58   |
| 30 | BEIERSDORF                   | 15,254.79    | 17,398.35  | 4,786.72   | 8.55      | 4,778.17   | 6,393.00   | 74.74        | 0.00      | 16.50   |
| 31 | PHARMED                      | 15,198.97    | 0.00       | 8,303.36   | 1.37      | 8,301.99   | 12,012.31  | 69.11        | 0.00      | 16.17   |
| 32 | VARIOS                       | 1,513,929.86 | 1,727.57   | 2,061.39   | 0.00      | 2,061.39   | 200,000.00 | 1.03         | 0.00      | 15.97   |
| 33 | LANSIER                      | 126,582.85   | 74,467.78  | 72,276.28  | 1,077.43  | 71,198.85  | 65,000.00  | 109.54       | 0.00      | 15.35   |
| 34 | CASSARA                      | 57,702.63    | 20,369.98  | 15,748.31  | 186.04    | 15,562.27  | 20,004.00  | 77.80        | 0.00      | 13.89   |
| 35 | APROPO                       | 24,413.32    | 0.00       | 15,197.34  | 4.56      | 15,192.78  | 25,000.00  | 60.77        | 0.00      | 13.46   |
| 36 | TEVA                         | 88,438.06    | 48,736.64  | 42,843.69  | 249.39    | 42,594.30  | 40,000.00  | 106.49       | 0.00      | 12.85   |
| 37 | GEN-FAR                      | 29,569.83    | 12,300.03  | 14,582.04  | 53.37     | 14,528.67  | 9,997.00   | 145.33       | 0.00      | 12.49   |
| 38 | LABORATORIOS SOPHIA-PERU     | 31,199.49    | 11,863.02  | 27,521.22  | 87.84     | 27,433.38  | 34,996.50  | 78.39        | 0.00      | 12.18   |
| 39 | LAFARPE                      | 29,144.76    | 5,313.92   | 23,652.74  | 602.40    | 23,050.34  | 37,996.20  | 60.66        | 0.00      | 12.18   |
| 40 | GSK - GLAXOSMITHKLINE        | 40,613.48    | 28,869.82  | 14,898.72  | 165.86    | 14,732.86  | 18,500.00  | 79.64        | 0.00      | 11.70   |
| 41 | DKASA                        | 13,171.86    | 4,476.40   | 8,023.17   | 149.08    | 7,874.09   | 8,500.00   | 92.64        | 0.00      | 11.55   |
| 42 | CECIFARMA GROUP SAC          | 0.00         | 1,016.95   | 1,127.12   | 0.00      | 1,127.12   | 0.00       | 0.00         | 0.00      | 10.83   |
| 43 | LABORATORIO ANSOLAT          | 10,158.09    | 1,716.10   | 1,821.43   | 1.85      | 1,819.58   | 12,160.16  | 14.96        | 0.00      | 10.80   |
| 44 | YOBEL                        | 6,103.68     | 0.00       | 4,947.84   | 17.77     | 4,930.07   | 6,000.00   | 82.17        | 0.00      | 10.66   |
| 45 | TUINIES                      | 93.05        | 0.00       | 86.30      | 63.08     | 23.22      | 0.00       | 0.00         | 0.00      | 9.87    |
| 46 | BAYER                        | 32,243.86    | 14,385.23  | 12,271.58  | 32.57     | 12,239.01  | 12,000.00  | 101.99       | 0.00      | 9.77    |
| 47 | HAWAIIAN TROPIC              | 727.00       | 2,577.53   | 2,770.77   | 0.00      | 2,770.77   | 734.39     | 377.29       | 0.00      | 9.32    |
| 48 | SCHICK & ENERGIZER           | 34,193.78    | 25,842.89  | 27,342.53  | 554.32    | 26,788.21  | 32,471.96  | 82.50        | 0.00      | 7.05    |
| 49 | MEAD JOHNSON                 | 19,099.59    | 0.00       | 8,950.16   | 13.75     | 8,936.41   | 13,002.60  | 68.73        | 0.00      | 7.03    |
| 50 | IACSA                        | 92,720.45    | 19,482.05  | 98,673.04  | 1,893.99  | 96,779.05  | 101,000.00 | 95.82        | 0.00      | 5.68    |
| 51 | CALA                         | 51,185.18    | 8,693.37   | 18,375.04  | 276.05    | 18,098.99  | 38,845.80  | 46.59        | 0.00      | 5.66    |
| 52 | EUROFARMA                    | 413,373.93   | 214,533.66 | 117,139.19 | 783.24    | 116,355.95 | 201,980.00 | 57.61        | 0.00      | 5.31    |

| Nº            | LINEA                | INVENTARIO   | COMPRAS      | V. BRUTA     | N/CREDITO | V.NETA       | CUOTA        | (%) X COBRAR | PARTIC(%) | UTIL(%) |        |
|---------------|----------------------|--------------|--------------|--------------|-----------|--------------|--------------|--------------|-----------|---------|--------|
| 53            | KIMBERLY PROFESIONAL | 23,811.07    | 846.72       | 451.46       | 0.00      | 451.46       | 0.00         | 0.00         | 0.00      | 0.02    | 3.47   |
| 54            | QUALA                | 13,593.94    | 9,943.29     | 8,536.78     | 453.77    | 8,083.01     | 23,995.80    | 33.69        | 0.00      | 0.30    | 1.60   |
| 55            | ADM-SAO              | 165.60       | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 56            | ALGOTEC              | 16.27        | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 57            | DROKASA              | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 58            | DUREX                | 54.08        | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 59            | INTIMA MEXIL DERMEX  | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 60            | JOHNSON & JOHNSON    | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 61            | MEAD JOHNSON H       | 1,753.99     | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 62            | MERCK PERUANA        | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 63            | MONTEALTO            | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 64            | NESTLE               | 38,880.61    | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 65            | OFERTAS              | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 66            | PROTISA - TISSUE     | 952.96       | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 67            | PROYECTO IF          | 515.80       | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 68            | ROXFARMA             | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 69            | SCHERING PLOUGH      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 70            | TEVA-INFARMASA       | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 71            | LOREAL               | 0.00         | 0.00         | 0.00         | 0.00      | 0.00         | 0.00         | 0.00         | 0.00      | 0.00    | 0.00   |
| 72            | AXON PHARMA          | 93,806.20    | 0.00         | 8,512.95     | 8,313.87  | 199.08       | 40,008.00    | 0.50         | 0.00      | 0.01    | -0.70  |
| 73            | ISDIN                | 159,108.91   | 70,452.17    | 87,935.19    | 292.04    | 87,643.15    | 51,010.00    | 171.82       | 0.00      | 3.22    | -1.60  |
| 74            | SIEGFRIED            | 252,753.23   | 140,145.97   | 66,802.46    | 566.75    | 66,235.71    | 96,991.00    | 68.29        | 0.00      | 2.43    | -2.47  |
| 75            | LUKOLL               | 153,051.06   | 89,510.39    | 55,071.81    | 610.92    | 54,460.89    | 50,005.00    | 108.91       | 0.00      | 2.00    | -10.12 |
| 76            | GEDEON               | 87,762.60    | 73,796.61    | 21,931.36    | 2,926.56  | 19,004.80    | 45,900.00    | 41.40        | 0.00      | 0.70    | -13.66 |
| 77            | ISSUE                | 189,805.65   | 96,532.85    | 23,717.90    | 14,780.18 | 8,937.72     | 109,996.40   | 8.13         | 0.00      | 0.33    | -15.02 |
| 78            | GRUPOFARMA           | 152,418.72   | 86,294.54    | 38,678.16    | 1,361.89  | 37,316.27    | 61,206.00    | 60.97        | 0.00      | 1.37    | -17.62 |
| 79            | MEDIFARMA GIANFARMA  | 5,145.42     | 2,246.42     | 289.63       | 0.84      | 288.79       | 10,000.00    | 2.89         | 0.00      | 0.01    | -18.06 |
| 80            | VITAL CARE           | 84,105.60    | 6,739.65     | 6,833.34     | 1.00      | 6,832.34     | 8,616.00     | 79.30        | 0.00      | 0.25    | -24.19 |
| 81            | MEDIFARMA ATRAL      | 212,571.67   | 130,993.56   | 39,382.74    | 906.18    | 38,476.56    | 61,000.00    | 63.08        | 0.00      | 1.41    | -24.54 |
| 82            | UNIMED DEL PERU      | 536,349.51   | 56,910.36    | 39,841.32    | 172.02    | 39,669.30    | 84,992.50    | 46.67        | 0.00      | 1.46    | -26.41 |
| 83            | MEDIFARMA ZAIMAN     | 54,088.35    | 22,940.01    | 7,860.64     | 115.32    | 7,745.32     | 12,925.95    | 59.92        | 0.00      | 0.28    | -30.39 |
| 84            | MEDIFARMA FARPASA    | 366,495.79   | 360,879.95   | 199,647.47   | 7,559.58  | 192,087.89   | 141,603.60   | 135.65       | 0.00      | 7.05    | -34.72 |
| 85            | MEDIFARMA TRIFARMA   | 905,672.80   | 815,140.92   | 403,986.57   | 18,127.45 | 385,859.12   | 500,000.00   | 77.17        | 0.00      | 14.17   | -35.36 |
| 86            | MEDIFARMA CONSUMO    | 496,563.84   | 583,648.11   | 244,933.14   | 10,400.93 | 234,532.21   | 134,738.76   | 174.06       | 0.00      | 8.61    | -37.79 |
| 87            | MEDIFARMA MEDIF      | 1,928,301.64 | 1,198,821.93 | 498,887.16   | 11,335.52 | 487,551.64   | 660,548.00   | 73.81        | 0.00      | 17.90   | -51.11 |
| 88            | MEDIFARMA AKORN      | 165,340.85   | 114,764.44   | 22,731.93    | 734.55    | 21,997.38    | 51,000.00    | 43.13        | 0.00      | 0.81    | -60.08 |
| Total General |                      | 9,591,660.04 | 4,941,385.09 | 2,814,186.38 | 91,011.70 | 2,723,174.68 | 3,592,751.71 |              | 0.00      |         |        |