

N°	Lineas	TOTAL VENTAS	Vendedor	(%)	Represent.	(%)	Superv	(%)	Cliente	(%)	Client.	(%)
1	82 MEDIFARMA MEDIF	498,887.16	239,343.69	47.98	256,289.39	51.37			3,254.08	0.65	421	
2	83 MEDIFARMA TRIFARMA	403,986.57	221,336.78	54.79	170,957.52	42.32			11,692.27	2.89	359	
3	80 MEDIFARMA CONSUMO	244,933.14	49,735.07	20.31	195,126.05	79.67			72.02	0.03	288	
4	81 MEDIFARMA FARPASA	199,647.47	39,712.99	19.89	159,681.22	79.98			253.26	0.13	237	
5	296 EUROFARMA	117,139.19	93,700.48	79.99	23,301.83	19.89			136.88	0.12	188	
6	101 PORTUGAL	103,995.26	103,567.06	99.59	195.89	0.19			232.31	0.22	297	
7	52 IACSA	98,673.04	97,989.15	99.31	683.89	0.69					120	
8	271 ISDIN	87,935.19	87,324.76	99.31	610.43	0.69					27	
9	71 LANSIER	72,276.28	71,905.78	99.49	334.48	0.46			36.02	0.05	213	
10	17 B. BRAUN MEDICAL	70,368.76	69,453.59	98.70					915.17	1.30	124	
11	270 SIEGFRIED	66,802.46	57,851.56	86.60	8,950.90	13.40					129	
12	73 LUKOLL	55,071.81	40,986.63	74.42	14,085.18	25.58					94	
13	322 LABORATORIOS MARKOS	51,317.85	7,609.36	14.83	43,708.49	85.17					122	
14	55 INDUQUIMICA	49,548.65	38,636.60	77.98	10,351.18	20.89			560.87	1.13	225	
15	78 TEVA	42,843.69	42,756.14	99.80					87.55	0.20	188	
16	124 UNIMED DEL PERU	39,841.32	31,315.46	78.60	8,525.86	21.40					49	
17	292 MEDIFARMA ATRAL	39,382.74	23,251.26	59.04	15,726.59	39.93			404.89	1.03	57	
18	128 VITALIS PERU	38,876.53	37,253.40	95.82					1,623.13	4.18	119	
19	28 DISTRIBUIDORA DANY	38,768.75	38,477.14	99.25	36.73	0.09			254.88	0.66	174	
20	47 GRUPOFARMA	38,678.16	38,416.86	99.32					261.30	0.68	57	
21	266 NORDIC	29,133.31	26,294.69	90.26	1,812.75	6.22			1,025.87	3.52	84	
22	70 LABORATORIOS SOPHIA-PERU	27,521.22	24,784.21	90.05					2,737.01	9.95	37	
23	114 SCHICK & ENERGIZER	27,342.53	27,342.53	100.0							36	
24	295 IQMEDIC	24,713.00	24,178.46	97.84	22.91	0.09			511.63	2.07	180	
25	321 ISSUE	23,717.90	22,499.89	94.86	1,218.01	5.14					30	
26	313 LAFARPE	23,652.74	12,265.29	51.86	11,387.45	48.14					73	
27	79 MEDIFARMA AKORN	22,731.93	9,914.73	43.62	12,701.05	55.87			116.15	0.51	60	
28	94 OPHTHA	22,338.68	21,223.64	95.01	1,115.04	4.99					46	
29	287 GEDEON	21,931.36	9,315.73	42.48	12,615.63	57.52					60	
30	323 CALA	18,375.04	18,226.96	99.19	148.08	0.81					72	
31	281 CASSARA	15,748.31	15,683.77	99.59					64.54	0.41	44	
32	90 NIPRO	15,501.74	14,911.31	96.19					590.43	3.81	122	
33	12 APROPO	15,197.34	15,197.34	100.0							60	
34	316 ITF FARMACEUTICA PERU S.A.C.	15,056.77	11,332.19	75.26	2,933.82	19.49			790.76	5.25	43	
35	48 GSK - GLAXOSMITHKLINE	14,898.72	14,802.53	99.35	96.19	0.65					107	
36	325 GEN-FAR	14,582.04	14,498.39	99.43	83.65	0.57					161	
37	272 LABOT	13,724.40	13,199.42	96.17	330.08	2.41			194.90	1.42	138	
38	326 LABORATORIOS AC FARMA S.A.	12,928.06	12,910.07	99.86	17.99	0.14					114	
39	110 SANDERSON	12,292.63	12,121.28	98.61	21.01	0.17			150.34	1.22	53	
40	269 BAYER	12,271.58	11,791.58	96.09					480.00	3.91	60	
41	72 LAPE S.A.	11,075.08	11,045.32	99.73					29.76	0.27	67	
42	308 MEAD JOHNSON	8,950.16	8,371.45	93.53	275.66	3.08			303.05	3.39	24	
43	320 QUALA	8,536.78	8,536.78	100.0							21	
44	299 AXON PHARMA	8,512.95	8,512.95	100.0							37	
45	121 TERBOL	8,340.27	8,281.99	99.30	58.28	0.70					66	
46	315 PHARMED	8,303.36	8,303.36	100.0							51	
47	29 DKASA	8,023.17	7,987.42	99.55	35.75	0.45					61	
48	84 MEDIFARMA ZAIMAN	7,860.64	4,020.43	51.15	3,840.21	48.85					81	
49	127 VITAL CARE	6,833.34	6,071.40	88.85	761.94	11.15					32	
50	96 PANDITAS	5,971.73	795.65	13.32	5,170.05	86.58			6.03	0.10	26	
51	130 YOBEL	4,947.84	4,843.87	97.90	84.34	1.70			19.63	0.40	57	
52	20 BEIERSDORF	4,786.72	4,786.72	100.0							14	
53	297 PROSEMEDIC	4,121.09	4,121.09	100.0							2	
54	329 PRODESA	4,063.29	4,063.29	100.0							24	
55	300 B. BRAUN INST	3,889.61	3,889.61	100.0							1	
56	328 BONAPHARM	3,686.05	2,702.08	73.31	983.97	26.69					31	
57	61 INTI	3,146.49	3,146.49	100.0							14	
58	312 LAFAGE	2,909.24	2,909.24	100.0							4	
59	49 HAWAIIAN TROPIC	2,770.77	2,770.77	100.0							6	
60	118 STERILAB	2,130.79	2,130.79	100.0							41	
61	279 IMPORT	2,061.36	2,010.51	97.53					50.85	2.47	7	
62	125 VARIOS	2,061.39	2,061.39	100.0							6	
63	319 LABORATORIO ANSOLAT	1,821.43	1,695.72	93.10	125.71	6.90					10	
64	24 CECIFARMA GROUP SAC	1,127.12	1,127.12	100.0							1	
65	303 KIMBERLY PROFESIONAL	451.46	451.46	100.0							13	
66	298 GENOMMA LAB	357.13	357.13	100.0							9	
67	327 EXELTIS	311.01	311.01	100.0							2	
68	43 MEDIFARMA GIANFARMA	289.63	289.63	100.0							6	

N°	Lineas	TOTAL VENTAS	Vendedor	(%)	Represent.	(%)	Superv	(%)	Cliente	(%)	Client.	(%)
69	318	PUIG	211.73	149.91	70.80	61.82	29.20				4	
70	255	TUINIES	86.30	86.30	100.0						3	
71	275	VIÑA VIEJA	62.29	62.29	100.0						1	
72	257	ABBA										
73	2	ACCORD HEALTHCARE										
74	268	ADM-SAO										
75	301	ALGOTEC										
76	9	ALTOMAYO										
77	293	BAGO DEL PERU SA.										
78	276	DROKASA										
79	311	DUREX										
80	31	EFILA										
81	304	EUROFARMA MAD Y GEN										
82	294	GLORIA										
83	273	GRUNENTHAL										
84	277	INSTITUCIONES										
85	314	LOREAL									1	
86	77	MAVER										
87	309	MEAD JOHNSON H										
88	265	MONSTER										
89	91	NOVARTIS										
90	290	PRINGLES										
91	289	PRODUCTOS FAMILIA										
92	102	PRODUCTOS FLASH & MONTERREY										
93	103	PROTISA - TISSUE										
94	324	QUIPITOS										
95	305	REAL										
96	106	RECKITT BENCKISER										
97	107	REFASA										
98	263	ROXFARMA GENERICOS										
99	306	RYMCO										
100	109	SANCELA-NOSOTRAS										
101	253	SANCELA - TENA										
102	317	SANTA CATALINA										
103	113	SCHERING PLOUGH									1	
104	283	SIEGFRIED-NUTRIBABY										
105	256	TRANSPORTE										
TOTAL GENERAL:		2,870,333.54	1,879,010.94	964,467.02	0.00	26,855.58						
			<b>65.46 (%)</b>	<b>33.60 (%)</b>	<b>0.00 (%)</b>	<b>0.94 (%)</b>						

RESUMEN:

TOTAL VENTA BRUTA:	2,870,333.54
TOTAL N/CREDITO:	162,464.95
TOTAL VENTA NETA:	2,707,868.59