

RESUMEN MOROSIDAD DE CLIENTES

AREQUIPA - LICITACION

Nº	RUBRO	IMPORTE S/.	%	AFECTO
1	FACTURAS CONT/E DE 0 A 4 DIAS	169083.12	13.32	
2	FACTURA CONT/E DE 5 A MAS DIAS	985227.70	77.62	SI
3	FACTURAS DE 31 A 45 DIAS	252.20	0.02	
4	FACTURAS DE 46 A 60 DIAS	6426.68	0.51	SI
5	FACTURAS DE 61 A 90 DIAS	15717.39	1.24	SI
6	FACTURAS DE 91 A MAS DIAS	92531.19	7.29	SI
TOTAL GENERAL S/.		1,269,238.28	100.00 %	
MOROSIDAD S/.		1,099,902.96	86.66 %	

RESUMEN MOROSIDAD DE CLIENTES

AREQUIPA - TRANSPORTE

Nº	RUBRO	IMPORTE S/.	%	AFECTO
1	FACTURA CONT/E DE 5 A MAS DIAS	6257.37	0.52	SI
2	FACTURAS DE 0 A 45 DIAS	255938.93	21.29	
3	FAC.PROVE DE 0 A 45 DIAS	568500.13	47.28	
4	FACTURAS DE 46 A 60 DIAS	25754.13	2.14	SI
5	FAC.PROVE DE 46 A 60 DIAS	71729.49	5.97	SI
6	FACTURAS DE 61 A 90 DIAS	85035.08	7.07	SI
7	FAC.PROVE DE 61 A 90 DIAS	62246.27	5.18	SI
8	FACTURAS DE 91 A MAS DIAS	89471.13	7.44	SI
9	FAC.PROVE DE 91 A MAS DIAS	37380.71	3.11	SI
TOTAL GENERAL S/.		1,202,313.24	100.00 %	
MOROSIDAD S/.		377,874.18	31.43 %	

RESUMEN MOROSIDAD DE CLIENTES

AREQUIPA - INSTITUCIONES

Nº	RUBRO	IMPORTE S/.	%	AFECTO
1	FACTURAS CONT/E DE 0 A 4 DIAS	1200.00	1.25	
2	FACTURA CONT/E DE 5 A MAS DIAS	278.27	0.29	SI
3	FACTURAS DE 0 A 45 DIAS	60987.25	63.41	
4	FACTURAS DE 46 A 60 DIAS	13623.13	14.17	SI
5	FACTURAS DE 61 A 90 DIAS	85.50	0.09	SI
6	FACTURAS DE 91 A MAS DIAS	19998.98	20.79	SI
TOTAL GENERAL S/.		96,173.13	100.00 %	
MOROSIDAD S/.		33,985.88	35.34 %	

RESUMEN MOROSIDAD DE CLIENTES

AREQUIPA - CONSUMO

Nº	RUBRO	IMPORTE S/.	%	AFFECTO
1	BOLETAS CONT/E DE 0 A 4 DIAS	15531.04	3.71	
2	BOLETAS CONT/E DE 5 A MAS DIAS	7411.34	1.77	SI
3	BOLETAS 0 A 35 DIAS	8712.30	2.08	
4	BOLETAS DE 36 A MAS DIAS	21594.58	5.15	SI
5	FACTURAS CONT/E 0 A 4 DIAS	1701.52	0.41	
6	FACTURA CONT/E DE 4 A MAS DIAS	2405.82	0.57	SI
7	FACTURAS DE 0 A 35 DIAS	93572.85	22.33	
8	FACTURAS DE 36 A 60 DIAS	7917.88	1.89	SI
9	FACTURAS DE 61 A 90 DIAS	1690.44	0.40	SI
10	FACTURAS DE 91 A MAS DIAS	21026.66	5.02	SI
11	LETRAS P/ACEPTAR - P/VENCER	33342.30	7.96	
12	LETRAS EN CARTERA VENCIDA	15702.70	3.75	SI
13	LETRAS EN DESCUENTO	139809.45	33.36	
14	LETRAS PROTESTADAS	22964.71	5.48	SI
15	JUDICIAL AREQUIPA	11274.83	2.69	SI
16	PROVISIONADO	14384.23	3.43	
TOTAL GENERAL S/.		419,042.65	100.00 %	
MOROSIDAD S/.		111,988.96	26.72 %	

RESUMEN MOROSIDAD DE CLIENTES

AREQUIPA - FARMA

Nº	RUBRO	IMPORTE S/.	%	AFECTO
1	BOLETAS CONT/E DE 5 A MAS DIAS	928.35	0.01	SI
2	BOLETAS DE PERSONAL	13993.82	0.17	
3	FACTURAS CONT/E DE 0 A 4 DIAS	27478.46	0.34	
4	FACTURA CONT/E DE 5 A MAS DIAS	10190.35	0.13	SI
5	FACTURAS DE 0 A 30 DIAS	2575303.66	32.20	
6	FACTURAS DE 31 A 45 DIAS	905521.28	11.32	
7	FACTURAS DE 46 A 60 DIAS	202359.18	2.53	SI
8	FACTURAS DE 61 A 90 DIAS	272766.71	3.41	SI
9	FACTURAS DE 91 A MAS DIAS	227223.83	2.84	SI
10	PROVEEDORES	247087.75	3.09	
11	LETRAS P/ACEPTAR - P/VENCER	580543.27	7.26	
12	LETRAS EN CARTERA VENCIDA	129869.58	1.62	SI
13	LETRAS EN COBRANZA	117142.60	1.46	
14	LETRAS EN DESCUENTO	2269040.41	28.37	
15	LETRAS PROTESTADAS	116468.83	1.46	SI
16	CANJE CLIENTE	31495.71	0.39	
17	PREJUDICIAL	1810.22	0.02	
18	JUDICIAL AREQUIPA	99764.03	1.25	
19	JUDICIAL CUSCO	154863.61	1.94	
20	PROVISIONADO	14137.25	0.18	
TOTAL GENERAL S/.		7,997,988.90	99.99 %	
MOROSIDAD S/.		959,806.83	12.00 %	

RESUMEN MOROSIDAD DE CLIENTES

AREQUIPA - TODOS

Nº	RUBRO	IMPORTE S/.	%	AFECTO
1	BOLETAS CONT/E DE 0 A 4 DIAS	15531.04	0.14	
2	BOLETAS CONT/E DE 5 A MAS DIAS	928.35	0.01	SI
3	BOLETAS CONT/E DE 5 A MAS DIAS	7411.34	0.07	SI
4	BOLETAS 0 A 35 DIAS	8712.30	0.08	
5	BOLETAS DE 36 A MAS DIAS	21594.58	0.19	SI
6	BOLETAS DE PERSONAL	13993.82	0.12	
7	FACTURAS CONT/E 0 A 4 DIAS	1701.52	0.02	
8	FACTURAS CONT/E DE 0 A 4 DIAS	27478.46	0.25	
9	FACTURAS CONT/E DE 0 A 4 DIAS	1200.00	0.01	
10	FACTURA CONT/E DE 4 A MAS DIAS	2405.82	0.02	SI
11	FACTURAS CONT/E DE 0 A 4 DIAS	169083.12	1.51	
12	FACTURA CONT/E DE 5 A MAS DIAS	278.27	0.00	SI
13	FACTURA CONT/E DE 5 A MAS DIAS	10190.35	0.09	SI
14	FACTURA CONT/E DE 5 A MAS DIAS	6257.37	0.06	SI
15	FACTURA CONT/E DE 5 A MAS DIAS	985227.70	8.79	SI
16	FACTURAS DE 0 A 35 DIAS	93572.85	0.83	
17	FACTURAS DE 0 A 45 DIAS	255938.93	2.28	
18	FAC.PROVE DE 0 A 45 DIAS	568500.13	5.07	
19	FACTURAS DE 36 A 60 DIAS	7917.88	0.07	SI
20	FACTURAS DE 0 A 45 DIAS	60987.25	0.54	
21	FACTURAS DE 31 A 45 DIAS	252.20	0.00	
22	FACTURAS DE 0 A 30 DIAS	2575303.66	22.97	
23	FACTURAS DE 31 A 45 DIAS	905521.28	8.08	
24	FACTURAS DE 46 A 60 DIAS	13623.13	0.12	SI
25	FACTURAS DE 46 A 60 DIAS	202359.18	1.81	SI
26	FACTURAS DE 61 A 90 DIAS	1690.44	0.02	SI
27	FACTURAS DE 46 A 60 DIAS	6426.68	0.06	SI
28	FACTURAS DE 46 A 60 DIAS	25754.13	0.23	SI
29	FAC.PROVE DE 46 A 60 DIAS	71729.49	0.64	SI
30	FACTURAS DE 91 A MAS DIAS	21026.66	0.19	SI
31	FAC.PROVE DE 61 A 90 DIAS	62246.27	0.56	SI
32	FACTURAS DE 61 A 90 DIAS	85035.08	0.76	SI
33	FACTURAS DE 61 A 90 DIAS	85.50	0.00	SI
34	FACTURAS DE 61 A 90 DIAS	272766.71	2.43	SI
35	FACTURAS DE 61 A 90 DIAS	15717.39	0.14	SI
36	FAC.PROVE DE 91 A MAS DIAS	37380.71	0.33	SI
37	LETRAS P/ACEPTAR - P/VENCER	33342.30	0.30	
38	FACTURAS DE 91 A MAS DIAS	92531.19	0.83	SI
39	FACTURAS DE 91 A MAS DIAS	19998.98	0.18	SI
40	FACTURAS DE 91 A MAS DIAS	227223.83	2.03	SI
41	FACTURAS DE 91 A MAS DIAS	89471.13	0.80	SI
42	PROVEEDORES	247087.75	2.20	
43	LETRAS EN CARTERA VENCIDA	15702.70	0.14	SI
44	LETRAS P/ACEPTAR - P/VENCER	643822.34	5.74	
45	LETRAS EN CARTERA VENCIDA	129869.58	1.16	SI
46	LETRAS EN DESCUENTO	157131.23	1.40	
47	LETRAS EN COBRANZA	117142.60	1.04	
48	LETRAS EN DESCUENTO	2325110.43	20.74	
49	LETRAS PROTESTADAS	34400.11	0.31	SI
50	LETRAS PROTESTADAS	193470.46	1.73	SI
51	CANJE CLIENTE	31495.71	0.28	
52	PREJUDICIAL	1810.22	0.02	

Nº	RUBRO	IMPORTE S/.	%	AFECTO
53	JUDICIAL AREQUIPA	11274.83	0.10	SI
54	JUDICIAL AREQUIPA	99764.03	0.89	
55	JUDICIAL CUSCO	154863.61	1.38	
56	PROVISIONADO	14384.23	0.13	
57	PROVISIONADO	14137.25	0.13	
TOTAL GENERAL S/.		11,209,864.10	100.02 %	
MOROSIDAD S/.		2,671,995.84	23.87 %	

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	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
2	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
3	MEDIFARMA ZAIDMAN	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
4	MEDIFARMA FARPASA	366,495.79	360,879.95	199,647.47	7,559.58	192,087.89	141,603.60	135.65	0.00	7.06	-34.72
5	MEDIFARMA TRIFARMA	905,672.80	815,140.92	403,986.57	18,127.45	385,859.12	500,000.00	77.17	0.00	14.18	-35.36
6	MEDIFARMA CONSUMO	496,563.84	583,648.11	244,933.14	10,400.93	234,532.21	134,738.76	174.06	0.00	8.62	-37.79
7	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	17.91	-51.11
8	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		4,134,180.36	3,229,435.34	1,417,719.28	49,180.37	1,368,538.91	1,571,816.31	0.00			

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						
			65.46 (%)	33.60 (%)	0.00 (%)	0.94 (%)						

RESUMEN:

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

SALIDAS POR CONDICION DE VENTA

01/12/2019 AL 31/12/2019

AREQUIPA - LICITACION

ZONA	C/ENTREGA	%	CREDITO	%	LETRA	%	TOTAL
021 - LICITACION INSTITUCIONES	55589.49	99.01	557.69	0.99	0.00	0.00	56147.18
Total General	55,589.49	99.01	557.69	0.99	0.00	0.00	56,147.18

SALIDAS POR CONDICION DE VENTA

01/12/2019 AL 31/12/2019

AREQUIPA - TRANSPORTE

ZONA	C/ENTREGA	%	CREDITO	%	LETRA	%	TOTAL
090 - OFICINA TRANSPORTE	3026.27	0.50	545252.21	90.89	51596.28	8.60	599874.76
Total General	3,026.27	0.50	545,252.21	90.89	51,596.28	8.60	599,874.76

SALIDAS POR CONDICION DE VENTA

01/12/2019 AL 31/12/2019

AREQUIPA - INSTITUCIONES

ZONA	C/ENTREGA	%	CREDITO	%	LETRA	%	TOTAL
020 - OFICINA INSITUIONES	1016.95	1.95	51233.76	98.05	0.00	0.00	52250.71
022 - SANTOS TORRES OSCAR LUIS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total General	1,016.95	1.95	51,233.76	98.05	0.00	0.00	52,250.71

SALIDAS POR CONDICION DE VENTA

01/12/2019 AL 31/12/2019

AREQUIPA - CONSUMO

ZONA	C/ENTREGA	%	CREDITO	%	LETRA	%	TOTAL
052 - SUPERVISOR CONSUMO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
053 - COTACALLAPA JOVE ROBERTO	60133.92	73.15	1426.57	1.74	20651.26	25.12	82211.75
054 - CHICATA APAZA JOSE LUIS	617.25	100.00	0.00	0.00	0.00	0.00	617.25
055 - PROBLEMA CHICATA APAZA JOSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
056 - RAMOS CHACON CARMEN ROSA	59221.39	79.40	15364.71	20.60	0.00	0.00	74586.10
060 - OFICINA CONSUMO	7874.98	11.71	0.00	0.00	59348.87	88.29	67223.85
Total General	127,847.54	56.91	16,791.28	7.47	80,000.13	35.61	224,638.95

SALIDAS POR CONDICION DE VENTA

01/12/2019 AL 31/12/2019

AREQUIPA - FARMA

ZONA	C/ENTREGA	%	CREDITO	%	LETRA	%	TOTAL
001 - OFICINA FARMA	14285.42	28.80	35315.70	71.20	0.00	0.00	49601.12
002 - ESCOBEDO DUANI	4872.66	3.41	132170.60	92.60	5681.90	3.98	142725.16
004 - MIRANDA CCOILA PATRICIA	36855.35	23.54	94374.56	60.27	25355.28	16.19	156585.19
005 - GAONA JUSCAMAYTA DAVID ELVIS	10240.10	6.11	125479.74	74.82	31989.28	19.07	167709.12
006 - GARCIA GARCIA ROXANA	119045.32	41.75	19140.57	6.71	146979.16	51.54	285165.05
007 - SANTOS TORRES OSCAR LUIS	328.08	0.19	169023.12	97.37	4232.40	2.44	173583.60
008 - QUISPE GARCIA JACKELINE	8296.20	13.27	40221.08	64.34	13999.68	22.39	62516.96
010 - FARMA COMERCIAL	0.00	0.00	82664.99	100.00	0.00	0.00	82664.99
030 - APAZA YANA SANDRA	14456.30	6.04	151396.87	63.25	73505.65	30.71	239358.82
031 - FLORES GARCIA DIEGO	1281.47	1.10	87053.35	74.85	27970.72	24.05	116305.54
032 - ESPEJO RODRIGUEZ GABRIEL	2772.04	2.13	61884.76	47.60	65366.08	50.27	130022.88
033 - MILLA CHAMBI MARIA ELENA	7733.14	2.74	146659.68	52.00	127636.23	45.26	282029.05
041 - FLORES PALOMINO JIM	4354.85	5.27	58835.00	71.17	19482.60	23.57	82672.45
042 - SALAZAR VALLENAS JULIO	0.00	0.00	48945.98	57.30	36467.41	42.70	85413.39
043 - OLAECHEA LOZANO DANNY MANUEL	1073.39	0.86	100528.79	80.42	23400.38	18.72	125002.56
045 - DOLMOS PACHECO CARMEN ROSA	184.94	0.13	86624.94	59.63	58470.73	40.25	145280.61
048 - HUERTAS BRIONES RICARDO	3138.74	1.48	135450.32	64.00	73064.03	34.52	211653.09
050 - OFICINA PERSONAL	2492.30	100.00	0.00	0.00	0.00	0.00	2492.30
505 - DOCUMENTO PROBLEMA	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total General	231,410.30	9.11	1,575,770.05	62.02	733,601.53	28.87	2,540,781.88

SALIDAS POR CONDICION DE VENTA

01/12/2019 AL 31/12/2019

AREQUIPA - TODOS

ZONA	C/ENTREGA	%	CREDITO	%	LETRA	%	TOTAL
001 - OFICINA FARMA	14285.42	28.80	35315.70	71.20	0.00	0.00	49601.12
002 - ESCOBEDO DUANI	4872.66	3.41	132170.60	92.60	5681.90	3.98	142725.16
004 - MIRANDA CCOILA PATRICIA	36855.35	23.54	94374.56	60.27	25355.28	16.19	156585.19
005 - GAONA JUSCAMAYTA DAVID ELVIS	10240.10	6.11	125479.74	74.82	31989.28	19.07	167709.12
006 - GARCIA GARCIA ROXANA	119045.32	41.75	19140.57	6.71	146979.16	51.54	285165.05
007 - SANTOS TORRES OSCAR LUIS	328.08	0.19	169023.12	97.37	4232.40	2.44	173583.60
008 - QUISPE GARCIA JACKELINE	8296.20	13.27	40221.08	64.34	13999.68	22.39	62516.96
010 - FARMA COMERCIAL	0.00	0.00	82664.99	100.00	0.00	0.00	82664.99
020 - OFICINA INSITUIONES	1016.95	1.95	51233.76	98.05	0.00	0.00	52250.71
021 - LICITACION INSTITUCIONES	55589.49	99.01	557.69	0.99	0.00	0.00	56147.18
022 - SANTOS TORRES OSCAR LUIS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
024 - CERRO VERDE	0.00	0.00	33402.00	100.00	0.00	0.00	33402.00
025 - KIMBERLY CLARCK	0.00	0.00	0.00	0.00	0.00	0.00	0.00
030 - APAZA YANA SANDRA	14456.30	6.04	151396.87	63.25	73505.65	30.71	239358.82
031 - FLORES GARCIA DIEGO	1281.47	1.10	87053.35	74.85	27970.72	24.05	116305.54
032 - ESPEJO RODRIGUEZ GABRIEL	2772.04	2.13	61884.76	47.60	65366.08	50.27	130022.88
033 - MILLA CHAMBI MARIA ELENA	7733.14	2.74	146659.68	52.00	127636.23	45.26	282029.05
041 - FLORES PALOMINO JIM	4354.85	5.27	58835.00	71.17	19482.60	23.57	82672.45
042 - SALAZAR VALLENAS JULIO	0.00	0.00	48945.98	57.30	36467.41	42.70	85413.39
043 - OLAECHEA LOZANO DANNY MANUEL	1073.39	0.86	100528.79	80.42	23400.38	18.72	125002.56
045 - DOLMOS PACHECO CARMEN ROSA	184.94	0.13	86624.94	59.63	58470.73	40.25	145280.61
048 - HUERTAS BRIONES RICARDO	3138.74	1.48	135450.32	64.00	73064.03	34.52	211653.09
050 - OFICINA PERSONAL	2492.30	100.00	0.00	0.00	0.00	0.00	2492.30
052 - SUPERVISOR CONSUMO	0.00	0.00	0.00	0.00	0.00	0.00	0.00
053 - COTACALLAPA JOVE ROBERTO	60133.92	73.15	1426.57	1.74	20651.26	25.12	82211.75
054 - CHICATA APAZA JOSE LUIS	617.25	100.00	0.00	0.00	0.00	0.00	617.25
055 - PROBLEMA CHICATA APAZA JOSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
056 - RAMOS CHACON CARMEN ROSA	59221.39	79.40	15364.71	20.60	0.00	0.00	74586.10
060 - OFICINA CONSUMO	7874.98	11.71	0.00	0.00	59348.87	88.29	67223.85
090 - OFICINA TRANSPORTE	3026.27	0.50	545252.21	90.89	51596.28	8.60	599874.76
505 - DOCUMENTO PROBLEMA	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total General	418,890.55	11.94	2,223,006.99	63.39	865,197.94	24.67	3,507,095.48

UTILIDAD GENERAL POR LINEA - AREQUIPA

01/12/2019 AL 31/12/2019

Nº	LINEA	UNIDADES	VALORIZACIÓN		PARTIC(%)	UTIL(%)
			AL COSTO	AL VALOR VENTA		
1	ADM-SAO	0	0.00	0.00	0.00	0.00
2	ALGOTEC	0	0.00	0.00	0.00	0.00
3	APROPO	401	13,098.31	15,192.78	0.56	13.46
4	AXON PHARMA	46	-1,350.68	199.08	0.01	-0.70
5	B. BRAUN INST	450	2,642.80	3,889.61	0.14	47.18
6	B. BRAUN MEDICAL	13,661	48,992.15	69,958.54	2.57	29.13
7	BAYER	281	8,749.02	12,239.01	0.45	9.77
8	BEIERSDORF	1,572	3,731.93	4,778.17	0.18	16.50
9	BONAPHARM	318	2,807.56	3,686.05	0.14	31.29
10	CALA	6,815	17,126.88	18,098.99	0.66	5.66
11	CASSARA	413	12,803.55	15,562.27	0.57	13.89
12	CECIFARMA GROUP SAC	10,000	1,017.00	1,127.12	0.04	10.83
13	DISTRIBUIDORA DANY	25,178	29,271.79	38,411.48	1.41	21.70
14	DKASA	1,694	7,005.67	7,874.09	0.29	11.55
15	DROKASA	0	0.00	0.00	0.00	0.00
16	DUREX	0	0.00	0.00	0.00	0.00
17	EUROFARMA	5,211	102,154.19	116,355.95	4.27	5.31
18	EXELTIS	3	264.39	311.01	0.01	17.63
19	GEDEON	891	17,586.56	19,004.80	0.70	-13.66
20	GEN-FAR	3,456	12,516.90	14,528.67	0.53	12.49
21	GENOMMA LAB	39	301.00	357.13	0.01	18.65
22	GRUPOFARMA	1,634	40,037.84	37,316.27	1.37	-17.62
23	GSK - GLAXOSMITHKLINE	802	12,182.28	14,732.86	0.54	11.70
24	HAWAIIAN TROPIC	354	2,534.52	2,770.77	0.10	9.32
25	IACSA	10,267	81,824.97	96,779.05	3.55	5.68
26	IMPORT	1,222	1,743.20	2,061.36	0.08	18.25
27	INDUQUIMICA	3,460	36,906.92	48,881.49	1.80	27.89
28	INTI	160	2,368.23	3,050.33	0.11	23.99
29	INTIMA MEXIL DERMEX	0	0.00	0.00	0.00	0.00
30	IQMEDIC	18,381	16,291.55	24,414.53	0.90	36.02
31	ISDIN	1,745	87,046.55	87,643.15	3.22	-1.60
32	ISSUE	16,593	-1,837.23	8,937.72	0.33	-15.02
33	ITF FARMACEUTICA PERU S.A.C.	443	10,475.15	14,994.11	0.55	18.38
34	JOHNSON & JOHNSON	0	0.00	0.00	0.00	0.00
35	KIMBERLY PROFESIONAL	65	436.30	451.46	0.02	3.47
36	LABORATORIO ANSOLAT	29	1,541.30	1,819.58	0.07	10.80
37	LABORATORIOS AC FARMA S.A.	952	9,747.31	12,737.62	0.47	24.92
38	LABORATORIOS MARKOS	1,656	38,513.37	49,862.26	1.83	17.42
39	LABORATORIOS SOPHIA-PERU	465	23,230.89	27,433.38	1.01	12.18
40	LABOT	15,056	9,693.21	13,607.31	0.50	25.95
41	LAFAGE	27	2,152.23	2,909.24	0.11	35.17
42	LAFARPE	2,356	18,219.41	23,050.34	0.85	12.18
43	LANSIER	6,351	57,494.02	71,198.85	2.61	15.35
44	LAPE S.A.	9,480	8,570.65	11,061.80	0.41	22.10
45	LOREAL	3	0.00	0.00	0.00	0.00
46	LUKOLL	2,430	46,686.77	54,460.89	2.00	-10.12
47	MEAD JOHNSON	185	8,268.89	8,936.41	0.33	7.03
48	MEAD JOHNSON H	0	0.00	0.00	0.00	0.00
49	MEDIFARMA AKORN	1,431	45,027.12	21,997.38	0.81	-60.08
50	MEDIFARMA ATRAL	2,235	40,380.40	38,476.56	1.41	-24.54
51	MEDIFARMA CONSUMO	156,706	358,671.18	234,532.21	8.61	-37.79

Nº	LINEA	UNIDADES	VALORIZACIÓN		PARTIC(%)	UTIL(%)
			AL COSTO	AL VALOR VENTA		
52	MEDIFARMA FARPASA	29,545	219,162.99	192,087.89	7.05	-34.72
53	MEDIFARMA GIANFARMA	25	276.99	288.79	0.01	-18.06
54	MEDIFARMA MEDIF	32,293	854,593.88	487,551.64	17.90	-51.11
55	MEDIFARMA TRIFARMA	60,928	480,772.95	385,859.12	14.17	-35.36
56	MEDIFARMA ZAIDMAN	1,212	6,920.81	7,745.32	0.28	-30.39
57	MERCK PERUANA	0	0.00	0.00	0.00	0.00
58	MONTEALTO	0	0.00	0.00	0.00	0.00
59	NESTLE	0	0.00	0.00	0.00	0.00
60	NIPRO	10,514	10,244.40	15,400.45	0.57	26.18
61	NORDIC	2,348	21,862.03	28,960.40	1.06	29.29
62	OFERTAS	0	0.00	0.00	0.00	0.00
63	OPHTHA	578	15,318.46	22,241.58	0.82	34.52
64	PANDITAS	535	3,742.51	5,851.50	0.21	40.53
65	PHARMED	320	7,022.45	8,301.99	0.30	16.17
66	PORTUGAL	23,736	35,715.84	46,649.21	1.71	21.15
67	PRODESA	361	3,411.59	4,063.29	0.15	19.10
68	PROSEMEDIC	1,056	3,437.18	4,121.09	0.15	19.90
69	PROTISA - TISSUE	0	0.00	0.00	0.00	0.00
70	PROYECTO IF	0	0.00	0.00	0.00	0.00
71	PUIG	82	142.23	210.57	0.01	21.64
72	QUALA	1,391	7,978.09	8,083.01	0.30	1.60
73	ROXFARMA	0	0.00	0.00	0.00	0.00
74	SANDERSON	9,367	9,476.22	12,208.03	0.45	27.22
75	SCHERING PLOUGH	8	0.00	0.00	0.00	0.00
76	SCHICK & ENERGIZER	1,081	24,894.74	26,788.21	0.98	7.05
77	SIEGFRIED	2,016	58,040.00	66,235.71	2.43	-2.47
78	STERILAB	1,688	1,514.74	2,128.75	0.08	30.67
79	TERBOL	848	6,314.43	8,207.31	0.30	23.29
80	TEVA	6,151	36,262.71	42,594.30	1.56	12.85
81	TEVA-INFARMASA	0	0.00	0.00	0.00	0.00
82	TUINIES	7	21.30	23.22	0.00	9.87
83	UNIMED DEL PERU	948	53,289.90	39,669.30	1.46	-26.41
84	VARIOS	148	1,777.53	2,061.39	0.08	15.97
85	VITAL CARE	301	8,972.35	6,832.34	0.25	-24.19
86	VITALIS PERU	19,428	29,047.07	38,326.23	1.41	19.31
87	VIÑA VIEJA	10	53.43	62.29	0.00	16.58
88	YOBEL	525	4,424.97	4,930.07	0.18	10.66
Total General		532,367	3,141,617.85	2,723,174.68		

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		

AVANCE DE VENTAS POR VENDEDOR AREQUIPA - LICITACION

01/12/2019 AL 31/12/2019

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBR
INSTITUCIONES												
021	LICITACION INSTITUCIONES	56147.18	52228.80	3918.38	200000.00	1.96	731803.30	1263155.19	86.59	131	7	19
TOTAL INSTITUCIONES :		56,147.18	52,228.80	3,918.38	200,000.00	1.96	731,803.30	1,263,155.19				
Total General		56,147.18	52,228.80	3,918.38	200,000.00	1.96	731,803.30	1,263,155.19				

AVANCE DE VENTAS POR VENDEDOR AREQUIPA - TRANSPORTE

01/12/2019 AL 31/12/2019

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBRA
OFICINA TRANSPORTE												
090	OFICINA TRANSPORTE	599874.76	19224.50	580650.26	475000.00	122.24	275021.94	1202461.47	31.44	88	18	0
TOTAL OFICINA TRANSPORTE :		599,874.76	19,224.50	580,650.26	475,000.00	122.24	275,021.94	1,202,461.47				
Total General		599,874.76	19,224.50	580,650.26	475,000.00	122.24	275,021.94	1,202,461.47				

AVANCE DE VENTAS POR VENDEDOR AREQUIPA - INSTITUCIONES

01/12/2019 AL 31/12/2019

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBRA
INSTITUCIONES												
020	OFICINA INSITUCIONES	52250.71	561.56	51689.15	200000.00	25.84	125528.40	102256.22	39.18	158	11	7
022	SANTOS TORRES OSCAR LUIS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2	0	0
TOTAL INSTITUCIONES :		52,250.71	561.56	51,689.15	200,000.00	25.84	125,528.40	102,256.22				
Total General		52,250.71	561.56	51,689.15	200,000.00	25.84	125,528.40	102,256.22				

AVANCE DE VENTAS POR VENDEDOR AREQUIPA - CONSUMO

01/12/2019 AL 31/12/2019

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBRA
CONSUMO AREQUIPA												
056	RAMOS CHACON CARMEN ROSA	74586.10	1282.29	73303.81	83100.00	88.21	100616.91	18460.40	1.64	204	117	74
053	COTACALLAPA JOVE ROBERTO	82211.75	2000.41	80211.34	113350.00	70.76	93200.03	123805.20	24.79	109	26	8
052	SUPERVISOR CONSUMO	0.00	0.00	0.00	0.00	0.00	0.00	24256.14	72.87	208	0	0
054	CHICATA APAZA JOSE LUIS	617.25	0.00	617.25	0.00	0.00	728.35	0.00	0.00	136	2	0
055	PROBLEMA CHICATA APAZA JOSE	0.00	0.00	0.00	0.00	0.00	2000.00	17115.84	100.00	85	0	0
TOTAL CONSUMO AREQUIPA :		157,415.10	3,282.70	154,132.40	196,450.00	78.46	196,545.29	183,637.58				
OFICINA CONSUMO												
060	OFICINA CONSUMO	67223.85	6176.21	61047.64	40000.00	152.62	118041.07	211719.41	14.25	503	8	0
TOTAL OFICINA CONSUMO :		67,223.85	6,176.21	61,047.64	40,000.00	152.62	118,041.07	211,719.41				
Total General		224,638.95	9,458.91	215,180.04	236,450.00	91.00	314,586.36	395,356.99				

AVANCE DE VENTAS POR VENDEDOR AREQUIPA - FARMA

01/12/2019 AL 31/12/2019

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBA
FARMA LOCAL AREQUIPA												
005	GAONA JUSCAMAYTA DAVID ELVIS	167709.12	2137.86	165571.26	171400.75	96.60	208511.72	289721.56	4.65	94	83	68
002	ESCOBEDO DUANI	142725.16	2098.69	140626.47	160927.46	87.39	141097.16	307761.62	23.87	105	57	55
004	MIRANDA CCOILA PATRICIA	156585.19	1574.94	155010.25	206510.12	75.06	200686.73	368574.69	4.44	52	36	25
006	GARCIA GARCIA ROXANA	285165.05	4520.38	280644.67	443336.18	63.30	454604.10	696268.14	4.00	15	14	8
008	QUISPE GARCIA JACKELINE	62516.96	2930.83	59586.13	114356.74	52.11	117829.09	232096.39	14.29	108	54	47
007	SANTOS TORRES OSCAR LUIS	173583.60	6318.89	167264.71	350211.82	47.76	451561.19	692118.64	1.76	15	10	4
TOTAL FARMA LOCAL AREQUIPA :		988,285.08	19,581.59	968,703.49	1,446,743.07	66.96	1,574,289.99	2,586,541.04				
FARMA PROVINCIA AREQUIPA												
033	MILLA CHAMBI MARIA ELENA	282029.05	5570.00	276459.05	276233.59	100.08	327057.65	691894.11	4.53	80	45	40
030	APAZA YANA SANDRA	239358.82	1697.20	237661.62	237721.73	99.97	286939.85	702678.59	5.45	73	43	39
032	ESPEJO RODRIGUEZ GABRIEL	130022.88	1553.61	128469.27	139609.21	92.02	147707.32	395290.44	13.93	65	33	33
031	FLORES GARCIA DIEGO	116305.54	1246.77	115058.77	133812.47	85.99	161610.27	336089.79	10.58	73	47	32
TOTAL FARMA PROVINCIA		767,716.29	10,067.58	757,648.71	787,377.00	96.22	923,315.09	2,125,952.93				
OFICINA FARMA AREQUIPA												
001	OFICINA FARMA	49601.12	51.97	49549.15	0.00	0.00	49926.10	535239.61	26.23	909	10	47
010	FARMA COMERCIAL	82664.99	4879.08	77785.91	0.00	0.00	33234.25	407022.17	31.14	6	2	0
TOTAL OFICINA FARMA AREQUIPA		132,266.11	4,931.05	127,335.06	0.00	0.00	83,160.35	942,261.78				
OFICINA CONSUMO												
050	OFICINA PERSONAL	2492.30	8830.09	-6337.79	0.00	0.00	360.16	9868.71	0.57	270	35	3
TOTAL OFICINA CONSUMO :		2,492.30	8,830.09	-6,337.79	0.00	0.00	360.16	9,868.71				
FARMA LOCAL CUSCO												
043	OLAECHEA LOZANO DANNY MANUEL	125002.56	2527.87	122474.69	143512.35	85.34	118204.35	359891.08	26.14	79	29	36
048	HUERTAS BRIONES RICARDO	211653.09	28719.07	182934.02	237255.21	77.10	291110.31	712456.97	11.22	105	35	32
045	DOLMOS PACHECO CARMEN ROSA	145280.61	2513.45	142767.16	228451.88	62.49	266571.10	467883.11	11.61	60	35	31
042	SALAZAR VALLENAS JULIO	85413.39	2066.50	83346.89	152263.79	54.74	164301.71	272097.44	8.46	48	22	24
041	FLORES PALOMINO JIM	82672.45	1753.98	80918.47	160698.41	50.35	128132.72	306158.30	28.13	91	33	37
TOTAL FARMA LOCAL CUSCO :		650,022.10	37,580.87	612,441.23	922,181.64	66.41	968,320.19	2,118,486.90				
DOCUMENTOS PROBLEMA												
505	DOCUMENTO PROBLEMA	0.00	0.00	0.00	0.00	0.00	0.00	264594.10	5.18	15	0	0
TOTAL DOCUMENTOS PROBLEMA		0.00	0.00	0.00	0.00	0.00	0.00	264,594.10				
Total General		2,540,781.88	80,991.18	2,459,790.70	3,156,301.71	77.93	3,549,445.78	8,047,705.46				

AVANCE DE VENTAS POR VENDEDOR AREQUIPA - TODOS

01/12/2019 AL 31/12/2019

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBR
FARMA LOCAL AREQUIPA												
005	GAONA JUSCAMAYTA DAVID ELVIS	167709.12	2137.86	165571.26	171400.75	96.60	208511.72	289721.56	4.65	94	83	68
002	ESCOBEDO DUANI	142725.16	2098.69	140626.47	160927.46	87.39	141097.16	307761.62	23.87	105	57	55
004	MIRANDA CCOILA PATRICIA	156585.19	1574.94	155010.25	206510.12	75.06	200686.73	368574.69	4.44	52	36	25
006	GARCIA GARCIA ROXANA	285165.05	4520.38	280644.67	443336.18	63.30	454604.10	696268.14	4.00	15	14	8
008	QUISPE GARCIA JACKELINE	62516.96	2930.83	59586.13	114356.74	52.11	117829.09	232096.39	14.29	108	54	47
007	SANTOS TORRES OSCAR LUIS	173583.60	6318.89	167264.71	350211.82	47.76	451561.19	692118.64	1.76	15	10	4
TOTAL FARMA LOCAL AREQUIPA :		988,285.08	19,581.59	968,703.49	1,446,743.07	66.96	1,574,289.99	2,586,541.04				
FARMA PROVINCIA AREQUIPA												
033	MILLA CHAMBI MARIA ELENA	282029.05	5570.00	276459.05	276233.59	100.08	327057.65	691894.11	4.53	80	45	40
030	APAZA YANA SANDRA	239358.82	1697.20	237661.62	237721.73	99.97	286939.85	702678.59	5.45	73	43	39
032	ESPEJO RODRIGUEZ GABRIEL	130022.88	1553.61	128469.27	139609.21	92.02	147707.32	395290.44	13.93	65	33	33
031	FLORES GARCIA DIEGO	116305.54	1246.77	115058.77	133812.47	85.99	161610.27	336089.79	10.58	73	47	32
TOTAL FARMA PROVINCIA		767,716.29	10,067.58	757,648.71	787,377.00	96.22	923,315.09	2,125,952.93				
OFICINA FARMA AREQUIPA												
001	OFICINA FARMA	49601.12	51.97	49549.15	0.00	0.00	49926.10	535239.61	26.23	909	10	47
010	FARMA COMERCIAL	82664.99	4879.08	77785.91	0.00	0.00	33234.25	407022.17	31.14	6	2	0
024	CERRO VERDE	33402.00	0.00	33402.00	0.00	0.00	556242.44	107817.08	18.99	1	1	0
025	KIMBERLY CLARCK	0.00	0.00	0.00	0.00	0.00	0.00	88437.03	100.00	25	0	0
TOTAL OFICINA FARMA AREQUIPA		165,668.11	4,931.05	160,737.06	0.00	0.00	639,402.79	1,138,515.89				
INSTITUCIONES												
020	OFICINA INSITUCIONES	52250.71	561.56	51689.15	200000.00	25.84	125528.40	102256.22	39.18	158	11	7
021	LICITACION INSTITUCIONES	56147.18	52228.80	3918.38	200000.00	1.96	731803.30	1263155.19	86.59	131	7	19
022	SANTOS TORRES OSCAR LUIS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2	0	0
TOTAL INSTITUCIONES :		108,397.89	52,790.36	55,607.53	400,000.00	13.90	857,331.70	1,365,411.41				
CONSUMO AREQUIPA												
056	RAMOS CHACON CARMEN ROSA	74586.10	1282.29	73303.81	83100.00	88.21	100616.91	18460.40	1.64	204	117	74
053	COTACALLAPA JOVE ROBERTO	82211.75	2000.41	80211.34	113350.00	70.76	93200.03	123805.20	24.79	109	26	8
052	SUPERVISOR CONSUMO	0.00	0.00	0.00	0.00	0.00	0.00	24256.14	72.87	208	0	0
054	CHICATA APAZA JOSE LUIS	617.25	0.00	617.25	0.00	0.00	728.35	0.00	0.00	136	2	0
055	PROBLEMA CHICATA APAZA JOSE	0.00	0.00	0.00	0.00	0.00	2000.00	17115.84	100.00	85	0	0
TOTAL CONSUMO AREQUIPA :		157,415.10	3,282.70	154,132.40	196,450.00	78.46	196,545.29	183,637.58				

ZONA	VENDEDOR	VENTA BRUTA	N/CREDITO	VENTA NETA	CUOTA	(%)	COBRADO	X COBRAR	MOROSIDAD	TOT.CLIENTES	COB.VENTA	COB.COBRA
OFICINA CONSUMO												
060	OFICINA CONSUMO	67223.85	6176.21	61047.64	40000.00	152.62	118041.07	211719.41	14.25	503	8	0
050	OFICINA PERSONAL	2492.30	8830.09	-6337.79	0.00	0.00	360.16	9868.71	0.57	270	35	3
TOTAL OFICINA CONSUMO :		69,716.15	15,006.30	54,709.85	40,000.00	136.77	118,401.23	221,588.12				
FARMA LOCAL CUSCO												
043	OLAECHEA LOZANO DANNY MANUEL	125002.56	2527.87	122474.69	143512.35	85.34	118204.35	359891.08	26.14	79	29	36
048	HUERTAS BRIONES RICARDO	211653.09	28719.07	182934.02	237255.21	77.10	291110.31	712456.97	11.22	105	35	32
045	DOLMOS PACHECO CARMEN ROSA	145280.61	2513.45	142767.16	228451.88	62.49	266571.10	467883.11	11.61	60	35	31
042	SALAZAR VALLENAS JULIO	85413.39	2066.50	83346.89	152263.79	54.74	164301.71	272097.44	8.46	48	22	24
041	FLORES PALOMINO JIM	82672.45	1753.98	80918.47	160698.41	50.35	128132.72	306158.30	28.13	91	33	37
TOTAL FARMA LOCAL CUSCO :		650,022.10	37,580.87	612,441.23	922,181.64	66.41	968,320.19	2,118,486.90				
DOCUMENTOS PROBLEMA												
505	DOCUMENTO PROBLEMA	0.00	0.00	0.00	0.00	0.00	0.00	264594.10	5.18	15	0	0
TOTAL DOCUMENTOS PROBLEMA		0.00	0.00	0.00	0.00	0.00	0.00	264,594.10				
OFICINA TRANSPORTE												
090	OFICINA TRANSPORTE	599874.76	19224.50	580650.26	475000.00	122.24	275021.94	1202461.47	31.44	88	18	0
TOTAL OFICINA TRANSPORTE :		599,874.76	19,224.50	580,650.26	475,000.00	122.24	275,021.94	1,202,461.47				
Total General		3,507,095.48	162,464.95	3,344,630.53	4,267,751.71	78.37	5,552,628.22	11,207,189.44				

RESUMEN

01/12/2019 AL 31/12/2019

N°	DOCUMENTO	VALOR AFECTO	VALOR INAFECTO	IGV	IMPORTE
1	FACTURA	2687167.11	10430.12	483690.45	3181287.68
2	BOLETA DE VENTA	101461.91	0.00	18263.30	119725.21
3	NOTA DE CREDITO	-185490.12	0.00	-33388.31	-218878.43
4	NOTA DE DEBITO	2782.41	0.00	500.83	3283.24
5	FACTURA TRANSPORTE	599751.61	0.00	107955.30	707706.91
6	BOLETA DE VENTA TRANSPORTE	0.00	0.00	0.00	0.00
7	NOTA DE CREDITO TRANSPORTE	-19224.50	0.00	-3460.41	-22684.91
8	FACTURA INSTITUCIONES	52222.40	0.00	9400.04	61622.44
9	BOLETA DE VENTA INSTITUCIONES	0.00	0.00	0.00	0.00
10	NOTA DE CREDITO INSTITUCIONES	-561.56	0.00	-101.08	-662.64
11	FACTURA LICITACION	252481.71	0.00	45446.68	297928.39
12	BOLETA DE VENTA LICITACION	0.00	0.00	0.00	0.00
13	NOTA DE CREDITO LICITACION	-52228.80	0.00	-9401.18	-61629.98
		3,438,362.17	10,430.12	618,905.62	4,067,697.91