

# Representaciones J&P Cía. Ltda.

## DISTRIBUCION DE DIVIDENDOS

AÑO 2014

| CUENTAS                         |    | VALOR            |
|---------------------------------|----|------------------|
| UTILIDAD DEL EJERCICIO          |    | 25,506.56        |
| 15 % Participación Trabajadores |    | 3,825.98         |
| Amortización Perdida            |    | 0.00             |
| Impuesto a la Renta             |    | 5,191.28         |
|                                 |    | <u>16,489.30</u> |
| RESERVA LEGAL                   | 5% | 824.46           |
| (Utilidad-Amortizacion-I.Renta) |    |                  |
| DIVIDENDOS EJERCICIO 2014       |    | <u>15,664.83</u> |
| UTILIDADES NO DISTRIBUIDAS      |    | 0.00             |
| TOTAL A DISTRIBUIRSE            |    | <u>15,664.83</u> |

| SOCIOS          | PARTICIPACION  | VALOR            | Fondo Inver     | A RECIBIR        |
|-----------------|----------------|------------------|-----------------|------------------|
| SUSANA PANCHI   | 90.00%         | 14,098.35        | 900.00          | 13,198.35        |
| WILLIAM JIMENEZ | 5.00%          | 783.24           | 50.00           | 733.24           |
| MARITZA JIMENEZ | 5.00%          | 783.24           | 50.00           | 733.24           |
|                 | <u>100.00%</u> | <u>15,664.83</u> | <u>1,000.00</u> | <u>14,664.83</u> |

| AÑO 2013         | AÑO 2012         | AÑO 2011         | AÑO 2010        |
|------------------|------------------|------------------|-----------------|
| 16,797.21        | 27,558.42        | 19,819.77        | 7,332.75        |
| 933.18           | 1,531.02         | 1,101.10         | 407.38          |
| 933.18           | 1,531.02         | 1,101.10         | 407.38          |
| <u>18,663.57</u> | <u>30,620.46</u> | <u>22,021.97</u> | <u>8,147.51</u> |

DIVIDENDOS POR PAGAR SOCIOS 14,664.83

Fondo para Inversiones - Aprobado por Junta de Socios \$ 1.000

Iván Duque  
CONTADOR GENERAL  
Reg. Nac. 025105

REPRESENTACIONES JIMENEZ & PANCHI CIA. LTDA.

COSTO DE PRODUCTOS VENDIDOS

ENERO A DICIEMBRE AÑO 2014

ANEXO

| DETALLE                                | ENERO      | FEBRERO    | MARZO      | ABRIL      | MAYO       | JUNIO      | JULIO      | AGOSTO     | SEPTIEMB   | OCTUBRE    | NOVIEMB    | DICIEMB    | TOTAL      | PROM.MEN. |
|----------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|
| Inventario inicial                     | 112,915.52 | 117,901.95 | 106,503.55 | 124,981.14 | 111,561.71 | 110,930.66 | 131,989.71 | 123,028.08 | 116,440.74 | 108,938.28 | 95,836.31  | 97,844.76  | 112,915.52 | 9,409.63  |
| (+) compras locales del período        | 11,760.00  | 3,357.90   | 693.00     | 0.00       | 14,788.32  | 7,945.40   | 3,234.00   | 1,617.00   | 6,585.00   | 1,617.00   | 18,571.14  | 16,833.40  | 87,002.16  | 7,250.18  |
| Importaciones                          | 9,106.30   |            | 23,381.43  |            |            | 21,195.12  |            |            |            |            |            |            | 53,682.85  | 4,473.57  |
| Mercaderia Disponible para la Venta    | 133,781.82 | 121,259.85 | 130,577.98 | 124,981.14 | 126,350.03 | 140,071.18 | 135,223.71 | 124,645.08 | 123,025.74 | 110,555.28 | 114,407.45 | 114,678.16 | 253,600.53 | 21,133.38 |
| (-) Inventario Final                   | 117,901.95 | 106,503.55 | 124,981.14 | 111,561.71 | 110,930.66 | 131,989.71 | 123,028.08 | 116,440.74 | 108,938.28 | 95,836.31  | 97,844.76  | 103,825.47 | 103,825.47 | 8,652.12  |
| Costo de Productos Vendidos            | 15,879.87  | 14,756.30  | 5,596.84   | 13,419.43  | 15,419.37  | 8,081.47   | 12,195.63  | 8,204.34   | 14,087.46  | 14,718.97  | 16,562.69  | 10,852.69  | 149,775.06 | 12,481.26 |
| % Costo de Ventas                      | 53.73%     | 50.20%     | 42.76%     | 55.46%     | 68.27%     | 55.05%     | 51.84%     | 49.52%     | 54.21%     | 44.54%     | 64.43%     | 52.17%     | 53.66%     | 53.66%    |
| Ventas del período PRODUCTO            | 29,553.91  | 29,394.53  | 13,090.14  | 24,198.08  | 22,585.34  | 14,681.37  | 23,524.74  | 16,567.95  | 25,985.31  | 33,047.91  | 25,705.92  | 20,801.86  | 279,137.06 | 23,261.42 |
| Utilidad Bruta Ventas (Vtas -Cto.Vtas) | 13,674.04  | 14,638.23  | 7,493.30   | 10,778.65  | 7,165.97   | 6,599.90   | 11,329.11  | 8,363.61   | 11,897.85  | 18,328.94  | 9,143.23   | 9,949.17   | 129,362.00 | 10,780.17 |
| Margen de utilidad bruta en ventas     | 46.27%     | 49.80%     | 57.24%     | 44.54%     | 31.73%     | 44.95%     | 48.16%     | 50.48%     | 45.79%     | 55.46%     | 35.57%     | 47.83%     | 46.34%     | 46.34%    |

| ANALISIS RESULTADOS OPERACIONALES          |           |           |           |           |           |           |           |           |           |           |           |           |            |           |
|--------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|
| DETALLE                                    | ENERO     | FEBRERO   | MARZO     | ABRIL     | MAYO      | JUNIO     | JULIO     | AGOSTO    | SEPTIEM   | OCTUBR    | NOVIEMB   | DICIEMB   | TOTAL      | PROM.MEN. |
| Ventas Servicios                           | 3,500.00  | 3,500.00  | 3,500.00  | 3,500.00  | 3,500.00  | 3,500.00  | 3,500.00  | 3,500.00  | 3,500.00  | 1,500.00  | 5,500.00  | 3,500.00  | 42,000.00  | 3,500.00  |
| Otros Ingresos Varios                      | 66.97     | 4.71      | 381.78    | 44.60     |           |           |           |           |           |           |           | 323.32    | 821.38     | 68.45     |
| Total Vtas Productos, Servic y otros       | 33,120.88 | 32,899.24 | 16,971.92 | 27,742.68 | 26,085.34 | 18,181.37 | 27,024.74 | 20,067.95 | 29,485.31 | 34,547.91 | 31,205.92 | 24,625.18 | 321,958.44 | 26,829.87 |
| Utilidad Bruta en Ventas (Vtas - Cto.Vtas) | 17,241.01 | 18,142.94 | 11,375.08 | 14,323.25 | 10,665.97 | 10,099.90 | 14,829.11 | 11,863.61 | 15,397.85 | 19,828.94 | 14,643.23 | 13,772.49 | 172,183.38 | 14,348.62 |
| Gastos Operacionales                       | 12,775.22 | 13,519.31 | 13,528.86 | 10,889.09 | 11,872.67 | 11,656.47 | 11,959.06 | 11,661.55 | 11,468.33 | 11,761.88 | 13,490.36 | 12,094.02 | 146,676.82 | 12,223.07 |
| Utilidad Neta                              | 4,465.79  | 4,623.63  | -2,153.78 | 3,434.16  | -1,206.70 | -1,556.57 | 2,870.05  | 202.06    | 3,929.52  | 8,067.06  | 1,152.87  | 1,678.47  | 25,506.56  | 2,125.55  |
| Margen Neto Utilidad                       |           |           |           |           |           |           |           |           |           |           |           |           | 7.92%      |           |

Elab. Marzo - 2015.

## ANEXO

REPRESENTACIONES JIMENEZ & PANCHI CIA. LTDA.  
**ANALISIS MENSUAL DE GASTOS OPERACIONALES**  
**AÑO 2014**

| CUENTA                        | COD.CTA.  | 01 ENE           | 02 FEB           | 03 MAR           | 04 ABR           | 05 MAY           | 06 JUN           | 07 JUL           | 08 AGO           | 09 SEP           | 10 OCT           | 11 NOV           | 12 DIC           | Total general     |
|-------------------------------|-----------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Comision Venta Terceros       | 5211137   | 4,017.86         | 4,017.86         | 4,017.86         | 4,017.86         | 4,017.86         | 4,017.86         | 4,667.86         | 4,017.86         | 4,017.86         | 4,017.86         | 4,749.11         | 4,017.86         | 49,595.57         |
| Comisiones en Ventas          | 5211107   | 2,902.54         | 2,852.54         | 2,786.44         | 2,700.00         | 2,700.00         | 2,700.00         | 2,700.00         | 2,700.00         | 2,700.00         | 2,700.00         | 2,700.00         | 2,700.00         | 32,841.52         |
| Sueldos y Salarios            | 5211101   | 1,816.33         | 1,828.00         | 1,776.93         | 1,085.00         | 1,085.00         | 1,085.00         | 1,085.00         | 1,085.00         | 1,085.00         | 1,085.00         | 1,085.00         | 1,085.00         | 15,186.26         |
| Transporte y Movilización     | 5211113   | 1,120.00         | 1,359.00         | 1,000.00         | 1,000.00         | 1,152.68         | 1,053.41         | 1,101.79         | 1,116.81         | 1,053.58         | 1,030.00         | 1,110.00         | 1,000.00         | 13,097.27         |
| less Aporte Patronal          | 521110206 | 573.34           | 568.69           | 506.39           | 459.88           | 463.67           | 463.67           | 463.67           | 463.66           | 463.67           | 463.67           | 463.67           | 463.67           | 5,817.65          |
| Gasto de Adm.Gestion cum.obje | 5211135   | 568.00           | 566.00           | 291.00           | 476.00           | 448.00           | 312.00           | 464.00           | 345.00           | 506.00           | 593.00           | 536.00           | 423.00           | 5,528.00          |
| Fondos de Reserva             | 521110203 | 323.22           | 319.05           | 292.22           | 284.06           | 315.30           | 315.29           | 315.29           | 315.30           | 315.30           | 315.30           | 315.30           | 315.30           | 3,740.93          |
| Arriendos Bienes Inmueble     | 5211103   | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 250.00           | 3,000.00          |
| Servicios Contables           | 5211122   | 217.39           | 217.39           | 217.39           |                  | 434.78           | 217.39           | 217.39           |                  |                  | 652.17           | 217.39           | 217.39           | 2,608.68          |
| Agasajos Empleados-Incent     | 5211124   |                  |                  |                  |                  | 205.80           |                  |                  |                  | 400.00           |                  | 1,455.36         | 525.00           | 2,586.16          |
| Decimo Tercer Sueldo          | 521110201 | 238.24           | 235.05           | 608.10           | 160.42           | 160.42           | 160.42           | 160.42           | 160.42           | 160.42           | 160.42           | 160.42           | 160.42           | 2,525.17          |
| Vacaciones                    | 521110204 | 196.62           | 195.02           | 713.16           | 157.71           | 157.71           | 157.71           | 157.71           | 157.71           | 157.71           | 157.71           | 157.71           | 157.71           | 2,524.19          |
| Decimo Cuarto Sueldo          | 521110202 | 113.33           | 113.33           | 586.31           | 56.67            | 56.67            | 56.67            | 56.67            | 56.67            | 56.67            | 56.67            | 56.67            | 56.67            | 1,323.00          |
| Asesoría, Capacitación        | 5211123   |                  | 704.32           |                  |                  |                  | 350.00           |                  | 200.00           |                  | 50.00            |                  |                  | 1,304.32          |
| Prov. Ctas. Incobrables       | 5211131   | 67.54            | 73.00            | 62.00            | 62.32            | 59.24            | 54.53            | 62.07            | 63.22            | 67.49            | 76.19            | 82.07            | 304.24           | 1,033.91          |
| Alimentación Personal         | 5211115   | 46.00            | 40.00            |                  |                  | 219.50           | 132.75           | 159.75           | 142.00           | 78.00            |                  |                  |                  | 818.00            |
| Agua, Luz, Telefono           | 5211112   | 27.65            | 39.42            | 74.75            | 44.01            | 76.67            | 224.55           | 29.82            | 75.16            | 34.04            | 64.01            |                  | 48.61            | 738.69            |
| Mantenimiento Vehículos       | 5211119   | 153.12           | 20.00            |                  | 50.00            |                  | 67.86            |                  | 129.20           |                  | 50.89            | 47.77            |                  | 518.84            |
| Otros                         | 5211120   | 60.00            | 31.26            | 64.42            | 20.54            | -0.01            | 2.38             | 32.95            | 230.00           |                  | -0.01            | 33.48            | 33.84            | 508.85            |
| Depreciaciones                | 5211118   | 34.38            | 34.38            | 34.38            | 34.38            | 34.38            | 34.38            | 34.38            | 38.40            | 38.40            | 38.40            | 38.40            | 38.40            | 432.66            |
| Suministros y Materiales      | 5211105   | 37.16            | 55.00            |                  |                  | 35.00            |                  |                  | 11.80            | 83.00            |                  |                  | 185.00           | 406.96            |
| Promocion y Publicidad        | 5211110   |                  |                  | 114.00           |                  |                  |                  |                  |                  |                  |                  |                  |                  | 114.00            |
| Agasajo Clientes              | 5211132   |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  | 111.61           | 111.61            |
| Bonificación por desahuci     | 521110209 |                  |                  | 105.00           |                  |                  |                  |                  |                  |                  |                  |                  |                  | 105.00            |
| Notarias, Regist.Tram.Jud     | 5211130   |                  |                  |                  |                  |                  |                  |                  | 72.80            |                  |                  |                  |                  | 72.80             |
| Intereses y Gastos Bancar     | 521101    | 0.00             |                  | 4.01             | 30.24            |                  | 0.60             | 0.29             | 30.54            | 1.19             | 0.60             | 0.01             | 0.30             | 67.78             |
| Gastos de Representación      | 5211141   |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  | 32.00            |                  | 32.00             |
| Gastos de Viaje               | 5211108   |                  |                  | 24.50            |                  |                  |                  |                  |                  |                  |                  |                  |                  | 24.50             |
| Gtos Rptos. y Herra.Traba     | 5211136   | 12.50            |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  | 12.50             |
| <b>Total general</b>          |           | <b>12,775.22</b> | <b>13,519.31</b> | <b>13,528.86</b> | <b>10,889.09</b> | <b>11,872.67</b> | <b>11,656.47</b> | <b>11,959.06</b> | <b>11,661.55</b> | <b>11,468.33</b> | <b>11,761.88</b> | <b>13,490.36</b> | <b>12,094.02</b> | <b>146,676.82</b> |