

## Ventas por Fabricante -Unidades-

| Hasta.....                    | 30-Sep-13            | 30-Sep-12            | Incremento   |
|-------------------------------|----------------------|----------------------|--------------|
| FABRICANTES                   | Unidades             | Unidades             | %            |
| ALTADIS/IMPERIAL              | 483.224.078          | 439.585.297          | 9,93%        |
| VILLIGER                      | 333.752.674          | 326.600.244          | 2,19%        |
| CANARIENSE                    | 236.169.961          | 232.081.835          | 1,76%        |
| J. CORTES CIGARS              | 127.203.268          | 109.322.560          | 16,36%       |
| SCANDINAVIAN TOBACCO GROUP    | 121.217.929          | 109.013.100          | 11,20%       |
| CONTINENTAL TOBACCO           | 85.615.960           | 93.560.590           | -8,49%       |
| VON EICKEN                    | 75.884.631           | 62.814.134           | 20,81%       |
| JTI                           | 73.325.475           | 66.075.511           | 10,97%       |
| AGIO                          | 66.745.502           | 65.919.700           | 1,25%        |
| TABACOS EL GUAJIRO            | 42.002.060           | 41.865.891           | 0,33%        |
| PHILIP MORRIS                 | 34.913.658           | 41.034.672           | -14,92%      |
| ARNOLD ANDRE                  | 22.359.040           | 24.440.207           | -8,52%       |
| HABANOS S.A.                  | 17.451.233           | 19.374.513           | -9,93%       |
| DANNEMANN CIGARRENIABRIK      | 7.232.700            |                      | -            |
| DAVIDOFF INT.                 | 6.181.711            | 7.564.823            | -18,28%      |
| SPANISH TOBACCO BRAND CORP    | 4.737.709            | 3.627.708            | 30,60%       |
| DOS SANTOS                    | 3.029.170            | 7.115.425            | -57,43%      |
| VERELLEN                      | 2.450.024            | 1.506.912            | 62,59%       |
| MANIFATTURE SIGARI TOSCANO    | 1.959.600            | 2.035.860            | -3,75%       |
| CANAL DE NAVARRES             | 1.652.179            | 1.728.869            | -4,44%       |
| HVL                           | 1.593.053            | 660.229              | 141,29%      |
| OETTINGER IMEXL               | 946.369              | 355.100              | 166,51%      |
| TORRES DE QUART               | 913.902              | 1.119.280            | -18,35%      |
| VEGUEROS Y TORCIDOS           | 556.798              | 724.948              | -23,19%      |
| STG LUMMEN NV                 | 554.730              |                      | -            |
| INTERNACIONAL CUBANA DE TAB   | 418.942              |                      | -            |
| CIA INSULAR TABACOS DE LA PAL | 407.470              | 550.020              | -25,92%      |
| CIA HONDUREÑA DE TABACOS      | 342.644              | 524.018              | -34,61%      |
| LA AURORA CXA                 | 335.758              | 471.801              | -28,83%      |
| AGIO (cig)                    | 276.900              | 301.600              | -8,19%       |
| PUROS CALIQ. DE BOLBAITE      | 219.260              | 261.860              | -16,27%      |
| MANUFACTURAS DE TABACOS LA    | 179.620              | 267.950              | -32,97%      |
| MANIFATTURE SIGARO TOSCANO    | 173.845              | 98.760               | 76,03%       |
| GR TABACALERAS UNIDAS         | 168.160              | 43.095               | 290,21%      |
| TABACALERA DE GARCIA SAS      | 158.812              |                      | -            |
| JOYA DE NICARAGUA             | 132.214              | 138.895              | -4,81%       |
| MIGUEL A.PEREZ                | 108.942              | 118.402              | -7,99%       |
| SAN JUDAS TADEO               | 73.675               | 89.350               | -17,54%      |
| SWEDISH MATCH                 | 60.407               | 21.932               | 175,43%      |
| CENTRAL AMERICA TOBACCO       | 52.711               | 89.735               | -41,26%      |
| PUROS INDIOS CIGARS           | 38.820               | 41.530               | -6,53%       |
| TABACALERA PALMA              | 36.150               | 15.890               | 127,50%      |
| C.P.PUNTO DE VENTA            | 33.808               | 64.676               | -47,73%      |
| RESTO FABRICANTES             | 292.880              | 467.454              | -37,35%      |
| <b>Totales</b>                | <b>1.755.184.432</b> | <b>1.661.694.376</b> | <b>5,63%</b> |