

**SERVICIOS POSTALES DEL PERU S.A.**  
**EVALUACION PRESUPUESTAL EJERCICIO 2007**  
**ESTADO DE GANANCIAS Y PERDIDAS**

| RUBROS   | EJECUCION<br>REAL<br>2006 | PRESUPUESTO<br>APROBADO<br>ANUAL<br>2007 | EJECUCION AL MES DE SETIEMBRE DEL AÑO 2007 |            |             |             |             |             |             |             |             |             |             |             |  |
|--|---------------------------|--|--|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|  |                           |  | ENERO                                      | FEBRERO    | MARZO       | ABRIL       | MAYO        | JUNIO       | JULIO       | AGOSTO      | SETIEMBRE   | OCTUBRE     | NOVIEMBRE   | DICIEMBRE   |  |
| <b>INGRESOS OPERACIONALES</b>  |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Ventas Netas (Ingresos Operacionales)                                      | 71,087,466                | 73,008,744                               | 5,997,232                                  | 10,539,750 | 16,103,623  | 21,899,832  | 27,942,803  | 33,753,542  | 39,373,480  | 44,873,219  | 50,524,611  | 58,158,802  | 64,540,118  | 73,008,744  |  |
| Otros Ingresos Operacionales   |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>TOTAL INGRESOS BRUTOS</b>   | 71,087,466                | 73,008,744                               | 5,997,232                                  | 10,539,750 | 16,103,623  | 21,899,832  | 27,942,803  | 33,753,542  | 39,373,480  | 44,873,219  | 50,524,611  | 58,158,802  | 64,540,118  | 73,008,744  |  |
| <b>Costo de Ventas (Operacionales)</b>                                     | 55,444,647                | 62,660,952                               | 4,297,081                                  | 8,736,861  | 13,568,892  | 18,216,392  | 22,834,128  | 27,665,827  | 32,524,183  | 37,166,884  | 41,601,404  | 50,322,805  | 56,361,227  | 62,660,952  |  |
| Otros Costos Operacionales   |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>TOTAL COSTOS OPERACIONALES</b>  | -55,444,647               | -62,660,952                              | -4,297,081                                 | -8,736,861 | -13,568,892 | -18,216,392 | -22,834,128 | -27,665,827 | -32,524,183 | -37,166,884 | -41,601,404 | -50,322,805 | -56,361,227 | -62,660,952 |  |
| <b>UTILIDAD BRUTA</b>  | 15,642,819                | 10,347,792                               | 1,700,151                                  | 1,802,889  | 2,534,731   | 3,683,440   | 5,108,675   | 6,087,715   | 6,849,297   | 7,706,335   | 8,923,207   | 7,835,997   | 8,178,891   | 10,347,792  |  |
| Gastos de Ventas   | 1,781,093                 | 1,815,553                                | 135,559                                    | 249,398    | 358,857     | 465,269     | 582,569     | 709,141     | 835,242     | 950,053     | 1,095,152   | 1,411,381   | 1,602,484   | 1,815,553   |  |
| Gastos de Administración   | 11,139,284                | 9,995,415                                | 930,564                                    | 1,708,253  | 2,502,504   | 3,245,699   | 3,985,397   | 4,699,750   | 5,449,463   | 6,152,344   | 6,849,340   | 8,088,807   | 8,979,025   | 9,995,415   |  |
| Ganancia (Pérdida) por Venta de Activos                                    |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Otros Ingresos   | 2,203,684                 | 2,029,168                                | 41,570                                     | 48,683     | 53,615      | 69,121      | 108,807     | 438,573     | 461,193     | 490,282     | 558,460     | 605,333     | 1,980,854   | 2,029,168   |  |
| Otros Gastos   | 1,889,090                 | 465,557                                  | 1,759                                      | 1,861      | 1,861       | 2,072       | 2,088       | 2,104       | 4,684       | 5,824       | 5,994       | 281,207     | 373,382     | 465,557     |  |
| <b>UTILIDAD OPERATIVA</b>  | 3,037,036                 | 100,435                                  | 673,839                                    | -107,940   | -274,876    | 39,521      | 647,428     | 1,115,293   | 1,021,101   | 1,088,396   | 1,531,181   | -1,340,065  | -795,146    | 100,435     |  |
| Ingresos Financieros   | 3,276,902                 | 1,552,189                                | 116,311                                    | 289,951    | 350,795     | 558,168     | 690,416     | 853,851     | 1,106,453   | 1,186,952   | 1,256,183   | 1,359,097   | 1,491,345   | 1,552,189   |  |
| Gastos Financieros   | 4,611,988                 | 1,335,773                                | 205,302                                    | 324,169    | 369,434     | 475,319     | 658,020     | 707,310     | 837,628     | 880,413     | 1,289,233   | 1,136,515   | 1,236,144   | 1,335,773   |  |
| Participación en los Result. de Partes Relacionad.Por Metod. Participación |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Ganancias (Pérdida) por Instrumentos Financieros Derivados                 |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>RESULTADO ANTES DE PARTICIPAC.Y DEL IMPTO.RENTA</b>                     | 1,701,950                 | 316,851                                  | 584,848                                    | -142,158   | -293,515    | 122,370     | 679,824     | 1,261,834   | 1,289,926   | 1,394,935   | 1,498,131   | -1,117,483  | -539,945    | 316,851     |  |
| Participaciones de los Trabajadores  | 172,555                   | 15,843                                   | 9,242                                      |            |             | 6,119       | 33,991      | 63,092      | 64,496      | 69,747      | 74,907      |             |             | 15,843      |  |
| Impuesto a la Renta  | 983,562                   | 90,303                                   | 52,682                                     |            |             | 34,875      | 193,750     | 359,623     | 367,629     | 397,556     | 426,967     |             |             | 90,303      |  |
| <b>UTILIDAD (PERDIDA) NETA DE ACTIVIDADES CONTINUAS</b>                    | 545,833                   | 210,705                                  | 522,924                                    | -142,158   | -293,515    | 81,376      | 452,083     | 839,119     | 857,801     | 927,632     | 996,257     | -1,117,483  | -539,945    | 210,705     |  |
| Ingresos (Gasto) Neto de Operaciones en Discontinuación                    |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>UTILIDAD (PERDIDA) NETA DEL EJERCICIO</b>                               | 545,833                   | 210,705                                  | 522,924                                    | -142,158   | -293,515    | 81,376      | 452,083     | 839,119     | 857,801     | 927,632     | 996,257     | -1,117,483  | -539,945    | 210,705     |  |
| Depreciación:  | 1,955,262                 | 2,209,637                                | 174,859                                    | 352,025    | 534,035     | 715,976     | 897,348     | 1,077,207   | 1,256,542   | 1,434,698   | 1,612,020   | 1,831,586   | 2,044,608   | 2,261,861   |  |
| Amortización:  | 125,689                   | 52,224                                   |  | 2,069      | 3,450       | 5,175       | 6,900       | 8,625       | 12,938      | 17,251      | 21,564      |             |             |             |  |