

**SERVICIOS POSTALES DEL PERU S.A.**  
**EVALUACION PRESUPUESTAL EJERCICIO 2009**  
**ESTADO DE GANANCIAS Y PÉRDIDAS**  
**(Histórico - EN NUEVOS SOLES)**

| RUBROS   | EJECUCION<br>REAL<br>2008 | PRESUPUESTO<br>APROBADO<br>ANUAL<br>2009 | EJECUCION AL MES DE SETIEMBRE DEL AÑO 2009 |            |             |             |             |             |             |             |             |             |             |             |  |
|--|---------------------------|--|--|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|  |                           |  | ENERO                                      | FEBRERO    | MARZO       | ABRIL       | MAYO        | JUNIO       | JULIO       | AGOSTO      | SETIEMBRE   | OCTUBRE     | NOVIEMBRE   | DICIEMBRE   |  |
| <b>INGRESOS OPERACIONALES</b>  |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Ventas Netas (Ingresos Operacionales)                                      | 72,509,715                | 75,449,467                               | 5,104,716                                  | 10,109,368 | 15,724,600  | 20,772,369  | 26,535,758  | 32,238,800  | 37,897,466  | 43,793,521  | 49,269,456  | 58,569,987  | 65,605,655  | 75,449,467  |  |
| Otros Ingresos Operacionales   |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>TOTAL INGRESOS BRUTOS</b>   | 72,509,715                | 75,449,467                               | 5,104,716                                  | 10,109,368 | 15,724,600  | 20,772,369  | 26,535,758  | 32,238,800  | 37,897,466  | 43,793,521  | 49,269,456  | 58,569,987  | 65,605,655  | 75,449,467  |  |
| <b>Costo de Ventas (Operacionales)</b>                                     | 61,080,131                | 67,113,461                               | 4,355,399                                  | 8,789,527  | 13,680,100  | 18,670,606  | 24,505,061  | 30,082,621  | 34,987,887  | 40,338,017  | 45,664,300  | 54,290,548  | 60,162,070  | 66,655,239  |  |
| Otros Costos Operacionales   |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>TOTAL COSTOS OPERACIONALES</b>  | -61,080,131               | -67,113,461                              | -4,355,399                                 | -8,789,527 | -13,680,100 | -18,670,606 | -24,505,061 | -30,082,621 | -34,987,887 | -40,338,017 | -45,664,300 | -54,290,548 | -60,162,070 | -66,655,239 |  |
| <b>UTILIDAD BRUTA</b>  | 11,429,584                | 8,336,006                                | 749,317                                    | 1,319,841  | 2,044,500   | 2,101,763   | 2,030,697   | 2,156,179   | 2,909,579   | 3,455,504   | 3,605,156   | 4,279,439   | 5,443,585   | 8,794,228   |  |
| <b>Gastos de Ventas</b>  | 1,771,596                 | 2,657,015                                | 120,764                                    | 246,023    | 420,600     | 555,744     | 681,956     | 821,802     | 961,464     | 1,098,394   | 1,219,884   | 1,902,998   | 2,097,976   | 2,593,918   |  |
| Gastos de Administración   | 8,828,567                 | 9,783,395                                | 723,621                                    | 1,600,743  | 2,317,537   | 2,870,823   | 3,642,459   | 4,373,423   | 5,297,072   | 6,149,828   | 6,773,798   | 7,360,567   | 8,107,319   | 8,907,961   |  |
| Ganancia (Pérdida) por Venta de Activos                                    |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Otros Ingresos   | 2,177,606                 | 2,784,482                                | 158,762                                    | 275,807    | 589,287     | 740,260     | 836,836     | 948,307     | 1,087,988   | 1,252,940   | 1,366,555   | 2,733,511   | 2,796,820   | 3,380,241   |  |
| Otros Gastos   | 85,406                    | 212,997                                  | 10,345                                     | 44,626     | 54,992      | 56,124      | 58,896      | 62,568      | 65,349      | 73,153      | 77,807      | 65,710      | 72,281      | 78,850      |  |
| <b>UTILIDAD OPERATIVA</b>  | 2,921,621                 | -1,532,919                               | 53,349                                     | -295,744   | -159,342    | -640,668    | -1,515,778  | -2,153,307  | -2,326,318  | -2,612,931  | -3,099,778  | -2,316,325  | -2,037,171  | 593,740     |  |
| <b>Ingresos Financieros</b>  | 4,326,829                 | 3,328,521                                | 224,403                                    | 522,606    | 669,148     | 950,737     | 1,562,133   | 1,709,116   | 1,787,202   | 1,859,661   | 1,957,077   | 3,014,960   | 3,316,456   | 3,617,957   |  |
| Gastos Financieros   | 4,029,532                 | 3,750,234                                | 389,299                                    | 471,507    | 768,729     | 1,878,896   | 2,069,867   | 2,139,264   | 2,288,125   | 2,417,805   | 2,634,702   | 2,924,332   | 3,014,450   | 3,164,300   |  |
| 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>                     | 3,218,918                 | -1,954,632                               | -111,547                                   | -244,645   | -258,923    | -1,568,827  | -2,023,512  | -2,583,455  | -2,827,241  | -3,171,075  | -3,777,403  | -2,225,697  | -1,735,165  | 1,047,397   |  |
| Participaciones de los Trabajadores  | 133,539                   |  |  |            |             |             |             |             |             |             |             |             |             | 52,370      |  |
| Impuesto a la Renta  | 761,170                   |  |  |            |             |             |             |             |             |             |             |             |             | 298,508     |  |
| <b>UTILIDAD (PERDIDA) NETA DE ACTIVIDADES CONTINUAS</b>                    | 2,324,209                 | -1,954,632                               | -111,547                                   | -244,645   | -258,923    | -1,568,827  | -2,023,512  | -2,583,455  | -2,827,241  | -3,171,075  | -3,777,403  | -2,225,697  | -1,735,165  | 696,519     |  |
| <b>Ingresos (Gasto) Neto de Operaciones en Discontinuación</b>             |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>UTILIDAD (PERDIDA) NETA DEL EJERCICIO</b>                               | 2,324,209                 | -1,954,632                               | -111,547                                   | -244,645   | -258,923    | -1,568,827  | -2,023,512  | -2,583,455  | -2,827,241  | -3,171,075  | -3,777,403  | -2,225,697  | -1,735,165  | 696,519     |  |
| <b>Depreciación:</b>   | 2,149,034                 | 2,272,604                                | 176,847                                    | 351,965    | 518,840     | 743,423     | 956,238     | 1,135,340   | 1,312,303   | 1,419,398   | 1,668,576   | 1,948,310   | 2,153,458   | 2,358,606   |  |
| <b>Amortización:</b>   | 193,484                   | 309,309                                  | 23,083                                     | 46,166     | 69,248      | 83,828      | 115,414     | 138,497     | 161,579     | 122,456     | 207,745     | 540,782     | 635,596     | 730,410     |  |