

**SERVICIOS POSTALES DEL PERU S.A.**  
**EVALUACION PRESUPUESTAL EJERCICIO 2010**  
**ESTADO DE GANANCIAS Y PÉRDIDAS**  
**(Histórico - EN NUEVOS SOLES)**

| RUBROS  | EJECUCION<br>REAL<br>2009 | PRESUPUESTO<br>APROBADO<br>ANUAL<br>2010 | EJECUCION AL MES DE ABRIL DEL AÑO 2010 |            |             |             |             |             |             |             |             |             |             |             |  |
|---|---------------------------|--|--|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|   |                           |  | ENERO                                  | FEBRERO    | MARZO       | ABRIL       | MAYO        | JUNIO       | JULIO       | AGOSTO      | SETIEMBRE   | OCTUBRE     | NOVIEMBRE   | DICIEMBRE   |  |
| <b>INGRESOS OPERACIONALES</b>   |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Ventas Netas (Ingresos Operacionales)                                       | 70,735,829                | 76,637,266                               | 5,263,564                              | 10,518,120 | 16,218,583  | 21,527,374  | 28,258,172  | 34,054,385  | 40,817,955  | 46,735,839  | 53,150,713  | 60,118,348  | 67,314,959  | 76,637,266  |  |
| Otros Ingresos Operacionales  |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>TOTAL INGRESOS BRUTOS</b>  | 70,735,829                | 76,637,266                               | 5,263,564                              | 10,518,120 | 16,218,583  | 21,527,374  | 28,258,172  | 34,054,385  | 40,817,955  | 46,735,839  | 53,150,713  | 60,118,348  | 67,314,959  | 76,637,266  |  |
| <b>Costo de Ventas (Operacionales)</b>                                      | 61,756,058                | 68,638,627                               | 5,148,244                              | 9,560,910  | 14,519,438  | 19,326,746  | 27,197,481  | 32,781,884  | 38,485,003  | 44,237,467  | 50,034,067  | 55,796,058  | 61,912,816  | 68,638,627  |  |
| Otros Costos Operacionales  |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>TOTAL COSTOS OPERACIONALES</b>   | -61,756,058               | -68,638,627                              | -5,148,244                             | -9,560,910 | -14,519,438 | -19,326,746 | -27,197,481 | -32,781,884 | -38,485,003 | -44,237,467 | -50,034,067 | -55,796,058 | -61,912,816 | -68,638,627 |  |
| <b>UTILIDAD BRUTA</b>   | 8,979,771                 | 7,998,639                                | 115,320                                | 957,210    | 1,699,145   | 2,200,628   | 1,060,691   | 1,272,501   | 2,332,952   | 2,498,372   | 3,116,646   | 4,322,290   | 5,402,143   | 7,998,639   |  |
| <b>Gastos de Ventas</b>   | 2,051,555                 | 2,553,031                                | 109,766                                | 228,827    | 348,807     | 469,859     | 898,009     | 1,078,087   | 1,255,662   | 1,433,330   | 1,610,301   | 1,787,840   | 1,965,635   | 2,553,031   |  |
| Gastos de Administración  | 9,254,515                 | 9,949,886                                | 853,831                                | 1,669,943  | 2,449,804   | 3,221,037   | 4,134,596   | 4,960,019   | 5,789,232   | 6,611,945   | 7,437,744   | 8,262,535   | 9,093,535   | 9,949,886   |  |
| Ganancia (Pérdida) por Venta de Activos                                     |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Otros Ingresos  | 2,014,877                 | 2,841,223                                | 97,776                                 | 243,404    | 402,733     | 538,902     | 1,046,830   | 1,204,596   | 1,362,362   | 1,520,128   | 1,677,894   | 1,835,660   | 1,993,426   | 2,841,223   |  |
| Otros Gastos  | 116,708                   | 488,427                                  | 6,122                                  | 7,066      | 12,396      | 19,238      | 203,510     | 244,212     | 284,914     | 325,616     | 366,318     | 407,020     | 447,722     | 488,427     |  |
| <b>UTILIDAD OPERATIVA</b>   | -428,130                  | -2,151,482                               | -756,623                               | -705,222   | -709,129    | -970,604    | -3,128,594  | -3,805,221  | -3,634,494  | -4,352,391  | -4,619,823  | -4,299,445  | -4,111,323  | -2,151,482  |  |
| <b>Ingresos Financieros</b>   | 2,419,249                 | 3,000,000                                | 117,206                                | 215,633    | 286,721     | 314,628     | 1,186,021   | 1,615,127   | 1,861,951   | 2,043,592   | 2,178,886   | 2,362,582   | 2,669,532   | 3,000,000   |  |
| Gastos Financieros  | 3,268,080                 | 3,577,709                                | 381,436                                | 741,234    | 974,559     | 1,026,802   | 2,444,624   | 2,526,586   | 2,702,399   | 2,855,558   | 3,111,725   | 3,224,009   | 3,312,556   | 3,577,709   |  |
| Participación en los Result. de Partes Relacionad. Por Metod. Participación |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Ganancias (Pérdida) por Instrumentos Financieros Derivados                  | -1,402,318                |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>RESULTADO ANTES DE PARTICIPAC.Y DEL IMPTO.RENTA</b>                      | -2,679,279                | -2,729,191                               | -1,020,853                             | -1,230,823 | -1,396,967  | -1,682,778  | -4,387,197  | -4,716,680  | -4,474,942  | -5,164,357  | -5,552,662  | -5,160,872  | -4,754,347  | -2,729,191  |  |
| Participaciones de los Trabajadores   | -141,728                  |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| Impuesto a la Renta   | -807,845                  |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>UTILIDAD (PERDIDA) NETA DE ACTIVIDADES CONTINUAS</b>                     | -1,729,706                | -2,729,191                               | -1,020,853                             | -1,230,823 | -1,396,967  | -1,682,778  | -4,387,197  | -4,716,680  | -4,474,942  | -5,164,357  | -5,552,662  | -5,160,872  | -4,754,347  | -2,729,191  |  |
| <b>Ingresos (Gasto) Neto de Operaciones en Discontinuación</b>              |                           |  |  |            |             |             |             |             |             |             |             |             |             |             |  |
| <b>UTILIDAD (PERDIDA) NETA DEL EJERCICIO</b>                                | -1,729,706                | -2,729,191                               | -1,020,853                             | -1,230,823 | -1,396,967  | -1,682,778  | -4,387,197  | -4,716,680  | -4,474,942  | -5,164,357  | -5,552,662  | -5,160,872  | -4,754,347  | -2,729,191  |  |
| <b>Depreciación:</b>  | 2,199,783                 | 2,989,790                                | 185,364                                | 370,708    | 555,853     | 983,578     | 1,103,413   | 1,367,992   | 1,633,975   | 1,900,423   | 2,167,302   | 2,434,396   | 2,709,203   | 2,989,790   |  |
| <b>Amortización:</b>  | 158,657                   | 1,002,757                                | 9,306                                  | 18,612     | 27,917      | 37,223      | 253,387     | 354,817     | 462,807     | 570,797     | 678,787     | 786,777     | 894,767     | 1,002,757   |  |