

Fecha Cierre : 16/08/2010

EVALUACION PRESUPUESTAL EJERCICIO 2010

Fecha Impr : 16/08/2010

Hora Cierre : 21:00:08

Presupuesto de Ingresos y Egresos

Hora Impr : 21:02:41

EN NUEVOS SOLES

FORMATO N.4E

(C08002108-201016)

| RUBROS                                                 | PRESUPUESTO APROBADO O MODIFICADO 2010 |              |               |                 | EJEC. AL MES DE JULIO DE 2009 | EJECUCION PRESUPUESTAL 2010 |               |                 |                         |                | VARIA AL MES DE JULIO CON 2009 |
|--------------------------------------------------------|----------------------------------------|--------------|---------------|-----------------|-------------------------------|-----------------------------|---------------|-----------------|-------------------------|----------------|--------------------------------|
|                                                        | ANUAL                                  | MES DE JULIO | DEL III TRIM. | AL MES DE JULIO |                               | MES DE JULIO                | DEL III TRIM. | AL MES DE JULIO | % EJECUCION DEL PERIODO | % AVANCE ANUAL |                                |
| PRESUPUESTO DE OPERACION                               |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 1 INGRESOS                                             | 267,722,764                            | 16,370,524   | 70,107,497    | 141,751,141     | 116,978,421                   | 10,596,476                  | 10,596,476    | 136,733,456     | 96.46                   | 47.52          | 116.89                         |
| 1.1 Venta de Bienes                                    | 185,292,600                            | 4,878,035    | 41,799,405    | 83,832,226      | 108,832,620                   | 3,807,584                   | 3,807,584     | 62,781,755      | 98.32                   | 37.97          | 57.67                          |
| 1.2 Venta de Servicios                                 | 120,416,714                            | 11,439,472   | 28,149,021    | 76,201,189      |                               | 6,767,752                   | 6,767,752     | 71,529,449      | 93.87                   | 59.40          | -----                          |
| 1.3 Ingresos Financieros                               | 623,856                                | 53,017       | 159,071       | 327,952         | 327,531                       | 13,045                      | 13,045        | 287,980         | 87.81                   | 46.18          | 87.92                          |
| 1.4 Ingresos por participacion o dividendos            |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 1.5 Ingresos Extraordinarios                           | 34,817                                 |              |               | 34,817          | 2,930,109                     |                             |               | 34,817          | 100                     | 100            | 1.19                           |
| 1.5.1 Del ejercicio                                    | 34,817                                 |              |               | 34,817          |                               |                             |               | 34,817          | 100                     | 100            | -3481700                       |
| 1.5.2 De ejercicios anteriores                         |                                        |              |               |                 | 2,930,109                     |                             |               |                 |                         |                |                                |
| 1.6 Otros                                              | 1,354,977                              |              |               | 1,354,977       | 4,888,161                     | 7,115                       | 7,115         | 2,119,455       | 156.42                  | 156.42         | 43.36                          |
| 2 EGRESOS                                              | 255,948,877                            | 27,762,701   | 83,327,979    | 111,081,462     | 105,763,859                   | 18,701,784                  | 18,701,784    | 102,025,528     | 91.85                   | 39.86          | 96.47                          |
| 2.1 Compra de Bienes                                   | 135,936,262                            | 17,248,144   | 50,268,420    | 50,193,154      | 46,263,442                    | 3,748,292                   | 3,748,292     | 36,693,302      | 73.10                   | 26.99          | 79.31                          |
| 2.1.1 Insumos y suministros                            | 134,124,741                            | 17,093,868   | 49,808,864    | 49,185,862      | 45,412,288                    | 3,333,945                   | 3,333,945     | 35,425,939      | 72.02                   | 26.41          | 78.01                          |
| 2.1.2 Combustibles y lubricantes                       | 1,720,561                              | 149,776      | 445,056       | 947,349         | 841,015                       | 151,754                     | 151,754       | 949,327         | 100.21                  | 55.18          | 112.88                         |
| 2.1.3 Otros                                            | 90,960                                 | 4,500        | 14,500        | 59,943          | 10,139                        | 262,593                     | 262,593       | 318,036         | 530.56                  | 349.64         | 3137.07                        |
| 2.2. Gastos de personal (GIP)                          | 52,223,853                             | 4,878,419    | 15,007,771    | 26,251,576      | 24,178,340                    | 4,014,503                   | 4,014,503     | 25,379,660      | 96.68                   | 48.60          | 104.97                         |
| 2.2.1 Sueldos y Salarios (GIP)                         | 40,203,281                             | 3,662,716    | 11,412,164    | 20,658,150      | 20,178,448                    | 3,075,410                   | 3,075,410     | 20,121,744      | 97.40                   | 50.05          | 99.72                          |
| 2.2.1.1 Basica (GIP)                                   | 24,223,516                             | 1,966,756    | 6,593,137     | 12,616,382      | 12,531,495                    | 1,790,575                   | 1,790,575     | 12,440,182      | 98.60                   | 51.36          | 99.27                          |
| 2.2.1.2 Bonificaciones (GIP)                           | 809,438                                | 183,735      | 238,947       | 315,285         | 235,965                       | 23,095                      | 23,095        | 205,546         | 65.19                   | 33.73          | 87.11                          |
| 2.2.1.3 Gratificaciones (GIP)                          | 5,757,113                              | 542,410      | 1,653,458     | 2,920,525       | 2,854,202                     | 388,869                     | 388,869       | 2,766,984       | 94.74                   | 48.06          | 98.94                          |
| 2.2.1.4 Asignaciones (GIP)                             | 1,106,928                              | 100,131      | 297,107       | 621,924         | 680,144                       | 71,034                      | 71,034        | 592,827         | 95.32                   | 53.56          | 87.16                          |
| 2.2.1.5 Horas Extras (GIP)                             | 7,107,029                              | 745,979      | 2,237,960     | 3,440,016       | 3,230,376                     | 495,432                     | 495,432       | 3,189,469       | 92.72                   | 44.88          | 98.73                          |
| 2.2.1.6 Otros (GIP)                                    | 1,399,159                              | 123,706      | 391,557       | 744,037         | 646,286                       | 306,405                     | 306,405       | 926,736         | 124.56                  | 66.24          | 143.40                         |
| 2.2.2 Compensacion por tiempo de Servicio (GIP)        | 3,070,642                              | 300,637      | 816,989       | 1,533,749       | 1,503,712                     | 227,300                     | 227,300       | 1,460,412       | 95.22                   | 47.56          | 97.12                          |
| 2.2.3 Seguridad y prevision Social (GIP)               | 3,027,257                              | 258,767      | 840,369       | 1,569,828       | 1,475,402                     | 221,591                     | 221,591       | 1,532,752       | 97.63                   | 50.63          | 103.89                         |
| 2.2.4 Dietas del Directorio (GIP)                      | 177,804                                | 11,440       | 40,659        | 114,270         | 93,734                        | 17,290                      | 17,290        | 120,120         | 105.12                  | 67.56          | 128.15                         |
| 2.2.5 Capacitacion (GIP)                               | 400,000                                | 48,369       | 145,198       | 158,001         | 113,427                       | 12,456                      | 12,456        | 122,058         | 77.25                   | 30.51          | 107.61                         |
| 2.2.6 Jubilaciones y Pensiones (GIP)                   |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.2.7 Otros gastos de personal (GIP)                   | 5,344,869                              | 598,480      | 1,652,382     | 2,217,478       | 813,617                       | 460,456                     | 460,456       | 2,022,574       | 91.21                   | 37.84          | 248.59                         |
| 2.2.7.1 Refrigerio (GIP)                               | 701,404                                | 56,108       | 168,324       | 420,865         | 140,721                       | 63,085                      | 63,085        | 427,842         | 101.66                  | 61.00          | 304.04                         |
| 2.2.7.2 Uniformes (GIP)                                |                                        |              | -80           | 80              | 122                           |                             |               | 80              | 100                     |                | 66.12                          |
| 2.2.7.3 Asistencia Medica (GIP)                        | 188,127                                | 18,359       | 49,106        | 108,289         | 108,395                       | 11,014                      | 11,014        | 100,934         | 94.96                   | 53.85          | 93.12                          |
| 2.2.7.4 Seguro complementario de alto riesgo (GIP)     | 725,213                                | 58,598       | 177,543       | 451,119         | 325,058                       | 88,435                      | 88,435        | 482,956         | 107.06                  | 66.60          | 148.68                         |
| 2.2.7.5 Pago de indem. por cese de relac. lab. (GIP)   |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.2.7.6 Incentivos por retiro voluntario (GIP)         | 270,750                                |              | 115,250       |                 |                               |                             |               |                 |                         |                |                                |
| 2.2.7.7 Celebraciones (GIP)                            | 50,000                                 | 1,008        | 7,053         | 28,410          | 11,877                        | 37                          | 37            | 27,439          | 96.58                   | 54.88          | 231.05                         |
| 2.2.7.8 Bonos de Productividad (GIP)                   |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.2.7.9 Otros (GIP) 1/                                 | 3,409,375                              | 468,377      | 1,135,188     | 1,210,715       | 227,446                       | 297,885                     | 297,885       | 983,323         | 81.22                   | 28.84          | 432.33                         |
| 2.3 Servicios prestados por terceros                   | 60,593,582                             | 4,994,323    | 15,949,373    | 31,103,561      | 31,157,188                    | 10,487,251                  | 10,487,251    | 38,596,479      | 117.66                  | 80.40          | 117.46                         |
| 2.3.1 Transporte y almacenamiento                      | 3,287,058                              | 210,797      | 905,171       | 1,159,088       | 1,308,076                     | 181,535                     | 181,535       | 1,129,826       | 97.48                   | 34.58          | 85.37                          |
| 2.3.2 Tarifas de servicios publicos                    | 2,759,706                              | 266,503      | 801,432       | 1,417,062       | 1,474,458                     | 183,077                     | 183,077       | 1,333,636       | 94.11                   | 48.33          | 90.45                          |
| 2.3.3 Honorarios profesionales (GIP)                   | 4,754,310                              | 465,383      | 1,268,804     | 2,593,670       | 2,634,701                     | 738,587                     | 738,587       | 2,866,874       | 110.53                  | 60.30          | 108.81                         |
| 2.3.3.1 Auditorias (GIP)                               | 83,877                                 | 4,375        | 13,125        | 28,875          | 24,500                        |                             |               | 24,500          | 84.85                   | 26.10          | 100.00                         |
| 2.3.3.2 Consultorias (GIP)                             | 270,464                                | -12,725      | 29,663        | 164,495         | 199,605                       | -61,340                     | -61,340       | 115,880         | 70.45                   | 42.84          | 58.05                          |
| 2.3.3.3 Asesorias (GIP)                                | 314,903                                | 27,979       | 83,935        | 158,882         | 169,670                       | 32,089                      | 32,089        | 162,792         | 102.59                  | 51.70          | 85.95                          |
| 2.3.3.4 Otros servicios no personales (GIP) 1/         | 4,075,066                              | 445,754      | 1,142,081     | 2,241,618       | 2,240,926                     | 787,838                     | 787,838       | 2,563,702       | 114.37                  | 62.91          | 114.40                         |
| 2.3.4 Mantenimiento y Reparacion                       | 2,326,203                              | 152,360      | 534,329       | 1,253,783       | 1,715,895                     | 120,287                     | 120,287       | 1,221,710       | 97.44                   | 52.52          | 71.20                          |
| 2.3.5 Alquileres                                       | 709,653                                | 74,295       | 219,335       | 354,740         | 438,538                       | 110,874                     | 110,874       | 391,319         | 110.31                  | 55.14          | 89.23                          |
| 2.3.6 Serv. de vigilancia, guardiana y limp. (GIP)     | 1,539,878                              | 117,245      | 351,732       | 959,862         | 802,573                       | 176,088                     | 176,088       | 1,012,505       | 106.17                  | 65.75          | 126.16                         |
| 2.3.6.1 Vigilancia (GIP)                               | 1,088,878                              | 81,899       | 245,694       | 680,382         | 610,295                       | 130,503                     | 130,503       | 728,996         | 107.14                  | 66.89          | 119.45                         |
| 2.3.6.2 Guardia (GIP)                                  |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.3.6.3 Limpieza (GIP)                                 | 450,000                                | 35,346       | 106,039       | 273,270         | 192,278                       | 45,585                      | 45,585        | 283,509         | 103.75                  | 63.00          | 147.45                         |
| 2.3.7. Publicidad y Publicaciones                      | 480,000                                | 76,610       | 138,144       | 305,587         | 80,901                        | 18,284                      | 18,284        | 247,261         | 80.91                   | 51.51          | 306.02                         |
| 2.3.8. Otros                                           | 44,756,786                             | 3,631,130    | 11,730,426    | 23,065,959      | 22,702,156                    | 8,958,519                   | 8,958,519     | 28,393,348      | 123.10                  | 63.44          | 125.07                         |
| 2.3.8.1 Servicio de mensajería y correspondencia (GIP) |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |



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**SERVICIOS INDUSTRIALES DE LA MARINA S.A.**

**EVALUACION PRESUPUESTAL EJERCICIO 2010**

Presupuesto de Ingresos y Egresos

EN NUEVOS SOLES

FORMATO N.4E

Página : 2

Fecha Impr : 16/08/2010

Hora Impr : 21:02:41

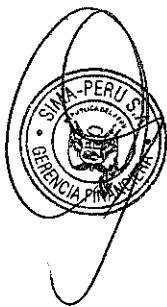
(C08002108-201016)

| RUBROS                                                | PRESUPUESTO APROBADO O MODIFICADO 2010 |              |               |                 | EJEC. AL MES DE JULIO DE 2009 | EJECUCION PRESUPUESTAL 2010 |               |                 |                         |                | VARIA AL MES DE JULIO CON 2009 |
|-------------------------------------------------------|----------------------------------------|--------------|---------------|-----------------|-------------------------------|-----------------------------|---------------|-----------------|-------------------------|----------------|--------------------------------|
|                                                       | ANUAL                                  | MES DE JULIO | DEL III TRIM. | AL MES DE JULIO |                               | MES DE JULIO                | DEL III TRIM. | AL MES DE JULIO | % EJECUCION DEL PERIODO | % AVANCE ANUAL |                                |
| 2.3.8.2 Prov. de personal por coop. y servicios (GIP) |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.3.8.3 Otros relacionados a GIP (GIP) 1/             |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.3.8.4 Otros no relacionados a GIP                   | 44,756,786                             | 3,631,130    | 11,730,426    | 23,065,959      | 22,702,156                    | 8,958,519                   | 8,958,519     | 28,393,348      | 123.10                  | 63.44          | 125.07                         |
| 2.4 Tributos                                          | 1,813,656                              | 115,862      | 350,274       | 1,182,239       | 1,037,298                     | 236,031                     | 236,031       | 1,302,408       | 110.16                  | 71.81          | 129.56                         |
| 2.4.1 Impuesto a las Transacciones Financieras - ITF  | 297,700                                | 23,471       | 69,977        | 156,876         | 171,650                       | 28,809                      | 28,809        | 162,214         | 103.40                  | 54.49          | 94.60                          |
| 2.4.2 Otros impuestos y contribuciones                | 1,515,956                              | 92,391       | 280,297       | 1,025,363       | 865,648                       | 207,222                     | 207,222       | 1,140,194       | 111.20                  | 75.21          | 131.72                         |
| 2.5 Gastos diversos de Gestion                        | 2,240,204                              | 149,659      | 649,689       | 1,011,326       | 484,465                       | 110,111                     | 110,111       | 984,761         | 97.37                   | 43.96          | 212.02                         |
| 2.5.1. Seguros                                        | 1,529,864                              | 92,879       | 483,349       | 571,920         | 76,209                        | 6,624                       | 6,624         | 485,685         | 84.82                   | 31.75          | 637.29                         |
| 2.5.2. Viaticos (GIP)                                 | 500,000                                | 34,970       | 104,910       | 325,151         | 258,372                       | 68,798                      | 68,798        | 358,979         | 110.40                  | 71.80          | 138.94                         |
| 2.5.3. Gastos de Representacion                       | 56,980                                 | 1,300        | 3,900         | 50,250          | 52,947                        | 14,307                      | 14,307        | 76,240          | 151.72                  | 133.87         | 144.00                         |
| 2.5.4. Otros                                          | 153,390                                | 20,510       | 57,530        | 64,005          | 76,937                        | 20,382                      | 20,382        | 63,877          | 99.80                   | 41.64          | 83.03                          |
| 2.5.4.1 Otros relacionados a GIP (GIP) 1/             |                                        |              |               |                 | 4,729                         |                             |               |                 |                         |                |                                |
| 2.5.4.2 Otros no relacionados a GIP                   | 153,390                                | 20,510       | 57,530        | 64,005          | 72,208                        | 20,382                      | 20,382        | 63,877          | 99.80                   | 41.64          | 88.46                          |
| Gastos Financieros 2/                                 | 3,048,607                              | 369,439      | 1,080,125     | 1,286,031       | 2,608,385                     | 103,508                     | 103,508       | 1,020,100       | 79.32                   | 33.46          | 39.11                          |
| 2.7 Egresos Extraordinarios                           |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.7.1 Del ejercicio                                   |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.7.2 De ejercicios anteriores                        |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 2.8 Otros                                             | 92,713                                 | 6,855        | 22,327        | 53,585          | 54,731                        | 2,088                       | 2,088         | 48,818          | 91.10                   | 52.65          | 89.20                          |
| RESULTADO DE OPERACION                                | 31,773,887                             | -11,382,177  | -13,220,482   | 30,668,879      | 11,214,562                    | -8,106,308                  | -8,106,308    | 34,707,928      | 113.17                  | 109.23         | 309.49                         |
| 3 GASTOS DE CAPITAL                                   | 26,313,806                             | 2,744,339    | 18,861,241    | 4,404,780       | 7,997,787                     | 2,678,138                   | 2,678,138     | 4,338,579       | 98.50                   | 16.49          | 54.25                          |
| 3.1 Presupuesto de Inversiones - FBK                  | 26,313,806                             | 2,744,339    | 18,861,241    | 4,404,780       | 7,997,787                     | 2,678,138                   | 2,678,138     | 4,338,579       | 98.50                   | 16.49          | 54.25                          |
| 3.1.1 Proyecto de Inversion                           | 1,000,000                              |              | 182,400       |                 |                               |                             |               |                 |                         |                |                                |
| 3.1.2 Gastos de capital no ligados a proyectos        | 25,313,806                             | 2,744,339    | 18,678,841    | 4,404,780       | 7,997,787                     | 2,678,138                   | 2,678,138     | 4,338,579       | 98.50                   | 17.14          | 54.25                          |
| 3.2 Inversion Financiera                              |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 3.3 Otros                                             |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 4 INGRESOS DE CAPITAL                                 |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 4.1 Aportes de Capital                                |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 4.2 Ventas de activo fijo                             |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 4.3 Otros                                             |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 5 TRANSFERENCIAS NETAS                                |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 5.1 Ingresos por Transferencias                       |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 5.2 Egresos por Transferencias                        |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| RESULTADO ECONOMICO                                   | 5,460,081                              | -14,136,516  | -32,081,723   | 26,264,899      | 3,216,775                     | -10,784,446                 | -10,784,446   | 30,369,349      | 115.63                  | 556.21         | 944.09                         |
| 6 FINANCIAMIENTO NETO                                 | 6,586,436                              | -1,139,419   | 21,704,658    | -9,210,660      | -2,779,062                    | -1,135,306                  | -1,135,306    | -3,554,547      | 38.59                   | -53.97         | 127.90                         |
| 6.1 Financiamiento Externo Neto                       |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.1. Financiamiento largo plazo                     |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.1.1 Desembolsos                                   |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.1.2 Servicios de Deuda                            |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.1.2.1 Amortizacion                                |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.1.2.2 Intereses y comisiones de la deuda          |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.2. Financiamiento corto plazo                     |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.2.1 Desembolsos                                   |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.2.2 Servicio de la Deuda                          |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.2.2.1 Amortizacion                                |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.1.2.2.2 Intereses y comisiones de la deuda          |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                |
| 6.2 Financiamiento Interno Neto                       | 6,586,436                              | -1,139,419   | 21,704,658    | -9,210,660      | -2,779,062                    | -1,135,306                  | -1,135,306    | -3,554,547      | 38.59                   | -53.97         | 127.90                         |
| 6.2.1 Financiamiento Largo PLazo                      | 18,740,641                             |              | 24,560,479    | -887,665        |                               |                             |               | -887,665        | 100                     | -4.74          | 88766500                       |
| 6.2.1.1 Desembolsos                                   | 25,000,000                             |              | 25,000,000    |                 |                               |                             |               |                 |                         |                |                                |
| 6.2.1.2 Servicio de la Deuda                          | 6,259,359                              |              | 439,521       | 887,665         |                               |                             |               | 887,665         | 100                     | 14.18          | -88766500                      |
| 6.2.1.2.1 Amortizacion                                | 5,581,772                              |              | 402,379       | 793,019         |                               |                             |               | 793,019         | 100                     | 14.18          | -79301900                      |
| 6.2.1.2.2 Intereses y comisiones de la deuda          | 667,587                                |              | 37,142        | 94,646          |                               |                             |               | 94,646          | 100                     | 14.18          | -9464600                       |
| 6.2.2 Financiamiento Corto Plazo                      | -12,154,205                            | -1,139,419   | -2,855,821    | -8,322,995      | -2,779,062                    | -1,135,306                  | -1,135,306    | -2,666,882      | 32.04                   | 21.94          | 95.96                          |
| 6.2.2.1 Desembolsos                                   |                                        |              |               |                 | 4,617,614                     |                             |               | 5,662,000       |                         |                | 122.40                         |
| 6.2.2.2 Servicio de la Deuda                          | 12,154,205                             | 1,139,419    | 2,855,821     | 8,322,995       | 7,396,678                     | 1,135,306                   | 1,135,306     | 8,318,882       | 99.95                   | 68.44          | 112.47                         |
| 6.2.2.2.1 Amortizacion                                | 11,989,560                             | 1,118,400    | 2,805,200     | 8,227,960       | 7,241,190                     | 1,114,600                   | 1,114,600     | 8,224,160       | 99.95                   | 68.77          | 113.57                         |



|                                                                                                  |                                                                                                                                                          |                                                                                                  |
|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|
| FONDO NACIONAL DE FINANCIAMIENTO<br>DE LA ACTIVIDAD EMPRESARIAL DEL<br>ESTADO<br>FOEPR082 FONAFE | <b>SERVICIOS INDUSTRIALES DE LA MARINA S.A.</b><br><b>EVALUACION PRESUPUESTAL EJERCICIO 2010</b><br>Presupuesto de Ingresos y Egresos<br>EN NUEVOS SOLES | Página : 3<br>Fecha Impr : 16/08/2010<br>Hora Impr : 21:02:41<br>FORMATO N.4E (C08002108-201016) |
| Fecha Cierre : 16/08/2010<br>Hora Cierre : 21:00:08                                              |                                                                                                                                                          |                                                                                                  |

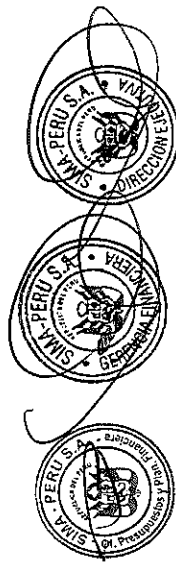
| RUBROS                                       | PRESUPUESTO APROBADO O MODIFICADO 2010 |              |               |                 | EJEC. AL MES DE JULIO DE 2009 | EJECUCION PRESUPUESTAL 2010 |               |                 |                         | % AVANCE ANUAL | VARIA. AL MES DE JULIO CON 2009 |
|----------------------------------------------|----------------------------------------|--------------|---------------|-----------------|-------------------------------|-----------------------------|---------------|-----------------|-------------------------|----------------|---------------------------------|
|                                              | ANUAL                                  | MES DE JULIO | DEL III TRIM. | AL MES DE JULIO |                               | MES DE JULIO                | DEL III TRIM. | AL MES DE JULIO | % EJECUCION DEL PERIODO |                |                                 |
| 6.2.2.2.2 Intereses y comisiones de la Deuda | 194,845                                | 21,019       | 50,621        | 95,035          | 155,486                       | 20,706                      | 20,706        | 94,722          | 99.67                   | 48.66          | 60.92                           |
| <b>RESULTADO DE EJERCICIOS ANTERIORES</b>    |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                 |
| <b>SALDO FINAL</b>                           | 12,046,517                             | -15,275,935  | -10,377,065   | 17,054,239      | 437,713                       | -11,919,752                 | -11,919,752   | 26,814,802      | 157.23                  | 222.59         | 6126.13                         |
| <b>GIP-TOTAL</b>                             | 59,018,041                             | 5,496,017    | 16,733,217    | 30,124,069      | 27,878,715                    | 4,987,976                   | 4,987,976     | 29,616,018      | 98.32                   | 50.18          | 106.24                          |
| Impuesto a la Renta                          | 1,197,440                              |              |               |                 |                               |                             |               |                 |                         |                |                                 |
| Participacion Trabajadores                   | 443,486                                |              |               |                 |                               |                             |               |                 |                         |                |                                 |
| D.Legislativo N. 892                         |                                        |              |               |                 |                               |                             |               |                 |                         |                |                                 |





|                                                                                       |  |                                                                                                                                       |  |              |                             |                          |                          |                       |             |                    |
|---------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------------------------------------------------------|--|--------------|-----------------------------|--------------------------|--------------------------|-----------------------|-------------|--------------------|
| OFICINA NACIONAL DE FINANCIAMIENTO<br>DE LA UNIVERSIDAD PERUANA DEL ESTUDIO<br>FONAFE |  | SERVICIOS INDUSTRIALES DE LA MARINA S.A.<br>EVALUACION PRESUPUESTAL EJERCICIO<br>Presupuesto de Ingresos y Egresos<br>EN NUEVOS SOLES |  | Formato N.4E | Fecha Cliente<br>16/08/2010 | Hora Cliente<br>21:00:08 | Fecha Impr<br>16/08/2010 | Hora Impr<br>21:03:02 | Página<br>2 | (C08002108-201016) |
|---------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------------------------------------------------------|--|--------------|-----------------------------|--------------------------|--------------------------|-----------------------|-------------|--------------------|

| RUBROS                                                              | PRESUPUESTO<br>ANUAL<br>2010 | EJECUCION DEL MES DE JULIO DEL AÑO 2010 |           |            |            |           |            |            |            |            |            |           |            | OCTUBRE | NOVIEMBRE | DICIEMBRE |
|---------------------------------------------------------------------|------------------------------|-----------------------------------------|-----------|------------|------------|-----------|------------|------------|------------|------------|------------|-----------|------------|---------|-----------|-----------|
|                                                                     |                              | ENERO                                   | FEBRERO   | MARZO      | ABRIL      | MAYO      | JUNIO      | JULIO      | AGOSTO     | SEPTIEMBRE | OCTUBRE    | NOVIEMBRE | DICIEMBRE  |         |           |           |
| 2.2.7.9 Otros (GIP) 1/                                              | 3,409,375                    | 89,217                                  | 55,048    | 69,687     | 89,097     | 191,725   | 190,654    | 297,865    | 286,233    | 237,591    | 302,641    | 286,419   | 784,850    |         |           |           |
| 2.3 Servicios prestados por terceros                                | 60,583,592                   | 1,517,540                               | 2,801,348 | 4,517,390  | 4,854,378  | 6,357,637 | 6,080,935  | 10,487,251 | 5,247,763  | 5,913,262  | 5,023,538  | 6,234,458 | 6,276,836  |         |           |           |
| 2.3.1 Transporte y almacenamiento                                   | 3,267,056                    | 42,770                                  | 37,637    | 222,593    | 59,553     | 98,632    | 486,706    | 181,535    | 306,278    | 385,709    | 595,799    | 431,760   | 435,159    |         |           |           |
| 2.3.2 Tarifas de servicios públicos                                 | 2,759,705                    | 150,852                                 | 100,879   | 205,434    | 227,007    | 213,933   | 192,454    | 193,077    | 246,176    | 265,492    | 253,176    | 263,176   | 261,176    |         |           |           |
| 2.3.3 Honorarios profesionales (GIP)                                | 4,754,310                    | 180,950                                 | 331,451   | 477,323    | 452,254    | 294,310   | 391,999    | 738,637    | 379,170    | 367,822    | 365,145    | 413,612   | 488,662    |         |           |           |
| 2.3.3.1 Auditorías (GIP)                                            | 93,877                       |                                         | 24,500    |            |            |           |            |            | 3,500      | 3,500      | 3,500      | 46,627    | 3,500      |         |           |           |
| 2.3.3.2 Consultorías (GIP)                                          | 270,464                      | 24,347                                  | 16,300    | 34,924     | 50,150     | 14,000    | 37,089     | -51,340    | 12,524     | 3,533      | 3,533      | 9,073     | 3,533      |         |           |           |
| 2.3.3.3 Asesorías (GIP)                                             | 314,903                      | 15,309                                  | 21,286    | 26,712     | 34,824     | 15,166    | 17,434     | 32,089     | 25,671     | 20,223     | 20,223     | 20,223    | 37,440     |         |           |           |
| 2.3.3.4 Otros servicios no personales (GIP) 1/                      | 4,075,066                    | 141,294                                 | 289,383   | 415,667    | 387,280    | 265,154   | 337,066    | 767,438    | 337,275    | 340,666    | 337,066    | 337,889   | 425,169    |         |           |           |
| 2.3.4 Mantenimiento y Reparación                                    | 2,326,203                    | 130,963                                 | 135,239   | 256,705    | 148,674    | 252,878   | 176,592    | 120,287    | 263,769    | 275,869    | 255,769    | 102,822   | 233,769    |         |           |           |
| 2.3.5 Alquileres                                                    | 709,653                      | 14,767                                  | 13,198    | 13,198     | 25,096     | 112,642   | 110,331    | 110,874    | 67,520     | 107,520    | 72,520     | 82,520    | 82,520     |         |           |           |
| 2.3.6 Serv. de vigilancia, guardia y limp. (GIP)                    | 1,539,878                    | 73,444                                  | 146,849   | 201,373    | 115,556    | 210,883   | 100,312    | 176,988    | 129,722    | 129,721    | 129,721    | 128,726   | 128,719    |         |           |           |
| 2.3.6.1 Vigilancia (GIP)                                            | 47,803                       |                                         | 94,761    | 142,468    | 81,545     | 201,868   | 23,640     | 130,503    | 90,411     | 90,410     | 90,410     | 90,410    | 90,410     |         |           |           |
| 2.3.6.2 Guardia (GIP)                                               |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.3.6.3 Limpieza (GIP)                                              | 450,000                      | 25,641                                  | 52,068    | 58,937     | 34,011     | 16,275    | 50,272     | 45,585     | 39,311     | 39,311     | 39,310     | 39,310    | 39,309     |         |           |           |
| 2.3.7 Publicidad y Publicaciones                                    | 480,000                      | 462                                     | 16,036    | 43,069     | 80,411     | 60,042    | 29,857     | 16,284     | 32,039     | 33,030     | 46,590     | 33,030    | 46,590     |         |           |           |
| 2.3.8 Otros                                                         | 44,759,786                   | 923,332                                 | 1,968,776 | 3,097,759  | 3,745,432  | 5,106,316 | 4,593,214  | 8,958,519  | 3,821,097  | 4,348,189  | 4,114,819  | 4,777,618 | 4,815,241  |         |           |           |
| 2.3.8.1 Servicio de mensajería y correspondencia (GIP)              |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.3.8.2 Prov. de personal por coop. y servicios (GIP)               |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.3.8.3 Otros relacionados a GIP (GIP) 1/                           |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.3.8.4 Otros no relacionados a GIP                                 | 44,759,786                   | 923,332                                 | 1,968,776 | 3,097,759  | 3,745,432  | 5,106,316 | 4,593,214  | 8,958,519  | 3,821,097  | 4,348,189  | 4,114,819  | 4,777,618 | 4,815,241  |         |           |           |
| 2.4 Tributos                                                        | 1,813,656                    | 333,375                                 | 87,863    | 124,287    | 231,705    | 142,780   | 146,567    | 236,031    | 122,591    | 128,591    | 136,591    | 145,591   | 143,591    |         |           |           |
| 2.4.1 Impuesto a las Transacciones Financieras - IIF contribuciones | 297,700                      | 17,478                                  | 12,284    | 27,208     | 37,512     | 19,763    | 19,160     | 28,809     | 21,253     | 24,253     | 32,253     | 31,253    | 29,253     |         |           |           |
| 2.4.2 Otros impuestos y contribuciones                              | 1,515,956                    | 316,897                                 | 75,579    | 97,079     | 184,193    | 123,017   | 127,207    | 207,222    | 101,338    | 104,338    | 104,338    | 114,338   | 114,338    |         |           |           |
| 2.5 Gastos diversos de Gestión                                      | 2,240,204                    | 38,178                                  | 150,550   | 200,232    | 168,139    | 83,180    | 233,371    | 110,111    | 295,807    | 294,957    | 287,817    | 273,957   | 280,307    |         |           |           |
| 2.5.1 Suavios                                                       | 1,529,884                    | 4,816                                   | 104,123   | 137,959    | 83,191     | 20,174    | 128,778    | 6,524      | 227,660    | 195,810    | 219,670    | 205,810   | 213,160    |         |           |           |
| 2.5.2 Viajes (GIP)                                                  | 500,000                      | 26,128                                  | 34,092    | 49,369     | 57,181     | 34,735    | 88,066     | 88,798     | 51,865     | 51,865     | 51,865     | 51,865    | 51,865     |         |           |           |
| 2.5.3 Gastos de Representación                                      | 56,950                       | 3,467                                   | 5,674     | 6,119      | 6,119      | 22,570    | 7,263      | 14,307     | 1,000      | 1,000      | 1,000      | 1,000     | 1,000      |         |           |           |
| 2.5.4 Otros                                                         | 153,350                      | 3,777                                   | 6,671     | 6,765      | 11,917     | 5,701     | 6,864      | 20,392     | 15,382     | 16,282     | 15,282     | 16,282    | 14,282     |         |           |           |
| 2.5.4.1 Otros relacionados a GIP (GIP) 1/                           |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.5.4.2 Otros no relacionados a GIP                                 | 153,350                      | 3,777                                   | 6,671     | 6,765      | 11,917     | 5,701     | 6,864      | 20,392     | 15,382     | 16,282     | 15,282     | 16,282    | 14,282     |         |           |           |
| 2.6 Gastos Financieros 2/                                           | 3,048,507                    | 164,634                                 | 65,281    | 283,444    | 146,830    | 63,384    | 193,019    | 103,500    | 144,228    | 175,596    | 100,146    | 119,000   | 119,970    |         |           |           |
| 2.7 Egresos Extraordinarios                                         |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.7.1 Del ejercicio                                                 |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.7.2 De ejercicios anteriores                                      |                              |                                         |           |            |            |           |            |            |            |            |            |           |            |         |           |           |
| 2.8 Otros                                                           | 92,713                       | 4,482                                   | 355       | 25,373     | 4,106      | 6,632     | 5,782      | 2,088      | 6,952      | 8,520      | 7,520      | 7,880     | 8,520      |         |           |           |
| RESULTADO DE OPERACION                                              | 31,773,687                   | 18,165,270                              | 402,598   | 19,019,189 | 10,688,951 | 3,342,906 | -8,805,688 | -8,106,308 | -7,484,677 | -3,265,364 | -1,409,142 | 51,208    | -3,639,712 |         |           |           |



|                                                                                            |  |                                                                                                                                                     |  |                                    |  |
|--------------------------------------------------------------------------------------------|--|-----------------------------------------------------------------------------------------------------------------------------------------------------|--|------------------------------------|--|
| <b>FORO NACIONAL DE FINANCIAMIENTO</b><br>DE LA ACTIVIDAD EMPRESARIAL DEL ESTADO<br>FONAFE |  | <b>SERVICIOS INDUSTRIALES DE LA MARINA S.A.</b><br><b>EVALUACION PRESUPUESTAL EJERCICIO</b><br>Presupuesto de Ingresos y Egresos<br>EN NUEVOS SOLES |  | Formato N.4E<br>(C08002108-201016) |  |
| FOLIO 001<br>Fecha Cliente 16/08/2010<br>Hora Cliente 21:00:08                             |  | página 3<br>Fecha Impr 16/08/2010<br>Hora Impr 21:03:02                                                                                             |  |                                    |  |

| RUBROS                                         | PRESUPUESTO APROBADO ANUAL 2010 | EJECUCION DEL MES DE JULIO DEL AÑO 2010 |            |            |            |           |            |             |             |            |            |            |            |
|------------------------------------------------|---------------------------------|-----------------------------------------|------------|------------|------------|-----------|------------|-------------|-------------|------------|------------|------------|------------|
|                                                |                                 | ENERO                                   | FEBRERO    | MARZO      | ABRIL      | MAYO      | JUNIO      | JULIO       | AGOSTO      | SEPTIEMBRE | OCTUBRE    | NOVIEMBRE  | DICIEMBRE  |
| RESULTADO DE OPERACION                         | 31,773,887                      | 16,165,270                              | 402,588    | 19,019,189 | 10,668,951 | 3,342,806 | -8,805,668 | -8,106,300  | -7,484,677  | -3,265,264 | -4,081,142 | 51,208     | -3,639,712 |
| 3 GASTOS DE CAPITAL                            | 26,313,806                      | 70,955                                  | 448,578    | 211,305    | 143,169    | 335,524   | 450,910    | 2,676,138   | 6,015,584   | 6,163,952  | 4,431,711  | 3,620,851  | 1,743,149  |
| 3.1 Presupuesto de Inversiones -               | 26,313,806                      | 70,955                                  | 448,578    | 211,305    | 143,169    | 335,524   | 450,910    | 2,676,138   | 6,015,584   | 6,163,952  | 4,431,711  | 3,620,851  | 1,743,149  |
| FBK                                            |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 3.1.1 Proyecto de Inversion                    | 1,000,000                       |                                         |            |            |            |           |            |             | 182,400     |            | 628,800    | 268,800    |            |
| 3.1.2 Gastos de capital no ligados a proyectos | 25,313,806                      | 70,955                                  | 448,578    | 211,305    | 143,169    | 335,524   | 450,910    | 2,676,138   | 5,833,184   | 6,163,952  | 3,902,911  | 3,332,051  | 1,743,149  |
| 3.2 Inversion Financiera                       |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 3.3 Otros                                      |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 4 INGRESOS DE CAPITAL                          |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 4.1 Aportes de Capital                         |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 4.2 Ventas de activo fijo                      |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 4.3 Otros                                      |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 5 TRANSFERENCIAS NETAS                         |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 5.1 Ingresos por Transferencias                |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 5.2 Egresos por Transferencias                 |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| RESULTADO ECONOMICO                            | 5,460,081                       | 18,115,316                              | -45,990    | 18,807,894 | 10,525,782 | 3,007,282 | -9,256,578 | -10,784,446 | -11,220,241 | -9,429,216 | -5,840,853 | -3,569,843 | -5,392,861 |
| 6 FINANCIAMIENTO NETO                          | 6,595,436                       | -1,520,791                              | -1,962,617 | -1,517,171 | -1,516,286 | -899,769  | 5,097,393  | -1,135,306  | 15,462,065  | 15,185,734 | -580,997   | -3,177,613 | -1,169,109 |
| 6.1 Financiamiento Externo Neto                |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.1. Financiamiento largo plazo              |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.1.1 Desembolsos                            |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.1.2 Servicios de Deuda                     |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.1.2.1 Amortizacion                         |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.1.2.2 Intereses y comisiones de la deuda   |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.2. Financiamiento corto plazo              |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.2.1 Desembolsos                            |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.2.2 Servicio de la Deuda                   |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.2.2.1 Amortizacion                         |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.1.2.2.2 Intereses y comisiones de la deuda   |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.2 Financiamiento Interno Neto                | 6,595,436                       | -1,520,791                              | -1,962,617 | -1,517,171 | -1,516,286 | -899,769  | 5,097,393  | -1,135,306  | 15,462,066  | 15,185,734 | -580,997   | -3,177,613 | -1,169,109 |
| 6.2.1 Financiamiento Largo Plazo               | 18,740,041                      | -443,833                                | -443,833   |            |            | -443,832  |            |             | 17,038,094  | 15,767,629 | -2,599,767 | -600,487   |            |
| 6.2.1.1 Desembolsos                            | 25,000,000                      |                                         |            |            |            |           |            |             | 17,038,094  | 15,767,629 |            |            |            |
| 6.2.1.2 Servicio de la Deuda                   | 6,299,359                       |                                         |            |            |            |           |            |             | 439,521     |            |            |            |            |
| 6.2.1.2.1 Amortizacion                         | 5,591,772                       |                                         |            |            |            |           |            |             | 402,379     |            |            |            |            |
| 6.2.1.2.2 Intereses y comisiones de la deuda   | 667,587                         |                                         |            |            |            |           |            |             | 37,142      |            |            |            |            |
| 6.2.2 Financiamiento Corto Plazo               | -12,154,205                     | -1,520,791                              | -1,518,784 | -1,517,171 | -1,516,286 | -555,937  | 5,097,393  | -1,135,306  | -1,134,507  | -581,895   | -580,997   | -577,846   | -589,022   |
| 6.2.2.1 Desembolsos                            |                                 |                                         |            |            |            |           |            |             |             |            |            |            |            |
| 6.2.2.2 Servicio de la Deuda                   | 12,154,205                      | 1,520,791                               | 1,518,784  | 1,517,171  | 1,516,286  | 555,937   | 554,807    | 1,135,306   | 1,134,507   | 581,895    | 580,997    | 577,846    | 589,022    |
| 6.2.2.2.1 Amortizacion                         | 11,959,560                      | 1,498,639                               | 1,501,057  | 1,500,952  | 1,505,912  | 550,000   | 550,000    | 1,114,600   | 1,118,400   | 568,400    | 568,400    | 568,400    | 568,400    |
| 6.2.2.2.2 Intereses y comisiones de la deuda   | 194,645                         | 22,152                                  | 17,727     | 13,219     | 10,374     | 5,837     | 4,607      | 20,706      | 16,107      | 13,495     | 12,597     | 9,446      | 222        |

