

SERVICIOS INDUSTRIALES DE LA MARINA S.A.

Página : 1 de 3

EVALUACION PRESUPUESTAL EJERCICIO 2013

Fecha Impr : 15/07/2013

FECHA CIERRE : 15/07/2013

Presupuesto de Ingresos y Egresos

Hora Impr : 18.42.44

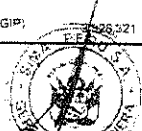
HORA CIERRE : 6:42 PM

(Histórico - EN NUEVOS SOLES)

FORMATO N. 4E

(C44421807-  
201315)

| RUBROS                                                  | PRESUPUESTO APROBADO O MODIFICADO 2013 |              |             |                 | EJEC. AL MES DE JUNIO DE 2013 | EJECUCION PRESUPUESTAL 2013 |            |                 |                         |                | VAR. AL MES DE JUNIO CON 2012 |
|---------------------------------------------------------|----------------------------------------|--------------|-------------|-----------------|-------------------------------|-----------------------------|------------|-----------------|-------------------------|----------------|-------------------------------|
|                                                         | ANUAL                                  | MES DE JUNIO | DEL I TRIM  | AL MES DE JUNIO |                               | MES DE JUNIO                | DEL I TRIM | AL MES DE JUNIO | % EJECUCION DEL PERIODO | % AVANCE ANUAL |                               |
| PRESUPUESTO DE OPERACION                                | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 1 INGRESOS                                              | 439,539,000                            | 21,672,961   | 130,204,807 | 240,845,456     | 106,570,116                   | 19,269,111                  | 57,252,601 | 163,510,301     | 67.89                   | 37.2           | 163.43                        |
| 1.1 Venta de Bienes                                     | 340,881,977                            | 15,722,742   | 110,037,502 | 190,080,268     | 56,314,573                    | 8,963,184                   | 34,710,216 | 102,887,585     | 54.13                   | 30.2           | 182.7                         |
| 1.2 Venta de Servicios                                  | 88,737,023                             | 5,946,219    | 20,137,505  | 50,705,188      | 41,041,684                    | 7,486,716                   | 18,509,933 | 55,754,756      | 109.96                  | 59.47          | 135.65                        |
| 1.3 Ingresos Financieros                                | 0                                      | 0            | 0           | 0               | 190,291                       | 3,977                       | 22,684     | 42,693          |                         |                | 22.54                         |
| 1.4 Ingresos por participacion o dividendos             | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 1.5 Ingresos Complementarios                            | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 1.6 Otros                                               | 120,000                                | 10,000       | 30,000      | 60,000          | 9,023,570                     | 2,815,224                   | 4,019,688  | 4,825,057       | 8041.78                 | 4026.89        | 53.47                         |
| 2 EGRESOS                                               | 369,412,305                            | 29,511,529   | 81,833,280  | 154,407,388     | 104,713,107                   | 23,464,499                  | 75,890,653 | 140,514,884     | 91                      | 38.04          | 134.19                        |
| 2.1 Compra de Bienes                                    | 156,842,604                            | 13,489,170   | 34,055,424  | 62,411,062      | 31,481,678                    | 5,324,825                   | 23,517,220 | 42,363,467      | 67.88                   | 27.01          | 134.57                        |
| 2.1.1 Insumos y suministros                             | 153,572,106                            | 13,187,770   | 33,266,556  | 60,882,704      | 30,324,973                    | 4,984,113                   | 22,581,133 | 40,821,692      | 67.05                   | 26.58          | 134.61                        |
| 2.1.2 Combustibles y lubricantes                        | 3,181,498                              | 293,300      | 767,168     | 1,492,158       | 1,147,499                     | 340,712                     | 936,087    | 1,441,338       | 96.59                   | 45.3           | 125.61                        |
| 2.1.3 Otros                                             | 89,000                                 | 7,300        | 21,700      | 35,200          | 5,206                         | 0                           | 0          | 100,437         | 277.45                  | 112.85         | 1091.11                       |
| 2.2 Costos de personal (GIP)                            | 73,576,449                             | 5,943,053    | 17,757,504  | 36,248,246      | 30,217,926                    | 5,874,496                   | 18,029,986 | 35,398,777      | 97.68                   | 48.12          | 117.18                        |
| 2.2.1 Sueldos y Salarios (GIP)                          | 51,077,514                             | 4,199,218    | 12,597,654  | 25,229,887      | 22,364,895                    | 4,428,227                   | 13,368,893 | 25,896,381      | 102.65                  | 50.7           | 115.8                         |
| 2.2.2 Bases (GIP)                                       | 32,188,296                             | 2,582,358    | 8,047,074   | 16,094,148      | 13,852,670                    | 3,772,457                   | 8,205,531  | 15,876,440      | 98.65                   | 48.32          | 114.01                        |
| 2.2.3 Beneficios (GIP)                                  | 951,171                                | 22,023       | 68,089      | 155,717         | 131,203                       | 18,808                      | 67,252     | 152,885         | 91.7                    | 16.07          | 116.53                        |
| 2.2.3.1 Gratificaciones (GIP)                           | 7,167,578                              | 507,298      | 1,791,894   | 3,582,788       | 2,923,477                     | 593,768                     | 1,764,067  | 3,364,231       | 93.87                   | 46.94          | 115.08                        |
| 2.2.3.2 Aseguraciones (GIP)                             | 1,268,024                              | 105,250      | 315,756     | 631,312         | 543,940                       | 107,314                     | 320,022    | 636,082         | 100.72                  | 50.36          | 116.66                        |
| 2.2.3.3 Horas Extras (GIP)                              | 7,279,416                              | 806,518      | 1,819,854   | 3,639,708       | 3,687,922                     | 760,691                     | 2,377,836  | 4,655,144       | 127.9                   | 63.95          | 119.43                        |
| 2.2.3.4 Otros (GIP)                                     | 2,226,028                              | 185,669      | 557,007     | 1,114,014       | 1,015,783                     | 173,098                     | 634,205    | 1,213,579       | 108.94                  | 54.47          | 119.47                        |
| 2.2.2 Compensacion por tiempo de Servicio (GIP)         | 4,228,092                              | 352,341      | 1,057,023   | 2,114,046       | 1,564,495                     | 294,982                     | 914,788    | 1,846,962       | 87.37                   | 43.68          | 118.05                        |
| 2.2.2.1 Seguridad y prevision Social (GIP)              | 4,196,016                              | 349,866      | 1,049,004   | 2,098,006       | 1,700,634                     | 335,689                     | 1,019,116  | 1,994,295       | 95.06                   | 47.53          | 117.27                        |
| 2.2.4 Otras de Directorio (GIP)                         | 207,408                                | 17,284       | 51,852      | 103,704         | 100,973                       | 6,800                       | 29,210     | 74,060          | 71.41                   | 35.71          | 73.35                         |
| 2.2.5 Capacitacion (GIP)                                | 747,720                                | 62,310       | 196,930     | 373,880         | 149,606                       | 8,140                       | 16,864     | 55,232          | 14.77                   | 7.39           | 56.92                         |
| 2.2.6 Jubilaciones y Pensiones (GIP)                    | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 2.2.7 Otros gastos de personal (GIP)                    | 13,113,702                             | 962,232      | 2,815,041   | 6,328,741       | 4,336,724                     | 800,280                     | 2,659,334  | 5,529,667       | 87.38                   | 42.17          | 127.51                        |
| 2.2.7.1 Permiso (GIP)                                   | 1,184,400                              | 98,700       | 295,100     | 592,200         | 492,038                       | 109,327                     | 342,666    | 632,821         | 108.85                  | 53.43          | 128.61                        |
| 2.2.7.2 Uniformes (GIP)                                 | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 2.2.7.3 Asistencia Medica (GIP)                         | 811,452                                | 67,621       | 202,663     | 405,726         | 101,001                       | 11,547                      | 82,171     | 135,352         | 33.36                   | 16.68          | 134.01                        |
| 2.2.7.4 Seguro complementario de jubilacion (GIP)       | 725,125                                | 66,423       | 181,269     | 382,587         | 258,118                       | 38,714                      | 149,904    | 320,853         | 88.49                   | 44.25          | 111.36                        |
| 2.2.7.5 Pago de indemn. por cese de relacion lab. (GIP) | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 2.2.7.6 Incentivos por retiro jubilatorio (GIP)         | 922,164                                | 76,647       | 230,541     | 481,082         | 238,911                       | 30,865                      | 175,463    | 236,564         | 51.31                   | 25.65          | 114.89                        |
| 2.2.7.7 Contribuciones (GIP)                            | 275,030                                | 52,011       | 152,110     | 200,872         | 88,546                        | 15,851                      | 95,091     | 170,338         | 84.76                   | 61.93          | 112.38                        |
| 2.2.7.8 Bonos de Productividad (GIP)                    | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 2.2.7.9 Participacion de trabajadores (GIP)             | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0          | 0               |                         |                | 0                             |
| 2.2.7.10 Otros (GIP)                                    | 2,195,531                              | 606,630      | 1,802,158   | 4,306,174       | 3,161,110                     | 593,905                     | 1,814,008  | 4,033,937       | 93.66                   | 43.87          | 127.61                        |
| 2.3 Servicios prestados por terceros                    | 132,946,116                            | 9,485,527    | 28,388,598  | 62,697,971      | 39,107,359                    | 11,494,603                  | 32,189,682 | 59,356,527      | 112.64                  | 44.65          | 151.78                        |
| 2.3.1 Transporte y almacenamiento                       | 1,562,127                              | 96,634       | 295,076     | 521,560         | 1,153,857                     | 258,185                     | 406,911    | 854,835         | 125.46                  | 41.99          | 164.72                        |
| 2.3.2 Tarifas de servicios publicos                     | 3,166,593                              | 267,367      | 799,101     | 1,573,990       | 1,341,827                     | 270,164                     | 875,209    | 1,566,735       | 105.69                  | 52.63          | 124.23                        |
| 2.3.3 Honorarios profesionales (GIP)                    | 1,958,521                              | 268,551      | 835,559     | 1,775,509       | 2,161,885                     | 337,579                     | 1,481,243  | 2,153,093       | 121.27                  | 54.81          | 99.59                         |



## SERVICIOS INDUSTRIALES DE LA MARINA S.A.

Página : 2 de 3

## EVALUACION PRESUPUESTAL EJERCICIO 2013

Fecha Impr : 15/07/2013

FECHA CIERRE : 15/07/2013

## Presupuesto de Ingresos y Egresos

Hora Impr : 18.42.44

HORA CIERRE : 6:42 PM

(Histórico - EN NUEVOS SOLES)

FORMATO N. 4E

(C44421807-  
201315)

| RUBROS                                                      | PRESUPUESTO APROBADO O MODIFICADO 2013 |              |            |                    | EJEC. AL MES<br>DE JUNIO DE<br>2013 | EJECUCION PRESUPUESTAL 2013 |             |                    |                            |                   | VAR. AL MES DE<br>JUNIO CON 2012 |
|-------------------------------------------------------------|----------------------------------------|--------------|------------|--------------------|-------------------------------------|-----------------------------|-------------|--------------------|----------------------------|-------------------|----------------------------------|
|                                                             | ANUAL                                  | MES DE JUNIO | DEL I TRIM | AL MES DE<br>JUNIO |                                     | MES DE JUNIO                | DEL I TRIM  | AL MES DE<br>JUNIO | % EJECUCION<br>DEL PERIODO | % AVANCE<br>ANUAL |                                  |
| 2.3.4.1. Asesorías (GIP)                                    | 86,391                                 | 0            | 0          | 42,391             | 78,283                              | 0                           | 0           | 70,783             | 186.88                     | 81.93             | 90.42                            |
| 2.3.4.2. Consultorías (GIP)                                 | 281,712                                | 23,476       | 70,428     | 140,856            | 137,280                             | 11,000                      | 38,020      | 94,537             | 67.12                      | 33.56             | 68.86                            |
| 2.3.4.3. Asesorías (GIP)                                    | 344,505                                | 25,589       | 76,767     | 153,534            | 150,279                             | 11,475                      | 51,982      | 81,629             | 53.17                      | 23.69             | 54.32                            |
| 2.3.4.4. Otros servicios no<br>personales (GIP)             | 3,215,710                              | 239,788      | 719,351    | 1,438,725          | 1,766,043                           | 315,104                     | 1,401,241   | 1,806,144          | 132.45                     | 58.28             | 106.13                           |
| 2.3.4.5. Mantenimiento y Reparación                         | 1,318,124                              | 90,300       | 285,750    | 617,942            | 632,315                             | 120,350                     | 568,407     | 1,243,238          | 201.19                     | 94.32             | 196.62                           |
| 2.3.4.6. Alquileres                                         | 2,236,687                              | 182,750      | 527,217    | 1,109,367          | 770,369                             | 531,852                     | 1,354,147   | 2,430,554          | 219.09                     | 107.7             | 315.51                           |
| 2.3.4.7. Serv. de vigilancia, guardiana<br>y otros (GIP)    | 3,963,450                              | 246,350      | 740,150    | 1,481,700          | 740,764                             | 122,250                     | 426,137     | 915,932            | 61.62                      | 30.91             | 123.69                           |
| 2.3.4.8. Vigilancia (GIP)                                   | 2,460,000                              | 205,300      | 515,000    | 1,230,000          | 504,409                             | 91,269                      | 275,812     | 658,764            | 53.56                      | 26.76             | 130.8                            |
| 2.3.4.9. Guardiana (GIP)                                    | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 2.3.4.10. Limpieza (GIP)                                    | 502,400                                | 41,950       | 125,850    | 251,700            | 236,355                             | 30,984                      | 150,325     | 257,168            | 102.17                     | 51.09             | 108.81                           |
| 2.3.4.11. Publicidad y Publicaciones                        | 468,970                                | 25,290       | 126,390    | 176,500            | 188,709                             | 31,380                      | 161,307     | 223,873            | 126.63                     | 47.94             | 118.64                           |
| 2.3.4.12. Otros                                             | 117,283,896                            | 8,286,283    | 24,747,659 | 45,441,103         | 32,118,033                          | 9,823,040                   | 25,905,321  | 50,070,766         | 110.19                     | 42.68             | 155.9                            |
| 2.3.4.13. Servicio de mensajería y<br>correspondencia (GIP) | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 2.3.4.14. Prov. de personal por coop<br>y servicios (GIP)   | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 2.3.4.15. Otros relacionados a GIP<br>(GIP)                 | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 1,637       | 12,013             | 100.00                     | 100.00            | 100.00                           |
| 2.3.4.16. Otros no relacionados a GIP                       | 117,283,896                            | 8,286,283    | 24,747,659 | 45,441,103         | 32,118,033                          | 9,823,040                   | 25,905,321  | 50,070,766         | 110.19                     | 42.68             | 155.9                            |
| 2.4. Tránsito                                               | 1,761,372                              | 105,537      | 286,861    | 518,100            | 686,262                             | 184,192                     | 528,844     | 770,562            | 148.73                     | 43.75             | 112.19                           |
| 2.4.1. Impuesto a las Transacciones<br>Financieras (ITF)    | 103,950                                | 8,660        | 25,940     | 51,780             | 16,174                              | 2,625                       | 6,616       | 14,913             | 28.5                       | 14.34             | 32.21                            |
| 2.4.2. Otros impuestos y<br>contribuciones                  | 1,657,412                              | 96,877       | 260,921    | 466,320            | 670,088                             | 181,567                     | 522,228     | 755,649            | 162.05                     | 46.59             | 112.57                           |
| 2.5. Gastos diversos de Gestión                             | 2,746,042                              | 362,432      | 1,040,475  | 1,742,150          | 1,085,642                           | 132,564                     | 477,749     | 875,283            | 80.24                      | 31.87             | 82.13                            |
| 2.5.1. Seguros                                              | 1,556,396                              | 263,370      | 751,789    | 1,153,078          | 564,820                             | 62,057                      | 246,097     | 355,244            | 30.81                      | 22.82             | 62.85                            |
| 2.5.2. Multas (GIP)                                         | 595,968                                | 49,664       | 148,992    | 297,984            | 221,305                             | 36,234                      | 118,776     | 287,307            | 96.42                      | 48.21             | 128.09                           |
| 2.5.3. Gastos de Representación                             | 223,300                                | 18,500       | 55,500     | 111,600            | 61,346                              | 4,984                       | 16,907      | 36,060             | 36.19                      | 17.50             | 63.67                            |
| 2.5.4. Otros                                                | 371,676                                | 30,898       | 92,194     | 180,088            | 215,071                             | 29,289                      | 95,066      | 193,652            | 107.53                     | 52.1              | 90.04                            |
| 2.5.4.1. Otros relacionados a GIP<br>(GIP)                  | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 2.5.4.2. Otros no relacionados a GIP                        | 371,676                                | 30,898       | 92,194     | 180,088            | 215,071                             | 29,289                      | 95,066      | 193,652            | 107.53                     | 52.1              | 90.04                            |
| 2.6. Gastos financieros                                     | 1,545,720                              | 125,810      | 394,430    | 789,880            | 2,154,240                           | 453,587                     | 1,137,172   | 1,748,288          | 221.34                     | 113.17            | 81.16                            |
| 2.7. Otros                                                  | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| RESULTADO DE OPERACION                                      | 70,126,695                             | -7,838,569   | 48,271,517 | 85,438,057         | 1,857,011                           | -4,195,356                  | -18,618,052 | 22,995,417         | 25.6                       | 32.79             | 128.3                            |
| 3. GASTOS DE CAPITAL                                        | 12,389,671                             | 1,298,542    | 3,701,743  | 5,185,571          | 4,870,366                           | 716,051                     | 2,576,300   | 4,190,811          | 80.82                      | 34.1              | 92.71                            |
| 3.1. Presupuesto de Inversiones -<br>PRE                    | 12,389,671                             | 1,298,542    | 3,701,743  | 5,185,571          | 4,870,366                           | 716,051                     | 2,576,300   | 4,190,811          | 80.82                      | 34.1              | 92.71                            |
| 3.1.1. Proyecto de inversión                                | 556,131                                | 50,223       | 56,223     | 56,223             | 292,343                             | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 3.1.2. Gastos de capital no ligados a<br>proyectos          | 11,733,540                             | 1,242,619    | 3,645,520  | 5,129,348          | 4,578,023                           | 716,051                     | 2,576,300   | 4,190,811          | 81.7                       | 35.72             | 99.12                            |
| 3.2. Inversión Financiera                                   | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 3.3. Otros                                                  | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 4. INGRESOS DE CAPITAL                                      | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 4.1. Aportes de Capital                                     | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 4.2. Ventas de activo fijo                                  | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 4.3. Otros                                                  | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 5. TRANSFERENCIAS NETAS                                     | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |
| 5.1. Ingresos por Transferencias                            | 0                                      | 0            | 0          | 0                  | 0                                   | 0                           | 0           | 0                  | 0                          | 0                 | 0                                |



SERVICIOS INDUSTRIALES DE LA MARINA S.A.

Página : 3 de 3

EVALUACION PRESUPUESTAL EJERCICIO 2013

Fecha Impr : 15/07/2013

FECHA CIERRE : 15/07/2013

Presupuesto de Ingresos y Egresos

Hora Impr : 18.42.44

HORA CIERRE : 6.42 PM

(Histórico - EN NUEVOS SOLES)

FORMATO N. 4E

(C44421807-  
201315)

| RUBROS                                       | PRESUPUESTO APROBADO O MODIFICADO 2013 |              |             |                 | EJEC. AL MES DE JUNIO DE 2013 | EJECUCION PRESUPUESTAL 2013 |             |                 |                         |                | VAR. AL MES DE JUNIO CON 2012 |
|----------------------------------------------|----------------------------------------|--------------|-------------|-----------------|-------------------------------|-----------------------------|-------------|-----------------|-------------------------|----------------|-------------------------------|
|                                              | ANUAL                                  | MES DE JUNIO | DEL I TRIM. | AL MES DE JUNIO |                               | MES DE JUNIO                | DEL I TRIM. | AL MES DE JUNIO | % EJECUCION DEL PERIODO | % AVANCE ANUAL |                               |
| 5.2 Egresos por Transferencias               | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| RESULTADO ECONOMICO                          | 57,837,024                             | -9,137,410   | 44,569,774  | 8,252,496       | -2,653,356                    | -4,911,409                  | -21,194,352 | 10,804,608      | 23.14                   | 32.51          | -706.05                       |
| 6 FINANCIAMIENTO NETO                        | 10,066,175                             | -1,833,722   | 3,166,278   | 1,327,295       | -6,488,947                    | -1,833,722                  | 1,833,722   | -3,672,596      | -276.7                  | -38.48         | 56.6                          |
| 6.1 Financiamiento Externo Neto              | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.1 Financiamiento largo plazo             | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.1.1 Desembolsos                          | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.1.2 Servicios de Deuda                   | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.1.2.1 Amortización                       | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.1.2.2 Intereses y comisiones de la Deuda | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.2 Financiamiento corto plazo             | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.2.1 Desembolsos                          | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.2.2 Servicio de la Deuda                 | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.2.2.1 Amortización                       | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.1.2.2.2 Intereses y comisiones de la Deuda | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.2 Financiamiento Interno Neto              | 10,066,175                             | -1,833,722   | 3,166,278   | 1,327,295       | -6,488,947                    | -1,833,722                  | -1,833,722  | -3,672,596      | -276.7                  | -38.48         | 56.6                          |
| 6.2.1 Financiamiento Largo Plazo             | -7,302,575                             | -1,833,722   | -1,833,722  | -3,672,705      | -3,763,871                    | -1,933,722                  | -1,833,722  | -3,672,596      | 100                     | 50.29          | 97.06                         |
| 6.2.1.1 Desembolsos                          | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| 6.2.1.2 Servicio de la Deuda                 | 7,302,575                              | 1,833,722    | 1,833,722   | 3,672,705       | 3,763,871                     | 1,833,722                   | 1,833,722   | 3,672,596       | 100                     | 50.29          | 97.06                         |
| 6.2.1.2.1 Amortización                       | 5,334,276                              | 1,317,220    | 1,317,220   | 2,626,555       | 2,554,788                     | 1,317,220                   | 1,317,220   | 2,626,545       | 100                     | 49.28          | 102.89                        |
| 6.2.1.2.2 Intereses y comisiones de la Deuda | 1,968,299                              | 516,502      | 516,502     | 1,044,150       | 1,229,083                     | 516,502                     | 516,502     | 1,044,051       | 99.99                   | 53.04          | 84.95                         |
| 6.2.2 Financiamiento Corto Plazo             | 17,368,750                             | 5,000,000    | 5,000,000   | 2,705,076       | 0                             | 0                           | 0           | 0               | 0                       | 0              | 0                             |
| 6.2.2.1 Desembolsos                          | 20,000,000                             | 5,000,000    | 5,000,000   | 0               | 0                             | 0                           | 0           | 0               | 0                       | 0              | 0                             |
| 6.2.2.2 Servicio de la Deuda                 | 2,631,250                              | 0            | 0           | 2,705,076       | 0                             | 0                           | 0           | 0               | 0                       | 0              | 0                             |
| 6.2.2.2.1 Amortización                       | 2,500,000                              | 0            | 0           | 2,526,526       | 0                             | 0                           | 0           | 0               | 0                       | 0              | 0                             |
| 6.2.2.2.2 Intereses y comisiones de la Deuda | 131,250                                | 0            | 0           | 78,550          | 0                             | 0                           | 0           | 0               | 0                       | 0              | 0                             |
| RESULTADO DE EJERCICIOS ANTERIORES           | 0                                      | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               |                         |                | 0                             |
| SALDO FINAL                                  | 67,903,199                             | -10,971,132  | 47,736,062  | 82,579,791      | -9,152,302                    | -6,745,131                  | -23,928,074 | 15,132,010      | 18.32                   | 22.28          | -166.34                       |
| GPA TOTAL                                    | 81,058,138                             | 6,528,520    | 19,513,905  | 36,903,439      | 33,344,280                    | 6,370,564                   | 20,067,782  | 38,767,122      | 97.4                    | 47.63          | 116.26                        |
| Impuesto a la Renta                          | 2,758,960                              | 0            | 0           | 0               | 0                             | 0                           | 0           | 0               | 0                       | 0              | 0                             |



SERVICIOS INDUSTRIALES DE LA MARINA S.A.  
EVALUACION PRESUPUESTAL EJERCICIO 2013

FECHA CIERRE 15/07/2013

HORA CIERRE 6:42 PM

Presupuesto de Ingresos y Egresos

(EN NUEVOS SOLES)

FORMATO N.4E

(C44421807-  
201315)

Página 1 de 4

Fecha Impr: 15/07/2013

Hora Impr: 6:42 PM

| RUBROS                                       |  | EJECUCION AL MES DE JUNIO DEL AÑO 2013 |            |            |            |            |            |            |            |            |            |            |            | EJECUCION AL MES DE JUNIO DEL AÑO 2013 |  |
|----------------------------------------------|--|----------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------------------------------|--|
|                                              |  | ENERO                                  | FEBRERO    | MARZO      | ABRIL      | MAYO       | JUNIO      | JULIO      | AGOSTO     | SEPTIEMBRE | OCTUBRE    | NOVIEMBRE  | DICIEMBRE  |                                        |  |
| 1 INGRESOS                                   |  | 439,539,000                            | 35,169,435 | 22,002,484 | 20,318,809 | 17,874,691 | 19,259,111 | 94,251,264 | 39,507,129 | 76,973,866 | 10,066,342 | 83,640,357 | 91,321,433 |                                        |  |
| 1.1 Venta de Bienes                          |  | 310,681,877                            | 30,132,186 | 19,894,147 | 13,622,054 | 12,124,968 | 8,983,194  | 38,368,403 | 20,456,266 | 64,960,714 | 10,353,874 | 75,874,185 | 83,369,213 |                                        |  |
| 1.2 Venta de Servicios                       |  | 98,733,023                             | 21,962,790 | 3,758,199  | 6,585,217  | 4,431,900  | 7,486,716  | 15,881,281 | 11,147,373 | 12,014,132 | 8,106,948  | 7,962,957  | 8,148,700  |                                        |  |
| 1.3 Ingresos Financieros                     |  | 0                                      | 0          | 10,539     | 10,824     | 7,883      | 3,977      | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| 1.4 Ingresos por participacion o dividendos  |  | 0                                      | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| 1.5 Ingresos Complementarios                 |  | 0                                      | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| 1.6 Otros                                    |  | 170,000                                | 82,849     | 49,608     | 100,714    | 1,102,939  | 2,815,224  | 3,520      | 3,520      | 3,520      | 3,520      | 3,520      | 3,520      |                                        |  |
| 2 EGRESOS                                    |  | 360,472,305                            | 20,622,190 | 23,423,687 | 23,861,034 | 28,555,150 | 23,464,469 | 73,860,330 | 34,430,514 | 63,726,627 | 49,066,099 | 30,924,013 | 59,493,603 |                                        |  |
| 2.1 Compra de Bienes                         |  | 146,842,694                            | 9,890,980  | 3,883,619  | 5,071,639  | 8,537,805  | 5,334,625  | 67,186,536 | 15,385,750 | 31,114,919 | 30,746,703 | 11,441,120 | 39,809,498 |                                        |  |
| 2.1.1 Insumos y suministros                  |  | 125,572,006                            | 9,716,865  | 3,747,481  | 4,776,213  | 8,746,036  | 4,984,113  | 51,994,289 | 18,089,636 | 30,812,805 | 30,808,042 | 11,151,640 | 30,523,015 |                                        |  |
| 2.1.2 Contrastes y lubricantes               |  | 3,181,498                              | 166,151    | 112,831    | 270,260    | 305,466    | 340,712    | 294,285    | 296,214    | 301,114    | 230,061    | 206,480    | 286,482    |                                        |  |
| 2.1.3 Otros                                  |  | 89,020                                 | 7,973      | 23,307     | 89,157     | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| 2.2. Gastos de personal (GIP)                |  | 73,560,449                             | 5,149,389  | 6,540,772  | 6,040,865  | 6,114,522  | 5,814,568  | 6,503,684  | 6,175,909  | 6,328,255  | 6,277,510  | 6,255,655  | 7,184,596  |                                        |  |
| 2.2.1 Sueldos y Salarios (GIP)               |  | 3,000,165                              | 4,612,397  | 4,716,916  | 4,432,699  | 4,307,785  | 4,478,227  | 4,953,092  | 4,610,711  | 4,594,711  | 4,574,774  | 4,583,037  | 4,933,026  |                                        |  |
| 2.2.1.1 Basica (GIP)                         |  | 32,183,305                             | 2,660,228  | 2,558,582  | 2,674,415  | 2,168,059  | 2,772,457  | 2,818,137  | 2,649,157  | 2,846,157  | 2,846,157  | 2,846,157  | 2,846,657  |                                        |  |
| 2.2.1.2 Bonificaciones (GIP)                 |  | 951,171                                | 21,706     | 18,484     | 45,464     | 18,477     | 19,899     | 339,114    | 21,616     | 27,676     | 27,676     | 21,616     | 339,114    |                                        |  |
| 2.2.1.3 Gratificaciones (GIP)                |  | 7,167,576                              | 498,882    | 543,185    | 587,997    | 583,011    | 583,768    | 608,791    | 601,279    | 801,279    | 601,279    | 601,279    | 608,790    |                                        |  |
| 2.2.1.4 Asignaciones (GIP)                   |  | 1,263,024                              | 102,888    | 108,160    | 105,014    | 108,092    | 107,514    | 108,810    | 109,110    | 109,110    | 109,173    | 108,810    | 108,810    |                                        |  |
| Horas Extras (GIP)                           |  | 7,279,416                              | 847,302    | 884,622    | 745,384    | 802,159    | 760,081    | 801,332    | 841,332    | 815,332    | 805,332    | 814,332    | 750,770    |                                        |  |
| Otros (GIP)                                  |  | 2,228,020                              | 175,181    | 197,118    | 206,475    | 234,101    | 173,488    | 216,888    | 188,157    | 188,157    | 188,157    | 188,157    | 216,888    |                                        |  |
| Compensación por tiempo de Servicio (GIP)    |  | 4,228,092                              | 302,224    | 317,135    | 312,834    | 289,501    | 294,582    | 334,120    | 334,120    | 334,120    | 334,120    | 334,120    | 334,120    |                                        |  |
| Seguridad y Prevision Social (GIP)           |  | 4,198,016                              | 302,496    | 344,063    | 340,587    | 342,430    | 335,689    | 340,510    | 340,510    | 340,510    | 340,510    | 340,510    | 340,510    |                                        |  |
| Deudas del Directorio (GIP)                  |  | 207,408                                | 13,808     | 17,250     | 7,380      | 14,950     | 6,900      | 17,284     | 17,284     | 17,284     | 17,284     | 17,284     | 17,284     |                                        |  |
| Capacitación (GIP)                           |  | 747,770                                | 3,175      | 12,786     | 9,017      | 21,207     | 8,440      | 48,578     | 53,828     | 53,828     | 53,828     | 53,828     | 53,828     |                                        |  |
| Indemnizaciones y Pensiones (GIP)            |  | 0                                      | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| Otros gastos de personal (GIP)               |  | 13,113,782                             | 626,739    | 1,452,780  | 797,014    | 928,065    | 830,246    | 807,850    | 819,456    | 829,802    | 1,257,954  | 930,490    | 1,400,226  |                                        |  |
| Religioso (GIP)                              |  | 1,184,400                              | 85,490     | 108,557    | 117,618    | 115,771    | 108,377    | 106,650    | 108,550    | 108,550    | 108,550    | 108,550    | 108,550    |                                        |  |
| Uniformes (GIP)                              |  | 0                                      | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| Asistencia Médica (GIP)                      |  | 811,462                                | 13,203     | 20,865     | 19,116     | 53,557     | 11,347     | 42,431     | 43,431     | 43,430     | 42,773     | 42,431     | 42,431     |                                        |  |
| Seguro complementario de alto riesgo (GIP)   |  | 728,125                                | 41,477     | 63,503     | 60,367     | 50,053     | 38,714     | 63,068     | 63,068     | 63,068     | 63,176     | 63,068     | 63,068     |                                        |  |
| Pago de indemn por cese de relac. lab. (GIP) |  | 0                                      | 0          | 0          | 0          | 0          | 1          | 0          | 0          | 0          | 0          | 0          | 0          |                                        |  |
| Incentivos por retiro voluntario (GIP)       |  | 922,194                                | 5,719      | 23,304     | 32,078     | 87,124     | 39,665     | 41,218     | 41,218     | 41,218     | 41,218     | 41,699     | 41,026     |                                        |  |
| Celebraciones (GIP)                          |  | 216,099                                | 0          | 14,765     | 49,098     | 51,172     | 16,861     | 0          | 0          | 0          | 0          | 0          | 74,708     |                                        |  |

SERVICIOS INDUSTRIALES DE LA MARINA S.A.

EVALUACION PRESUPUESTAL EJERCICIO 2013

FECHA CIERRE : 15/07/2013

HORA CIERRE : 6:42 PM

Página : 2 de 4

Fecha Impr : 15/07/2013

Hora Impr : 6:42 PM

Presupuesto de Ingresos y Egresos

FORMATO N.4E

(C44421807-201315)

RUBROS

EJECUCION AL MES DE JUNIO DEL AÑO 2013

|                                                       | ENERO       | FEBRERO   | MARZO      | ABRIL     | MAYO       | JUNIO      | JULIO      | AGOSTO     | SEPTIEMBRE | OCTUBRE    | NOVIEMBRE  | DICIEMBRE  |
|-------------------------------------------------------|-------------|-----------|------------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|
| 2.2.7.8 Bono de Productividad (GIP)                   | 0           | 0         | 0          | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| 2.2.7.9 Participación de trabajadores (GIP)           | 0           | 0         | 0          | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| 2.2.7.10 Otros (GIP)                                  | 9,199,531   | 477,890   | 1,776,055  | 584,024   | 509,641    | 503,955    | 551,583    | 582,189    | 572,536    | 1,001,277  | 974,342    | 1,158,753  |
| 2.3 Servicios prestados por terceros                  | 132,946,119 | 5,177,769 | 12,559,338 | 9,431,738 | 7,549,152  | 13,145,727 | 14,235,863 | 12,090,453 | 15,803,310 | 11,091,642 | 12,419,829 | 11,923,812 |
| 2.3.1 Transporte y almacenamiento                     | 1,582,127   | 118,344   | 58,029     | 70,951    | 45,320     | 103,406    | 132,584    | 182,434    | 137,865    | 187,214    | 291,818    | 263,608    |
| 2.3.2 Tarifas de servicios públicos                   | 3,158,583   | 207,618   | 269,747    | 312,161   | 183,824    | 442,521    | 259,887    | 257,267    | 275,988    | 288,867    | 265,283    | 255,997    |
| 2.3.3 Honorarios profesionales (GIP)                  | 3,928,321   | 154,913   | 271,121    | 229,816   | 659,365    | 503,289    | 476,707    | 375,841    | 331,822    | 344,182    | 331,791    | 478,602    |
| 2.3.3.1 Auditorías (GIP)                              | 86,301      | 0         | 70,763     | 0         | 0          | 0          | 0          | 44,060     | 0          | 12,391     | 0          | 0          |
| 2.3.3.2 Consultorías (GIP)                            | 281,112     | 11,043    | 28,258     | 20,218    | 21,020     | 6,009      | 37,118     | 37,118     | 37,118     | 37,118     | 37,118     | 37,118     |
| 2.3.3.3 Asesorías (GIP)                               | 344,309     | 6,475     | 9,475      | 13,697    | 2,778      | 32,729     | 11,475     | 23,717     | 23,717     | 23,717     | 23,717     | 40,389     |
| 2.3.3.4 Otros servicios no personales (GIP)           | 3,215,710   | 137,395   | 171,897    | 195,301   | 621,587    | 464,670    | 309,024    | 271,086    | 270,987    | 270,956    | 270,956    | 388,978    |
| 2.3.4 Mantenimiento y Reparación                      | 1,318,124   | 221,431   | 225,643    | 215,332   | 232,175    | 120,358    | 112,013    | 166,175    | 125,273    | 119,789    | 132,283    | 198,482    |
| 2.3.5 Alquileres                                      | 2,258,687   | 565,897   | 222,302    | 268,208   | 258,038    | 524,257    | 120,388    | 137,553    | 123,387    | 178,655    | 138,824    | 153,435    |
| 2.3.6 Serv. de vigilancia, guardiana y limp. (GIP)    | 114,440     | 141,386   | 233,986    | 115,116   | 188,768    | 122,253    | 154,931    | 154,931    | 159,431    | 154,931    | 164,931    | 171,662    |
| 2.3.6.1 Vigilancia (GIP)                              | 2,169,009   | 113,611   | 133,468    | 105,873   | 93,743     | 91,289     | 110,778    | 110,778    | 110,778    | 110,778    | 110,778    | 127,813    |
| 2.3.6.2 Guardiana (GIP)                               | 0           | 0         | 0          | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| 2.3.6.3 Limpieza (GIP)                                | 593,469     | 932       | 7,918      | 97,893    | 95,025     | 30,984     | 44,153     | 44,153     | 49,154     | 44,153     | 44,153     | 44,153     |
| 2.3.6.4 Publicidad y Publicaciones                    | 488,978     | 2,341     | 10,018     | 59,210    | 54,287     | 31,389     | 8,948      | 108,198    | 28,887     | 7,696      | 111,549    | 28,592     |
| 2.3.6.5 Otros                                         | 17,283,886  | 3,801,872 | 11,352,389 | 6,910,593 | 5,985,317  | 11,095,464 | 12,398,195 | 10,778,195 | 14,824,548 | 9,853,198  | 11,003,311 | 10,388,243 |
| 2.3.6.5.1 Servicio de mensajería y correspondencia    | 0           | 0         | 0          | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| 2.3.8.2 Prov. de personal por coop. y servicios (GIP) | 0           | 0         | 0          | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| 2.3.8.3 Otros relacionados a GIP (GIP)                | 0           | 5,576     | 0          | 1,800     | 1,637      | 0          | 3,032      | 3,032      | 3,032      | 3,032      | 3,032      | 7,204      |
| 2.3.8.4 Otros no relacionados a GIP                   | 117,283,886 | 3,766,298 | 11,352,389 | 6,905,793 | 11,095,464 | 9,823,040  | 12,398,195 | 10,778,195 | 14,824,548 | 9,853,198  | 11,003,311 | 10,388,243 |
| 2.3.8.4.1 Tributos                                    | 1,761,312   | 20,796    | 110,809    | 176,148   | 166,506    | 164,192    | 358,910    | 190,166    | 202,751    | 173,031    | 214,341    | 186,301    |
| 2.3.8.4.1 Impuesto a las Transacciones Financieras -  | 102,988     | 3,121     | 1,873      | 3,303     | 1,616      | 2,525      | 8,990      | 8,980      | 8,980      | 8,780      | 8,680      | 9,160      |
| 2.4.2 Otros impuestos y contribuciones                | 1,867,412   | 17,585    | 103,936    | 176,771   | 154,690    | 181,587    | 348,390    | 171,186    | 193,781    | 164,251    | 206,661    | 176,923    |
| 2.5 Gastos diversos de Gashon                         | 2,746,042   | 182,302   | 134,354    | 181,803   | 183,382    | 132,584    | 258,862    | 271,369    | 197,042    | 154,364    | 165,900    | 216,834    |
| 2.5.1 Seguros                                         | 1,550,348   | 27,886    | 39,587     | 41,054    | 68,880     | 62,057     | 139,133    | 174,835    | 94,710     | 53,035     | 63,970     | 108,008    |
| 2.5.1.1 Viajes (GIP)                                  | 586,988     | 97,189    | 48,540     | 32,796    | 47,264     | 36,234     | 85,574     | 61,975     | 56,477     | 56,574     | 55,575     | 55,575     |
| 2.5.1.2 Gastos de Representación                      | 222,000     | 2,162     | 19,873     | 116       | 2,048      | 1,894      | 18,500     | 18,500     | 18,500     | 18,500     | 18,500     | 18,500     |
| 2.5.1.3 Otros                                         | 371,876     | 35,426    | 26,354     | 38,607    | 47,188     | 29,289     | 34,855     | 26,855     | 27,355     | 27,355     | 27,455     | 33,954     |
| 2.5.4.1 Otros relacionados a GIP (GIP)                | 0           | 0         | 0          | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| 2.5.4.2 Otros no relacionados a GIP                   | 371,616     | 35,426    | 26,354     | 38,607    | 47,188     | 29,289     | 34,855     | 26,855     | 27,355     | 27,355     | 27,455     | 33,954     |



**SERVICIOS INDUSTRIALES DE LA MARINA S.A.**  
**EVALUACION PRESUPUESTAL EJERCICIO 2013**

FECHA CIERRE : 15/07/2013  
HORA CIERRE : 6.42 PM

Página : 4 de 4  
Fecha Impr : 15/07/2013  
Hora Impr : 6.42 PM  
FORMATO N.4E (C44421807-201315)

Presupuesto de Ingresos y Egresos  
(EN NUEVOS SOLES)

| RUBROS                                       | PRESUPUESTO APROBADO ANUAL 2013 | EJECUCION AL MES DE JUNIO DEL AÑO 2013 |           |           |            |             |            |             |           |            |             |            |            |
|----------------------------------------------|---------------------------------|----------------------------------------|-----------|-----------|------------|-------------|------------|-------------|-----------|------------|-------------|------------|------------|
|                                              |                                 | ENERO                                  | FEBRERO   | MARZO     | ABRIL      | MAYO        | JUNIO      | JULIO       | AGOSTO    | SEPTIEMBRE | OCTUBRE     | NOVIEMBRE  | DICIEMBRE  |
| 6.2.1.2.2 Intereses y comisiones de la deuda | 1,965,799                       | 0                                      | 0         | 527,519   | 0          | 0           | 576,502    | 0           | 0         | 493,579    | 0           | 0          | 430,620    |
| 6.2.2 Financiamiento Corto Plazo             | 17,368,750                      | 0                                      | 0         | 0         | 0          | 0           | 0          | 5,000,000   | 5,000,000 | 1,325,000  | 0           | 10,000,000 | 1,368,250  |
| 6.2.2.1 Desembolsos                          | 20,000,000                      | 0                                      | 0         | 0         | 0          | 0           | 0          | 5,000,000   | 5,000,000 | 0          | 0           | 10,000,000 | 0          |
| 6.2.2.2 Servicio de la Deuda                 | 2,831,249                       | 0                                      | 0         | 0         | 0          | 0           | 0          | 0           | 0         | 1,325,000  | 0           | 0          | 1,306,249  |
| 6.2.2.2.1 Amortizacion                       | 2,500,000                       | 0                                      | 0         | 0         | 0          | 0           | 0          | 0           | 0         | 1,250,000  | 0           | 0          | 1,250,000  |
| 6.2.2.2.2 Intereses y comisiones de la Deuda | 1,311,250                       | 0                                      | 0         | 0         | 0          | 0           | 0          | 0           | 0         | 75,000     | 0           | 0          | 56,250     |
| RESULTADO DE EJERCICIOS ANTERIORES           | 0                               | 0                                      | 0         | 0         | 0          | 0           | 0          | 0           | 0         | 0          | 0           | 0          | 0          |
| SALDO FINAL                                  | 87,933,199                      | 36,787,324                             | 1,135,756 | 295,094   | -4,663,142 | -11,614,801 | -9,745,131 | -10,445,930 | 7,769,350 | 19,685,953 | -31,465,387 | 61,491,340 | 28,776,511 |
| GIP-TOTAL                                    | 81,058,138                      | 5,610,710                              | 7,007,819 | 6,180,811 | 6,043,375  | 6,853,042   | 6,370,164  | 7,204,528   | 6,767,888 | 6,712,117  | 7,135,829   | 6,801,594  | 7,876,460  |
| Impuesto a la Renta                          | 2,756,000                       | 0                                      | 0         | 0         | 0          | 0           | 0          | 0           | 0         | 0          | 0           | 0          | 0          |

