

|                                                                                                  |                                                 |                                 |
|--------------------------------------------------------------------------------------------------|-------------------------------------------------|---------------------------------|
| FONDO NACIONAL DE FINANCIAMIENTO<br>DE LA ACTIVIDAD EMPRESARIAL DEL<br>ESTADO<br>FOEPR082 FONAFE | <b>SERVICIOS INDUSTRIALES DE LA MARINA S.A.</b> | Página : 1                      |
| Fecha Cierre : 15/10/2010                                                                        | <b>EVALUACION PRESUPUESTAL EJERCICIO 2010</b>   | Fecha Impr : 15/10/2010         |
| Hora Cierre : 18:59:44                                                                           | Presupuesto de Ingresos y Egresos               | Hora Impr : 19:04:25            |
|                                                                                                  | EN NUEVOS SOLES                                 | FORMATO N.4E (C44591810-201015) |

| RUBROS                                                 | PRESUPUESTO APROBADO O MODIFICADO 2010 |                      |               |                         | EJEC. AL MES DE<br>SEPTIEMBRE<br>DE 2009 | EJECUCION PRESUPUESTAL 2010 |               |                         |                            |                   | VARIA AL MES DE<br>SEPTIEMBRE<br>CON 2009 |
|--------------------------------------------------------|----------------------------------------|----------------------|---------------|-------------------------|------------------------------------------|-----------------------------|---------------|-------------------------|----------------------------|-------------------|-------------------------------------------|
|                                                        | ANUAL                                  | MES DE<br>SEPTIEMBRE | DEL III TRIM. | AL MES DE<br>SEPTIEMBRE |                                          | MES DE<br>SEPTIEMBRE        | DEL III TRIM. | AL MES DE<br>SEPTIEMBRE | % EJECUCION<br>DEL PERIODO | % AVANCE<br>ANUAL |                                           |
| PRESUPUESTO DE OPERACION                               |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 1 INGRESOS                                             | 287,722,764                            | 25,246,746           | 70,107,497    | 195,488,114             | 144,453,048                              | 26,173,007                  | 51,873,971    | 178,011,951             | 91.06                      | 61.87             | 123.23                                    |
| 1.1 Venta de Bienes                                    | 165,282,600                            | 16,818,891           | 41,798,405    | 100,753,596             | 135,268,892                              | 17,352,212                  | 30,466,217    | 89,420,408              | 86.75                      | 54.10             | 66.11                                     |
| 1.2 Venta de Servicios                                 | 120,416,714                            | 8,374,398            | 28,149,021    | 92,910,718              |                                          | 7,746,235                   | 21,238,039    | 85,998,736              | 92.56                      | 71.42             | -----                                     |
| 1.3 Ingresos Financieros                               | 623,856                                | 53,457               | 159,071       | 434,006                 | 694,411                                  | 31,506                      | 51,366        | 326,301                 | 75.18                      | 52.32             | 46.99                                     |
| 1.4 Ingresos por participacion o dividendos            |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 1.5 Ingresos Extraordinarios                           | 34,817                                 |                      |               | 34,817                  | 2,931,228                                |                             |               | 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                         |                                        |                      |               |                         | 2,931,228                                |                             |               |                         |                            |                   |                                           |
| 1.6 Otros                                              | 1,354,977                              |                      |               | 1,354,977               | 5,558,517                                | 43,054                      | 118,349       | 2,230,689               | 164.63                     | 164.63            | 40.13                                     |
| 2 EGRESOS                                              | 255,948,877                            | 25,508,810           | 83,327,979    | 186,646,740             | 138,345,017                              | 34,167,064                  | 79,549,086    | 162,700,398             | 97.63                      | 63.57             | 117.60                                    |
| 2.1 Compra de Bienes                                   | 135,936,262                            | 14,004,253           | 50,268,420    | 83,213,430              | 60,005,883                               | 23,165,016                  | 37,593,313    | 70,538,323              | 84.77                      | 51.69             | 117.55                                    |
| 2.1.1 Insumos y suministros                            | 134,124,741                            | 13,856,613           | 49,808,864    | 81,900,858              | 58,866,304                               | 22,846,583                  | 38,870,641    | 68,982,635              | 84.20                      | 51.42             | 117.15                                    |
| 2.1.2 Combustibles y lubricantes                       | 1,720,551                              | 142,640              | 445,056       | 1,242,629               | 1,127,364                                | 298,801                     | 691,816       | 1,469,389               | 119.86                     | 88.58             | 132.11                                    |
| 2.1.3 Otros                                            | 90,960                                 | 6,000                | 14,600        | 69,943                  | 12,215                                   | 19,532                      | 30,856        | 86,299                  | 123.38                     | 94.88             | 706.56                                    |
| 2.2 Gastos de personal (GIP)                           | 52,223,853                             | 4,979,948            | 15,007,771    | 36,380,928              | 31,707,902                               | 3,542,598                   | 11,701,823    | 33,029,893              | 90.79                      | 63.25             | 104.17                                    |
| 2.2.1 Sueldos y Salarios (GIP)                         | 40,203,281                             | 3,855,385            | 11,412,164    | 28,407,598              | 26,442,978                               | 2,825,210                   | 8,853,115     | 25,845,089              | 90.98                      | 64.29             | 97.74                                     |
| 2.2.1.1 Basica (GIP)                                   | 24,223,616                             | 2,277,899            | 6,593,137     | 17,242,744              | 16,223,881                               | 1,779,161                   | 5,524,749     | 16,174,356              | 93.80                      | 66.77             | 99.69                                     |
| 2.2.1.2 Bonificaciones (GIP)                           | 609,438                                | 26,745               | 238,947       | 370,498                 | 434,476                                  | 19,159                      | 125,663       | 257,214                 | 68.42                      | 42.21             | 59.20                                     |
| 2.2.1.3 Gratificaciones (GIP)                          | 5,757,113                              | 555,523              | 1,653,466     | 4,031,571               | 3,707,611                                | 325,654                     | 1,086,938     | 3,465,053               | 85.95                      | 80.19             | 93.46                                     |
| 2.2.1.4 Asignaciones (GIP)                             | 1,106,926                              | 100,318              | 297,107       | 818,900                 | 882,753                                  | 56,364                      | 208,149       | 730,942                 | 89.26                      | 66.03             | 82.80                                     |
| 2.2.1.5 Horas Extras (GIP)                             | 7,107,029                              | 763,929              | 2,237,960     | 4,931,997               | 4,366,749                                | 531,323                     | 1,562,469     | 4,256,649               | 86.31                      | 59.89             | 97.48                                     |
| 2.2.1.6 Otros (GIP)                                    | 1,399,159                              | 131,171              | 391,657       | 1,011,888               | 827,508                                  | 113,549                     | 344,147       | 960,875                 | 94.96                      | 68.68             | 116.12                                    |
| 2.2.2 Compensacion por tiempo de Servicio (GIP)        | 3,070,842                              | 308,181              | 918,999       | 2,150,111               | 1,951,844                                | 179,867                     | 638,500       | 1,871,612               | 87.05                      | 60.95             | 95.89                                     |
| 2.2.3 Seguridad y prevision Social (GIP)               | 3,027,257                              | 287,156              | 840,369       | 2,151,530               | 1,932,148                                | 181,153                     | 635,817       | 1,946,978               | 90.49                      | 64.31             | 100.77                                    |
| 2.2.4 Dietas del Directorio (GIP)                      | 177,804                                | 11,439               | 40,659        | 143,489                 | 121,034                                  | 18,200                      | 50,960        | 151,080                 | 105.28                     | 84.98             | 124.81                                    |
| 2.2.5 Capacitacion (GIP)                               | 400,000                                | 48,400               | 145,198       | 254,800                 | 177,498                                  | 33,542                      | 67,803        | 174,928                 | 68.65                      | 43.73             | 98.55                                     |
| 2.2.6 Jubilaciones y Pensiones (GIP)                   |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.2.7 Otros gastos de personal (GIP)                   | 5,344,859                              | 469,387              | 1,652,382     | 3,273,400               | 1,082,400                                | 304,626                     | 1,455,628     | 3,040,226               | 92.88                      | 56.88             | 280.88                                    |
| 2.2.7.1 Refrigerio (GIP)                               | 701,404                                | 56,108               | 168,324       | 533,081                 | 188,938                                  | 56,463                      | 184,867       | 549,624                 | 103.10                     | 78.36             | 290.80                                    |
| 2.2.7.2 Uniformes (GIP)                                |                                        |                      | -80           |                         |                                          |                             | 44            | 124                     |                            |                   | -12400                                    |
| 2.2.7.3 Asistencia Medica (GIP)                        | 188,127                                | 16,368               | 49,106        | 139,026                 | 150,854                                  | 20,855                      | 85,596        | 175,516                 | 126.25                     | 93.30             | 116.35                                    |
| 2.2.7.4 Seguro complementario de alto riesgo (GIP)     | 725,213                                | 50,796               | 177,543       | 572,064                 | 440,576                                  | 16,461                      | 175,430       | 532,581                 | 93.10                      | 73.44             | 120.88                                    |
| 2.2.7.5 Pago de indem. por cese de relac. lab. (GIP)   |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.2.7.6 Incentivos por retiro voluntario (GIP)         | 270,750                                | 25,000               | 115,250       | 115,250                 | 6,457                                    | 8,100                       | 60,170        | 60,170                  | 52.21                      | 22.22             | 932.00                                    |
| 2.2.7.7 Celebraciones (GIP)                            | 50,000                                 |                      | 7,063         | 34,455                  | 11,877                                   |                             | 37            | 27,439                  | 79.64                      | 54.88             | 231.05                                    |
| 2.2.7.8 Bonos de Productividad (GIP)                   |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.2.7.9 Otros (GIP) 1/                                 | 3,409,375                              | 321,115              | 1,135,186     | 1,879,524               | 283,698                                  | 202,947                     | 949,484       | 1,894,772               | 90.17                      | 49.71             | 597.39                                    |
| 2.3 Servicios prestados por terceros                   | 80,593,592                             | 5,791,568            | 15,949,373    | 42,058,601              | 41,233,347                               | 8,830,408                   | 28,483,358    | 54,544,794              | 129.89                     | 90.02             | 132.26                                    |
| 2.3.1 Transporte y almacenamiento                      | 3,287,056                              | 361,902              | 905,171       | 1,853,462               | 1,931,240                                | 20,327                      | 328,133       | 1,274,424               | 68.76                      | 39.01             | 65.99                                     |
| 2.3.2 Tarifas de servicios publicos                    | 2,759,706                              | 275,584              | 801,432       | 1,851,891               | 1,980,846                                | 243,397                     | 653,450       | 1,804,009               | 92.42                      | 65.37             | 92.01                                     |
| 2.3.3 Honorarios profesionales (GIP)                   | 4,754,310                              | 403,579              | 1,268,804     | 3,397,081               | 3,290,274                                | 383,782                     | 1,667,130     | 3,753,514               | 110.49                     | 78.95             | 114.08                                    |
| 2.3.3.1 Auditorias (GIP)                               | 93,877                                 | 4,375                | 13,125        | 37,825                  | 24,500                                   |                             |               | 24,500                  | 65.12                      | 26.10             | 100.00                                    |
| 2.3.3.2 Consultorias (GIP)                             | 270,464                                | 21,194               | 29,683        | 208,883                 | 250,923                                  | 10,000                      | 134,522       | 311,742                 | 150.89                     | 115.26            | 124.24                                    |
| 2.3.3.3 Asesorias (GIP)                                | 314,903                                | 27,978               | 83,935        | 214,638                 | 247,731                                  | 30,489                      | 71,734        | 192,437                 | 89.66                      | 61.11             | 77.68                                     |
| 2.3.3.4 Otros servicios no personales (GIP) 1/         | 4,075,066                              | 350,032              | 1,142,081     | 2,937,945               | 2,767,120                                | 343,293                     | 1,460,874     | 3,224,835               | 109.76                     | 79.14             | 116.54                                    |
| 2.3.4 Mantenimiento y Reparacion                       | 2,326,203                              | 168,200              | 534,329       | 1,635,752               | 2,305,938                                | 121,860                     | 311,315       | 1,412,738               | 86.37                      | 60.73             | 61.27                                     |
| 2.3.5 Alquileres                                       | 709,653                                | 82,520               | 219,335       | 499,780                 | 454,289                                  | 84,278                      | 319,367       | 599,812                 | 120.02                     | 84.52             | 132.03                                    |
| 2.3.6 Serv. de vigilancia, guardiana y limp. (GIP)     | 1,539,878                              | 117,243              | 351,732       | 1,188,149               | 959,762                                  | 135,620                     | 385,310       | 1,231,727               | 103.87                     | 79.99             | 128.34                                    |
| 2.3.6.1 Vigilancia (GIP)                               | 1,089,878                              | 81,897               | 245,694       | 844,187                 | 703,298                                  | 85,176                      | 282,314       | 880,807                 | 104.34                     | 80.82             | 125.24                                    |
| 2.3.6.2 Guardiana (GIP)                                |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.3.6.3 Limpieza (GIP)                                 | 450,000                                | 35,346               | 108,038       | 343,862                 | 256,464                                  | 50,444                      | 112,996       | 350,920                 | 102.02                     | 77.98             | 136.83                                    |
| 2.3.7. Publicidad y Publicaciones                      | 480,000                                | 34,371               | 138,144       | 367,121                 | 129,487                                  | 49,340                      | 92,455        | 315,543                 | 85.85                      | 65.74             | 243.89                                    |
| 2.3.8. Otros                                           | 44,756,786                             | 4,348,199            | 11,730,426    | 31,165,255              | 30,201,711                               | 5,781,804                   | 24,718,198    | 44,153,027              | 141.67                     | 98.65             | 148.19                                    |
| 2.3.8.1 Servicio de mensajería y correspondencia (GIP) |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |



Fecha Cierre : 15/10/2010  
Hora Cierre : 18:59:44

# SERVICIOS INDUSTRIALES DE LA MARINA S.A.

## EVALUACION PRESUPUESTAL EJERCICIO 2010

### Presupuesto de Ingresos y Egresos

EN NUEVOS SOLES

FORMATO N.4E

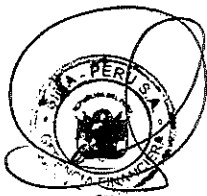
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Fecha Impr : 15/10/2010

Hora Impr : 19:04:25

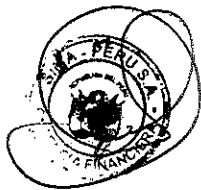
(C44591810-201015)

| RUBROS                                                   | PRESUPUESTO APROBADO O MODIFICADO 2010 |                      |               |                         | EJEC. AL MES DE<br>SEPTIEMBRE<br>DE 2009 | EJECUCION PRESUPUESTAL 2010 |               |                         |                            |                   | VARIA AL MES DE<br>SEPTIEMBRE<br>CON 2009 |
|----------------------------------------------------------|----------------------------------------|----------------------|---------------|-------------------------|------------------------------------------|-----------------------------|---------------|-------------------------|----------------------------|-------------------|-------------------------------------------|
|                                                          | ANUAL                                  | MES DE<br>SEPTIEMBRE | DEL III TRIM. | AL MES DE<br>SEPTIEMBRE |                                          | MES DE<br>SEPTIEMBRE        | DEL III TRIM. | AL MES DE<br>SEPTIEMBRE | % EJECUCION<br>DEL PERIODO | % AVANCE<br>ANUAL |                                           |
| 2.3.8.2 Prov. de personal por coop.<br>y servicios (GIP) |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.3.8.3 Otros relacionados a GIP<br>(GIP) 1/             |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.3.8.4 Otros no relacionados a<br>GIP                   | 44,766,786                             | 4,348,199            | 11,730,426    | 31,165,255              | 30,201,711                               | 5,781,804                   | 24,718,198    | 44,153,027              | 141.67                     | 98.65             | 146.19                                    |
| 2.4 Tributos                                             | 1,813,656                              | 120,903              | 350,274       | 1,416,651               | 1,324,125                                | 186,135                     | 586,666       | 1,667,478               | 117.71                     | 91.94             | 125.93                                    |
| 2.4.1 Impuesto a las<br>Transacciones Financieras - ITF  | 287,700                                | 25,263               | 69,977        | 203,382                 | 215,951                                  | 30,814                      | 91,688        | 225,093                 | 110.67                     | 75.61             | 104.23                                    |
| 2.4.2 Otros impuestos y<br>contribuciones                | 1,515,956                              | 95,650               | 280,297       | 1,213,269               | 1,108,175                                | 155,321                     | 503,978       | 1,442,385               | 118.88                     | 95.15             | 130.16                                    |
| 2.5 Gastos diversos de Gestion                           | 2,240,204                              | 232,590              | 649,589       | 1,511,356               | 872,241                                  | 112,498                     | 361,499       | 1,143,181               | 75.64                      | 51.03             | 170.06                                    |
| 2.5.1. Seguros                                           | 1,529,864                              | 177,810              | 483,349       | 962,390                 | 135,284                                  | 50,322                      | 126,104       | 566,935                 | 58.91                      | 37.06             | 419.07                                    |
| 2.5.2. Viaticos (GIP)                                    | 500,000                                | 34,970               | 104,910       | 395,081                 | 334,167                                  | 47,832                      | 164,206       | 399,629                 | 101.15                     | 79.93             | 119.59                                    |
| 2.5.3. Gastos de Representacion                          | 56,950                                 | 1,300                | 3,900         | 52,850                  | 76,982                                   | 6,566                       | 37,888        | 99,821                  | 186.88                     | 175.28            | 129.67                                    |
| 2.5.4. Otros                                             | 153,390                                | 18,510               | 57,530        | 101,025                 | 125,808                                  | 7,978                       | 33,301        | 76,796                  | 76.02                      | 50.07             | 61.04                                     |
| 2.5.4.1 Otros relacionados a GIP<br>(GIP) 1/             |                                        |                      |               |                         | 4,729                                    |                             |               |                         |                            |                   |                                           |
| 4.2 Otros no relacionados a GIP                          | 153,390                                | 18,510               | 57,530        | 101,025                 | 121,079                                  | 7,978                       | 33,301        | 76,796                  | 76.02                      | 50.07             | 63.43                                     |
| 2.5.4.2 Gastos Financieros 2/                            | 3,048,607                              | 371,028              | 1,080,125     | 1,966,717               | 3,332,252                                | 308,817                     | 751,537       | 1,668,129               | 83.54                      | 54.72             | 50.06                                     |
| 2.7 Egresos Extraordinarios                              |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.7.1 Del ejercicio                                      |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.7.2 De ejercicios anteriores                           |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 2.8 Otros                                                | 92,713                                 | 8,520                | 22,327        | 69,057                  | 69,286                                   | 21,582                      | 61,870        | 108,600                 | 157.26                     | 117.14            | 156.79                                    |
| RESULTADO DE OPERACION                                   | 31,773,887                             | -262,064             | -13,220,482   | 28,841,374              | 6,108,031                                | -8,984,057                  | -27,675,095   | 15,311,553              | 53.09                      | 48.19             | 250.68                                    |
| 3 GASTOS DE CAPITAL                                      | 26,313,806                             | 4,585,264            | 18,661,241    | 20,521,682              | 8,395,806                                | 2,530,083                   | 6,506,608     | 8,167,049               | 39.80                      | 31.04             | 97.28                                     |
| 3.1 Presupuesto de Inversiones -<br>FBK                  | 26,313,806                             | 4,585,264            | 18,661,241    | 20,521,682              | 8,395,806                                | 2,530,083                   | 6,506,608     | 8,167,049               | 39.80                      | 31.04             | 97.28                                     |
| 3.1.1 Proyecto de Inversion                              | 1,000,000                              |                      | 182,400       | 182,400                 | 14,187                                   |                             |               |                         |                            |                   |                                           |
| 3.1.2 Gastos de capital no ligados a<br>proyectos        | 25,313,806                             | 4,585,264            | 18,678,841    | 20,339,282              | 8,381,619                                | 2,530,083                   | 6,506,608     | 8,167,049               | 40.15                      | 32.26             | 97.44                                     |
| 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                              | -4,847,328           | -32,081,723   | 8,319,692               | -2,287,775                               | -11,524,140                 | -34,181,703   | 7,144,504               | 85.87                      | 130.85            | -312.29                                   |
| 6 FINANCIAMIENTO NETO                                    | 6,586,436                              | 9,418,105            | 21,704,658    | 13,633,417              | 451,705                                  | 14,429,160                  | 31,724,125    | 29,304,884              | 214.95                     | 444.93            | 6487.63                                   |
| 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<br>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<br>la deuda          |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| 6.2 Financiamiento Interno Neto                          | 6,586,436                              | 9,418,105            | 21,704,658    | 13,633,417              | 451,705                                  | 14,429,160                  | 31,724,125    | 29,304,884              | 214.95                     | 444.93            | 6487.63                                   |
| 6.2.1 Financiamiento Largo PLazo                         | 18,740,641                             | 10,000,000           | 24,560,479    | 23,672,814              |                                          | 15,000,000                  | 34,556,168    | 33,668,503              | 142.22                     | 179.86            | *****                                     |
| 6.2.1.1 Desembolsos                                      | 25,000,000                             | 10,000,000           | 25,000,000    | 25,000,000              |                                          | 15,000,000                  | 35,000,000    | 35,000,000              | 140                        | 140               | *****                                     |
| 6.2.1.2 Servicio de la Deuda                             | 6,259,359                              |                      | 439,521       | 1,327,186               |                                          |                             | 443,832       | 1,331,497               | 100.32                     | 21.27             | *****                                     |
| 6.2.1.2.1 Amortizacion                                   | 5,591,772                              |                      | 402,379       | 1,195,398               |                                          |                             | 402,379       | 1,195,398               | 100                        | 21.38             | *****                                     |
| 6.2.1.2.2 Intereses y comisiones<br>de la deuda          | 667,587                                |                      | 37,142        | 131,788                 |                                          |                             | 41,453        | 136,099                 | 103.27                     | 20.39             | -13609900                                 |
| 6.2.2 Financiamiento Corto Plazo                         | -12,154,205                            | -581,895             | -2,855,821    | -10,039,397             | 451,705                                  | -570,840                    | -2,832,043    | -4,363,619              | 43.46                      | 35.90             | -966.04                                   |
| 6.2.2.1 Desembolsos                                      |                                        |                      |               |                         | 11,217,614                               |                             |               | 5,852,000               |                            |                   | 50.39                                     |
| 6.2.2.2 Servicio de la Deuda                             | 12,154,205                             | 581,895              | 2,855,821     | 10,039,397              | 10,765,909                               | 570,840                     | 2,832,043     | 10,016,619              | 99.76                      | 82.40             | 93.03                                     |
| 6.2.2.2.1 Amortizacion                                   | 11,959,560                             | 568,400              | 2,805,200     | 9,914,760               | 10,562,440                               | 557,600                     | 2,782,200     | 9,891,760               | 99.77                      | 82.71             | 93.47                                     |

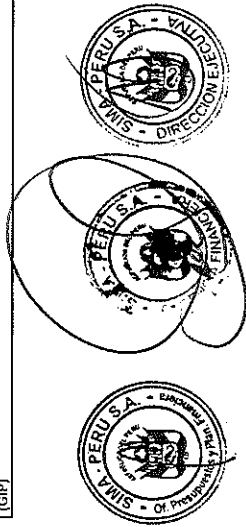


|                                                                                                  |                                                                                                                                                          |                                                                                     |
|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| 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 : 15/10/2010<br>Hora Impr : 19:04:25<br>(C44591810-201015) |
| Fecha Cierre : 15/10/2010<br>Hora Cierre : 18:59:44                                              | FORMATO N.4E                                                                                                                                             |                                                                                     |

| RUBROS                                       | PRESUPUESTO APROBADO O MODIFICADO 2010 |                      |               |                         | EJEC. AL MES DE<br>SEPTIEMBRE<br>DE 2009 | EJECUCION PRESUPUESTAL 2010 |               |                         |                            |                   | VARIA AL MES DE<br>SEPTIEMBRE<br>CON 2009 |
|----------------------------------------------|----------------------------------------|----------------------|---------------|-------------------------|------------------------------------------|-----------------------------|---------------|-------------------------|----------------------------|-------------------|-------------------------------------------|
|                                              | ANUAL                                  | MES DE<br>SEPTIEMBRE | DEL III TRIM. | AL MES DE<br>SEPTIEMBRE |                                          | MES DE<br>SEPTIEMBRE        | DEL III TRIM. | AL MES DE<br>SEPTIEMBRE | % EJECUCION<br>DEL PERIODO | % AVANCE<br>ANUAL |                                           |
| 6.2.2.2.2 Intereses y comisiones de la Deuda | 194,645                                | 13,495               | 50,621        | 124,637                 | 183,469                                  | 13,240                      | 49,843        | 123,859                 | 99.38                      | 63.63             | 67.51                                     |
| RESULTADO DE EJERCICIOS ANTERIORES           |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| SALDO FINAL                                  | 12,046,517                             | 4,570,777            | -10,377,065   | 21,953,109              | -1,836,070                               | 2,805,020                   | -2,457,578    | 36,449,388              | 166.03                     | 302.57            | -1985.18                                  |
| GIP-TOTAL                                    | 59,018,041                             | 5,535,740            | 16,733,217    | 41,381,269              | 36,296,834                               | 4,109,632                   | 13,928,469    | 38,414,763              | 92.88                      | 65.09             | 105.84                                    |
| Impuesto a la Renta                          | 1,197,440                              |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| Participacion Trabajadores                   | 443,486                                |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |
| D.Legislativo N. 892                         |                                        |                      |               |                         |                                          |                             |               |                         |                            |                   |                                           |



| RUBROS                                          | PRESUPUESTO ANUAL<br>ANALIZADO<br>ANUAL<br>2010 | EJECUCION DEL MES DE SETIEMBRE DEL AÑO 2010 |           |            |            |            |            |            |            |            |            |            |            |
|-------------------------------------------------|-------------------------------------------------|---------------------------------------------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                                 |                                                 | ENERO                                       | FEBRERO   | MARZO      | ABRIL      | MAYO       | JUNIO      | JULIO      | AGOSTO     | SEPTIEMBRE | OCTUBRE    | NOVIEMBRE  | DICIEMBRE  |
| <b>PRESUPUESTO DE OPERACION</b>                 |                                                 |                                             |           |            |            |            |            |            |            |            |            |            |            |
| 1 INGRESOS                                      | 287,722,764                                     | 25,458,626                                  | 9,413,220 | 31,562,179 | 31,930,716 | 20,158,663 | 7,552,276  | 10,595,476 | 16,105,488 | 25,173,007 | 21,784,477 | 33,080,535 | 28,438,426 |
| 1.1 Venta de Bienes                             | 165,282,600                                     | 12,787,928                                  | 3,463,782 | 21,150,137 | 21,150,137 | 8,896,638  | 1,652,766  | 3,807,564  | 9,306,441  | 17,352,212 | 13,987,288 | 21,512,808 | 14,010,864 |
| 1.2 Venta de Servicios                          | 120,416,714                                     | 12,437,717                                  | 5,624,453 | 20,460,475 | 20,460,475 | 10,498,480 | 5,877,169  | 6,767,752  | 7,746,235  | 11,522,410 | 17,465,682 | 11,522,410 | 14,369,045 |
| 1.3 Ingresos Financieros                        | 623,658                                         | 2,483                                       | 197,719   | 31,550     | 24,754     | 15,684     | 2,735      | 13,045     | 6,815      | 31,506     | 51,517     | 55,517     | 58,517     |
| 1.4 Ingresos por participacion o dividendos     |                                                 |                                             |           |            |            |            |            |            |            |            |            |            |            |
| 1.5 Ingresos Extraordinarios                    | 34,817                                          |                                             |           | 34,817     |            |            |            |            |            |            |            |            |            |
| 1.5.1 Del ejercicio                             | 34,817                                          |                                             |           | 34,817     |            |            |            |            |            |            |            |            |            |
| 1.5.2 De ejercicios anteriores                  |                                                 |                                             |           |            |            |            |            |            |            |            |            |            |            |
| 2 EGRESOS                                       | 1,354,977                                       | 251,498                                     | 127,266   | 20,387     | 944,656    | 748,861    | 19,672     | 7,115      | 68,180     | 43,054     |            |            |            |
| 2.1 Compra de Bienes                            | 255,948,877                                     | 7,283,471                                   | 8,928,572 | 12,471,886 | 21,303,457 | 16,817,274 | 16,340,662 | 18,477,119 | 26,904,884 | 34,167,064 | 30,879,065 | 30,591,920 | 28,372,287 |
| 2.1.1 Insumos y suministros                     | 135,936,352                                     | 1,837,632                                   | 2,644,667 | 3,408,825  | 12,393,888 | 6,183,135  | 5,981,063  | 3,492,242  | 10,936,055 | 23,165,016 | 20,198,921 | 20,579,421 | 16,110,401 |
| 2.1.2 Combustibles y lubricantes                | 134,124,741                                     | 1,761,731                                   | 2,541,350 | 3,789,951  | 12,198,222 | 6,044,452  | 5,766,008  | 3,333,945  | 10,690,013 | 22,848,683 | 20,056,040 | 20,458,040 | 17,986,520 |
| 2.1.3 Otros                                     | 1,770,551                                       | 85,901                                      | 92,574    | 116,435    | 167,988    | 132,006    | 202,869    | 151,754    | 241,261    | 298,801    | 134,891    | 114,881    | 114,881    |
| 2.2 Gastos de personal (GIP)                    | 90,980                                          | 2,439                                       | 10,543    | 2,439      | 23,478     | 6,677      | 12,306     | 6,543      | 4,781      | 19,532     | 8,500      | 9,000      | 8,500      |
| 2.2.1 Sueldos y Salarios (GIP)                  | 52,223,853                                      | 3,376,385                                   | 3,357,966 | 3,484,607  | 3,508,176  | 3,980,533  | 3,720,403  | 4,907,855  | 4,151,370  | 3,542,598  | 4,518,720  | 4,387,291  | 4,599,541  |
| 2.2.2 Compensacion por tiempo de Servicio (GIP) | 40,203,281                                      | 2,734,474                                   | 2,655,020 | 2,784,164  | 2,853,548  | 3,129,327  | 2,855,421  | 2,883,633  | 3,144,272  | 2,892,210  | 3,497,417  | 3,376,057  | 3,493,628  |
| 2.2.3 Seguridad y prevision Social (GIP)        | 24,223,618                                      | 1,671,652                                   | 1,747,320 | 1,707,776  | 1,924,452  | 1,771,783  | 1,771,783  | 1,790,575  | 1,955,013  | 1,779,161  | 2,094,778  | 1,978,057  | 1,978,057  |
| 2.2.4 Bonificaciones (GIP)                      | 609,438                                         | 20,995                                      | 16,834    | 22,039     | 23,647     | 23,647     | 23,224     | 23,095     | 83,409     | 19,159     | 21,200     | 19,511     | 68,990     |
| 2.2.1.3 Gratificaciones (GIP)                   | 5,757,113                                       | 341,974                                     | 301,962   | 370,779    | 383,662    | 515,296    | 403,782    | 388,869    | 372,415    | 325,654    | 369,144    | 369,144    | 425,718    |
| 2.2.1.4 Asignaciones (GIP)                      | 1,106,326                                       | 97,014                                      | 88,011    | 91,727     | 90,647     | 83,553     | 70,841     | 81,751     | 56,364     | 94,178     | 86,257     | 88,255     | 86,257     |
| 2.2.1.5 Horas Extras (GIP)                      | 7,107,029                                       | 357,069                                     | 419,570   | 452,423    | 451,459    | 466,025    | 477,604    | 495,432    | 535,714    | 531,323    | 806,672    | 806,672    | 798,169    |
| 2.2.1.6 Otros (GIP)                             | 1,399,169                                       | 91,068                                      | 95,911    | 110,440    | 85,748     | 116,354    | 108,207    | 114,628    | 115,970    | 121,495    | 114,419    | 114,419    | 113,549    |
| 2.2.2 Compensacion por tiempo de Servicio (GIP) | 3,070,642                                       | 199,598                                     | 198,973   | 209,617    | 212,513    | 209,428    | 227,300    | 227,300    | 179,867    | 249,720    | 249,720    | 249,720    | 2          |





| RUBROS                                         | PRESUPUESTO APROBADO ANUAL 2010 | EJECUCION DEL MES DE SETIEMBRE DEL AÑO 2010 |            |            |            |           |            |             |             |             |             |            |            |
|------------------------------------------------|---------------------------------|---------------------------------------------|------------|------------|------------|-----------|------------|-------------|-------------|-------------|-------------|------------|------------|
|                                                |                                 | ENERO                                       | FEBRERO    | MARZO      | ABRIL      | MAYO      | JUNIO      | JULIO       | AGOSTO      | SEPTIEMBRE  | OCTUBRE     | NOVIEMBRE  | DICIEMBRE  |
| RESULTADO DE OPERACION                         | 31,772,987                      | 18,176,155                                  | 484,648    | 19,090,283 | 10,881,259 | 3,342,389 | -8,786,086 | -7,881,842  | -10,799,386 | -8,894,057  | -8,894,588  | 2,486,615  | 66,139     |
| 3 GASTOS DE CAPITAL                            | 26,313,808                      | 70,955                                      | 448,578    | 211,305    | 143,169    | 335,524   | 450,910    | 2,678,138   | 1,298,387   | 2,530,083   | 8,709,936   | 8,471,330  | 966,491    |
| 3.1 Presupuesto de Inversiones - FBK           | 26,313,808                      | 70,955                                      | 448,578    | 211,305    | 143,169    | 335,524   | 450,910    | 2,678,138   | 1,298,387   | 2,530,083   | 8,709,936   | 8,471,330  | 966,491    |
| 3.1.1 Proyecto de Inversiones                  | 1,000,000                       |                                             |            |            |            |           |            |             |             |             |             |            |            |
| 3.1.2 Gastos de capital no ligados a proyectos | 25,313,808                      | 70,955                                      | 448,578    | 211,305    | 143,169    | 335,524   | 450,910    | 2,678,138   | 1,298,387   | 2,530,083   | 8,709,936   | 8,471,330  | 966,491    |
| 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                       | 18,005,200                                  | 36,070     | 18,876,978 | 10,538,090 | 3,006,865 | -9,238,996 | -10,559,780 | -12,097,783 | -11,524,140 | -17,603,524 | -5,912,715 | -900,352   |
| 6 FINANCIAMIENTO NETO                          | 6,596,438                       | -1,520,791                                  | -1,962,817 | -1,517,171 | -1,516,286 | -999,769  | 5,097,393  | -1,135,306  | 18,430,271  | 14,429,160  | -1,069,440  | -3,280,546 | -1,115,203 |
| 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                | 6,596,438                       | -1,520,791                                  | -1,962,817 | -1,517,171 | -1,516,286 | -999,769  | 5,097,393  | -1,135,306  | 18,430,271  | 14,429,160  | -1,069,440  | -3,280,546 | -1,115,203 |
| 6.2.1 Financiamiento Largo Plazo               | 18,740,841                      |                                             |            |            |            |           |            |             |             |             |             |            |            |
| 6.2.1.1 Desembolsos                            | 25,090,000                      |                                             |            |            |            |           |            |             |             |             |             |            |            |
| 6.2.1.2 Servicio de la Deuda                   | 6,259,399                       |                                             |            |            |            |           |            |             |             |             |             |            |            |
| 6.2.1.2.1 Amortizacion                         | 5,591,772                       |                                             |            |            |            |           |            |             |             |             |             |            |            |
| 6.2.1.2.2 Intereses y comisiones de la deuda   | 657,587                         |                                             |            |            |            |           |            |             |             |             |             |            |            |
| 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  | -1,125,897  | -570,940    | -580,997    | -577,846   | -568,622   |
| 6.2.2.1 Desembolsos                            |                                 |                                             |            |            |            |           | 5,652,000  |             |             |             |             |            |            |
| 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   | 556,607    | 1,135,306   | 1,125,897   | 570,940     | 580,997     | 577,846    | 568,622    |
| 6.2.2.2.1 Amortizacion                         | 11,938,600                      | 1,498,639                                   | 1,501,057  | 1,503,952  | 1,505,912  | 550,000   | 550,000    | 1,114,600   | 1,110,000   | 557,600     | 569,400     | 569,400    | 569,400    |
| 6.2.2.2.2 Intereses y comisiones de la deuda   | 194,645                         | 22,152                                      | 17,727     | 13,219     | 10,374     | 5,937     | 4,607      | 20,706      | 15,897      | 13,340      | 12,597      | 9,446      | 0,000      |

