

**RESULTADOS ALCANZADOS  
ENERO - DICIEMBRE 2006  
(Miles de Pesos)**

MODIFICADO 5

CONCEPTO	ENERO - DICIEMBRE 2006				REAL	% VTA.	VARIACIONES			
	REAL	%	PRESUPUESTO	%	ENERO - DICIEMBRE 2005		2006 VS 2005		2006 VS PRESUPUESTO	
		VTA.		VTA.			ABS.	REL.	ABS.	REL.
<b>VENTA</b>	<b>6,150,519.7</b>	100.0	<b>5,963,688.7</b>	100.0	<b>4,480,404.9</b>	100.0	<b>1,670,114.8</b>	37.3	<b>186,831.0</b>	3.1
<b>COSTOS DIRECTOS</b>	<b>3,878,081.4</b>	63.1	<b>3,845,197.6</b>	64.5	<b>2,704,139.9</b>	60.4	<b>1,173,941.5</b>	43.4	<b>32,883.8</b>	0.9
PREMIOS	2,996,689.9	48.7	2,947,544.5	49.4	2,031,954.8	45.4	964,735.1	47.5	49,145.4	1.7
COMISIONES	623,861.4	10.1	628,475.6	10.5	448,308.3	10.0	175,553.1	39.2	(4,614.2)	(0.7)
SERVICIOS DE SISTEMA DE LOTERIA EN LINEA	218,305.1	3.5	216,874.5	3.6	179,505.1	4.0	38,800.0	21.6	1,430.6	0.7
VOLANTES Y MATERIAL OPERATIVO DE AGENCIAS	22,606.3	0.4	25,303.0	0.4	18,851.8	0.4	3,754.5	19.9	(2,696.8)	(10.7)
SERV. DE TELECOMUNIC. Y CONDOC. DE SEÑALES	16,618.8	0.3	27,000.0	0.5	25,519.9	0.6	(8,901.2)	(34.9)	(10,381.3)	(38.4)
<b>RESULTADO BRUTO</b>	<b>2,272,438.3</b>	36.9	<b>2,118,491.1</b>	35.5	<b>1,776,265.0</b>	39.6	<b>496,173.3</b>	27.9	<b>153,947.2</b>	7.3
<b>GASTOS DE OPERACIÓN</b>	<b>536,060.7</b>	8.7	<b>600,926.8</b>	10.1	<b>521,941.0</b>	11.6	<b>14,119.7</b>	2.7	<b>(64,866.1)</b>	(10.8)
<b>GASTOS VINCULADOS A LAS VENTAS</b>	<b>363,229.2</b>	5.9	<b>378,071.6</b>	6.3	<b>363,958.6</b>	8.1	<b>(729.4)</b>	(0.2)	<b>(14,842.4)</b>	(3.9)
SERVICIOS PERSONALES	50,039.4	0.8	52,951.1	0.9	49,921.2	1.1	118.2	0.2	(2,911.7)	(5.5)
SERV. DE DIFUSION E INFORMACION	296,023.6	4.8	313,885.8	5.3	298,619.3	6.7	(2,595.8)	(0.9)	(17,862.3)	(5.7)
RESERVA PARA CTAS. INCOBRABLES	-	-	-	-	4,454.2	0.1	(4,454.2)	(100.0)	-	-
FONDO RESERVA PAGO DE PREMIOS	17,166.2	0.3	11,234.7	0.2	10,963.9	0.2	6,202.3	56.6	5,931.5	52.8
<b>GASTOS DE ADMINISTRACION</b>	<b>165,878.0</b>	2.7	<b>212,855.2</b>	3.6	<b>150,059.1</b>	3.3	<b>15,818.9</b>	10.5	<b>(46,977.2)</b>	(22.1)
SERVICIOS PERSONALES	94,912.5	1.5	100,435.2	1.7	85,001.0	1.9	9,911.5	11.7	(5,522.7)	(5.5)
MATERIALES Y SUMINISTROS	5,678.3	0.1	10,810.3	0.2	5,122.9	0.1	555.4	10.8	(5,132.1)	(47.5)
SERVICIOS GENERALES	65,287.2	1.1	101,609.7	1.7	59,935.2	1.3	5,352.0	8.9	(36,322.5)	(35.7)
DEPRECIACION Y AMORTIZACION	6,953.6	0.1	10,000.0	0.2	7,923.3	0.2	(969.7)	(12.2)	(3,046.4)	(30.5)
<b>RESULTADO DE OPERACION</b>	<b>1,736,377.6</b>	28.2	<b>1,517,564.3</b>	25.4	<b>1,254,324.0</b>	28.0	<b>482,053.6</b>	38.4	<b>218,813.3</b>	14.4
<b>OTROS PRODUCTOS</b>	<b>306,817.3</b>	5.0	<b>307,101.1</b>	5.1	<b>150,059.3</b>	3.3	<b>156,758.0</b>	104.5	<b>(283.8)</b>	(0.1)
LIBERACION DE RESERVAS	125,024.3	2.0	125,024.3	2.1	84,793.1	1.9	40,231.2	-	-	-
INTERESES DE INVERSIONES Y OTROS	175,080.8	2.8	175,585.3	2.9	51,604.7	1.2	123,476.1	239.3	(504.5)	(0.3)
COMERCIALIZACION DE TERCEROS	6,712.2	0.1	6,491.5	0.1	13,661.5	0.3	(6,949.3)	(50.9)	220.7	3.4
<b>RESULTADO NETO</b>	<b>2,043,194.9</b>	33.2	<b>1,824,665.4</b>	30.6	<b>1,404,383.3</b>	31.3	<b>638,811.6</b>	45.5	<b>218,529.5</b>	12.0
<b>APLICACIÓN DEL RESULTADO</b>	<b>3,601.7</b>	0.1	<b>7,100.0</b>	0.1	<b>7,682.9</b>	0.2	<b>(4,081.2)</b>	(53.1)	<b>(3,498.3)</b>	-
CAPITALIZACION DE INVERSION FISICA	3,601.7	0.1	7,100.0	0.1	7,682.9	0.2	(4,081.2)	(53.1)	(3,498.3)	-
<b>RESULTADO TOTAL</b>	<b>2,039,593.0</b>	33.2	<b>1,817,565.4</b>	30.5	<b>1,396,700.4</b>	31.2	<b>642,892.6</b>	46.0	<b>222,027.6</b>	12.2