

Presupuesto Económico Proyecto Piloto

Modelo de producción: base 43 ha

| Concepto / mes               | ene     | feb     | mar     | abr     | may    | jun    | jul    | ago    | sep     | oct     | nov     | dic     | Total     | %     |
|------------------------------|---------|---------|---------|---------|--------|--------|--------|--------|---------|---------|---------|---------|-----------|-------|
| Ingresos                     |         |         |         |         |        |        |        |        |         |         |         |         |           |       |
| Ventas Brutas                | 38.575  | 35.275  | 34.094  | 91.806  | 99.544 | 90.350 | 89.338 | 66.769 | 301.763 | 228.263 | 76.600  | 73.975  | 1.226.350 | 100   |
| Descuentos Comerciales       | 2.315   | 2.117   | 2.046   | 5.508   | 5.973  | 5.421  | 5.360  | 4.006  | 18.106  | 13.696  | 4.596   | 4.439   | 73.581    | 6     |
| Ventas Netas                 | 36.261  | 33.159  | 32.048  | 86.298  | 93.571 | 84.929 | 83.977 | 62.763 | 283.657 | 214.567 | 72.004  | 69.537  | 1.152.769 | 94    |
| Otros Ingresos               |         |         |         |         |        |        |        |        |         |         |         |         | 0         | 0     |
| Total Ingresos               | 36.261  | 33.159  | 32.048  | 86.298  | 93.571 | 84.929 | 83.977 | 62.763 | 283.657 | 214.567 | 72.004  | 69.537  | 1.152.769 | 94    |
| Egresos                      |         |         |         |         |        |        |        |        |         |         |         |         | 0         |       |
| Costos Variables             |         |         |         |         |        |        |        |        |         |         |         |         | 0         |       |
| Producción                   | 17.627  | 8.632   | 8.168   | 22.745  | 23.809 | 16.165 | 7.015  | 7.447  | 11.978  | 8.435   | 18.415  | 18.415  | 168.850   | 13,77 |
| Post Cosecha                 | 33.522  | 22.966  | 23.645  | 35.673  | 36.026 | 27.708 | 21.052 | 21.802 | 22.677  | 14.461  | 19.334  | 19.334  | 298.199   | 24,32 |
| Distribución                 | 6.109   | 2.578   | 3.164   | 11.596  | 11.759 | 10.393 | 6.529  | 6.945  | 7.570   | 2.992   | 5.672   | 5.672   | 80.980    | 6,603 |
| Comercialización             | 1.088   | 995     | 961     | 2.589   | 2.807  | 2.548  | 2.519  | 1.883  | 8.510   | 6.437   | 2.160   | 2.086   | 34.583    | 2,82  |
| II BB                        | 0       | 0       | 0       | 0       | 0      | 0      | 0      | 0      | 0       | 0       | 0       | 0       | 0         | 0     |
| Total Costo Variable         | 58.346  | 35.170  | 35.939  | 72.604  | 74.401 | 56.814 | 37.114 | 38.077 | 50.734  | 32.325  | 45.581  | 45.507  | 582.612   | 47,51 |
| Contribución Marginal Bruta  | -22.086 | -2.012  | -3.891  | 13.694  | 19.170 | 28.115 | 46.863 | 24.686 | 232.922 | 182.241 | 26.423  | 24.030  | 570.157   | 46,49 |
| Costos Fijos                 |         |         |         |         |        |        |        |        |         |         |         |         | 0         |       |
| Producción                   | 0       | 0       | 0       | 0       | 0      | 0      | 0      | 0      | 0       | 0       | 0       | 0       | 0         | 0     |
| Post Cosecha                 | 0       | 0       | 0       | 0       | 0      | 0      | 0      | 0      | 0       | 0       | 0       | 0       | 0         | 0     |
| Administración               | 2.500   | 2.500   | 2.500   | 2.500   | 2.500  | 2.500  | 2.500  | 2.500  | 2.500   | 2.500   | 2.500   | 2.500   | 30.000    | 2,446 |
| Total Costos Fijos           | 2.500   | 2.500   | 2.500   | 2.500   | 2.500  | 2.500  | 2.500  | 2.500  | 2.500   | 2.500   | 2.500   | 2.500   | 30.000    | 2,446 |
| Resultado Operativo          | -24.586 | -4.512  | -6.391  | 11.194  | 16.670 | 25.615 | 44.363 | 22.186 | 230.422 | 179.741 | 23.923  | 21.530  | 540.157   | 44,05 |
| Depreciaciones y amortiz.    |         |         |         |         |        |        |        |        |         |         |         |         | 0         |       |
| Gastos Financieros           | 544     | 497     | 481     | 1.294   | 1.404  | 1.274  | 1.260  | 941    | 4.255   | 3.219   | 1.080   | 1.043   | 17.292    | 1,41  |
| Resultado antes de Impuestos | -25.130 | -5.009  | -6.871  | 9.900   | 15.267 | 24.341 | 43.103 | 21.244 | 226.168 | 176.523 | 22.843  | 20.486  | 522.865   | 42,64 |
| Impuesto a las Ganancias     | -8.795  | -1.753  | -2.405  | 3.465   | 5.343  | 8.519  | 15.086 | 7.436  | 79.159  | 61.783  | 7.995   | 7.170   | 183.003   | 14,92 |
| Resultado neto Final         | -16.334 | -3.256  | -4.466  | 6.435   | 9.923  | 15.822 | 28.017 | 13.809 | 147.009 | 114.740 | 14.848  | 13.316  | 339.862   | 27,71 |
| Resultado Final Acumulado    | -16.334 | -19.590 | -24.057 | -17.622 | -7.698 | 8.123  | 36.141 | 49.949 | 196.958 | 311.698 | 326.546 | 339.862 |           |       |