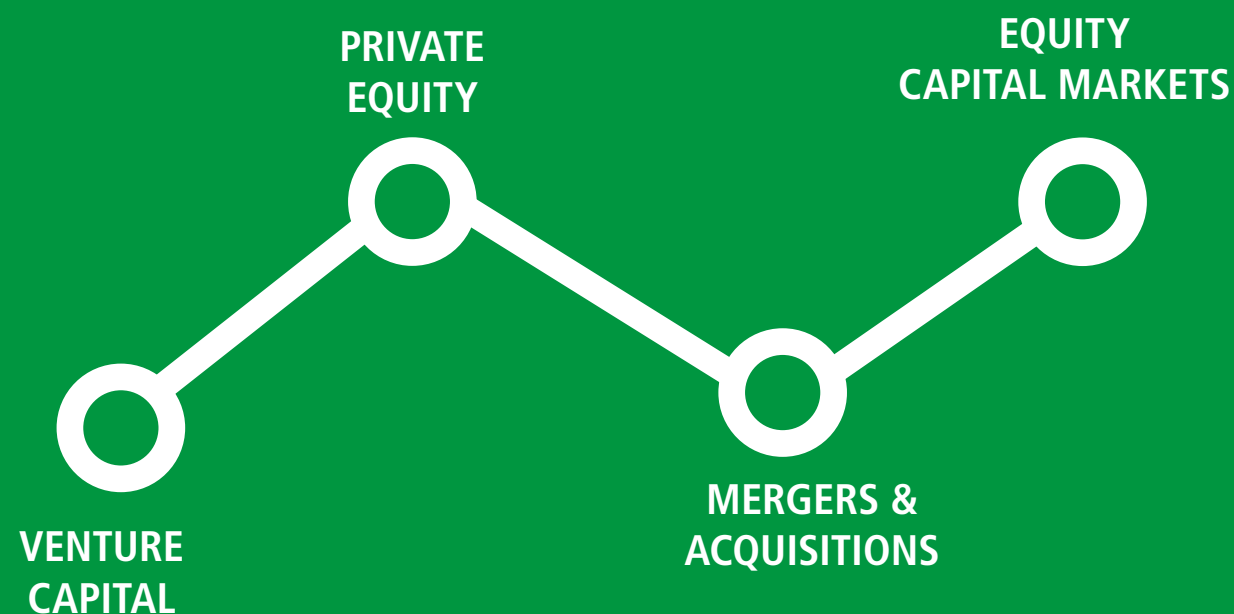


ANNUAL REPORT

4Q16

PERU



TTR[®]
TRANSACTIONAL TRACK RECORD

In collaboration with:



Rankings

Financial Advisors
Legal Advisors

PERU



OVERVIEW

(INCLUDES M&A *, PRIVATE EQUITY & VENTURE CAPITAL) **

- TOTAL DEAL VOLUME AND VALUE OF TRANSACTIONS
- DEAL FLOW SINCE 2014
- TRANSACTION VOLUME AND TOTAL VALUE BY MAIN COUNTRIES
- MOST ACTIVE SUBSECTORS BY MAIN COUNTRIES
- CROSS-BORDER DEALS



TTR RADAR

FORWARD-LOOKING INTELLIGENCE

Identify early stage M&A opportunities with TTR Radar, delivering actionable proprietary and aggregated intelligence.



PRIVATE EQUITY **

- TOTAL DEAL VOLUME AND VALUE OF TRANSACTION
- N°, TOTAL VALUE AND TYPE
- TOP PLAYERS AND MOST ACTIVE SUBSECTORS



VENTURE CAPITAL **

- TOTAL DEAL VOLUME AND VALUE OF TRANSACTION
- N°, TOTAL VALUE AND TYPE
- PLAYERS AND MOST ACTIVE SUBSECTORS



QUARTERLY RANKING

- FINANCIAL ADVISORS
- LEGAL ADVISORS



EQUITY CAPITAL MARKETS ***

- IPOs
- FOLLOW-ON

* Includes assets.

** Includes announced and completed transactions in which at least one Peru-based company is involved.

*** Includes transactions in which at least one Peru-based company is involved or a foreign company quoted on the Peruvian stock exchange.

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20
TECHNOLOGY AWARDS
IN THE PAST 8 YEARS

14
LANGUAGES SPOKEN



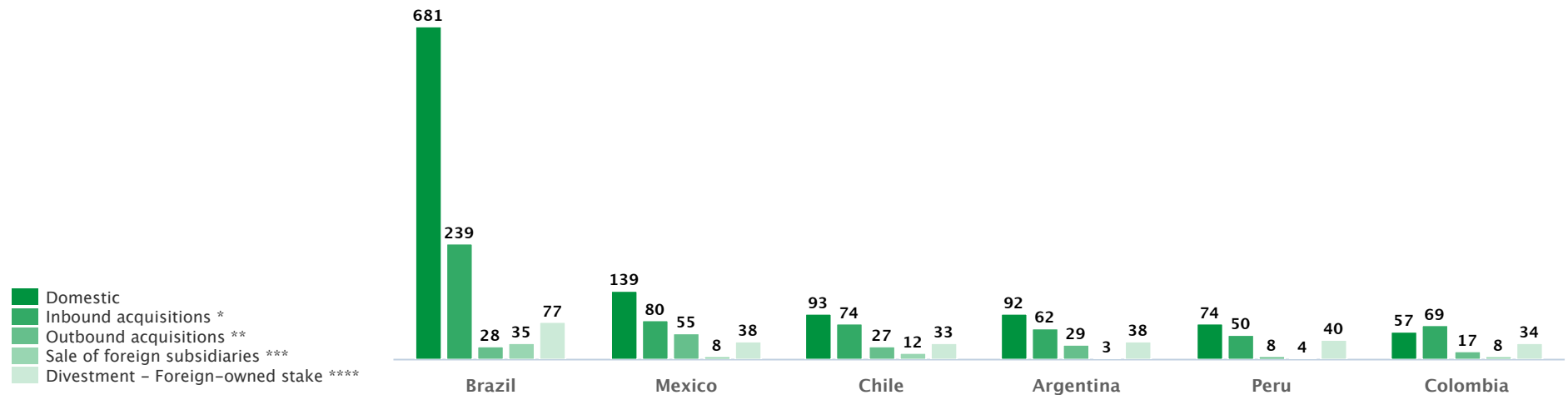
FINANCIAL TRANSACTIONS & REPORTING | MARKETING & COMMUNICATIONS FOR REGULATED INDUSTRY | CUSTOMER CONTENT & COLLABORATION SOLUTIONS

OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

DEAL VOLUME IN LATIN AMERICA

Main countries

Year to date



TOP DEALS - 04Q 2016 (USDm)

TARGET	COUNTRY	SUBSECTOR	BUYER	COUNTRY	SELLER	COUNTRY	VALUE (USDm)	
Odebrecht Ambiental	Brazil	Water and Sanitation	Brookfield Asset Management	Canada	Odebrecht	Brazil	2.502,00	»
Ativos de Potássio, Projeto de Potássio Canadá, Ativos de Fosfatados	Brazil, Canada	Mining, Agriculture, Agribusiness, Farming and Fishing	Mosaic	United States	Vale - Companhia Vale do Rio Doce	Brazil	2.500,00	»
Bloco Petrolífero BM-S-8	Brazil	Oil and Gas	Statoil Brasil	Brazil	Petrobras	Brazil	2.500,00	»
Campo de Lapa, Usina Térmica Rômulo de Almeida, Usina Térmica Celso Furtado, Concessão Petrolífera de Iara	Brazil	Oil and Gas, Electric	Total	France	Petrobras	Brazil	2.200,00 (Approx.)	»
Oil Combustibles	Argentina	Oil and Gas	Gunvor Group	Switzerland	Grupo Indalo	Argentina	2.000,00 (Approx.)	»

* Foreign companies acquiring companies in the specified country.

** Companies based in specified country making acquisitions abroad.

*** Country from specific country selling stakes in targets abroad.

**** Foreign companies selling stakes in companies based in specific country.



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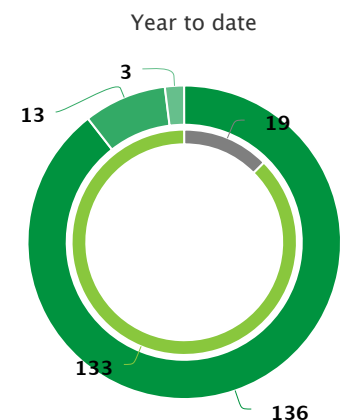


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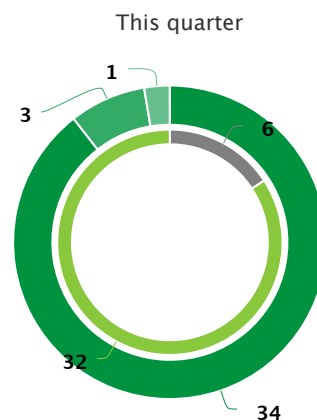


OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

TOTAL VALUE AND VOLUME TRANSACTION

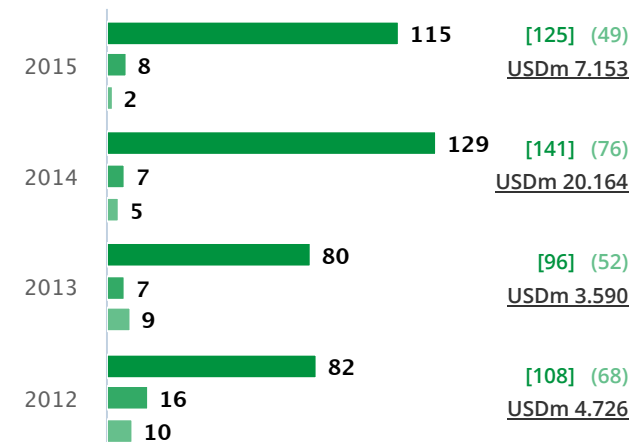


[152] ▲ 21,60%
 (72) USDm 6.202 ▼ -13,30%

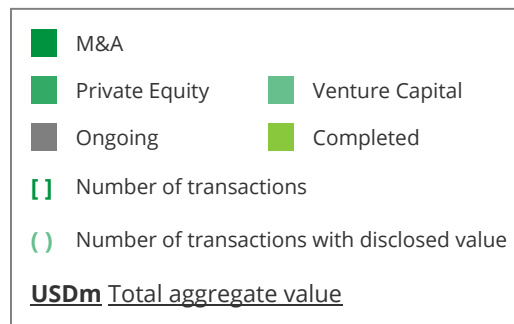
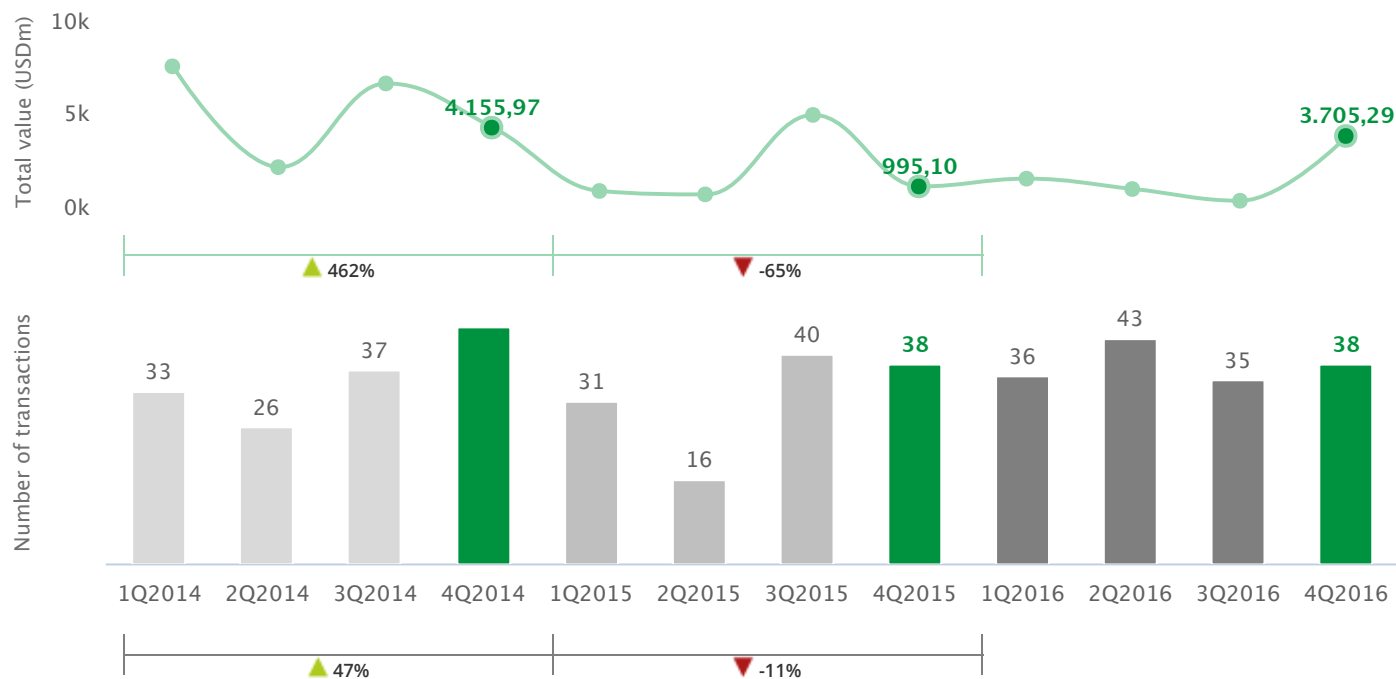


[38] ▲ 0,00%
 (16) USDm 3.705 ▲ 272,35%

Last four years



DEAL FLOW SINCE 2014

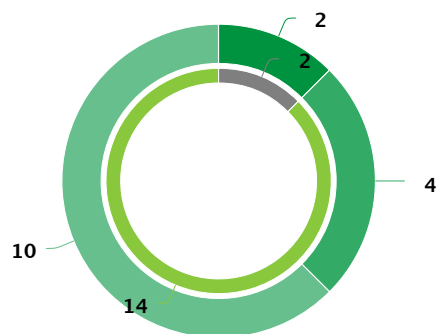


▲ ▼ % All the percentages represent a variation relative to the same period the previous year.

OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

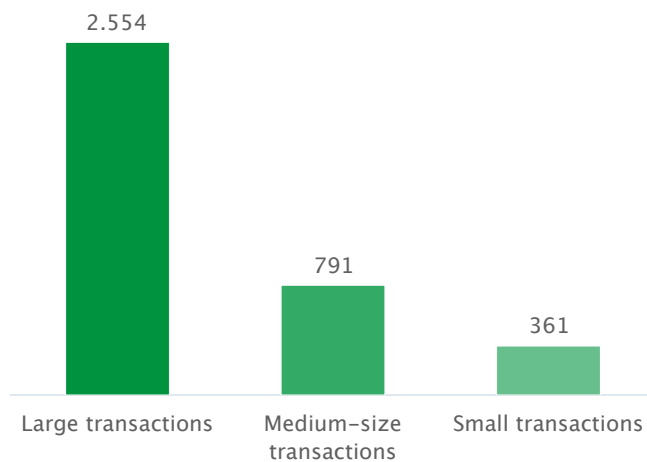
TRANSACTIONS WITH DISCLOSED VALUE

This quarter
Number of transactions

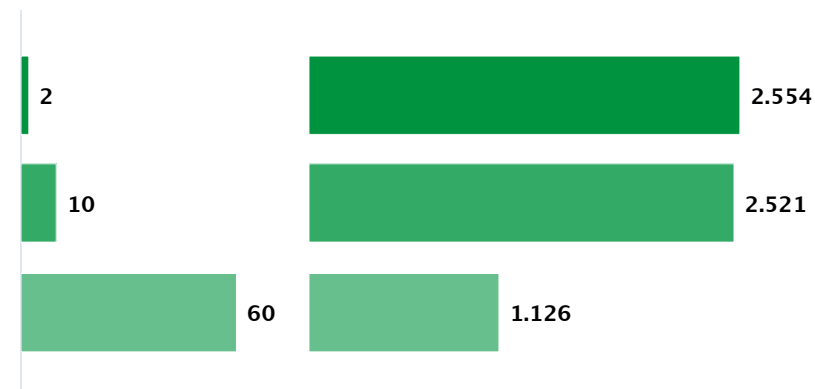


- Large transactions (≥ USD 500m)
- Medium-size transactions (≥ USD 100m < USD 500m)
- Small transactions (< USD 100m)
- Ongoing
- Completed

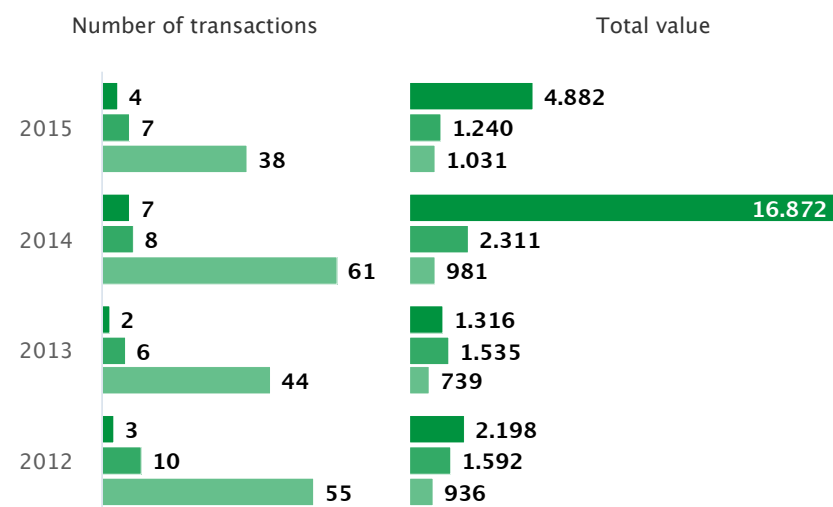
This quarter
Total value (USDm)



Year to date
Number of transactions Total value



Last four years



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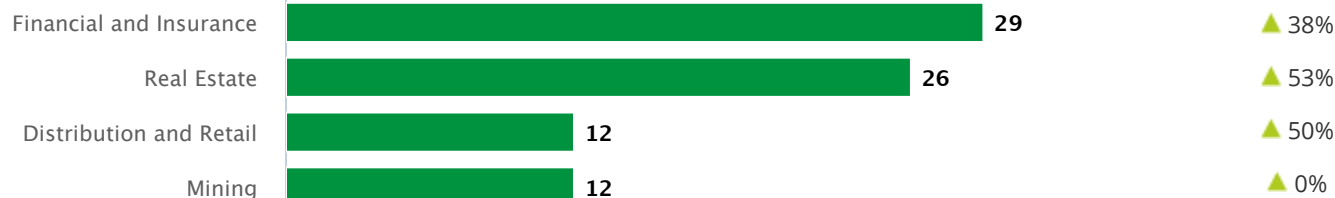
OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

LEADING SUBSECTORS *

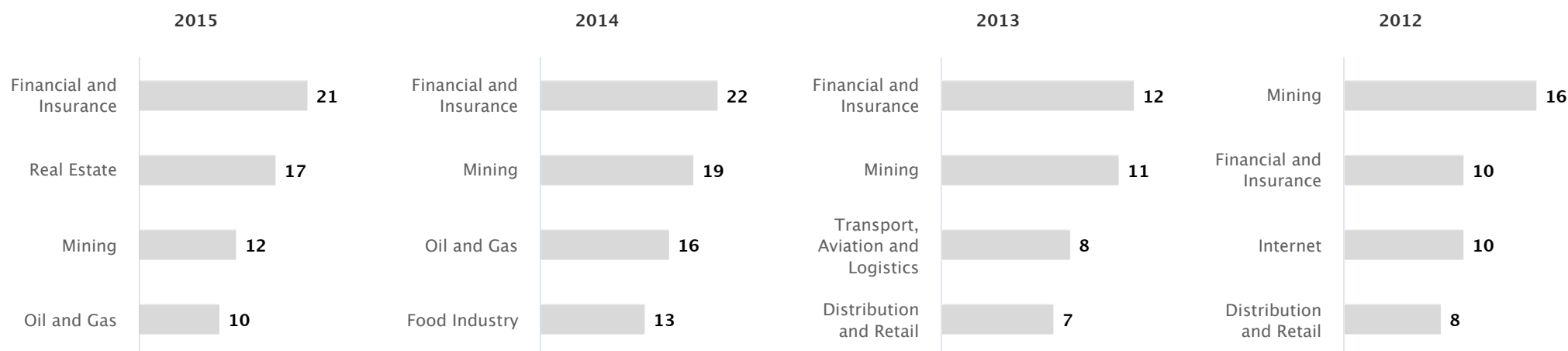
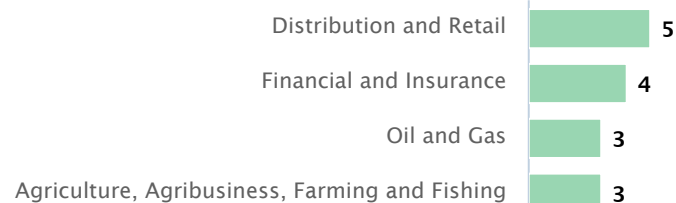
Subsectors with most deals (M&A) **

Number of transactions Year to date

Change relative to the same period in 2015



Number of transactions this quarter



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.

** The transaction may appear in more than one subsector, given that the same entity may operate in multiple subsectors.

▲ ▼ % All the percentages represent a variation relative to the same period the previous year.



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OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

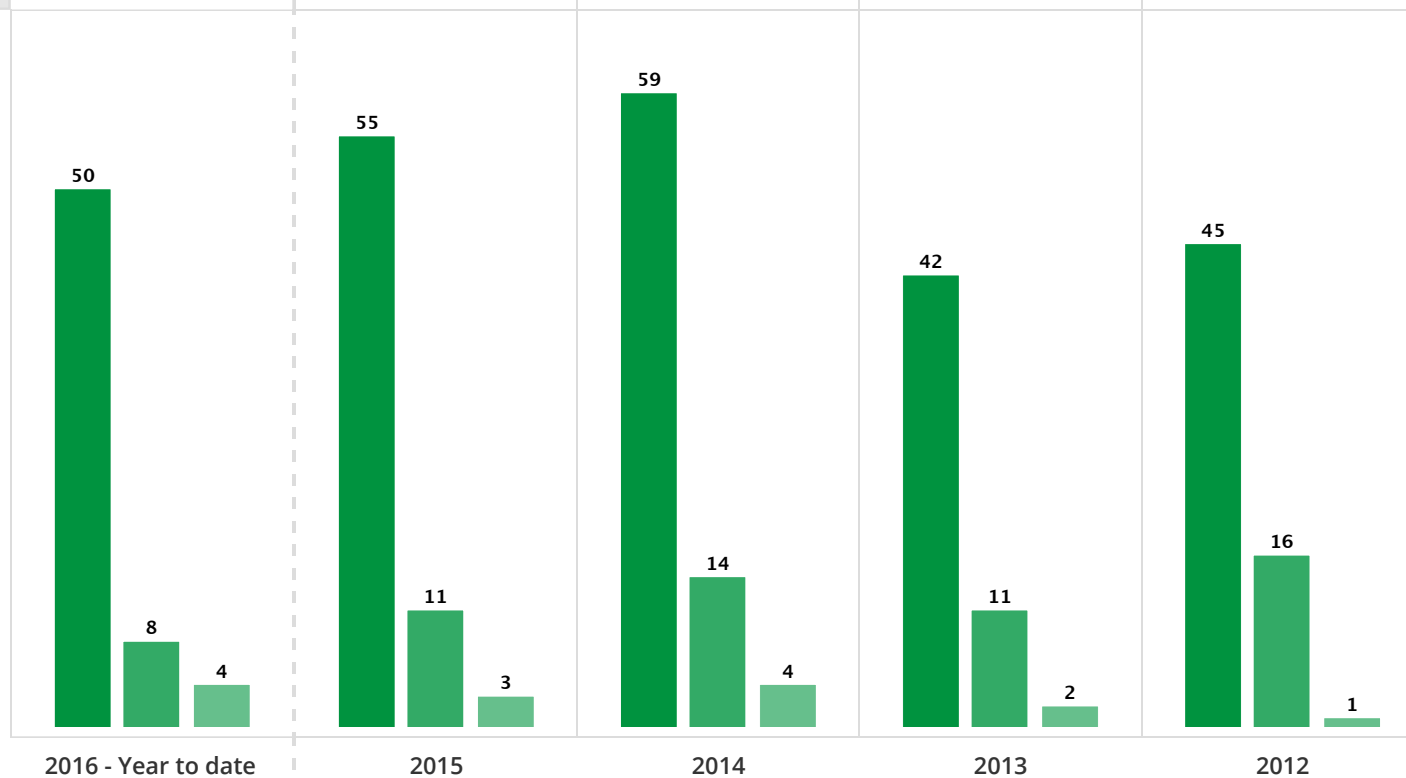
CROSS-BORDER DEALS *

Number of transactions

US-based acquirers of peruvian companies	9	▼ -40,00%	15	▲ 15,38%	13	▲ 85,71%	7	▲ 40,00%	5
Foreign acquisitions in the technology and internet subsector	5	▲ 150,00%	2	▲ 0,00%	2	▲ 100,00%	1	▲ 0,00%	1
Foreign Private Equity and Venture Capital Funds investing in peruvian companies	8	▲ 0,00%	8	▲ 100,00%	4	▲ 33,33%	3	▼ -50,00%	6

Since 2010, US-based compaies are the most acquisitive in the peruvian market. Internet and technology companies have been the most attractive to foreign investors by deal volume.

- Inbound acquisitions **
- Outbound acquisitions ***
- Sale of foreign subsidiaries ****



* TTR considers cross-border transactions any M&A transaction that involves a non-Peruvian buyer, seller or target.

** Foreign companies acquiring Peruvian-based companies.

*** Peruvian-based companies acquiring targets abroad.

**** Peruvian-based companies selling foreign subsidiaries.

▲ ▼ % All the percentages represent a variation relative to the same period the previous year.



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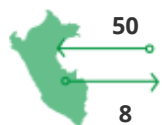
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OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)



Inbound acquisitions **

Ranking per Country ****

CROSS-BORDER DEALS *

Year to date

Outbound acquisitions ***

Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
United States	9	1.276,19
Chile	7	484,19
Spain	7	118,95
Mexico	6	304,49
France	5	1.457,34
Canada	5	60,00
United Kingdom	1	287,67
Switzerland	1	26,00
Bolivia	1	15,00
Costa Rica	1	ND - Non-disclosed

Leading subsectors *****

	US	CL	ES	MX	FR	CA	UK	CH	BO	CR
Financial and Insurance	2	2		1	1			1		
Distribution and Retail		2					1		1	
Oil and Gas	1	1	2			1				
Food and Beverage				3						
Mining	1					2		1		
Internet	2	1								
Healthcare, Hygiene, Medical Aesthetics and Cosmetics			1		1					
Glass, Ceramic, Paper, Plastics, Wood and Timber				1						
Media, Multimedia and Editorial			1							
Food		1								

TARGET COUNTRY	No.	Total value (USDm)
Chile	3	ND - Non-disclosed
Mexico	1	404,74
Guatemala	1	299,50
Ecuador	1	12,12
Colombia	1	ND - Non-disclosed
Portugal	1	ND - Non-disclosed

Leading subsectors *****

	CL	MX	GT	EC	CO	PT
Technology	2					
Electric			1			
Other Services	1					
Food and Beverage		1				
Healthcare, Hygiene, Medical Aesthetics and Cosmetics						1
Waste Management, Pollution and Recycling					1	
Pharmaceutical, Parapharmaceutical and Cosmetics						1
Financial and Insurance				1		

* TTR considers cross-border transactions any M&A transaction that involves a non-Peruvian buyer, seller or target.

** Foreign companies acquiring Peruvian-based companies.

*** Peruvian-based companies acquiring targets abroad.

**** The same deal may appear under multiple subsectors and countries based on a companies operations and the number of parties involved in a given transaction.



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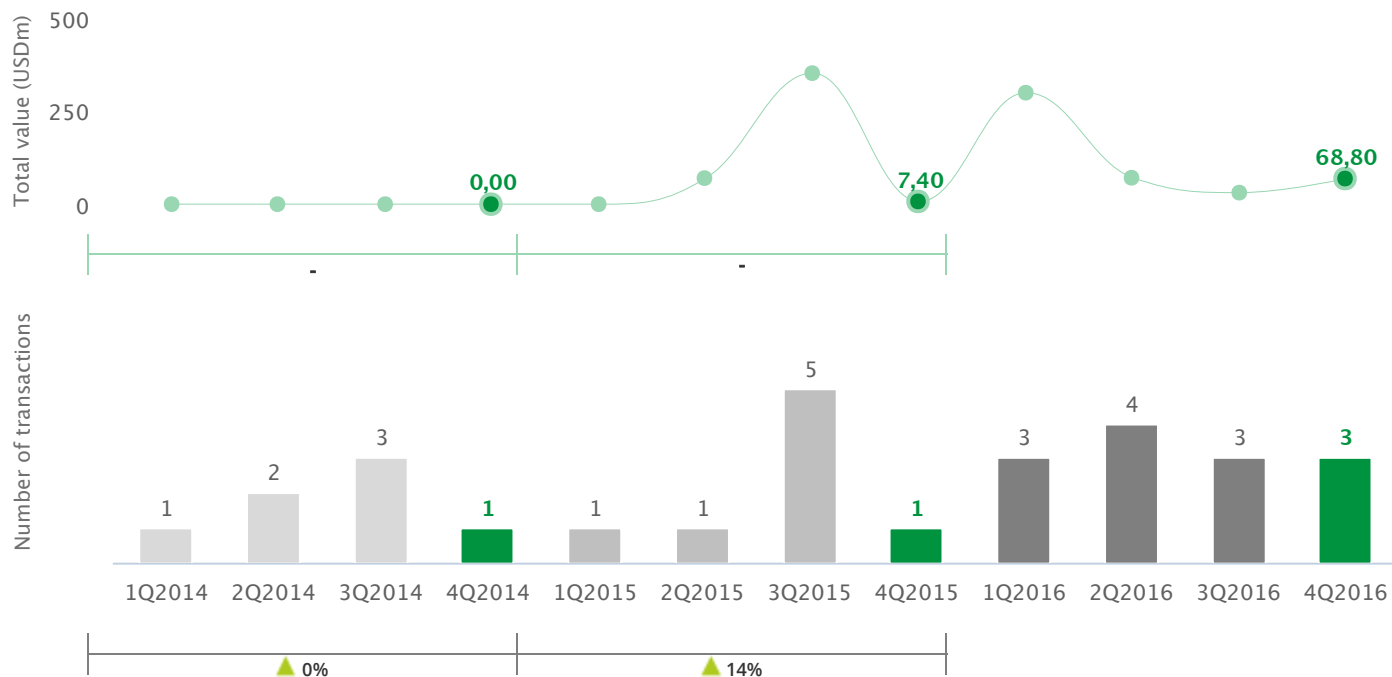


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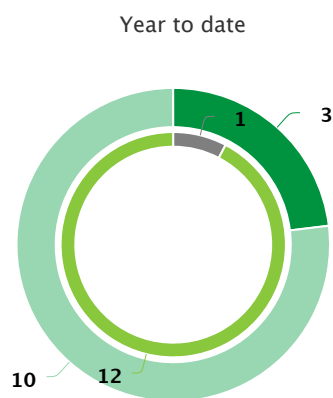
PRIVATE EQUITY

TOTAL VALUE AND VOLUME TRANSACTION

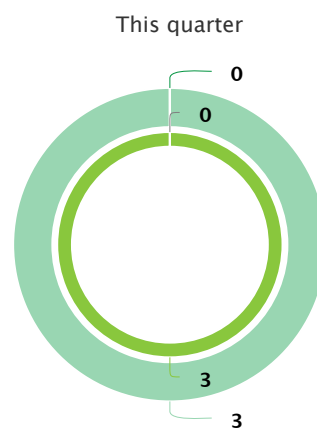


■ Domestic ■ Cross-border
■ Ongoing ■ Completed
[] Number of transactions
() Number of transactions with disclosed value
USDm Total aggregate value

DEAL VOLUME, AGGREGATE VALUE AND GEOGRAPHY

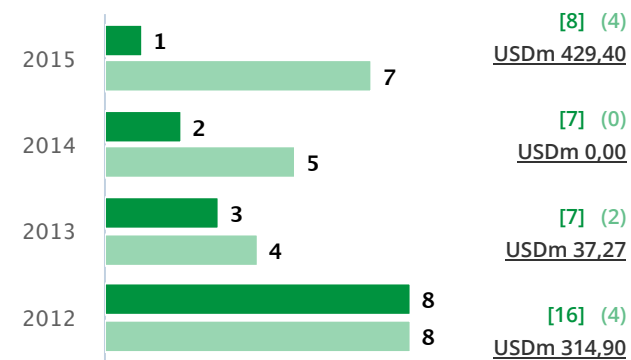


[13] ▲ 63%
 (5) USDm 470 ▲ 10%



[3] ▲ 200%
 (1) USDm 69 ▲ 830%

Last four years



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.



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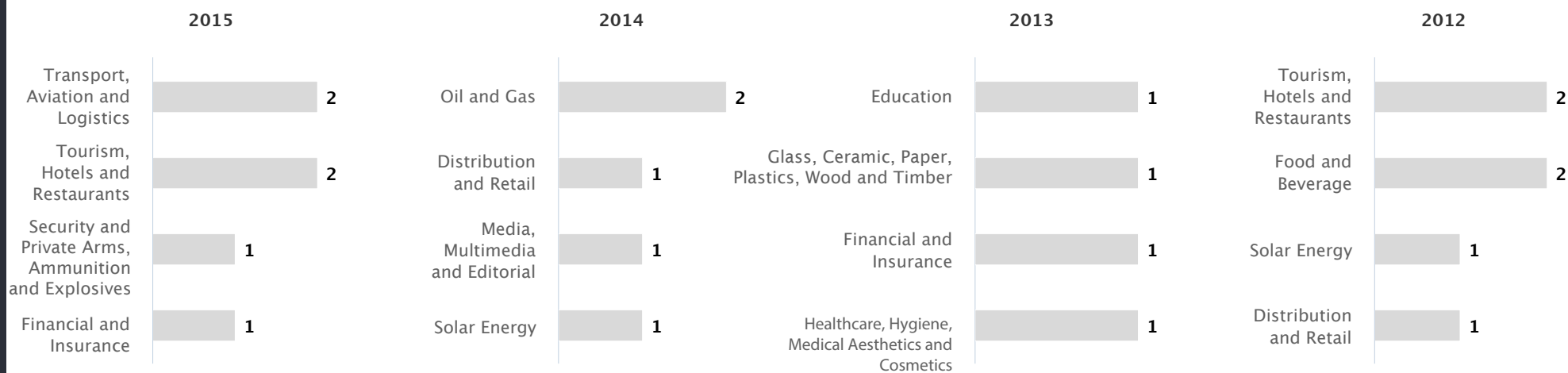
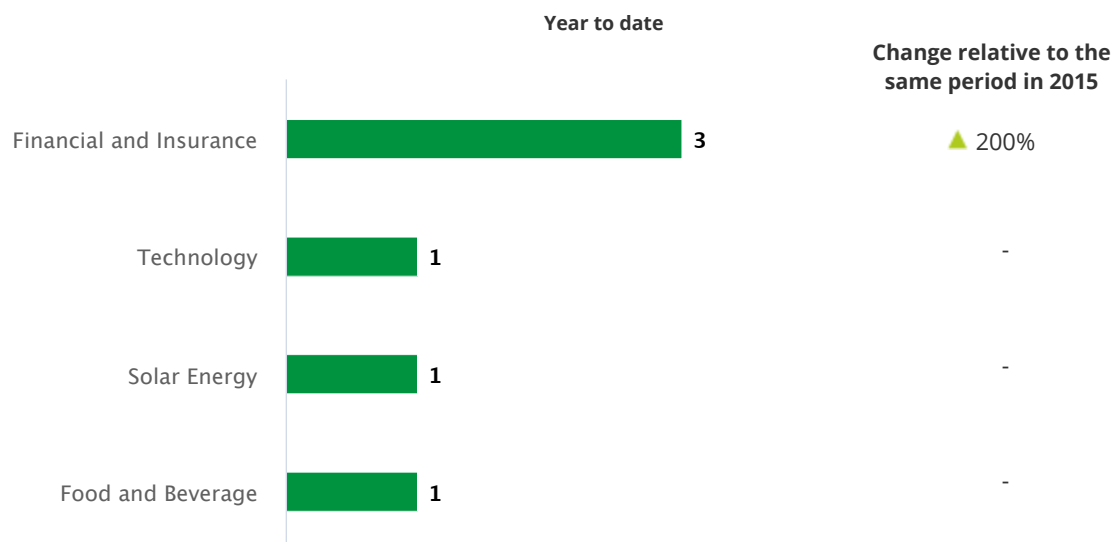


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PRIVATE EQUITY

LEADING FIRMS AND SUBSECTORS *



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.



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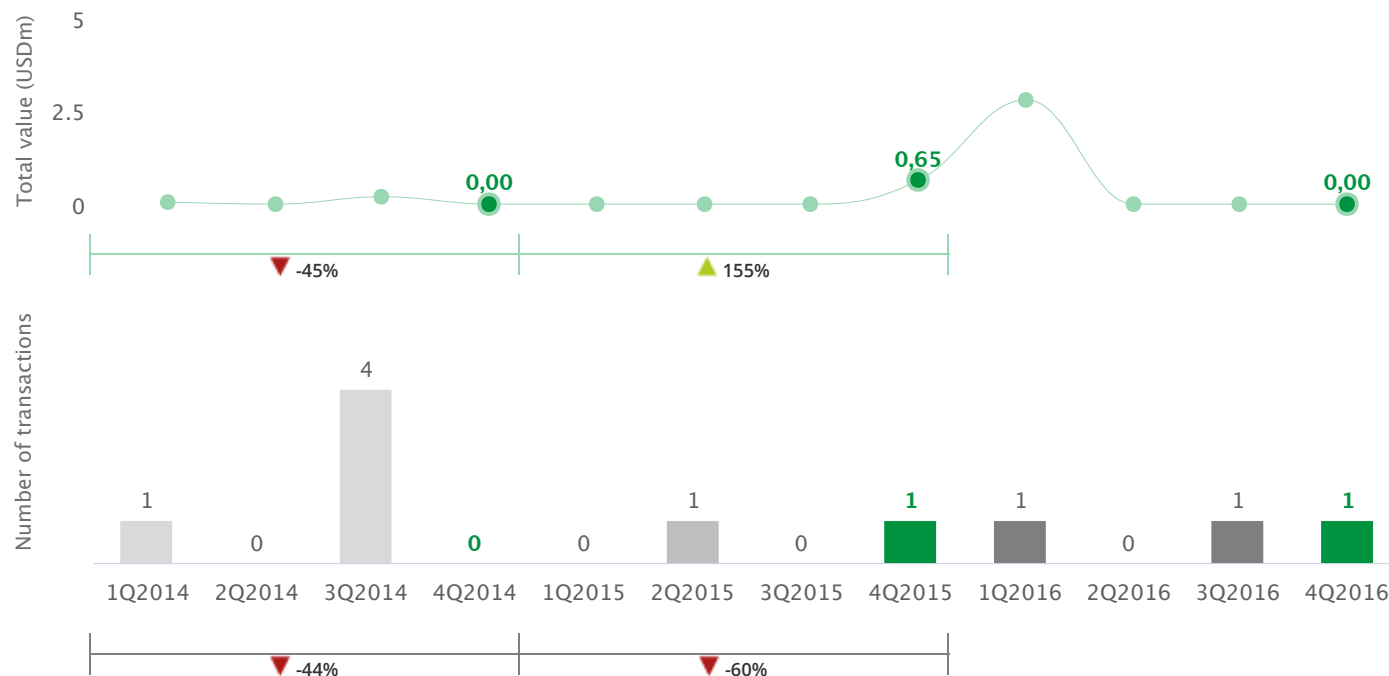


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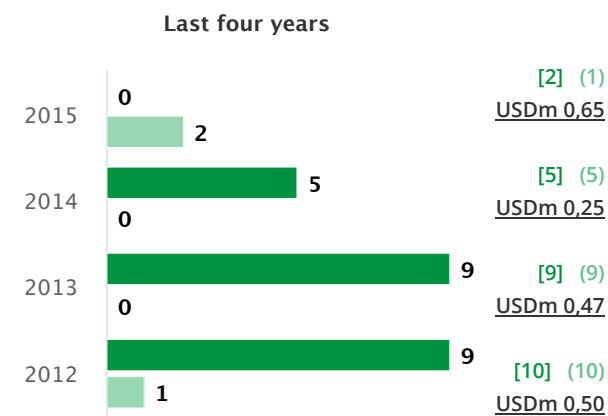
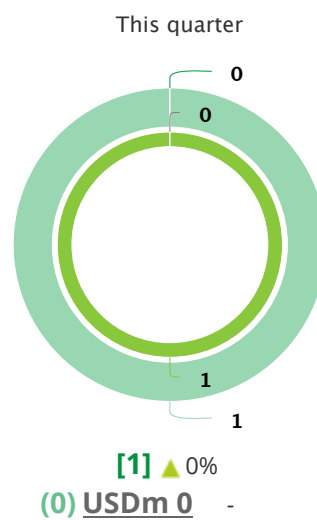
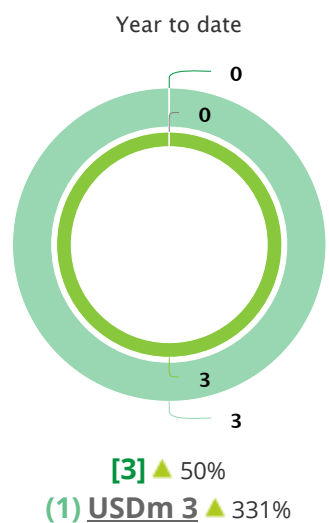


VENTURE CAPITAL

TOTAL VALUE AND VOLUME TRANSACTION



DEAL VOLUME, AGGREGATE VALUE AND GEOGRAPHY



▲ ▼ % All the percentages represent a variation relative to the same period the previous year.



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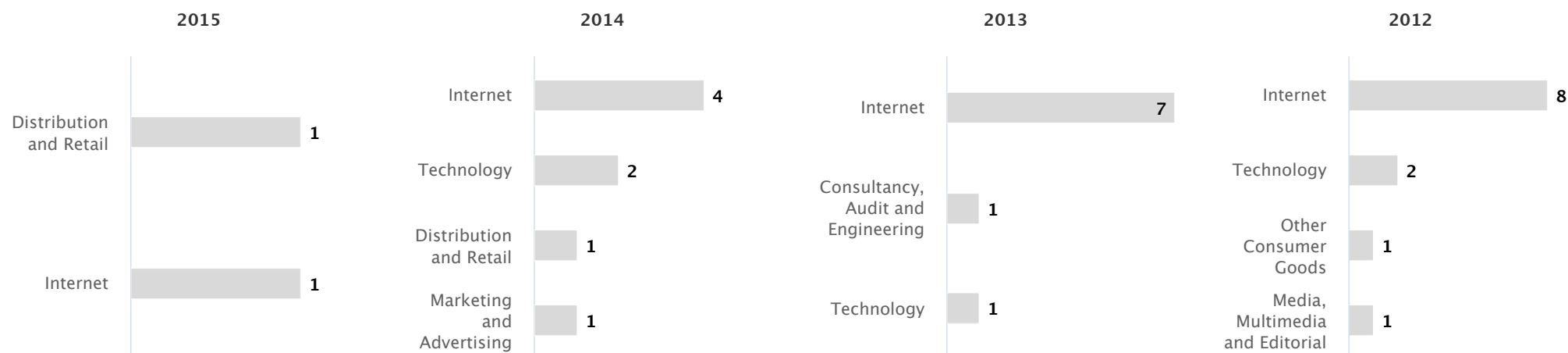
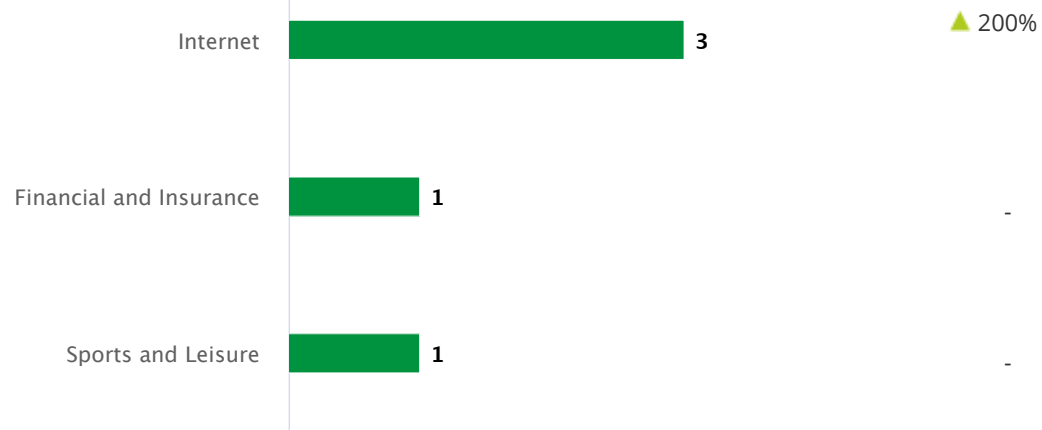


VENTURE CAPITAL

LEADING FIRMS AND SUBSECTORS *

Year to date

Change relative to the
same period in 2015



* TTR considers the most active subsectors to be those that had the highest number of registered transactions. Should there be a tie between subsectors, the subsector that registered the higher value will dominate.



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EQUITY CAPITAL MARKETS

IPOs *

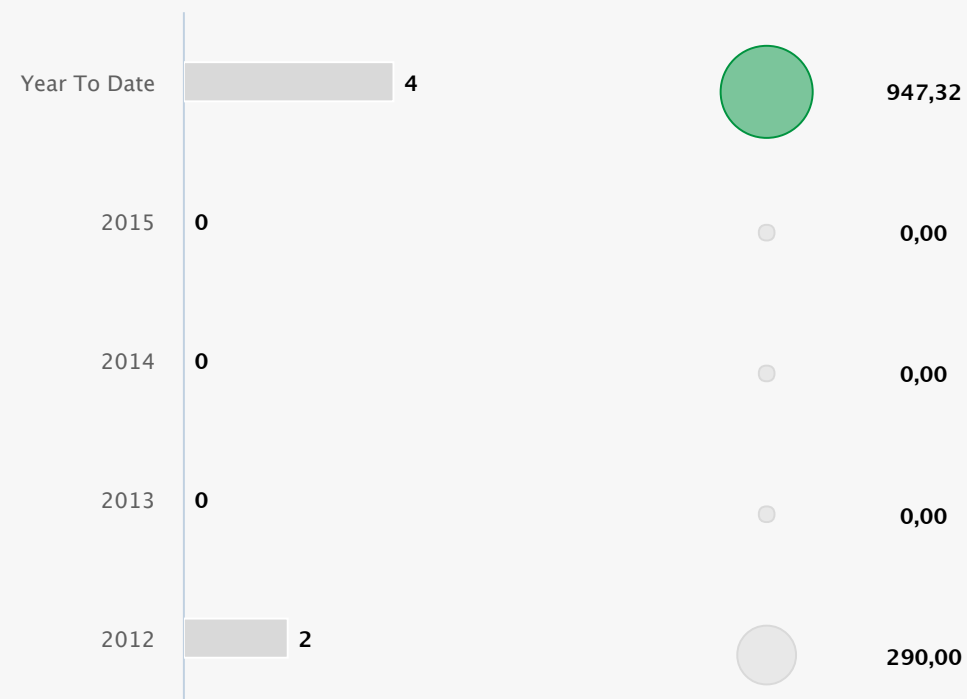
FOLLOW-ON *

Number of transactions

Total value (USD)

Number of transactions

Total value (USD)



* Includes transactions in which at least a Peruvian company is involved or a foreign company quoted on Peru stock exchange.



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TOP DEALS OF THE QUARTER

MERGER ACQUISITION

Target	Country	Subsector	Buyer	Seller	Value (USDm)	
LAMSAC	Peru	Roads and Highways	VINCI Group	Invepar	1.354,08 (Approx.)	»
Portfolio de activos de infraestructura eléctrica en El Salvador, Portfolio de activos de infraestructura eléctrica en Guatemala, Portfolio de activos de infraestructura eléctrica en Ecuador, Portfolio de activos de infraestructura eléctrica en Perú, Portfolio de activos de infraestructura eléctrica en Chile, Portfolio de activos de infraestructura eléctrica en Argentina	El Salvador, Guatemala, Ecuador, Peru, Chile, Argentina	Oil and Gas, Hydraulic	I Squared	Duke Energy International (DEI)	1.200,00 (Approx.)	»
Negocio Distribución de Vehículos Perú, Negocio de Distribución de Vehículos Colombia, Negocio de Distribución de Vehículos Chile, Negocio de Distribución de Vehículos Argentina	Peru, Colombia, Chile, Argentina	Distribution and Retail	Inchcape	Indumotora	287,67	»
Cerámica San Lorenzo Chile, Cerámica San Lorenzo Perú, Cerámica San Lorenzo Colombia, Cerámica San Lorenzo Argentina	Chile, Peru, Colombia, Argentina	Glass, Ceramic, Paper, Plastics, Wood and Timber, Steel, Metallurgy and Industrial Production	Grupo Lamosa	Etex Group	230,00 (Approx.)	»
Falabella Perú	Peru	Distribution and Retail	Inversiones Inverfal Perú	Private Shareholders	171,00 (Approx.)	»

PRIVATE EQUITY

Target	Country	Subsector	Buyer	Seller	Value (USDm)	
Intralot de Perú	Peru	Technology	Nexus Group	Intralot Group	68,80 (Approx.)	»



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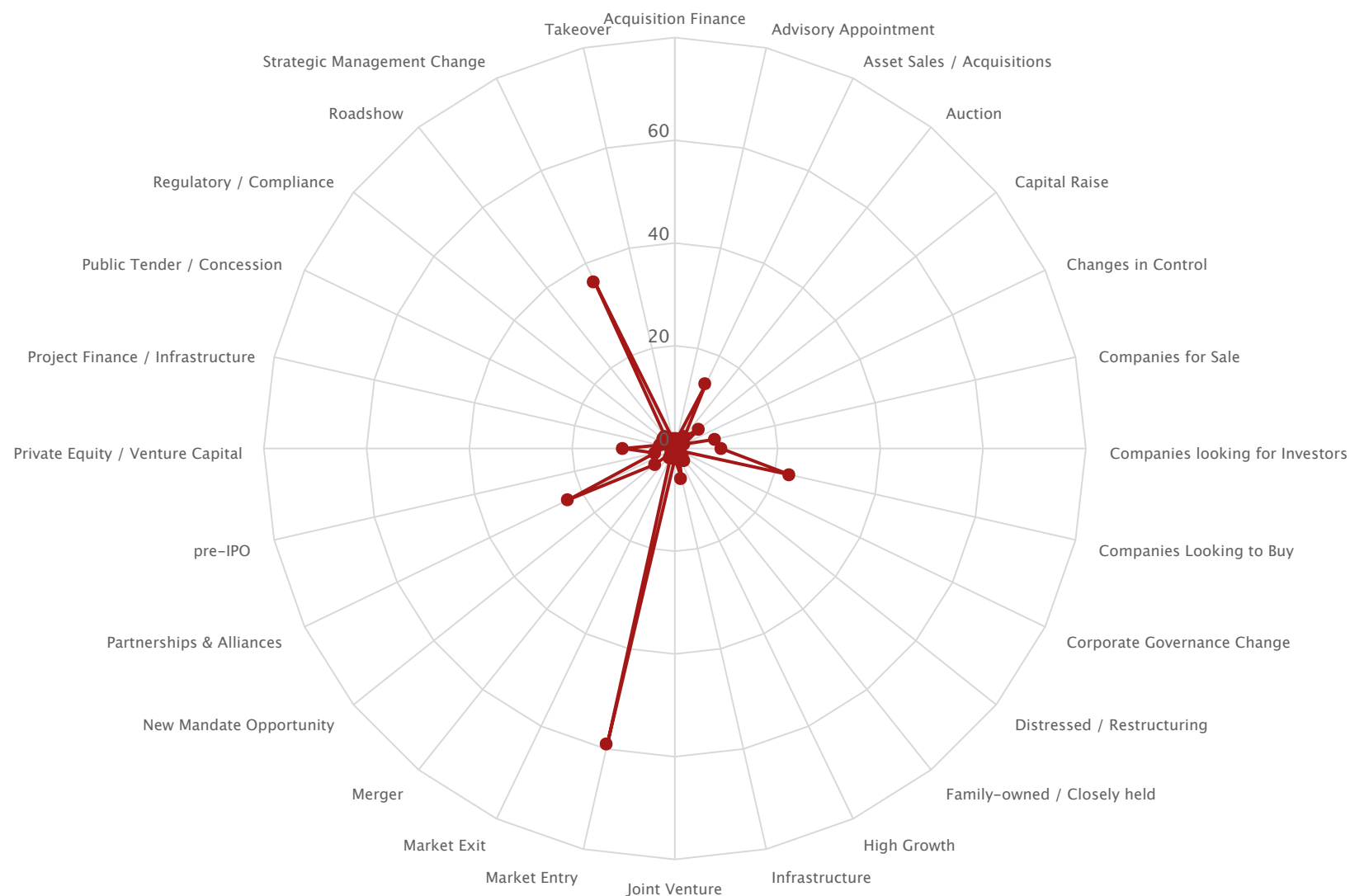
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TTR RADAR

FORWARD-LOOKING INTELLIGENCE

Opportunities by Intelligence type and volume - 04Q 2016



Identify early stage M&A opportunities with TTR Radar, delivering actionable proprietary and aggregated intelligence.



Sedapal appoints Jaime Uchuya board member



COFIDE attracts Korean and US suitors to sale of 178MW Pucará hydroelectric project - IICorp



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Quarterly Report

1ST, 2ND, 3RD & 4TH Quarter



Financial Advisors Legal Advisors

QUARTERLY RANKING

MERGERS AND ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2016	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2015	Variation Total value (%)
1	Banco Santander	1.628,31	4	*	*
2	Banco BTG Pactual	1.433,64	3	7	236,46
3	BNP Paribas	1.410,84	3	11	3.584,61
4	Bank of America	1.354,08	1	1	-54,86
5	Citigroup	299,50	1	*	*
6	LXG Capital	140,80	5	5	-81,11
7	Lazard	102,00	2	10	57,53
8	Credicorp	60,00	1	*	*
9	Landmark Capital	60,00	1	13	334,78
10	APOYO Consultoría	26,00	4	15	364,28

By n° of transactions

Ranking 2016	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2015	Variation n° Of transactions
1	LXG Capital	5	140,80	1	0
2	Banco Santander	4	1.628,31	*	*
3	APOYO Consultoría	4	26,00	16	3
4	Banco BTG Pactual	3	1.433,64	4	1
5	BNP Paribas	3	1.410,84	12	2
6	UNE Asesores	3	-	2	0
7	Lazard	2	102,00	6	0
8	Bank of America	1	1.354,08	7	0
9	Citigroup	1	299,50	*	*
10	Credicorp	1	60,00	*	*

TTR Rankings are generated with transactions announced between 1 January and 31 December 2016. The transactions may be closed or remain as announced during this period. Sales and acquisitions of shares are taken into account. The Rankings do not include acquisitions/sales of assets and joint venture.

In case of draw, the adopted criteria will be the following: before a draw of number of transactions, the total deal value prevails; before a draw of deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintain and the deals will be arranged alphabetically.

* Not registered in 2015

All transactions and financial data are available at www.TTRecord.com.



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QUARTERLY RANKING

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Legal Advisors

By total value of transactions

Ranking 2016	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2015	Variation Total value (%)
1	Miranda & Amado Abogados	1.578,64	7	10	426,21
2	Estudio Echeconpar	1.364,84	2	12	3.425,80
3	Rodrigo, Elías & Medrano Abogados	836,07	10	6	58,35
4	Payet, Rey, Cauvi, Pérez Abogados	397,47	11	5	-47,67
5	Muñiz Ramírez Pérez-Taiman & Olaya Abogados	234,09	18	2	-80,22
6	Hernández & Cía Abogados	205,60	3	7	-55,50
7	Philippi, Prietocarrizosa, Ferrero DU & Uría	112,50	6	*	*
8	Lazo, De Romaña & Gagliuffi	100,95	8	4	-86,72
9	Rebaza, Alcázar & De Las Casas Abogados Financieros	89,80	7	9	-80,03
10	Grimaldo Abogados	51,00	1	11	21,43

By nº of transactions

Ranking 2016	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2015	Variation nº Of transactions
1	Muñiz Ramírez Pérez-Taiman & Olaya Abogados	18	234,09	3	7
2	Payet, Rey, Cauvi, Pérez Abogados	11	397,47	2	-2
3	Rodrigo, Elías & Medrano Abogados	10	836,07	1	-5
4	Lazo, De Romaña & Gagliuffi	8	100,95	9	6
5	Miranda & Amado Abogados	7	1.578,64	11	5
6	Rebaza, Alcázar & De Las Casas Abogados Financieros	7	89,80	6	2
7	Garrigues	7	18,05	14	5
8	Philippi, Prietocarrizosa, Ferrero DU & Uría	6	112,50	*	*
9	Hernández & Cía Abogados	3	205,60	5	-2
10	Estudio Echeconpar	2	1.364,84	7	-2

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In case of draw, the adopted criteria will be the following: before a draw of number of transactions, the total deal value prevails; before a draw of deal value, the number of transactions prevails. When a draw of both deal number and deal value occurs, the original position will be maintain and the deals will be arranged alphabetically.

* Not registered in 2015

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Financial Advisors

By total value of transactions

Ranking 2016	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2015	Variation Total value (%)
1	Citigroup	299,50	1	*	*
2	Banco BTG Pactual	68,80	1	*	*

By n° of transactions

Ranking 2016	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2015	Variation n° Of transactions
1	Citigroup	1	299,50	*	*
2	Banco BTG Pactual	1	68,80	*	*
3	LXG Capital	1	-	1	-1

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Legal Advisors

By total value of transactions

Ranking 2016	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2015	Variation Total value (%)
1	Miranda & Amado Abogados	68,80	2	6	-1,71
2	Muñiz Ramírez Pérez-Taiman & Olaya Abogados	68,80	2	5	-57,53
3	Philippi, Prietocarrizosa, Ferrero DU & Uría	51,00	3	*	*
4	Grimaldo Abogados	51,00	1	*	*
5	Rebaza, Alcázar & De Las Casas Abogados Financieros	51,00	1	4	-73,16
6	Hernández & Cía Abogados	20,00	1	3	-89,47

By nº of transactions

Ranking 2016	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2015	Variation nº Of transactions
1	Philippi, Prietocarrizosa, Ferrero DU & Uría	3	51,00	*	*
2	Miranda & Amado Abogados	2	68,80	7	1
3	Muñiz Ramírez Pérez-Taiman & Olaya Abogados	2	68,80	6	1
4	Grimaldo Abogados	1	51,00	*	*
5	Rebaza, Alcázar & De Las Casas Abogados Financieros	1	51,00	5	0
6	Hernández & Cía Abogados	1	20,00	3	-1
7	Garrigues	1	-	*	*
8	Payet, Rey, Cauvi, Pérez Abogados	1	-	2	-4
9	Rodrigo, Elías & Medrano Abogados	1	-	9	0

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Financial Advisors

By total value of transactions

Ranking 2016	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2015	Variation Total value (%)
1	Citigroup	498,00	1	*	*

By n° of transactions

Ranking 2016	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2015	Variation n° Of transactions
1	Citigroup	1	498,00	*	*

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