QUARTERLY REPORT PERU

2Q 2017

TOP DEAL OF THE QUARTER GMD

RANKINGS FINANCIAL AND LEGAL ADVISORS

TTR
Transactional Track Record

PERU

OVERVIEW

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

- TOTAL VOLUME AND VALUE OF TRANSACTIONS
- DEAL FLOW SINCE 2016
- TRANSACTIONS WITH DISCLOSED VALUE
- MOST ACTIVE SUBSECTORS
- CROSS-BORDER DEALS

PRIVATE EQUITY **

- TOTAL DEAL VOLUME AND VALUE OF TRANSACTIONS
- TOTAL NUMBER, VALUE AND TYPE
- TOP PLAYERS AND MOST ACTIVE SUBSECTORS

VENTURE CAPITAL **

- TOTAL DEAL VOLUME AND VALUE OF TRANSACTIONS
- TOTAL NUMBER, VALUE AND TYPE
- TOP PLAYERS AND MOST ACTIVE SUBSECTORS

EQUITY CAPITAL MARKETS ***

- IPOs
- FOLLOW-ON

DEAL OF THE QUARTER

GMD

Advent International acquires GMD

TTR RADAR

FORWARD-LOOKING INTELLIGENCE

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

QUARTERLY RANKINGS

- FINANCIAL ADVISORS
- LEGAL ADVISORS

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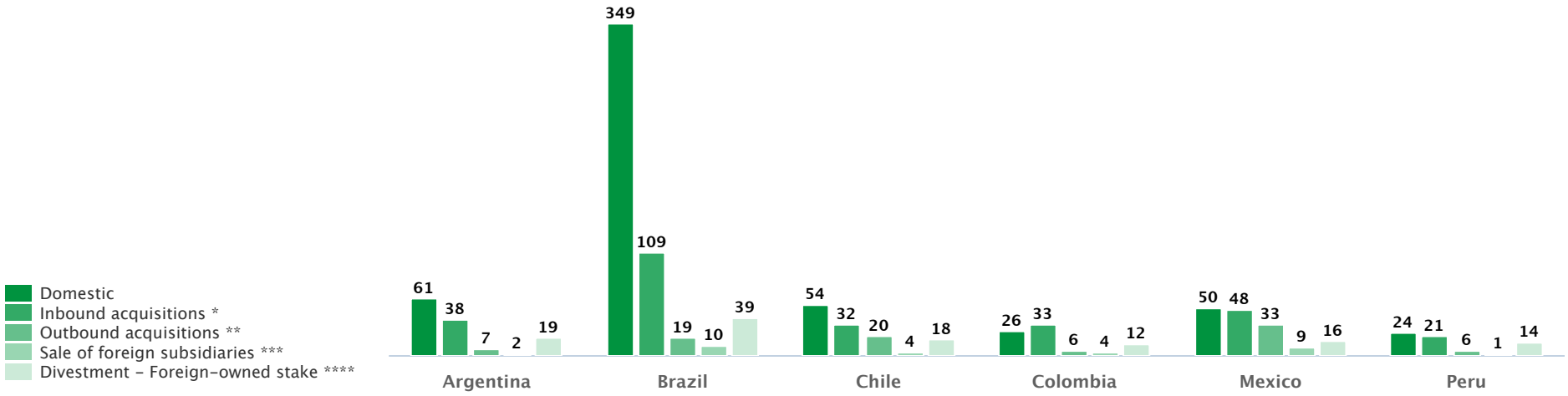
OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

DEAL VOLUME IN LATIN AMERICA

Top 6 M&A Markets In Latin America

Year to date



TOP DEALS - 02Q 2017 (USDm)

TARGET	COUNTRY	SUBSECTOR	BUYER	COUNTRY	SELLER	COUNTRY	VALUE (USDm)
NTS Nova Transportadora do Sudeste	Brazil	Transport, Aviation and Logistics	FIP Nova Infraestrutura, Private Shareholders I	Brazil	Petrobras	Brazil	4.230,00
Florida East Coast Railway	United States	Transport, Aviation and Logistics	Ferromex	Mexico	Fortress Investment Group	United States	2.003,00 (Approx.)
XP Investimentos	Brazil	Financial and Insurance	Banco Itaú Unibanco	Brazil	FIP Dyna III, FIP G.A. Brasil IV, XP Controle Participações, Private Shareholders I	Brazil	1.994,81
Elektro Holding	Brazil	Electric	Neoenergia	Brazil	-	-	1.302,06
The Body Shop	United Kingdom	Pharmaceutical, Parapharmaceutical and Cosmetics	Natura	Brazil	L'Oréal	France	1.120,90

* Foreign companies acquiring companies in the speciied country.
** Companies based in speciied country making acquisitions abroad.
*** Country from speciic country selling stakes in targets abroad.
**** Foreign companies selling stakes in companies based in speciic country.

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

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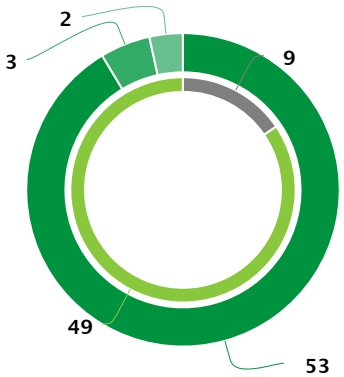
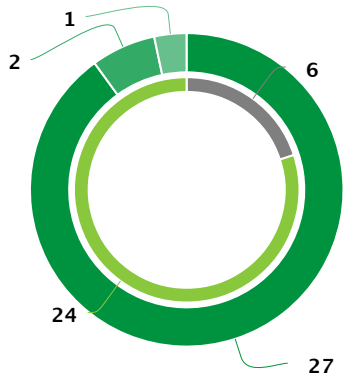
TOTAL VALUE AND VOLUME TRANSACTION

Year to date



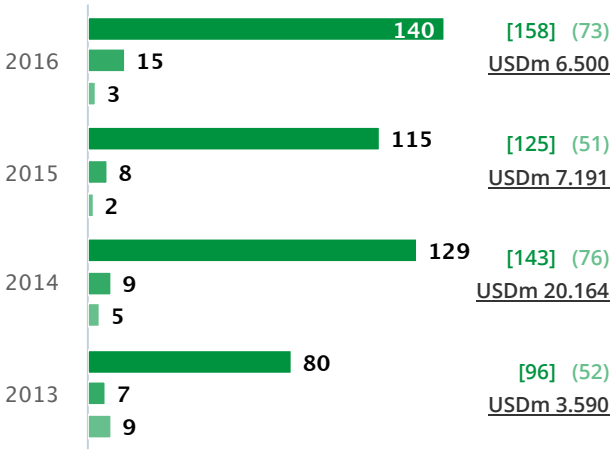
[58] ▼ -26,58%
(32) **USDm 1.673** ▼ -26,29%

This quarter

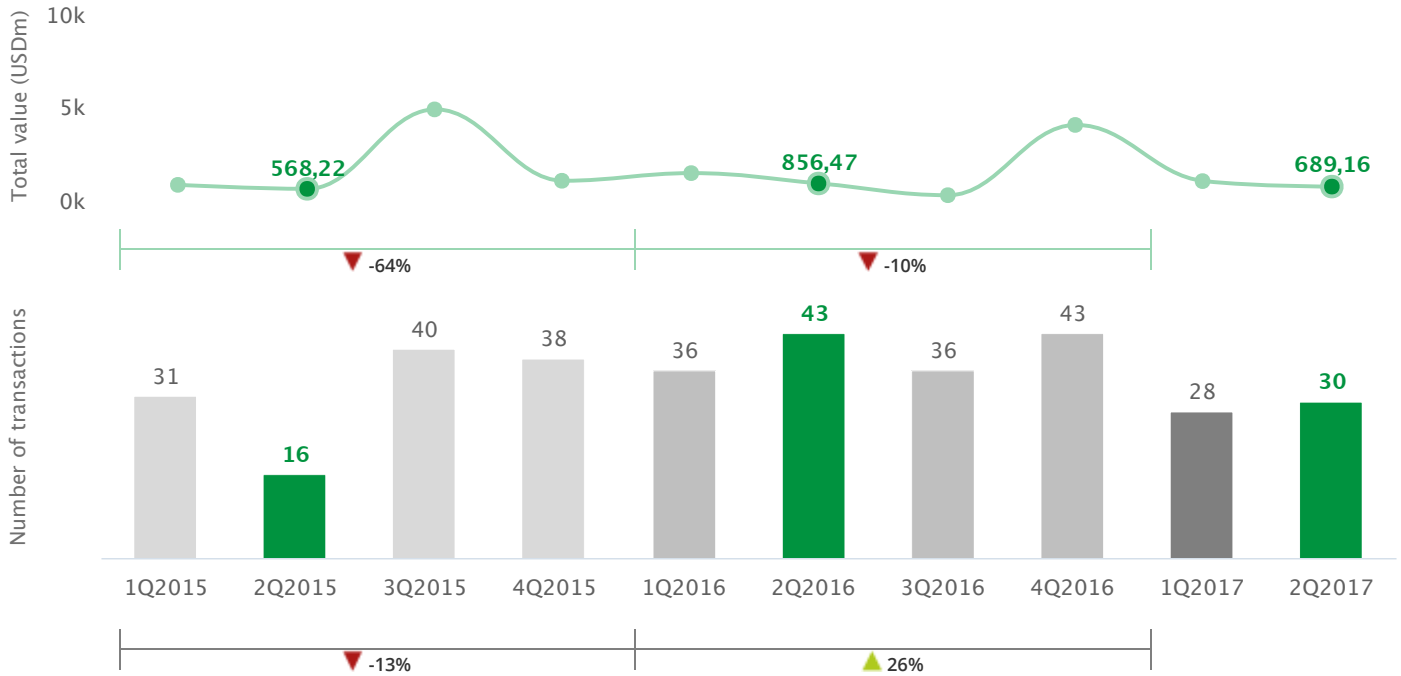


[30] ▼ -30,23%
(16) **USDm 689** ▼ -19,53%

Last four years



DEAL FLOW SINCE 2015



- M&A
- Private Equity
- Venture Capital
- Ongoing
- Completed
- [ ] Number of transactions
- ( ) Number of transactions with disclosed value
- **USDm** Total aggregate value

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

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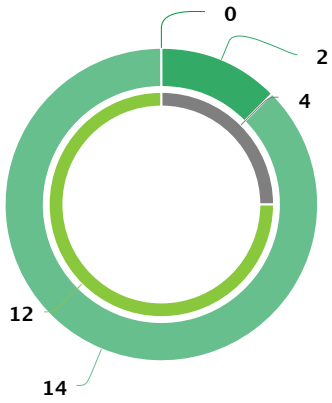
TRANSACTIONS WITH DISCLOSED VALUE

This quarter

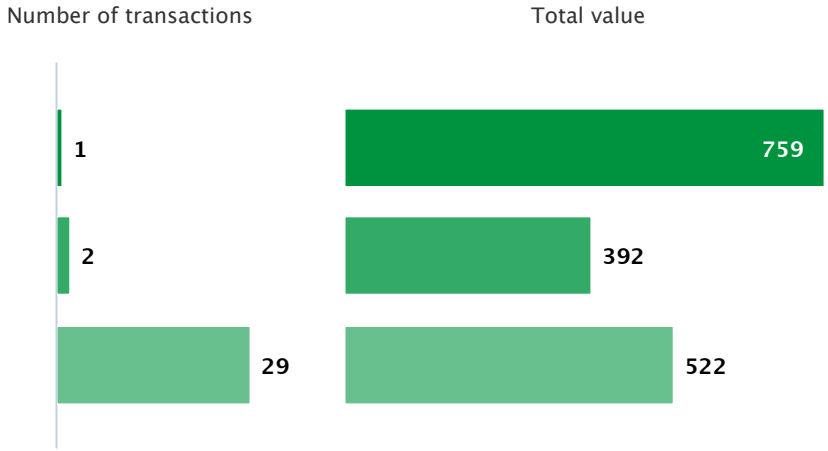
Number of transactions



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

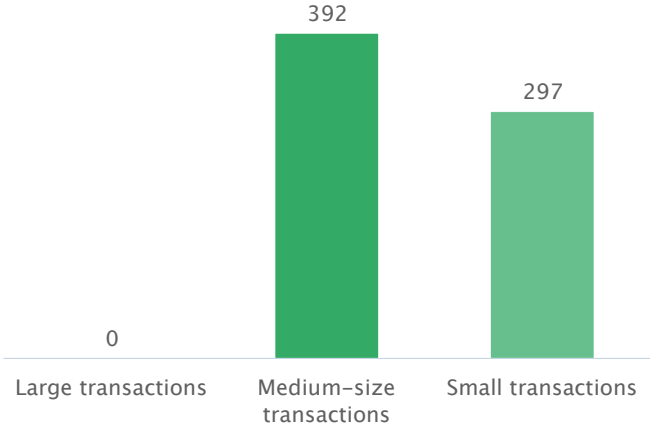
USDm Total aggregate value

Year to date

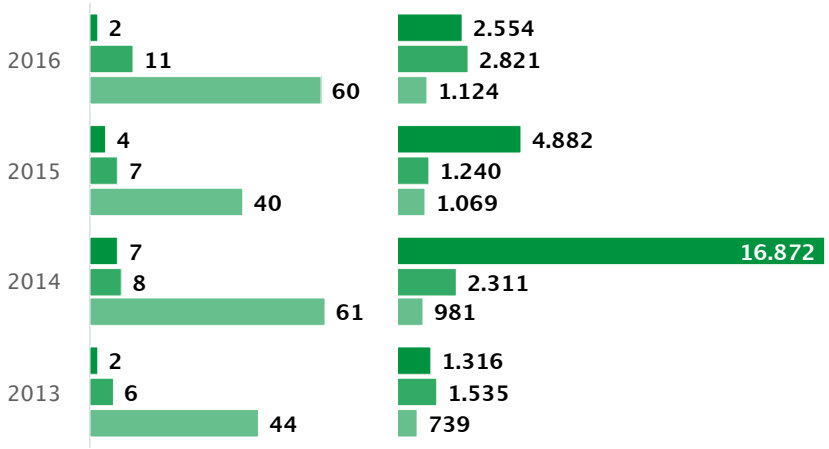


This quarter

Total value (USDm)



Last four years



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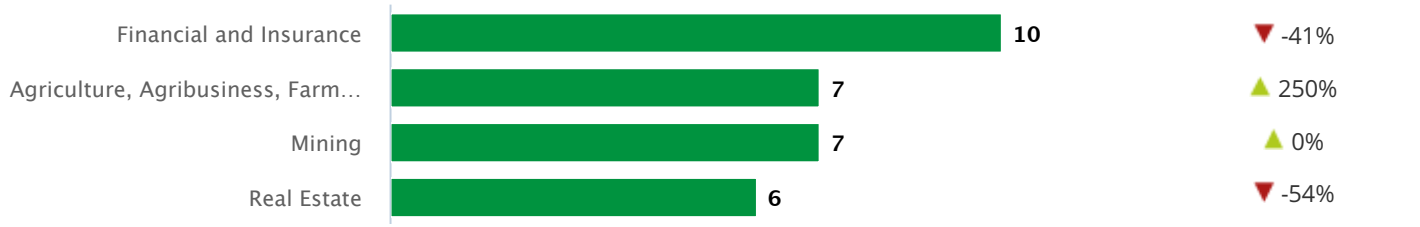
OVERVIEW (M&A, PRIVATE EQUITY AND VENTURE CAPITAL)

LEADING SUBSECTORS *

Subsectors with most deals (M&A) **

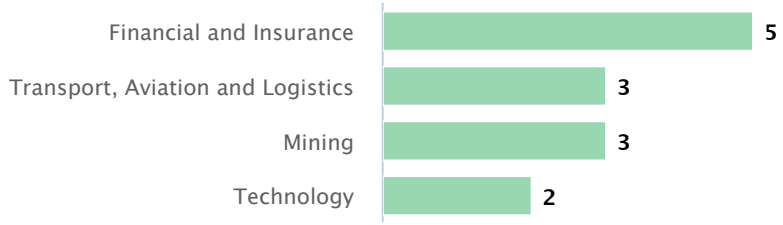
Number of transactions Year to date

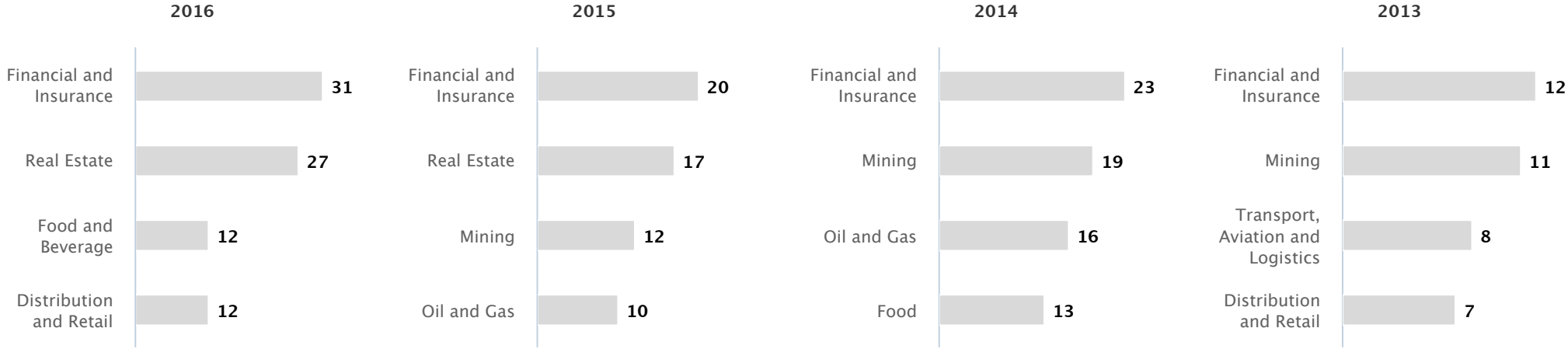


Change relative to the same period in 2016

- Financial and Insurance: ▼ -41%
- Agriculture, Agribusiness, Farm...: ▲ 250%
- Mining: ▲ 0%
- Real Estate: ▼ -54%

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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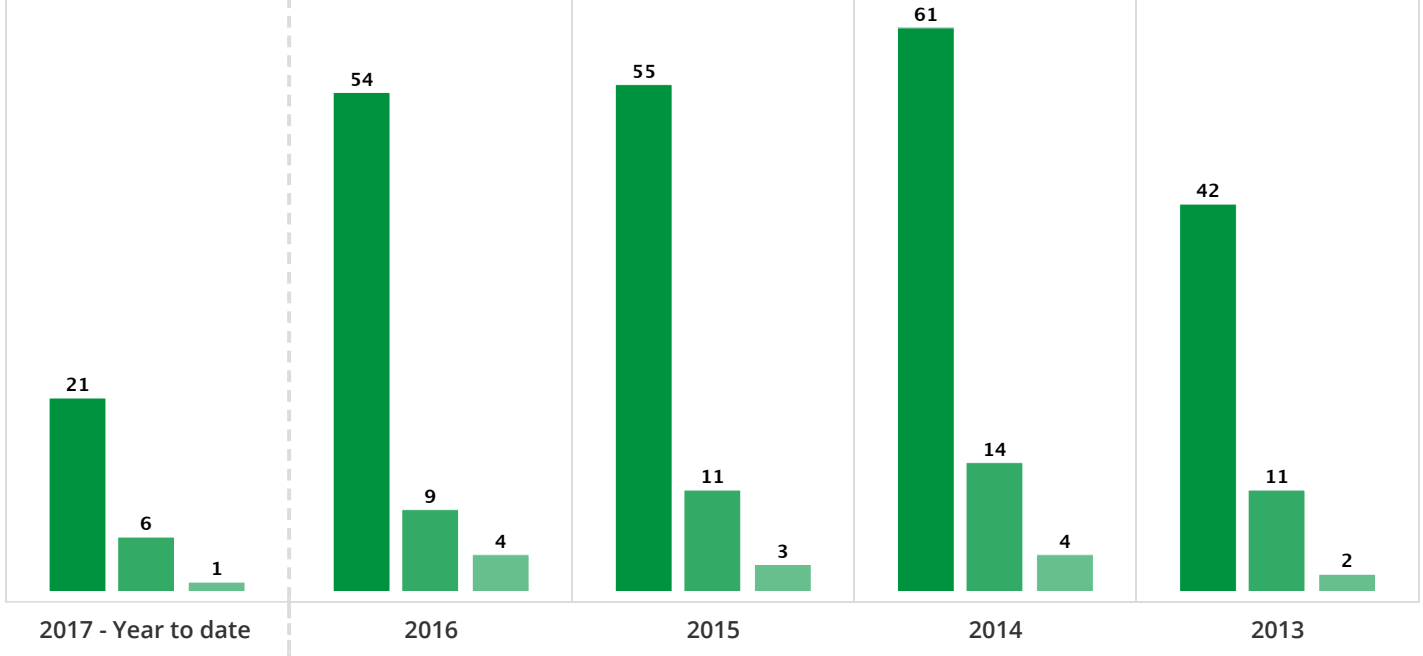
CROSS-BORDER DEALS *

Number of transactions

	2017 - Year to date		2016		2015		2014		2013
US-based acquirers of peruvian companies	1	▼ -75,00%	10	▼ -33,33%	15	▲ 15,38%	13	▲ 85,71%	7
Foreign acquisitions in the technology and internet subsector	2	▲ 100,00%	6	▲ 200,00%	2	▲ 0,00%	2	▲ 100,00%	1
Foreign Private Equity and Venture Capital Funds investing in peruvian companies	3	▲ 0,00%	9	▲ 12,50%	8	▲ 60,00%	5	▲ 66,67%	3

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.



* 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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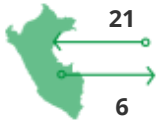

CROSS-BORDER DEALS *

Year to date

Inbound acquisitions **

Ranking per Country ****

BIDDER COUNTRY	No.	Total value (USDm)
Spain	5	77,35
United Kingdom	3	91,00
Chile	3	25,04
Canada	3	21,50
Mexico	2	759,17
France	2	ND - Non-disclosed
Panama	1	268,00
Germany	1	47,00
Brazil	1	15,00
United States	1	ND - Non-disclosed

Outbound acquisitions ***

Ranking per Country ****

TARGET COUNTRY	No.	Total value (USDm)
Chile	3	ND - Non-disclosed
Ecuador	2	11,40
Mexico	1	15,00

Leading subsectors ****

	ES	UK	CL	CA	MX	FR	PA	DE	BR	US
Financial and Insurance	1	2	2				1	1	1	
Oil and Gas	2			1						
Mining				2						
Technology		1								1
Real Estate								1		
Glass, Ceramic, Paper, Plastics, Wood and Timber						1				
Tourism, Hotels and Restaurants	1									
Electric	1									
Waste Management, Pollution and Recycling						1				
Consultancy, Audit and Engineering										1

Leading subsectors ****

	CL	EC	MX
Oil and Gas	2		
Consultancy, Audit and Engineering	1		
Transport, Aviation and Logistics		1	
Chemical and Chemical Materials		1	
Sports and Leisure			1

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** 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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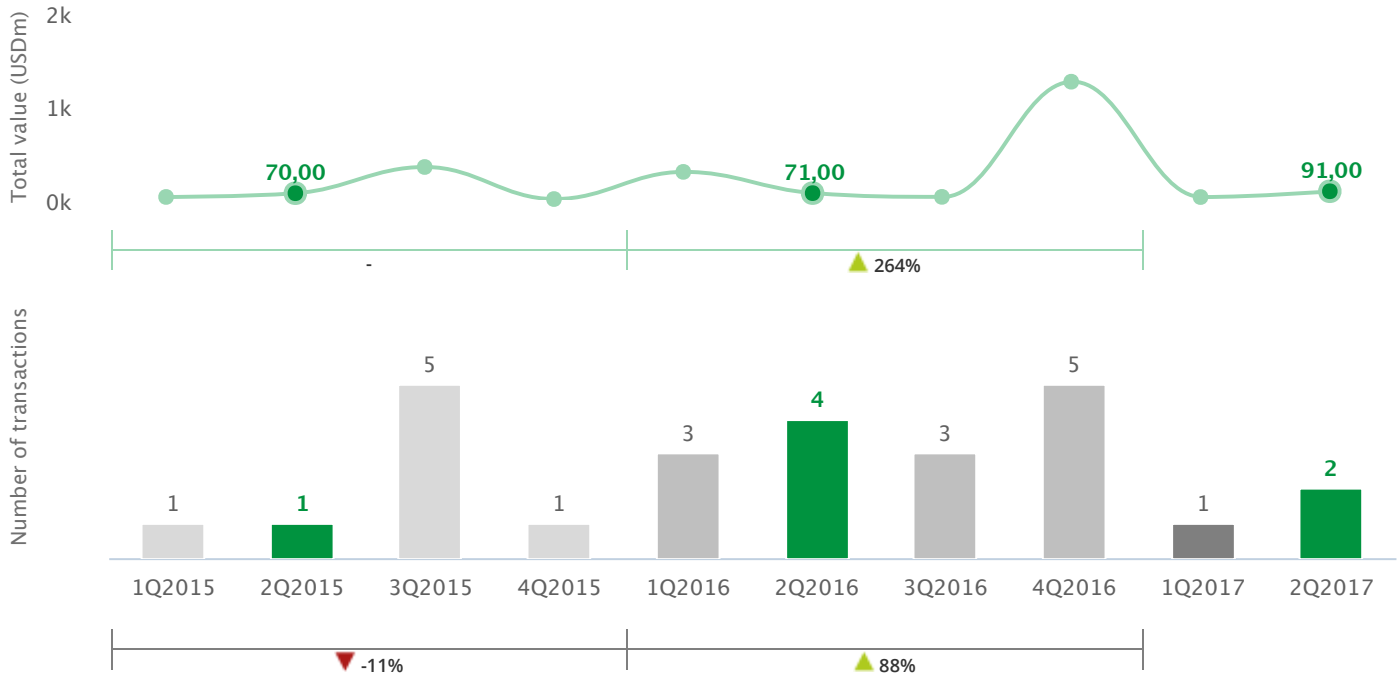
PRIVATE EQUITY

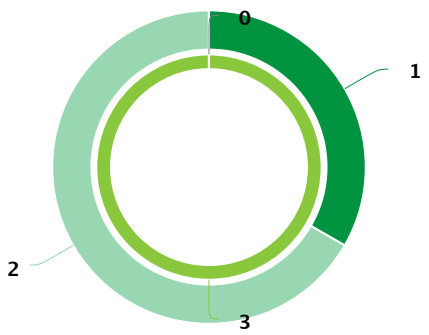
TOTAL VALUE AND VOLUME TRANSACTION



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

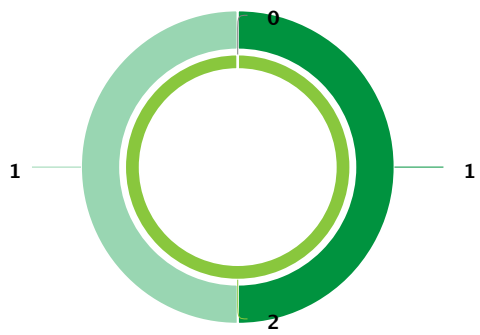
DEAL VOLUME, AGGREGATE VALUE AND GEOGRAPHY

Year to date



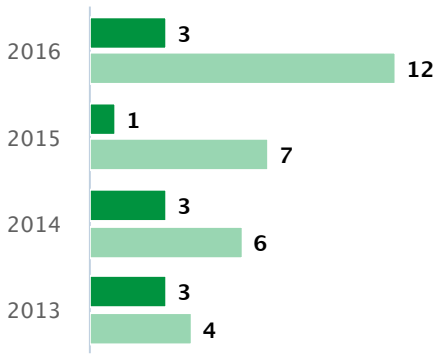
[3] ▼ -57%
(2) USDm 120,00 ▼ -68%

This quarter



[2] ▼ -50%
(1) USDm 91,00 ▲ 28%

Last four years



[15] (6)
USDm 1.670,30

[8] (5)
USDm 459,40

[9] (0)
USDm 0,00

[7] (2)
USDm 37,57

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

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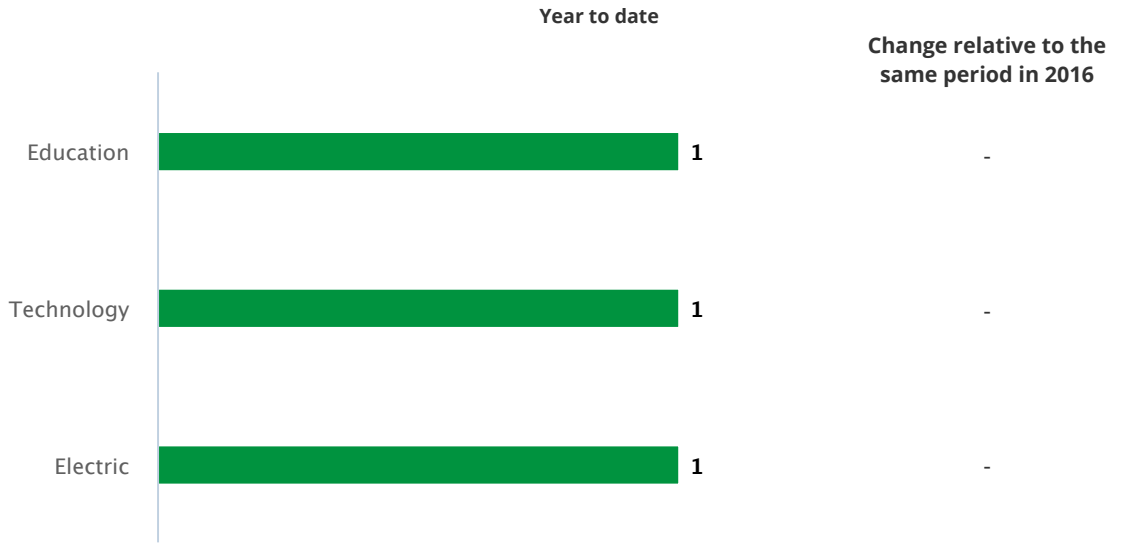
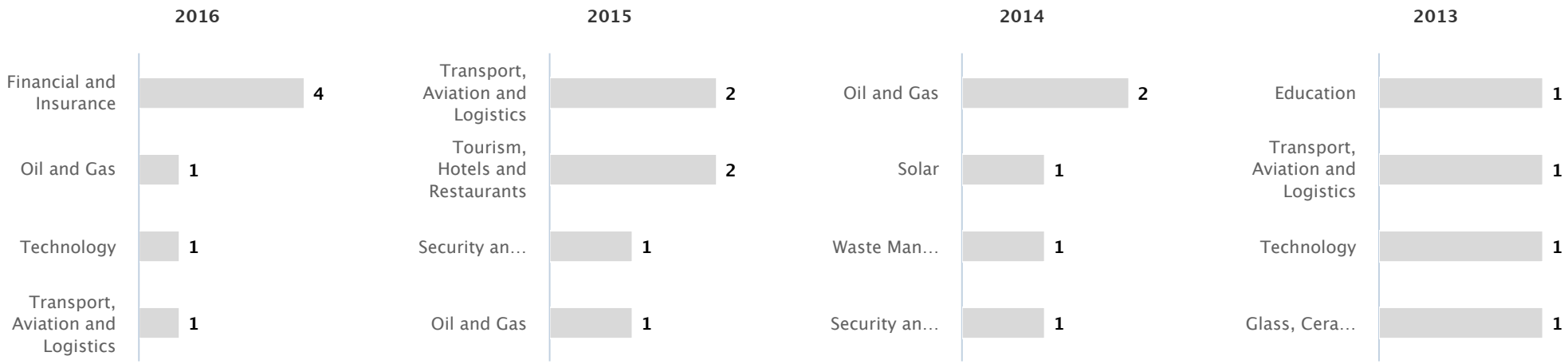
PRIVATE EQUITY

LEADING FIRMS AND SUBSECTORS *



PRIVATE EQUITY	Country	Nº
Intercop Perú	Peru	1
Advent International	United Kingdom	1



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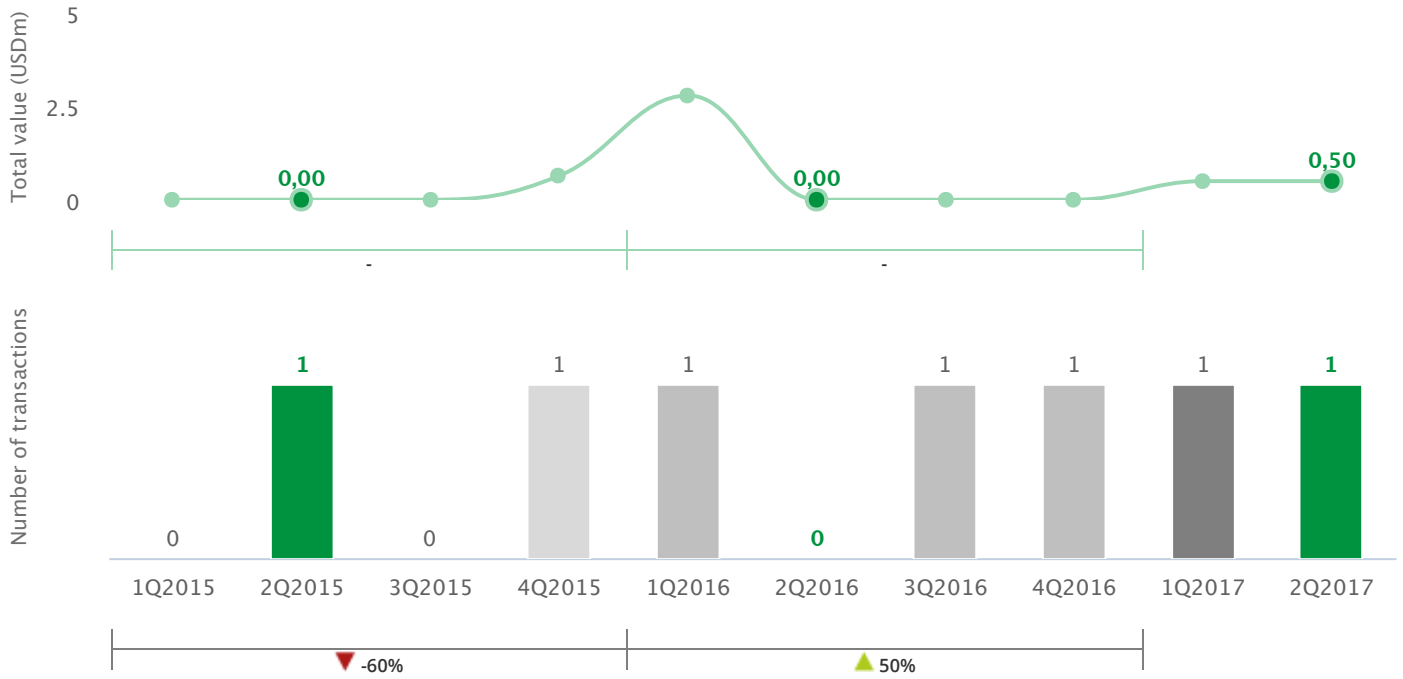
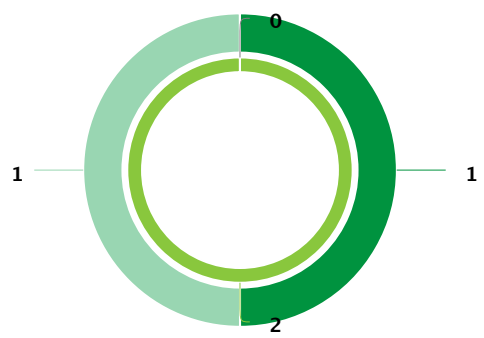
TOTAL VALUE AND VOLUME TRANSACTION



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

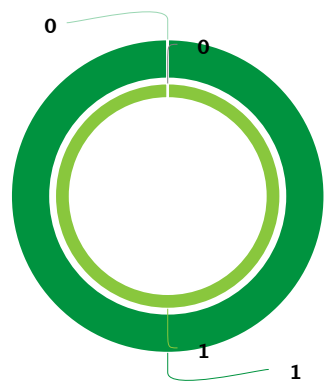
DEAL VOLUME, AGGREGATE VALUE AND GEOGRAPHY

Year to date



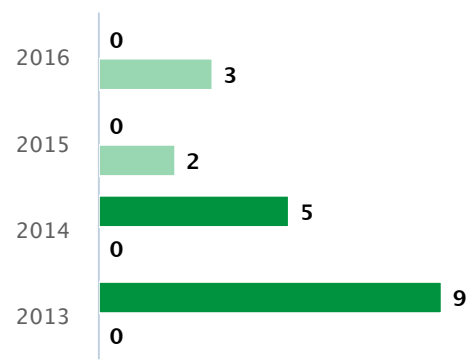
[2] ▲ 100%
(2) USDm 1,00 ▼ -64%

This quarter



[1] -
(1) USDm 0,50 -

Last four years



[3] (1) USDm 2,80
[2] (1) USDm 0,65
[5] (5) USDm 0,25
[9] (9) USDm 0,47

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

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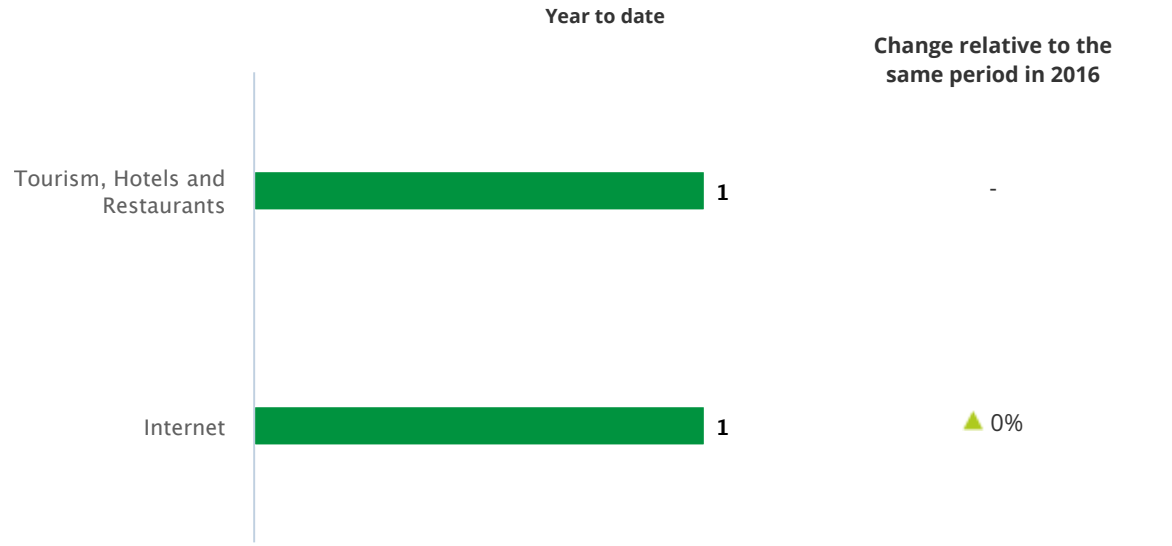
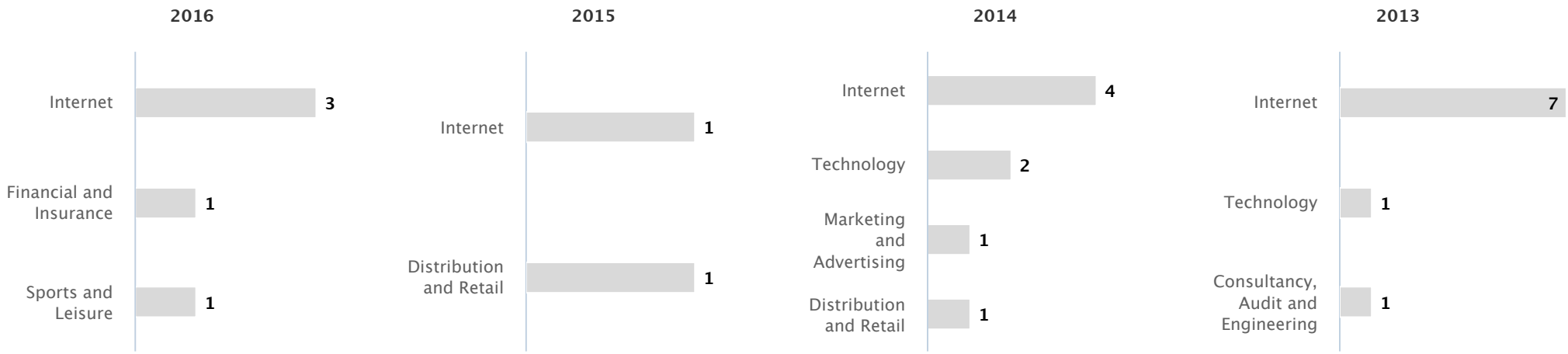
VENTURE CAPITAL

LEADING FIRMS AND SUBSECTORS *



VENTURE CAPITAL	Country	Nº
SEGITTUR	Spain	1
Top Seeds Lab	Spain	1
Grupo RPP	Peru	1



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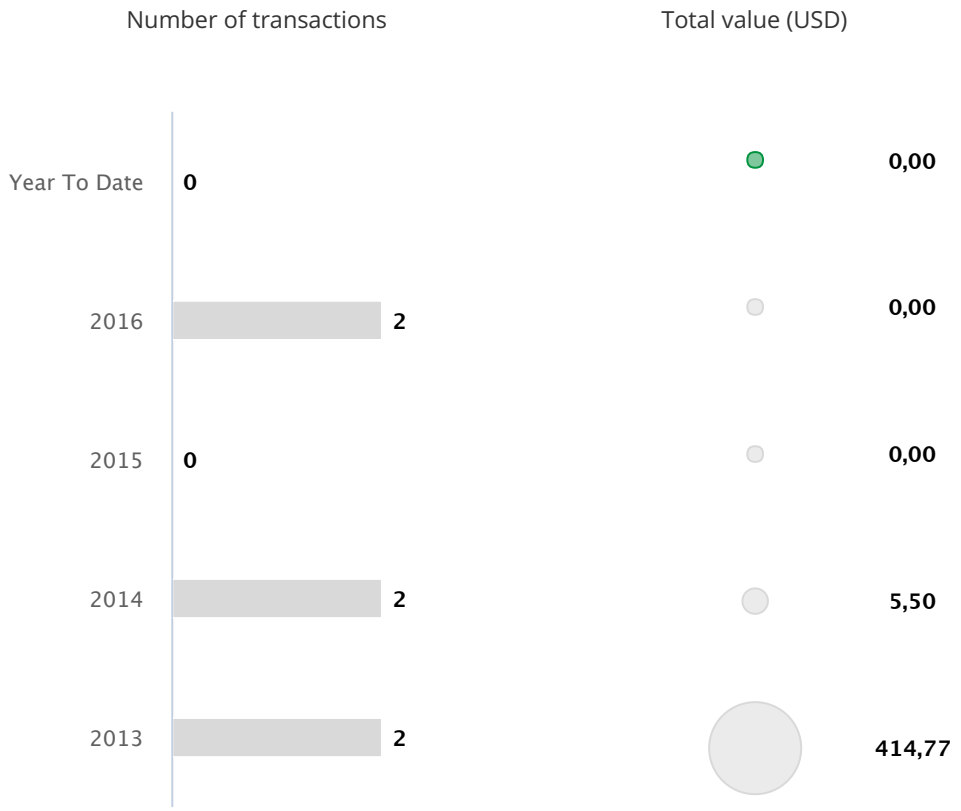
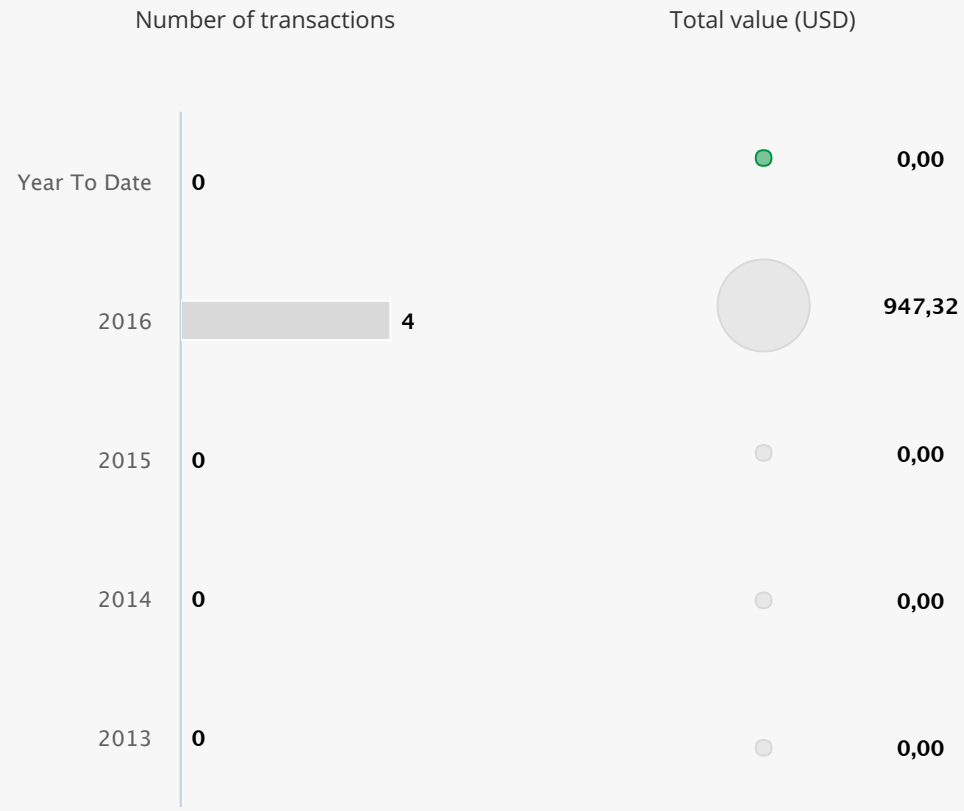
EQUITY CAPITAL MARKETS

IPOs *



FOLLOW-ON *



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TOP DEALS OF THE QUARTER

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MERGER ACQUISITION

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Seguros Sura, Hipotecaria Sura	Peru	Financial and Insurance	Intercorp Financial Services	SURA Asset Management, Sura Asset Management Perú, Grupo Wiese	268,00 (Approx.)
Tramarsa	Peru	Transport, Aviation and Logistics	Inversiones Piuranas, Ransa Comercial	SM SAAM	124,00
GMD	Peru	Technology	Advent International	Graña y Montero	91,00
Grupo Backus & Johnston	Peru	Food and Beverage	Racetrack Perú	-	36,00
San Martín Contratistas Generales	Peru	Mining	Siucho Grupo Empresarial	Empresas ICA	28,00

PRIVATE EQUITY

Target	Country	Subsector	Buyer	Seller	Value (USDm)
GMD	Peru	Technology	Advent International	Graña y Montero	91,00

VENTURE CAPITAL

Target	Country	Subsector	Buyer	Seller	Value (USDm)
Joinnus.com	Peru	Internet	Grupo RPP		0,50

DEAL OF THE QUARTER

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First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Target: Proyecto Cuartel de San Martín	Target: GMD	Target:	Target:
Buyer: Urbi Propiedades	Buyer: Advent International	Buyer:	Buyer:
Value: USD 50,40m	Value: USD 91,00m	Value:	Value:

GMD

Advent International acquires GMD

Full Transaction Details

Parties

Target: GMD
Description: Empresa dedicada a ofrecer soluciones tecnológicas.

Buyer	%
Advent International	-

Seller	%
Graña y Montero	-

FINANCIAL DATA

Total Value	Payment
USD 91,00m	(Cash) USD 91,00m

Advisors / Due Diligence

Parties	Legal Advisory	People
Graña y Montero	Estudio Muñiz	Juan Carlos Vélez (Partner), Mauricio Olaya Nohra (Partner)
Advent International	Garrigues Perú	Sergio Amiel (Partner), Jorge Fuentes (Senior Associate)

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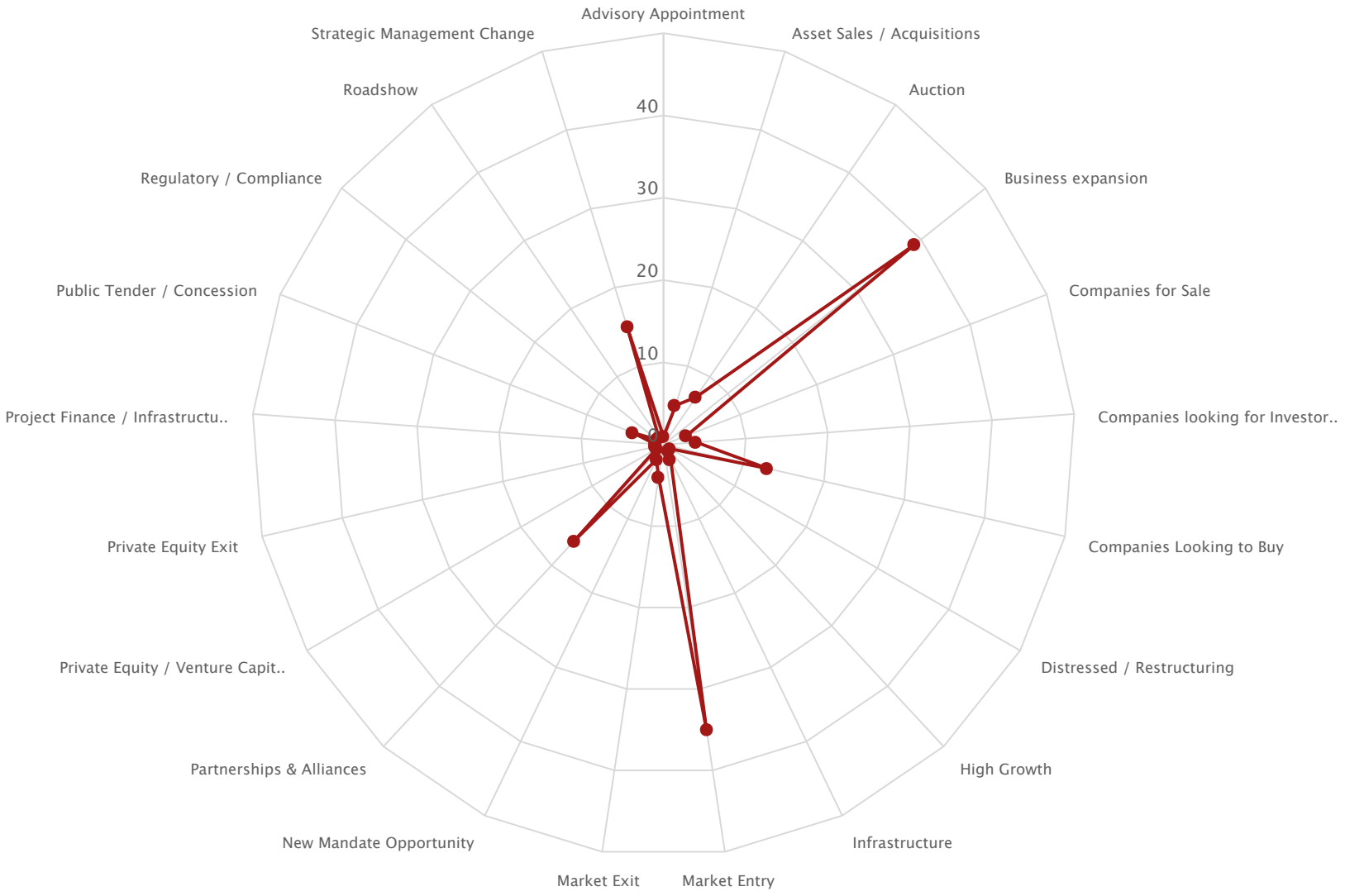
TTR RADAR

FORWARD-LOOKING INTELLIGENCE

Opportunities by Intelligence type and volume - 02Q 2017



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

TTR RADAR

Sociedad Minera Corona appoints Miguel Ángel Paucar Córdova deputy CEO, announces resignation of chairman of the board Mark Brennan

Proprietary

Andersen Tax & Legal adds Portugal's Nobre Guedes to its growing international network

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Financial Advisors
Legal Advisors
Dealmakers

RANKING YEAR TO DATE

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MERGERS AND ACQUISITIONS

Financial Advisors

By total value of transactions

Ranking 2017	Financial Advisor	Total value (USDm)	Number of transactions	Ranking 2016	Variation Total value (%)
1	BBVA	21,50	1	*	*
2	Banco BTG Pactual	15,00	1	3	-78,20

By nº of transactions

Ranking 2017	Financial Advisor	Number of transactions	Total value (USDm)	Ranking 2016	Variation nº Of transactions
1	BBVA	1	21,50	*	*
2	Banco BTG Pactual	1	15,00	5	0
3	Alantra (ex N+1)	1	-	*	*

TTR Rankings are generated with transactions announced between 1 January and 30 June 2017. 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 2016
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MERGERS AND ACQUSITIONS

Legal Advisors

By total value of transactions

Ranking 2017	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2016	Variation Total value (%)
1	Estudio Muñiz	1.002,57	12	3	372,27
2	Garrigues Perú	119,00	2	12	559,23
3	Payet, Rey, Cauvi, Pérez Abogados	50,50	3	2	-82,91
4	Rodrigo, Elías & Medrano Abogados	29,00	2	1	-94,43
5	DLA Piper Pizarro Botto Escobar	21,50	1	14	*
6	Miranda & Amado Abogados	11,00	2	5	-89,76
7	Rebaza, Alcázar & De Las Casas Abogados Financieros	0,99	1	7	-98,05
8	Montezuma & Porto	0,50	1	*	*

By nº of transactions

Ranking 2017	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2016	Variation nº Of transactions
1	Estudio Muñiz	12	1.002,57	1	4
2	Payet, Rey, Cauvi, Pérez Abogados	3	50,50	3	-4
3	Garrigues Perú	2	119,00	6	-2
4	Rodrigo, Elías & Medrano Abogados	2	29,00	2	-5
5	Miranda & Amado Abogados	2	11,00	7	-1
6	DLA Piper Pizarro Botto Escobar	1	21,50	14	0
7	Rebaza, Alcázar & De Las Casas Abogados Financieros	1	0,99	5	-3
8	Montezuma & Porto	1	0,50	*	*

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PRIVATE EQUITY & VENTURE CAPITAL

Legal Advisors

By total value of transactions

Ranking 2017	Legal Advisor	Total value (USDm)	Number of transactions	Ranking 2016	Variation Total value (%)
1	Estudio Muñiz	91,00	1	2	32,27
1	Garrigues Perú	91,00	1	*	*
2	Payet, Rey, Cauvi, Pérez Abogados	29,00	1	7	*
2	Rodrigo, Elías & Medrano Abogados	29,00	1	8	*
3	Montezuma & Porto	0,50	1	*	*

By nº of transactions

Ranking 2017	Legal Advisor	Number of transactions	Total value (USDm)	Ranking 2016	Variation nº Of transactions
1	Estudio Muñiz	1	91,00	2	0
1	Garrigues Perú	1	91,00	*	*
2	Payet, Rey, Cauvi, Pérez Abogados	1	29,00	7	0
2	Rodrigo, Elías & Medrano Abogados	1	29,00	8	0
3	Montezuma & Porto	1	0,50	*	*

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MERGERS AND ACQUSITIONS

Dealmakers - Legal Advisors

By total value of transactions

Ranking 2017	Name	Total value (USDm)	Number of transactions	Firm
1	Mauricio Olaya Nohra	926,37	8	Estudio Muñiz
2	Andrés R. Kuan-Veng Cabrejo	822,17	3	Estudio Muñiz
3	Gillian Paredes	759,17	1	Estudio Muñiz
4	Juan Carlos Vélez	130,00	3	Estudio Muñiz
5	Sergio Amiel	119,00	2	Garrigues Perú
6	Mercedes Fernández Moscol	63,00	2	Estudio Muñiz
7	Santiago Quiroz	44,20	5	Estudio Muñiz
8	Sandro Fuentes	29,00	1	Rodrigo, Elías & Medrano Abogados
8	Juan Antonio Egüez	29,00	1	Payet, Rey, Cauvi, Pérez Abogados
9	Luis E. Vargas	21,50	1	DLA Piper Pizarro Botto Escobar

By nº of transactions

Ranking 2017	Name	Number of transactions	Total value (USDm)	Firm
1	Mauricio Olaya Nohra	8	926,37	Estudio Muñiz
2	Santiago Quiroz	5	44,20	Estudio Muñiz
3	Andrés R. Kuan-Veng Cabrejo	3	822,17	Estudio Muñiz
4	Juan Carlos Vélez	3	130,00	Estudio Muñiz
5	Sergio Amiel	2	119,00	Garrigues Perú
6	Mercedes Fernández Moscol	2	63,00	Estudio Muñiz
7	Rocío Liu Arévalo	2	11,00	Miranda & Amado Abogados
8	Gillian Paredes	1	759,17	Estudio Muñiz
9	Sandro Fuentes	1	29,00	Rodrigo, Elías & Medrano Abogados
9	Juan Antonio Egüez	1	29,00	Payet, Rey, Cauvi, Pérez Abogados

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M&A

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