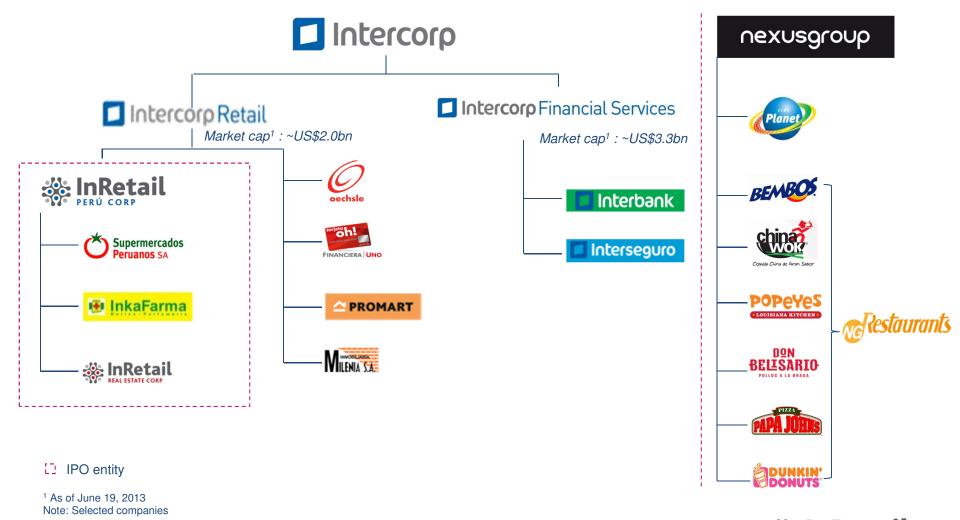






# InRetail is Part of the Retail Arm of One of Peru's Leading Business Groups



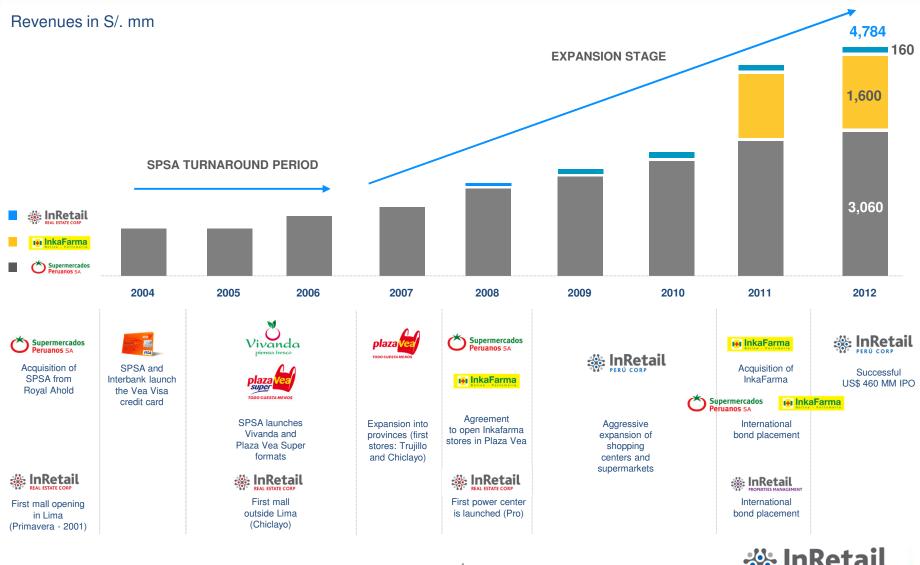


# InRetail at a glance

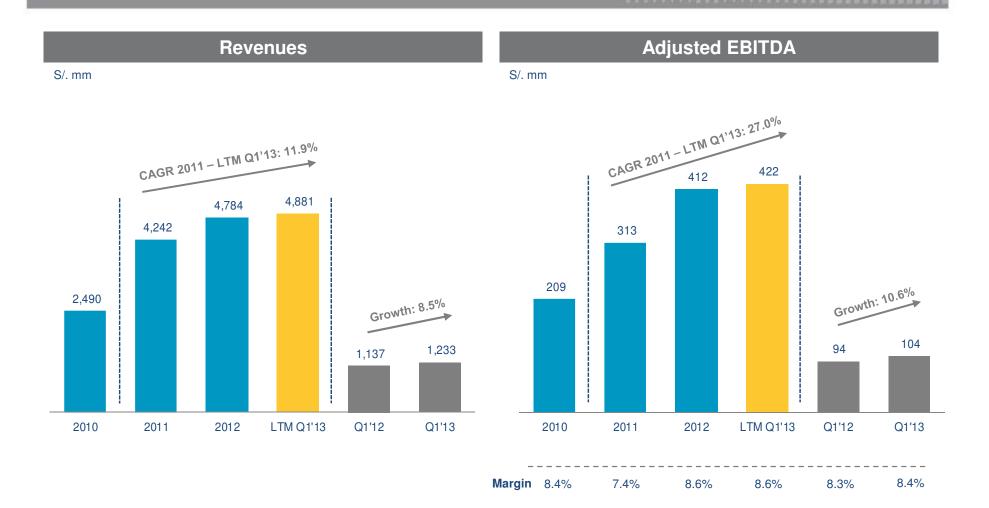
|                                | Supermarkets                 | Pharmacies      | Shopping<br>Centers       |                    |
|--------------------------------|------------------------------|-----------------|---------------------------|--------------------|
| LTM Q1' 2013<br>(S/. millions) | Supermercados<br>Peruanos SA | InkaFarma       | InRetail REAL ESTATE CORP | InRetail PERÚ CORP |
| Revenues                       | 3,112                        | 1,634           | 176                       | 4,881              |
| % of Revenues                  | 63.2%                        | 33.2%           | 3.6%                      | 100%               |
| Adjusted EBITDA                | 198                          | 136             | 93                        | 422                |
| % of Adj. EBITDA               | 46.4%                        | 31.9%           | 21.7%                     | 100%               |
| Market position                | 2 <sup>nd</sup>              | 1 <sup>st</sup> | 1 <sup>st</sup>           |                    |
| # Stores / Properties          | 88                           | 610             | 14                        |                    |
| Sales area / GLA               | 226,775 sqm                  | N/A             | 318,304 sqm               |                    |
| # Employees                    | 12,954                       | 7,957           | 366                       |                    |



## Proven track record of profitable growth

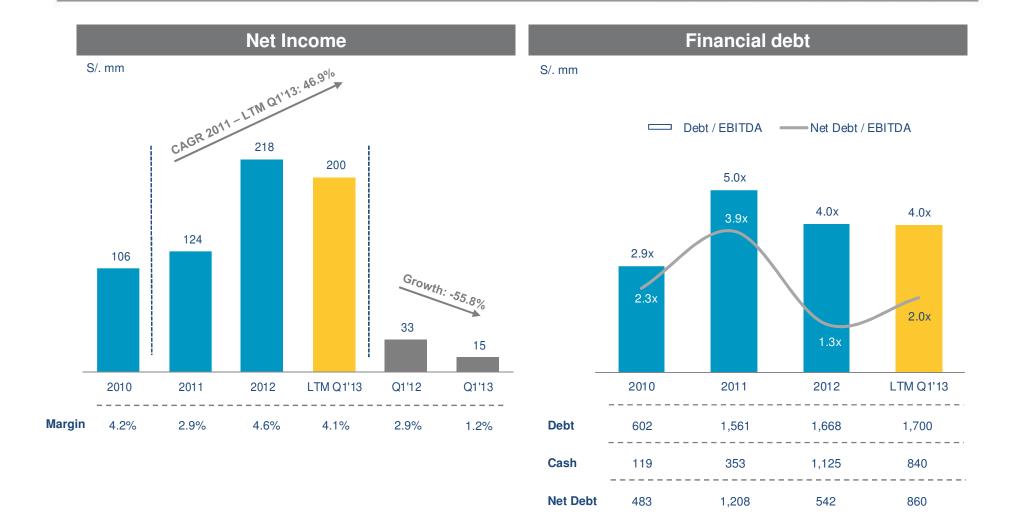


# InRetail consolidated key financial figures (1/2)





# InRetail consolidated key financial figures (2/2)









www.inretail.pe

## **InRetail IPO Summary**

## **Transaction Summary**

- On October 3<sup>rd</sup>, 2012 InRetail raised US\$400 million at US\$20 / share
- On October 22<sup>nd</sup>, 2012 an over-allotment option was fully exercised, raising an additional US\$60 million
- 23 million new shares were issued, representing approximately 22% of common stock
- Shares are trading in the Lima Stock Exchange under the ticker symbol INRETC1
- Use of proceeds are to fund growth plans at our supermarkets and shopping centers segments

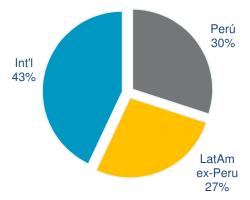
## **Shareholder Structure after IPO**

As of December 31, 2012

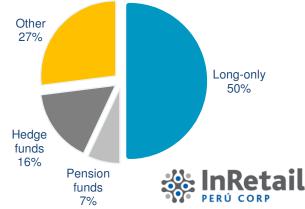
| Shareholders               | Shares      | (%)     |
|----------------------------|-------------|---------|
| Intercorp and Subsidiaries | 73,765,779  | 71.75%  |
| NG Pharma                  | 6,476,959   | 6.30%   |
| Float                      | 22,564,581  | 21.95%  |
| Total                      | 102,807,319 | 100.00% |

#### **Allocation breakdown**

### By geography:

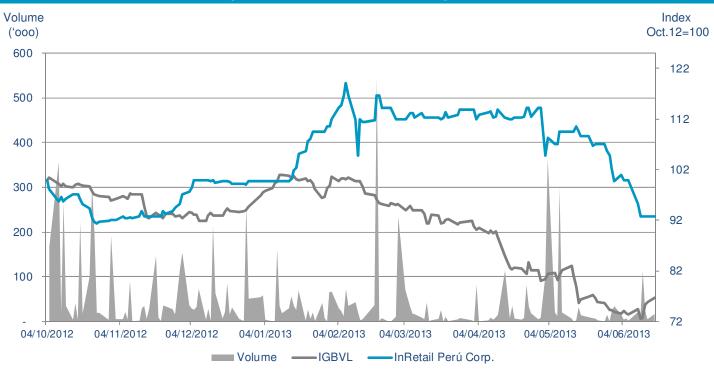


#### By type of investor:



## **Stock Price Performance**





| Stock Price (US\$) |       |  |
|--------------------|-------|--|
| IPO                | 20.00 |  |
| Máx.               | 25.00 |  |
| Promedio           | 21.87 |  |

| Volume                          |         |
|---------------------------------|---------|
| Average daily trading (#shares) | 46,087  |
| Average daily trading (US\$)    | 994,394 |



