



InRetail
PERÚ CORP

EARNINGS PRESENTATION
SECOND QUARTER 2013

July 30, 2013



InkaFarma
Botica - Perfumeria



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InRetail at a Glance

	Supermarkets	Pharmacies	Shopping Centers	
LTM Q2 2013 (S/. millions)				
Revenues	3,148	1,684	189	4,971
Adjusted EBITDA	198	140	104	439
Market position	2 nd	1 st	1 st	
# Stores / S.Centers	88	636	14	
Sales area / GLA	226,775 sqm	N/A	337,511 sqm	
# Employees	12,833	8,252	369	

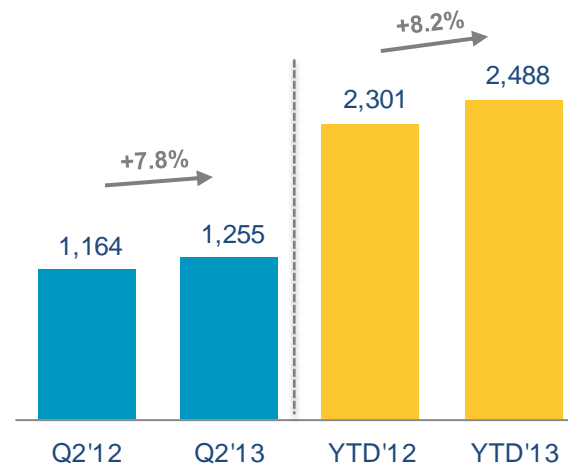
Q2'13 Consolidated Results

Million Soles (S/. mm)

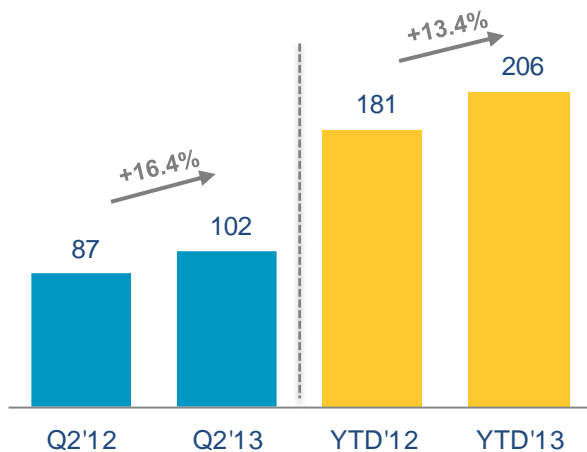
Q2'13 Highlights

- **7.8% growth in Revenues**
 - 26 pharmacies added to the network
 - Two shopping centers expanded (18,824 sqm)
 - -2.1% SSS in Supermarkets, +0.4% SSS in Pharmacies
- **16.4% growth in Adj. EBITDA**
 - Adj. EBITDA Margin improvement (+ 60 bps)
- **Net loss of S/. 55 million (Net income of S/. 12 million excluding Forex and mark-to-market)**

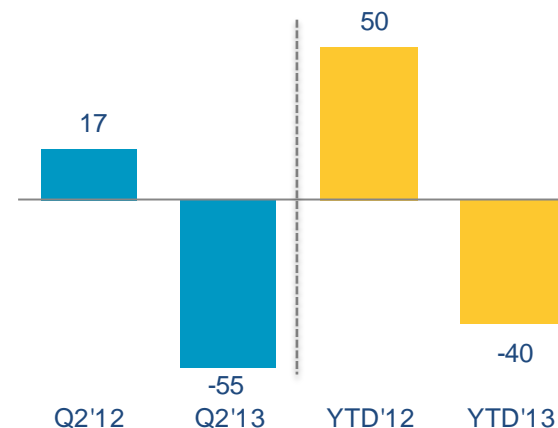
Revenues



Adj. EBITDA



Net Income



Margin

7.5%

8.1%

7.9%

8.3%

Margin

1.4%

-4.4%

2.2%

-1.6%

Revenues growth of 7.8%

Million Soles (S/. mm)

Revenues

	Q2'13	Var% Q2'12	YTD '13	Var% YTD'12
Revenues:				
Supermarkets	781	4.8%	1,562	6.0%
Pharmacies	439	12.8%	854	10.8%
Shopping Centers	48	40.6%	97	43.9%
Eliminations	-13	215.6%	-24	127.0%
Total revenues	1,255	7.8%	2,488	8.2%

% Part.
Q2'13

Supermarkets

- +4.8% vs. Q2'12; +6.0% vs. YTD'12
- Q2'13 SSS: -2.1%, YTD'13 SSS: -1.4%
- 10 new stores since Q2'12 (19,533 sqm), total 88 (226,775 sqm)

61.6%

Pharmacies

- +12.8% vs. Q2'12; +10.8% vs. YTD'12
- Q2'13 SSS: +0.4%, YTD'13 SSS: -0.3%
- 26 pharmacies added to the network in Q2'13, 171 since Q2'12, total 636

34.6%

Shopping Centers

- +40.6% vs. Q2'12; +43.9% vs. YTD'12
- Two expansions in Q2'13 (18,824 sqm), one new shopping center opened and 8 expansions since Q2'12 (79,140 sqm), total 303,677 sqm (337,511 sqm including 2 managed properties)

3.8%



* Filete de atún BELL'S en aceite / en agua y sal la x 170 gr. Precio normal: S/. 5.49 c/u



Arroz extra BELL'S bl x 750 gr. Antes: S/. 2.79

S/. 1.99



70% OFF

Lomo desmenuzado de anchoveta BELL'S en aceite vegetal la x 170 gr. Antes: S/. 1.99

El segundo te sale a:

S/. 0.60



**Panetón BELL'S bl x 900 gr. Antes: S/. 13.49

S/. 9.49



*** Baguette clásico x un. Antes: S/. 0.99

S/. 0.69

* Máximo 2 promociones por cliente.
 ** No disponible en Plaza Vea Magdalena y Próceres.
 *** No disponible en Plaza Vea Encinas.

Adjusted EBITDA growth of 16.4%

Million Soles (S/. mm)

Adj. EBITDA

	Q2'13	%Rev	Var% Q2'12	YTD '13	%Rev	Var% YTD'12
Adj. EBITDA:						
Supermarkets	42	5.4%	-0.7%	87	5.6%	-0.2%
Pharmacies	36	8.2%	12.2%	70	8.2%	8.2%
Shopping Centers	25	51.2%	81.6%	51	52.4%	66.8%
Eliminations and holding	-1		68.4%	-2		120.7%
Total Adj. EBITDA	102	8.1%	16.4%	206	8.3%	13.4%



% Part.
Q2'13

Supermarkets

- -0.7% vs. Q2'12; -0.2% vs. YTD'12
- EBITDA Mg. 5.4% vs. 5.7% in Q2'12; 5.6% YTD'13 vs. 5.9% YTD'12
- Slower sales growth, lower gross margin due to an increase in promotional campaigns, and higher logistic expenses due to higher number of stores in provinces, partially compensated by *entry fee* paid by *Tarjeta Oh!*

Pharmacies

- +12.2% vs. Q2'12; 8.2% vs. YTD'12
- EBITDA Mg. 8.2% vs. 8.2% in Q2'12 ; 8.2% YTD'13 vs. 8.4% YTD'12
- Higher gross margin due to an increase in penetration of high margin products compensated higher logistic and new store expenses associated to 56 stores with less than six months of operations

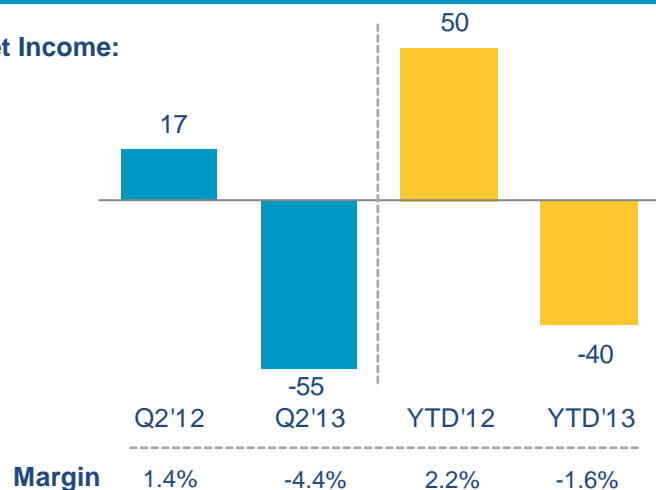
Shopping Centers

- +81.6% vs. Q2'12; 66.8% vs. YTD'12
- EBITDA Mg. 51.2% vs. 39.6% in Q2'12; 52.4% YTD'13 vs. 45.2% YTD'12
- Dilution of fixed costs due to higher rental revenues, despite the increase in SG&A as a result of the consolidation of the real estate team previously spread across different entities

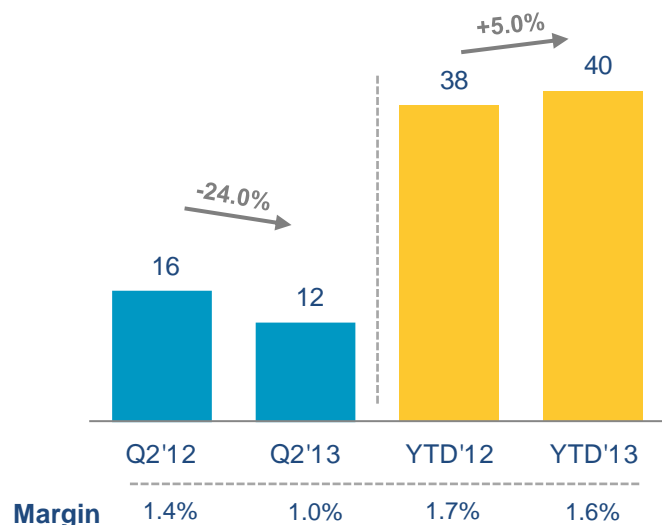
Excluding Forex and mark-to-market, Net Income decrease of 24.0%

Consolidated Net Income

Net Income:



Net Income excluding after-tax forex and mark-to-market gains:

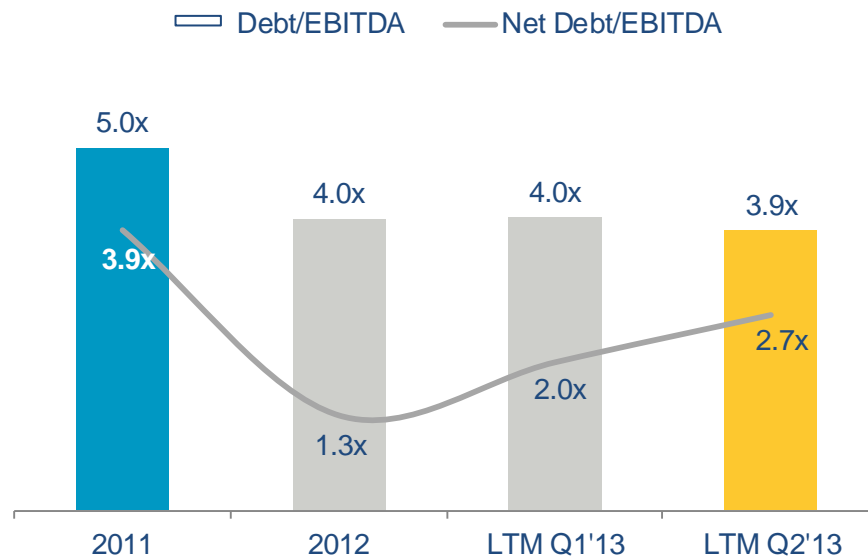


- Higher operating profit
- Net income decrease of 24.0% in Q2'13 (increase of +5.0% YTD'13), excluding forex and gain in fair value of investments
- Foreign exchange loss in Q2'13 negatively affecting our Consolidated Net Income:
 - Exchange loss of S/. 96.1 million in Q2'13 vs. loss of S/. 2.4 million in Q2'12
 - Exchange loss of S/. 117.5 million YTD'13 vs. gain of S/. 11.7 million YTD'12
- Slight increase in fair value of investment properties
 - Mark-to-market adjustment of S/. 0.8 million in Q2'13 vs. S/. 3.3 million in Q2'12
 - Mark-to-market adjustment of S/. 2.7 million YTD'13 vs. S/. 4.3 million YTD'12

Consolidated Financial Debt

Million Soles (S/. mm)

Financial Debt



Debt	1,561	1,668	1,700	1,689
Cash	353	1,126	840	508
Net Debt	1,208	542	860	1,181



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