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PRA Project

Annual Report FY 2006

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PRA Project

Poverty Reduction and Alleviation

Contract No. 527-C-00-99-00271-00

ANNUAL REPORT

FY 2006

DISCLAIMER

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ANNEX A: FY2006 PRA Business Results

ANNEX B: Forest Certification Results and Activities Through September 2006

LIST OF ACRONYMS

ESC	Economic Service Center
PPP	Public-Private Partnership(s)
PRA	Poverty Reduction and Alleviation Project
PROINVERSION	Agencia para la Promoción de la Inversión privada
TEU	Twenty-foot equivalent unit
USAID	United States Agency for International Development

I. PRESENTATION OF PRA

We are pleased to present the Annual Report for FY 2006 for the Poverty Reduction and Alleviation (PRA) Project. In Section I, we provide an overview of the project and summarize the operating principles which underlie the PRA Project and which make it unique (subsection A). We then present the project's results framework and results to date (subsection B). In Section II we present in more detail the PRA Business component's activities and results during FY 2006. And in Section III we present the FY 2006 activities and results of PRA's Public-Private Partnerships (PPP)/Infrastructure Finance component.

A. PRA's Approach to Poverty Reduction

The PRA Project Objective: The Poverty Reduction and Alleviation Project was designed to contribute to the reduction of poverty through the mobilization of private enterprise activity and investment in key economic corridors, defined as natural commercial networks linking rural areas with intermediate cities that exhibit both a high incidence of poverty and high economic growth potential. PRA works through two main components:

- *PRA Business:* Promote private and market-driven enterprise growth in the economic corridors through the development of individual enterprises, using Economic Service Centers (ESC) to, among others, facilitate access to information on markets; provide technical and management assistance; organize supply; and act as an aggressive broker of deals between foreign and domestic buyers and investors, on the one hand, and local producers, on the other.
- *PRA Public-Private Partnerships (PPP)/Infrastructure:* Facilitate enterprise development, improve productivity and competitiveness, and spur economic growth in key regions of Peru, through the design and implementation of long-term public-private partnerships to finance, build, rehabilitate, operate and maintain major road and port infrastructure projects.

Several principles underpin PRA's approach to poverty reduction through each of its two main component activities:

A1. PRA Business Component

Six operating principles drive the business component of the PRA Project:

- *Practice what Demand-Driven really means:* As depicted in Exhibit 1, PRA attacks poverty through a demand driven approach to economic growth. "Market-oriented" and "demand-driven" are the mantras of the day. Still, it is one thing to argue for connections with markets; it is another to look to – and accept – demand as the engine of the process. Understanding demand and recognizing that demand pulls supply is the project's central operating principle. Production is focused on what can be sold, not on selling what can be produced. Equally important to the acceptance of demand as the point of departure for defining PRA interventions is the principle that PRA defines and articulates demand not in the abstract or based on econometric models, but rather in very practical terms; i.e., the identification of demand as defined by specific, private enterprises and entrepreneurs. In short, demand is seen and articulated through the optic of specific private enterprises. This focus on identifying demand at the enterprise level flows directly to the second principle underlying the PRA conceptual model.

- Private-Sector Led:* PRA clients are enterprises and entrepreneurs with a specific name, address, telephone number and email. Put another way, the focus of PRA is not on sectors, products or groups of producers, but rather individual business enterprises. PRA interventions are geared to enhance the ability of each supported enterprise to fully exploit its identified market potential. In our judgment, a crucial obstacle to the development of the *sierra* and *selva* of Peru is the paucity of entrepreneurs and associated business enterprises. Hence PRA's client focus is to support and nurture the growth of business enterprises throughout the nine economic corridors and seven Alternative Development Departments where PRA activities are centered.
- Decentralized Implementation through Regional Economic Corridors:* PRA interventions are implemented in economic corridors characterized by a high incidence of poverty but with identified economic growth potential. This decentralized "corridor" approach is carried out through nine Economic Service Centers (ESCs) located in Peru's *sierra* and *selva* as well as the northern departments of the country, with ESCs located in Piura and Jaen associated with Ecuador-Peru Bi-national Commission (see Exhibit 2). These ESCs provide technical assistance to enterprises with identified markets to eliminate specific bottlenecks and to improve their competitiveness through: (i) further strengthening both domestic and export market linkages and value chains; and, (ii) the elimination of specific bottlenecks which constrain enterprise growth. In Peru, based on PRA's more than six years of field activity, the principle constraint faced by Peruvian enterprises and entrepreneurs operating in the *sierra* and *selva* has been the organization of supply and the linkage of supply with specific enterprises that have demand. This value chain bottleneck is largely a consequence of the acute fragmentation of land holdings among hundreds of thousands of small holders who operate at subsistence levels, generally without land titles, and who live and work in a highly politicized agrarian environment characterized by the absence or weakness of government institutions, frequent terrorist activity and illicit drug production and trafficking. Building confidence and effective working linkages between business enterprises and agrarian producers in this volatile environment has been PRA's single most important contribution over the initial years of the project activity. PRA's ESC's have been the key institutional facilitator linking enterprises with producers across numerous value chains.
- Outsourcing PRA Implementation to Private Sector Institutions:* In contrast to many Government and donor programs, management of the PRA project has been "outsourced" at both the national level and at the ESC level to private institutions (see Exhibit 3). USAID, as the managing and funding donor, has retained a private contractor, presently Chemonics International, to organize and supervise program implementation. The USAID financed contractor has, in turn, managed and run the PRA project at the ESC level through competitively selected, regional consortia of private sector enterprises, NGOs and regional universities. Each selected ESC operator is responsible for its overall budget and the attainment of key program results defined in terms of incremental enterprise sales, employment and investment. This "outsourced" arrangement has allowed for the expeditious and efficient implementation of the project, including the ability to replace both the prime and ESC subcontractors if performance targets are not achieved. In Peru today this form of "outsourced", top to bottom implementation of a Government sponsored program by private contractors stands almost alone. The "outsourcing" model as presently practiced by the PRA project, stands as a worthy example, with tested Peruvian-based results, and should be considered for replication both at the national and at the regional government level.

- Intensified Focus On and Linkage with the DEVIDA/USAID Alternative Development (AD) Program in Seven Priority AD Departments:* Since May 2003, PRA has taken concerted actions to further strengthen and concentrate its focus on and work in the seven Alternative Development Departments as called for in PRA contract modification no.15. As we have learned over the years working in the *sierra* and *selva*, and particularly in the coca valleys, an important constraint to the economic development equation is the paucity of private enterprise activity in these regions. This is evident to even the casual observer visiting Aguaytia, Tingo Maria, Tocache, Juanjui and San Alejandro in San Martin and Ucayali Departments, and San Francisco in the VRAE. Equally obvious is the lack of supporting institutions in these regions which are essential for businesses to function and flourish. Of particular note is the limited presence of commercial banking services.

To counter the pervasive risk aversion that has impeded private investment and economic development in these areas, PRA has intensified its efforts since 2003 to bring businesses and entrepreneurs to the regions, holding their hands, if you will, in an effort to build confidence that working and investing in the *sierra* and *selva* makes sense. Each limited PRA success has served as fuel for future success (see box below). This confidence-building work with the business sector, coupled with PRA's ability to organize producers to meet the quantity and quality standards of a formal and demanding business partner is what PRA's work is all about.

Made in Peru with Pride

Frito Lay's long standing risk aversion to sourcing potatoes from Peru led them to import potatoes from Colombia. This practice was changed through PRA's steady work over three years. Frito Lay now sources its potatoes for domestic potato chip production entirely from small-scale producers in Huanuco. This success gave Frito Lay the confidence to work with PRA in Aguaytia to source bananas from ex-cocaleros, rather than Colombia, for their popular "Caribas" brand of banana chips. As with Lay's potato chips, each package of "Caribas" chifles now proclaims: "Made in Peru with Pride"

We start with the enterprise and work backwards to bring in the producers, thus connecting demand with supply. We subsequently work to build lasting "business bonds" between the private and subsistence sectors, with particular emphasis on working with and integrating *ex-cocaleros* into sustainable, business-based markets.

- Continuous Performance Monitoring:* PRA results are subject to continuous performance monitoring of incremental enterprise sales, employment generation as well as investment. At the beginning of each working relationship with a new PRA enterprise client, a formal agreement is reached with the client that it will allow PRA access to its books over time, on a confidential basis, to determine the net incremental sales, employment and investment that have been generated as a result of PRA support. The presence and rigorous management of the PRA monitoring system has been a key factor affecting program continuity and performance. Without the constant feedback of performance results provided by the PRA monitoring unit, the project would not have a systematic way to judge performance of individual ESCs and, in turn, make management adjustments to improve project performance.

A2. PRA Public-Private Partnerships/Infrastructure Finance Component

The PRA PPP infrastructure finance component has been guided by four important operating principles:

- Alpha to Omega Technical Assistance:* To ensure comprehensive, professional and transparent structuring of PPP projects, PRA has advocated the importance of the transaction advisor, in this case the PRA PPP team, advising the client from the onset

of each PPP Project design to final contract award. PRA's beginning to end management of PPP engagements is based on our Two Phase approach to PPP project design and the subsequent tendering and contract award process. This "turn-key" approach has been used in the case of the major highway concessions handled by PRA to date. The contractor's experience in Indonesia, Colombia, the Philippines, South Africa, and now Peru provides the empirical base demonstrating the importance of "turn-key", Alpha-to-Omega transaction advice to successful closure of PPP infrastructure projects. We believe the tendency of many governments to separate the design/due diligence phase from the tendering and award phase of PPP initiatives explains, in part, the poor progress made in bringing competitively tendered PPP projects to contract closure.

- *Encourage Vigorous and Transparent Competition:* To foster transparency and generate the lowest cost service provision to end-users and Government, all PRA PPP infrastructure interventions are designed to encourage vigorous competition among PPP infrastructure providers, both domestic and international. Competition is perhaps the core underlying principle in PPP procurements and is the only way to assure success and best results from any PPP transaction. PPP does not always guarantee lower prices, or better services – competition does. Furthermore, competition helps bring about efficiency, reduces price distortions, promotes greater accountability and transparency in business decisions, and leads to better corporate governance. PPP is still a relatively new process, and strongly opposed by some who do not trust the private sector to act in the public interest when placed in situations that are frequently monopolistic in nature. Thus it is essential that the perception of absolute propriety be established and maintained. Competitive tendering and the efficient management of the tendering process are essential to ensure the highest quality of service provision at the lowest possible price.
- *Develop strong partnerships with government counterparts.* Our ability to achieve the PPP Program's goals has been directly related to the implementation of an efficient and effective association with the relevant government institutions. Thus, as part of our guiding principles for successful PPP design and implementation, we have emphasized the development of a strong partnership and a collaborative relationship with our main government counterpart, PROINVERSION, as well as with the Ministry of Transport and Communications (MTC), the Ministry of Economy and Finance (MEF), and the transport sector regulator (OSITRAN).
- *Tap Local Capital and Financial Markets:* To reduce risk as well as tap Peru's substantial (i.e., over \$9.0 billion in assets) and dynamic capital market all PRA PPP project interventions are designed to specifically tap the financial resources potentially available from domestic sources.

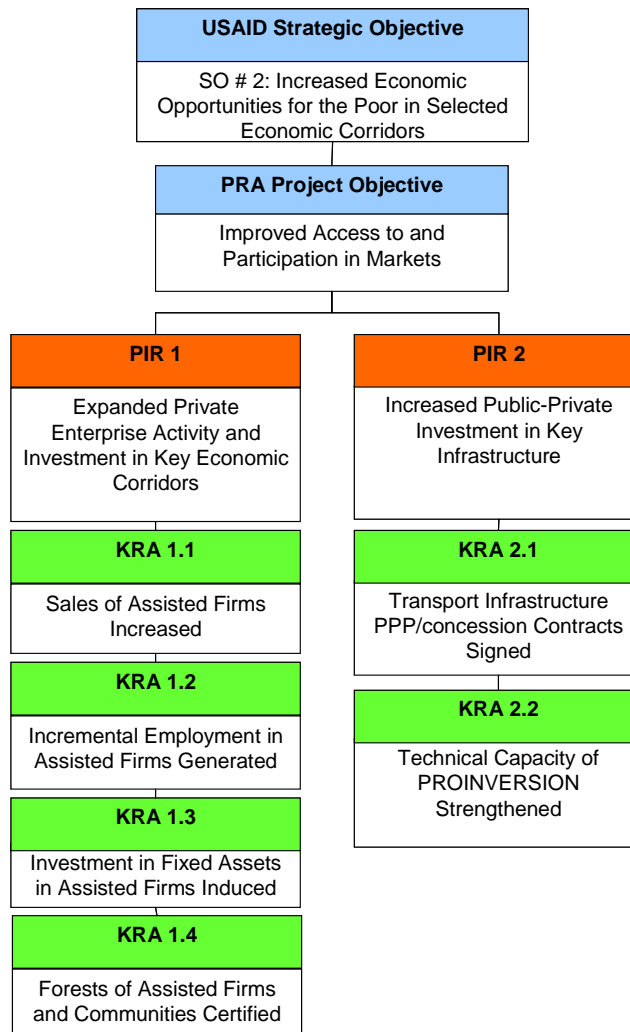
B. Managing for Results

In this subsection we present our project results framework and results to date.

B1. The Results Framework

Within the framework of results detailed in the USAID/Peru Country Strategic Plan 2002-2006, PRA has developed the project's Results Framework (RF) that has guided its implementation. The RF for PRA is shown below.

Exhibit 1: Project Results Framework



B2. Results to Date

Modification 15 to the PRA contract established the following performance targets:

- 45,000 – 52,000 additional jobs
- \$140,000,000 to \$160,000,000 in incremental sales
- \$12 million to \$14 million in new investments
- 4 – 6 public-private partnership transactions completed

PRA business results are on target to exceed these contractual targets. Through September 2006, PRA has generated \$146.9 million in sales, 10.7 million days of labor (equivalent to 53,729 permanent jobs), and more than \$13.2 million in new investment.

PRA's Infrastructure component has achieved important results under challenging circumstances, despite significant budget reductions and closing ahead of schedule. As of September 2006, PRA has completed the IIRSA Amazon North Highway Concession, the concession of the new South container Port at the Port of Callao, and the comprehensive transaction design study of rural electrification programs in VRAE, Tocache and Ucayali. To date, USAID's support to ProInversión, through PRA's Infrastructure Component, has leveraged more than \$550 million in private investment for the development of infrastructure projects in Peru. In addition, PRA continues to support ProInversión in the IIRSA Amazon Central Highway concession process, which is expected to conclude in early 2007.

II. PRA BUSINESS COMPONENT

The purpose of the Peru Poverty Reduction and Alleviation (PRA) Project's business promotion component is to contribute to poverty reduction by generating sustainable income and employment and mobilizing private sector investment in poor "economic corridors" through regional Economic Service Centers (ESCs). The ESCs work with business clients in each corridor, identifying market opportunities and contacts, and organizing supply in response to specific demand. PRA's nine Economic Service Centers, eight financed by USAID and one financed by *Minas Buenaventura* through a GDA arrangement with USAID, provide technical assistance to improve client competitiveness, through the organization of supply at the local level, improved technologies and non-financial assistance in managing the expansion of client businesses.

PRA results in each economic corridor are measured and reported against three business related performance indicators: (i) net incremental sales generated by PRA-supported businesses; (ii) net incremental employment generated; and (iii) incremental fixed asset investment by PRA-supported businesses. Modification 15 to the PRA contract established the following LOP performance targets for the PRA Business Component:

- \$140,000,000 to \$160,000,000 in incremental sales
- 45,000 – 52,000 additional jobs
- \$12 million to \$14 million in new investments

To date, PRA has generated \$146.9 million in sales, 10.7 million days of labor (equivalent to 53,729 permanent jobs), and more than \$13.2 million in new investment. PRA has exceeded the minimum contractual target established for all three indicators, and is on track to exceed the maximum contractual targets by the current contract end date, September 30, 2007.

Beyond the numbers: PRA clients and beneficiaries

PRA's clients are businesses that demand goods and services, often from small producers. In FY2006, more than 41,700 small producers from Peru's *sierra* and *selva* were linked to PRA's 206 active client businesses through outsourcing or as suppliers of inputs. These small producers, who now participate in the value chain and enjoy sustainable business relationships and markets, are beneficiaries of PRA.

Exhibit 2: PRA Cumulative Results Through September 2006

ESC	Net Sales (US\$)	Days of Labor	Investment (US\$)
Ayacucho	9,037,830	1,177,392	170,993
Cusco	18,983,578	1,228,910	782,392
Huancayo	24,493,070	1,144,353	3,312,294
Huanuco	5,248,152	356,581	151,792
Jaen	18,982,622	1,217,663	827,428
Piura	4,988,859	260,202	1,696,000
Pucallpa	19,096,547	1,420,089	2,535,584
Tarapoto	10,704,479	1,285,363	1,015,947
Cajamarca	13,360,213	754,705	379,210
Huaylas	10,703,563	315,599	1,990,412
Puno	8,741,425	1,302,123	169,868
Subtotal	144,340,338	10,462,982	13,031,919
Huancavelica	2,642,608	282,822	207,613
Total PRA	146,982,946	10,745,803	13,239,532

Note: Results from the former PDA Sub-ESCs in VRAE, Tingo Maria, Aguaytia, And Tocache are included here under the ESCs in Ayacucho, Pucallpa, and Tarapoto.

A. FY 2006 Results

Exhibit 3 below shows the PRA Business component's FY2006 results.

Exhibit 3: PRA FY2006 Results

ESC	Net Sales (US\$)	Days of Labor	Investment (US\$)
Ayacucho	3,678,397	412,735	0
Cusco	6,717,672	305,102	766,276
Huancayo	8,986,404	278,281	626,705
Huanuco	926,530	43,305	113,488
Jaen	4,902,151	285,619	299,107
Piura	4,649,956	236,789	1,675,444
Pucallpa	6,584,960	359,057	725,960
Tarapoto	3,597,444	425,365	0
Cajamarca	2,430,154	82,403	0
Huaylas	2,560,875	68,938	0
Puno	1,069,561	107,852	0
Subtotal	46,104,103	2,605,447	4,206,980
Huancavelica	1,042,535	86,191	30,226
Total PRA	47,146,638	2,691,638	4,237,206

A1. Sales

PRA-supported businesses generated incremental sales of \$47.15 million during FY2006, representing 125% of the annual target, and a 38.7% increase over results from the previous fiscal year. Cumulative sales since PRA's inception in 1999 reached \$146.9 million during FY2006.

Exhibit 4: PRA FY2006 Sales Results vs. Targets by ESC

ESC	Target (US\$)	Result (US\$)	% Achieved
HUANCAYO	5,153,935	8,986,404	174%
CUSCO	4,055,985	6,717,672	166%
AYACUCHO	2,239,348	3,678,397	164%
PIURA	2,960,406	4,649,956	157%
PUCALLPA	5,324,813	6,584,960	124%
TARAPOTO	3,302,019	3,597,444	109%
JAÉN	5,700,796	4,902,151	86%
HUÁNUCO	1,316,211	926,530	70%
CAJAMARCA	1,863,071	2,430,154	130%
HUAYLAS	3,426,475	2,560,875	75%
PUNO	1,603,835	1,069,561	67%
SUBTOTAL	36,946,894	46,104,103	125%
HUANCAVELICA	875,544	1,042,535	119%
TOTAL PRA	37,822,438	47,146,638	125%

Exhibit 4 below highlights the project's top performing clients and products during FY2006.

Exhibit 5: Principal Client Businesses by Sales, FY2006

	Client	Product	ESC	Net Sales (US\$)
1	PISCIFACTORIA DE LOS ANDES	TROUT	HUANCAYO	3,377,512
2	OLAMSA	PALM	PUCALLPA	2,723,503
3	AGRICOLA EL BIAVO	RICE	TARAPOTO	2,497,823
4	AGROSINOR SAC	RICE	JAEN	1,978,473
5	GLOBE NATURAL INT'L	BEANS AND LEGUMES	PIURA	1,662,872
6	PISCIFACTORIA DE LOS ANDES	TROUT	CUSCO	1,581,306
7	MOLINOS SELVA	RICE	JAEN	1,567,425
8	TRANSFORMADORA AGRICOLA	TARA	CAJAMARCA	1,453,927
9	CERÁMICAS KANTU	DECORATIVE CERAMIC TILES	CUSCO	1,452,805
10	GLORIA S.A.	DAIRY	HUANCAYO	1,179,365
11	OTHERS			27,671,625
Total				47,146,638

Exports. Exports by PRA-supported businesses exceeded \$22 million during FY2006, representing 47% of total project sales for the period. The ESCs with the greatest percentage of export sales were Huancayo, Cusco and Piura.

Exhibit 6: PRA Export Sales 2000 – 2006 (US\$)

Region	ESC	FY 2000	FY 2001	FY 2002	FY 2003	FY 2004	FY 2005	FY 2006	Total Thru Sept. 2006
Coast	PIURA						108,521.01	3,138,633.55	3,247,154.56
Total Coast		0.00	0.00	0.00	0.00	0.00	108,521.01	3,138,633.55	3,247,154.56
Sierra/ Highlands	AYACUCHO		177,810.86	179,763.70	781,097.52	405,988.12	743,684.76	1,421,803.17	3,710,148.13
	CAJAMARCA	81,550.14	582,632.91	2,767,409.49	1,756,256.71	2,372,389.99	1,617,799.22	2,382,807.65	11,560,846.12
	CUSCO		81,420.00	342,277.51	1,386,328.48	1,403,586.91	2,933,380.17	4,380,841.59	10,527,834.65
	HUANCAVELICA				22,577.89	79,804.57	100,797.67	207,888.53	411,068.66
	HUANCAYO		503,563.99	909,789.75	1,881,383.90	2,272,987.68	3,812,885.98	5,939,004.67	15,319,615.97
	HUANUCO	49,587.33	203,795.03	369,336.34	369,843.43	66,298.84		496,875.68	1,555,736.65
	HUAYLAS		39,999.92	474,983.42	314,109.10	642,823.98	1,656,958.95	1,473,313.58	4,602,188.96
PUNO	9,917.61	10,976.14	202,082.59	1,186,742.83	2,929,392.59	939,282.53	620,693.22	5,899,087.51	
Total Sierra		141,055.08	1,600,198.85	5,245,642.80	7,698,339.86	10,173,272.67	11,804,789.29	16,923,228.10	53,586,526.65
Selva/ Jungle	JAEN		194,659.47	751,461.57	595,412.36	211,293.36	66,110.47	245,894.14	2,064,831.37
	PUCALLPA		19,864.12	126,388.23	116,298.84	175,812.76	502,710.01	1,653,417.33	2,594,491.29
	TARAPOTO			108,134.57		422,763.11	122,091.51	61,167.86	714,157.06
	AGUAYTIA						23,089.22		23,089.22
	TINGO MARIA						150,261.51		150,261.51
	TOCACHE						6,260.54		6,260.54
	VRAE						406,101.13		406,101.13
Total Selva		0.00	214,523.60	985,984.37	711,711.20	809,869.23	1,276,624.40	1,960,479.33	5,959,192.12
Total PRA		141,055.08	1,814,722.44	6,231,627.17	8,410,051.05	10,983,141.90	13,189,934.70	22,022,340.98	62,792,873.33

The principal export products during the period were trout, legumes, coffee, artichokes, tara, and wood. The United States was the largest single recipient of PRA-supported exports (36%), followed by Spain, Germany, China, Norway, the United Kingdom, and France, among others.

From 1999 – 2006, forty-one percent of PRA's client businesses have been involved in exporting. During FY2006, 106 percent of the project's 206 active clients (51.46%) exported. Historically, exports have accounted for 42.7% of total PRA sales.

Exhibit 7: Principal Exporting Businesses, FY2006

	Client	Product	ESC	Exports (US\$)
1	PISCIFACTORIA DE LOS ANDES	TROUT	HUANCAYO	2,778,341.65
2	GLOBE NATURAL INT'L	BEANS AND LEGUMES	PIURA	1,662,872.45
3	TRASFORMADORA AGRICOLA	TARA	CAJAMARCA	1,453,927.21
4	PISCIFACTORIA DE LOS ANDES	TROUT	CUSCO	1,106,913.89
5	NCS AMERICAN FORESTAL	WOOD	PUCALLPA	953,283.34
6	ARIN SA	JEWELRY	CAJAMARCA	844,393.34
7	CECOVASA	ORGANIC COFFEE	CUSCO	832,395.00
8	PROCESADORA MEJIA	BEANS AND LEGUMES	PIURA	706,390.36
9	TALSA	ARTICHOKE	HUANCAYO	647,310.96
10	MADERAS PERUANAS	WOOD	PUCALLPA	544,868.33
11	OTHERS			10,491,644.46
TOTAL				22,022,340.98

Exhibit 8: Principal Export Products by ESC, FY2006

Product	ESC	Exports (US\$)
TROUT	CUSCO, HUANCAYO, HUANCAVELICA	3,994,095
BEANS AND LEGUMES	PIURA, AYACUCHO, CUSCO	3,069,820
COFFEE	CUSCO, HUANCAYO, AYACUCHO, JAEN, PUCALLPA	2,745,317
ARTICHOKES	HUANCAYO, HUAYLAS, HUANUCO, HUANCAVELICA, AYACUCHO	2,638,244
TARA	CAJAMARCA, HUANUCO, CUSCO	1,941,009
WOOD	PUCALLPA	1,536,345
NATURAL COLORANTS	CUSCO	927,999
JEWELRY	CAJAMARCA	844,393
FABRICS	PUNO, HUANCAYO, HUANCAVELICA	593,591
PROCESSED FOOD PROD.	HUANCAYO	585,340
OTHERS	CUSCO, AYACUCHO, PIURA, HUANCAYO, HUAYLAS, JAEN, HUANUCO, TARAPOTO, PUNO, HUANCAVELICA, PUCALLPA	3,146,188
Total		22,022,341

It is important to point out that the majority of PRA-supported exports come from Peru's *sierra*, the central mountains and highlands located between the country's Western coast and Eastern jungle region. In FY2006, more than 76.6% of the project's exports came from the *sierra*. Since PRA's inception, 85.3% of all project-supported exports have come from Peru's *sierra*.

Exhibit 9: PRA Exports by Region 2000-2006

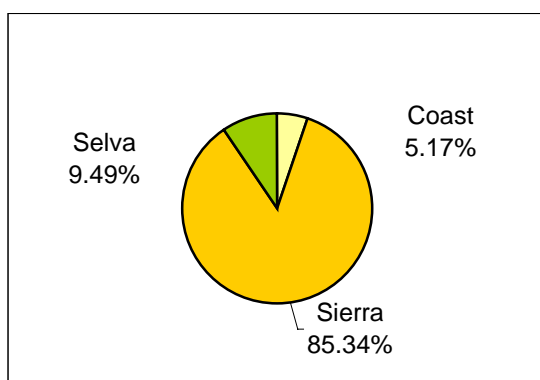
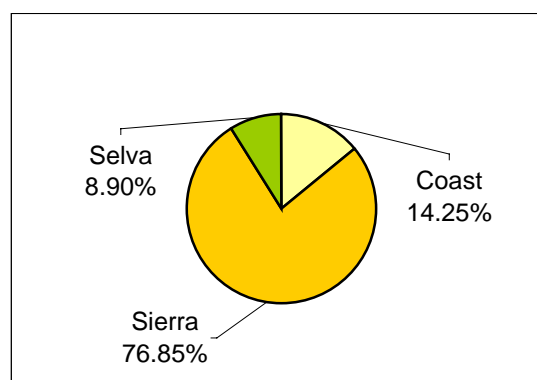


Exhibit 10: PRA Exports by Region FY2006



A2. Employment

During FY2006, PRA-supported businesses generated 2.69 million days of labor, or the equivalent of 13,458 permanent jobs, representing 90% of the annual target established in the project's work plan. To date, PRA has generated 10.75 million days of labor, equivalent to 53,729 permanent jobs.

The ESCs that generated the highest levels of employment in FY2006 were Tarapoto (cotton, rice), Ayacucho (household goods and handicrafts), Pucallpa (palm oil, fruits, cotton), and Cusco (coffee, natural colorants). The Huancavelica ESC reported 86,191 days of labor generated for the period, reaching 99.9% of its annual employment target.

Exhibit 11: FY2006 Employment Results vs. Targets by ESC

ESC	Target (Days of Labor)	Result (Days of Labor)	% Achieved
AYACUCHO	208,383	412,735	198%
TARAPOTO	318,596	425,365	134%
JAÉN	309,425	285,619	92%
HUANCAYO	308,387	278,281	90%
CUSCO	341,905	305,102	89%
PIURA	290,575	236,789	81%
PUCALLPA	563,986	359,057	64%
HUÁNUCO	99,955	43,305	43%
CAJAMARCA	108,350	82,403	76%
HUAYLAS	108,548	68,938	64%
PUNO	231,811	107,852	47%
SUBTOTAL	2,889,921	2,605,447	90%
HUANCAVELICA	86,244	86,191	100%
TOTAL PRA	2,976,165	2,691,638	90%

During FY2006, PRA's Monitoring and Evaluation Unit carried out a data quality assessment to evaluate and update the labor coefficients used to determine the level of employment generated by project-supported client businesses. In some cases, we determined that the labor coefficient decreased as a result of improved productivity. This was the case with OLAMSA in Pucallpa, which experienced a decrease in labor generated per unit of production of palm oil, as a result of improved productivity.

In other cases, such as handicrafts in Ayacucho, the original labor coefficients had been adapted from other products or geographic areas and, as such, did not give the most accurate account of labor generation. As a result of the data quality assessment, PRA has assigned more adequate labor coefficients to these businesses.

The data quality assessment also revealed that the labor coefficient for certain businesses, such as trout in Huancayo and Puno, had been underestimated and thus did not capture the full impact on employment throughout the value chain. As a result of the data quality assessment, some labor coefficients increased and others decreased, but the result ensures higher quality data with regard to employment generated by project-supported businesses.

A3. Investment

PRA's investment results are defined as new fixed asset investments by client businesses that are contemplated in the business plan/MOU between PRA and the client, and that have an expected useful life of at least one year. PRA's ESCs reported \$4.2 million in new fixed asset investments in FY2006, representing 113% of the annual target.

Exhibit 12: FY2006 Investment Results vs. Targets by ESC

ESC	Target (US\$)	Result (US\$)	% Achieved
PIURA	298,459	1,675,444	561%
CUSCO	540,677	766,276	142%
PUCALLPA	709,817	725,960	102%
HUANCAYO	687,038	626,705	91%
HUÁNUCO	175,456	113,488	65%
JAÉN	574,736	299,107	52%
AYACUCHO	298,513	0	0%
TARAPOTO	440,171	0	0%
CAJAMARCA*	0	0	0%
HUAYLAS*	0	0	0%
PUNO*	0	0	0%
SUBTOTAL	3,724,867	4,206,980	113%
HUANCAVELICA	43,060	30,226	70%
TOTAL PRA	3,767,927	4,237,206	112%

* These 3 ESCs were closed in late 2004 and have not been assigned investment targets for FY2006.

The most significant investment during FY2006 was made by PROCESADORA MEJIA to establish a processing plant in Piura, valued at \$1.5 million. Other important investments include \$680,000 by PISCIFACTORIA de los ANDES to install additional cage modules on Lake Titicaca and purchase equipment (Cusco/Puno), and \$650,000 by OLAMSA to expand its palm oil processing plant in Pucallpa.

The importance of these investments goes beyond meeting performance targets. Investments by PRA supported clients are significant because they are often made under adverse conditions in Peru's *sierra* and *selva* where the level of private investment is very low due to lack of infrastructure, access, and security. Ensuring the development of sustainable, licit economic activities in these areas of the country requires private sector investment. Attracting the necessary private capital to these long neglected areas requires handholding, improved infrastructure, and risk mitigation to address and overcome the many obstacles to investment.

B. PRA Results in Alternative Development Areas

During the current reporting period, responsibility for business promotion activities in the Alternative Development areas of Aguaytía, Tingo María, Tocache-Juanjuí, and VRAE was placed under the direction of PRA's ESCs in Pucallpa, Tarapoto, and Ayacucho. In FY2006 PRA-supported businesses reported \$7.9 million in sales and 602,794 days of labor within the 58 Priority AD districts defined by USAID/Peru. Additionally, PRA clients generated \$25.36 million in sales, or 54% of total FY2006 project sales, in the seven AD departments of Ucayali, San Martín, Junín, Cusco, Huanuco, Ayacucho, and Pasco.

Exhibit 13: FY2006 Sales in AD Departments and Priority Districts

REGION	Total Region	Priority districts	% Priority Districts
JUNIN	7,686,391	573,464	7%
UCAYALI	5,683,191	3,746,578	66%
CUSCO	3,066,983	171,077	6%
SAN MARTIN	3,667,944	1,698,618	46%
AYACUCHO	3,273,368	865,874	26%
HUANUCO	1,980,946	893,418	45%
Total	25,358,823	7,949,029	31%

PRA's FY2006 performance targets for Alternative Development areas, established in coordination with USAID, included the generation of \$4.2 million in sales in the 58 priority districts and the creation of 430,000 days of labor. PRA exceeded these targets, due to strong results in San Martín (Tarapoto-Tocache-Juanjuí ESC), Ucayali (Aguaytía ESC), and the VRAE. Results in Tingo María, on the other hand, were lower than expected. The difficulty in promoting and developing private businesses in Tingo María is explained by a number of factors, including: the strong presence of narcotraffickers in the area; the relatively small number of communities integrated into the program in relation to the area's productive potential; incursions by Sendero Luminoso in some villages; and the lack of security and presence of the State.

Exhibit 14: Results in Priority AD Districts vs. Targets, FY2006

AD Area	Sales (US\$)			Days of Labor		
	Result	Target	% Achieved	Result	Target	% Achieved
Tocache- Juanjuí	1,698,618	700,000	243%	244,160	71,497	341%
Aguaytía	4,276,112	1,650,000	259%	261,010	168,527	155%
VRAE	1,610,415	1,160,000	139%	87,102	118,480	74%
Tingo María	363,884	700,000	52%	10,521	71,496	15%
TOTAL	7,949,029	4,210,000	189%	602,794	430,000	140%

To date, the project has generated a total of \$25.7 million in sales and 2.19 million days of labor within the priority AD districts, and \$78.55 million (or 53.47% of total cumulative PRA sales) in sales and 6.079 million days of labor in the seven AD departments.

PRA-supported businesses invested \$1.6 million in new fixed assets in the seven AD departments during FY2006, of which \$714,867 (44.8%) was invested in the priority AD

districts. To date, PRA has generated \$7.3 million in investments in the seven AD departments, and \$1.9 million in investments in the 58 priority districts.

Exhibit 15 below shows the clients with the most sales in priority AD districts during FY2006. Exhibit 16 shows the main project supported products in AD districts during the same period.

Exhibit 15: Main PRA Clients in Priority AD Districts by Sales, FY2006

	Client	Product	ESC	Sales (US\$)
1	OLAMSA S.A	PALM	PUCALLPA	2,723,503.29
2	AGRICOLA EL BIAVO	RICE	TARAPOTO	898,716.84
3	CONSORCIO DE PRODUCTORES DE PLATANO DE UCAYALI	FRUITS	PUCALLPA	421,039.27
4	ALGODONERA DE LA SELVA SAC	COTTON	TARAPOTO	410,194.63
5	ALGODONERA JUANJUI	COTTON	TARAPOTO	363,151.27
6	NCS AMERICAN FORESTAL	WOOD	PUCALLPA	339,654.85
7	CONSORCIO COOPERATIVAS AGRARIAS CAFETALERAS CACVRA QUINACHO	COFFEE	AYACUCHO	304,526.44
8	PATT FRESH SAC	FRUITS	PUCALLPA	240,413.80
9	COOPERATIVA AGRARIA CAFETALERA PANGO	COFFEE	HUANCAYO	176,295.53
10	ASOCIACIÓN DE PALMICULTORES DE SHAMBILLO	PALM	PUCALLPA	157,374.53
11	LOS DEMAS			1,914,158.95
TOTAL				7,949,029.41

Exhibit 16: Main Products in Priority AD Districts by Sales, FY2006

Product	ESC	Sales (US\$)
PALM	PUCALLPA	2,880,878
COTTON	TARAPOTO, PUCALLPA	1,128,175
RICE	TARAPOTO, AYACUCHO	944,109
FRUITS	PUCALLPA, HUANCAYO	810,980
COFFEE	AYACUCHO, HUANCAYO, PUCALLPA, JAEN	722,429.31
CACAO	AYACUCHO, PUCALLPA, HUANCAYO	492,186.85
WOOD	PUCALLPA	339,654.85
PEANUTS	AYACUCHO	223,265.57
LIVESTOCK	PUCALLPA	128,712.53
SEASAME	AYACUCHO	125,417.58
OTHERS	AYACUCHO, HUANCAYO, PUCALLPA, TARAPOTO	153,220.25
Total		7,949,029

A more in depth discussion and analysis of PRA's client businesses in Alternative Development areas can be found in Section D, "Results and Perspectives from PRA's Economic Service Centers," specifically in the subsections dedicated to the ESCs in Ayacucho, Pucallpa, and Tarapoto.

C. Forest Certification Results and Activities

Since May 2006, The PRA Project has, at the request of USAID, incorporated a greater emphasis on supporting the development of forest-related businesses with potential clients in the departments of Ucayali, Loreto, San Martin and Madre de Dios. Because forest certification has proven to be an excellent tool to facilitate access to new markets and ensure the sustainability of forest resources, PRA aims to assist client businesses in these areas to certify 400,000 hectares of forest in accordance with Forest Stewardship Council (FSC) standards.

Within this context, PRA has worked to identify potential clients and develop business plans with those clients to overcome bottlenecks in three main areas: forest management; industrial processing; and the voluntary certification process. PRA gives technical assistance in each of these areas, with the goal of helping its clients to certify their forest operations and wood production by September 2007.

As of September 30, 2006 PRA is working with nine clients with a combined total of 532,643 hectares to certify. One of these clients, Forestal Venao, works under a participation agreement with eight native communities. Five clients operate private concessions. And two logging companies are linked to a group of native communities under a wood trade agreement in the regions of Ucayali, Madre de Dios, Pasco, and Guanaco.

Exhibit 17: PRA Forestry Clients as of September 30, 2006

Client	Extension (Ha)	Location/ Department	Type of work relationship
FORESTAL VENADO	190.983		
CCNN Nueva Shahuaya	47.580	UCAYALI	Participation agreement with 8 native communities
CCNN Sawawo	35.273		
CCNN El Dorado	27.060		
CCNN Nueva Victoria	7.894		
CCNN Santa Rosa	20.390		
CCNN Santa Ana	13.124		
CCNN Flor de Shengari	30.962		
CCNN Mapalja	8.700		
MADERERA MARAÑON	27.940	UCAYALI	Forest concession
GRUPO ARBE	31.309	UCAYALI	Forest concession
FORSAC	44.678	UCAYALI	Forest concession
AGRINSA	38.692	LORETO	Forest concession
SUPER PISOS	45.743	PASCO	Linked to 6 native communities in the Pichis Palcazú area
NCS American Forestal	46.313	UCAYALI	Forest development contract with the native community of Sinchi Roca
CCNN SANTA MARTA	10.198	HUANUCO	Commercial link yet to be established
CONSOLIDAD OTORONGO	76.017	MADRE DE DIOS	Forest concession
CORPFOREST	20.770	MADRE DE DIOS	Forest concession
TOTAL	532.643		

In September 2006, with the assistance of PRA and local NGO AIDER, seven native communities in Ucayali, Huanuco, and Pasco certified 95,999 hectares of forests. Through PRA, these communities have commercial relationships with forest and wood sector companies such as Super Pisos and NCS American Forestal in Pucallpa.

In August 2006, an external audit was conducted to assess the progress of PRA's forest certification activities. The auditor's report was generally favorable and made only minimal recommendations with respect to the schedule of activities. The auditor also graded each client's degree of commitment to the certification process and recommended whether or not to continue investing project effort and resources accordingly.

Exhibit 18: Expected Forestry Results by Client and Region through September 2007

Client		# Hectares	Date of Certification
Madre de Dios			
Forestal Otorongo		76,017	9/30/2007
CORPFOREST		20,770	9/30/2007
Ucayali			
Forestal Venao	Nueva Shahuaya	47,580	12/15/2006
	Sawawo	35,273	12/15/2006
	El Dorado	27,060	9/30/2007
	Nueva Victoria	7,894	9/30/2007
	Santa Rosa	20,390	9/30/2007
	Santa Ana	13,124	9/30/2007
	Flor de Shengari	30,962	9/30/2007
	Mapalja	8,700	9/30/2007
NCS American Forestal	CCNN Sinchi Roca	46,313	9/30/2006
ARBE		31,309	9/30/2007
FORSAC		44,678	9/30/2007
Maderera Marañon		27,940	9/30/2007
Huanuco			
CCNN Santa Marta		10,198	9/30/2006
Pasco			
Superpisos S.A.	CCNN Puerto Davis	15,553	9/30/2006
	CCNN Belen	13,825	9/30/2006
	CCNN Dinamarca	3,432	9/30/2006
	CCNN Puerto Leticia	2,744	9/30/2006
	CCNN El Milagro	3,934	9/30/2006
	CCNN La Divisoria	6,255	9/30/2006
Loreto			
AGRINSA		38,692	9/30/2007
Total Certified through Sept. 30, 2006		95,999	
Total to be Certified by Dec. 15, 2006		82,853	
Total to be Certified by Sept. 30, 2007		353,791	
Total to be Certified (cumulative)		532,643	

There were a few initial difficulties with the availability of consultants with the necessary expertise, which delayed some of the programmed activities. Another setback resulted from the delayed response by clients such as Forestal Otorongo, FORSAC and Forestal Anita-Grupo Arbe, with respect to the implementation of the proposed work schedule. To counteract these initial delays, PRA made a special effort to ensure that its programmed activities continued according to plan.

A local technical team was formed in September, based in Pucallpa. The aim is to have a team of people to complement the work of international consultants, and ensure that the recommendations of international consultants are followed through and implemented. This will contribute to strengthening local capacity and will help guarantee that best practices in forest management and forest certification will be sustained after the completion of the PRA project.

Through September 30, 2006, PRA has facilitated the voluntary certification of 95,999 hectares of forest, including 56,511 hectares belonging to the Sinchi Roca native community, which has a commercial relationship with NCS American Forestal, and the Santa Marta native community. Certification of these communities was financed by USAID's *Programa de Desarrollo Alternativo* (PDA) and supervised by the PRA Project.

D. Results and Perspectives from PRA's Economic Service Centers (ESCs)

D1. Ayacucho/VRAE

FY2006 Results vs. Targets. The Ayacucho ESC reached 164% of its sales target and 198% of its employment target for FY2006. Cacao and coffee sales from the Valle del Río Apurímac y Ene (VRAE) account for 42% of the ESC's FY2006 sales results. Businesses in the Ayacuchan *sierra*, particularly producers of household goods and handicrafts, drive the ESC's employment results, accounting for 56% of the Ayacucho ESC's employment generation for FY2006.

Indicator	Target	Result	% Achieved
Sales (\$)	2,239,348	3,678,397	164%
Employment (days of labor)	208,383	412,735	198%
Investment (\$)	298,513	0	0%

Main Products and Clients. Potatoes continue to be the ESC's main business in the Ayacuchan *sierra*, principally through client Consorcio Papa Buena. In the VRAE, our clients' results in cacao and coffee have been significant. With technical and commercial support from PRA, two client businesses have adopted strategies to standardize and ensure quality during the fermentation and drying processes. Client CACAO VRAE has increased its exportable yield to 97% as a result of its investment in post harvest infrastructure and drying facilities. Coffee producer CACVRA QUINACHO has achieved consistent, high quality coffee beans as a result of its new processing plant in the area.

PRA had high expectations for the snow peas (holantao) business with client Intipa Flowers, but 50% of the expected crop was damaged by frost. As a result, production and sales did not meet the targets set by the ESC for FY2006.

Client Nutreina began work on 50 hectares of artichokes in July 2006, of which 70% is farmland leased by Nutreina and 30% is outsourced to local farmers. Weather and temperature conditions have also affected the development of this crop, but PRA and the client still have high expectations for this promising business.

Household goods and handicrafts represent only 7% of the ESC's FY2006 sales, but they account for 56% of its employment results for the period.

Exhibit 20: Ayacucho ESC's Main Products, FY2006

Product	Net Sales US\$	Days of Labor
POTATO	832,566	44,070
CACAO	579,702	25,761
BEANS AND LEGUMES	452,254	29,525
COFFEE	383,670	15,379
HOUSEHOLD GOODS & HANDICRAFTS	260,741	231,279
PEANUT	223,266	18,296
AVOCADO	190,026	6,175
OTHERS	756,172	42,250
Total AYACUCHO	3,678,397	412,735

Exhibit 21: Ayacucho ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
CONSORCIO PAPA BUENA	POTATO	813,138	43,262	0
CONSORCIO COOPERATIVASAGRARIAS CAFETALERAS CACVRA QUINACHO	COFFEE	352,788	12,980	0
CACAO VRAE S.A.	CERT. ORGANIC CACAO	207,709	7,143	0
CONSORCIO COOPERATIVASAGRARIAS CAFETALERAS CACVRA QUINACHO	CERT. ORGANIC CACAO	206,830	7,009	0
INTIPA FLOWER EXPORT IMPORT SAC	SNOW PEAS	203,843	12,031	0
JULIAN CURO BENDEZU	FRESH AVOCADO	190,026	6,175	0
ASOCIACION DE PRODUCTORES DE HOLANTAO Y AFINES "ASPRHOA"	SNOW PEAS	178,093	13,378	0
EMPRESA AGROINDUSTRIAL SANTA ROSA SAA.	BARBASCO	141,985	4,944	0
PRODEMA	LUCUMA EXTRACT	136,470	3,807	0
EMPRESA AGROMPEX EIRL	PEANUT	107,774	9,316	0
AGROCOMERCIAL GRANO DE ORO	SESAME	105,430	8,035	0
MULTIAGRO IMPORT EXPORT SAC	PEANUT	87,118	6,900	0
MIGUEL AGUIRRE SANCHEZ	EUCALYPTUS (WOOD)	83,557	3,185	0
OTHERS		863,637	274,568	0
Total AYACUCHO		3,678,397	412,735	0

Exports. Exports account for 38% of the Ayacucho ESC's FY2006 sales results. The most important export products are household goods and handicrafts, followed by legumes, cacao and coffee. Because these exporting businesses are labor intensive, 57% of the ESC's employment results are linked to exports.

D2. Cusco-Puno

FY2006 Results vs. Targets. After Huancayo, the Cusco ESC is PRA's highest performing ESC in terms of sales. It reached 166% of its FY2006 sales target and accounts for 14.5% of PRA's total FY2006 sales results. Cusco also surpassed its investment target, reaching 142% of its FY2006 goal. Despite strong employment results, the ESC did not meet its FY2006 target. This is explained in part by the fact that some of its principal businesses, such as Kantu (ceramic tiles), are not highly labor intensive. This reality can be seen in Exhibits 22 and 23 below. Kantu is one of the top clients in terms of sales, but one of the lowest in terms of employment generation.

Exhibit 22: Cusco ESC FY2006 Results			
Indicator	Target	Result	% Achieved
Sales (\$)	4,055,985	6,717,672	166%
Employment (days of labor)	341,905	305,102	89%
Investment (\$)	540,677	766,276	142%

Main Clients and Products. The ESC's top clients in terms of sales are located in Puno (trout – Piscifactoria los Andes), Cusco (Ceramic tiles – Kantu), and Quillabamba (coffee – AICASA; natural colorants – AICACOLOR). Coffee, sheepskin and wool have the most impact on employment generation.

Piscifactoria los Andes' arrival in Puno has had great repercussions, not only because of the increase in sales it has demonstrated, but because of the technological changes it has promoted and the \$680,000 it has invested in floating trout farms and related infrastructure.

Kiwicha, legumes, and artichokes do not yet appear on the list of Cusco's most important businesses, but they have been introduced to the area and have made notable progress in FY2006.

Exhibit 23: Cusco ESC 's Main Products, FY2006

Product	Sales US\$	Days of Labor	Investment US\$
TROUT	1,581,306	45,766	680,146
CERAMIC TILES	1,452,805	9,354	0
COFFEE	1,328,505	81,414	0
NATURAL COLORANTS	1,063,541	50,335	21,341
BEANS AND LEGUMES	276,802	10,827	0
OTHERS	1,014,713	107,406	64,788
Total CUSCO	6,717,672	305,102	766,276

Exhibit 24: Cusco ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
PISCIFACTORIA DE LOS ANDES SA	FRESH TROUT	1.581.306	45.766	680.146
CERAMICAS KANTU SCRL	CERAMIC TILES	1.452.805	9.354	0
CECOVASA (CAFÉ ORGANICO)	ORGANIC COFFEE	832.395	49.888	0
AICACOLOR	BIXINA (NATURAL COLORANT)	677.710	48.410	0
AICACOLOR	OLEORESINA DE PAPRIKA (NATURAL COLORANT)	385.831	1.925	21.341
COOPERATIVA AGRARIA CAFETALERA SAN JUAN DEL ORO LTDA	ORGANIC COFFEE	363.198	21.979	0
ALISUR SAC	BEANS AND LEGUMES	276.802	10.827	0
INDACO S.A	POULTRY	186.419	1.550	12.171
OTROS		961.206	115.404	52.618
Total CUSCO		6.717.672	305.102	766.276

Exports. After Huancayo, Cusco is the ESC with the second highest export sales. Its \$4.4 million in exports during FY2006 represent 65% of its total sales for the period. Its main export products are natural colorants, coffee and trout. Exporting businesses account for 83% of the ESC's FY2006 employment results.

D3. Huancayo

FY2006 Results vs. Targets. Huancayo is PRA's highest performing ESC in terms of sales. Its FY2006 sales increased 56% over the previous year, and it surpassed its FY2006 sales target by 74%. The Huancayo ESC accounts for 21% of PRA's total FY2006 sales. Of the \$626,705 in investments reported for FY2006, the most significant were made by coffee businesses to establish processing and drying facilities and to acquire quality control equipment, and by artichoke businesses to acquire tractors and additional land to mitigate risk of supply shortfalls. Apparel company CARSANT also made important investments in machinery during the fiscal year.

The Huancayo ESC's clients generated 278,281 days of labor in FY2006, falling 10% short of its target. This is explained in part by the fact that the ESC's most important businesses are not highly labor intensive. As more labor intensive businesses such as artichokes and dairy products gain importance in Huancayo's portfolio, the ESC's employment results will increase.

Exhibit 25: Huancayo ESC FY2006 Results			
Indicator	Target	Result	% Achieved
Sales (\$)	5.153.935	8.986.404	174%
Employment (days of labor)	308.387	278.281	90%
Investment (\$)	687.038	626.705	91%

Main Clients and Products. As evidenced in the tables that follow, trout (Piscifactoria los Andes) continues to be the Huancayo ESC's most important business. PRA's support in FY2006 included identifying and bringing in new suppliers from the Junin region. It is also important to note the growth of clients Agromantaro and TALSA (artichokes) and Gloria (dairy). These businesses generate significant employment and have potential for continued growth.

Exhibit 26: Huancayo ESC's Main Products, FY2006			
Product	Net Sales US\$	Days of Labor	Investment US\$
TROUT	3,377,512	33,784	0
ARTICHOKES	1,330,981	53,183	392,072
DAIRY	1,179,365	50,226	0
POULTRY	1,173,483	16,021	0
COFFEE	825,677	59,430	114,634
OTHERS	1,099,386	65,637	120,000
Total HUANCAYO	8,986,404	278,281	626,705

Exports. Huancayo is the ESC with the highest export sales. In FY2006 exports represented 66% of the ESC's \$8.9 million in sales. Four of the ESC's five main clients businesses are oriented to the international market: trout, artichokes, dairy and coffee. These exporting businesses account for 64% of the ESC's employment results and 81% of its investment results for FY2006.

Exhibit 27: Huancayo ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
PISCIFACTORIA DE LOS ANDES SA	TRUCHA	3.377.512	33.784	0
GLORIA S.A.	LECHE FRESCA	1.179.365	50.226	0
LA GRANJA ORIHUELA EIRL	POLLOS	1.173.483	16.021	0
SELVA INDUSTRIAL S.A.	FRUTAS CONGELADAS	423.717	4.115	0
TALSA	CONSERVAS DE ALCACHOFA FONDOS	407.763	19.567	287.272
AGROMANTARO S.A.C.	CONSERVAS DE ALCACHOFA FONDOS	262.233	10.864	0
AGROMANTARO S.A.C.	CONSERVAS DE ALCACHOFA CORAZONES	252.122	7.525	0
TALSA	CONSERVAS DE ALCACHOFA CORAZONES	239.548	5.939	0
VIVERO LOS INKAS S.A.C	FLORES Y PLANTAS	224.277	39.930	0
COOPERATIVA AGRARIA CAFETALERA PANGO LTDA	CAFÉ	200.108	9.263	0
COOPERATIVA AGRARIA CAFETALERA SATIPO LTDA	CAFÉ	197.071	11.045	74.579
OTROS		1.049.204	70.002	264.855
Total HUANCAYO		8.986.404	278.281	626.705

D4. Huancavelica

FY2006 Results vs. Targets. The Huancavelica ESC, located in one of the poorest areas of Peru and financed by Minas Buenaventura through a GDA arrangement with USAID, met its sales and employment targets for FY2006 and achieved 70% of its investment target, with \$30,226 in new fixed asset investments in the region.

Exhibit 28: Huancavelica ESC FY2006 Results			
Indicator	Target	Result	% Achieved
Sales (\$)	875,544	1,042,535	119%
Employment (days of labor)	86,244	86,191	100%
Investment (\$)	43,060	30,226	70%

Main Clients and Products. The Huancavelica ESC's main businesses are beans and legumes and alpaca and vicuña fibers. Trout is also an important business, with clients Sumac Challwa and Piscigranja Municipal de Acorio.

Exhibit 29: Huancavelica ESC's Main Products, FY2006

Product	Net Sales US\$	Days of Labor	Investment US\$
BEANS AND LEGUMES	540,553	37,124	29,929
FIBERS AND WOOLS	162,923	33,731	0
TROUT	157,885	2,813	0
ARTICHOKES	100,688	5,796	0
WOVEN FABRICS/APPAREL	43,681	4,912	296
HOUSEHOLD GOODS & HANDICRAFTS	19,718	1,138	0
MACA (ANDEAN GRAIN)	13,146	653	0
ESSENTIAL OLIZ	3,725	18	0
POTATO	215	7	0
Total HUANCABELICA	1,042,535	86,191	30,226

Exports. The majority of businesses articulated and supported by the Huancavelica ESC are not related to exports. Exports, mainly of artichokes and trout, account for only 20% of the ESC's sales.

Exhibit 30: Huancavelica ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
FEDERACION ASOCIACIO. PRODUCT. AGROPEC. ACOBAMBA(FAPAA)	GREEN PEAS	505,670	35,666	29,929
ASOCIACION PROMOTORES ALPAQUEROS HVCA.	ALPACA FIBER	162,923	33,731	0
PISCIGRANJA MUNICIPAL DE ACORIA	TROUT	83,998	1,497	0
AGRICULTORES HUANCAMELICA	ARTICHOKES	74,038	4,482	0
SUMAQ CHALLWA S.A.C.	TROUT	73,887	1,316	0
LUZ - ORFITA	BEANS	33,779	1,045	0
AGRICULTORES HUANCAMELICA	ARTICHOKES	26,650	1,314	0
RAYMISA S.A.	HANDICRAFTS	19,718	1,138	0
NILTAIRO	APPAREL AND ACCESSORIES	17,401	2,271	0
COMUNIDAD CAMPESINA "CENTRO UNION"	MACA (ANDEAN GRAIN)	13,146	653	0
ALLPA S.A.C	WOVEN FABRICS/APPAREL	9,926	1,229	0
ARTESANIA "SUMAK MAKI"	APPAREL AND ACCESSORIES	8,665	777	296
WARMI CREATIONS EIRL	WOVEN FABRICS/APPAREL	5,794	434	0
LABORATORIOS CENTRO INVEST. PRODUCT. NATURALES SRL	ESSENTIAL OILS	3,725	18	0
PERU ARTCRAFTS	APPAREL AND ACCESSORIES	1,896	201	0
FEDERACION ASOCIACIO. PRODUCT. AGROPEC. ACOBAMBA(FAPAA)	FRESH FAVA BEANS	1,104	413	0
ASOCIACION DE PRODUCTORES ORGANICOS ANGARAES	ORGANIC POTATO	215	7	0
Total HUANCAMELICA		1,042,535	86,191	3,226

D5. Huanuco

FY2006 Results vs. Targets. The Huanuco ESC generated \$1.3 million in sales in FY2006, reaching 70% of its target. In employment, clients of the Huanuco ESC generated 99,955 days of labor during the period, representing less than half the FY2006 target. The ESC reached 65% of its annual investment target, with \$175,456 in new investments in FY2006.

Exhibit 31: Huanuco ESC FY2006 Results			
Indicator	Target	Result	% Achieved
Sales (\$)	1.316.211	926.530	70%
Employment (days of labor)	99.955	43.305	43%
Investment (\$)	175.456	113.488	65%

Main Clients and Products. It is important to note the emergence of new businesses in the corridor, where potatoes previously accounted for most of the ESC's results. In FY2006, new businesses such as tara (DEPRONAR), hortensias (Rodil), and artichokes (Agromantaro) accounted for 59% of the Huanuco ESC's sales results.

Exhibit 32: Huanuco ESC's Main Products, FY2006

Product	Net Sales US\$	Days of Labor	Investment US\$
POTATO	347,651	14,226	0
TARA	331,167	13,175	0
FLOWERS & PLANTS	116,312	5,395	97,942
ARTICHOKES	99,074	6,998	0
FRUITS	32,326	3,511	15,546
Total HUANUCO	926,530	43,305	113,488

Exhibit 33: Huanuco ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
PRODUCTORES DE HUANUCO	POTATO	331,737	13,146	0
DEPRONAR	TARA	331,167	13,175	0
RODIL RUIZ FALCON	HORTENSIAS	111,059	5,131	97,942
AGROMANTARO S.A.C.	ARTICHOKES	66,110	5,041	0
SILVIA RAMIREZ DE AZAÑEDO	GRANADILLA (FRUIT)	32,326	3,511	15,546
TAL S.A.	ARTICHOKES	29,517	1,729	0
PRODUCTORES DE PAPA SEMILLA HUANUCO	POTATO SEEDS	15,915	1,080	0
BELLA FLOR SAC	ROSES	5,253	265	0
TAL S.A.	ARTICHOKES	3,448	228	0
Total HUANUCO		926,530	43,305	113,488

Exports. In previous years, the dominance of potatoes in the Huanuco ESC's portfolio meant that the ESC reported almost no exports. In FY2006, however, more than half (53.6%) of the ESC's sales are related to exports, mainly of tara and artichokes. Both of these businesses have significant growth potential which we expect to translate into increased exports for the Huanuco ESC.

D6. Pucallpa – Aguaytía – Tingo Maria

FY2006 Results vs. Targets. The Pucallpa ESC, which assumed responsibility for business promotion in the AD zones of Aguaytía and Tingo María in FY2006, met its sales and investment targets for the year. In employment, the ESC reached only 64% of its FY2006 target. As in other cases, this is explained by the fact that the ESC's two top selling businesses are not labor intensive. These businesses, which account for 71% of the ESC's total sales, represent only 37% of its employment results. On the other hand, fruit producers COPPU and Patt Fresh make up only 12% of the ESC's total sales but account for 25% of its employment results.

Exhibit 34: Pucallpa ESC FY2006 Results

Indicator	Target	Result	% Achieved
Sales (\$)	5,324,813	6,584,960	124%
Employment (days of labor)	563,986	359,057	64%
Investment (\$)	709,817	725,960	102%

Businesses in the AD areas of Aguaytía and Tingo María account for 22% of the ESC's FY2006. More than half of the ESC's client businesses are located in Aguaytía (38%) and Tingo María (15%).

The most significant investment reported by the Pucallpa ESC in FY2006 was OLAMSA's investment of \$650,000 to improve its facilities and infrastructure, with the aim of doubling its processing capacity.

Exhibit 35: Pucallpa ESC's Main Products, FY2006

Product	Net Sales US\$	Days of Labor	Investment US\$
PALM OIL	2,880,878	90,193	646,353
WOOD	1,751,140	43,258	0
FRUITS	800,504	88,912	0
CORN	500,204	43,435	46,168
COTTON	356,886	69,629	16,331
LIVESTOCK	295,348	23,631	17,109
Total PUCALLPA	6,584,960	359,057	725,960

Main Clients and Products. OLAMSA continues to be the Pucallpa ESC's most important business. This client has now been graduated, meaning that the affects of PRA's intervention are sustainable and continued support under the current business plan is no longer needed. Wood is the ESC's second most important businesses, due in large part to the results of client MAPESA, which with PRA's assistance, became the first private company in Peru with certified forests.

An important, new business introduced this year is Agroindustrias Campo Nuevo, which has cultivated 170 hectares of soy in the rich riverbed soil exposed by the receding Ucayali River.

Exhibit 36: Pucallpa ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
OLAMSA S.A	PALM OIL	2,723,503	79,678	646,353
NCS AMERICAN FORESTAL	WOOD FLOORING	953,283	33,350	0
MADERAS PERUANAS	WOOD/LUMBER	706,703	4,464	0
SEM PERU SELVA SAC / PRODUCTORES DE MAD EN RESTINGAS DE UCAYALI - AMUCAU	HARD YELLOW CORN	500,204	43,435	46,168
CONSORCIO DE PRODUCTORES DE PLATANO DE UCAYALI - COPPU	BANANAS	421,039	74,033	0
PATT FRESH SAC	BANANAS	240,414	6,394	0
ASOCIACIÓN DE PALMICULTORES DE SHAMBILLO	AFRICAN PALM	157,375	10,515	0
CONSORCIO DE PRODUCTORES ALGODONEROS SELVA ORIENTAL - COPASO	COTTON FIBER	136,111	30,151	0
EMPRESA DE SERVICIOS AGRO ECOLÓGICO MUNDO ANIMAL	LIVESTOCK	128,713	6,755	12,619
COOPERATIVA AGRARIA LA DIVISORIA	COFFEE	617,614	70,281	20,820
Total PUCALLPA		6,584,960	359,057	725,960

Exports. The majority of the Pucallpa ESC's clients are not involved in exporting and the ESC's exports have always been relatively low, as a proportion of its total sales. In FY2006, exports accounted for 35% of its total sales. Nevertheless, this represents an increase over previous years, due in large part to the increased importance of the wood industry in the ESC's portfolio. This business, however, does not contribute greatly to employment generation. As a result, only 15% of the employment generated by the ESC is related to exports.

D7. Tarapoto – Tocache - Juanjui

FY2006 Results Vs. Targets. The Tarapoto ESC, which assumed responsibility for business promotion in the AD areas of Tocache and Juanjuí during FY2006, met its annual sales and employment targets. The ESC's FY2006 sales increased 61% over the previous year. Its strong employment results are due to the fact that the ESC's three main businesses are highly labor intensive. The Tarapoto ESC did not report any new investments in FY2006.

Indicator	Target	Result	% Achieved
Sales (\$)	3,302,019	3,597,444	109%
Employment (days of labor)	318,596	425,365	134%
Investment (\$)	440,171	0	0%

Main Clients and Products. The Tarapoto ESC's most important client in FY2006 was Agricola El Biavo. This client introduced a new variety of rice (tacuari), which offers producers a better price. In fact, the company has set a guaranteed price of 600 soles per ton, which is higher than the market price for other commercial varieties of rice. In addition, the company is financing part of the cost of production.

The ESC's second most important business was cotton and cotton fibers, through clients Romero Trading, ALSELVA, and Algodonera Juanjuí.

Exhibit 38: Tarapoto ESC's Main Products, FY2006

Product	Net Sales US\$	Days of Labor	Investment US\$
RICE	2,519,105	185,857	0
COTTON	1,046,927	236,999	0
MUSK	31,412	2,510	0
Total TARAPOTO	3,597,444	425,365	0

Exhibit 39: Tarapoto ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor
AGRICOLA EL BIAVO SAC Y EMPRESAS RELACIONADAS	RICE	2,497,823	184,172
ALGODONERA DE LA SELVA SAC FASE II	COTTON FIBER	600,314	137,878
ALGODONERA JUANJUI SAC	COTTON FIBER	440,504	99,121
CARLOS L TORREJON RUBIO Y PRODUCTORES DE ALMIZCLE	MUSK	31,412	2,510
DISTRIBUIDORA MILAGRITOS, S.R.L.	RICE	21,282	1,684
ROMERO TRADING SAC	COTTON FIBER	6,109	0
Total TARAPOTO		3,597,444	425,365

Exports. The Tarapoto ESC reported only \$61,000 in exports during FY2006, representing only 1.7% of the ESC's total sales. With the incorporation of cacao businesses oriented to the international market, we expect Tarapoto's exports to increase in the next year.

Outlook and Opportunities. The coming year will see the fruits of the first cacao crop promoted by USAID's *Programa de Desarrollo Alternativo* (PDA) with former coca growers. The

Tarapoto ESC will work closely with PDA to articulate the cacao business by forging market linkages with cacao buyers in the local and international markets.

We are currently evaluating clients ALSELVA and Romero Trading to determine whether these businesses can now be graduated, meaning that the affects of PRA's intervention are sustainable without continued assistance.

D8. Peru-Ecuador Border Program

- Jaén.** *FY2006 Result vs. Targets.* For the first time, the Jaén ESC fell short of its sales, employment, and investment target in FY2006. In fact, the ESC's FY2006 sales decreased in comparison with the previous year. This decrease is largely a result of the drop in the price of the ESC's principal product, rice. The high prices seen in 2004 and 2005 have disappeared, and as a result the ESC's rice sales dropped in dollar terms in FY2006. This affected the ESC's overall performance because rice has generally accounted for more than 70% of the ESC's sales results.

Indicator	Target	Result	% Achieved
Sales (\$)	5,700,796	4,902,151	86%
Employment (days of labor)	309,425	285,619	92%
Investment (\$)	574,736	299,107	52%

Main Clients and Products. The Jaén ESC's main businesses in FY2006 were rice (AGROSNOR, MOLISELVA), fruits (Cerro Azul, Natural Planet, Productores de Chiriaco) and yacon (CAOCA). The ESC's greatest achievement in FY2006 was the increase in sales of fruit. The ESC has incorporated new clients, many of whom are directly linked to distributors that supply to supermarket chains. As a result, fruit sales have increased from 2.5% of total ESC sales in 2004 to 11.06% of the ESC's sales in 2006.

Product	Net Sales US\$	Days of Labor	Investment US\$
RICE	3,548,574	217,967	15,000
FRUITS	542,361	32,888	43,447
YACÓN	396,230	12,782	0
COFFEE	332,728	20,992	216,271
OTHERS	82,260	990	24,389
Total JAEN	4,902,151	285,619	299,107

Exports. Exports account for only 5% of the Jaén ESC's FY2006 sales. Coffee is currently the only export product in the ESC's portfolio, ad it accounts for only a small percentage of the ESC's overall sales.

Exhibit 42: Jaén ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
AGROSINOR SAC	RICE	1,978,473	114,002	0
MOLINOS SELVA SRL	RICE	1,567,425	103,724	15,000
EMPRESA CAOCA SRL	YACÓN	365,866	9,684	0
RAINFORST TRADING SAC	COFFEE PROCESSING	191,297	10,874	216,271
CERRO AZUL DE BAGUA GRANDE EIRL	GRANADILLA (FRUIT)	170,544	13,451	0
NATURAL PLANET S.A.C	NONI	145,157	2,924	0
COOPERATIVA AGRARIA CAFETALERA BAGUA GRANDE	COFFEE	141,431	10,118	0
OTROS		341,958	20,842	67,836
Total JAEN		4,902,151	285,619	299,107

- Piura – Tumbes.** *FY2006 Results vs. Targets.* As expected, the Piura ESC has experienced the greatest increase in sales over last year. The ESC is now in its second year of operation, and businesses began in its first year are now growing and being consolidated. The Piura ESC has also exceeded its investment target, thanks to a significant investment by Procesadora Mejia to establish a processing plant in the region. With regard to employment generation, the ESC's clients generated 236,789 days of labor in FY2006 but fell short of the ECS's target.

Exhibit 43: Piura ESC FY2006 Results			
Indicator	Target	Result	% Achieved
Sales (\$)	2,960,406	4,649,956	157%
Employment (days of labor)	290,575	236,789	81%
Investment (\$)	298,459	1,675,444	561%

Main Clients and Products. The Piura ESC's main businesses in FY2006 were legumes, specifically cow peas (Globe Natural) and gandules (Procesadora Mejia and Procesadora SAC). Lemons have also been an important business, through client Dina Ruidiaz.

Legumes have provided farmers a new alternative in the region, with 2,630 hectares under cultivation. Legumes accounted for 55% of the Piura ESC's total FY2006 sales results.

Exhibit 44: Piura ESC's Main Products, FY2006

Product	Net Sales US\$	Days of Labor	Investment US\$
BEANS & LEGUMES	2,577,163	135,655	1,530,139
LEMON	1,034,749	40,068	19,450
FRUITS	740,464	29,145	0
PIMIENTO PIQUILLO PEPPER	165,214	16,499	0
GIANT SQUID (POTA)	132,365	15,421	125,855
Total PIURA	4,649,956	236,789	1,675,444

Exhibit 45: Piura ESC's Main Clients, FY2006

Client	Product	Net Sales US\$	Days of Labor	Investment US\$
GLOBE NATURAL INTERNATIONAL SAC	COW PEAS	1,662,872	114,384	0
DINA RUIDIAS VALLADOLID	FRESH LEMON	1,034,749	40,068	19,450
PROCESADORA MEJIA SAC	GANDULES/PIGEON PEAS	706,390	1,401	1,530,139
EMPAFRUT SAC	MANGO	309,945	4,451	0
PROCESADORA SAC - PRODUCTORES DE GANDUL	GANDULES/PIGEON PEAS	207,901	19,871	0
MANGOS VALLA EIRL	MANGO	206,437	4,652	0
ASPPBO	ORGANIC BANANAS	188,839	20,042	0
GRUPO PIQUILLO PRODUCTORES	PEPPERS	165,214	16,499	0
CARAPEZ TRADERS SAC	GIANT SQUID (POTA)	132,365	15,421	125,855
AMPBAO	ORGANIC BANANAS	35,243	0	0
Total PIURA		4,649,956	236,789	1,675.444

Exports. Exports account for 67% of the Piura ESC's FY2006 sales. Legume sales by Globe Natural, Procesadora Mejía and Procesadora SAC are oriented exclusively to the export market and account for 82% of the ESC's total exports.

E. Gender

Twelve percent of PRA’s 206 active client businesses in FY2006 were led by women. Of the 1,701 micro –enterprises linked to PRA client businesses during FY2006, more than one thousand (60%) were women-led.

Exhibit 46: Participation of Women in PRA-Supported Businesses, FY2006

ESC	Total PRA Clients	No. Women-led	# Micro-enterprises linked to PRA Clients	No. Women-led
AYACUCHO	41	7	210	31
CAJAMARCA	6	–	16	10
CUSCO	18	3	126	8
HUANCAYO	32	3	1,230	881
HUANUCO	9	1	–	–
HUAYLAS	9	–	–	–
JAEN	19	1	7	0
PIURA	10	–	–	–
PUCALLPA	26	4	15	14
PUNO	9	1	87	63
TARAPOTO	7	–	–	–
SUBTOTAL	186	20	1,691	1,007
HUANCAVELICA	20	4	10	7
TOTAL PRA	206	24	1,701	1,014
%		12%		60%

During FY2006, PRA-supported businesses generated 13,458 permanent jobs. Of those, 4,545 (33.7%) went to women. The ESCs with the greatest employment generation for women were Tarapoto, Ayacucho, Cusco, Huancayo, and Pucallpa. The businesses that generated the greatest amount of employment for women during FY2006 were cotton, household goods and handicrafts, beans and legumes, rice, and coffee.

Exhibit 47: Permanent Jobs created by PRA, by Gender, FY2006

ESC	Women	Men	Total
TARAPOTO	854	1,272	2,127
AYACUCHO	650	1,413	2,064
CUSCO	540	985	1,526
HUANCAYO	440	951	1,391
PUCALLPA	413	1,383	1,795
PUNO	375	165	539
PIURA	329	855	1,184
JAEN	314	1,115	1,428
CAJAMARCA	243	169	412
HUAYLAS	89	256	345
HUANUCO	77	139	217
SUBTOTAL	4,324	8,703	13,027
HUANCAVELICA	221	210	431
TOTAL PRA	4,545	8,913	13,458

Exhibit 48: Permanent Jobs by Gender and Product, FY2006

Product	Women	Men	Total
COTTON	796	737	1,533
HOUSE HOLD GOODS AND HANDICRAFTS	480	877	1,357
BEANS AND LEGUMES	445	620	1,066
RICE	329	1,701	2,030
COFFEE	303	601	904
FIBER AND WOOL	289	189	478
FABRICS	253	88	342
TROUT	237	175	412
ARTICHOKE	221	427	648
TARA	194	192	385
FRUITS	189	621	810
OTHER	809	2,685	3,494
TOTAL PRA	4,545	8,913	13,458

F. Micro-enterprises

Of PRA’s 206 active client businesses in FY2006, fifty-five (26.7%) were micro-enterprises. More importantly, a total of 1,701 micro-enterprises were linked to PRA client businesses during FY2006 through subcontracting and outsourcing.

Micro-enterprises contributed significantly to PRA’s FY2006 results, generating \$9.56 million in sales (or 20% of total sales) and 4,240 permanent jobs (or 31.5% of total employment generated). The businesses with the greatest sales for micro-enterprises in FY2006 were *tara*, dairy products, trout, jewelry, fruits, and fabrics.

Exhibit 49: Micro-enterprise Sales, by Product, FY2006

Product	Sales US \$
TARA	1,878,450
DAIRY	1,193,485
TROUT	952,609
JEWELRY	844,393
FRUITS	669,059
FABRICS	660,804
HOUSE HOLD GOODS AND HANDICRAFTS	505,987
COTTON	440,504
POULTRY	186,419
ARTICHOKE	182,047
OTHER	2,050,014
TOTAL MICRO-ENTERPRISES	9,563,771

G. Small Producers

PRA-supported businesses are linked to a large number of small producers that supply the larger companies with inputs. During the annual review period, 41,713 small producers were linked to PRA client businesses in this way. Nearly 75% of those small producers were from the agricultural sector, reflecting the dominance of agricultural and agro-industrial businesses in Peru's *sierra* and *selva*.

It is important to note that the small producers linked to PRA client businesses are from rural areas in the *sierra* and *selva* of Peru, where poverty rates are extremely high. The development of businesses and commercial relationships in those areas provides a direct improvement in their income and quality of life. In many ways, these small producers who now participate in value chains and enjoy sustainable markets and business relationships are PRA's beneficiaries.

Exhibit 50: Small Producers Benefited by PRA, FY2006

Product/Sector	No. Small Producers Benefited	%
AGRICULTURE	31,089	74.53
LIVESTOCK	5,157	12.36
GATHERERS	2,381	5.71
ARTISANS	2,131	5.11
TROUT	489	1.17
TOURISM & OTHER SERVICES	199	0.48
WOOD	167	0.40
AQUACULTURE	100	0.24
TOTAL	41,713	100

H. Environment

In FY2006, PRA received two documents from USAID that guide our activities related to the mitigation and control of the environmental impacts of the numerous crops promoted by the project. One of those documents was the "Environmental Assessment of Crops Promoted by the Alternative Development Program", which was received on/about August 15, 2006. This assessment recommends a series of best agricultural practices for short cycle crops (corn, cotton, soy beans, pineapple, rice) and long cycle crops (coffee, cacao, African palm, bananas). Because PRA supports a number of businesses in Alternative Development areas, we have taken these recommended best practices as a guide for our work with our client businesses.

The second document was the Pesticide Evaluation Report and Safe Use Action Plan (PERSUAP) which was developed by USAID's Alternative Development Program and also serves as a guide for PRA on environmental issues in jungle regions. This report covered a broad range of commonly used pesticides in the cultivation of corn, cotton, rice, African palm, bananas, pineapple, coffee, cacao, and other crops.

PRA wrote to all the operators of its Economic Service Centers (ESCs) informing them of the content of these documents and required them to relay this information, in writing, to their client businesses.

Several of PRA's major client businesses have established environmental regulations that are even stricter than those required by their final marketplace destinations. This is true in the case of products such as trout, artichokes, wood, Andean grains, certification etc. Thus, in addition to the monitoring process that PRA requires of its subcontractors (the ESC operators), our clients themselves have strict environmental regulations and standards to which they adhere. Below are some examples:

Trout: The export of trout is one of PRA's most important businesses. Our main client, Piscifactoría Los Andes, exports most of its production and holds HACCP certification which guarantees safe, top-quality products. Piscifactoría Los Andes undergoes regular inspections and its legal registration code is PO14-QUI-PSFC.

Andean Grains and Legumes: The ESCs involved in the production of Andean grains and legumes include Ayacucho, Cusco, and Piura. Snow peas produced in Ayacucho are exclusively for export, meaning that producers must comply with strict environmental standards dictated by the destination countries.

In Piura-Tumbes, Agrovida offers regular workshops on biological methods of pest and disease control. The company promotes the release of certain insects to control plagues in its crops, including those crops and producers supported by PRA.

Similarly, both Procesadora Mejía and Procesadora SAC, with the assistance of PRA's technical consultants, use ethological and biological methods to control plague infestations in their crops (i.e. releasing wasps to eliminate *Heliothis* caterpillars that attack crops before they are ready to be harvested). They also use organic pesticides, which have proven to be an effective, low cost, and environmentally-friendly method of pest control.

Coffee: The ESC's that are most involved in the production of coffee are Cusco (Puno and Quillabamba, specifically) and Huancayo (La Merced). Sixty-three percent of the coffee produced in La Merced holds organic or sustainable certification (see table below), which guarantees the implementation of sustainable practices and a focus on social, environmental and economic responsibility throughout the entire production cycle.

The Cusco ESC works with two coffee producing clients: CECOVASA in Puno and AICASA in Quillabamba. CECOVASA only produces certified organic and sustainable coffee (IMO USA, IMO Europa, CAFÉ Practices and Rainforest Alliance). AICASA, on the other hand, does not yet have organic certification, though it does employ best practices in coffee cultivation. PRA is providing technical assistance to help this client obtain certification in the near future.

Exhibit 51: Certified and Conventional Coffee from La Merced (Huancayo ESC)

CLIENTS	Type of Coffee		Total Coffee Sales	% of Coffee that is Certified	Type of Certification
	Sales of Certified Coffee	Sales of Conventional Coffee			
	Hundred weight (q)	Hundred weight (q)			
Cooperativa Sanchirio	3,850	0	3,850		Organic: OCIA-NOP, Imo Control_Naturland RUE 2092/92
Cooperativa Pangoa	7,300	0	7,300		
Cooperativa Satipo	13,000	5,000	18,000		
Corporación Productores Café Peru SAC	12,513	0	12,513		
Cooperativa Sangareni	4,200	8,000	12,200		
Subtotal	40,863	13,000	53,863	49.7%	
Ecocafe	7,000	0	7,000		CAFÉ Practices + Orgánico Imo-Naturland RUE 2092/91+ Rainforest Alliance
Yanesha Oxapampa	717	0	717		
Subtotal	7,717	0	7,717	9.4%	
Valle Hermoso	850	17,200	18,050	1.0%	UTZ Kapeh
Yanesha Villa Rica	2,530	0	2,530	3.1%	Rainforest Alliance
TOTAL	51,960	30,200	82,160	63.24%	

Artichokes: PRA's main clients in artichoke production and processing are AgroMantaro and Talsa. Both have buyers in Europe and the U.S., such as General Mills, who award annual certification to guarantee the quality and safety of these exports. Their annual quality and safety inspections include tests to ensure the adequate use of agrochemicals as well as the implementation of sound social and environmental practices.

Cotton: The ESC that is most involved in developing and promoting the cotton business is the Tarapoto ESC. In our work with cotton producers, PRA has always promoted the cultivation and production of *algodon áspero* without the use of agro-chemicals. Additionally, two of PRA's clients (ALSELVA and Romero Trading) are working to obtain certification in order to command a higher price for their cotton.

H1. Environmental Impact Assessment of the Amazon North Highway Concession

The PRA project contracted the services of *ECSA Ingenieros* to conduct the Environmental Impact Assessment on the Amazon Central highway concession project. The purpose of this assessment was to determine the main external and internal impacts that the concession could potentially cause to the environment within the entire corridor, from Pucallpa to the Ricardo Palma bridge outside of Lima where the concession begins.

The study provides a baseline and evaluates the relevant impacts of the concession project's construction and maintenance phases, using appropriate and internationally recognized standards and methodologies.

The assessment aimed to diagnose the environmental components (physical, biotic, human, archeological, landscape, aesthetics, etc.) and identify and evaluate the potential direct and

indirect environmental impacts, positive and negative, which could be caused by the highway concession project.

The assessment resulted in an environmental management plan for the rehabilitation, improvement and periodic and routine maintenance phases of the project, oriented towards mitigating, controlling and counteracting foreseeable environmental disturbances. The environmental management plan includes preventive and corrective measures, monitoring and evaluation measures, education and training efforts, compensation and resettlement measures, and lastly, contingency, abandonment and restoration measures.

The study also included an evaluation of the social interaction with the communities located along the highway corridor and special consideration was given to the participation of indigenous peoples and women.

Based on the results of this environmental impact assessment, PRA is currently working on the environmental legal framework to be included as part of the concession contract. We are also preparing the terms of reference for the final environmental assessment. The study also includes a referential cost estimate for the implementation of the environmental measures within the concession area.

This study has been included as part of the bidding documents that PROINVERSION makes available to all pre-qualified bidders for the preparation of their technical and economic proposals, and was approved by the *Dirección General de Asuntos Socio Ambientales* of the *Ministerio de Transportes y Comunicaciones* (MTC) through its Resolution N° 027-2006-MTC/16 of April 12, 2006.

H2. Applying USAID's Programmatic Environmental Assessment (PEA) to PRA Forest Certification Activities

The Environment Assessment of Crops Promoted by the Alternative Development Program does not contain recommendations or observations specific to forestry activities. However, the Programmatic Environmental Assessment (PEA), carried out and approved by USAID in 2004, does contain a section on natural forest management, which indicates the potentially negative environmental impacts (direct and indirect) of forest management, as well as prevention and mitigation measures.

Since May 2006, PRA is promoting the voluntary certification of 400,000 hectares of forest in accordance with Forest Stewardship Council (FSC) standards. The FSC provides clear guidelines for monitoring any environmental impacts that may arise as a consequence of the forest management activities performed within the certified areas. FSC certification guarantees that forest concessionaires monitor and prevent those negative environmental impacts addressed in the PEA as part of their approved forest management plans. FSC monitoring standards are even more comprehensive and wide reaching than those established under Peruvian law for forest management.

The tables below list the potentially adverse impacts that could be caused by PRA clients' forest management activities, the prevention and mitigation mechanisms recommended for each case, and the activities implemented during the forest certification process, under the supervision of PRA's technical assistance team. These tables include only those clients that have already achieved certification. However, these potentially adverse impacts and the recommended prevention and mitigation mechanisms also apply to other clients pursuing voluntary certification.

Exhibit 52: Preventing and Mitigating Direct Impacts of Forest Certification Activities

Clients	Potentially adverse impacts	Prevention and mitigation mechanisms	Activities
Forestal Venao	Forest operations	Good forest management practices, i.e. directed felling, low-impact haulage techniques, forest roads	Training on how to use forest resources causing the minimum impact, i.e. directed felling, controlled haulage, construction of roads.
	Access roads causing erosion and loss of forest cover	Road planning	Topographical survey of the Annual Harvesting Blocks and training on forest road planning and haulage roads
	Pressure on the forest's wild fauna	Prohibit hunting in forest management areas and establish protection zones	Preparation of manual to monitor wild fauna; training forest resource users on methods to record data associated to wild fauna; prohibiting hunting by personnel working in forest operations and establishing protection zones within forest management areas.
Native communities Sinchi Roca, Pichis Palcazú /NCS and Superpisos	Forest operations	Good forest management practices, i.e. directed felling, low-impact haulage techniques, forest roads	Training on how to use forest resources causing the minimum impact, i.e. directed felling, controlled haulage, construction of roads.
	Pollution caused by liquid and solid waste in the forest	Establish and comply with the regulations for the disposal of liquid and solid waste	Training on liquid and solid waste management and disposal
	Pressure on the forest's wild fauna	Prohibit hunting in forest management areas and establish protection zones	Preparation of manual for the monitoring of wild fauna; training forest resource users on methods to record data associated to wild fauna.

Exhibit 53: Preventing and Mitigating Indirect Impacts of Forest Certification Activities

Clients	Potentially adverse impacts	Prevention and mitigation mechanisms	Activities
Forestal Venao	Uncontrolled access of forest colonizers due to the construction of logging roads	Land titling legalizing process of areas held by native communities and forest concessions	Preparation of maps and data automation of geographical information collected in the field, within forest management areas
	Illegal logging	Surveillance and protection of forest management areas	Preparation of protocols to prevent illegal logging in the forest management areas
Native communities Sinchi Roca, Pichis Palcazú /NCS and Superpisos	Illegal logging	Surveillance and protection of forest management areas	Preparation of protocols to prevent illegal logging in the forest management areas

III. PRA PUBLIC-PRIVATE PARTNERSHIPS COMPONENT

A. Executive Summary

Due to significant budgetary constraints, in September of 2005, USAID/Peru instructed PRA to wrap up the Public-Private Partnership (PPP) component - CLIN2 - by the end of July 2006. The Government of Peru (GOP), through ProInversion, requested USAID an extension of PRA's PPP component until the completion of the Amazon Central Highway concession, initially planned for December 2006, and offered to finance some of the pending activities. Subsequently, due to unforeseen delays in the Amazon Central concession process, USAID authorized an extension through February 2007.

Notwithstanding the fact that PRA's PPP component is being closed ahead of schedule and its budget has been significantly reduced, it has achieved major results in a very challenging environment. By the time PRA's PPP component closes, it will have completed four PPP infrastructure projects, leveraging more than \$700 million in private investment for the development of badly needed transport infrastructure crucial to promote enterprise development, improve productivity and competitiveness, and spur economic growth in lagging regions of Peru.

Since its inception in September of 2003, the PRA/PPP Component has worked closely with the Peruvian Agency for the Promotion of Private Investments (PROINVERSION) and the Ministry of Transport and Communications (MTC) in the design, structuring and implementation of PPP transactions to finance, build, rehabilitate, operate and maintain three major highways that are part of the South American Infrastructure Integration Initiative (IIRSA), and a new container terminal in the country's main port. The results to date of USAID's assistance to the GOP have been noteworthy:

Completed:

- IIRSA Amazon North Highway Concession:* This is a 25-year PPP concession agreement between the Ministry of Transport and Communications (MTC) and a private consortium to finance, construct, rehabilitate, operate and maintain 964 km of national highway between the cities of Paita, in the department of Piura on the Pacific coast, and the river port of Yurimaguas, in the eastern department of Loreto. Signed in June of 2005, this ground-breaking PPP transaction will mobilize more than US\$220 million in private investment to finance the rehabilitation and construction of the highway over the next four years. Moreover, the transaction guarantees that the road will be properly maintained following international service standards over the life of the concession. The Peruvian Government, by turning to the private capital market for the required investment financing, will lessen the pressure on the GOP's fiscal budget, freeing scarce tax generated resources to be focused on other public sector priorities such as education and health;
- South Container Terminal of the Port of Callao:* This is a 30-year, \$360 million concession to build and operate a new, state-of-the-art, container terminal that will add more than 600,000 TEU (twenty-foot equivalent units) per year in capacity to the Port of Callao, the largest and most important port serving Peru. The comprehensive technical, legal and financial transaction design was completed by PRA in March 2006. The concession contract was successfully awarded in June of 2006 to a consortium led by P&O/Dubai Ports that offered the lowest tariff and US\$144 million in additional investments over the concession period.

- *Rural Electrification Program:* This \$11 million program consists of four rural electrification projects, including transmission and electricity distribution in the VRAE region, electricity distribution in Tocache, and completing the on-going electricity distribution project in Ucayali. At the request of USAID, the PRA/PPP team conducted a comprehensive transaction design study, project appraisal, financial analysis, system design, and plan of action to develop these four rural electrification projects. The implementation of this program still requires a significant financial contribution on the part of USAID, as well as co-financing from the GOP and the electric utility.

Ongoing:

- *IIRSA Amazon Central Highway Concession:* This is a 30-year, US\$115 million concession to finance, rehabilitate, construct, operate and maintain 847 km of national highway between the cities of Lima, on the Pacific Coast, and Pucallpa in the eastern department of Ucayali, and the city of Huancayo. The technical, legal and financial design has been completed and the transaction is in its final implementation stage. The concession is expected to be awarded in February of 2007.
- *Fernando Belaunde Terry Road Concession:* This project is preliminarily structured as a 16-year PPP concession to rehabilitate, build, operate and maintain the 450 km. Fernando Belaunde Terry (FBT) roadway between the cities of Tarapoto in the department of San Martin, and Tingo Maria in the department of Huanuco. The initial and preliminary evaluation of a possible concession has been completed. However, the project still has to go through a complete, detailed and rigorous technical, financial and legal transaction design process.

Significant and unique accomplishments were attained in the process of completing and delivering these PPP infrastructure initiatives:

Ground-breaking financial structuring:

- A US\$60 million partial credit guarantee (PCG) was designed and negotiated with the Inter-American Development Bank (IDB) to facilitate the financing of the more than US\$220 million Amazon North concession. This is the first-ever financial guarantee granted by the public sector window of the IDB. The PCG not only allowed the concessionaire to obtain better financial terms, but facilitated access to the international capital markets. Thanks in large part to the IDB PCG, the IIRSA Norte Concessionaire was able to place \$213 million of securitized bonds under 144A rules in the US to European and US investors. The bonds were backed by the issuance of certificates of annual payments (so-called *certificados de reconocimientos de pago annual de obras* – CRPAOs) made to the concessionaire by the government of Peru to compensate for construction progress. This the first time a Peruvian company has raised financing via this type of financing mechanism.
- A revolving US\$60 million bridge loan was designed and negotiated with the Andean Development Corporation (CAF) to ensure the prompt initiation of construction of the Tarapoto - Yurimaguas segment of the Amazon North concession while long-term financing is obtained by the winning concessionaire through bond issues in the domestic capital market.

- Two infrastructure bonds to finance the Amazon North and Amazon Central concession projects were simulated and rated by a renowned credit rating agency to ensure their creditworthiness.
- A comprehensive financial analysis model to determine the economic and financial viability of the Concession of the New South Container Terminal in the Port of Callao was developed and presented to PROINVERSION in March of 2006.

State-of-the-art concession contracts:

- A "second generation" concession contract with significant improvements over similar PPP contracts for other concessions in Peru's transportation sector, which incorporates industry-specific international best practices and innovative risk mitigation mechanisms, was developed for the Amazon North Highway concession.
- The Amazon North concession contract is being used by PROINVERSION as a model for concession transactions that require government subsidies (i.e. concessions that require PAO + PAMO payments). This concession contract model was adapted by PROINVERSION for the five concession projects that make up the Interoceánica Sur highway and for the more than 20 concessions that make up the Costa – Sierra road concession program.
- A concession contract tailored specifically to the financial, technical, and legal structure of the Amazon Central Highway concession has been finalized and has been distributed to all potential bidders. The Amazon Central concession contract will become a model for self-sustainable PPP concessions (i.e. without government subsidies).
- Innovative risk management mechanisms were developed specifically for these two contracts, such as: periodic maintenance cost insurance to reduce volatility in periodic maintenance costs; clauses to protect the financiers in the event of early termination of the contract; minimum revenue guarantee to minimize traffic risk in the Amazon Central concession project;

Pioneering environmental management tools:

- The first-ever Strategic Environmental Evaluation (SEE) for an infrastructure project in Peru, complemented with environmental impact assessments for each highway section, were developed for the Amazon North concession.
- A comprehensive and unprecedented set of environmental regulations and penalties for non-compliance were prepared and incorporated into the highway concession contracts.
- Public consultations along the Amazon North and Amazon Central corridors to disseminate the potential environmental impacts of the project and the corresponding mitigating measures were completed in most of the municipalities served by these two highways, as well as in indigenous communities living within their area of influence.
- A single comprehensive environmental impact assessment for the Amazon Central corridor was developed and approved by the MTC.

Unparalleled potential economic impact:

- The Amazon North and Amazon Central concessions will guarantee the financing, construction, rehabilitation, and long-term operation and maintenance of more than 1,800 km highway (more than 18 percent of Peru’s national highway network.) These will be two of the largest, in terms of length, road concession projects in the world.
- These highways will integrate, along two different routes, the coastal, mountain and jungle regions of Peru and will connect Peru with Brazil, the region’s largest economy. More importantly, they will significantly reduce transportation costs and travel time, improve the competitiveness of products and businesses in the area, and provide the foundation for viable alternatives to coca and for a competitive and licit business environment.
- The Amazon North concession’s area of influence includes six departments with 24% of the country’s population and 15% of its GDP; the Amazon Central’s area of influence, on the other hand, includes five departments with close to 50% of the country’s GDP.
- The Concession of the South Container Terminal will modernize the Port of Callao and significantly improve its capacity and productivity. The new terminal will add 600,000 TEU/year of capacity and will significantly reduce handling costs.

B. PPP Component’s Main Activities and Accomplishments

PPP Component’s Goal: To support the Government of Peru’s effort to increase the supply of basic infrastructure services to facilitate enterprise development, improve productivity and competitiveness, and spur economic growth within the Alternative Development areas of Peru through the design, structuring, negotiation and implementation of four to six PPP transactions to finance, build, operate and maintain major infrastructure projects in the transport (ports and roads) and energy sectors (rural electrification).

Since the PPP program’s inception three years ago, the PRA PPP team has worked actively and closely with PROINVERSION in the following PPP transactions:

Transaction	Initial Investments	Status as of September 30 th , 2006
<p>The Amazon North highway concession, a 25-year transaction to finance, construct, rehabilitate, operate and maintain 964 km. of national highway between Paita, in the department of Piura on the Pacific coast, and the river port of Yurimaguas, in the eastern department of Loreto. The concessionaire is expected to raise approximately \$220 million in private financing (debt + equity) to cover the initial capital investment costs. In addition, the concessionaire is responsible for maintaining the road, in accordance with international service quality standards, for the term of the concession contract at an estimated cost of \$15 million per year.</p>	<p>US \$220 million</p>	<p>Phase I (design): Completed</p> <p>Phase II (implementation): Completed</p> <p>The Amazon North Concession was awarded on May 5, 2005 and the Concession Contract signed on June 17th 2005</p> <p>Financial Closure: August 2006</p>

Transaction	Initial Investments	Status as of September 30 th , 2006
<p>Port of Callao: Transaction design of the concession of the South Container Terminal and possibly the concession of a new minerals berth.</p>	<p>US \$200 million</p>	<p>Phase I (design): completed Phase II (implementation): Completed</p> <p>The Concession contract for the South Container Terminal was awarded on June 19, 2006 Concession Contract signed on July 24th, 2006</p>
<p>The Amazon Central (AC) highway concession is a 30 year transaction to improve, construct, operate and maintain 847 Km. of national highway between the cities of Lima, on the Pacific Coast, and Pucallpa in the eastern department of Ucayali. The selected concessionaire is expected to raise approximately \$115 million in private funding to cover the initial investments and will guarantee the maintenance of the road, in accordance with international service quality standards, for the term of the concession contract.</p>	<p>US \$115 million</p>	<p>Phase I (design): Completed Phase II (implementation): on-going</p> <p>Pre-qualification of bidders: December 12th, 2006 Contract award expected: February 28th, 2007</p>
<p>Rural electrification: four rural electrification projects, including transmission and electricity distribution in the VRAE, distribution in Tocache, and complementing the on-going distribution project in Ucayali</p>	<p>US \$11.0 Million</p>	<p>Completed</p>

B1. Amazon North (AN) Highway Concession

The Transaction: The Amazon North highway concession is a 25-year PPP transaction to finance, construct, rehabilitate, operate and maintain 964 km. of national highway between the cities of Paita, in the department of Piura on the Pacific coast, and the river port of Yurimaguas, in the eastern department of Loreto. The concessionaire raised approximately \$220 million in private financing (debt + equity) to cover the initial capital investment costs. In addition, the concessionaire is responsible for the maintenance of the road, in accordance with international service quality standards, for the term of the concession contract.

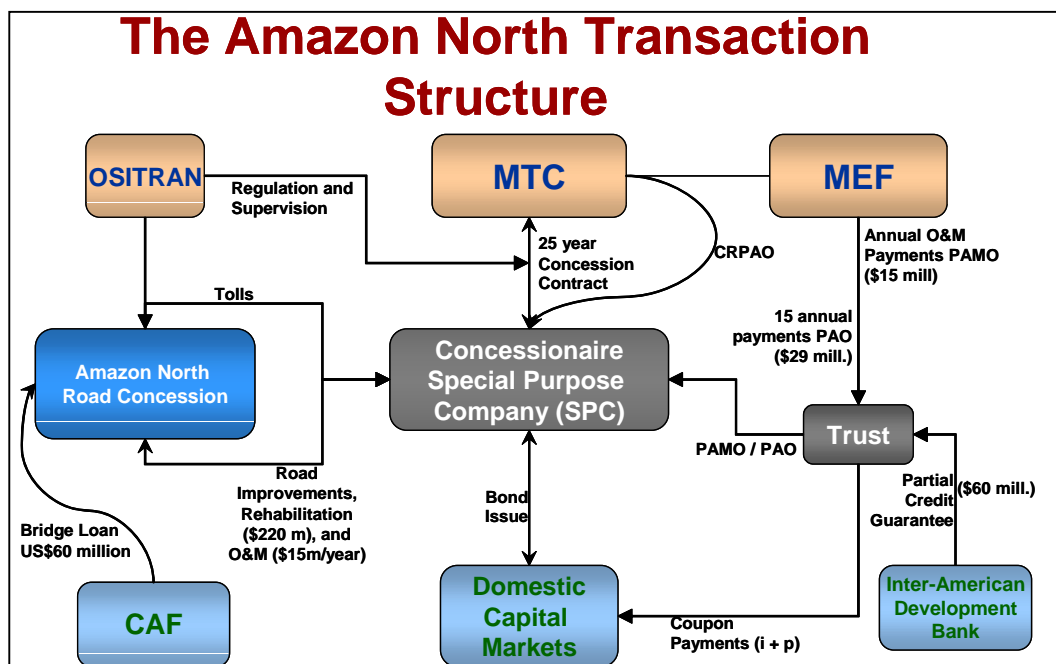
Exhibit 54: Amazon North Corridor



Because of the relatively low average daily traffic counts, to make the project financially viable, the GOP will make annual payments to the concessionaire to cover the cost of the initial investments and O&M. The selection criteria used to determine the winning bid was the lowest government subsidy expressed as the present value of the sum of required PAO (Annual payment for works) and PAMO (Annual payment for O&M) payments. As a result of the competitive bidding process, the amounts of government subsidies for the project were the following:

- PAO: \$29 million for 15 years once the road has been built and rehabilitated.
- PAMO: \$15 million a year for the duration of the concession.

Exhibit 55: Amazon North Transaction Structure



Results: On June 17th, 2005, President Alejandro Toledo witnessed the signing of the \$220 million Amazon North Concession to improve, rehabilitate, operate and maintain 960 Km. of highway between Peru's Pacific port city of Paita and Yurimaguas, a river port municipality servicing Iquitos in eastern Peru and Brazilian ports of call along the full length of the Amazon river to the Atlantic. When completed in 2009 the Amazon North highway concession will anchor the first all weather road and river transport network across South America, greatly facilitating two way commerce between Peru and Brazil and fully integrating, for the first time, Peru's developed coastal regions with its less developed mountainous Andean region and the extensive tropical region extending deep into the Amazon Basin.

The Concession Contract was signed between the Ministry of Transport and Communications of Peru and a consortium of Brazilian and Peruvian investors and construction firms, *Concesionaria Eje Vial Norte*, led by Brazilian Constructora Norberto Oderbrecht S.A. and formed by Constructora Andrade Gutierrez S.A., also from Brazil, and the Peruvian Graña y Montero S.A.A. The competition included the Brazilian firm Construtora Queiroz Galvao S.A.

This pioneering public-private partnership will mobilize more than \$220 million from the Peruvian private capital market to finance the construction and rehabilitation of the highway over the next four years. The Peruvian Government, by turning to the private capital market for the required investment financing, will lessen the pressure on the Government's fiscal budget, freeing scarce tax generated resources to be focused on other public sector priorities such as education and health.

To facilitate the project financing through the local or international capital market, the Government structured, also with USAID assistance, a \$60 million partial credit guarantee (PCG) with the Inter-American Development Bank (IDB). The PCG will guarantee the anticipated annual government contributions to the project.

The Amazon Norte highway concession is clearly one of the most ambitious achievements of the Toledo Administration and a credit to the commitment of the Government to rigorous project preparation and transparent competition. The signing of the Amazon Norte contract follows an extended search by PROINVERSION, with USAID support, for qualified investors and infrastructure operators. The support received from USAID allowed for the successful closure of the Amazon North highway concession transaction. Moreover, the PPP model developed for the Amazon North concession is appropriate for broader application; essential features of which are already being incorporated into the next generation of PPP highway concessions including the Amazon Central highway concession presently under full development with USAID assistance, as well as the five road concessions that make up the Interoceanica Sur highway and the twenty seven road concessions that are part of the Costa Sierra road concession program.

Potential Economic Impact:

The Amazon North concession project will help significantly reduce transportation costs and travel time, improve the competitiveness of products and businesses in the area, and provide the foundation for viable alternatives to coca and for a competitive and licit business environment. The table below shows the estimated savings in transport costs and travel time for the Tarapoto – Yurimaguas segment of the Amazon North Concession:

Before Concession Yurimaguas – Tarapoto 125 Km.	With Concession Yurimaguas – Tarapoto 125 Km.	Savings
Transport of Cargo Time: 12 hours Cost: S/. 160/ton Cost: ton/Km..= S/. 1.28	Transport of Cargo Time: 4 hours Cost: S/. 90/T Cost: T/km= S/. 0.72	 (-70%) (-44%)
Transport of Passengers Time: 6 hours Cost: S/. 25/passenger	Transport of Passengers Time: 3 hours Cost: S/. 13/passenger	 (-50%) (-48%)

B2. Amazon Central Highway Concession

Exhibit 56: Amazon Central Corridor

The Transaction: The Amazon Central (AC) highway concession is a 30-year transaction to improve, construct, operate and maintain 847 km. of national highway between the cities of Lima, on the Pacific Coast, and Pucallpa in the eastern department of Ucayali, and the highway connecting La Oroya and Huancayo within the department of Junin. The selected concessionaire is expected to raise approximately \$115 million in private funding to cover the initial investments in two phases:

Phase I (years 1-2): \$76.5 mill.

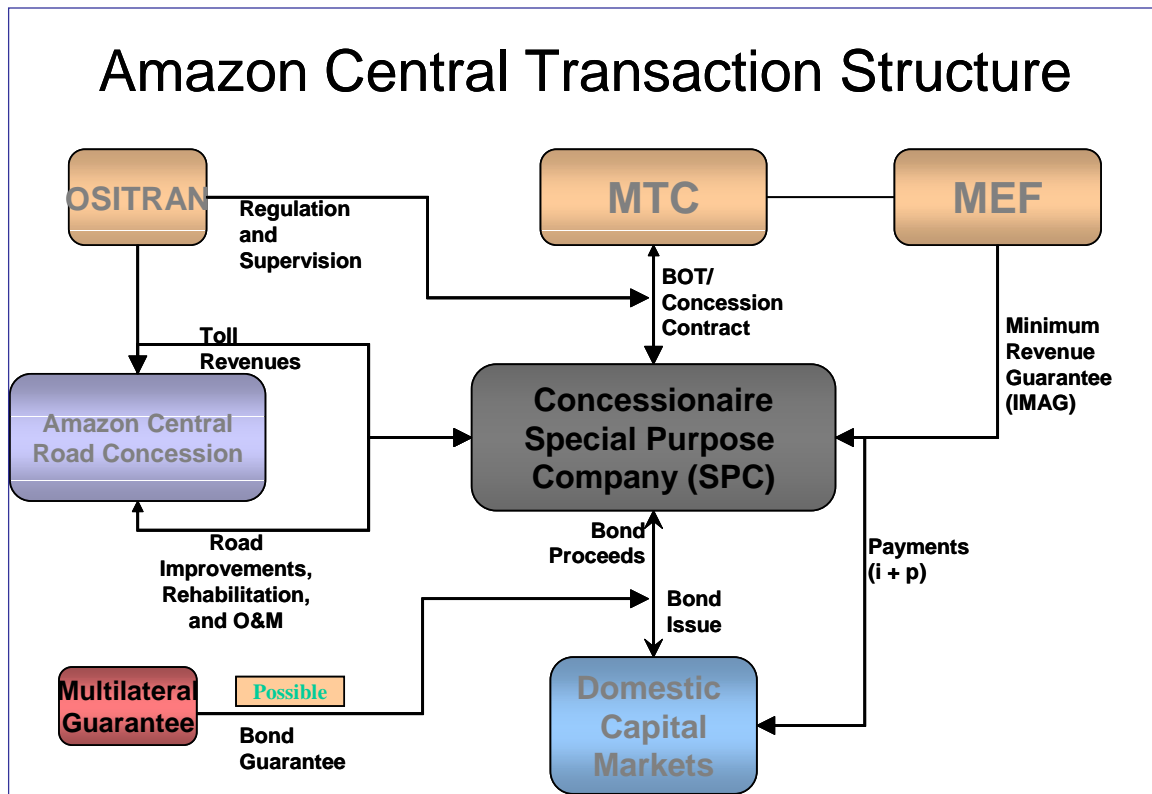
Phase II (years 6-7): \$38.9 mill.

In addition, the concessionaire will guarantee the maintenance of the road, in accordance with international service quality standards, for the term of the concession contract. The concessionaire is expected to recover its initial investments and cover the O&M costs through the life of the concession exclusively through the collection of tolls along the corridor.



To facilitate the financing of the road, the government of Peru will provide, through the Ministry of Economy and Finance, an optional minimum revenue guarantee for up to 98% of the projected revenues. The concession contract is expected to be awarded in February 2007.

Exhibit 57: Amazon Central Transaction Structure



Potential Economic Impact: The Amazon Central concession project will help significantly reduce transportation costs and travel time, improve the competitiveness of products and businesses in the area, and provide the foundation for viable alternatives to coca and for a competitive and licit business environment. The table below shows the estimated savings in transport costs and travel time for the 98 Km. Tingo Maria – Aguaytia segment.

Before Concession Tingo Maria – Aguaitia 98 Km.	With Concession Tingo Maria – Aguaitia 98 Km.	Savings in transport time and cost
Transport of Cargo	Transport of Cargo	
Time: 6 hours	Time: 4 hours	(-33%)
Cost: S/. 50/ton	Cost: S/. 40/T	
Cost: ton/Km.: S/. 0.51	Cost: T/km= S/. 0.41	(-20%)
Transport of Passengers	Transport of Passengers	
Time: 3 hours	Time: 2 hours	(-33%)
Cost: S/. 20/passenger	Cost: S/. 10/passenger	(-50%)

Amazon Central Transaction’s Partial Results:

- Business Model and Financial Structuring. The PRA/PPP team finalized the business model for the Amazon Central concession. Given the estimated levels of initial investments and maintenance costs, our recommended transaction design included a relatively small government subsidy in order to make the project financially viable and “bankable.” At the request of PROINVERSION, however, the business model was subsequently modified to completely eliminate the need for a government subsidy. This was achieved by spreading

the rehabilitation and construction of certain segments of the road over a seven year period, instead of the original three years, and by using far more aggressive assumptions regarding financing terms and conditions that we believe are possible to achieve if a AAA multilateral partial credit guarantee (PRG) is available to potential bidders.

PROINVERSION approved this proposed business model under the condition that the financial assumptions used be tested with the financial and capital market players in Peru.

- At the end of March, the PRA team conducted a market assessment on the Amazon Central highway concession business and financial model design. The PRA team interviewed 10 key institutional players active in the Peruvian capital market to determine their interest in and acceptance of the Amazon Central highway concession business and financial model as it was designed. There was general agreement among the institutional investors interviewed that the level of investment, term, currency, level of equity participation (10%) and the presence of a state guarantee were appropriate and adequate in a formal sense. However, there was unanimous agreement that without the presence of a multilateral guarantee the "bankability" of an Amazon Central bond, as proposed, would be difficult if not impossible to achieve.
- At the request of the PROINVERSION Infrastructure Committee, the PPP team prepared a formal justification for the need and amount of a multilateral guarantee to be presented to the Ministry of Economy and Finance (MEF). A final decision regarding the amount and characteristics of the multilateral PRG, coupled with the definition of the guarantor (i.e. BID or World Bank) were expected as a result of the analysis. To facilitate this process, our team has also conducted meetings in Washington with both the IDB and World Bank to discuss the characteristics, terms, and conditions of a possible PRG for the Amazon Central concession. The government eventually decided not to include a PCG at this time. It may consider the possibility depending on the feedback from pre-qualified bidders.
- An Infrastructure Bond simulating the possible financial structure for the Amazon Central concession was developed and rated by Apoyo/FITCH.
- A comprehensive Environmental Impact Assessment for the entire AC corridor was developed. This study includes a diagnostic on environmental components (physical, biotical, human, archaeological, countryside, landscape, aesthetics and environmental relationships to other projects); identifies and evaluates possible negative and positive, direct and indirect impacts on environmental factors that project development activities can bring about, as with the environmental impact on the project itself; the study also included an environmental management plan for rehabilitation, improvement, and periodic and routine maintenance on the road to mitigate, control, and compensate for likely disturbances to environmental factors, including preventive and corrective measures programs, follow up and monitoring, education and training, compensation and resettlement (if necessary), contingency, abandonment, and restoration. This environmental management tools will ensure that all environmental protection requirements of the GOP as well as USAID, Section 216 requirements, will be met. The study was finalized in March 2006.
- A detailed engineering study to determine, as accurately as possible, the cost of the initial investments and the long term operation and maintenance costs was completed in June 2006. The goal of this study was to design a program for rehabilitation and maintenance, and also to update and assess the capital investment costs. The following are some of the results expected from the study:
 - A periodic and routine maintenance program

- A referential budget for initial investments in rehabilitation, and improvements to asphalted road infrastructure.
 - A referential budget for routine maintenance and periodic maintenance every five years and every nine years.
 - Economic analysis of alternative maintenance strategies through the use of the Highway Design Management 4 (HDM 4) model, considering actions of periodic structural reinforcement approximately every five years and every nine years.
- Demand Study. A demand study targeted to investors and financiers was completed in June 2005. This study complements and enhances the information of an existing demand study of the MTC. This study is crucial in view of the fact that the financing for this road concession is based solely on the projected traffic levels of the highway and the collection of tolls. The study develops new traffic and income projections and provides a clear and precise explanation of the data considered and its level of support. Furthermore, the analysis will provide future investors and financiers with additional background information to enable them to adequately assess the risks associated with the project.
 - Transaction Documents. The PRA/PPP team worked with PROINVERSION updating the Bases for the Amazon Central Concession and preparing the third version of the Concession Contract. The new version of the Bases includes revised prequalification criteria that take into consideration all of the recommendations presented by potential bidders during the road shows in Santiago and Bogotá.

The third version of the concession contract reflects the new business model and the fact that this is a self sustainable concession without government subsidies. These two documents were released to the bidders in July 2006. The team is now preparing the fourth and final version of the concession contract.

- Data Room. All existing information and documentation pertaining to the project was gathered and organized in the projects' Data Room in PROINVERSION.
- Promotion: PRA conducted an aggressive local and international project promotion campaign to ensure that this is, for the benefit of the government of Peru, a very competitive and transparent bidding process. Thus far, the PRA team has prepared and published a promotional brochure (teaser) and an information bulletin to more than a 100 firms in the project's database. In addition, through local representatives, PRA has contacted more than 40 firms directly in Chile, Mexico, and Colombia and conducted road shows with the participation of high level government officials in Santiago, and Bogotá during the months of October and November 2005.

In addition, the first week of September 2006, PRA conducted a series of one-on-one meetings in Lima with 12 out of the 14 firms that have expressed interest in the Amazonas Centro Concession. At the meetings, the PRA team presented the third version of the Bases and concession contract and the revised transaction financial structure and mechanism for contract award.

- Registered firms. Through November 15th, 2006 there are three firms already pre-qualified and eleven registered to participate in the Amazon central bidding process:

Pre-Qualified Firms	Country
GRAÑA & MONTERO	PERU
ANDRADE GUTIERREZ	BRAZIL
CONALVIAS SA	COLOMBIA
Registered Firms	Country
Constructora Málaga Hnos. S.A.	Perú
CONCAR S.A.	Perú
Hidalgo e Hidalgo S.A. – Construcción y Administración S.A.C. Asociados.	Ecuador-Perú
TRANSLEI S.A.	Portugal
CONSORCIO PLANOVA-SCHAHIN	Brasil
CONSTRUCTORA CAMARGO CORREA S.A	Brasil
CONSTRUTORA QUEIROZ GALVAO S.A.	Brasil
ODEBRECHT	BRAZIL
JJC CONTRATISTAS GENERALES S.A.	Perú
INCOEQUIPOS	Colombia
Consortio Consultoría Colombiana	Colombia

B3. Concession of the South Container Terminal of the Port of Callao

B3a. Background

In early 2005, the concession of the new South Container Terminal of the Port of Callao, the largest and most important port serving Peruvian cargo, was identified by both USAID and the GOP as a PPP transaction of the highest priority in which the PRA project was required to provide assistance. However, due to significant budgetary constraints, USAID was not in a position to fund the complete transaction design and implementation process as originally envisioned in the PRA contract. The estimated cost of the complete transaction design and implementation process for Callao was estimated by PRA at US\$1.9 million.

Since early March 2005, on USAID instructions, the Chemonics PRA/PPP team worked with PROINVERSION to prepare a memorandum of understanding (MOU) to govern and guide USAID's support of the design and implementation of the Port of Callao PPP transaction. Although the first draft of the USAID-PROINVERSION MOU was circulated and discussed with PROINVERSION in mid-March, 2005, it was not until six months later, in mid-September, that an agreement was finally reached.

USAID agreed with PROINVERSION to partially fund the Port of Callao PPP structuring work and instructed PRA to provide technical assistance to PROINVERSION in the initial transaction design phase of concession for the South Container Terminal within the Port of Callao. USAID limited the funding for this particular activity to US\$550,000.

Several factors influenced the slow evolution of the Port of Callao MOU and the final agreement between USAID and PROINVERSION. These include:

- The absence of consensus on the content of the Port of Callao modernization program among the key involved actors as well as conflicting interests;
- Limited institutional capability within PROINVERSION, as well as its all consuming involvement in the bidding and award of several PPP concessions since March (i.e., Red Vial #6, Amazon North, Interoceanica Sur, Tumbes water distribution system);
- The decision by USAID to fund only partially the Port of Callao transaction when the Government had initially expected USAID to fund the entire PPP structuring work as is the case of the Amazon North and Amazon Central highway concessions; and
- The subsequent need to mobilize substantial counterpart resources by the GOP became a final limiting and delaying factor in the Government's effort to move forward with Callao concession work through mid-September 2005.

Between October 2005 and March 2006, PRA, with the contributions of a world-class, multidisciplinary team of port experts and firms, prepared the concession transaction design for this new container terminal. The final report was presented to PROINVERSION in early April 2006.

B3b. Main Activities

Thanks to USAID assistance, the PRA/PPP team in coordination with its subcontractors Nathan Associates and *Universidad del Pacífico*, performed the following activities:

Market demand study

Our team prepared a comprehensive report assessing the demand for port services, cargo handling, the potential for growth, and sensitivity to improvements in the quality of service and the pricing of these services. The report includes 30-year traffic and cargo forecasts for containerized and general cargo, including projections of vessel calls and an analysis of the short, medium and long term competitive situation and forecast of the expected development of market share. The analysis had three main components:

- i) an econometric analysis;
- ii) an assessment of possible effects of induced demand factors; and
- iii) a simulation of the possible distribution of future cargo between the private terminal and the public terminals.

The final report was presented to PROINVERSION in March 2006.

Operation and Facilities Review

A revision of the port operations and facilities was performed by Nathan Associates. The main objective of this analysis was to determine the technical requirements and level of required initial investments to build and equip the South Container Terminal. The report included the following:

- The contemplated layout (basic design) for the proposed South Container Terminal, demarcating the physical boundaries for the PPP projects in accord with the market, engineering, cost, and financial considerations incorporated into the analysis.

- The estimated capital costs associated with the development of the new terminal by type of capital cost (i.e. construction, dredging, equipment, etc.)
- Minimum technical requirements for the bidding process, standards of service to be required to the concessionaire, technical evaluation criteria.

Industrial organization and regulation

A comprehensive study of regulation and competition policy within the Port of Callao was developed by *Universidad del Pacífico*. The objective of the analysis was to evaluate the impact of private participation in the provision of infrastructure services and operations of the Port of Callao on the port's industrial organization and the competition environment. In addition, a secondary goal was to propose recommendations on the main regulatory aspects of the South Container terminal's concession contract to improve the efficiency of the administration of the port.

Financial modeling and analysis

The PRA/PPP team prepared a 30-year financial projection to establish the economic and financial viability of the proposed concession project. These forecasts were prepared using two state-of-the-art financial and economic analysis models developed and tailored specifically to the particular requirements of this project. The economic analysis model evaluated the proposed concession without financing considerations and allowed for the simulation of alternative service and tariff levels, capital investments programs and schedules, different levels of projected demand and competition between the public and private terminals, and others. The financial analysis model allowed for a variety of financing structures (e.g. long-term bank loans, short-term bridge loans, bond issues, combinations of the above, etc.) The projections covered the expected life of the concession and the models allowed to determine the return on investment, the net present value, debt service coverage ratios, and other indicators under different scenarios; also the required level of revenues to be generated throughout the life of the project to permit the operator/concessionaire to undertake the capital investment program to operate and maintain the facilities, service its debt, maintain adequate levels of debt service coverage ratios and provide equity investors with their required returns. The financial and economic analysis models were presented to PROINVERSION in March 2006.

Risk analysis

The objective of this study was to identify and allocate, to the public or private party that is in the best position to manage the risk, the main financial, commercial, operational, and engineering, construction and other risks associated with the implementation of the concession of the new South Container Terminal of the Port of Callao. In addition, the study also recommended risk mitigation mechanisms. The risk analysis is essential for the development of the concession contract.

Transaction Design and Business Model

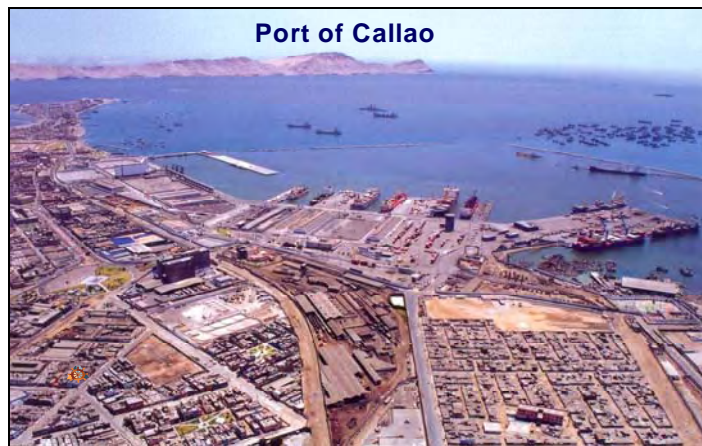
Based on the results of these studies, the PPP/team prepared and finalized the complete technical, financial, and legal business and transaction design model. The final business model was presented to PROINVERSION in early April 2006.

The main conclusions of this comprehensive analysis of the proposed concession were the following:

1. The financial analysis shows that the concession project of the South Container Terminal is profitable. However, depending on the methodology used to estimate the allocation of future demand between the public terminal operated by ENAPU and the new private Terminal, the concession project may not be bankable (i.e. the debt service coverage ratio is not higher or equal to 1.5)
2. Depending on the level of competition within the Port, the demand captured by the private terminal could be somewhere between 29% and 48% of the total projected demand. Capturing only 29% of demand, the private concession would not support any variations in the capital expenditure costs or lower than anticipated demand growth. Therefore, in order to attract private investors, it is crucial that the government clearly defines the competition that the private terminal will face in the future.
3. ENAPU and the existing Port operators could significantly improve their capacity by adding new equipment (i.e. Gantry cranes) with a relatively low investment. This is clearly a risk for the investors in the new terminal and may motivate bidders to not participate in the process.

Exhibit 58: Port of Callao at Present

4. Muelle 5 could temporarily operate with two mobile cranes to face increased demand.
5. All these risks can be mitigated by defining a port development plan that is clear to the public and private parties and that clearly indicates the types of future investments, and future competition. Otherwise, potential bidders may not participate or may require minimum revenue guarantees or commitments not to undertake future investments until certain milestones have been achieved, for example.

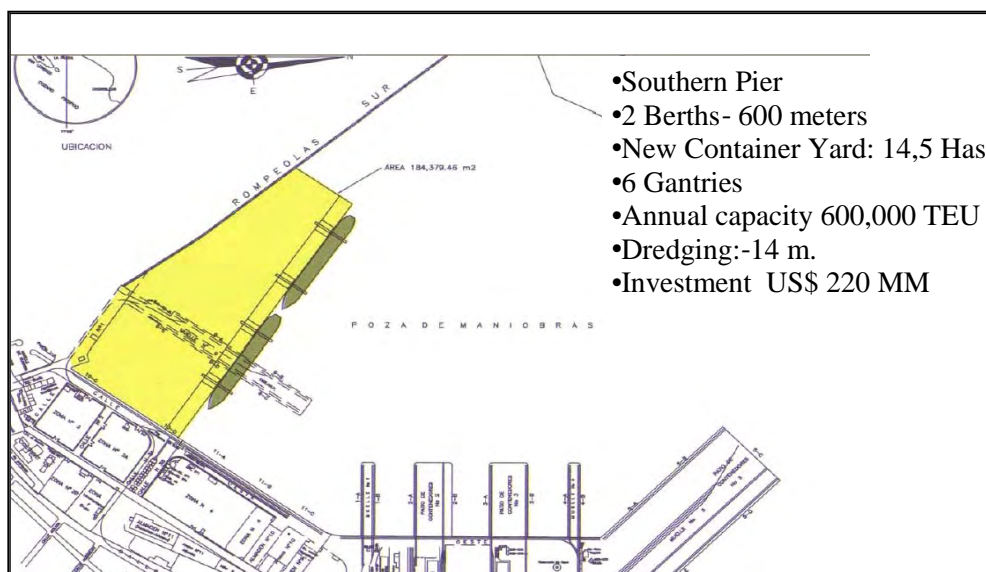


All our recommendations were accepted by PROINVERSION and incorporated in the transaction documents. This contributed to the successful bidding of the project during the second quarter of 2006. A total of four bids were submitted:

1. Consorcio Terminal Internacional de Contenedores del Callao (formed by P&O of England and Uniport from Spain)
2. Consorcio Dragados- Ransa (from Spain and Peru, respectively)
3. HC Limited (Hutchinson from Hong Kong)
4. International Container Terminal Services (ICTS from the Philippines)

The South Terminal Concession contract was successfully awarded on June 19, 2006 to *Consorcio Terminal Internacional de Contenedores del Callao* (P&O from England and Uniport from Spain.) P&O offered the lowest tariff and the highest additional initial investment (US\$144 million). P&O ports provides logistics services in approximately 100 ports and manages 29 container terminals around the world. In 2005, P&O moved 17 million TEUs. The Concession contract was signed on July 24, 2006.

Exhibit 59. Port of Callao: New South Container Terminal



B4. Fernando Belaunde Terry (FBT) Road

Thanks to USAID assistance, the PRA project has focused on the imperative of completing the FBT since 2001 when it was highlighted in a PRA transport infrastructure report as the key project to unleash the agriculture potential of the Huallaga Valley and Central Peru¹. This year, after years of work by AMRESAM (*Asociación de Municipios de la Región San Martín*), the Regional Government of San Martin, the Provincial Government of Tocache and the FBT Board (*Directorio de la FBT*), which USAID was instrumental in founding, legislation was passed in Congress eliminating the exoneration of the Department of San Martin Department from the IGV tax. The proceeds of IGV tax revenue, estimated to yield S/.45 million a year for 50 years (approximately US \$14 million/year) now flow to a "trust fund" specifically earmarked for the completion of the FBT highway.

Even with this substantial annual funding from the FBT Trust Fund, it would still take more than 10 years to complete the remaining segments of this highway if constructed by the MTC through the traditional public works bidding and tendering process. Nevertheless, this timeframe can be dramatically shortened by leveraging private investment capital through a well structured public-private partnership arrangement. Thanks to USAID assistance, the GOP has this tool at its disposal.

PRA PPP team's preliminary assessment and transaction design work concludes that a PPP for the FBT is a viable alternative with minimum additional government subsidies to cover cash flow deficits after year 9 of the concession. The main characteristics of the transaction structure include the following:

- 16-year PPP concession
- Toll revenues estimated at \$1.2 million a year. The concession requires government subsidies.
- The GOP establishes a trust fund in COFIDE and receives the proceeds of IGV tax revenue of minimum \$14 million a year

¹ Estudio sobre la Inversión en Infraestructura Vial Prioritaria en Perú, prepared by P. y V. Ingenieros S.A. in septiembre de 2001.

- The GOP will make annual payments to cover the initial construction plus the operation and maintenance costs (PAO + PAMO mechanism similar to the Amazon North concession transaction)
- The annual PAO plus PAMO payments required have been estimated at: \$25.12 million. The GOP starts paying after 3 of the concession only 50% of the PAO+PAMO, and 100% after year 5. The balance of the trust fund after year 5 is expected to be \$44 million
- The \$25.12 million PAO + PAMO will be funded exclusively from by trust fund until year 9 of the concession.
- From years 9 through 16, the deficit of approximately \$11 million a year will be funded directly by the GOP as a loan to the trust fund
- The GOP will recover this loan with inflows to the trust fund from years 17 through 21 (please see table below)
- Conclusion: the FBT concession is possible with funding form proceeds of IGV tax revenue for 21 years of the 50 that will be received by the trust fund

Exhibit 60: FBT Transaction Summary Table

Year	Concession period	Amounts deposited in the Trust fund	PAO + PAMO cumulative amount	Trust Fund balance after PAO + PAMO payments	Period	Amounts deposited in Trust Fund after completion of the concession
2006	0	14,000,000	0	14,000,000		
2007	1	28,000,000	0	28,000,000		
2008	2	42,000,000	0	42,000,000		
2009	3	56,000,000	12,557,888	43,442,112		
2010	4	57,442,112	12,557,888	44,884,224		
2011	5	58,884,224	25,115,777	33,768,447		
2012	6	47,768,447	25,115,777	22,652,670		
2013	7	36,652,670	25,115,777	11,536,893		
2014	8	25,536,893	25,115,777	421,116		
2015	9	14,421,116	25,115,777	(10,694,661)	17	14,000,000
2016	10	14,000,000	25,115,777	(11,115,777)	18	14,000,000
2017	11	14,000,000	25,115,777	(11,115,777)	19	14,000,000
2018	12	14,000,000	25,115,777	(11,115,777)	20	14,000,000
2019	13	14,000,000	25,115,777	(11,115,777)	21	14,000,000
2020	14	14,000,000	25,115,777	(11,115,777)		
2021	15	14,000,000	15,132,166	(1,132,166)		
2022	16	14,000,000	15,132,166	(1,132,166)		
Total to be financed				(68,537,878)		70,000,000

GOP's loan to Trust Fund

Available for paying back GOP's loan

With the completion of the two IIRSA east-west concessions and subsequently the north-south FBT highway the central Sierra and Selva of Peru would be, for the first time, fully integrated into the Peruvian economy by all-weather highways. The completion of these highways will certainly lead to an economic boom in San Martin and Ucayali Departments. The completion of the FBT and two IIRSA east-west corridors will finally and forever integrate the Sierra and Selva of central Peru into the national economy with all the promise such integration holds for improving the income of millions of small holders, many of whom presently turn to coca as the only crop marketable from a region constrained by limited and poor infrastructure and extremely high transport costs.

ANNEX A

FY2006 PRA BUSINESS RESULTS

Table 1									
PRA Annual Results vs Targets: October 2005 - September 2006									
Corridor	Sales (US\$)			Employment (days of labor)			Investment (US\$)		
	Net Sales	Target	% of Target Achieved	Days of Labor	Target	% of Target Achieved	Investment (US\$)	Target	% of Target Achieved
AYACUCHO	3,678,397	2,239,348	164.26%	412,735	208,383	198.07%	0	298,513	0.00%
CUSCO	6,717,672	4,055,985	165.62%	305,102	341,905	89.24%	766,276	540,677	141.73%
HUANCAYO	8,986,404	5,153,935	174.36%	278,281	308,387	90.24%	626,705	687,038	91.22%
HUANUCO	926,530	1,316,211	70.39%	43,305	99,955	43.32%	113,488	175,456	64.68%
JAEN	4,902,151	5,700,796	85.99%	285,619	309,425	92.31%	299,107	574,736	52.04%
PIURA	4,649,956	2,960,406	157.07%	236,789	290,575	81.49%	1,675,444	298,459	561.36%
PUCALLPA	6,584,960	5,324,813	123.67%	359,057	563,986	63.66%	725,960	709,817	102.27%
TARAPOTO	3,597,444	3,302,019	108.95%	425,365	318,596	133.51%	0	440,171	0.00%
CAJAMARCA	2,430,154	1,863,071	130.44%	82,403	108,350	76.05%	-	-	-
HUAYLAS	2,560,875	3,426,475	74.74%	68,938	108,548	63.51%	-	-	-
PUNO	1,069,561	1,603,835	66.69%	107,852	231,811	46.53%	-	-	-
SubTotal	46,104,103	36,946,894	124.78%	2,605,447	2,889,921	90.16%	4,206,980	3,724,867	112.94%
HUANCAVELICA	1,042,535	875,544	119.07%	86,191	86,244	99.94%	30,226	43,060	70.19%
Total	47,146,638	37,822,438	124.65%	2,691,638	2,976,165	90.44%	4,237,206	3,767,927	112.45%

Table 2			
PRA Annual Results per Region: October 2005 - September 2006			
Region	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
AMAZONAS	1,375,114	70,939	98,653
ANCASH	2,615,958	69,473	0
APURIMAC	367,505	16,884	0
AREQUIPA	385,831	1,925	21,341
AYACUCHO	3,273,368	388,972	0
CAJAMARCA	5,886,764	293,018	125,581
CUSCO	3,066,983	101,754	64,788
HUANCAVELICA	1,068,602	87,352	38,872
HUANUCO	1,980,946	95,816	138,078
JUNIN	7,686,391	251,766	615,033
LAMBAYEQUE	241,495	10,224	0
LIMA	4,982	342	0
PASCO	991,730	33,381	0
PIURA	4,174,300	185,483	1,675,444
PUNO	4,137,991	299,937	680,146
SAN MARTIN	3,667,944	429,433	74,873
TUMBES	537,543	44,028	0
UCAYALI	5,683,191	310,912	704,396
Total	47,146,638	2,691,638	4,237,206

* Preliminary data

Table 3									
PRA Cumulative Results* vs Targets: Through September 2006									
Corridor	Sales (US\$)			Employment (days of labor)			Investment (US\$)		
	Net Sales	Target	% of Target Achieved	Days of Labor	Target	% of Target Achieved	Investment (US\$)	Target	% of Target Achieved
AYACUCHO	8,325,520	8,417,794	98.90%	1,141,912	828,303	137.86%	153,993	894,732	17.21%
CUSCO	18,983,578	16,911,829	112.25%	1,228,910	1,687,460	72.83%	782,392	1,821,336	42.96%
HUANCAYO	24,493,070	19,904,064	123.06%	1,144,353	1,900,787	60.20%	3,312,294	2,064,660	160.43%
HUANUCO	5,248,152	9,408,539	55.78%	356,581	948,361	37.60%	151,792	946,074	16.04%
JAEN	18,982,622	13,966,077	135.92%	1,217,663	1,181,889	103.03%	827,428	1,398,625	59.16%
PIURA	4,988,859	3,726,939	133.86%	260,202	376,012	69.20%	1,696,000	375,738	451.38%
PUCALLPA	17,271,976	14,333,144	120.50%	1,180,307	1,425,777	82.78%	2,456,365	1,567,184	156.74%
TARAPOTO	10,572,331	13,128,853	80.53%	1,260,500	1,349,451	93.41%	1,015,947	1,211,664	83.85%
CAJAMARCA	13,360,213	7,641,706	174.83%	754,705	743,700	101.48%	379,210	549,195	69.05%
HUAYLAS	10,703,563	9,177,785	116.62%	315,599	713,560	44.23%	1,990,412	472,035	421.67%
PUNO	8,741,425	7,387,618	118.33%	1,302,123	827,942	157.27%	169,868	538,569	31.54%
AGUAYTIA	1,398,353	1,100,857	127.02%	220,976	122,701	180.09%	79,219	110,985	71.38%
TINGO MARIA	426,218	594,063	71.75%	18,806	66,214	28.40%	0	59,892	0.00%
TOCACHE	132,147	1,534,189	8.61%	24,863	171,000	14.54%	0	154,672	0.00%
VRAE	712,310	929,332	76.65%	35,480	103,583	34.25%	17,000	93,692	18.14%
Subtotal	144,340,338	128,162,789	112.62%	10,462,982	12,446,740	84.06%	13,031,919	12,259,053	106.30%
HUANCAVELICA	2,642,608	2,781,544	95.01%	282,822	273,991	103.22%	207,613	163,060	127.32%
Total	146,982,946	130,944,333	112.25%	10,745,804	12,720,731	84.47%	13,239,532	12,422,113	106.58%

Table 4			
PRA Cumulative Results per Region: Through September 2006			
Region	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
AMAZONAS	5,399,473	368,824	142,309
ANCASH	10,792,463	316,255	1,990,412
APURIMAC	2,643,685	152,861	0
AREQUIPA	385,831	1,925	21,341
AYACUCHO	8,046,088	1,135,278	170,993
CAJAMARCA	26,894,398	1,600,226	966,139
CUSCO	11,105,976	719,485	80,904
HUANCAVELICA	2,692,187	284,798	216,260
HUANUCO	7,209,065	522,602	204,933
JUNIN	21,262,554	1,008,206	3,199,325
LA LIBERTAD	29,507	1,315	23,317
LAMBAYEQUE	348,332	17,529	12,231
LIMA	4,982	342	0
LORETO	207,354	13,807	914
MADRE DE DIOS	0	5	0
PASCO	3,345,820	199,864	107,628
PIURA	4,457,083	201,773	1,683,769
PUNO	14,036,714	1,662,449	850,014
SAN MARTIN	10,787,986	1,290,953	1,091,076
TUMBES	537,543	44,028	0
UCAYALI	16,795,904	1,203,279	2,477,966
Total	146,982,946	10,745,803	13,239,532

* Preliminary data

Table 5				
PRA Employment by gender : Annual Results per ESC October 2005 - September 2006				
ESC	Net Days of Labor	Days of Labor (men)	Days of Labor (women)	% of women with respect total
AYACUCHO	412,735	282,646	130,089	31.52%
CUSCO	305,102	197,074	108,028	35.41%
HUANCAYO	278,281	190,299	87,982	31.62%
HUANUCO	43,305	27,831	15,474	35.73%
JAEN	285,619	222,903	62,716	21.96%
PIURA	236,789	170,954	65,835	27.80%
PUCALLPA	359,057	276,545	82,511	22.98%
TARAPOTO	425,365	254,489	170,876	40.17%
CAJAMARCA	82,403	33,801	48,602	58.98%
HUAYLAS	68,938	51,107	17,831	25.87%
PUNO	107,852	32,931	74,922	69.47%
Subtotal	2,605,447	1,740,581	864,866	33.19%
HUANCAVELICA	86,191	42,078	44,113	51.18%
Total	2,691,638	1,782,659	908,979	33.77%

Table 6				
PRA Employment by gender : Annual Results per Region October 2005 - September 2006				
Region	Net Days of Labor	Days of Labor (men)	Days of Labor (women)	% of women with respect total
AMAZONAS	70,939	49,117	21,822	30.76%
ANCASH	69,473	51,467	18,006	25.92%
APURIMAC	16,884	11,129	5,755	34.08%
AREQUIPA	1,925	1,540	385	20.01%
AYACUCHO	388,972	265,096	123,877	31.85%
CAJAMARCA	293,018	206,534	86,485	29.52%
CUSCO	101,754	66,483	35,271	34.66%
HUANCAVELICA	87,352	42,606	44,746	51.22%
HUANUCO	95,816	66,672	29,145	30.42%
JUNIN	251,766	174,793	76,973	30.57%
LAMBAYEQUE	10,224	7,113	3,110	30.42%
LIMA	342	152	190	55.50%
PASCO	33,381	22,627	10,753	32.21%
PIURA	185,483	129,643	55,840	30.11%
PUNO	299,937	156,270	143,667	47.90%
SAN MARTIN	429,433	255,544	173,889	40.49%
TUMBES	44,028	36,181	7,847	17.82%
UCAYALI	310,912	239,692	71,220	22.91%
Total	2,691,638	1,782,659	908,979	34%

* Preliminary data

Table 7				
PRA Employment by gender : Cumulative Results per ESC Through September 2006				
ESC	Net Days of Labor	Days of Labor (men)	Days of Labor (women)	% of women with respect total
AYACUCHO	1,141,912	732,195	409,717	35.88%
CUSCO	1,228,910	756,923	471,987	38.41%
HUANCAYO	1,144,353	736,283	408,070	35.66%
HUANUCO	356,581	243,383	113,199	31.75%
JAEN	1,217,663	970,273	247,390	20.32%
PIURA	260,202	187,563	72,639	27.92%
PUCALLPA	1,180,307	934,235	246,072	20.85%
TARAPOTO	1,260,500	722,634	537,866	42.67%
CAJAMARCA	754,705	354,256	400,449	53.06%
HUAYLAS	315,599	230,682	84,917	26.91%
PUNO	1,302,123	564,975	737,148	56.61%
AGUAYTIA	220,976	158,537	62,439	28.26%
TINGO MARIA	18,806	15,246	3,560	18.93%
TOCACHE	24,863	11,860	13,003	52.30%
VRAE	35,480	27,249	8,231	23.20%
Total	10,462,982	6,646,295	3,816,687	36.48%

HUANCAVELICA	282,822	137,023	145,799	51.55%
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Table 8				
PRA Employment by gender : Cumulative Results per Region Through September 2006				
Region	Net Days of Labor	Days of Labor (men)	Days of Labor (women)	% of women with respect total
AMAZONAS	368,824	279,207	89,617	24.30%
ANCASH	316,255	231,124	85,131	26.92%
APURIMAC	152,861	93,956	58,905	38.53%
AREQUIPA	1,925	1,540	385	20.01%
AYACUCHO	1,135,278	723,874	411,404	36.24%
CAJAMARCA	1,600,226	1,044,324	555,902	34.74%
CUSCO	719,485	428,703	290,781	40.42%
HUANCAVELICA	284,798	137,796	147,003	51.62%
HUANUCO	522,602	365,451	157,151	30.07%
JUNIN	1,008,206	645,839	362,367	35.94%
LA LIBERTAD	1,315	954	362	27.50%
LAMBAYEQUE	17,529	11,402	6,128	34.96%
LIMA	342	152	190	55.50%
LORETO	13,807	10,665	3,141	22.75%
MADRE DE DIOS	5	3	2	40.00%
PASCO	199,864	138,968	60,896	30.47%
PIURA	201,773	142,087	59,686	29.58%
PUNO	1,662,449	806,700	855,750	51.48%
SAN MARTIN	1,290,953	736,419	554,533	42.96%
TUMBES	44,028	36,181	7,847	17.82%
UCAYALI	1,203,279	947,973	255,306	21.22%
Total	10,745,803	6,783,318	3,962,486	36.87%

* Preliminary data

Table 9				
PRA Annual Results * per Product **: October 2005 - September 2006				
N°	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
1	RICE	6,109,094	406,021	15,000
2	TROUT	5,116,703	82,363	680,146
3	BEANS AND LEGUMES	3,846,772	213,131	1,560,069
4	COFFEE	2,974,228	180,718	330,905
5	PALM	2,880,878	90,193	646,353
6	ARTICHOKE	2,776,500	129,647	392,072
7	FRUITS	2,279,965	162,025	58,993
8	TARA	1,949,878	77,039	0
9	WOOD	1,834,697	46,443	0
10	FLOWERS AND PLANTS	1,506,224	51,786	97,942
11	DECORATIVE CERAMIC TILES	1,452,805	9,354	0
12	COTTON	1,403,813	306,627	16,331
13	FRESH CHICKEN	1,359,902	17,571	12,171
14	DAIRY	1,193,485	50,546	4,266
15	POTATO	1,180,433	58,303	0
16	NATURAL COLORANTS	1,063,541	50,335	21,341
17	LIME	1,034,749	40,068	19,450
18	JEWELRY	844,393	19,328	0
19	FABRICS	687,087	68,370	120,296
20	PROCESSED PRODUCTS	676,619	7,826	24,000
21	COCOA	611,237	27,140	0
22	FIBER AND WOOL	594,524	95,599	0
23	CORN	542,705	48,819	46,168
24	HOUSE HOLD GOODS AND HANDICRAFTS	517,328	271,325	224
25	YACON	396,230	12,782	0
26	TOURISM	277,622	2,549	0
27	CEREALS	249,328	19,181	0
28	PEANUTS	223,266	18,296	0
29	AVOCADO	190,026	6,175	0
30	COMPUTER PARTS	169,651	76	0
31	FUR	166,367	54,970	0
32	PROCESSED FOODS	166,252	4,604	389
33	ROASTED RED PEPPER	165,214	16,499	0
34	BARBASCO	141,985	4,944	0
35	GIANT SQUID	132,365	15,421	125,855
36	LIVESTOCK	128,713	6,755	12,619
37	SEASAME	125,418	9,563	0
38	SPICES	56,832	4,148	0
39	GARLIC	32,842	1,204	0
40	MUSK	31,412	2,510	0
41	AROMATIC AND MEDICINAL HERBS	23,060	41	52,618
42	MACA	13,146	653	0
43	SOY BEAN	9,075	532	0
44	MINIMARKET ITEMS	5,933	66	0
45	ESSENTIAL OILS	3,725	18	0
46	HONEY	616	74	0
Grand Total		47,146,638	2,691,638	4,237,206

* Preliminary data

Table 10				
PRA Cumulative Results* per Product** : Through September 2006				
N°	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
1	RICE	19,323,757	1,111,152	798,006
2	TROUT	13,555,695	189,997	1,146,627
3	COFFEE	11,544,788	1,404,302	907,851
4	PALM	10,186,877	499,863	1,219,249
5	TARA	8,687,732	531,887	10,000
6	FLOWERS AND PLANTS	7,490,747	299,464	1,820,918
7	BEANS AND LEGUMES	6,626,189	438,344	1,677,214
8	COTTON	6,127,654	1,213,141	212,463
9	ARTICHOKE	5,727,662	323,347	2,344,833
10	FRUITS	5,283,408	431,309	355,839
11	POTATO	3,968,357	230,219	0
12	JEWELRY	3,847,241	89,582	106,578
13	FRESH CHICKEN	3,724,993	48,115	175,582
14	DECORATIVE CERAMIC TILES	3,554,281	25,853	0
15	FIBER AND WOOL	3,283,718	900,100	1,104
16	WOOD	3,271,396	121,831	136,831
17	NATURAL COLORANTS	3,004,340	234,099	21,341
18	HOUSE HOLD GOODS AND HANDICRAFTS	2,898,687	1,094,203	13,651
19	TOURISM	2,761,053	43,727	248,829
20	CORN	2,722,330	218,893	1,123,455
21	FABRICS	2,710,843	379,133	242,533
22	COCOA	2,694,497	127,778	0
23	DAIRY	2,452,508	185,112	65,150
24	YACON	1,781,012	56,617	8,826
25	PROCESSED FOODS	1,502,397	43,855	12,632
26	PROCESSED PRODUCTS	1,341,779	18,073	37,186
27	LIME	1,265,131	51,458	19,450
28	CEREALS	994,993	75,730	0
29	COMPUTER PARTS	775,824	375	27,152
30	PEANUTS	551,389	42,966	17,000
31	FUR	437,615	121,302	0
32	ROASTED RED PEPPER	397,716	24,750	0
33	SEASAME	383,332	28,704	0
34	SPICES	380,453	17,945	62,681
35	AVOCADO	321,445	11,289	0
36	BARBASCO	272,829	10,308	23,760
37	AROMATIC AND MEDICINAL HERBS	192,737	5,851	52,618
38	HEART PALM	137,993	19,214	5,691
39	GIANT SQUID	132,365	15,421	125,855
40	LIVESTOCK	128,713	6,755	12,619
41	MUSK	121,993	8,821	0
42	FORAJE	121,470	26,107	0
43	MINIMARKET ITEMS	79,830	793	915
44	GARLIC	77,225	2,384	0
45	CONSTRUCTION	42,067	2,167	0
46	MACA	27,895	1,009	11,971
47	ESSENTIAL OILS	18,601	114	44,079
48	HONEY	16,574	2,551	0
49	NON METALIC MINERALS	15,409	653	0
50	SOY BEAN	9,075	532	0
51	TILAPIA	3,642	299	0
52	GINEAU PIGS	1,390	318	0
53	RUBBER	1,300	219	0
54	SUGAR CANE	0	7,770	149,046
Grand Total		146,982,946	10,745,803	13,239,532

* Preliminary data

Table 11

PRA Annual Results per ESC and Product : October 2005 - September 2006				
ESC	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
AYACUCHO	POTATO	832,566	44,070	0
	COCOA	579,702	25,761	0
	BEANS AND LEGUMES	452,254	29,525	0
	COFFEE	383,670	15,379	0
	HOUSE HOLD GOODS AND HANDICRAFTS	260,741	231,279	0
	PEANUTS	223,266	18,296	0
	AVOCADO	190,026	6,175	0
	BARBASCO	141,985	4,944	0
	PROCESSED FOODS	136,470	3,807	0
	SEASAME	125,418	9,563	0
	CEREALS	91,290	7,201	0
	WOOD	83,557	3,185	0
	SPICES	56,832	4,148	0
	CORN	42,500	5,384	0
	RICE	41,415	2,197	0
	GARLIC	32,842	1,204	0
ARTICHOKE	3,246	542	0	
HONEY	616	74	0	
Total AYACUCHO		3,678,397	412,735	0
CUSCO	TROUT	1,581,306	45,766	680,146
	DECORATIVE CERAMIC TILES	1,452,805	9,354	0
	COFFEE	1,328,505	81,414	0
	NATURAL COLORANTS	1,063,541	50,335	21,341
	BEANS AND LEGUMES	276,802	10,827	0
	FRESH CHICKEN	186,419	1,550	12,171
	FUR	166,367	54,970	0
	CEREALS	158,037	11,980	0
	HOUSE HOLD GOODS AND HANDICRAFTS	142,915	15,052	0
	TOURISM	141,323	1,216	0
	FIBER AND WOOL	125,165	19,482	0
	TARA	71,428	3,115	0
	AROMATIC AND MEDICINAL HERBS	23,060	41	52,618
Total CUSCO		6,717,672	305,102	766,276
HUANCAYO	TROUT	3,377,512	33,784	0
	ARTICHOKE	1,330,981	53,183	392,072
	DAIRY	1,179,365	50,226	0
	FRESH CHICKEN	1,173,483	16,021	0
	COFFEE	825,677	59,430	114,634
	PROCESSED PRODUCTS	624,143	7,633	0
	FLOWERS AND PLANTS	224,277	39,930	0
	FRUITS	142,755	5,970	0
	FABRICS	53,350	10,380	120,000
	HOUSE HOLD GOODS AND HANDICRAFTS	43,761	1,356	0
COCOA	11,100	368	0	
Total HUANCAYO		8,986,404	278,281	626,705
HUANUCO	POTATO	347,651	14,226	0
	TARA	331,167	13,175	0
	FLOWERS AND PLANTS	116,312	5,395	97,942
	ARTICHOKE	99,074	6,998	0
FRUITS	32,326	3,511	15,546	
Total HUANUCO		926,530	43,305	113,488
JAEN	RICE	3,548,574	217,967	15,000
	FRUITS	542,361	32,888	43,447
	YACON	396,230	12,782	0
	COFFEE	332,728	20,992	216,271
	PROCESSED PRODUCTS	52,477	193	24,000
	PROCESSED FOODS	29,783	797	389
TARA	0	0	0	
Total JAEN		4,902,151	285,619	299,107

Table 11				
PRA Annual Results per ESC and Product : October 2005 - September 2006				
ESC	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
PIURA	BEANS AND LEGUMES	2,577,163	135,655	1,530,139
	LIME	1,034,749	40,068	19,450
	FRUITS	740,464	29,145	0
	ROASTED RED PEPPER	165,214	16,499	0
	GIANT SQUID	132,365	15,421	125,855
Total PIURA		4,649,956	236,789	1,675,444
PUCALLPA	PALM	2,880,878	90,193	646,353
	WOOD	1,751,140	43,258	0
	FRUITS	800,504	88,912	0
	CORN	500,204	43,435	46,168
	COTTON	356,886	69,629	16,331
	LIVESTOCK	128,713	6,755	12,619
	COFFEE	103,649	3,503	0
	COCOA	20,435	1,011	0
	DAIRY	14,121	320	4,266
	HOUSE HOLD GOODS AND HANDICRAFTS	13,424	11,445	224
	SOY BEAN	9,075	532	0
	MINIMARKET ITEMS	5,933	66	0
Total PUCALLPA		6,584,960	359,057	725,960
TARAPOTO	RICE	2,519,105	185,857	0
	COTTON	1,046,927	236,999	0
	MUSK	31,412	2,510	0
Total TARAPOTO		3,597,444	425,365	0
CAJAMARCA	TARA	1,547,283	60,749	0
	JEWELRY	844,393	19,328	0
	FRUITS	21,556	1,599	0
	ARTICHOKE	16,922	726	0
Total CAJAMARCA		2,430,154	82,403	0
HUAYLAS	ARTICHOKE	1,225,588	62,401	0
	FLOWERS AND PLANTS	1,165,635	6,461	0
	COMPUTER PARTS	169,651	76	0
Total HUAYLAS		2,560,875	68,938	0
PUNO	FABRICS	590,056	53,078	0
	FIBER AND WOOL	306,436	42,386	0
	TOURISM	136,299	1,333	0
	HOUSE HOLD GOODS AND HANDICRAFTS	36,770	11,056	0
	DAIRY	0	0	0
Total PUNO		1,069,561	107,852	0
Grand Total		46,104,103	2,605,447	4,206,980
HUANCAVELICA	BEANS AND LEGUMES	540,553	37,124	29,929
	FIBER AND WOOL	162,923	33,731	0
	TROUT	157,885	2,813	0
	ARTICHOKE	100,688	5,796	0
	FABRICS	43,681	4,912	296
	HOUSE HOLD GOODS AND HANDICRAFTS	19,718	1,138	0
	MACA	13,146	653	0
	ESSENTIAL OILS	3,725	18	0
	POTATO	215	7	0
	Total HUANCAVELICA		1,042,535	86,191

* Preliminary data

Table 12				
PRA Cumulative Results per ESC and Product : Through September 2006				
ESC	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
AYACUCHO	POTATO	1,455,857	87,265	0
	HOUSE HOLD GOODS AND HANDICRAFTS	1,429,318	759,922	1,714
	COCOA	1,177,916	48,771	0
	BEANS AND LEGUMES	1,128,340	79,788	84,440
	COFFEE	457,111	19,216	0
	PEANUTS	424,326	34,295	0
	PROCESSED FOODS	348,532	14,268	0
	AVOCADO	321,445	11,289	0
	SEASAME	308,970	22,732	0
	BARBASCO	244,921	9,024	23,760
	CEREALS	189,516	13,062	0
	TARA	156,809	7,793	0
	NATURAL COLORANTS	130,620	4,536	0
	WOOD	92,926	3,879	0
	ROASTED RED PEPPER	86,421	3,451	0
	CORN	78,273	9,725	0
	GARLIC	77,225	2,384	0
	TOURISM	69,282	709	0
	SPICES	61,354	4,866	0
	RICE	41,415	2,197	0
YACON	16,516	472	0	
ARTICHOKE	14,410	1,296	0	
HONEY	5,455	595	0	
ESSENTIAL OILS	4,046	41	44,079	
AROMATIC AND MEDICINAL HERBS	3,126	18	0	
GINEAU PIGS	1,390	318	0	
Total AYACUCHO		8,325,520	1,141,912	153,993
CUSCO	DECORATIVE CERAMIC TILES	3,554,281	25,853	0
	NATURAL COLORANTS	2,873,720	229,563	21,341
	COFFEE	2,705,380	215,292	0
	TROUT	2,364,047	68,934	680,146
	BEANS AND LEGUMES	1,268,906	66,531	0
	TOURISM	1,145,404	7,925	16,000
	PROCESSED FOODS	867,551	17,666	0
	HOUSE HOLD GOODS AND HANDICRAFTS	719,515	149,915	116
	POTATO	471,855	30,903	0
	CEREALS	464,144	41,602	0
	FUR	437,559	121,262	0
	FIBER AND WOOL	420,408	95,780	0
	CORN	376,001	23,215	0
	FABRICS	270,884	83,497	0
	TARA	270,257	11,834	0
	FRESH CHICKEN	268,285	2,198	12,171
	AROMATIC AND MEDICINAL HERBS	150,143	4,657	52,618
ROASTED RED PEPPER	146,081	4,800	0	
FORAJE	121,470	26,107	0	
SPICES	87,684	1,376	0	
Total CUSCO		18,983,578	1,228,910	782,392
HUANCAYO	TROUT	10,107,634	102,062	196,849
	FRESH CHICKEN	3,456,708	45,917	163,411
	COFFEE	2,885,989	359,665	228,796
	ARTICHOKE	2,736,873	154,661	2,163,336
	PROCESSED PRODUCTS	1,269,543	17,655	13,186
	DAIRY	1,184,734	50,778	3,104
	FLOWERS AND PLANTS	1,168,969	220,601	78,000
	FRUITS	707,039	50,920	222,573
	FABRICS	433,644	119,254	242,123
	SPICES	161,272	3,869	0
	HOUSE HOLD GOODS AND HANDICRAFTS	142,678	7,697	0
	POTATO	132,404	6,042	0
	CORN	51,449	2,447	0
	PROCESSED FOODS	20,570	1,524	0
	COCOA	11,966	371	0
	CONSTRUCTION	8,124	311	0
	MINIMARKET ITEMS	5,076	151	915
BEANS AND LEGUMES	4,779	347	0	
TOURISM	3,621	81	0	
Total HUANCAYO		24,493,070	1,144,353	3,312,294
HUANUCO	POTATO	1,822,510	100,671	0
	COCOA	850,494	50,356	0
	FRUITS	681,750	62,594	48,731
	CORN	414,305	39,968	0
	TARA	331,167	13,175	0
	FLOWERS AND PLANTS	284,207	14,103	97,942
	BEANS AND LEGUMES	258,935	26,975	0
	COFFEE	258,120	30,024	3,207
	RICE	130,554	8,547	0
	ARTICHOKE	99,074	6,998	0
	MINIMARKET ITEMS	59,954	459	0
	AROMATIC AND MEDICINAL HERBS	32,766	646	0
	PROCESSED FOODS	16,697	647	714
HOUSE HOLD GOODS AND HANDICRAFTS	7,620	1,419	1,197	
Total HUANUCO		5,248,152	356,581	151,792

Table 12				
PRA Cumulative Results per ESC and Product : Through September 2005				
ESC	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
JAEN	RICE	12,977,392	656,040	31,230
	COFFEE	2,068,793	377,940	675,847
	YACON	1,764,496	56,146	8,826
	FRUITS	1,360,049	90,246	81,677
	COCOA	286,147	13,843	0
	PROCESSED FOODS	236,051	7,976	5,849
	TARA	117,294	6,322	0
	CORN	76,883	3,871	0
	PROCESSED PRODUCTS	66,188	263	24,000
	BEANS AND LEGUMES	29,105	4,966	0
	HOUSE HOLD GOODS AND HANDICRAFTS	223	51	0
Total JAEN		18,982,622	1,217,663	827,428
PIURA	BEANS AND LEGUMES	2,685,684	147,679	1,550,695
	LIME	1,265,131	51,458	19,450
	FRUITS	740,464	29,145	0
	ROASTED RED PEPPER	165,214	16,499	0
	GIANT SQUID	132,365	15,421	125,855
Total PIURA		4,988,859	260,202	1,696,000
PUCALLPA	PALM	10,131,220	496,186	1,219,249
	WOOD	2,941,171	94,837	28,929
	COTTON	1,403,544	288,017	39,188
	CORN	1,166,824	101,905	1,123,455
	FRUITS	891,844	105,397	2,857
	HOUSE HOLD GOODS AND HANDICRAFTS	150,915	45,236	10,624
	LIVESTOCK	128,713	6,755	12,619
	HEART PALM	126,677	17,751	5,691
	BEANS AND LEGUMES	123,054	16,399	6,014
	COFFEE	103,649	3,503	0
	COCOA	34,930	1,547	0
	SPICES	32,306	1,111	3,474
	DAIRY	14,121	320	4,266
	SOY BEAN	9,075	532	0
	AROMATIC AND MEDICINAL HERBS	6,702	529	0
	MINIMARKET ITEMS	5,933	66	0
RUBBER	1,300	219	0	
Total PUCALLPA		17,271,976	1,180,307	2,456,365
TARAPOTO	RICE	6,119,735	440,991	766,776
	COTTON	3,818,912	756,731	94,057
	CORN	348,975	26,833	0
	MUSK	121,993	8,821	0
	COFFEE	92,323	12,747	0
	FRUITS	35,793	4,026	0
	TOURISM	12,900	66	0
	PROCESSED FOODS	9,836	1,333	6,069
	BEANS AND LEGUMES	6,744	805	0
	TILAPIA	3,642	299	0
	COCOA	1,479	79	0
	SUGAR CANE	0	7,770	149,046
	Total TARAPOTO		10,572,331	1,260,500
CAJAMARCA	TARA	7,812,206	492,764	10,000
	JEWELRY	3,741,174	86,539	56,349
	DAIRY	1,119,702	120,508	57,780
	WOOD	237,298	23,115	107,902
	ARTICHOKE	174,342	7,448	97,180
	FRUITS	112,840	10,546	0
	BEANS AND LEGUMES	97,411	5,883	0
	TOURISM	40,020	1,378	50,000
	HOUSE HOLD GOODS AND HANDICRAFTS	25,219	6,525	0
Total CAJAMARCA		13,360,213	754,705	379,210
HUAYLAS	FLOWERS AND PLANTS	6,037,572	64,760	1,644,976
	ARTICHOKE	2,426,005	140,007	84,317
	TOURISM	887,480	25,881	174,759
	COMPUTER PARTS	775,824	375	27,152
	HOUSE HOLD GOODS AND HANDICRAFTS	209,130	57,910	0
	CORN	201,615	9,554	0
	POTATO	54,607	3,575	0
	CEREALS	34,183	2,796	0
	CONSTRUCTION	33,943	1,856	0
	SPICES	28,923	6,487	59,207
	HONEY	11,119	1,956	0
PROCESSED FOODS	3,161	442	0	
Total HUAYLAS		10,703,563	315,599	1,990,412

Table 12				
PRA Cumulative Results per ESC and Product : Through September 2005				
ESC	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
PUNO	COFFEE	2,671,538	371,604	0
	FIBER AND WOOL	2,049,132	647,597	0
	FABRICS	1,924,749	164,262	0
	TROUT	758,960	13,353	111,569
	TOURISM	602,347	7,688	8,069
	CEREALS	307,149	18,270	0
	HOUSE HOLD GOODS AND HANDICRAFTS	174,206	62,595	0
	DAIRY	133,951	13,506	0
	JEWELRY	106,067	3,043	50,230
	MACA	7,277	49	0
PROCESSED PRODUCTS	6,048	156	0	
Total PUNO		8,741,425	1,302,123	169,868
AGUAYTIA	COTTON	812,738	146,138	79,219
	FRUITS	486,538	67,496	0
	PALM	55,657	3,678	0
	COFFEE	23,089	778	0
	HEART PALM	11,316	1,463	0
	CORN	8,005	1,375	0
	COCOA	1,010	48	0
Total AGUAYTIA		1,398,353	220,976	79,219
TINGO MARIA	FRUITS	267,090	10,939	0
	COFFEE	140,128	7,291	0
	COCOA	10,133	460	0
	MINIMARKET ITEMS	8,866	117	0
	BEANS AND LEGUMES	0	0	0
Total TINGO MARIA		426,218	18,806	0
TOCACHE	COTTON	92,461	22,255	0
	RICE	33,426	2,295	0
	COCOA	6,261	313	0
Total TOCACHE		132,147	24,863	0
VRAE	COCOA	314,161	11,991	0
	COFFEE	138,668	6,244	0
	PEANUTS	127,063	8,670	17,000
	SEASAME	74,361	5,972	0
	BARBASCO	27,908	1,284	0
	RICE	21,235	1,082	0
	SPICES	8,913	237	0
Total VRAE		712,310	35,480	17,000
Grand Total		144,340,338	10,462,982	13,031,919
HUANCAVELICA	BEANS AND LEGUMES	1,023,230	88,971	36,064
	FIBER AND WOOL	814,178	156,723	1,104
	TROUT	325,054	5,649	158,063
	ARTICHOKE	276,957	12,938	0
	FABRICS	81,565	12,119	410
	HOUSE HOLD GOODS AND HANDICRAFTS	39,862	2,935	0
	POTATO	31,125	1,763	0
	MACA	20,617	960	11,971
	NON METALIC MINERALS	15,409	653	0
	ESSENTIAL OILS	14,556	73	0
	FUR	56	40	0
Total HUANCAVELICA		2,642,608	282,822	207,613

* Preliminary data

Table 13				
PRA Annual Results per Region and Product : October 2005 - September 2006				
Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
AMAZONAS	FRUITS	440,472	26,909	8,447
	YACON	396,230	12,782	0
	RICE	293,012	18,097	1,260
	COFFEE	192,923	12,958	64,946
	PROCESSED PRODUCTS	52,477	193	24,000
	TARA	0	0	0
Total AMAZONAS		1,375,114	70,939	98,653
ANCASH	ARTICHOKE	1,225,588	62,401	0
	FLOWERS AND PLANTS	1,165,635	6,461	0
	COMPUTER PARTS	169,651	76	0
	PROCESSED PRODUCTS	55,083	535	0
Total ANCASH		2,615,958	69,473	0
APURIMAC	BEANS AND LEGUMES	276,802	10,827	0
	CEREALS	56,489	4,565	0
	TARA	34,214	1,492	0
Total APURIMAC		367,505	16,884	0
AREQUIPA	NATURAL COLORANTS	385,831	1,925	21,341
Total AREQUIPA		385,831	1,925	21,341
AYACUCHO	POTATO	832,566	44,070	0
	BEANS AND LEGUMES	452,254	29,525	0
	COCOA	409,769	18,282	0
	COFFEE	374,357	15,036	0
	HOUSE HOLD GOODS AND HANDICRAFTS	260,741	231,279	0
	PEANUTS	194,893	16,216	0
	AVOCADO	190,026	6,175	0
	BARBASCO	141,985	4,944	0
	PROCESSED FOODS	136,470	3,807	0
	CEREALS	91,290	7,201	0
	WOOD	83,557	3,185	0
	CORN	42,500	5,384	0
	GARLIC	32,842	1,204	0
	SPICES	26,256	2,048	0
ARTICHOKE	3,246	542	0	
HONEY	616	74	0	
Total AYACUCHO		3,273,368	388,972	0
CAJAMARCA	RICE	3,255,561	199,871	13,740
	TARA	1,547,283	60,749	0
	JEWELRY	844,393	19,328	0
	FRUITS	123,444	7,577	35,000
	COFFEE	69,377	3,969	76,452
	PROCESSED FOODS	29,783	797	389
ARTICHOKE	16,922	726	0	
Total CAJAMARCA		5,886,764	293,018	125,581
CUSCO	DECORATIVE CERAMIC TILES	1,452,805	9,354	0
	NATURAL COLORANTS	677,710	48,410	0
	FRESH CHICKEN	186,419	1,550	12,171
	COCOA	161,764	7,202	0
	HOUSE HOLD GOODS AND HANDICRAFTS	142,915	15,052	0
	COFFEE	142,225	9,890	0
	TOURISM	141,323	1,216	0
	CEREALS	101,548	7,415	0
	TARA	37,214	1,623	0
	AROMATIC AND MEDICINAL HERBS	23,060	41	52,618
Total CUSCO		3,066,983	101,754	64,788
HUANCAVELICA	BEANS AND LEGUMES	540,553	37,124	29,929
	FIBER AND WOOL	162,923	33,731	0
	TROUT	157,885	2,813	0
	ARTICHOKE	126,756	6,957	8,647
	FABRICS	43,681	4,912	296
	HOUSE HOLD GOODS AND HANDICRAFTS	19,718	1,138	0
	MACA	13,146	653	0
	ESSENTIAL OILS	3,725	18	0
	POTATO	215	7	0
Total HUANCAVELICA		1,068,602	87,352	38,872

Table 13				
PRA Annual Results per Region and Product : October 2005 - September 2006				
Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
HUANUCO	POTATO	347,651	14,226	0
	WOOD	339,655	11,883	0
	TARA	331,167	13,175	0
	FRUITS	289,606	10,685	15,546
	ARTICHOKE	251,696	11,361	2,988
	COTTON	129,778	22,414	13,097
	FLOWERS AND PLANTS	116,312	5,395	97,942
	COFFEE	95,574	3,230	0
	LIVESTOCK	43,235	2,269	4,239
	COCOA	16,219	792	0
	DAIRY	14,121	320	4,266
	MINIMARKET ITEMS	5,933	66	0
Total HUANUCO		1,980,946	95,816	138,078
JUNIN	TROUT	2,582,784	25,835	0
	DAIRY	1,179,365	50,226	0
	FRESH CHICKEN	1,173,483	16,021	0
	ARTICHOKE	1,152,292	47,660	380,437
	COFFEE	726,138	51,363	114,596
	PROCESSED PRODUCTS	260,695	3,810	0
	FRUITS	142,755	5,970	0
	FLOWERS AND PLANTS	126,717	22,560	0
	SEASAME	125,418	9,563	0
	FABRICS	53,350	10,380	120,000
	HOUSE HOLD GOODS AND HANDICRAFTS	43,761	1,356	0
	RICE	41,415	2,197	0
	SPICES	30,576	2,100	0
	PEANUTS	28,373	2,080	0
		COCOA	19,270	645
Total JUNIN		7,686,391	251,766	615,033
LAMBAYEQUE	BEANS AND LEGUMES	133,362	9,174	0
	PROCESSED PRODUCTS	108,133	1,050	0
Total LAMBAYEQUE		241,495	10,224	0
LIMA	PROCESSED PRODUCTS	4,982	342	0
Total LIMA		4,982	342	0
PASCO	TROUT	794,729	7,949	0
	COFFEE	99,441	8,062	0
	FLOWERS AND PLANTS	97,561	17,370	0
Total PASCO		991,730	33,381	0
PIURA	BEANS AND LEGUMES	2,095,097	102,495	1,530,139
	LIME	1,034,749	40,068	19,450
	FRUITS	551,626	9,103	0
	PROCESSED PRODUCTS	195,249	1,896	0
	ROASTED RED PEPPER	165,214	16,499	0
	GIANT SQUID	132,365	15,421	125,855
Total PIURA		4,174,300	185,483	1,675,444
PUNO	TROUT	1,581,306	45,766	680,146
	COFFEE	1,195,593	71,866	0
	FABRICS	590,056	53,078	0
	FIBER AND WOOL	431,601	61,868	0
	FUR	166,367	54,970	0
	TOURISM	136,299	1,333	0
	HOUSE HOLD GOODS AND HANDICRAFTS	36,770	11,056	0
Total PUNO		4,137,991	299,937	680,146
SAN MARTIN	RICE	2,519,105	185,857	0
	COTTON	1,046,927	236,999	0
	COFFEE	70,500	4,068	74,873
	MUSK	31,412	2,510	0
Total SAN MARTIN		3,667,944	429,433	74,873

Table 13				
PRA Annual Results per Region and Product : October 2005 - September 2006				
Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
TUMBES	BEANS AND LEGUMES	348,704	23,986	0
	FRUITS	188,839	20,042	0
Total TUMBES		537,543	44,028	0
UCAYALI	PALM	2,880,878	90,193	646,353
	WOOD	1,411,485	31,375	0
	FRUITS	543,223	81,738	0
	CORN	500,204	43,435	46,168
	COTTON	227,108	47,214	3,234
	LIVESTOCK	85,478	4,486	8,380
	HOUSE HOLD GOODS AND HANDICRAFTS	13,424	11,445	224
	SOY BEAN	9,075	532	0
	COFFEE	8,100	276	37
	COCOA	4,216	219	0
Total UCAYALI		5,683,191	310,912	704,396
Grand Total		47,146,638	2,691,638	4,237,206

* Preliminary data

Table 14				
PRA Cumulative Results per Region and Product : Through September 2006				
Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
AMAZONAS	BEANS AND LEGUMES	9,889	1,000	0
	COCOA	167,634	8,279	0
	COFFEE	981,886	147,898	64,946
	CORN	76,883	3,871	0
	FRUITS	879,178	60,695	43,277
	HOUSE HOLD GOODS AND HANDICRAFTS	223	51	0
	PROCESSED PRODUCTS	66,188	263	24,000
	RICE	1,288,410	82,774	1,260
	ROASTED RED PEPPER	51,935	2,131	0
	TARA	117,294	6,322	0
YACON	1,759,954	55,542	8,826	
Total AMAZONAS		5,399,473	368,824	142,309
ANCASH	ARTICHOKE	2,426,005	140,007	84,317
	CEREALS	34,183	2,796	0
	COMPUTER PARTS	775,824	375	27,152
	CONSTRUCTION	33,943	1,856	0
	CORN	201,615	9,554	0
	FLOWERS AND PLANTS	6,037,572	64,760	1,644,976
	HONEY	11,119	1,956	0
	HOUSE HOLD GOODS AND HANDICRAFTS	209,130	57,910	0
	POTATO	54,607	3,575	0
	PROCESSED FOODS	3,161	442	0
	PROCESSED PRODUCTS	88,900	656	0
	SPICES	28,923	6,487	59,207
	TOURISM	887,480	25,881	174,759
Total ANCASH		10,792,463	316,255	1,990,412
APURIMAC	AROMATIC AND MEDICINAL HERBS	73,904	2,733	0
	BEANS AND LEGUMES	1,236,501	63,247	0
	CEREALS	196,505	17,713	0
	FIBER AND WOOL	34,864	21,320	0
	POTATO	465,941	30,680	0
	PROCESSED FOODS	257,513	3,898	0
	ROASTED RED PEPPER	123,153	4,050	0
	SPICES	16,660	261	0
	TARA	162,091	7,145	0
	TOURISM	76,553	1,814	0
Total APURIMAC		2,643,685	152,861	0
AREQUIPA	NATURAL COLORANTS	385,831	1,925	21,341
Total AREQUIPA		385,831	1,925	21,341
AYACUCHO	AROMATIC AND MEDICINAL HERBS	3,126	18	0
	ARTICHOKE	14,410	1,296	0
	AVOCADO	321,445	11,289	0
	BARBASCO	272,829	10,308	23,760
	BEANS AND LEGUMES	1,120,196	79,124	84,440
	CEREALS	189,516	13,062	0
	COCOA	1,082,822	44,070	0
	COFFEE	543,293	23,159	0
	CORN	78,273	9,725	0
	ESSENTIAL OILS	4,046	41	44,079
	FIBER AND WOOL	16,001	13,881	0
	GARLIC	77,225	2,384	0
	GINEAU PIGS	1,390	318	0
	HONEY	5,455	595	0
	HOUSE HOLD GOODS AND HANDICRAFTS	1,429,318	759,922	1,714
	NATURAL COLORANTS	107,108	3,719	0
	PEANUTS	499,855	39,249	17,000
	POTATO	1,455,857	87,265	0
	PROCESSED FOODS	348,532	14,268	0
	ROASTED RED PEPPER	34,486	1,320	0
	SEASAME	67,643	4,558	0
SPICES	37,728	2,854	0	
TARA	156,809	7,793	0	
TOURISM	69,282	709	0	
WOOD	92,926	3,879	0	
YACON	16,516	472	0	
Total AYACUCHO		8,046,088	1,135,278	170,993

Table 14

PRA Cumulative Results per Region and Product : Through September 2006

Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
CAJAMARCA	ARTICHOKE	144,835	6,132	73,862
	BEANS AND LEGUMES	116,628	9,849	0
	COCOA	118,514	5,565	0
	COFFEE	1,015,516	225,909	536,028
	DAIRY	1,119,702	120,508	57,780
	FRUITS	593,711	40,097	38,400
	HOUSE HOLD GOODS AND HANDICRAFTS	25,219	6,525	0
	JEWELRY	3,741,174	86,539	56,349
	PROCESSED FOODS	236,051	7,976	5,849
	RICE	11,688,982	573,265	29,970
	TARA	7,812,206	492,764	10,000
	TOURISM	40,020	1,378	50,000
	WOOD	237,298	23,115	107,902
YACON	4,542	604	0	
Total CAJAMARCA		26,894,398	1,600,226	966,139
CUSCO	AROMATIC AND MEDICINAL HERBS	76,239	1,924	52,618
	BEANS AND LEGUMES	42,100	4,142	0
	CEREALS	267,640	23,889	0
	COCOA	401,057	16,414	0
	COFFEE	602,912	88,350	0
	CORN	376,001	23,215	0
	DECORATIVE CERAMIC TILES	3,554,281	25,853	0
	FABRICS	270,884	83,497	0
	FIBER AND WOOL	30,781	19,691	0
	FORAJE	121,470	26,107	0
	FRESH CHICKEN	268,285	2,198	12,171
	HOUSE HOLD GOODS AND HANDICRAFTS	719,515	149,915	116
	NATURAL COLORANTS	2,487,889	227,638	0
	POTATO	5,914	223	0
	PROCESSED FOODS	610,038	13,768	0
	ROASTED RED PEPPER	22,928	750	0
	SPICES	71,024	1,109	0
TARA	108,166	4,689	0	
TOURISM	1,068,851	6,111	16,000	
Total CUSCO		11,105,976	719,485	80,904
HUANCAVELICA	ARTICHOKE	303,024	14,098	8,647
	BEANS AND LEGUMES	1,023,230	88,971	36,064
	ESSENTIAL OILS	14,556	73	0
	FABRICS	81,565	12,119	410
	FIBER AND WOOL	814,178	156,723	1,104
	FUR	56	40	0
	HOUSE HOLD GOODS AND HANDICRAFTS	39,862	2,935	0
	MACA	20,617	960	11,971
	NATURAL COLORANTS	23,512	816	0
	NON METALIC MINERALS	15,409	653	0
	POTATO	31,125	1,763	0
	TROUT	325,054	5,649	158,063
Total HUANCAVELICA		2,692,187	284,798	216,260
HUANUCO	AROMATIC AND MEDICINAL HERBS	32,766	646	0
	ARTICHOKE	251,696	11,361	2,988
	BEANS AND LEGUMES	257,384	26,781	0
	COCOA	876,846	51,608	0
	COFFEE	463,711	36,909	2,566
	CORN	414,305	39,968	0
	COTTON	622,664	119,847	42,290
	DAIRY	14,121	320	4,266
	FLOWERS AND PLANTS	284,207	14,103	97,942
	FRUITS	1,206,121	80,707	48,731
	HOUSE HOLD GOODS AND HANDICRAFTS	7,620	1,419	1,197
	LIVESTOCK	43,235	2,269	4,239
	MINIMARKET ITEMS	74,754	642	0
	POTATO	1,822,510	100,671	0
	PROCESSED FOODS	16,697	647	714
	RICE	130,554	8,547	0
	TARA	331,167	13,175	0
	WOOD	358,709	12,981	0
Total HUANUCO		7,209,065	522,602	204,933

Table 14				
PRA Cumulative Results per Region and Product : Through September 2006				
Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
JUNIN	ARTICHOKE	2,558,185	149,138	2,151,702
	BEANS AND LEGUMES	4,779	347	0
	COCOA	20,164	649	0
	COFFEE	2,099,007	251,960	182,046
	CONSTRUCTION	8,124	311	0
	CORN	51,449	2,447	0
	DAIRY	1,184,734	50,778	3,104
	FABRICS	433,644	119,254	242,123
	FLOWERS AND PLANTS	1,025,097	194,392	74,100
	FRESH CHICKEN	3,161,788	41,696	151,049
	FRUITS	654,872	47,060	211,925
	HOUSE HOLD GOODS AND HANDICRAFTS	142,678	7,697	0
	MINIMARKET ITEMS	5,076	151	915
	PEANUTS	51,534	3,717	0
	POTATO	132,404	6,042	0
	PROCESSED FOODS	20,570	1,524	0
	PROCESSED PRODUCTS	819,235	13,511	13,186
	RICE	62,650	3,279	0
	SEASAME	315,689	24,146	0
	SPICES	193,811	6,118	0
TOURISM	3,621	81	0	
TROUT	8,313,445	83,907	169,175	
Total JUNIN		21,262,554	1,008,206	3,199,325
LA LIBERTAD	ARTICHOKE	29,507	1,315	23,317
Total LA LIBERTAD		29,507	1,315	23,317
LAMBAYEQUE	BEANS AND LEGUMES	197,932	16,328	12,231
	PROCESSED PRODUCTS	150,400	1,202	0
Total LAMBAYEQUE		348,332	17,529	12,231
LIMA	PROCESSED PRODUCTS	4,982	342	0
Total LIMA		4,982	342	0
LORETO	COTTON	32,001	4,830	914
	WOOD	175,353	8,976	0
Total LORETO		207,354	13,807	914
MADRE DE DIOS	SPICES	0	5	0
Total MADRE DE DIOS		0	5	0
PASCO	COFFEE	786,567	107,675	46,713
	COTTON	214,809	31,512	6,331
	FLOWERS AND PLANTS	143,872	26,208	3,900
	FRESH CHICKEN	294,920	4,220	12,362
	FRUITS	52,166	3,860	10,648
	HEART PALM	56,971	8,215	0
	PROCESSED PRODUCTS	2,326	18	0
TROUT	1,794,188	18,155	27,673	
Total PASCO		3,345,820	199,864	107,628
PIURA	BEANS AND LEGUMES	2,139,048	107,365	1,538,464
	FRUITS	551,626	9,103	0
	GIANT SQUID	132,365	15,421	125,855
	LIME	1,265,131	51,458	19,450
	PROCESSED PRODUCTS	203,699	1,926	0
ROASTED RED PEPPER	165,214	16,499	0	
Total PIURA		4,457,083	201,773	1,683,769
PUNO	CEREALS	307,149	18,270	0
	COFFEE	4,826,458	500,846	0
	DAIRY	133,951	13,506	0
	FABRICS	1,924,749	164,262	0
	FIBER AND WOOL	2,387,894	688,485	0
	FUR	437,559	121,262	0
	HOUSE HOLD GOODS AND HANDICRAFTS	174,206	62,595	0
	JEWELRY	106,067	3,043	50,230
	MACA	7,277	49	0
	PROCESSED PRODUCTS	6,048	156	0
	TOURISM	602,347	7,688	8,069
	TROUT	3,123,007	82,286	791,715
Total PUNO		14,036,714	1,662,449	850,014

Table 14				
PRA Cumulative Results per Region and Product : Through September 2006				
Region	Product	Net Sales (US\$)	Net Days of Labor	Investment (US\$)
SAN MARTIN	BEANS AND LEGUMES	6,744	805	0
	COCOA	7,739	392	0
	COFFEE	175,831	18,336	75,130
	CORN	348,975	26,833	0
	COTTON	3,911,373	778,986	94,057
	FRUITS	35,793	4,026	0
	MUSK	121,993	8,821	0
	PROCESSED FOODS	9,836	1,333	6,069
	RICE	6,153,161	443,286	766,776
	SUGAR CANE	0	7,770	149,046
	TILAPIA	3,642	299	0
TOURISM	12,900	66	0	
Total SAN MARTIN		10,787,986	1,290,953	1,091,076
TUMBES	BEANS AND LEGUMES	348,704	23,986	0
	FRUITS	188,839	20,042	0
Total TUMBES		537,543	44,028	0
UCAYALI	AROMATIC AND MEDICINAL HERBS	6,702	529	0
	BEANS AND LEGUMES	123,054	16,399	6,014
	COCOA	19,722	802	0
	COFFEE	49,608	3,260	422
	CORN	1,174,829	103,280	1,123,455
	COTTON	1,346,807	277,966	68,871
	FRUITS	1,121,101	165,719	2,857
	HEART PALM	81,022	10,999	5,691
	HOUSE HOLD GOODS AND HANDICRAFTS	150,915	45,236	10,624
	LIVESTOCK	85,478	4,486	8,380
	PALM	10,186,877	499,863	1,219,249
	RUBBER	1,300	219	0
	SOY BEAN	9,075	532	0
	SPICES	32,306	1,111	3,474
WOOD	2,407,109	72,879	28,929	
Total UCAYALI		16,795,904	1,203,279	2,477,966
Total		146,982,946	10,745,803	13,239,532

* Preliminary data

Table 15						
PRA Micro enterprise Annual Results* per ESC: October 2005 - September 2006 1/						
ESC	Total PRA Clients	No. of PRA Micro enterprise Clients	No. of Micro enterprises Involved through Subcontracting with PRA Clients	Sales (US \$)	Days of Labor	Investment (US\$)
AYACUCHO	41	14	210	837,310	270,894	0
CUSCO	18	1	126	1,286,305	108,244	336,847
HUANCAYO	32	5	1,230	1,757,526	82,557	179,963
HUANUCO	9	4	-	479,804	22,081	113,488
JAEN	19	8	7	480,780	24,101	56,830
PIURA	10	4	-	521,661	51,962	125,855
PUCALLPA	26	9	15	381,485	32,541	17,109
TARAPOTO	7	1	-	440,504	99,121	0
CAJAMARCA	6	2	16	2,430,154	82,403	0
HUAYLAS	9	-	-	0	0	0
PUNO	9	1	87	763,125	65,467	0
TOTAL	186	49	1,691	9,378,654	839,371	830,091

HUANCAVELICA	20	6	10	185,117	8,616	296
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Table 16						
PRA Micro enterprise Cumulative Results* per ESC : Through September 2006 1/						
ESC	Total PRA Clients	No. of PRA Micro enterprise Clients	No. of Micro enterprises Involved through Subcontracting with PRA Clients	Sales (US \$)	Days of Labor	Investment (US\$)
AYACUCHO	77	45	223	2,923,282	782,432	69,296
CUSCO	65	17	320	3,462,082	490,557	336,963
HUANCAYO	71	22	1,303	2,850,395	264,173	238,190
HUANUCO	50	12	1	1,091,696	57,214	148,585
JAEN	39	18	7	1,518,959	84,590	144,011
PIURA	10	4	-	521,661	51,962	125,855
PUCALLPA	49	23	32	1,568,202	217,624	52,909
TARAPOTO	29	6	-	491,254	104,858	6,069
CAJAMARCA	29	4	87	10,566,394	613,167	91,756
HUAYLAS	38	9	123	1,011,377	40,833	90,490
PUNO	31	7	265	3,219,043	271,475	8,069
AGUAYTIA	11	5	-	139,417	9,810	0
TINGO MARIA	5	1	-	0	0	0
TOCACHE	5	4	1	127,305	24,622	0
VRAE	13	2	-	98,318	6,392	0
TOTAL	522	179	2,362	29,589,386	3,019,709	1,312,193

HUANCAVELICA	32	7	50	453,308	24,973	107,829
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* Preliminary data

1/ Results include sales and employment figures of both micro enterprise clients and micro enterprises that contribute to results through subcontracts with clients

Table 17						
PRA Export Annual Results* per ESC: October 2005 - September 2006						
ESC	Results Proyecto PRA		Value Corresponding to Exports		% Exports/Total	
	Total Net Sales (US\$)	Total Days of Labor	Net Sales (US\$)	Days of Labor	Net Sales (US\$)	Days of Labor
AYACUCHO	3,678,397	412,735	1,421,803	235,953	38.65%	57.17%
CUSCO	6,717,672	305,102	4,380,842	253,726	65.21%	83.16%
HUANCAYO	8,986,404	278,281	5,939,005	195,515	66.09%	70.26%
HUANUCO	926,530	43,305	496,876	23,251	53.63%	53.69%
JAEN	4,902,151	285,619	245,894	16,138	5.02%	5.65%
PIURA	4,649,956	236,789	3,138,634	165,070	67.50%	69.71%
PUCALLPA	6,584,960	359,057	1,653,417	54,020	25.11%	15.05%
TARAPOTO	3,597,444	425,365	61,168	8,039	1.70%	1.89%
CAJAMARCA	2,430,154	82,403	2,382,808	79,683	98.05%	96.70%
HUAYLAS	2,560,875	68,938	1,473,314	65,240	57.53%	94.64%
PUNO	1,069,561	107,852	620,693	62,280	58.03%	57.75%
Total	46,104,103	2,605,447	21,814,452	1,158,915	47.32%	44.48%
HUANCAVELICA	1,042,535	86,191	207,889	8,375	19.94%	9.72%

Table 18						
PRA Export Cumulative Results* per ESC: Through September 2006						
ESC	Results Proyecto PRA		Value Corresponding to Exports		% Exports/Total	
	Total Net Sales (US\$)	Total Days of Labor	Net Sales (US\$)	Days of Labor	Net Sales (US\$)	Days of Labor
AYACUCHO	8,325,520	1,141,912	3,710,148	776,873	44.56%	68.03%
CUSCO	18,983,578	1,228,910	10,527,835	898,722	55.46%	73.13%
HUANCAYO	24,493,070	1,144,353	15,319,616	865,307	62.55%	75.62%
HUANUCO	5,248,152	356,581	1,555,737	100,343	29.64%	28.14%
JAEN	18,982,622	1,217,663	2,064,831	377,925	10.88%	31.04%
PIURA	4,988,859	260,202	3,247,155	177,094	65.09%	68.06%
PUCALLPA	17,271,976	1,180,307	2,594,491	125,670	15.02%	10.65%
TARAPOTO	10,572,331	1,260,500	714,157	105,131	6.75%	8.34%
CAJAMARCA	13,360,213	754,705	11,560,846	578,813	83.97%	79.39%
HUAYLAS	10,703,563	315,599	4,602,189	219,941	39.68%	37.77%
PUNO	8,741,425	1,302,123	5,899,088	682,711	68.80%	89.91%
AGUAYTIA	1,398,353	220,976	23,089	778	1.65%	0.35%
TINGO MARIA	426,218	18,806	150,262	7,751	35.25%	41.21%
TOCACHE	132,147	24,863	6,261	313	4.74%	1.26%
VRAE	712,310	35,480	406,101	15,124	57.01%	42.63%
Total	144,340,338	10,462,982	62,381,805	4,932,496	43.22%	47.14%
HUANCAVELICA	2,642,608	282,822	411,069	20,693	15.56%	7.32%

Region	Results Proyecto PRA		Value Corresponding to Exports		% Exports/Total	
	Total Net Sales (US\$)	Total Days of Labor	Net Sales (US\$)	Days of Labor	Net Sales (US\$)	Days of Labor
AMAZONAS	1,375,114	70,939	143,854	10,175	10.46%	14.34%
ANCASH	2,615,958	69,473	1,528,397	65,775	58.43%	94.68%
APURIMAC	367,505	16,884	201,424	10,388	54.81%	61.52%
AREQUIPA	385,831	1,925	385,831	1,925	100.00%	100.00%
AYACUCHO	3,273,368	388,972	1,278,853	231,057	39.07%	59.40%
CAJAMARCA	5,886,764	293,018	2,480,647	85,346	42.14%	29.13%
CUSCO	3,066,983	101,754	1,334,328	67,679	43.51%	66.51%
HUANCAVELICA	1,068,602	87,352	233,956	9,536	21.89%	10.92%
HUANUCO	1,980,946	95,816	1,084,727	42,727	54.76%	44.59%
JUNIN	7,686,391	251,766	4,568,864	156,380	59.44%	62.11%
LAMBAYEQUE	241,495	10,224	241,495	10,224	100.00%	100.00%
LIMA	4,982	342	0	0.00	0.00%	0.00%
PASCO	991,730	33,381	841,058	30,401	84.81%	91.07%
PIURA	4,174,300	185,483	2,772,504	125,389	66.42%	67.60%
PUNO	4,137,991	299,937	3,214,732	240,635	77.69%	80.23%
SAN MARTIN	3,667,944	429,433	65,441	8,342	1.78%	1.94%
TUMBES	537,543	44,028	428,017	32,404	79.62%	73.60%
UCAYALI	5,683,191	310,912	1,218,214	38,911	21.44%	12.52%
TOTAL	47,146,638	2,691,638	22,022,341	1,167,290	46.71%	43.37%

Region	Results Proyecto PRA		Value Corresponding to Exports		% Exports/Total	
	Total Net Sales (US\$)	Total Days of Labor	Net Sales (US\$)	Days of Labor	Net Sales (US\$)	Days of Labor
AMAZONAS	5,399,473	368,824	1,064,053	152,763	19.71%	41.42%
ANCASH	10,792,463	316,255	4,691,089	220,597	43.47%	69.75%
APURIMAC	2,643,685	152,861	796,373	42,244	30.12%	27.64%
AREQUIPA	385,831	1,925	385,831	1,925	100.00%	100.00%
AYACUCHO	8,046,088	1,135,278	3,699,724	776,409	45.98%	68.39%
CAJAMARCA	26,894,398	1,600,226	12,526,953	802,291	46.58%	50.14%
CUSCO	11,105,976	719,485	5,454,932	538,762	49.12%	74.88%
HUANCAVELICA	2,692,187	284,798	437,136	21,854	16.24%	7.67%
HUANUCO	7,209,065	522,602	2,281,325	124,949	31.65%	23.91%
JUNIN	21,262,554	1,008,206	12,395,035	711,821	58.30%	70.60%
LA LIBERTAD	29,507	1,315	29,507	1,315	100.00%	100.00%
LAMBAYEQUE	348,332	17,529	348,332	17,529	100.00%	100.00%
LIMA	4,982	342	0	0.00	0.00%	0.00%
LORETO	207,354	13,807	156,982	8,270	75.71%	59.90%
MADRE DE DIOS	0	5	0	0	0.00%	10.00%
PASCO	3,345,820	199,864	2,318,361	144,787	69.29%	72.44%
PIURA	4,457,083	201,773	2,824,905	130,288	63.38%	64.57%
PUNO	14,036,714	1,662,449	10,198,078	1,013,811	72.65%	60.98%
SAN MARTIN	10,787,986	1,290,953	737,698	107,269	6.84%	8.31%
TUMBES	537,543	44,028	428,017	32,404	79.62%	73.60%
UCAYALI	16,795,904	1,203,279	2,018,542	103,901	12.02%	8.63%
TOTAL	146,982,946	10,745,803	62,792,873	4,953,190	42.72%	46.09%

* Preliminary data

Table 21							
PRA Annual Results*: October 2005 - September 2006, According to Export Destination							
Rank	Country	Net Sales			Employment Associated with Exports		
		US \$	%	% Cummulative	Days of Labor	%	% Cummulative
1	Estados Unidos	7,990,390	36.28%	36.28%	451,564	38.68%	38.68%
2	España	1,684,090	7.65%	43.93%	93,515	8.01%	46.70%
3	Alemania	1,432,631	6.51%	50.44%	110,156	9.44%	56.13%
4	China	1,409,241	6.40%	56.83%	44,972	3.85%	59.99%
5	Noruega	1,219,040	5.54%	62.37%	25,820	2.21%	62.20%
6	Reino Unido	1,114,974	5.06%	67.43%	67,279	5.76%	67.96%
7	Francia	1,062,264	4.82%	72.26%	108,466	9.29%	77.25%
8	Canadá	846,842	3.85%	76.10%	9,043	0.77%	78.03%
9	Portugal	831,436	3.78%	79.88%	57,192	4.90%	82.93%
10	Argentina	726,964	3.30%	83.18%	28,300	2.42%	85.35%
11	Italia	612,200	2.78%	85.96%	36,112	3.09%	88.45%
12	Suiza	409,869	1.86%	87.82%	18,810	1.61%	90.06%
13	Puerto Rico	382,301	1.74%	89.56%	3,482	0.30%	90.36%
14	Polonia	322,160	1.46%	91.02%	4,067	0.35%	90.70%
15	Japón	320,564	1.46%	92.47%	41,217	3.53%	94.24%
16	Holanda	266,750	1.21%	93.69%	13,124	1.12%	95.36%
17	Suecia	249,869	1.13%	94.82%	2,478	0.21%	95.57%
18	Bolivia	234,432	1.06%	95.88%	2,106	0.18%	95.75%
19	Ecuador	184,224	0.84%	96.72%	14,456	1.24%	96.99%
20	Haiti	153,388	0.70%	97.42%	6,532	0.56%	97.55%
21	Brasil	134,657	0.61%	98.03%	5,783	0.50%	98.05%
22	Bélgica	119,827	0.54%	98.57%	6,297	0.54%	98.59%
23	Arabia Saudita	99,772	0.45%	99.03%	6,863	0.59%	99.17%
24	Austria	40,640	0.18%	99.21%	1,212	0.10%	99.28%
25	Yémen	33,257	0.15%	99.36%	2,288	0.20%	99.47%
26	India	33,216	0.15%	99.51%	1,299	0.11%	99.58%
27	Trinidad y Tabago	31,703	0.14%	99.66%	1,405	0.12%	99.70%
28	México	19,070	0.09%	99.74%	120	0.01%	99.71%
29	Australia	12,375	0.06%	99.80%	969	0.08%	99.80%
30	Bahamas	11,794	0.05%	99.85%	502	0.04%	99.84%
31	Guinea	9,435	0.04%	99.90%	402	0.03%	99.88%
32	Nigeria	4,411	0.02%	99.92%	188	0.02%	99.89%
33	Granada	3,119	0.01%	99.93%	298	0.03%	99.92%
34	Finlandia	3,078	0.01%	99.94%	299	0.03%	99.94%
35	Gambia	2,878	0.01%	99.96%	123	0.01%	99.95%
36	Panamá	2,079	0.01%	99.97%	199	0.02%	99.97%
37	Liberia	1,722	0.01%	99.97%	73	0.01%	99.98%
38	Venezuela	1,557	0.01%	99.98%	66	0.01%	99.98%
39	Rumania	1,410	0.01%	99.99%	101	0.01%	99.99%
40	Santa Lucía	731	0.00%	99.99%	31	0.00%	99.99%
41	Chile	556	0.00%	99.99%	21	0.00%	100.00%
42	Congo	519	0.00%	100.00%	22	0.00%	100.00%
43	Guyana	448	0.00%	100.00%	19	0.00%	100.00%
44	Camerún	330	0.00%	100.00%	14	0.00%	100.00%
45	Colombia	127	0.00%	100.00%	1	0.00%	100.00%
Total		22,022,341	100.00%		1,167,290	100.00%	

* Preliminary data

Table 22							
PRA Cumulative Results* through September 2006, According to Export Destination							
Rank	Country	Net Sales			Employment Associated with Exports		
		US \$	%	% Cumulative	Days of Labor	%	% Cumulative
1	Estados Unidos	23,925,526	38.10%	38.10%	2,016,843	40.72%	40.72%
2	Alemania	6,173,993	9.83%	47.93%	722,577	14.59%	55.31%
3	Italia	4,230,323	6.74%	54.67%	335,090	6.77%	62.07%
4	España	3,592,738	5.72%	60.39%	235,978	4.76%	66.84%
5	Francia	3,418,239	5.44%	65.84%	347,346	7.01%	73.85%
6	Noruega	3,356,517	5.35%	71.18%	51,166	1.03%	74.88%
7	Reino Unido	2,654,419	4.23%	75.41%	220,700	4.46%	79.34%
8	Canadá	2,459,065	3.92%	79.33%	38,140	0.77%	80.11%
9	China	1,841,401	2.93%	82.26%	72,175	1.46%	81.56%
10	Argentina	1,664,091	2.65%	84.91%	76,618	1.55%	83.11%
11	Japón	1,534,282	2.44%	87.35%	220,883	4.46%	87.57%
12	Suiza	1,476,707	2.35%	89.70%	152,323	3.08%	90.65%
13	Bélgica	1,399,469	2.23%	91.93%	124,261	2.51%	93.15%
14	Holanda	990,181	1.58%	93.51%	75,169	1.52%	94.67%
15	Portugal	836,909	1.33%	94.84%	57,275	1.16%	95.83%
16	Puerto Rico	450,567	0.72%	95.56%	74,080	1.50%	97.32%
17	Bolivia	443,695	0.71%	96.27%	3,750	0.08%	97.40%
18	Suecia	433,957	0.69%	96.96%	4,224	0.09%	97.48%
19	Polonia	416,286	0.66%	97.62%	6,615	0.13%	97.62%
20	Brasil	340,745	0.54%	98.16%	24,618	0.50%	98.12%
21	Ecuador	189,904	0.30%	98.47%	14,846	0.30%	98.41%
22	Haiti	153,388	0.24%	98.71%	6,532	0.13%	98.55%
23	Austria	127,880	0.20%	98.91%	13,754	0.28%	98.82%
24	Costa Rica	112,245	0.18%	99.09%	4,096	0.08%	98.91%
25	Arabia Saudita	99,772	0.16%	99.25%	6,863	0.14%	99.05%
26	Colombia	65,058	0.10%	99.35%	3,429	0.07%	99.11%
27	India	64,552	0.10%	99.46%	2,371	0.05%	99.16%
28	Panamá	60,459	0.10%	99.55%	3,822	0.08%	99.24%
29	Australia	44,175	0.07%	99.62%	6,752	0.14%	99.38%
30	Yémen	33,257	0.05%	99.68%	2,288	0.05%	99.42%
31	México	32,786	0.05%	99.73%	2,071	0.04%	99.46%
32	Trinidad y Tabago	31,703	0.05%	99.78%	1,405	0.03%	99.49%
33	Israel	27,007	0.04%	99.82%	4,961	0.10%	99.59%
34	Nicaragua	24,045	0.04%	99.86%	5,932	0.12%	99.71%
35	Nueva Zelandia	13,262	0.02%	99.88%	6,120	0.12%	99.84%
36	Bahamas	11,794	0.02%	99.90%	502	0.01%	99.85%
37	Guinea	9,435	0.02%	99.92%	402	0.01%	99.85%
38	Venezuela	9,095	0.01%	99.93%	834	0.02%	99.87%
39	Finlandia	8,374	0.01%	99.94%	2,152	0.04%	99.91%
40	Kuwait	7,128	0.01%	99.95%	420	0.01%	99.92%
41	Nigeria	4,411	0.01%	99.96%	188	0.00%	99.93%
42	Eslovaquia	3,773	0.01%	99.97%	298	0.01%	99.93%
43	Turquia	3,670	0.01%	99.97%	281	0.01%	99.94%
44	Granada	3,119	0.00%	99.98%	298	0.01%	99.94%
45	Gambia	2,878	0.00%	99.98%	123	0.00%	99.95%
46	Chile	2,737	0.00%	99.99%	213	0.00%	99.95%
47	Ucraina	2,029	0.00%	99.99%	2,095	0.04%	99.99%
48	Liberia	1,722	0.00%	99.99%	73	0.00%	100.00%
49	Rumania	1,410	0.00%	100.00%	101	0.00%	100.00%
50	Santa Lucía	731	0.00%	100.00%	31	0.00%	100.00%
51	Libano	670	0.00%	100.00%	51	0.00%	100.00%
52	Congo	519	0.00%	100.00%	22	0.00%	100.00%
53	Guyana	448	0.00%	100.00%	19	0.00%	100.00%
54	Camerún	330	0.00%	100.00%	14	0.00%	100.00%
Total		62,792,873	100.00%		4,953,190	100.00%	

* Preliminary data

Table 23			
PRA Annual Export Results* per Product: October 2005 - September 2006			
PRODUCT	Net Sales (US\$)	Exports	% Export/Total
RICE	6,109,094	104,463	1.71%
TROUT	5,116,703	3,994,095	78.06%
BEANS AND LEGUMES	3,846,772	3,069,820	79.80%
COFFEE	2,974,228	2,745,317	92.30%
ARTICHOKE	2,776,500	2,638,244	95.02%
FRUITS	2,279,965	396,256	17.38%
TARA	1,949,878	1,941,009	99.55%
WOOD	1,834,697	1,536,345	83.74%
FLOWERS AND PLANTS	1,506,224	519,350	34.48%
DECORATIVE CERAMIC TILES	1,452,805	217,921	15.00%
COTTON	1,403,813	29,756	2.12%
DAIRY	1,193,485	235,873	19.76%
NATURAL COLORANTS	1,063,541	927,999	87.26%
JEWELRY	844,393	844,393	100.00%
FABRICS	687,087	593,591	86.39%
PROCESSED PRODUCTS	676,619	585,340	86.51%
COCOA	611,237	425,639	69.64%
FIBER AND WOOL	594,524	125,165	21.05%
CORN	542,705	42,500	7.83%
HOUSE HOLD GOODS AND HANDICRAFTS	517,328	359,670	69.52%
TOURISM	277,622	165,681	59.68%
CEREALS	249,328	158,037	63.39%
FUR	166,367	166,367	100.00%
ROASTED RED PEPPER	165,214	165,214	100.00%
SPICES	56,832	2,884	5.07%
MUSK	31,412	31,412	100.00%
Total	38,928,374	22,022,341	56.57%

* Preliminary data

Table 24			
PRA Export Results* per Product: Cumulative trough September 2006			
Product	Net Sales (US\$)	Exports	% Export/Total
RICE	19,323,757	104,463	0.54%
TROUT	13,555,695	9,113,807	67.23%
COFFEE	11,544,788	11,189,589	96.92%
TARA	8,687,732	8,382,931	96.49%
FLOWERS AND PLANTS	7,490,747	3,107,135	41.48%
BEANS AND LEGUMES	6,626,189	4,244,241	64.05%
COTTON	6,127,654	499,841	8.16%
ARTICHOKE	5,727,662	4,839,293	84.49%
FRUITS	5,283,408	411,332	7.79%
JEWELRY	3,847,241	3,847,241	100.00%
DECORATIVE CERAMIC TILES	3,554,281	472,281	13.29%
FIBER AND WOOL	3,283,718	1,218,539	37.11%
WOOD	3,271,396	2,226,585	68.06%
NATURAL COLORANTS	3,004,340	2,738,178	91.14%
HOUSE HOLD GOODS AND HANDICRAFTS	2,898,687	2,259,801	77.96%
TOURISM	2,761,053	504,575	18.27%
CORN	2,722,330	365,917	13.44%
FABRICS	2,710,843	2,408,425	88.84%
COCOA	2,694,497	2,044,121	75.86%
DAIRY	2,452,508	235,873	9.62%
YACON	1,781,012	14,784	0.83%
PROCESSED FOODS	1,502,397	983	0.07%
PROCESSED PRODUCTS	1,341,779	1,086,208	80.95%
CEREALS	994,993	527,484	53.01%
FUR	437,615	437,615	100.00%
ROASTED RED PEPPER	397,716	338,006	84.99%
SPICES	380,453	16,174	4.25%
AROMATIC AND MEDICINAL HERBS	192,737	3,773	1.96%
HEART PALM	137,993	7,685	5.57%
MUSK	121,993	121,993	100.00%
GARLIC	77,225	17,988	23.29%
MACA	27,895	1,965	7.04%
ESSENTIAL OILS	18,601	4,046	21.75%
Total	124,980,936	62,792,873	50.24%

* Preliminary data

Table 25					
Sales (US\$) in AD Region and Priority Districts, October 2005 - September 2006					
	Region	Priority Districts	Other Districts	Total Region	% Priority Districts / Total Region
AD Region	JUNIN	573,464	7,112,927	7,686,391	7.46%
	UCAYALI	3,746,578	1,936,613	5,683,191	65.92%
	SAN MARTIN	1,698,618	1,969,325	3,667,944	46.31%
	AYACUCHO	865,874	2,407,494	3,273,368	26.45%
	CUSCO	171,077	2,895,906	3,066,983	5.58%
	HUANUCO	893,418	1,087,528	1,980,946	45.10%
	PASCO		991,730	991,730	0.00%
Total in AD Region		7,949,029	18,401,523	26,350,553	30.17%
Other Region	CAJAMARCA		5,886,764	5,886,764	—
	PIURA		4,174,300	4,174,300	—
	PUNO		4,137,991	4,137,991	—
	ANCASH		2,615,958	2,615,958	—
	AMAZONAS		1,375,114	1,375,114	—
	HUANCAVELICA		1,068,602	1,068,602	—
	TUMBES		537,543	537,543	—
	AREQUIPA		385,831	385,831	—
	APURIMAC		367,505	367,505	—
	LAMBAYEQUE		241,495	241,495	—
	LIMA		4,982	4,982	—
Total in Other Region		0	20,796,085	20,796,085	0.00%
Total PRA		7,949,029	39,197,608	47,146,638	16.86%

Table 26					
Sales (US\$) in AD Region and Priority Districts, October 2005 - September 2006					Total Region / Total PRA
	Region	Priority Districts	Other Districts	Total Region	
AD Region	JUNIN	573,464	7,112,927	7,686,391	16.30%
	UCAYALI	3,746,578	1,936,613	5,683,191	12.05%
	SAN MARTIN	1,698,618	1,969,325	3,667,944	7.78%
	AYACUCHO	865,874	2,407,494	3,273,368	6.94%
	CUSCO	171,077	2,895,906	3,066,983	6.51%
	HUANUCO	893,418	1,087,528	1,980,946	4.20%
	PASCO		991,730	991,730	2.10%
Total in AD Region		7,949,029	18,401,523	26,350,553	55.89%
Total in Other Region		0	20,796,085	20,796,085	44.11%
Total PRA		7,949,029	39,197,608	47,146,638	100.00%

Table 27					
Cumulative Sales US\$ in AD Region and Priority Districts, Through September 2006					
	Region	Priority Districts	Other Districts	Total Region	% Priority Districts / Total Region
AD Region	JUNIN	1,108,734	20,153,820	21,262,554	5.21%
	UCAYALI	13,056,754	3,739,150	16,795,904	77.74%
	CUSCO	484,745	10,621,231	11,105,976	4.36%
	SAN MARTIN	5,347,717	5,440,269	10,787,986	49.57%
	AYACUCHO	1,908,427	6,137,661	8,046,088	23.72%
	HUANUCO	3,837,955	3,371,110	7,209,065	53.24%
	PASCO		3,345,820	3,345,820	0.00%
Total in AD Region		25,744,332	52,809,062	78,553,394	32.77%
Other Region	CAJAMARCA		26,894,398	26,894,398	-
	PUNO		14,036,714	14,036,714	-
	ANCASH		10,792,463	10,792,463	-
	AMAZONAS		5,399,473	5,399,473	-
	PIURA		4,457,083	4,457,083	-
	HUANCAVELICA		2,692,187	2,692,187	-
	APURIMAC		2,643,685	2,643,685	-
	TUMBES		537,543	537,543	-
	AREQUIPA		385,831	385,831	-
	LAMBAYEQUE		348,332	348,332	-
	LORETO		207,354	207,354	-
	LA LIBERTAD		29,507	29,507	-
	LIMA		4,982	4,982	-
Total in Other Region		0	68,429,553	68,429,553	0.00%
Total PRA		25,744,332	121,238,615	146,982,946	17.52%

Table 28					
Cumulative Sales US\$ in AD Region and Priority Districts, Through September 2006					Total Region / Total PRA
	Region	Priority Districts	Other Districts	Total Region	
AD Region	JUNIN	1,108,734	20,153,820	21,262,554	14.47%
	UCAYALI	13,056,754	3,739,150	16,795,904	11.43%
	CUSCO	484,745	10,621,231	11,105,976	7.56%
	SAN MARTIN	5,347,717	5,440,269	10,787,986	7.34%
	AYACUCHO	1,908,427	6,137,661	8,046,088	5.47%
	HUANUCO	3,837,955	3,371,110	7,209,065	4.90%
	PASCO		3,345,820	3,345,820	2.28%
Total in AD Region		25,744,332	52,809,062	78,553,394	53.44%
Total in Other Region		0	68,429,553	68,429,553	46.56%
Total PRA		25,744,332	121,238,615	146,982,946	100.00%

Table 29					
Employment (days of labor) in AD Region and Priority Districts, October 2005 - September 2006					
	Region	Priority Districts	Other Districts	Total Region	% Priority Districts / Total Region
AD Region	SAN MARTIN	244,160	185,273	429,433	56.86%
	AYACUCHO	45,362	343,610	388,972	11.66%
	UCAYALI	223,664	87,248	310,912	71.94%
	JUNIN	34,195	217,571	251,766	13.58%
	CUSCO	7,545	94,209	101,754	7.41%
	HUANUCO	47,867	47,949	95,816	49.96%
	PASCO		33,381	33,381	0.00%
Total in AD Region		602,794	1,009,240	1,612,034	37.39%
Other Region	PUNO		299,937	299,937	—
	CAJAMARCA		293,018	293,018	—
	PIURA		185,483	185,483	—
	HUANCAVELICA		87,352	87,352	—
	AMAZONAS		70,939	70,939	—
	ANCASH		69,473	69,473	—
	TUMBES		44,028	44,028	—
	APURIMAC		16,884	16,884	—
	LAMBAYEQUE		10,224	10,224	—
	AREQUIPA		1,925	1,925	—
LIMA		342	342	—	
Total in Other Region		0	1,079,604	1,079,604	0.00%
Total PRA		602,794	2,088,844	2,691,638	22.40%

Table 30					
Employment (days of labor) in AD Region and Priority Districts, October 2005 - September 2006					Total Region / Total PRA
	Region	Priority Districts	Other Districts	Total Region	
AD Region	SAN MARTIN	244,160	185,273	429,433	15.95%
	AYACUCHO	45,362	343,610	388,972	14.45%
	UCAYALI	223,664	87,248	310,912	11.55%
	JUNIN	34,195	217,571	251,766	9.35%
	CUSCO	7,545	94,209	101,754	3.78%
	HUANUCO	47,867	47,949	95,816	3.56%
	PASCO		33,381	33,381	1.24%
Total in AD Region		602,794	1,009,240	1,612,034	59.89%
Total in Other Region		0	1,079,604	1,079,604	40.11%
Total PRA		602,794	2,088,844	2,691,638	100.00%

Cumulative Employment (days of labor) in AD Region and Priority Districts, Through September 2006					
	Region	Priority Districts	Other Districts	Total Region	% Priority Districts / Total Region
AD Region	SAN MARTIN	683,127	607,826	1,290,953	52.92%
	UCAYALI	980,629	222,650	1,203,279	81.50%
	AYACUCHO	103,257	1,032,021	1,135,278	9.10%
	JUNIN	74,726	933,480	1,008,206	7.41%
	CUSCO	20,730	698,754	719,485	2.88%
	HUANUCO	331,101	191,500	522,602	63.36%
	PASCO		199,864	199,864	0.00%
Total in AD Region		2,193,570	3,886,096	6,079,666	36.08%
Other Region	PUNO		1,662,449	1,662,449	—
	CAJAMARCA		1,600,226	1,600,226	—
	AMAZONAS		368,824	368,824	—
	ANCASH		316,255	316,255	—
	HUANCAVELICA		284,798	284,798	—
	PIURA		201,773	201,773	—
	APURIMAC		152,861	152,861	—
	TUMBES		44,028	44,028	—
	LAMBAYEQUE		17,529	17,529	—
	LORETO		13,807	13,807	—
	AREQUIPA		1,925	1,925	—
	LA LIBERTAD		1,315	1,315	—
	LIMA		342	342	—
MADRE DE DIOS		5	5	—	
Total in Other Region		0	4,666,137	4,666,137	0.00%
Total PRA		2,193,570	8,552,234	10,745,803	20.41%

Table 32					
Cumulative Employment (days of labor) in AD Region and Priority Districts, Through September 2006					Total Region / Total PRA
	Region	Priority Districts	Other Districts	Total Region	
AD Region	SAN MARTIN	683,127	607,826	1,290,953	12.01%
	UCAYALI	980,629	222,650	1,203,279	11.20%
	AYACUCHO	103,257	1,032,021	1,135,278	10.56%
	JUNIN	74,726	933,480	1,008,206	9.38%
	CUSCO	20,730	698,754	719,485	6.70%
	HUANUCO	331,101	191,500	522,602	4.86%
	PASCO		199,864	199,864	1.86%
Total in AD Region		2,193,570	3,886,096	6,079,666	56.58%
Total in Other Region		0	4,666,137	4,666,137	43.42%
Total PRA		2,193,570	8,552,234	10,745,803	100.00%

Table 33					
Investment (US\$) in AD Region and Priority Districts, October 2005 - September 2006					
	Region	Priority Districts	Other Districts	Total Region	% Priority Districts / Total Region
AD Region	UCAYALI	657,967	46,429	704,396	93.41%
	JUNIN	29,186	585,848	615,033	4.75%
	HUANUCO	21,530	116,548	138,078	15.59%
	SAN MARTIN	6,185	68,688	74,873	8.26%
	CUSCO	0	64,788	64,788	0.00%
Total in AD Region		714,867	882,301	1,597,169	44.76%
Other Region	PIURA		1,675,444	1,675,444	—
	PUNO		680,146	680,146	—
	CAJAMARCA		125,581	125,581	—
	AMAZONAS		98,653	98,653	—
	HUANCAVELICA		38,872	38,872	—
AREQUIPA		21,341	21,341	—	
Total in Other Region		0	2,640,037	2,640,037	0.00%
Total PRA		714,867	3,522,339	4,237,206	16.87%

Table 34					
Investment (US\$) in AD Region and Priority Districts, October 2005 - September 2006					Total Region / Total PRA
	Region	Priority Districts	Other Districts	Total Region	
AD Region	UCAYALI	657,967	46,429	704,396	16.62%
	JUNIN	29,186	585,848	615,033	14.52%
	HUANUCO	21,530	116,548	138,078	3.26%
	SAN MARTIN	6,185	68,688	74,873	1.77%
	CUSCO	0	64,788	64,788	1.53%
Total in AD Region		714,867	882,301	1,597,169	37.69%
Total in Other Region		0	2,640,037	2,640,037	62.31%
Total PRA		714,867	3,522,339	4,237,206	100.00%

Table 35					
Cumulative Investment (US\$) in AD Region and Priority Districts, Through September 2006					
	Region	Priority Districts	Other Districts	Total Region	% Priority Districts / Total Region
AD Region	JUNIN	45,147	3,154,178	3,199,325	1.41%
	UCAYALI	1,315,766	1,162,199	2,477,966	53.10%
	SAN MARTIN	472,451	618,625	1,091,076	43.30%
	HUANUCO	87,358	117,575	204,933	42.63%
	AYACUCHO	17,000	153,993	170,993	9.94%
	PASCO		107,628	107,628	0.00%
	CUSCO	0	80,904	80,904	0.00%
Total in AD Region		1,937,723	5,395,103	7,332,826	26.43%
Other Region	ANCASH		1,990,412	1,990,412	—
	PIURA		1,683,769	1,683,769	—
	CAJAMARCA		966,139	966,139	—
	PUNO		850,014	850,014	—
	HUANCAVELICA		216,260	216,260	—
	AMAZONAS		142,309	142,309	—
	LA LIBERTAD		23,317	23,317	—
	AREQUIPA		21,341	21,341	—
	LAMBAYEQUE		12,231	12,231	—
	LORETO		914	914	—
Total in Other Region		0	5,906,706	5,906,706	0.00%
Total PRA		1,937,723	11,301,809	13,239,532	14.64%

Table 36					
Cumulative Investment (US\$) in AD Region and Priority Districts, Through September 2006					Total Region / Total PRA
	Region	Priority Districts	Other Districts	Total Region	
AD Region	JUNIN	45,147	3,154,178	3,199,325	24.16%
	UCAYALI	1,315,766	1,162,199	2,477,966	18.72%
	SAN MARTIN	472,451	618,625	1,091,076	8.24%
	HUANUCO	87,358	117,575	204,933	1.55%
	AYACUCHO	17,000	153,993	170,993	1.29%
	PASCO		107,628	107,628	0.81%
	CUSCO	0	80,904	80,904	0.61%
Total in AD Region		1,937,723	5,395,103	7,332,826	55.39%
Total in Other Region		0	5,906,706	5,906,706	44.61%
Total PRA		1,937,723	11,301,809	13,239,532	100.00%

