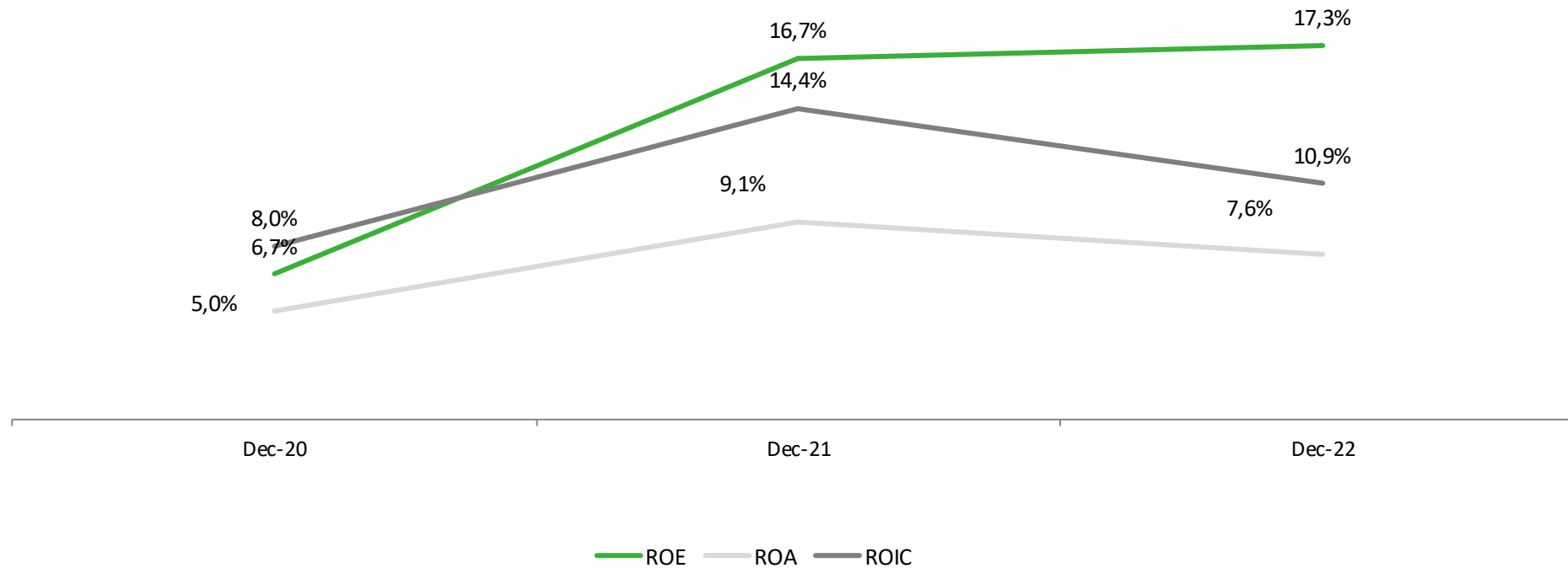


# Earnings Presentation Fourth Quarter 2022

February 2023



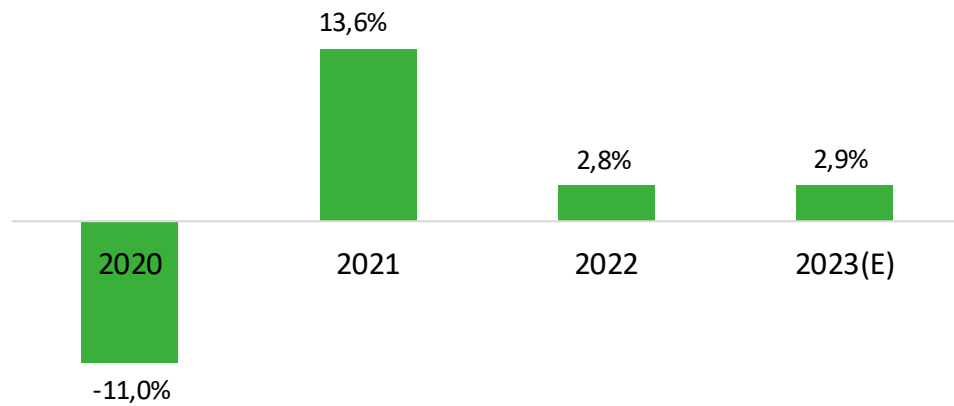
## Ferreycorp Profit Ratios



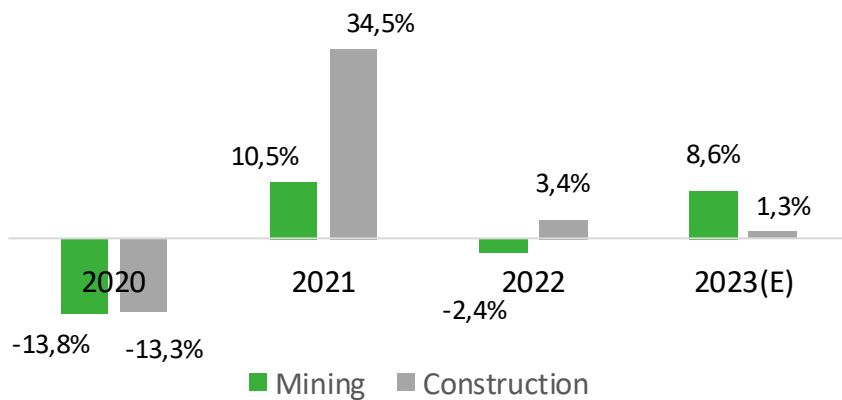
# INTRODUCTION



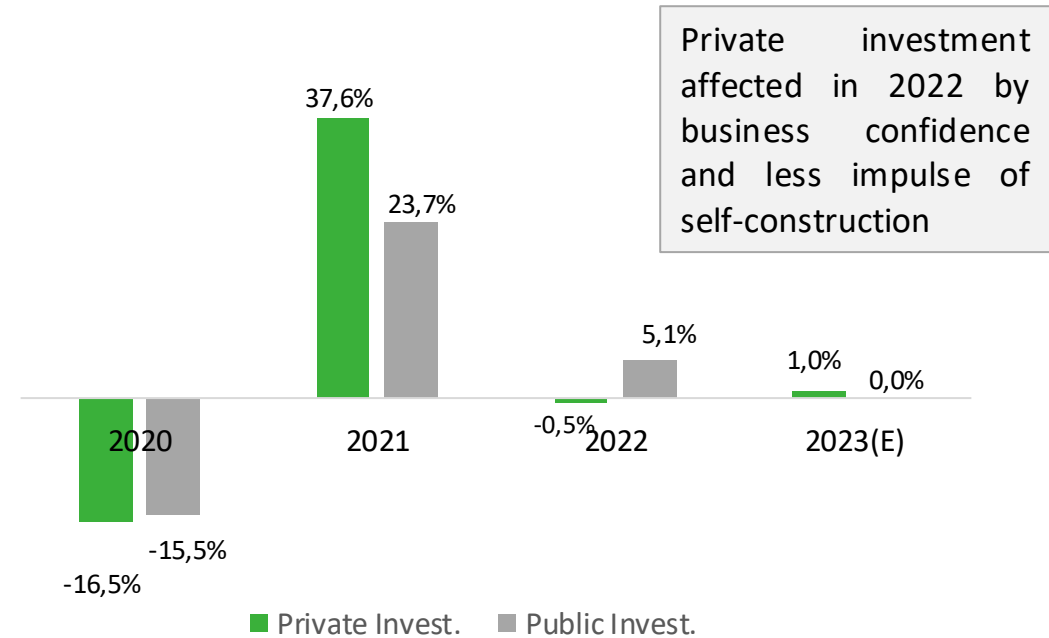
**GDP (Var %)**



**Mining and Construction GDP evolution (Var %)**



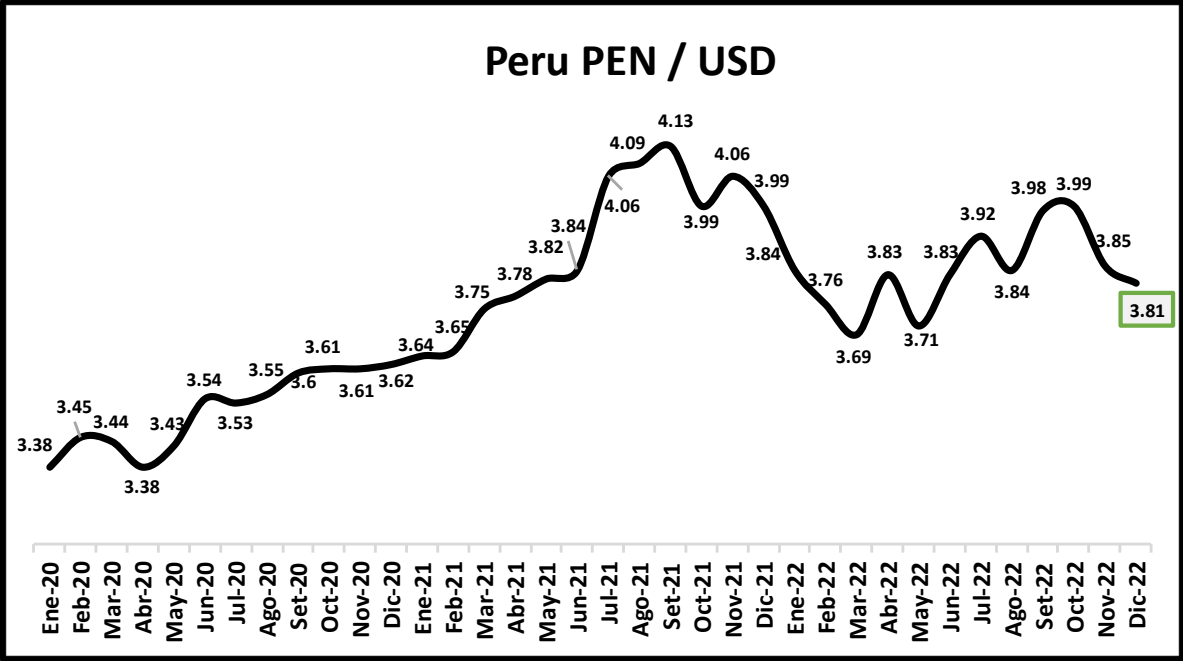
**PUBLIC AND PRIVATE INVESTMENT (Var %)**



Private investment affected in 2022 by business confidence and less impulse of self-construction

Sources: Central Bank Inflation Report as of December 2022 & Apoyo

# INTRODUCTION



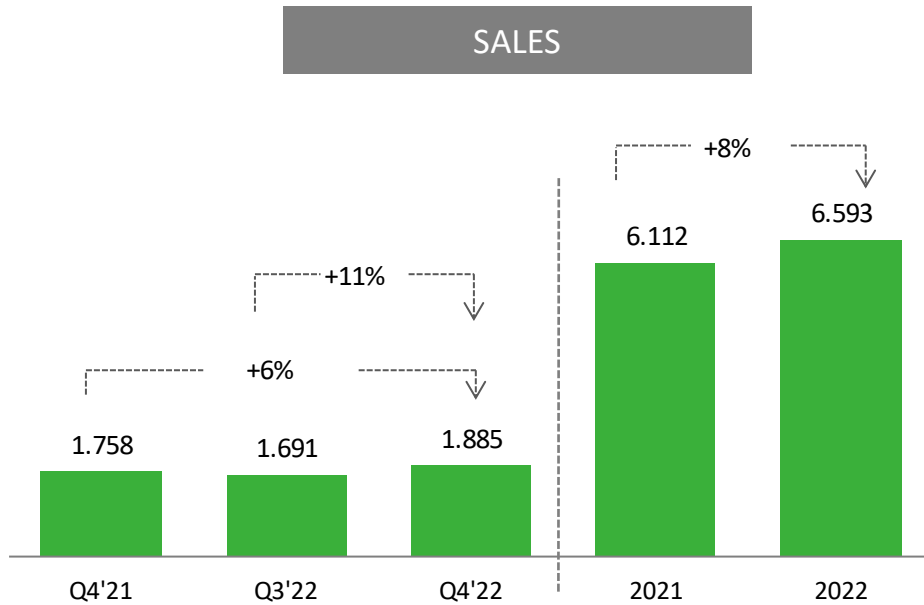
Gross Margin Adj. 4Q 2021 = 24.7%, 4Q 2022 = 25.1%  
 Operating Margin Adj. 4Q 2021 = 11.1% ; 4Q 2022 = 9.5%  
 Ebitda Margin Adj 4Q 2021 = 14.4% ; 4Q 2022 = 12.5%

# FINANCIAL HIGHLIGHTS

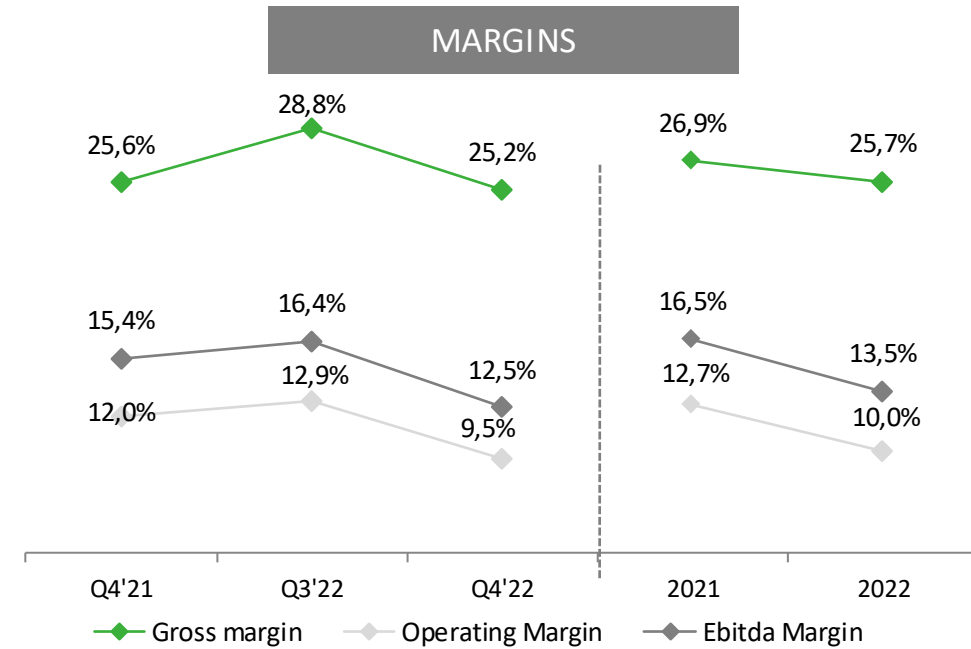
Million Soles (S/ mm)



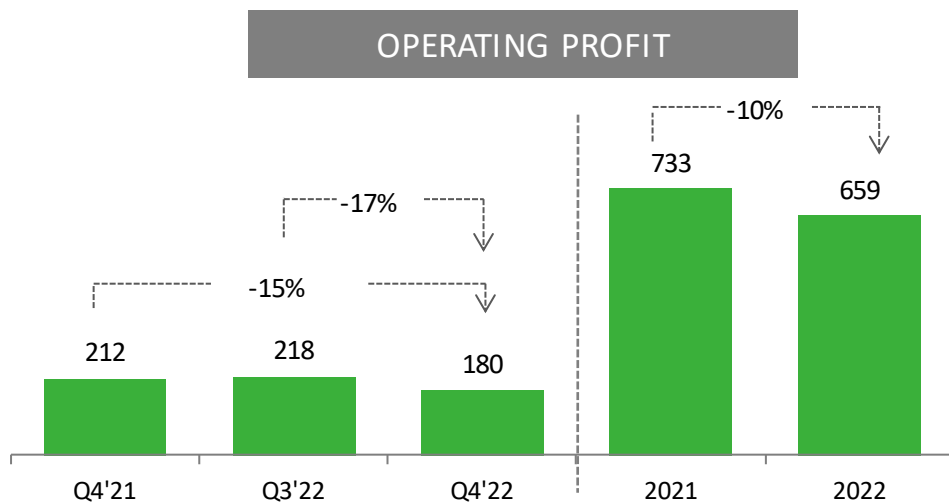
## SALES



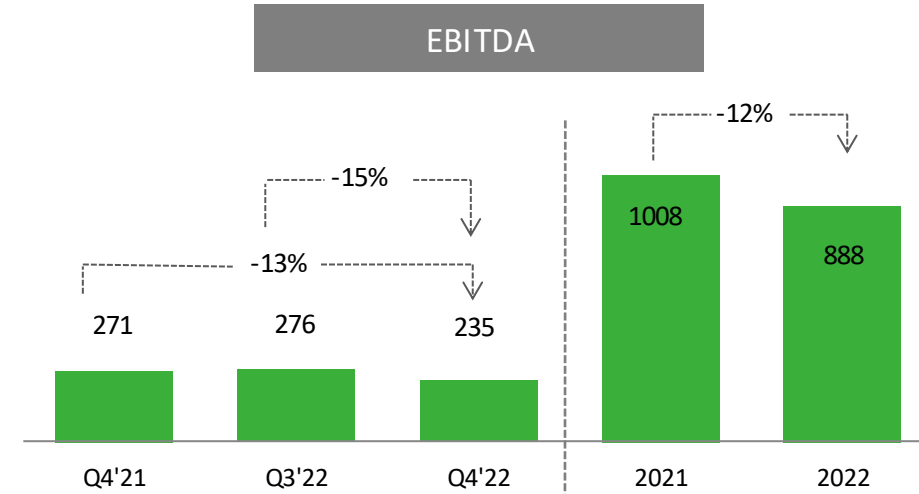
## MARGINS



## OPERATING PROFIT



## EBITDA

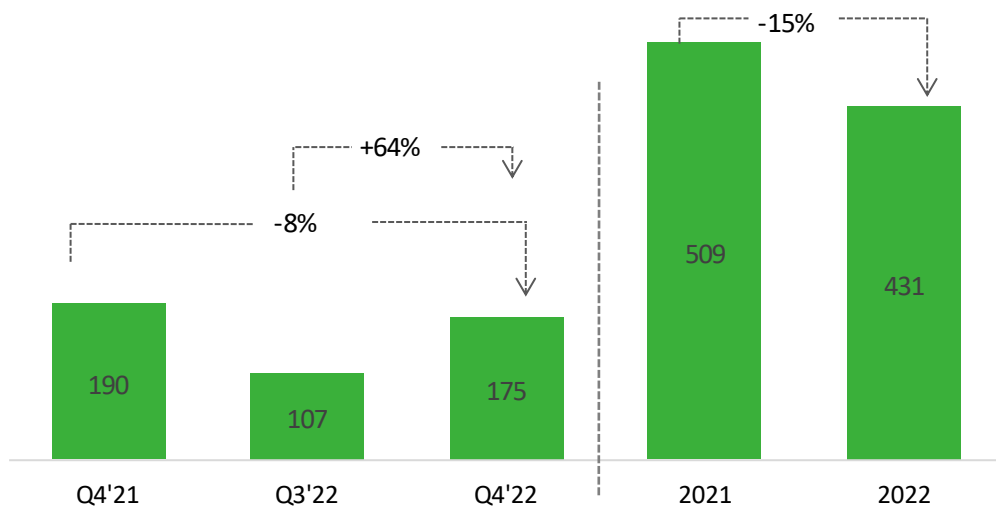


# SALES BY BUSINESS LINES

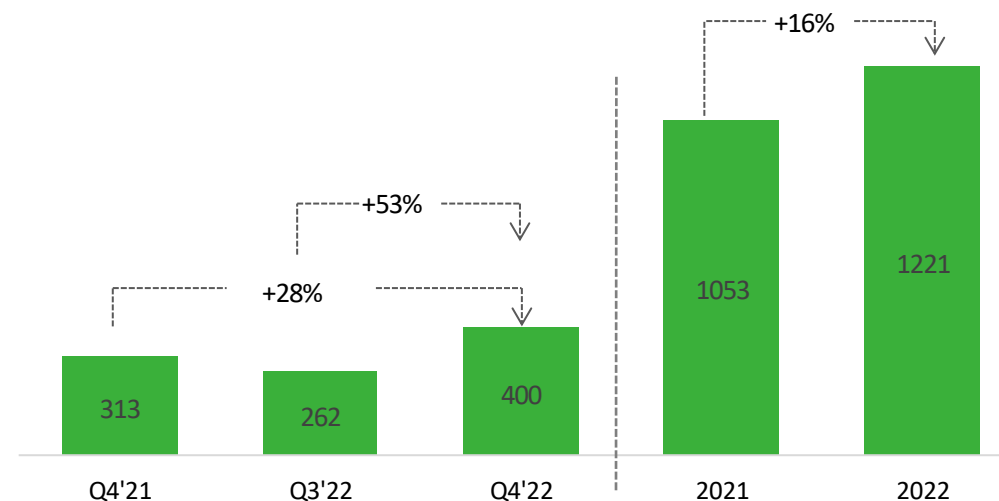
Million Soles (S/ mm)



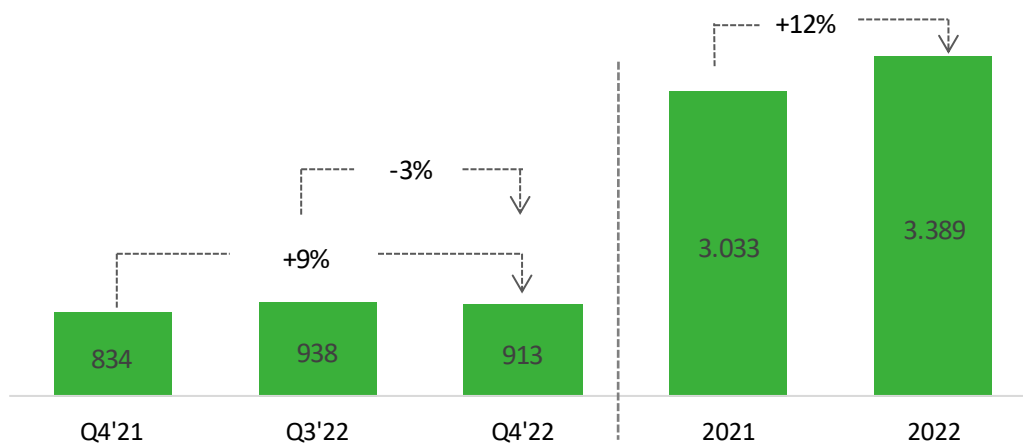
## CAT MINING EQUIPMENT



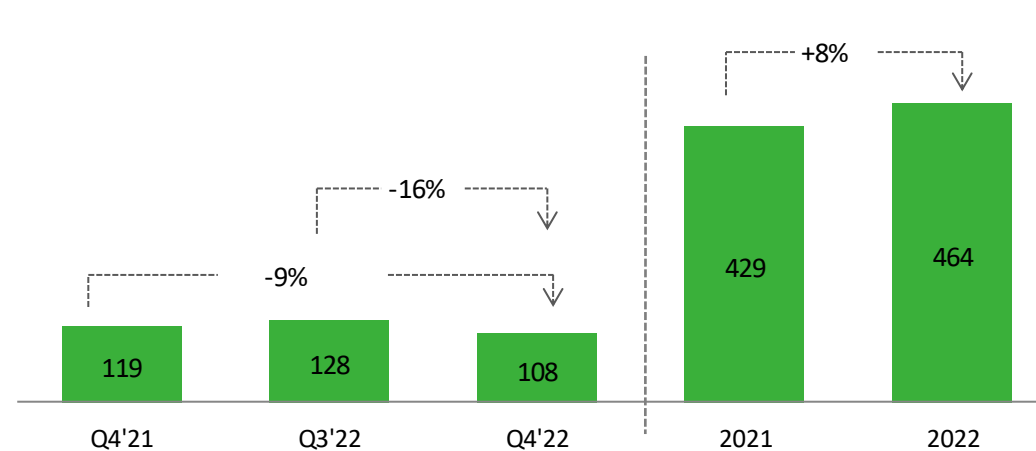
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



## RENTAL AND USED



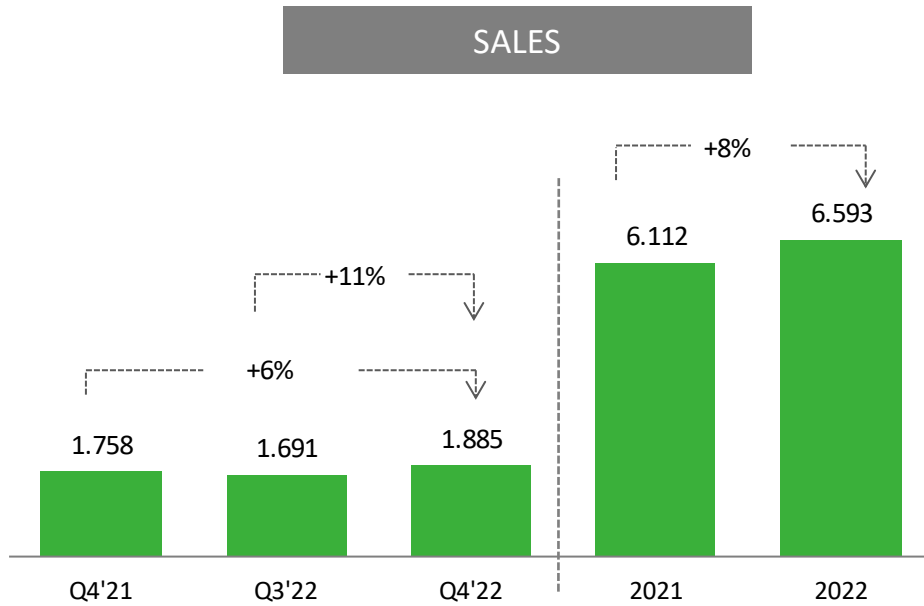
Gross Margin Adj. 4Q 2021 = 24.7%, 4Q 2022 = 25.1%  
 Operating Margin Adj. 4Q 2021 = 11.1% ; 4Q 2022 = 9.5%  
 Ebitda Margin Adj 4Q 2021 = 14.4% ; 4Q 2022 = 12.5%

# FINANCIAL HIGHLIGHTS

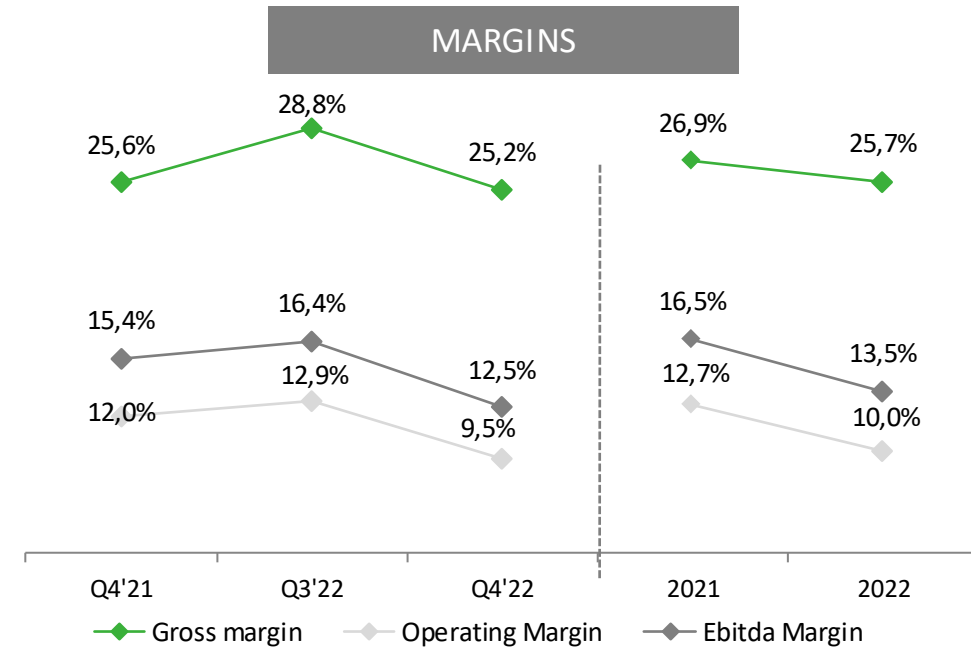
Million Soles (S/ mm)



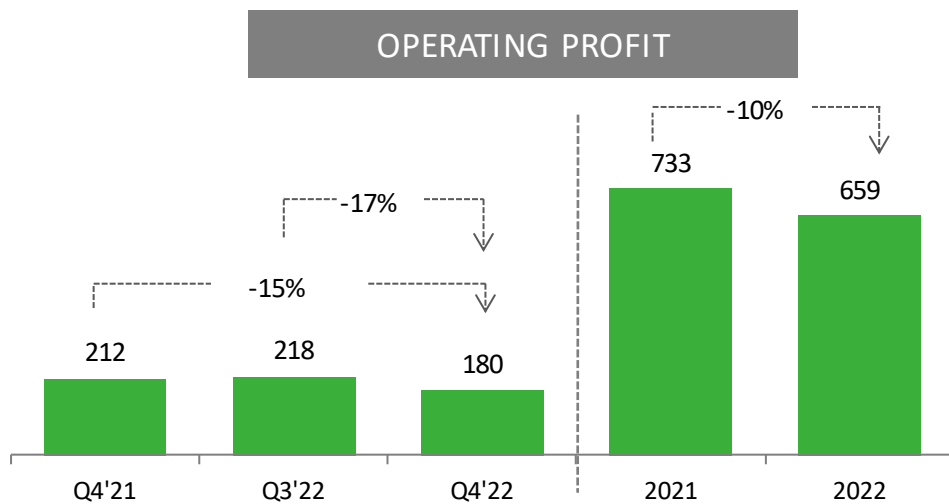
## SALES



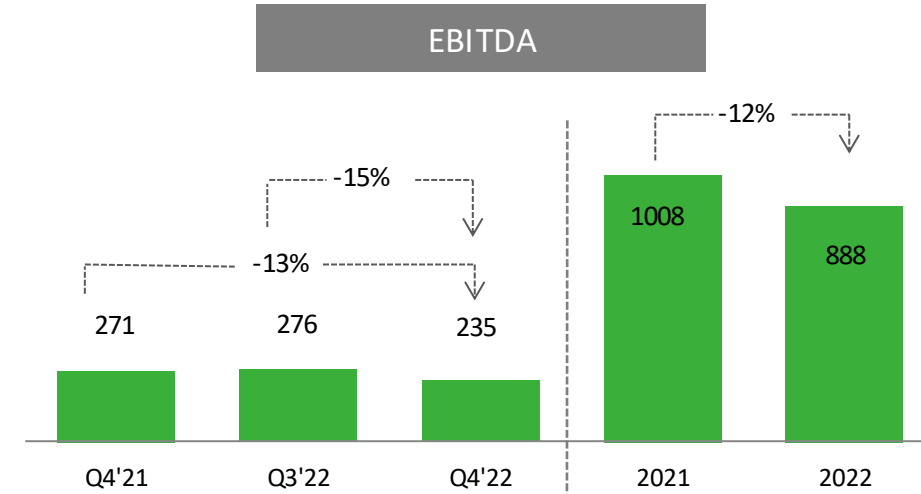
## MARGINS



## OPERATING PROFIT



## EBITDA

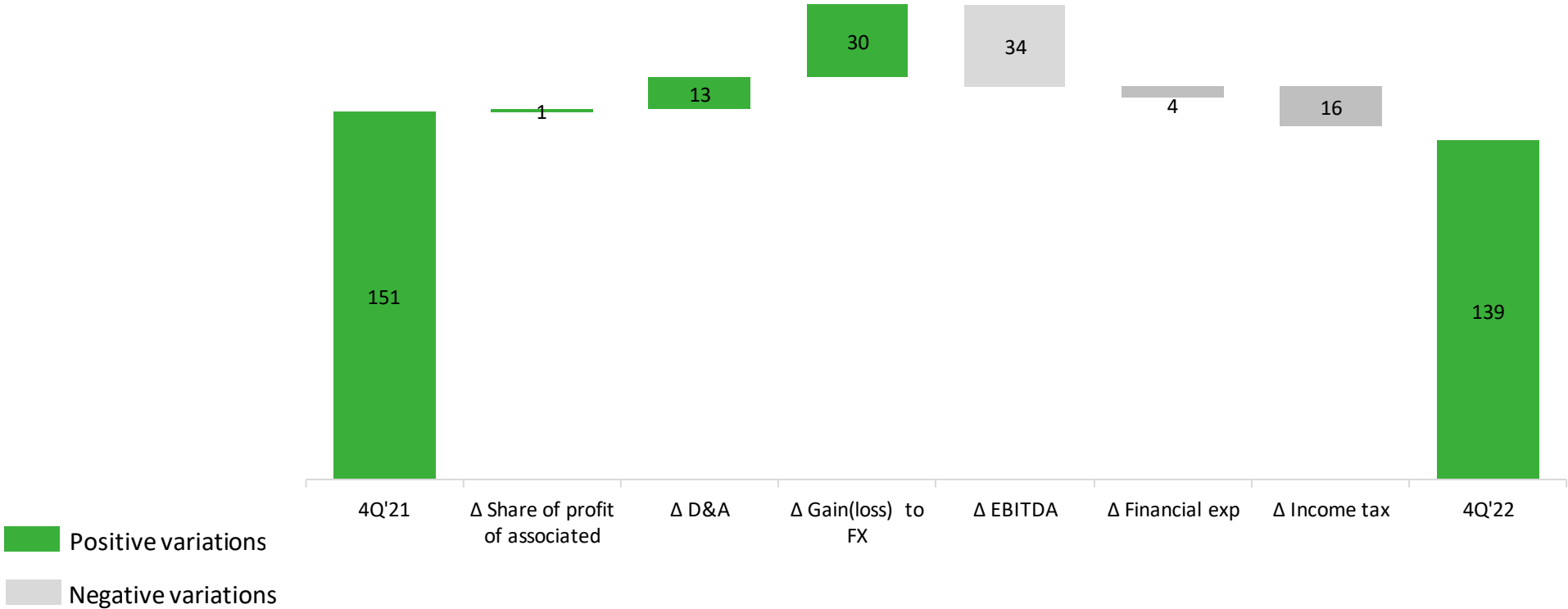


# NET INCOME

Million Soles (S/ mm)



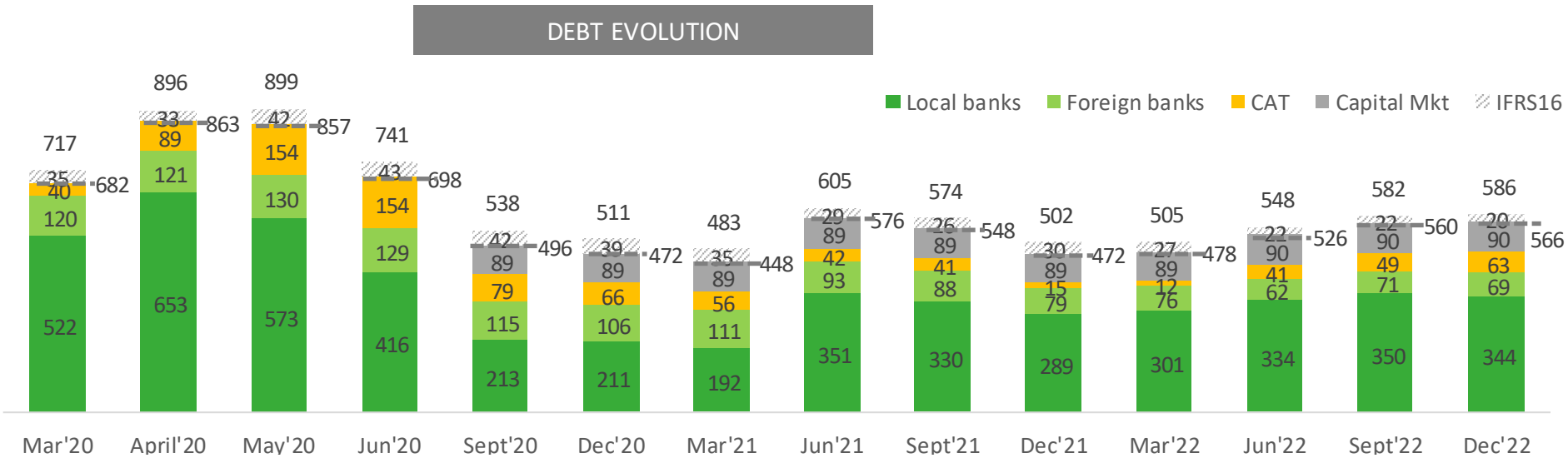
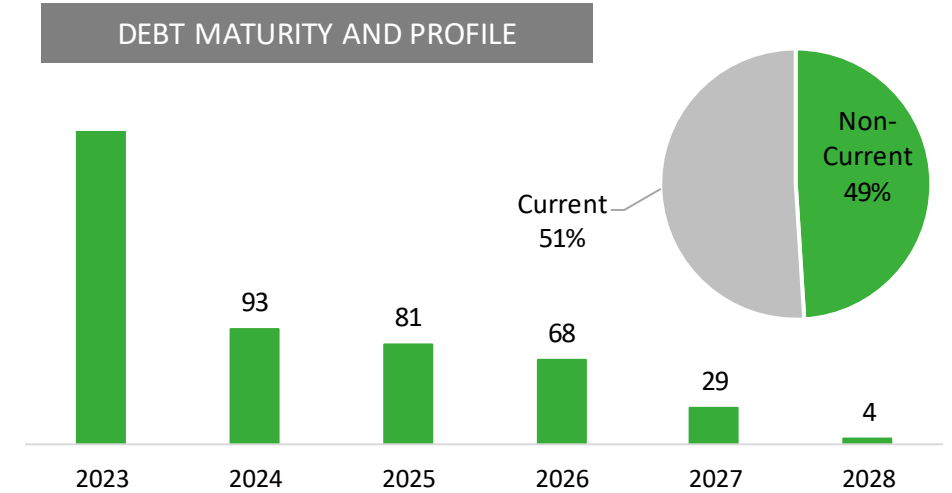
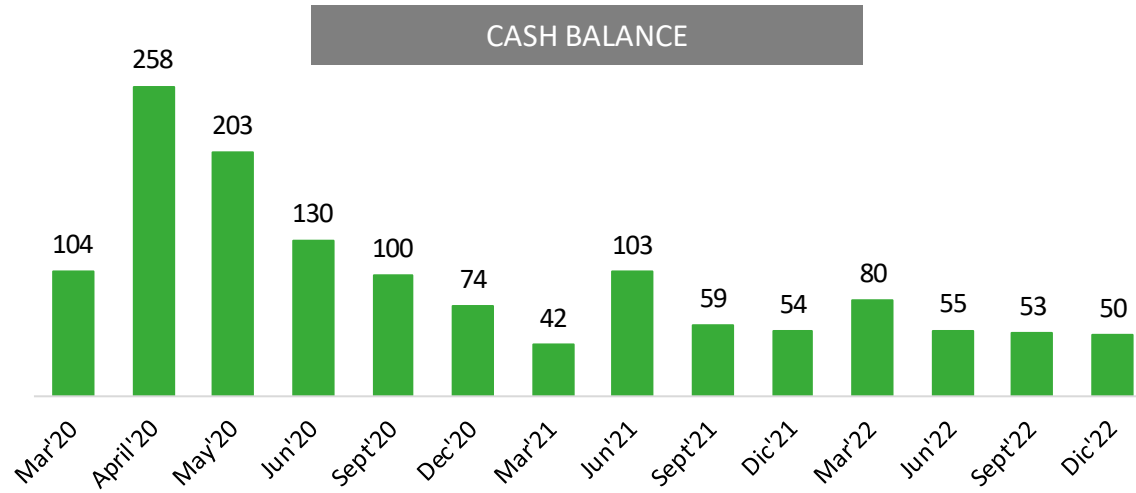
## NET INCOME 4Q2022





# CASH GENERATION AND LIABILITY MANAGEMENT

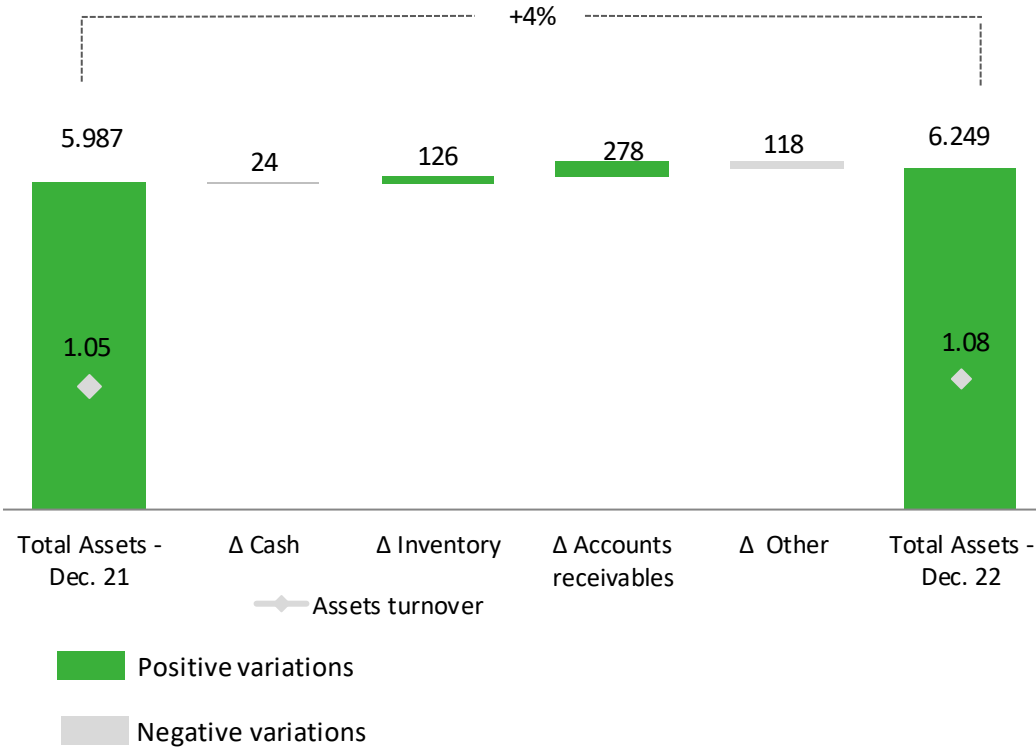
Million Dollars (US\$ mm)



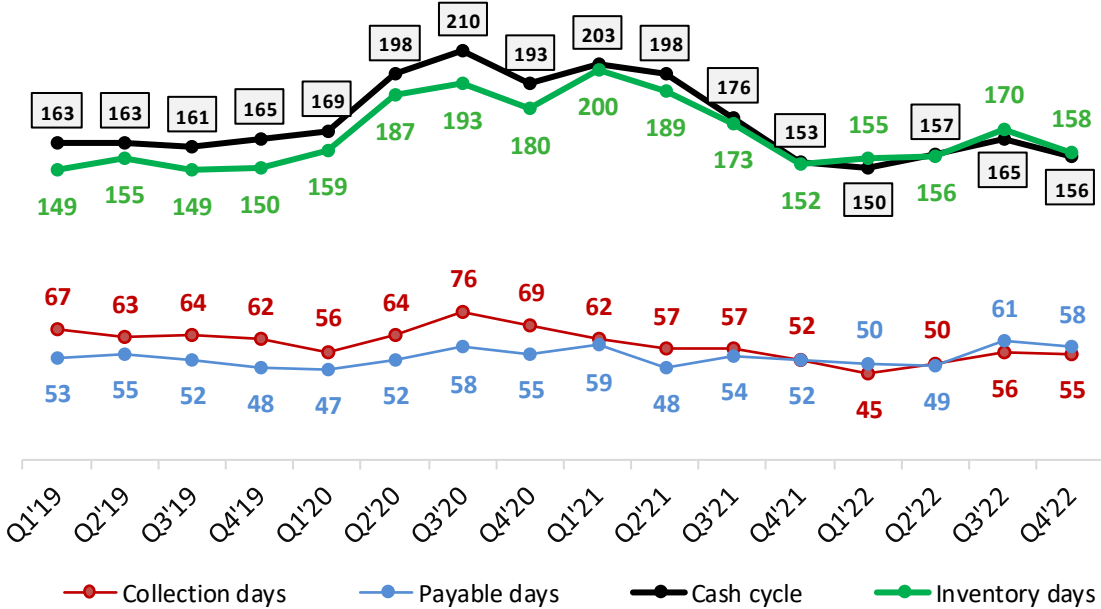
# TOTAL ASSETS AND CASH CYCLE

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION

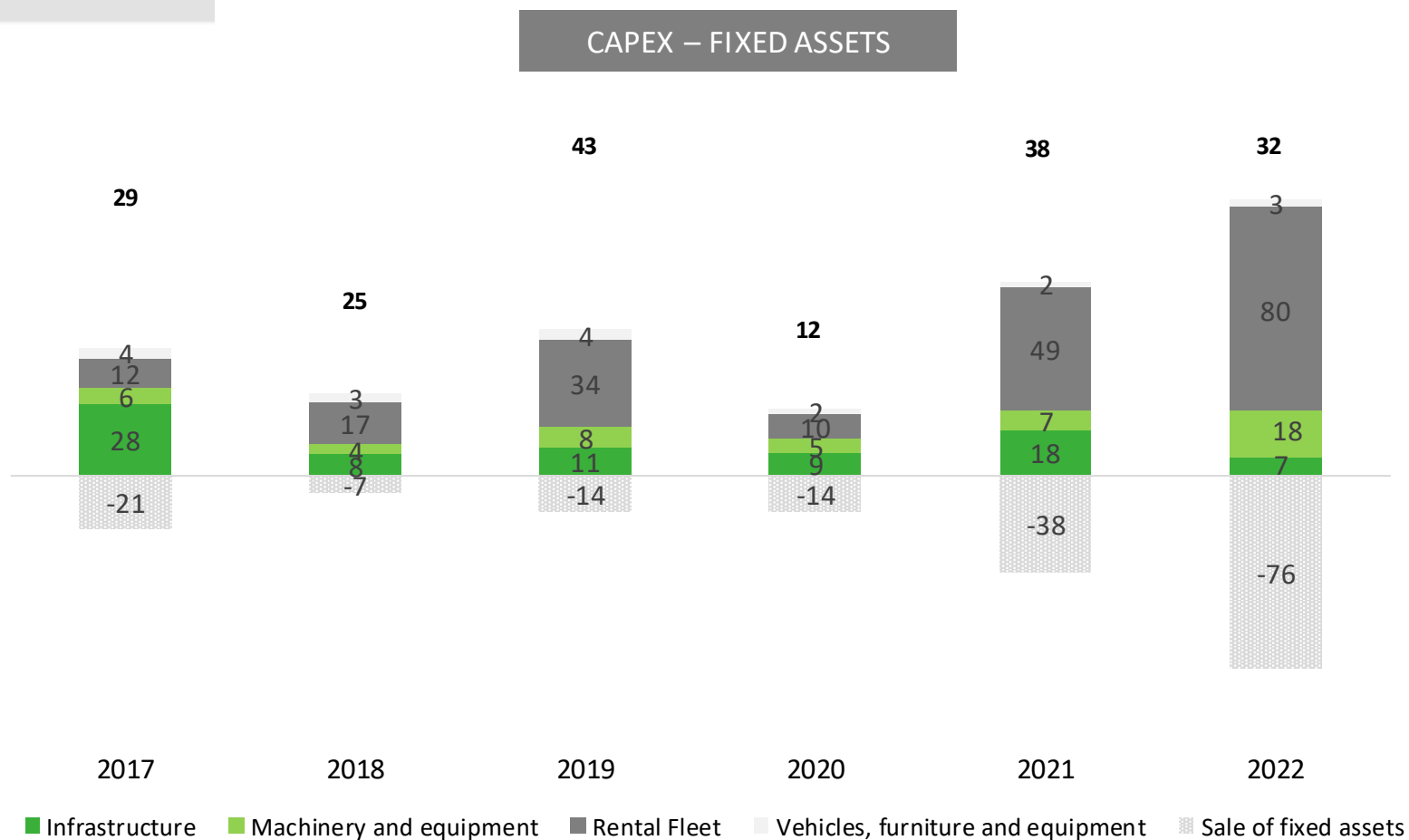


CASH CYCLE



# CAPEX

Million Dollars (US\$ mm)



- Investment in intangible assets reached US\$ **1.3 million** dollars as of December 2022
- Disclaimer: Capex figures mentioned in the presentation used in the conference call had a mistake. This slide contains the correct numbers.

**+ferreycorp**