



Ferreycorp

100 years creating development

Investor's Presentation - 2Q23



100 years creating development





Vision & Mission

VISION

To be recognized as a leading economic group in Peru, with a presence in the Latin American region and an excellent provider of capital goods, spare parts and related services, which contributes to increasing productivity and profitability in the economic sectors in which we participate to promote the development of countries and their various stakeholders. To be recognized as the preferred corporation to adopt new businesses and representations in the fields of its activities, due to its operational and financial capabilities.

MISSION

We operate, through our subsidiaries with a focus and high degree of specialization, businesses that distribute capital goods and spare parts, as well as services and support for prestigious global brands with high standards, efficiency, and profitability. In doing so, we achieve the development of our employees and become a benchmark for modern and responsible companies.



Operational Model of the Corporation

Role of the Parent Company

Strategic Coherence

- Business Vision
- Strategic Planning and Definition of Engaged Businesses
- Positioning and Brands
- Financial Resources
- Control and Supervision

Role of the Subsidiary Companies

Operational Autonomy

- Customer Proximity and Market Coverage
- Business Execution with Operational Excellence
- Profitability and Financial Health
- Business Innovation and Value Proposition
- Best Practices and Seeking Synergies

Shared Services Center

Standardization and Efficiencies

- Process Standardization
- Synergies and Efficiencies
- Non-core Processes, Back Office: Legal, Audit, Human Resources, Finance, Systems
- Critical Mass for Improved Supplier Conditions



Organizational Structure



Caterpillar Dealers and Allied Brands in Peru



Caterpillar Dealers and Allied Brands in Central America



Complementary Businesses in Peru and Abroad



Global Enterprise Strategic Alliance



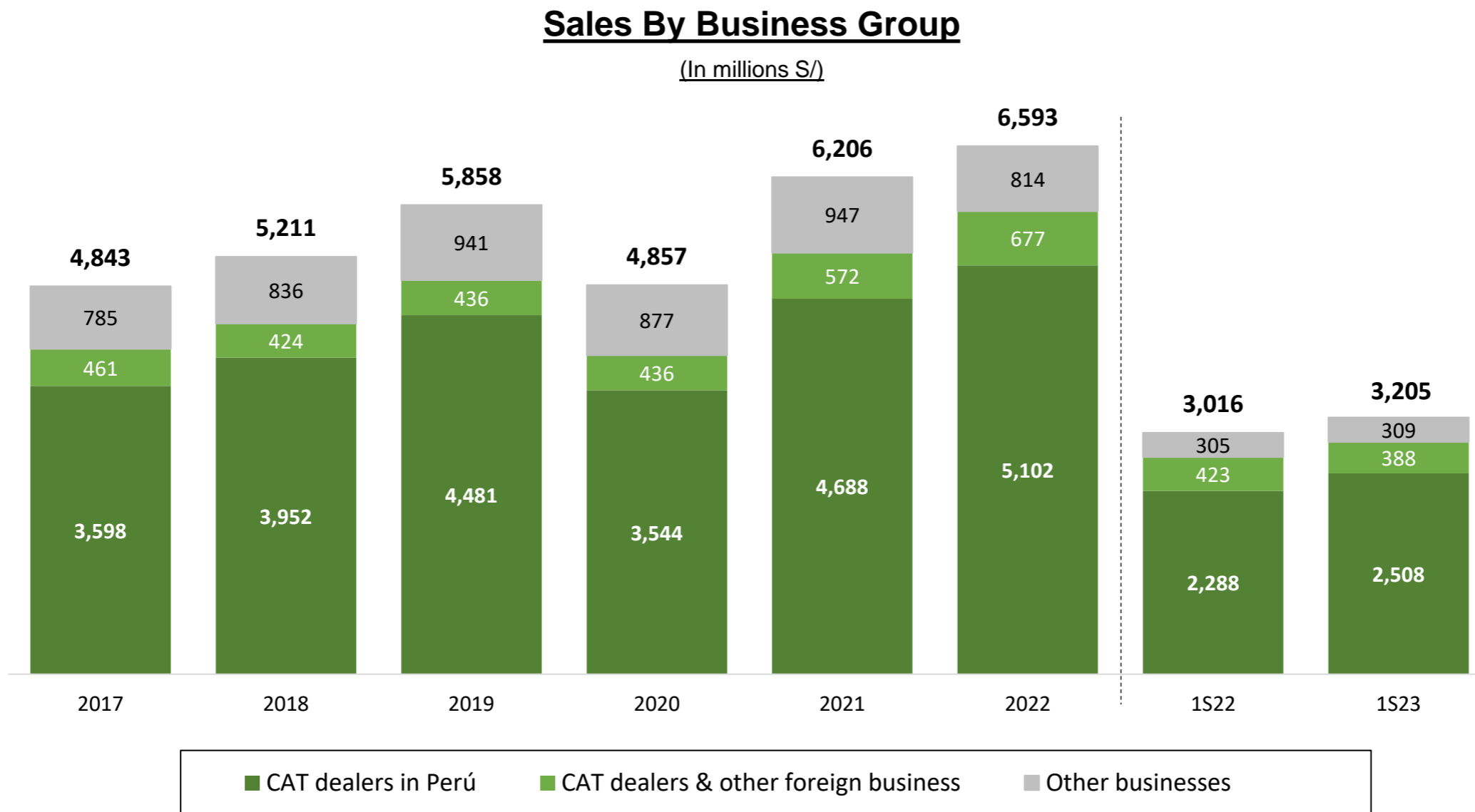


Distribution of results by business group – 2Q2023

(S/ Millions)	Caterpillar Dealers and Allied Brands in Peru	Caterpillar Dealers and Allied Brands in Central America	Complementary Businesses in Peru and abroad	Total
Sales	1,320	143	183	1,646
<i>% of Total Sales</i>	80.2%	8.7%	11.1%	100%
EBITDA	172	20	15	207
<i>% of Total EBITDA</i>	83.1%	9.7%	7.2%	100%
EBITDA Margin	15.7%	16.0%	8.2%	14.6%
# of workers	5,505	1,015	697	7,357
<i>% of total workers</i>	74.8%	13.8%	9.5%	100%



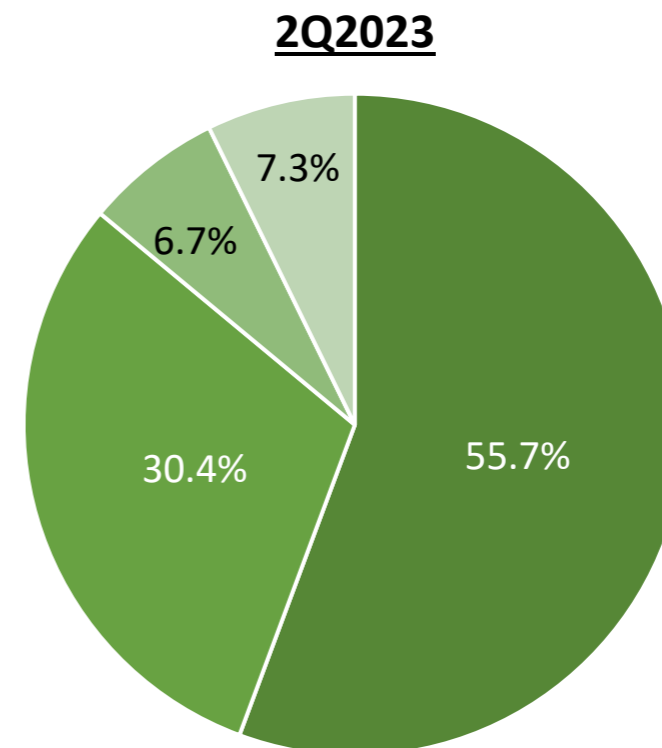
Sales by Business Group





% Sales by Business Line

Business Line	2020	2021	2022	2Q2022	2Q2023
Spare Parts & Services	46.2%	49.7%	51.4%	51.4%	55.7%
Prime product	38.1%	34.0%	32.3%	30.9%	30.4%
Rental & Used	7.2%	6.9%	7.0%	8.1%	6.7%
Others	8.6%	9.3%	9.3%	9.5%	7.3%



■ Spare Parts & Services ■ Prime product ■ Rental & Used ■ Others

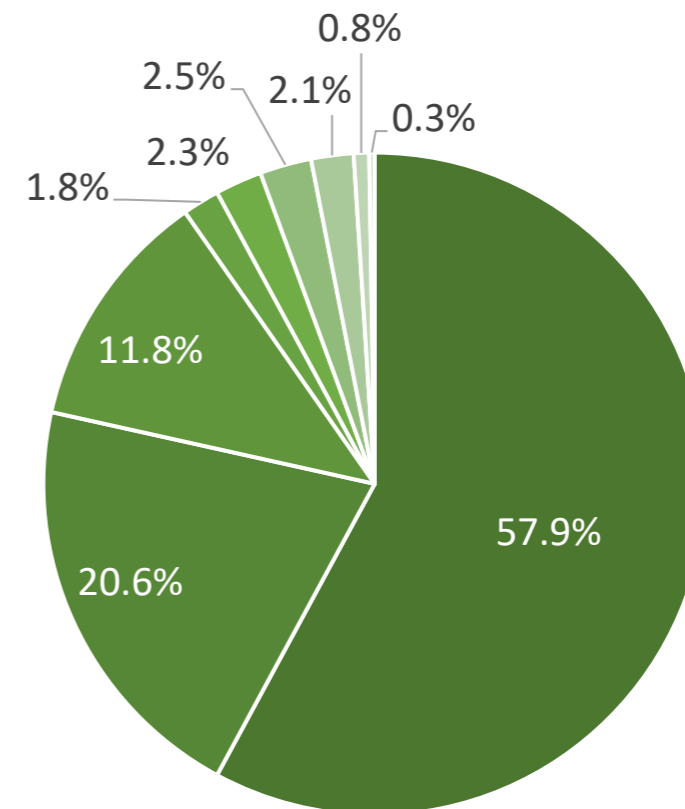
*Otros: Servicios digitales y servicios logísticos



Sales by Economic Sector

Sector	2020	2021	2022	2Q2022	2Q2023
Mining	50.7%	54.9%	56.0%	53.3%	57.9%
Construction	20.8%	17.8%	19.4%	22.8%	20.6%
Industry, Commerce and Services	13.2%	12.8%	13.1%	12.7%	11.8%
Agriculture and Forestation	3.0%	2.6%	2.9%	3.4%	2.5%
Transportation	3.7%	2.1%	2.1%	2.4%	2.3%
Fishing and Marine	1.6%	1.6%	1.7%	2.0%	2.1%
Government	2.5%	1.9%	2.2%	1.8%	1.8%
Hidrocarbones and Energy	1.1%	0.9%	1.3%	1.2%	0.8%
Others	3.5%	5.2%	1.3%	0.4%	0.3%

2Q2023

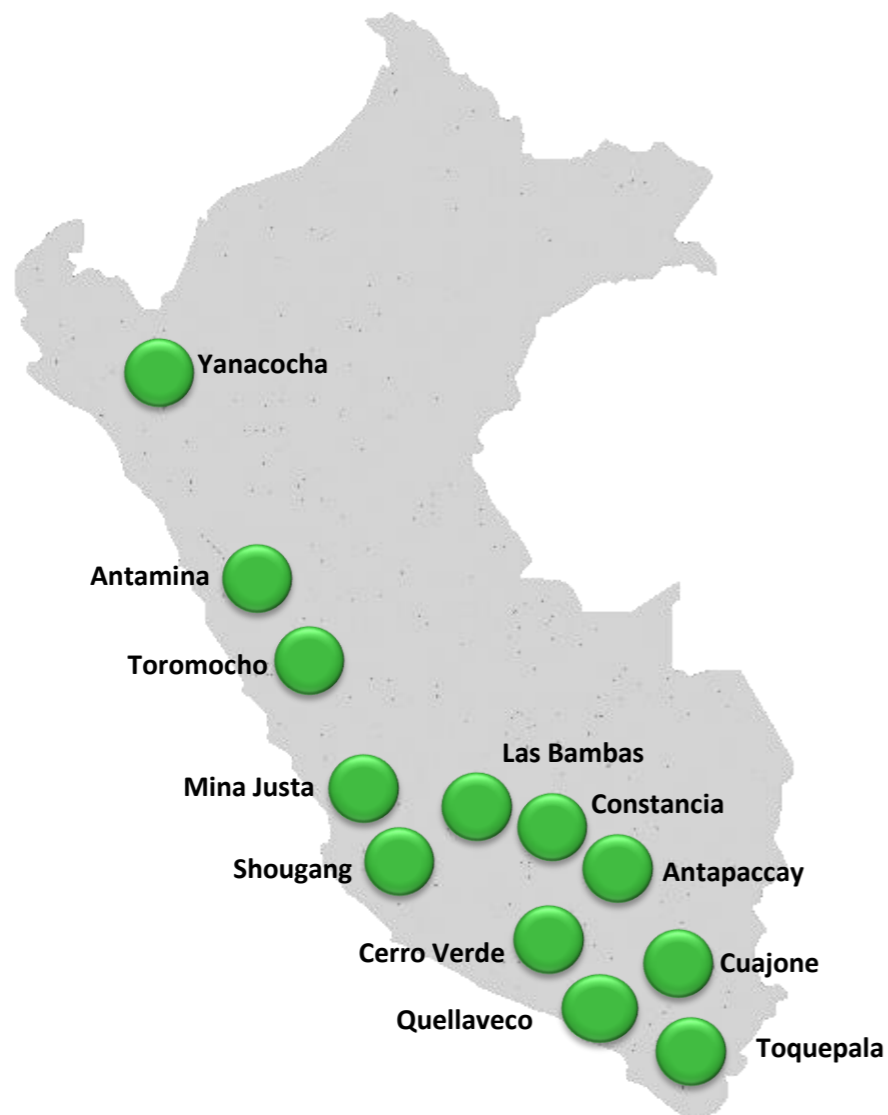


- Mining
- Construction
- Industry, Commerce and Services
- Agriculture and Forestation
- Transportation
- Fishing and Marine
- Government
- Hidrocarbones and Energy
- Others

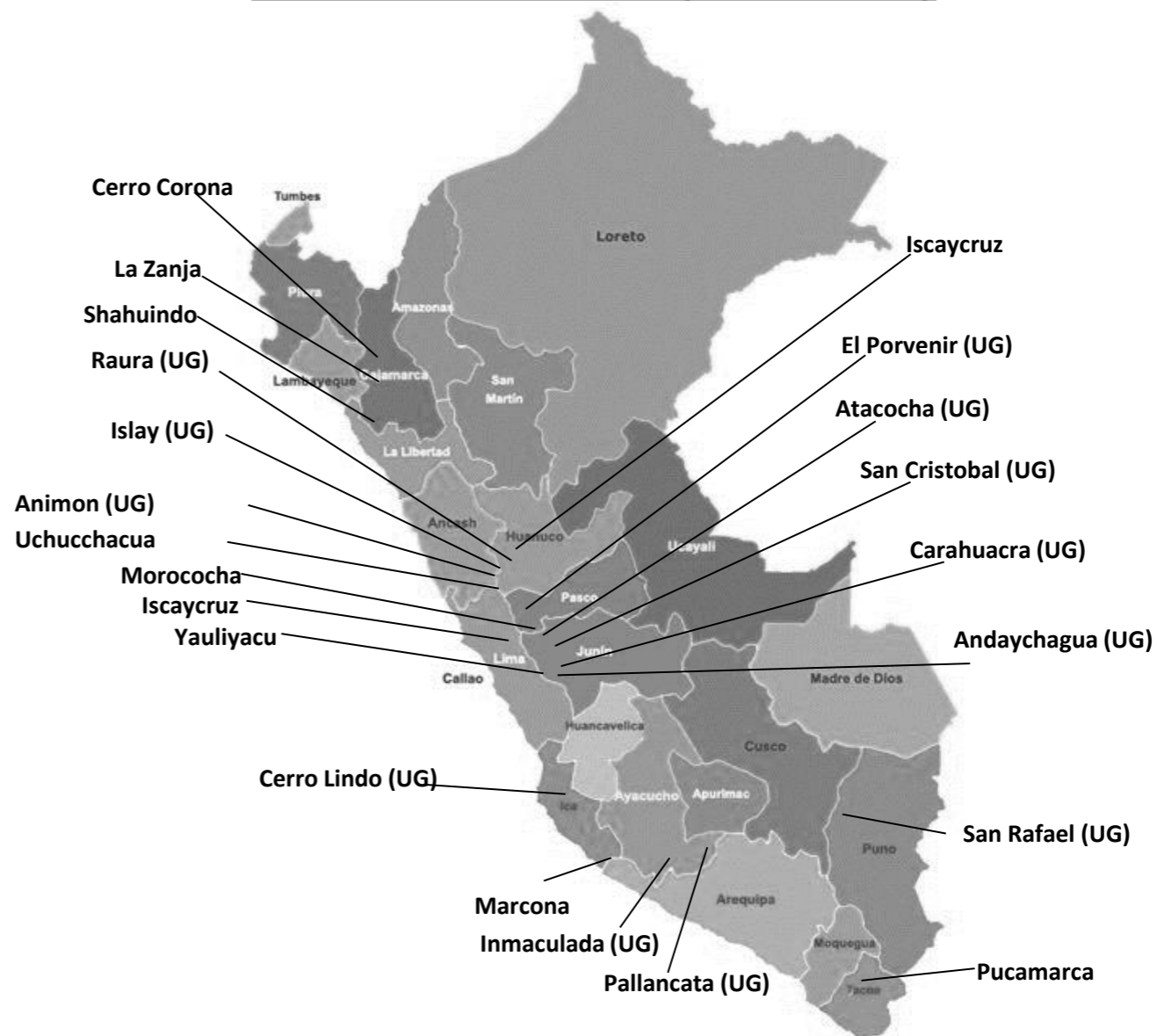


Main Clients – Open Pit Mining & Underground Mining: *55.7% of total sales*

Large Open Pit Mining



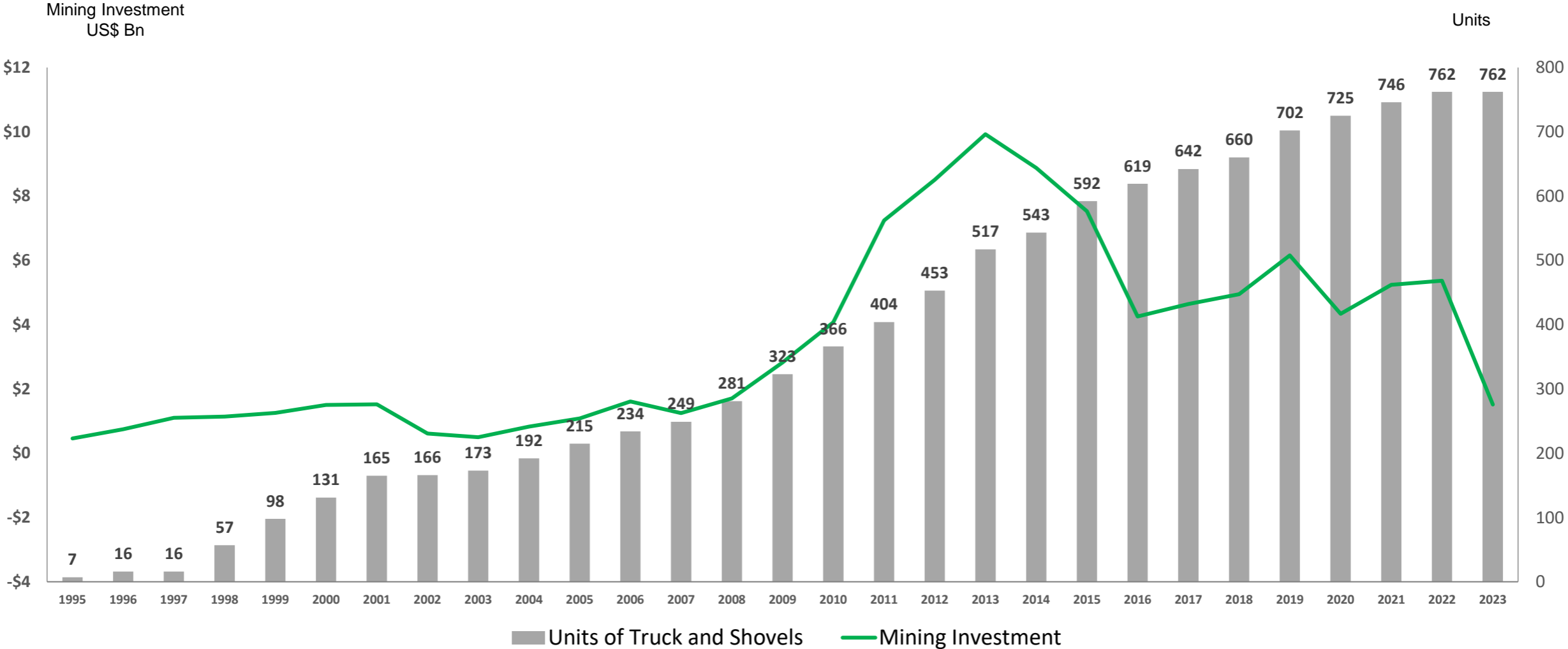
Medium-Size and Underground Mining





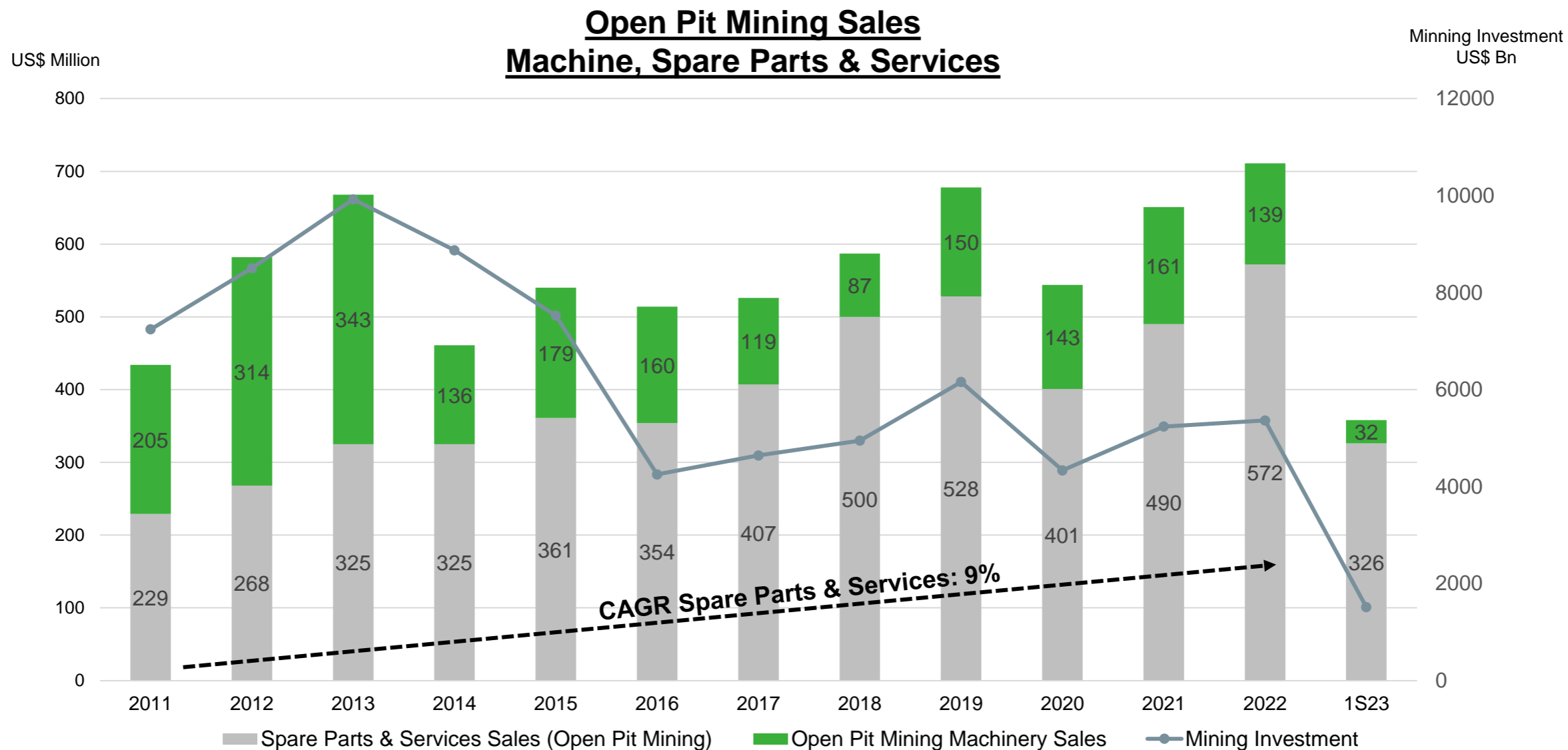
Increasing Caterpillar mining trucks and shovels population over the years

Caterpillar Mining Trucks and Shovels Population





Leverage of Our Sales



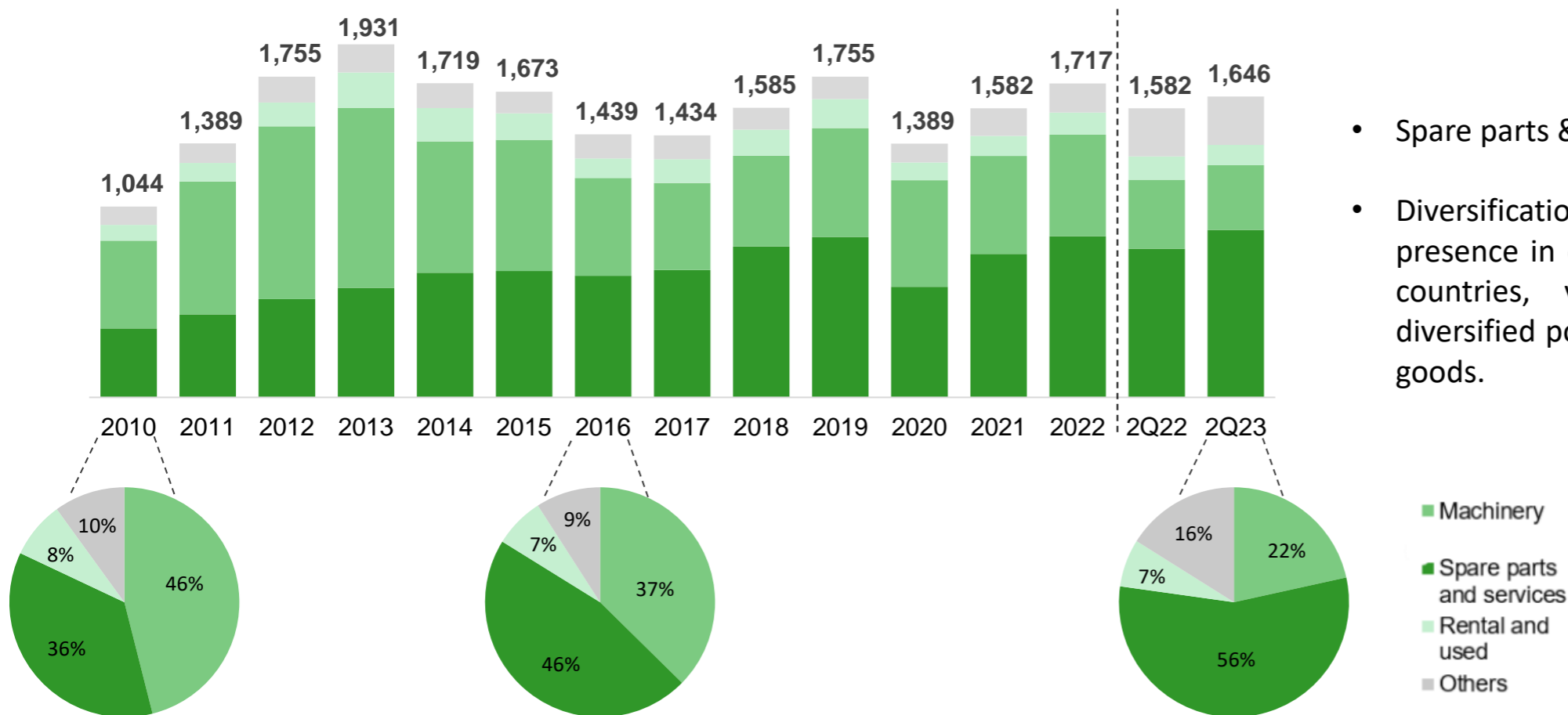
Fuente: Minem & Ferreyros



Resilient Business Model

Sales by Business Line

(In millions S/)



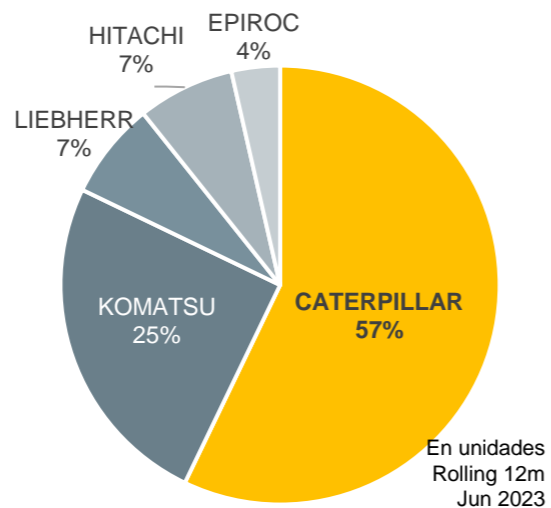
- Spare parts & Services support business
- Diversification strategy through business lines, presence in different economic sectors, different countries, various represented brands and diversified portfolio of products related to capital goods.

(*) Other lines include logistic businesses, lubricants and consumables

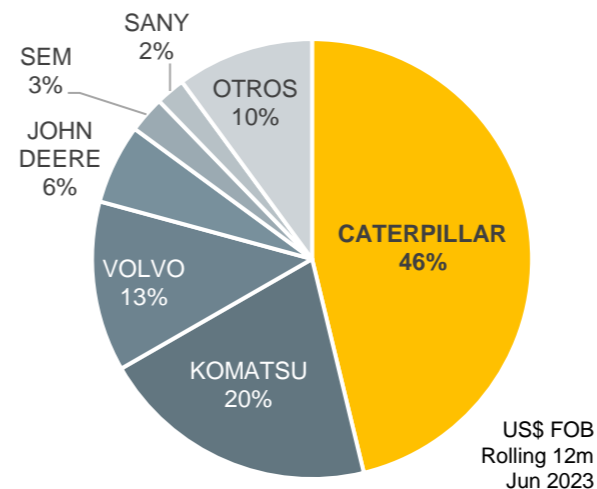


Caterpillar Market Share in Peru - June 2023

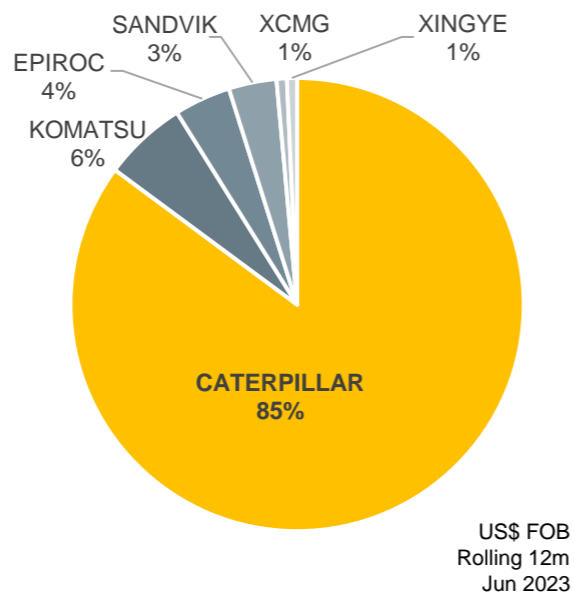
Open Pit Mining



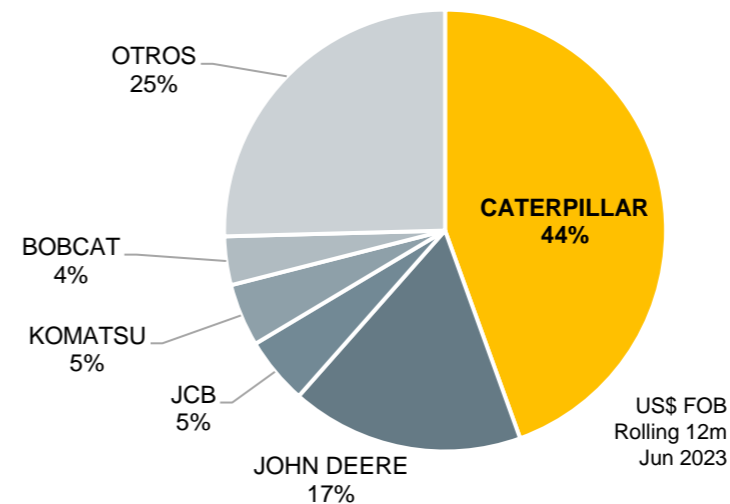
Heavy Construction



Underground Mining



Light Construction





Ferreycorp's Strategy



BUSINESS PILARS

Optimize Business	It seeks to add efficiencies in the business model, the organization, the use of assets, the composition of the portfolio of products and services.
Protect and Transform	Ensure business sustainability; expand your value offer; and provide comprehensive solutions to customers, with the support of technology and best practices in operations.
New Businesses	Development of new lines or businesses that have an adequate strategic fit with the current portfolio of brands and that present the opportunity to obtain significant synergies with it (market, capabilities, economies of scale).

ENABLERS

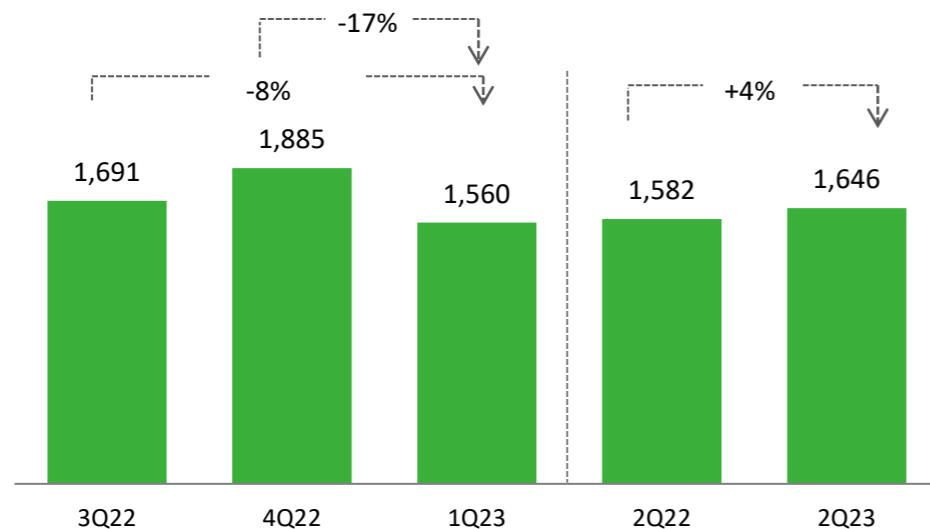
Analytics, digital and agility	Development of capacities for data management and analytical models, transversal to the organization.
Synergies	Maintain and continue to develop commercial synergies. Add value without losing segmentation and specialization. Shared services between companies.
Talent Development	Permanent training and development to reinforce skills Have digital, analytics and agility capabilities Ensure performance aligned with the strategy



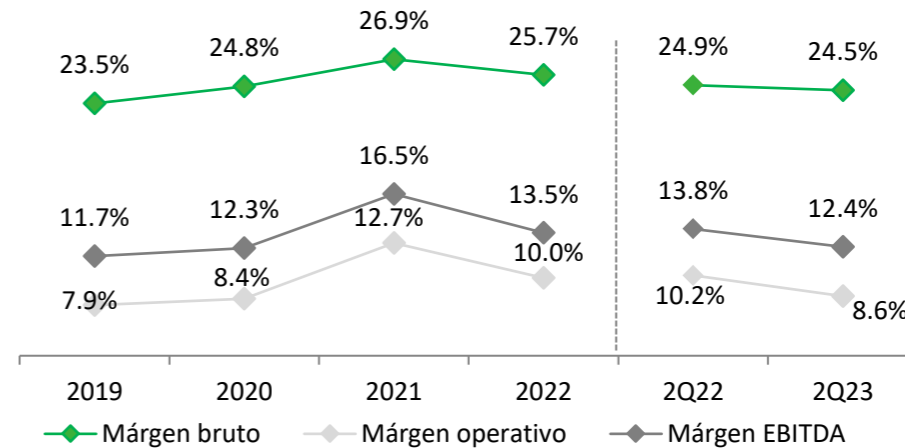
Reflected in Strong Financial Results

Million soles (S/ mm)

Sales



Margins

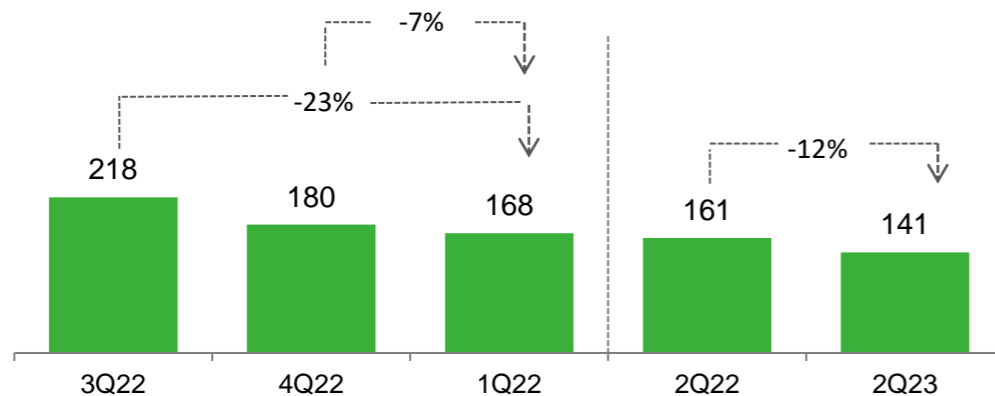


Margen Bruto Aj. 2Q23 = 26.4% / 2T22 = 26.1%

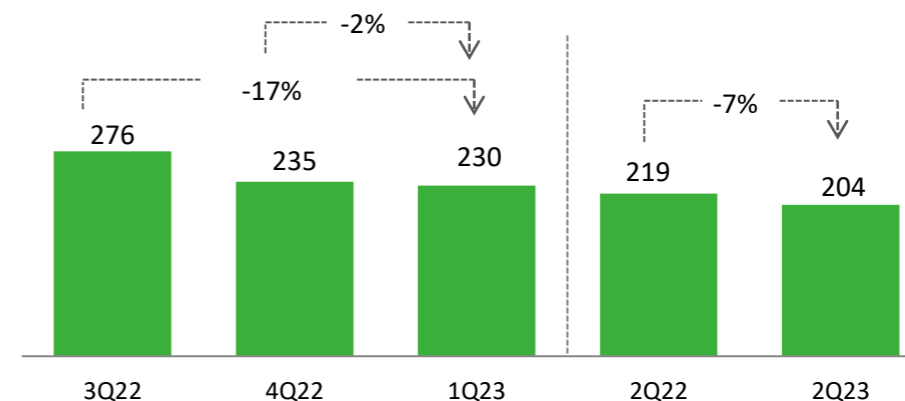
Margen Operativo Aj. 2Q23 = 10.5% / 2T22 = 11.4%

Margen Ebitda Aj 2Q23 = 14.4% / 2T22 = 15.1%

Operating Profit



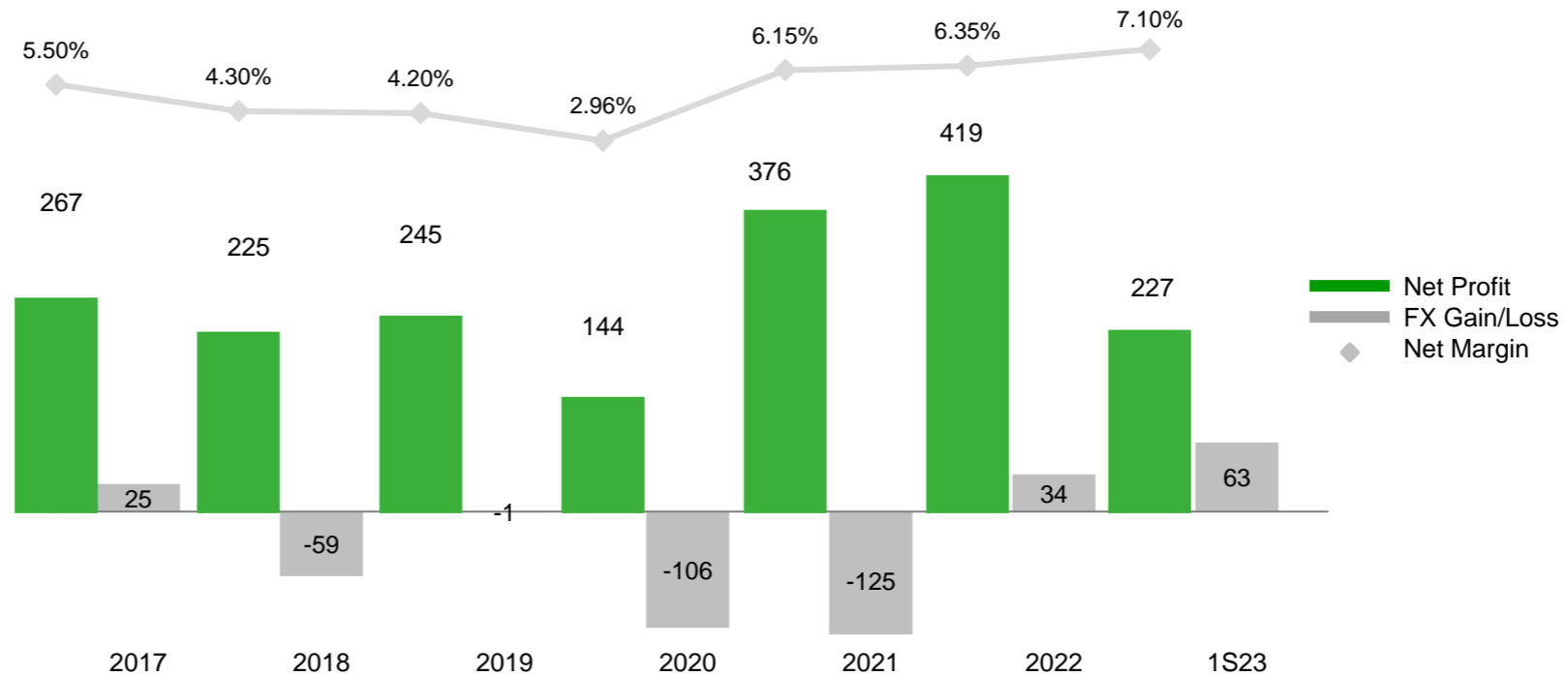
EBITDA



Net Profit impacted by FX Gain/Loss

Net Profit, Margin and FX Effect

(In millions S/)



Fx Gain as of June 2023: S/ 62.8 millions

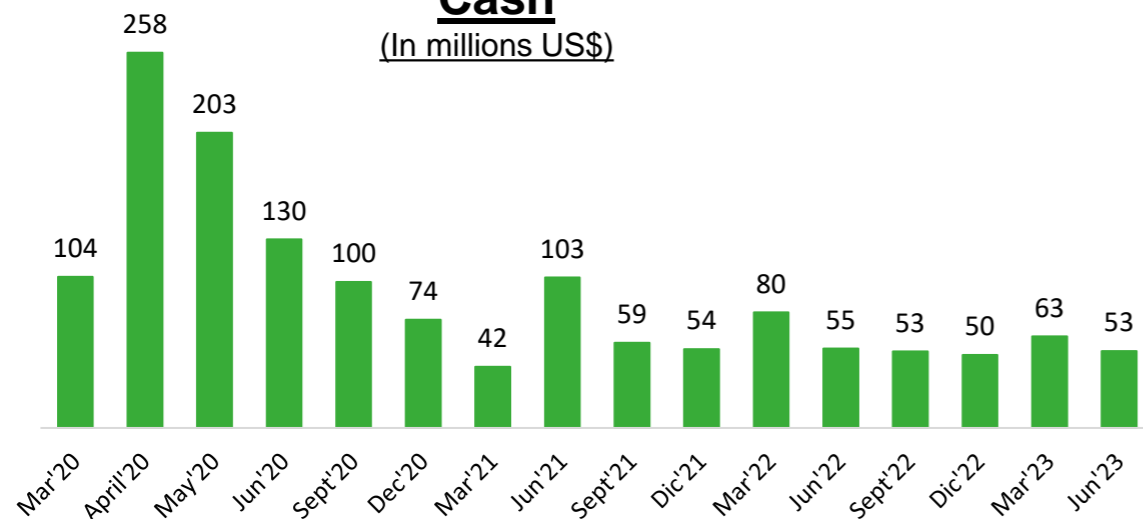


Cash Generation & Liability Management

In millions dollars (US\$ mm)

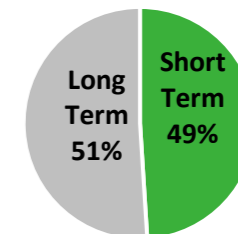
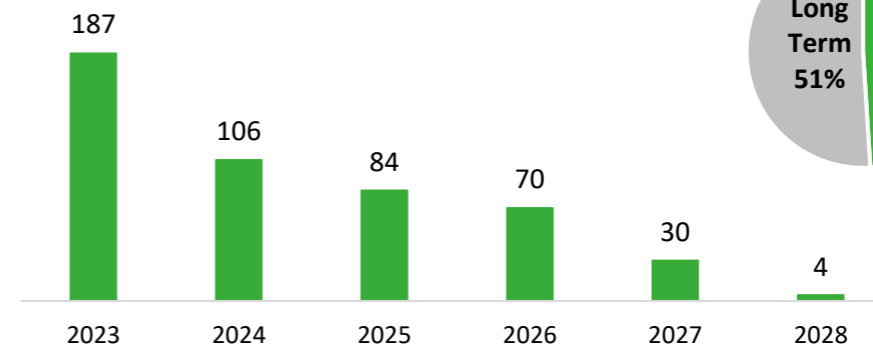
Cash

(In millions US\$)



Debt Maturity

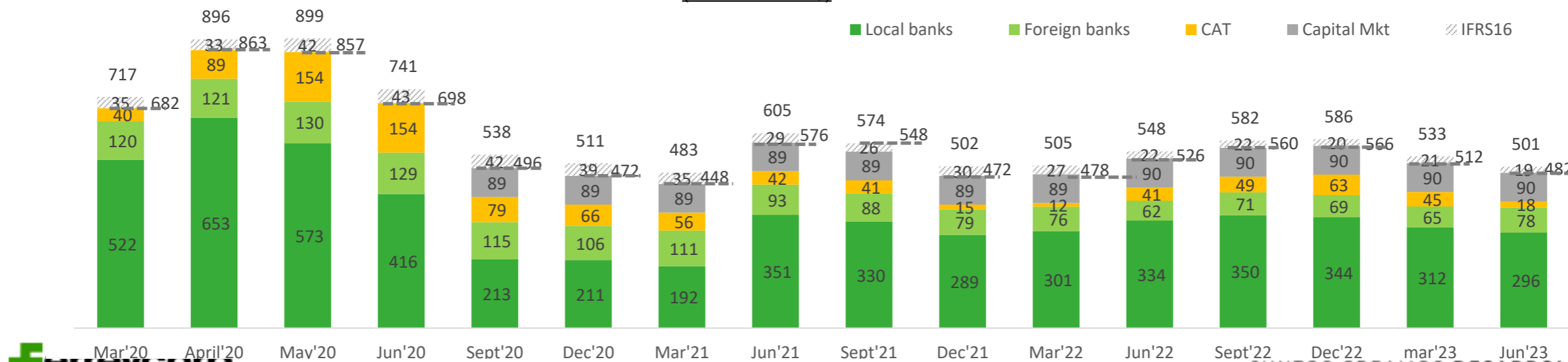
(In millions US\$)



Debt

(In millions US\$)

Local banks Foreign banks CAT Capital Mkt IFRS16

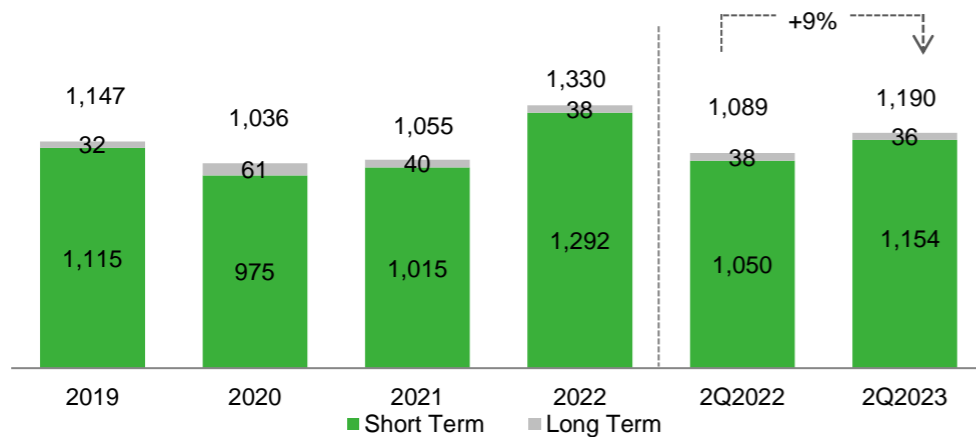




Assets & Cash Conversion Cycle

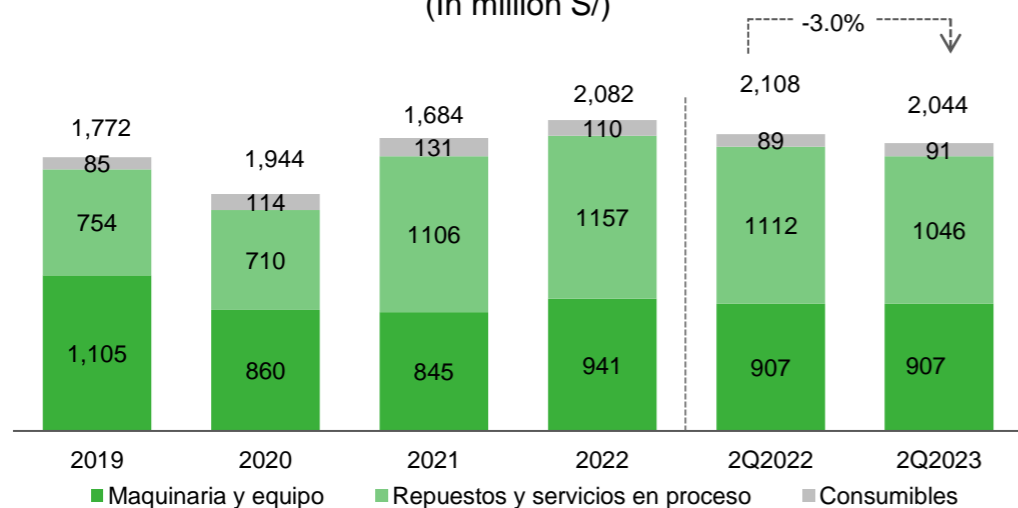
Account Receivables

(In million S/)

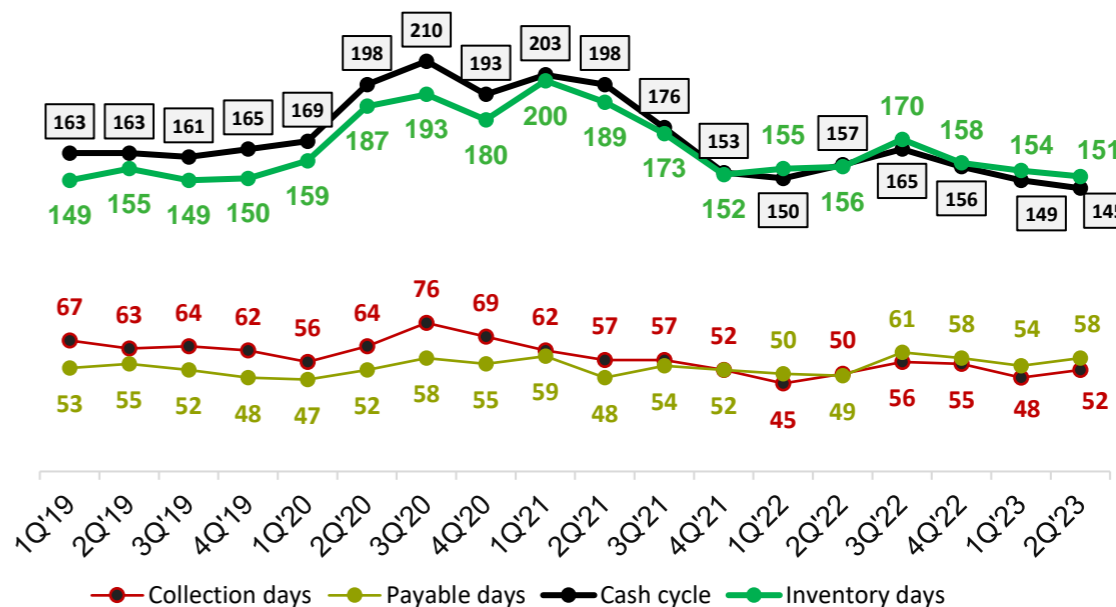


Inventory

(In million S/)



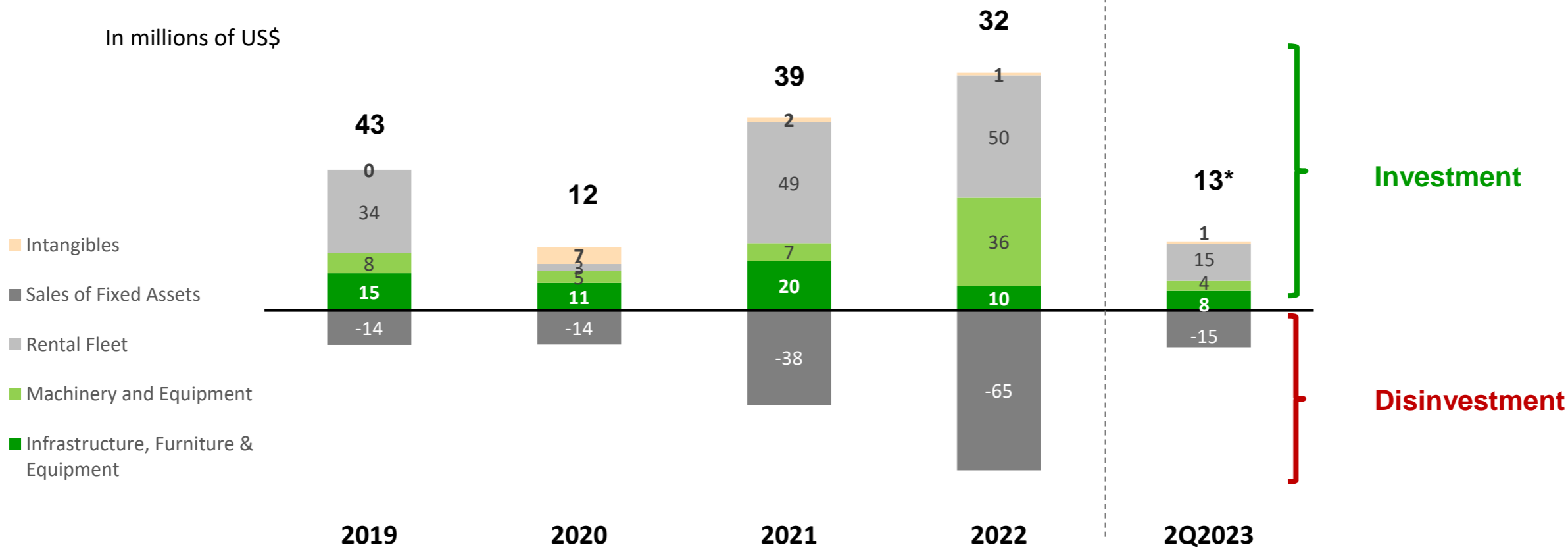
Cash Conversion Cycle





CAPEX

In millions of US\$



- Investment in intangibles assets reached US\$ **1.1 millones** as of June de 2023.

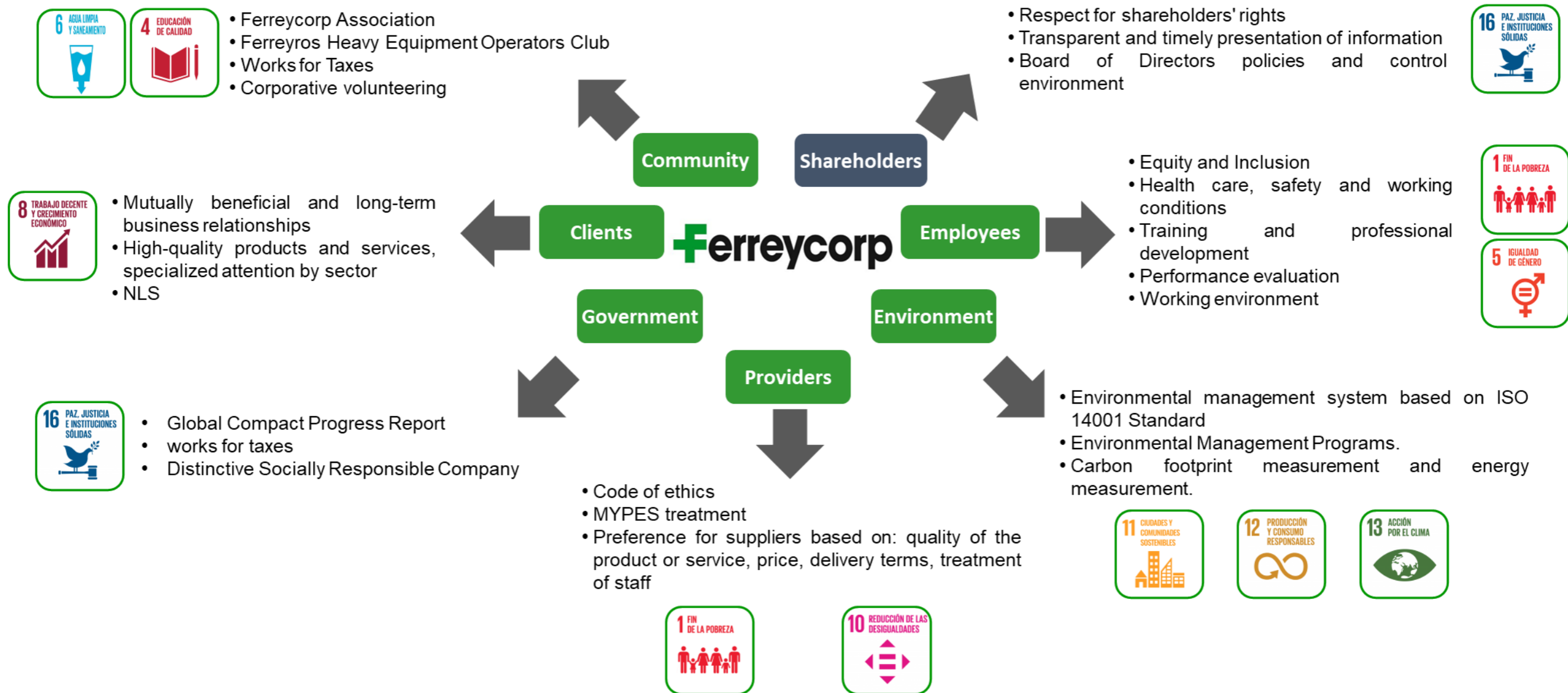
* **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16.



Sustainable Programm at Ferreycorp

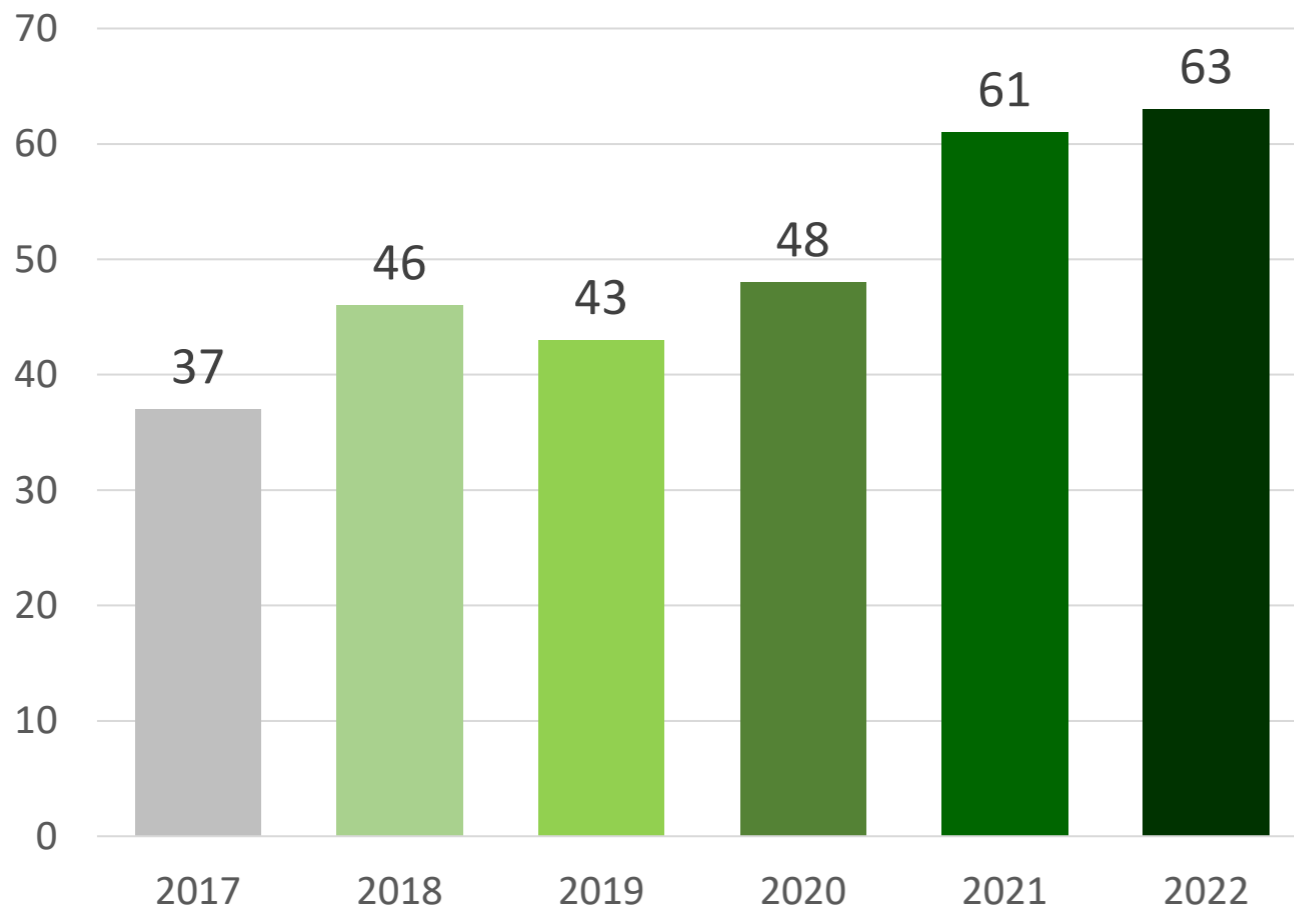


Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





Results of Ferreycorp's commitment to the Dow Jones Sustainability Index ESG criteria



Ferreycorp

Ferreyros CAT

UNIMAQ CAT THE Rental STORE

Orvisa CAT

GENTRAC CAT

GENERAL DE EQUIPOS CAT

SOLTRAK F

TREX F

MOTORED F

FORBIS LOGISTICS F

FARGO LINE F

SITECH

Ferreenergy