



# Ferreycorp

100 years creating development

Investor's Presentation - 3Q23





# 100 years creating development





# 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 – 3Q2023

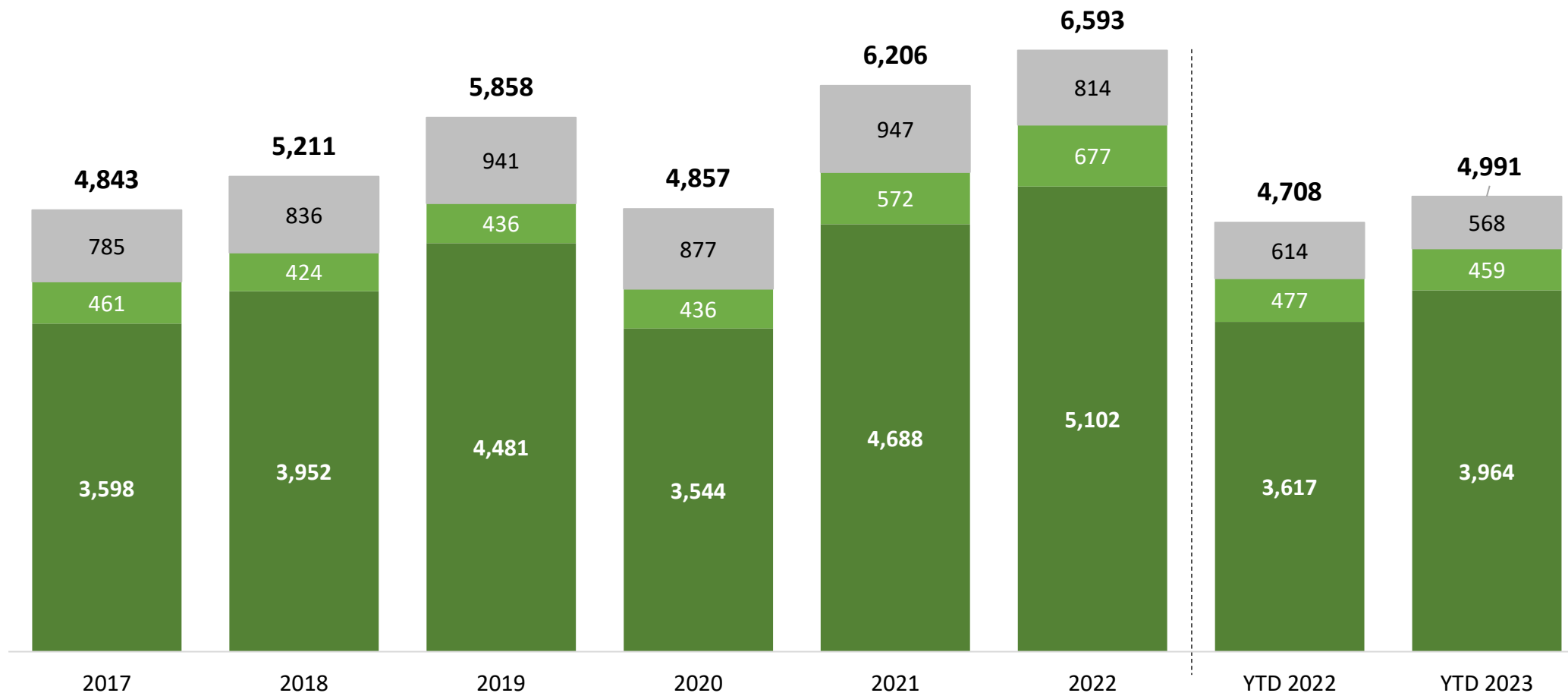
(S/ Millions)	Caterpillar Dealers and Allied Brands in Peru	Caterpillar Dealers and Allied Brands in Central America	Complementary Businesses in Peru and abroad	Total
<b>Sales</b>	1,456	150	180	1,786
<i>% of Total Sales</i>	80.2%	8.7%	11.1%	100%
<b>EBITDA</b>	220	20	4	244
<i>% of Total EBITDA</i>	90.2%	8.2%	1.6%	100%
<b>EBITDA Margin</b>	15.2%	13.1%	2.3%	13.6%
<b># of workers</b>	5,572	702	1,033	7,307
<i>% of total workers</i>	76.3%	9.6%	14.1%	100%



# Sales by Business Group as of September 2023

## Sales By Business Group

(In millions S/)



■ Dealers CAT in Perú

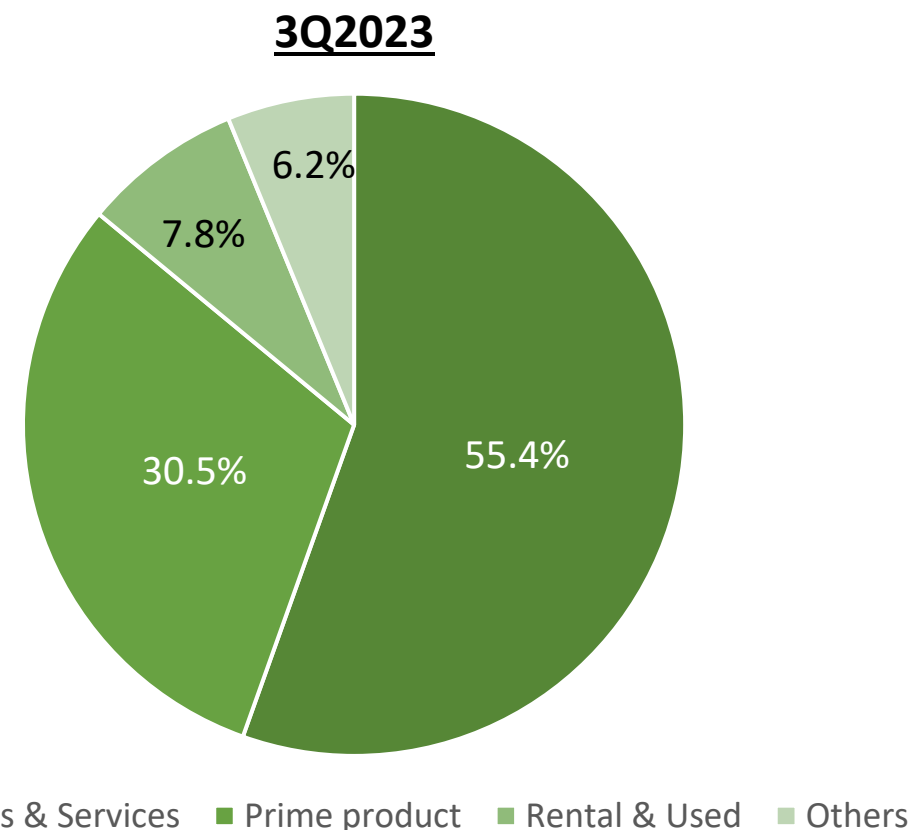
■ Others

■ Dealers CAT & other businesses abroad



# % Sales by Business Line – 3Q2023

Business Line	2020	2021	2022	3Q2022	3Q2023
Spare Parts & Services	46.2%	49.7%	51.4%	55.5%	55.4%
Prime product	38.1%	34.0%	32.3%	28.0%	30.5%
Rental & Used	7.2%	6.9%	7.0%	7.5%	7.8%
Others	8.6%	9.3%	9.3%	9.0%	6.2%



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

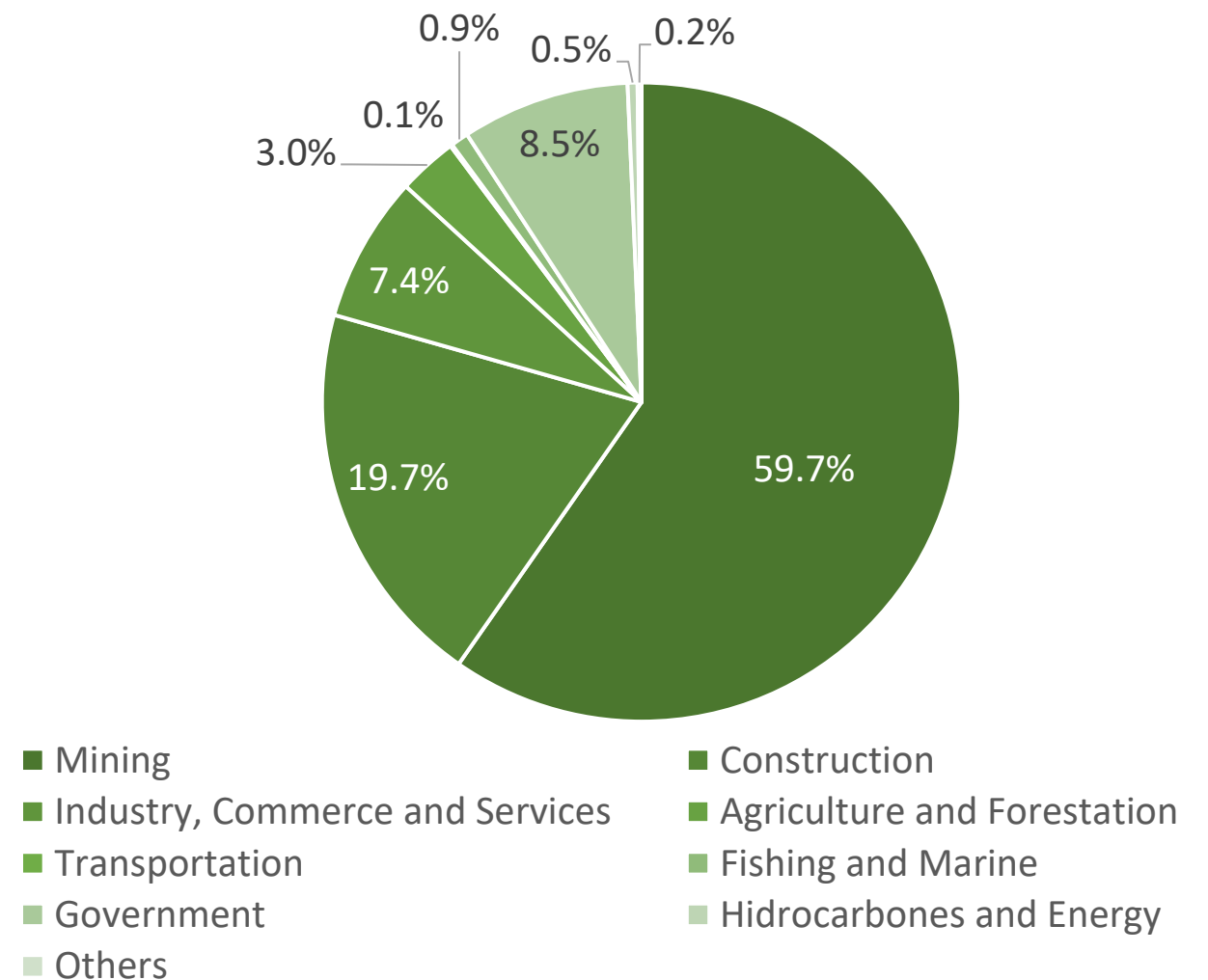




# Sales by Economic Sector – 3Q2023

Sector	2020	2021	2022	3Q2022	3Q2023
Mining	50.7%	54.9%	56.0%	57.9%	59.7%
Construction	20.8%	17.8%	19.4%	20.6%	19.7%
Industry, Commerce and Services	13.2%	12.8%	13.1%	11.8%	7.4%
Agriculture and Forestation	3.0%	2.6%	2.9%	2.5%	3.0%
Transportation	3.7%	2.1%	2.1%	2.3%	0.1%
Fishing and Marine	1.6%	1.6%	1.7%	2.1%	0.9%
Government	2.5%	1.9%	2.2%	1.8%	8.5%
Hidrocarbones and Energy	1.1%	0.9%	1.3%	0.8%	0.5%
Others	3.5%	5.2%	1.3%	0.3%	0.2%

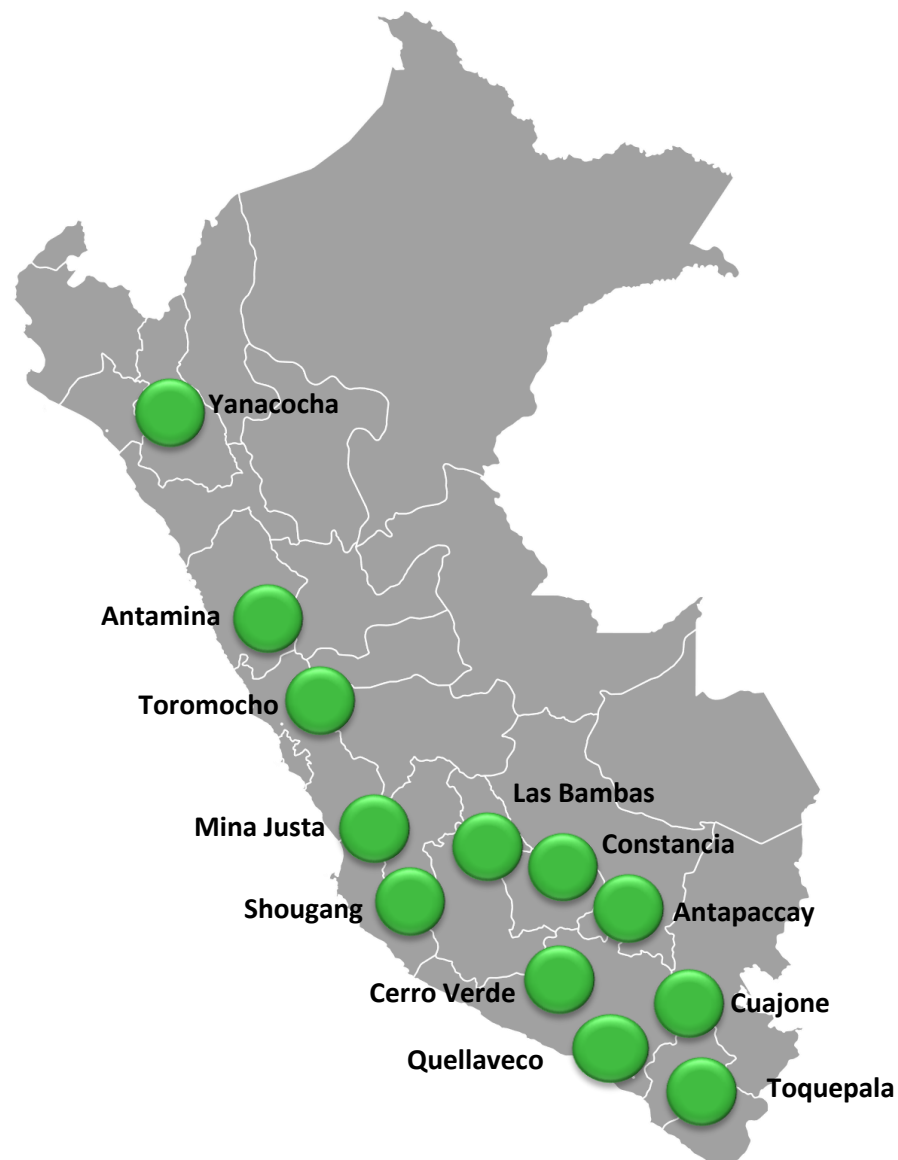
**3Q2023**





# Main Clients – Open Pit Mining & Underground Mining

## Large Open Pit Mining



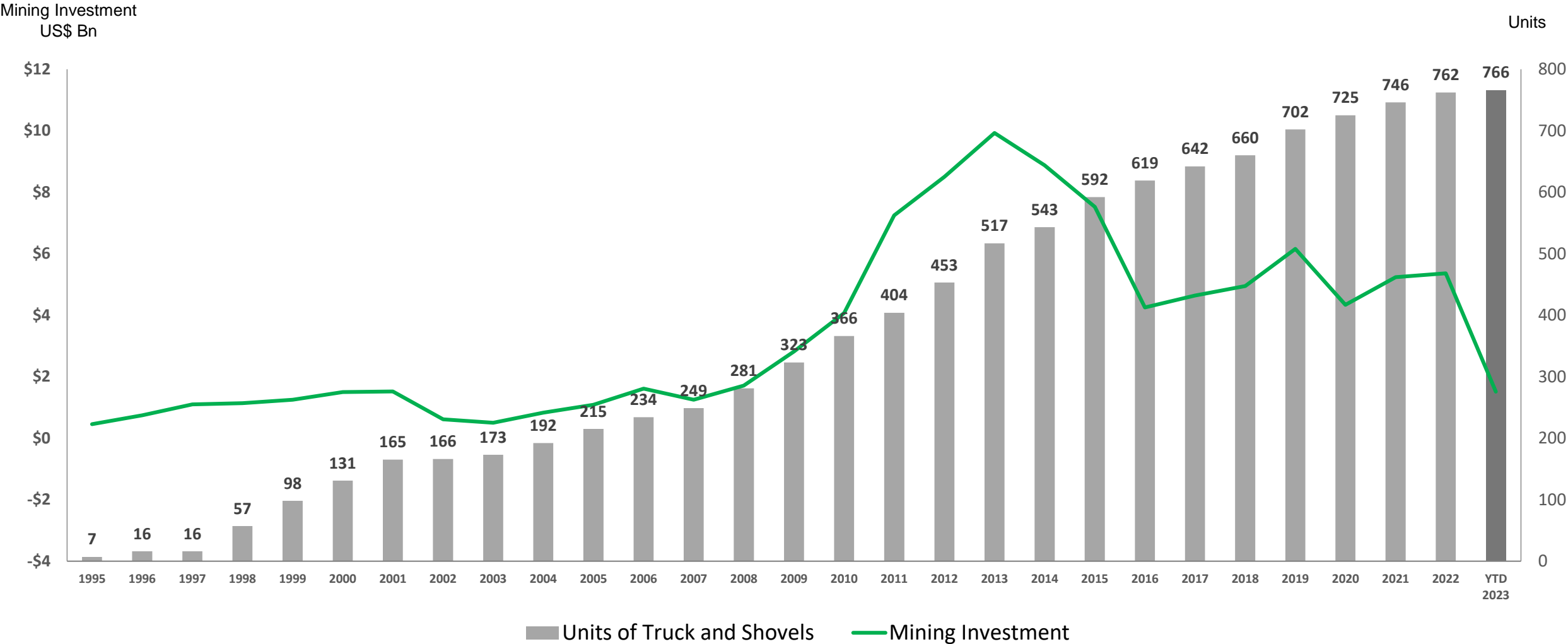
## Medium-Size and Underground Mining





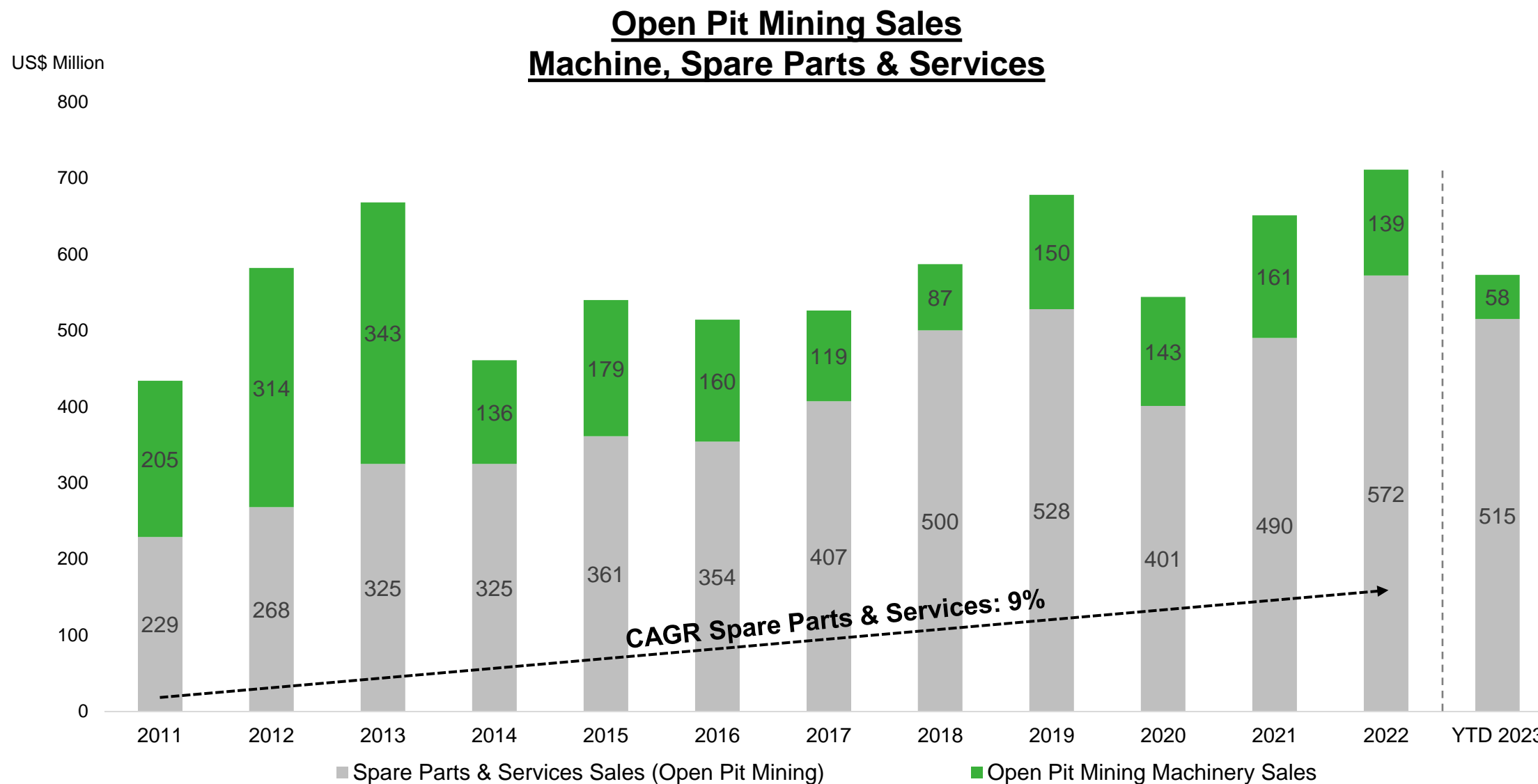
# Caterpillar open-pit mining trucks and shovels population over the years as of September 2023

## Caterpillar Open-pit Mining Trucks and Shovels Population





# Leverage of Our Sales as of September 2023

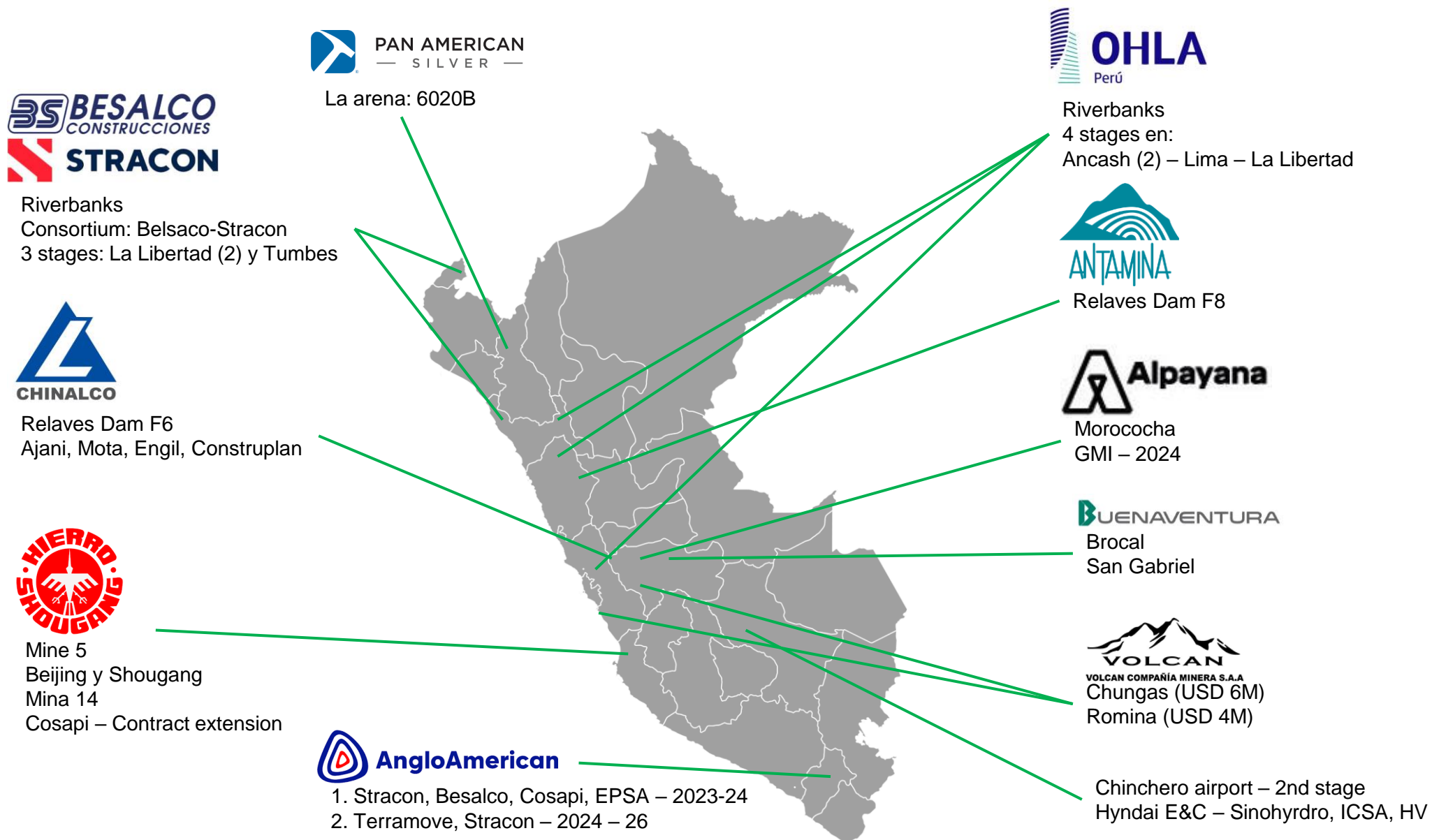


Source: Minem & Ferreyros





# Major construction projects 2023 - 2025

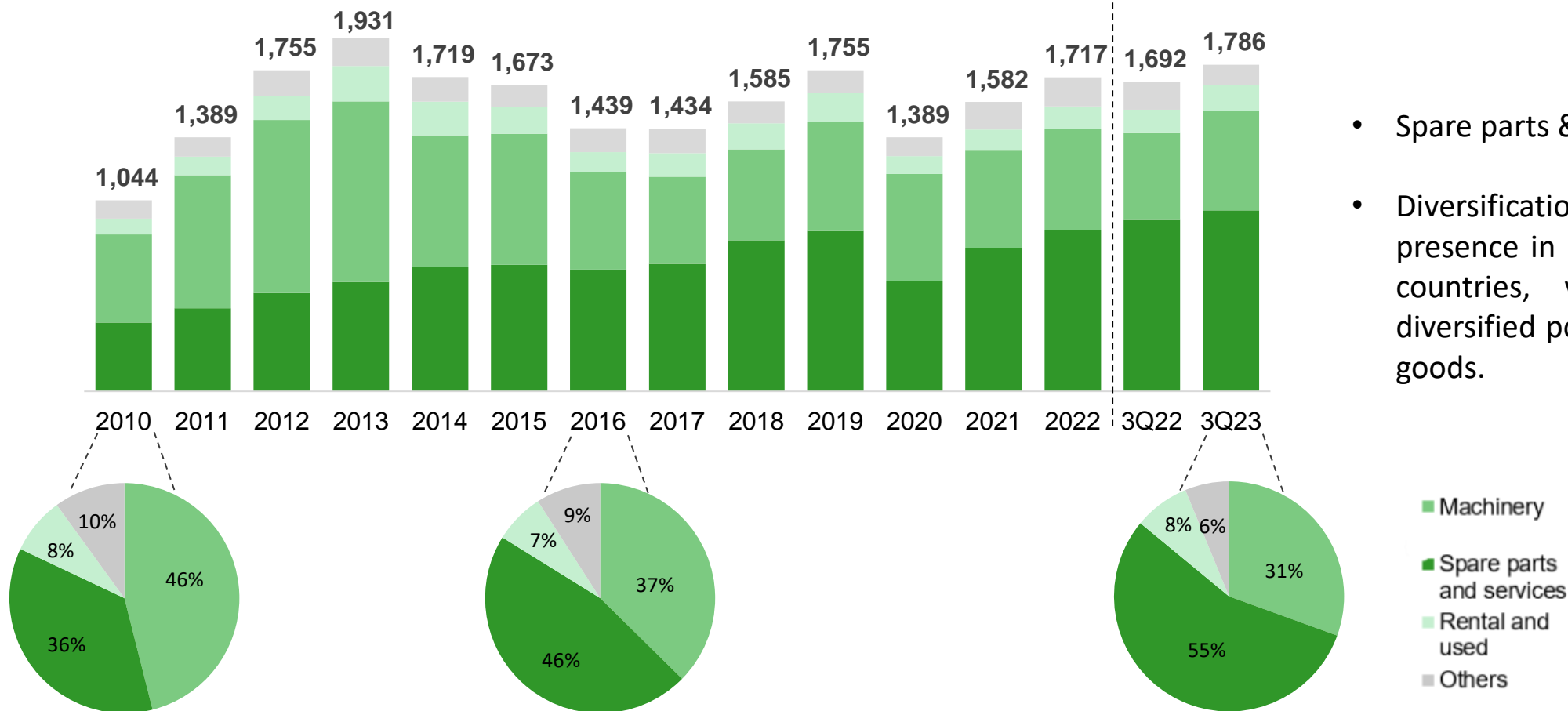




# Resilient Business Model – 3Q2023

## Sales by Business Line

(In millions of S/)



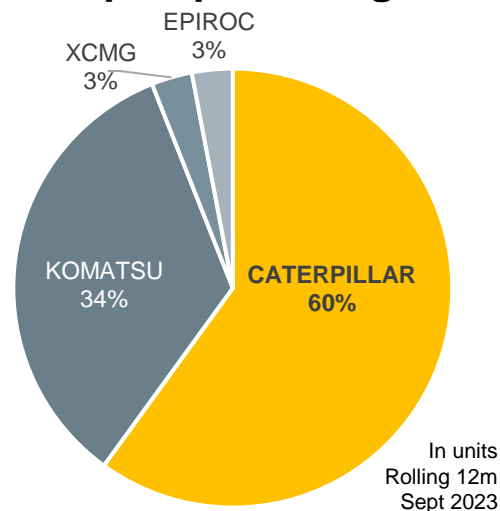
- Spare parts & Services support business
- Diversification strategy through business lines, presence in different economic sectors, different countries, various represented brands and diversified portfolio of products related to capital goods.

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

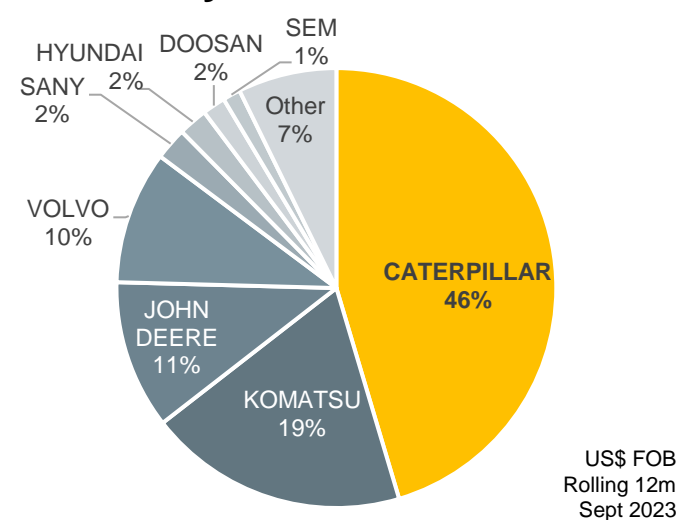


# Caterpillar Market Share in Peru as of September 2023

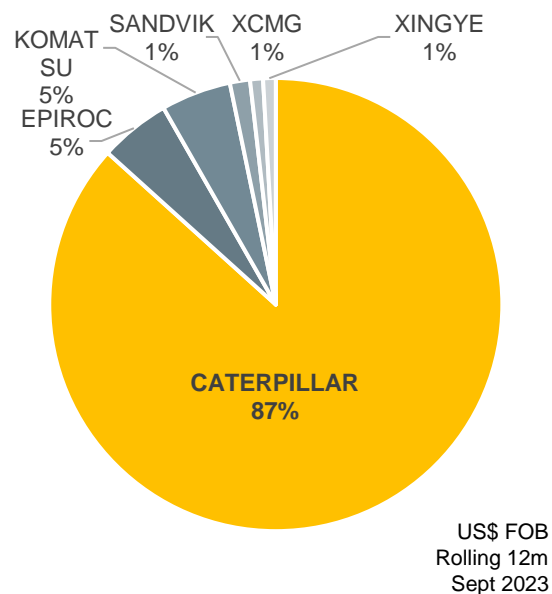
## Open-pit Mining



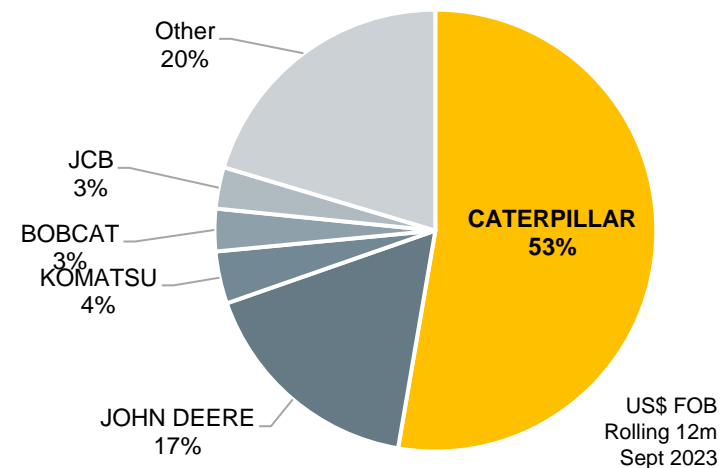
## Heavy Construction



## 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

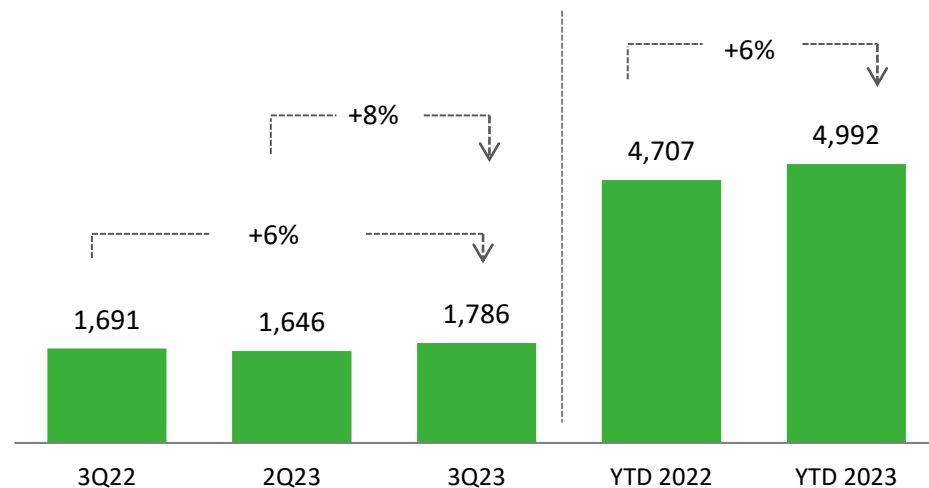




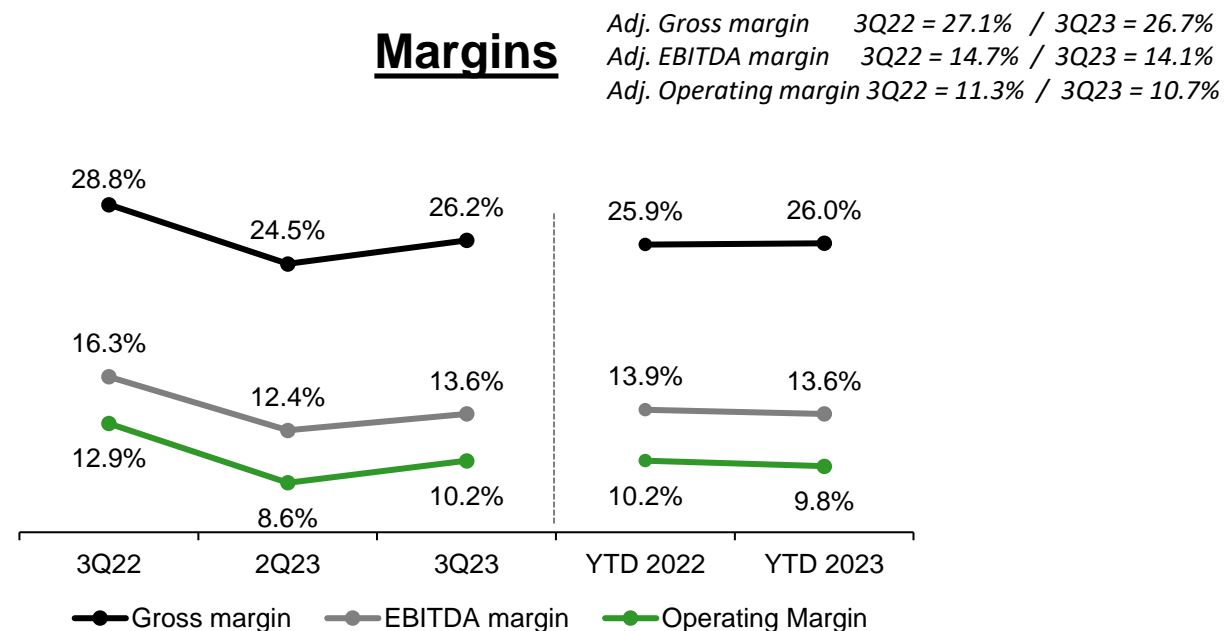
# Reflected in Strong Financial Results

Million of soles (S/ mm)

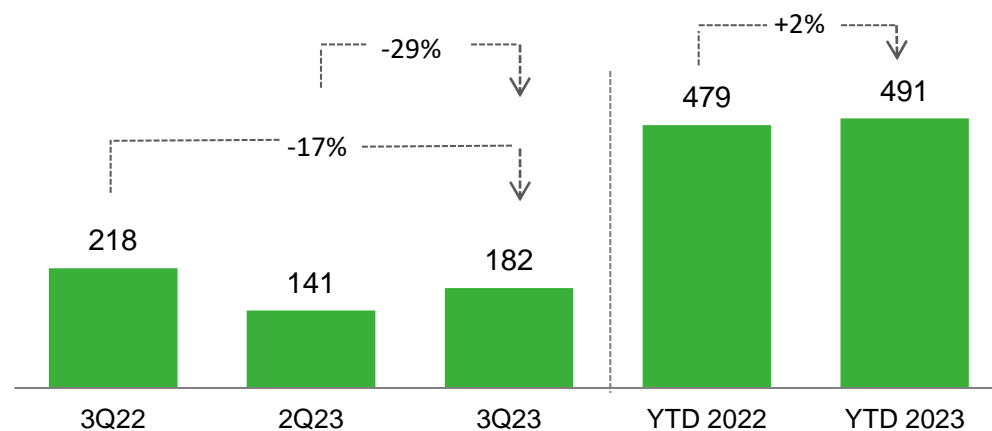
## Sales



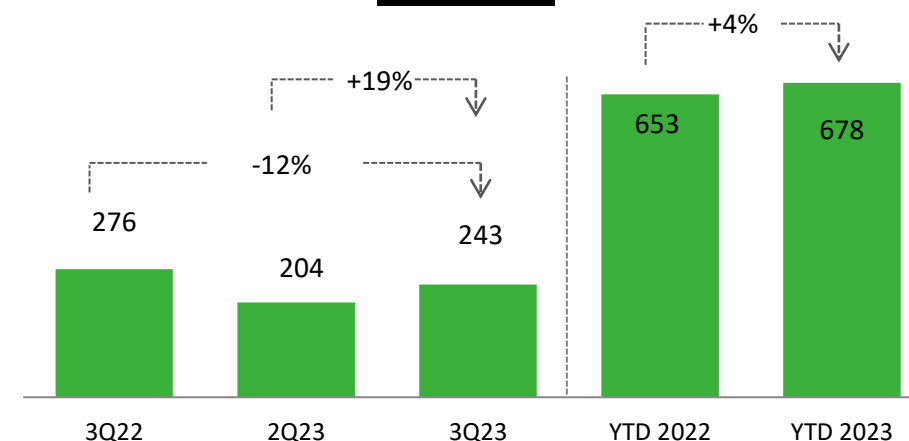
## Margins



## Operating Profit



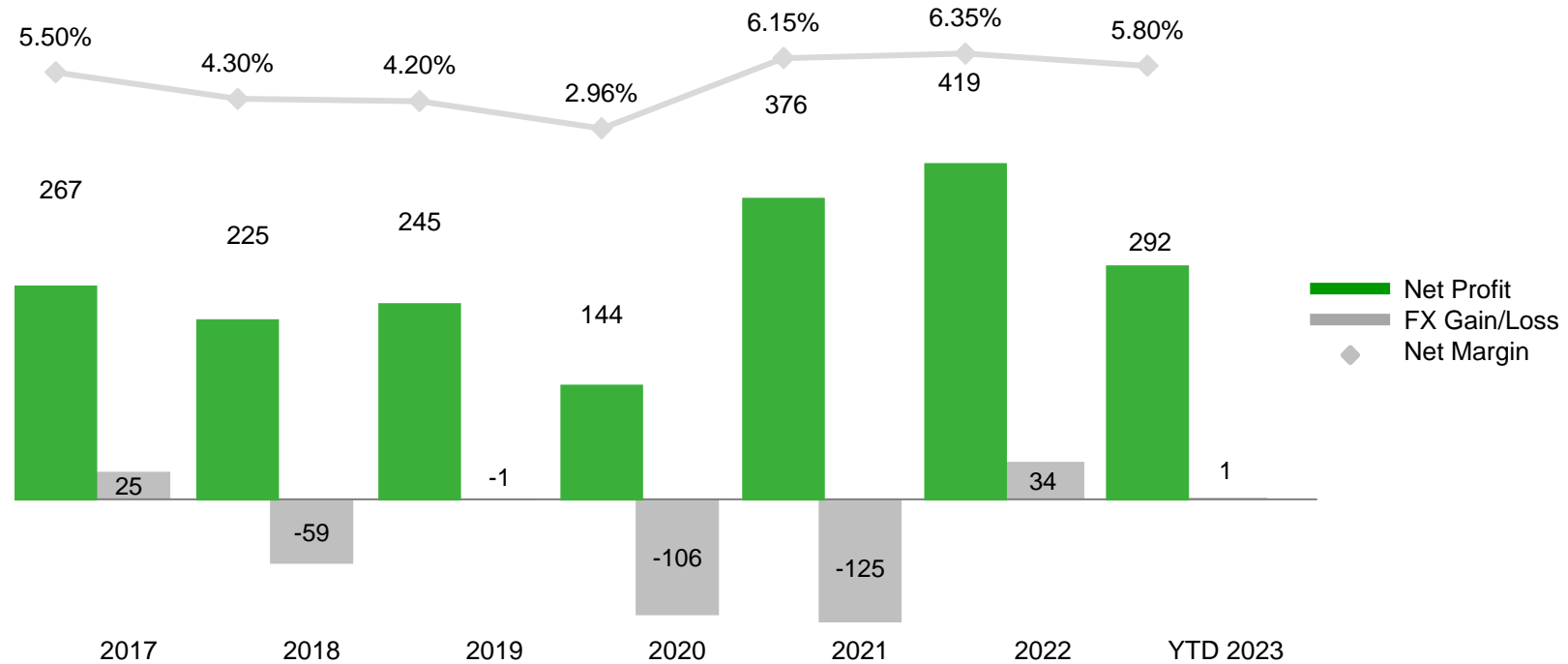
## EBITDA



# Net Profit impacted by FX Gain/Loss

## Net Profit, Margin and FX Effect

(In millions S/)



Fx gain as of September 2023: S/ 1.4 million

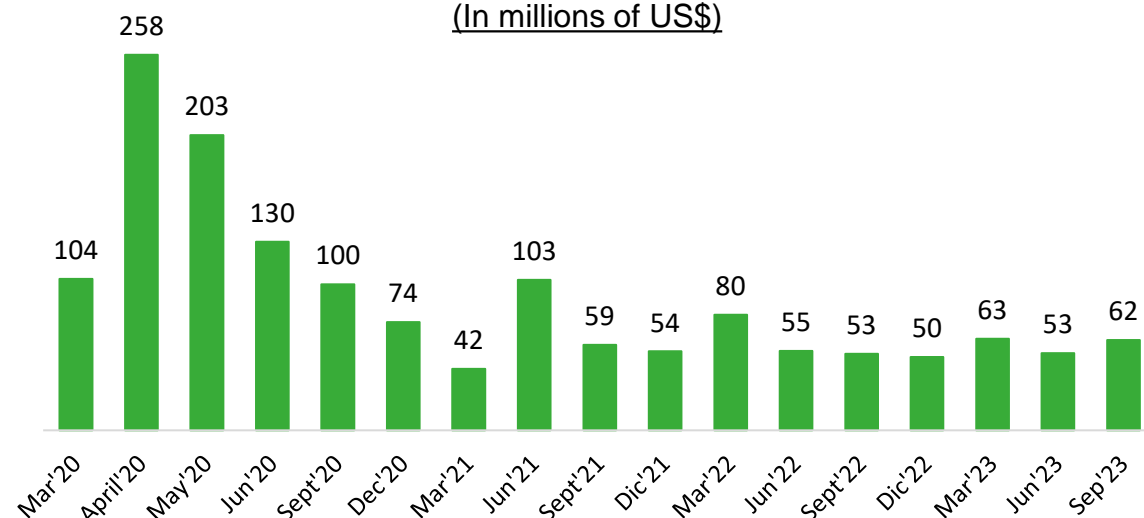


# Cash Generation & Liability Management

In millions of dollars (US\$ mm)

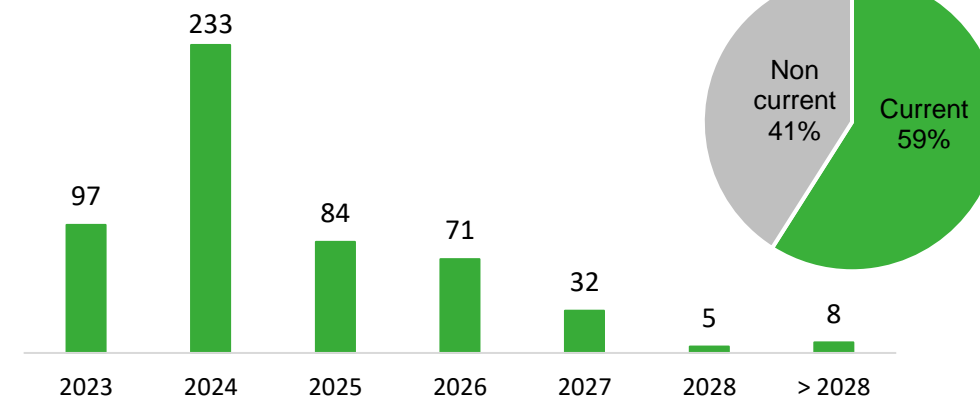
## Cash

(In millions of US\$)



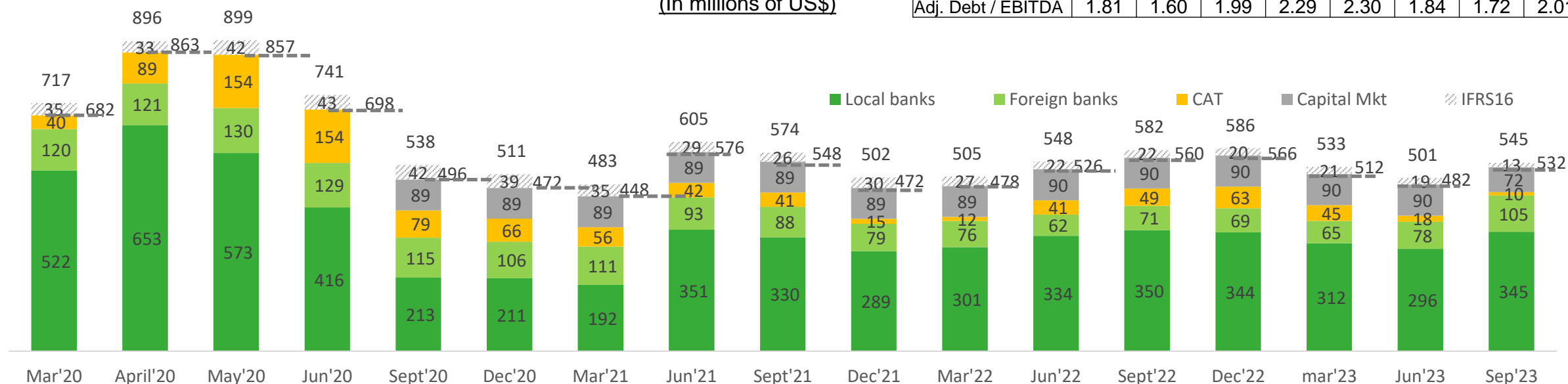
## Debt Maturity

(In millions of US\$)



## Debt

(In millions of US\$)



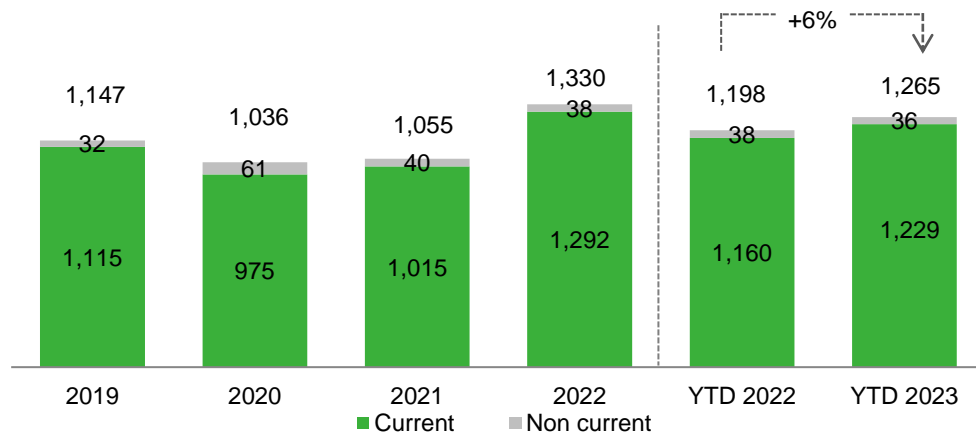
Ratios	Dec-21	Mar-22	Jun-22	Set-22	Dic-22	Mar-23	Jun-23	Set-23
Net Debt / EBITDA	1.81	1.53	1.49	1.86	1.75	1.50	1.43	1.40
Adj. Debt / EBITDA	1.81	1.60	1.99	2.29	2.30	1.84	1.72	2.01



# Assets & Cash Conversion Cycle

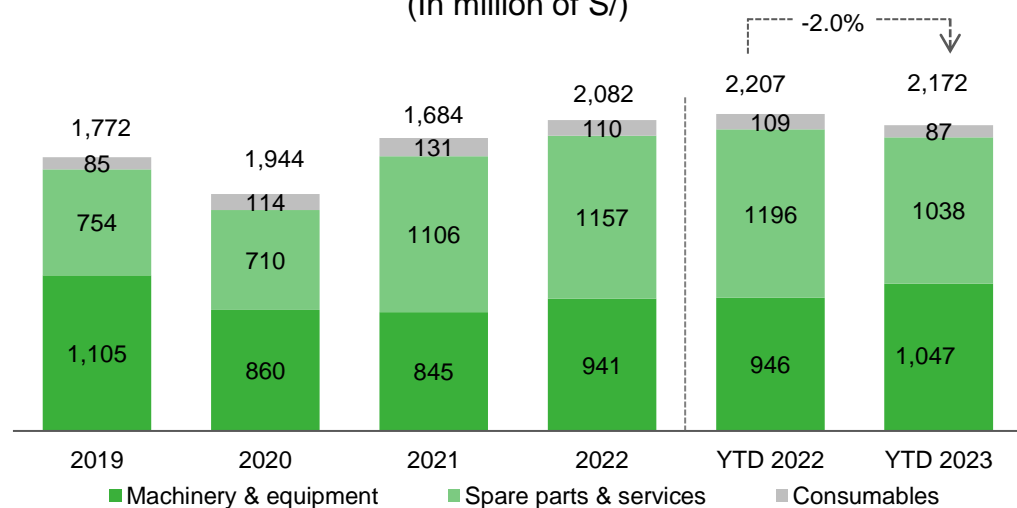
## Account Receivables

(In million of S/)

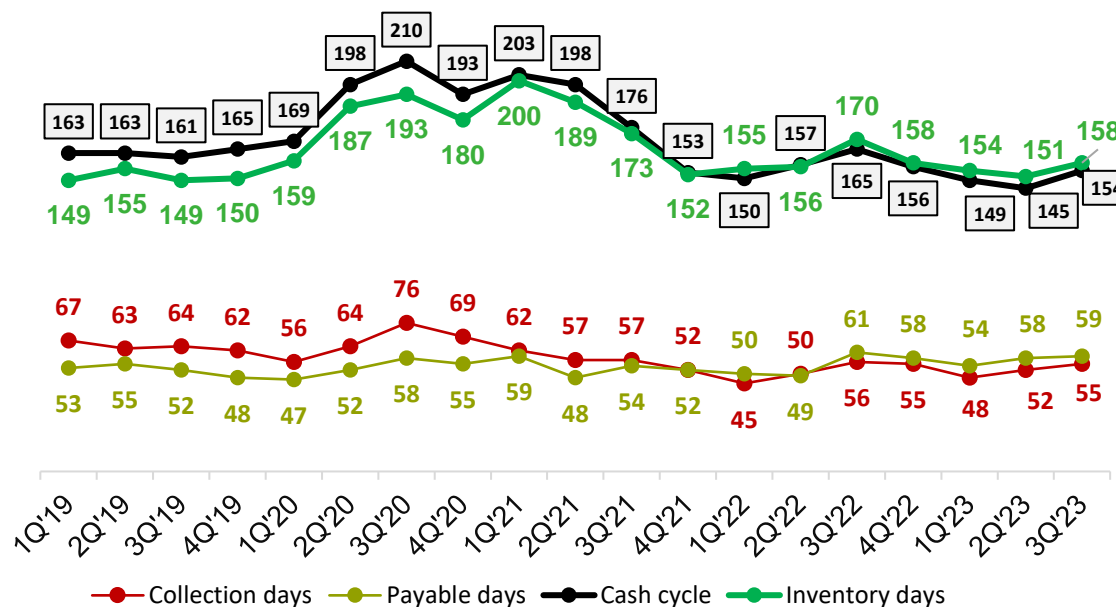


## Inventory

(In million of S/)



## Cash Conversion Cycle

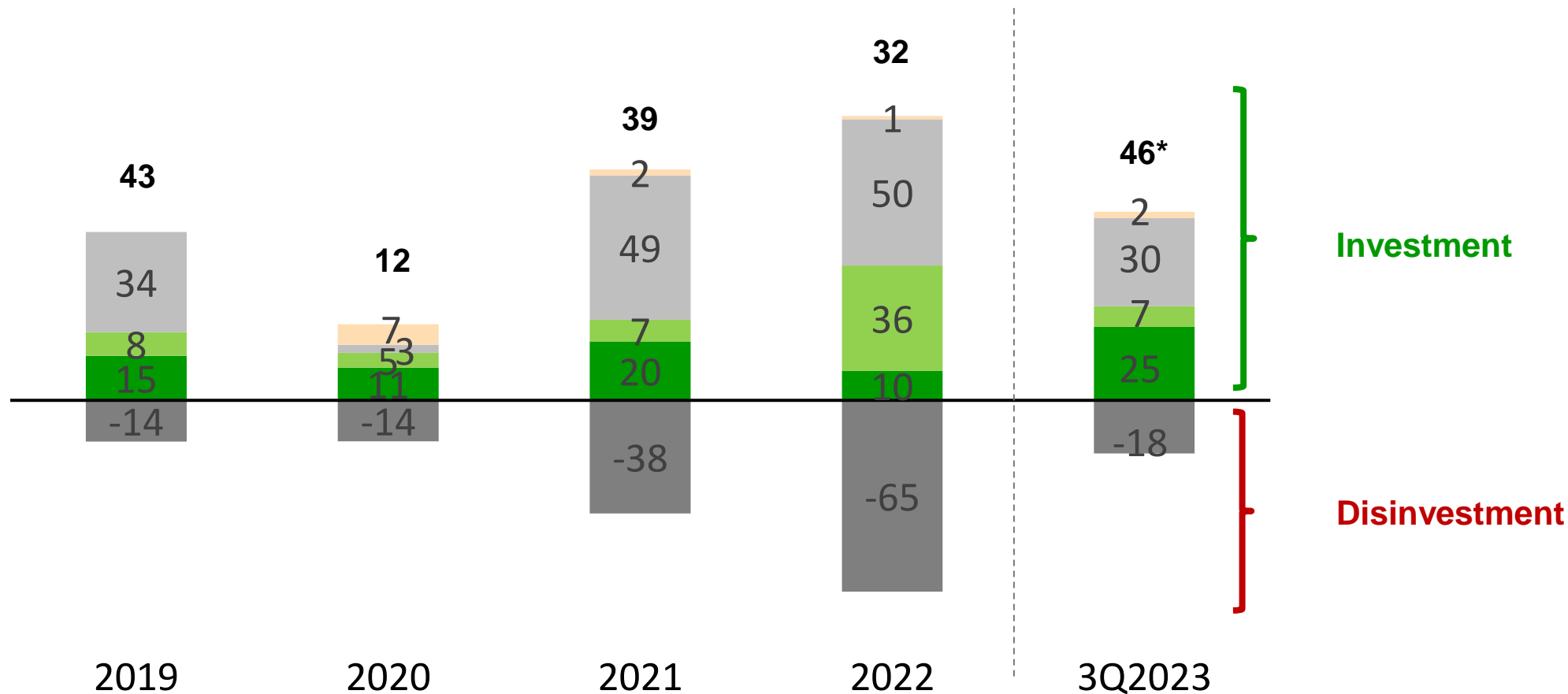
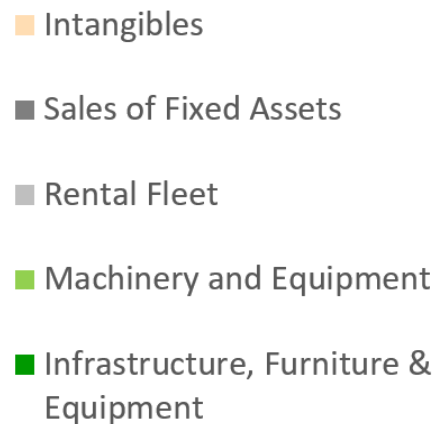






# CAPEX

In millions of US\$



- Investment in intangibles assets reached US\$ **1.7 millions** as of September de 2023.

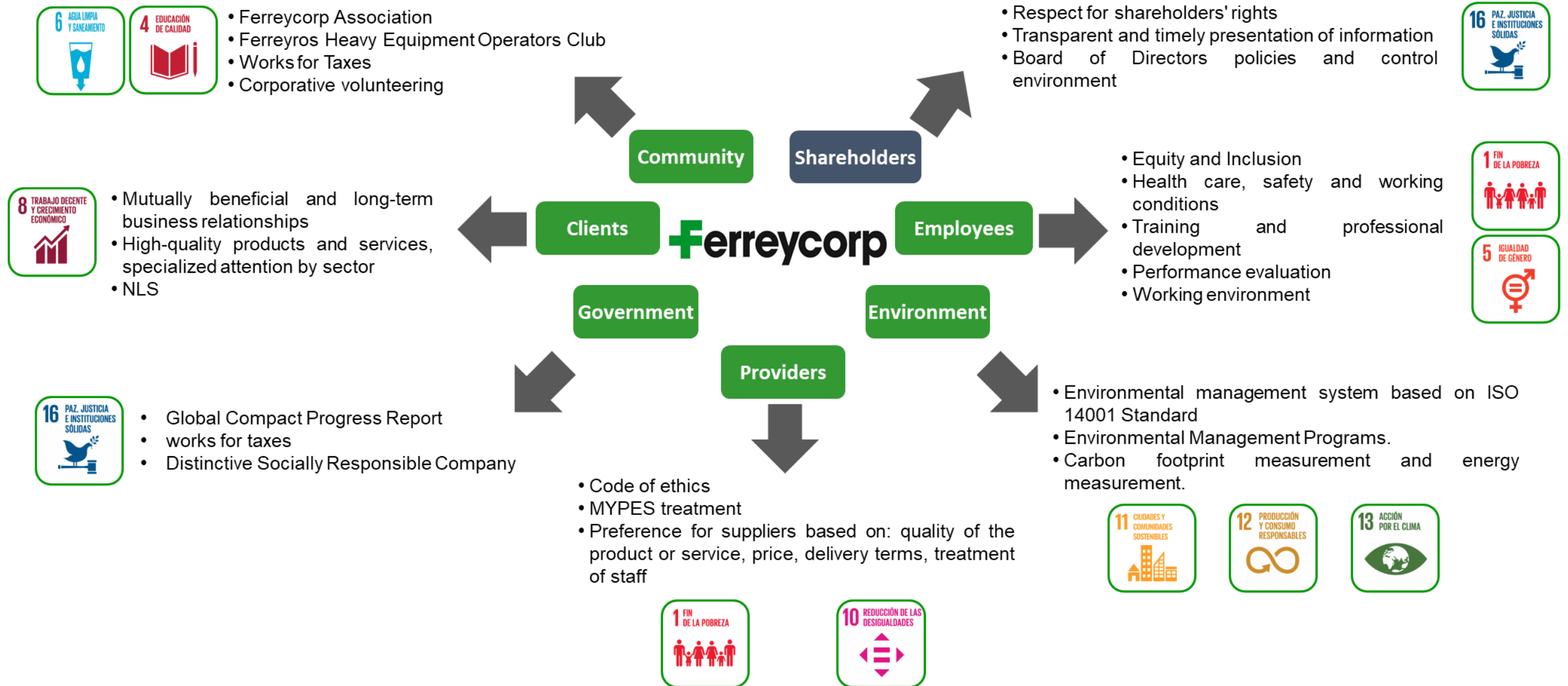
\* **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16.



# Sustainable Programm at Ferreycorp

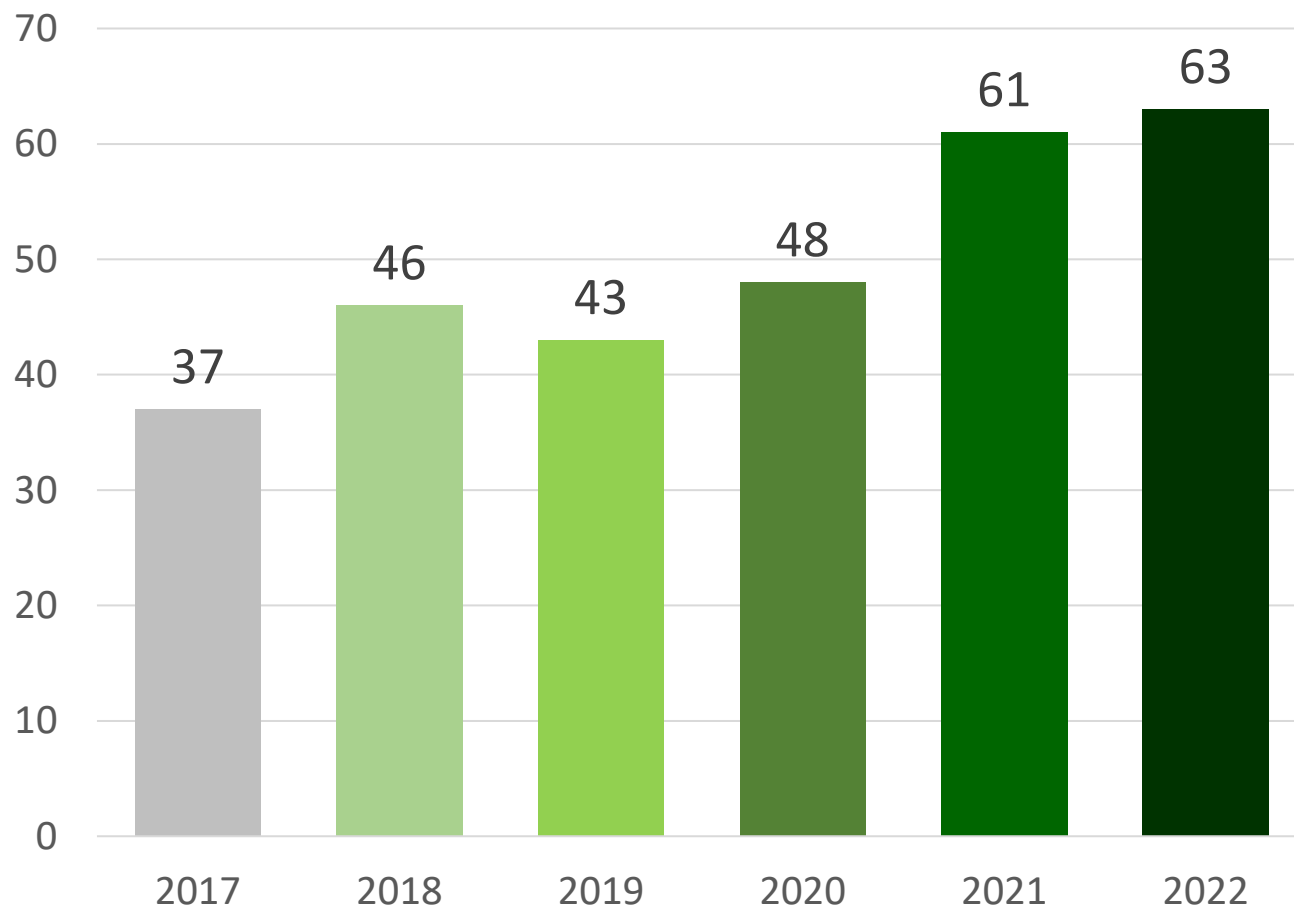


# Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





# 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