



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 – 4Q2023

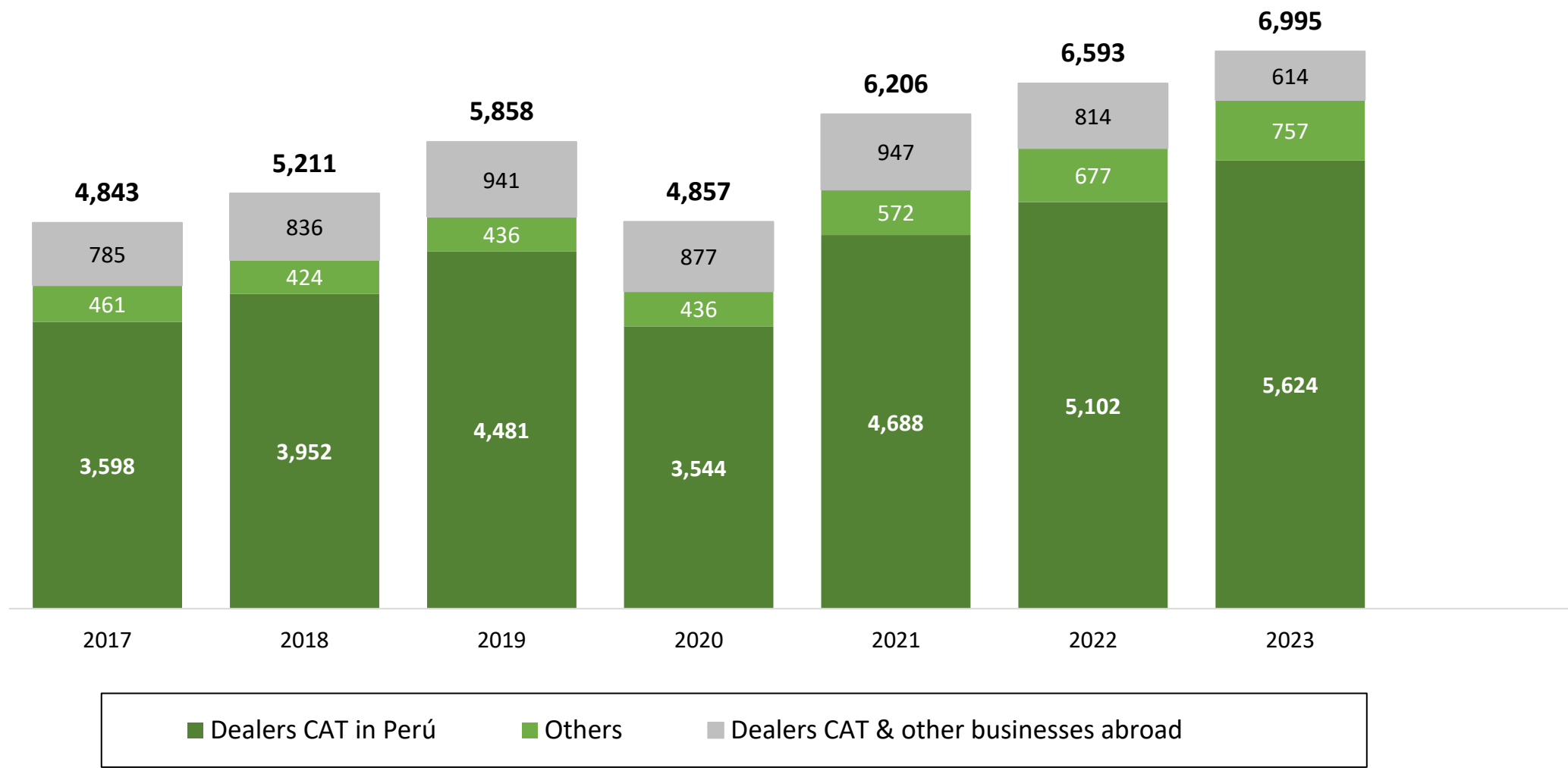
(S/ Millions)	Caterpillar Dealers and Allied Brands in Peru	Caterpillar Dealers and Allied Brands in Central America	Complementary Businesses in Peru and abroad	Total
Sales	1,659	155	189	2,003
<i>% of Total Sales</i>	82.8%	7.7%	9.5%	100%
EBITDA 2023	844	83	25	952
<i>% of Total EBITDA</i>	88.7%	8.7%	2.6%	100%
EBITDA Margin	15.0%	13.4%	3.3%	13.6%
# of workers	5,752	1,010	702	7,464
<i>% of total workers</i>	77.1%	13.5%	9.4%	100%



Sales by Business Group as of December 2023

Sales By Business Group

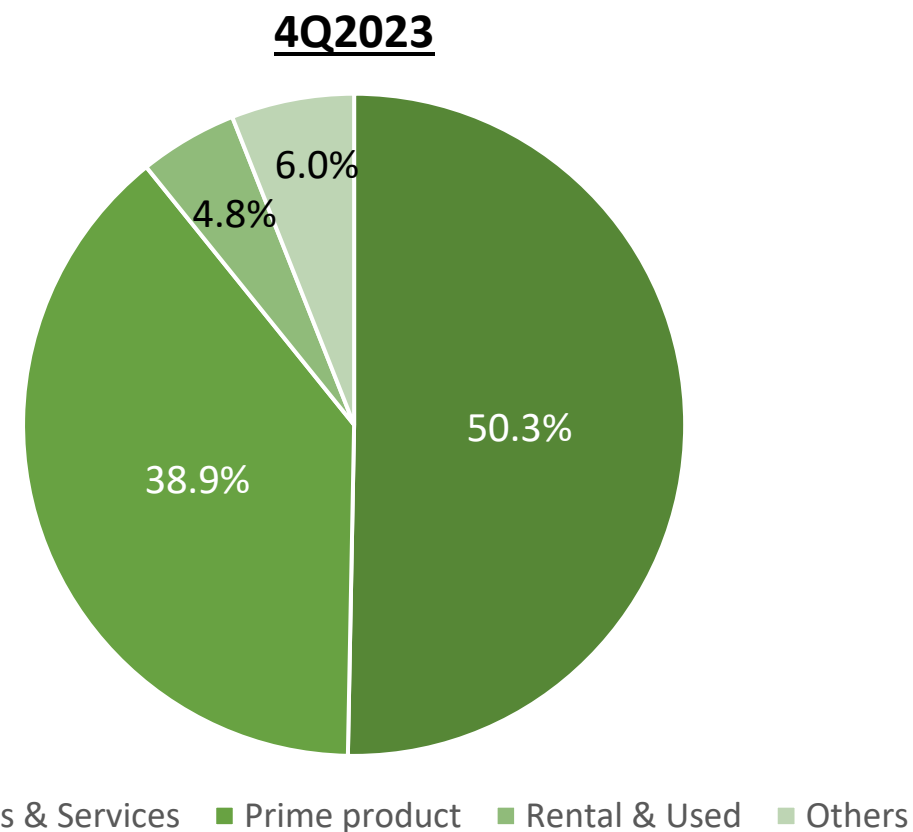
(In millions S/)





% Sales by Business Line – 4Q2023

Business Line	2020	2021	2022	2023	4Q2022	4Q2023
Spare Parts & Services	46.2%	49.7%	51.4%	54.6%	48.4%	50.3%
Prime product	38.1%	34.0%	32.3%	32.6%	38.6%	38.9%
Rental & Used	7.2%	6.9%	7.0%	6.1%	4.9%	4.8%
Others	8.6%	9.3%	9.3%	6.7%	8.1%	6.0%



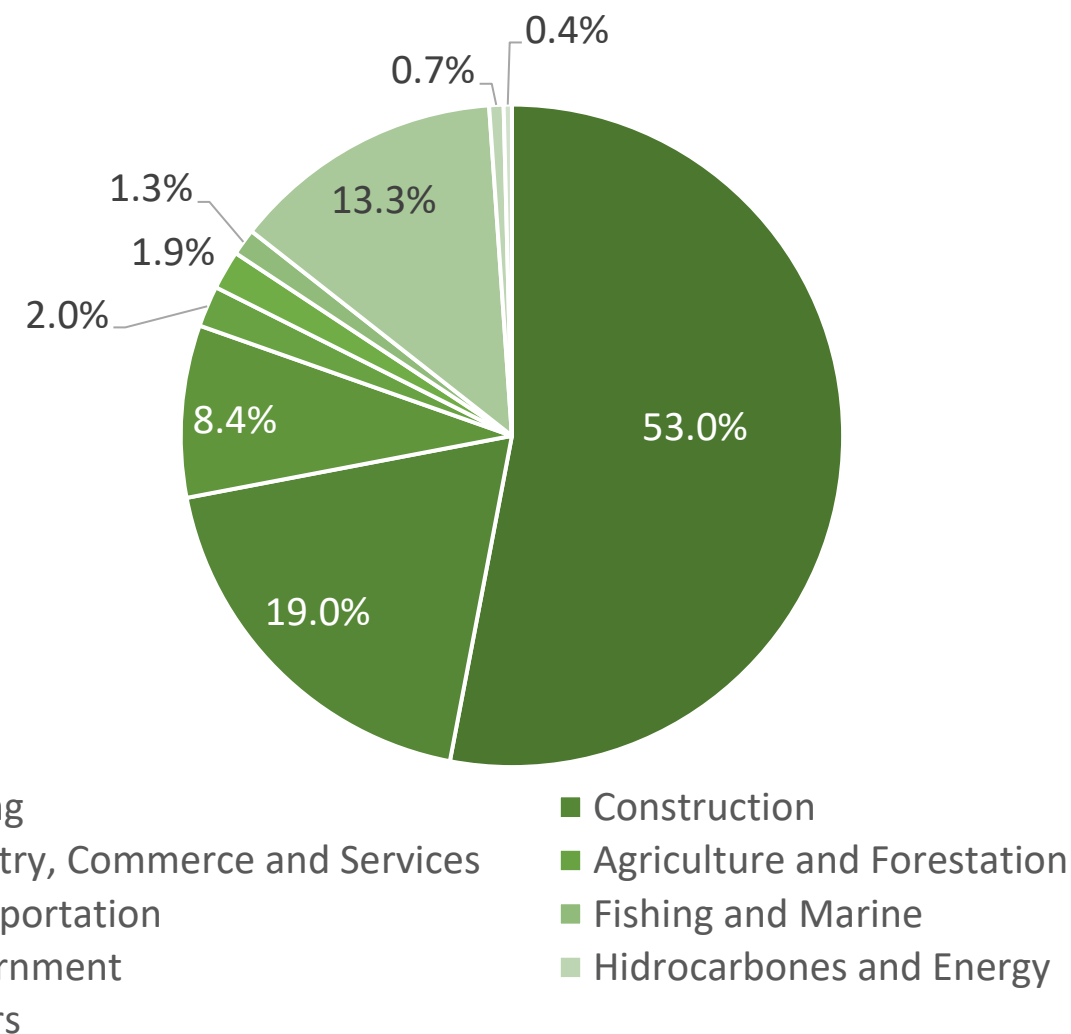
(*) Other lines include logistic businesses, lubricants and consumables



Sales by Economic Sector – 4Q2023

Sector	2021	2022	2023	4Q2022	4Q2023
Mining	54.9%	56.0%	56.7%	59.6%	53.0%
Construction	17.8%	19.4%	19.6%	17.3%	19.0%
Industry, Commerce and Services	12.8%	13.1%	9.9%	12.6%	8.4%
Agriculture and Forestation	2.6%	2.9%	2.6%	3.3%	2.0%
Transportation	2.1%	2.1%	2.2%	1.4%	1.9%
Fishing and Marine	1.6%	1.7%	1.4%	0.8%	1.3%
Government	1.9%	2.2%	6.6%	2.9%	13.3%
Hidrocarbones and Energy	0.9%	1.3%	0.7%	1.7%	0.7%
Others	5.2%	1.3%	0.3%	0.4%	0.4%

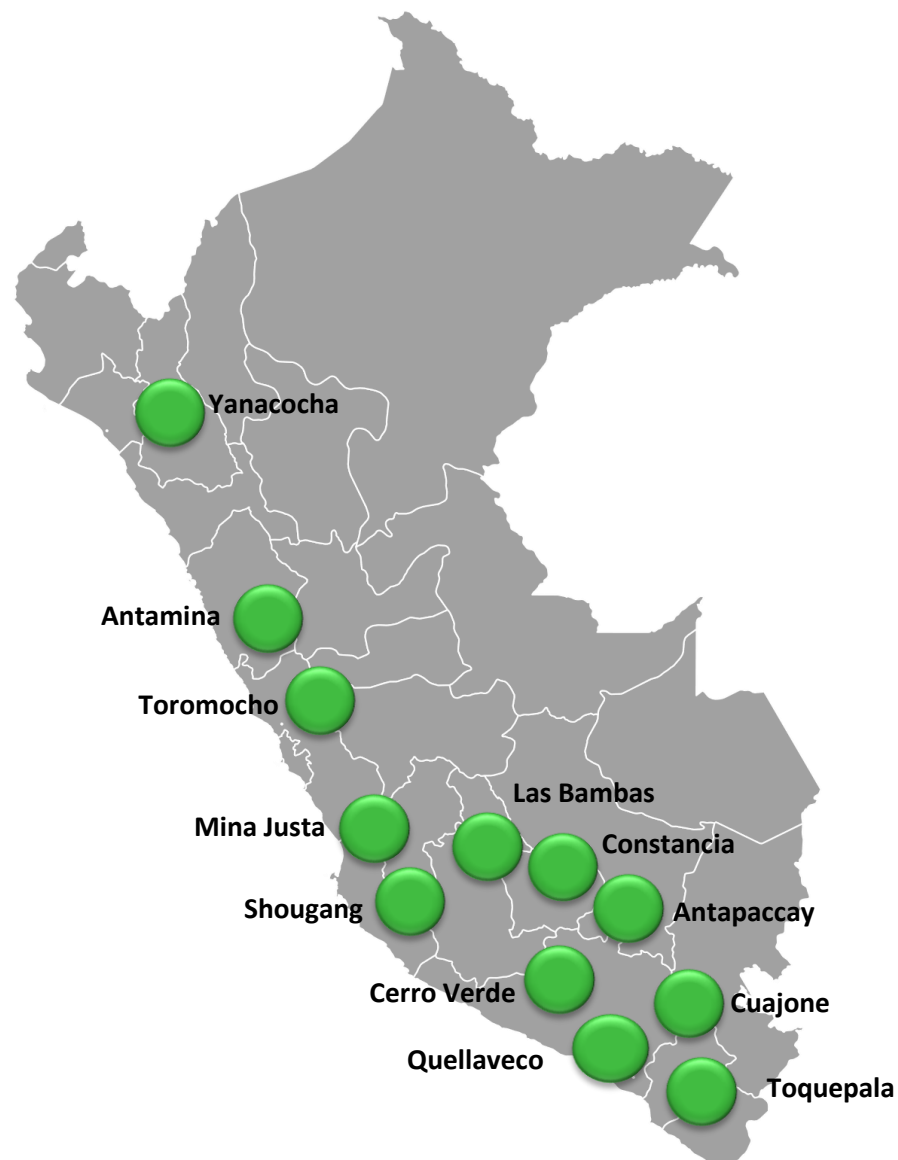
4Q2023





Main Clients – Open Pit Mining & Underground Mining

Large Open Pit Mining



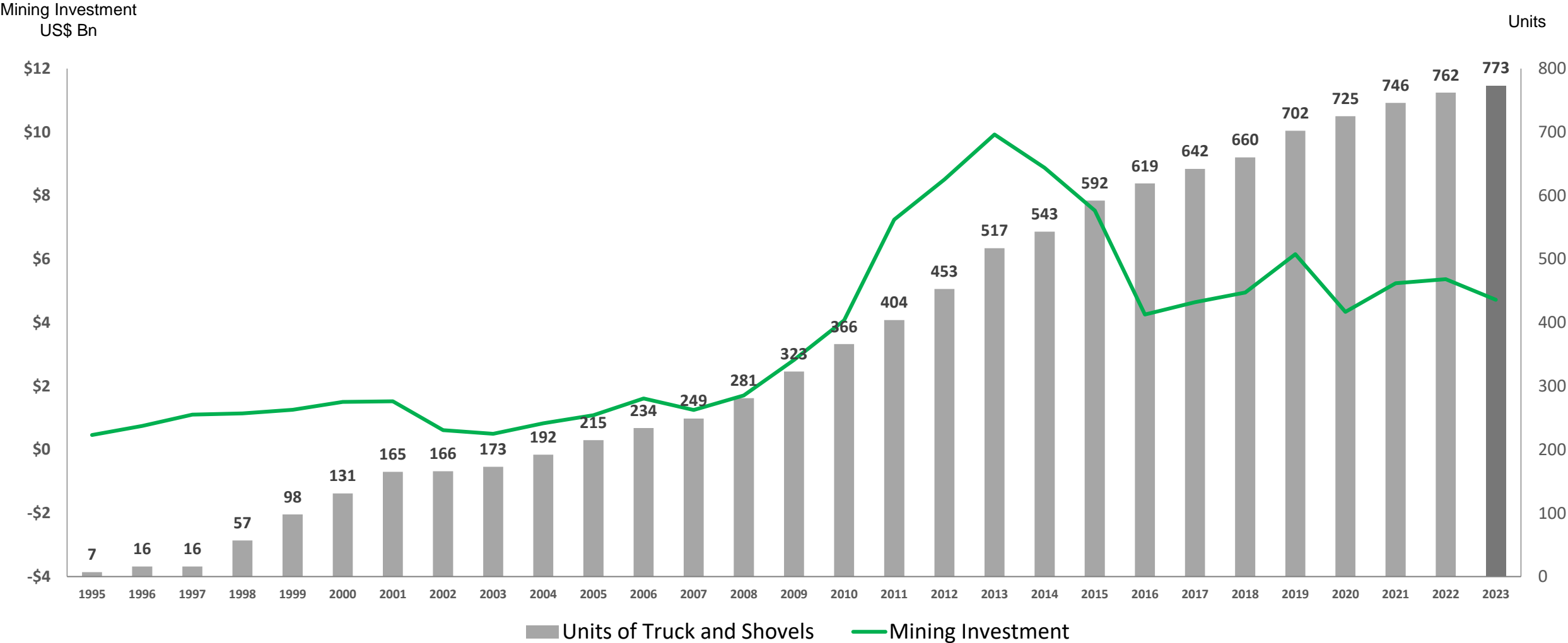
Medium-Size and Underground Mining





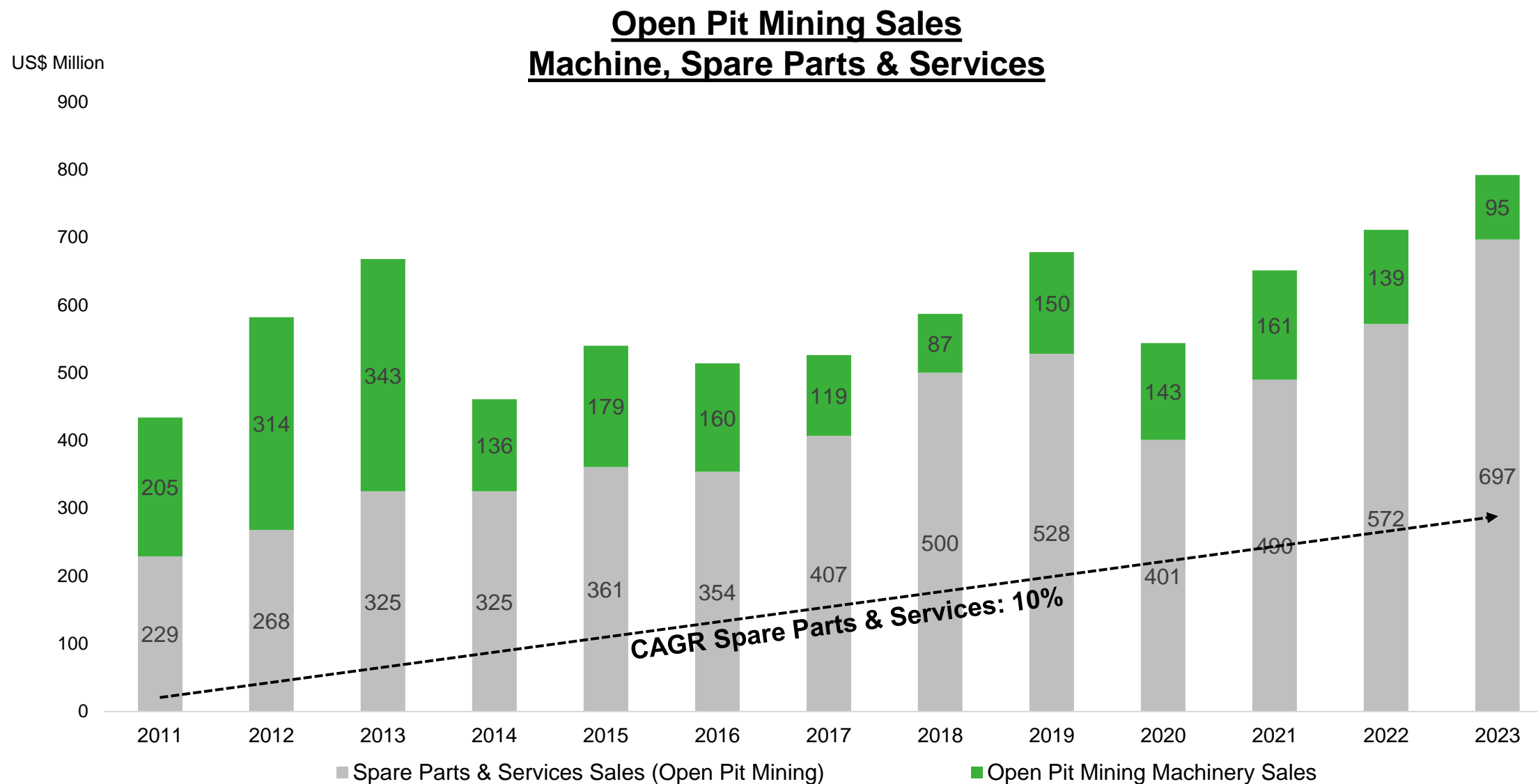
Caterpillar open-pit mining trucks and shovels population over the years as of December 2023

Caterpillar Open-pit Mining Trucks and Shovels Population





Leverage of Our Sales as of December 2023



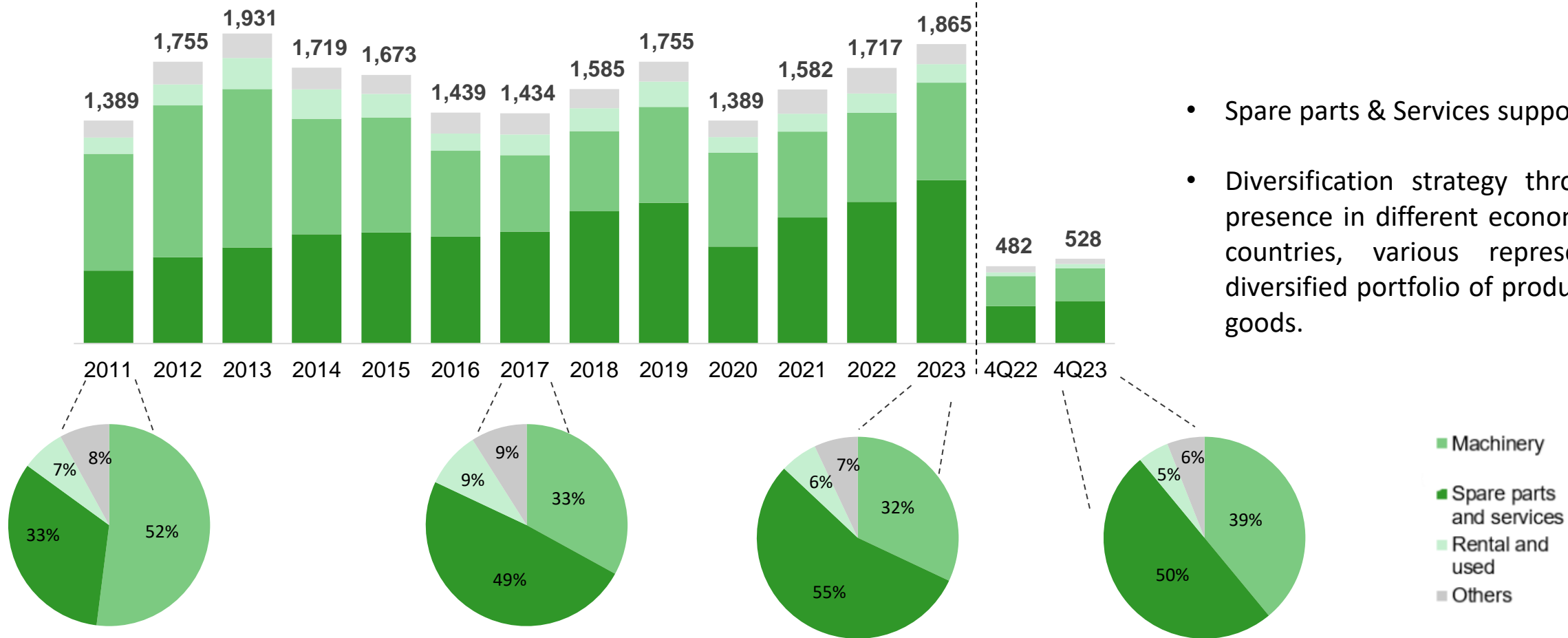
Source: Minem & Ferreyros



Resilient Business Model – 4Q2023

Sales by Business Line

(In millions of \$)



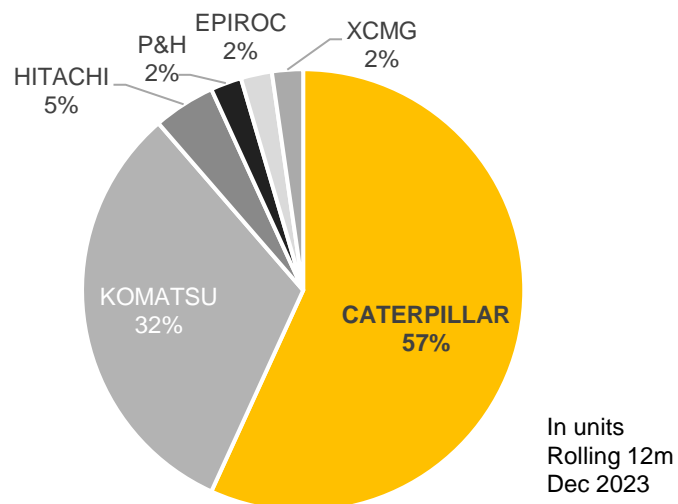
- Spare parts & Services support business
- Diversification strategy through business lines, presence in different economic sectors, different countries, various represented brands and diversified portfolio of products related to capital goods.

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

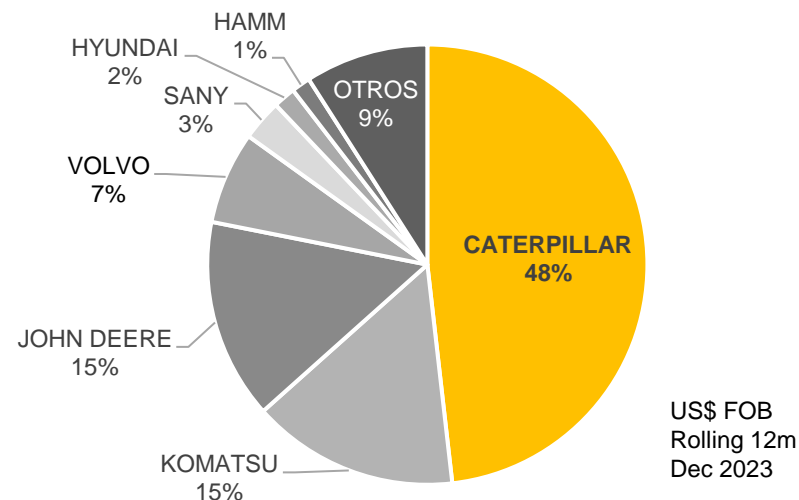


Caterpillar Market Share in Peru as of December 2023

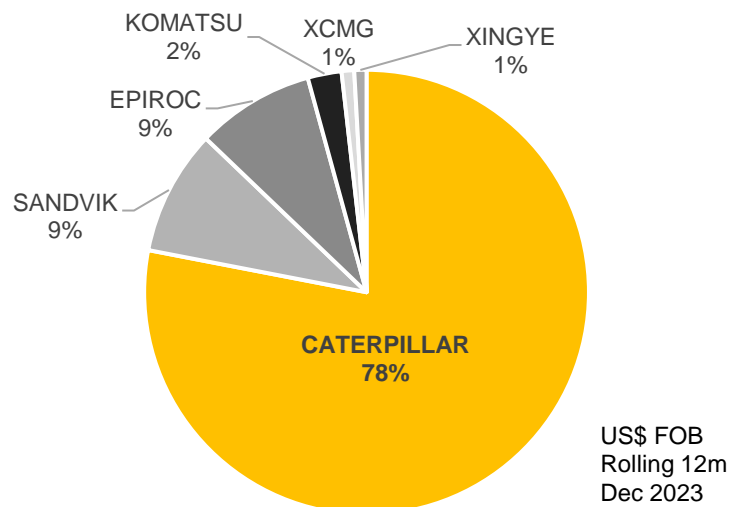
Minería a Tajo Abierto



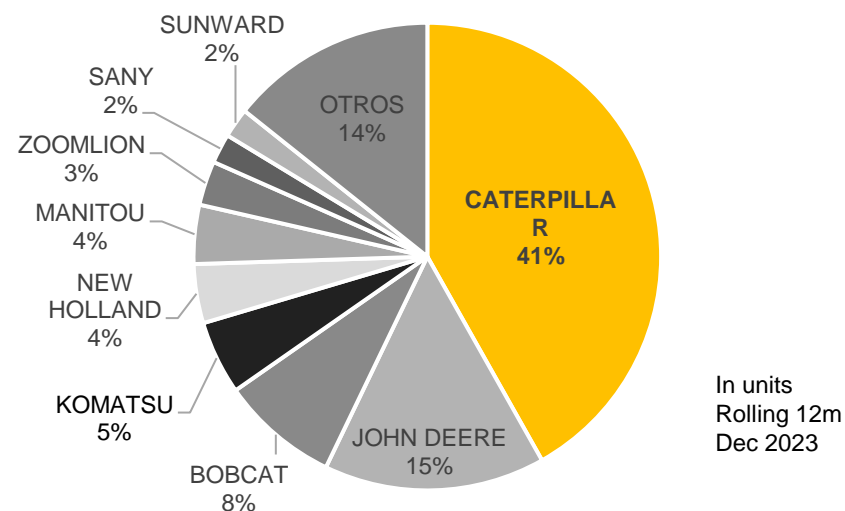
Construcción Pesada



Minería Subterránea



Construcción Ligera





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

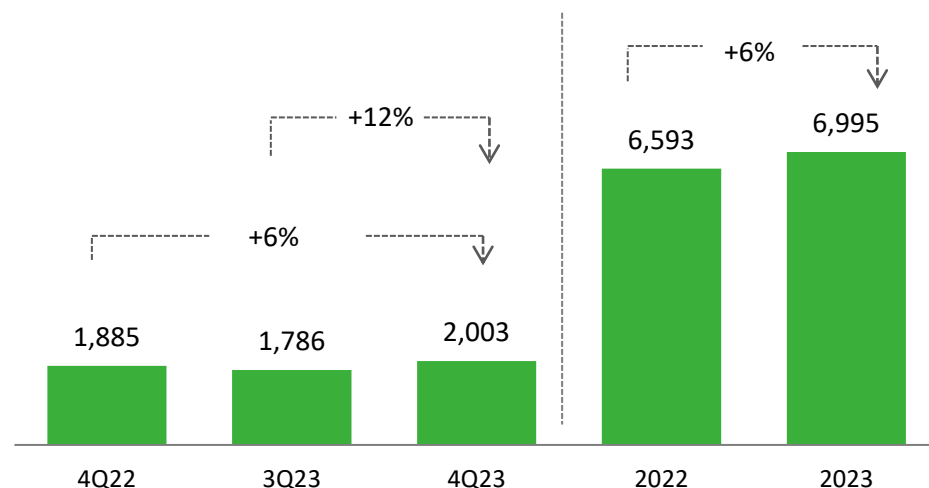


Reflected in Strong Financial Results

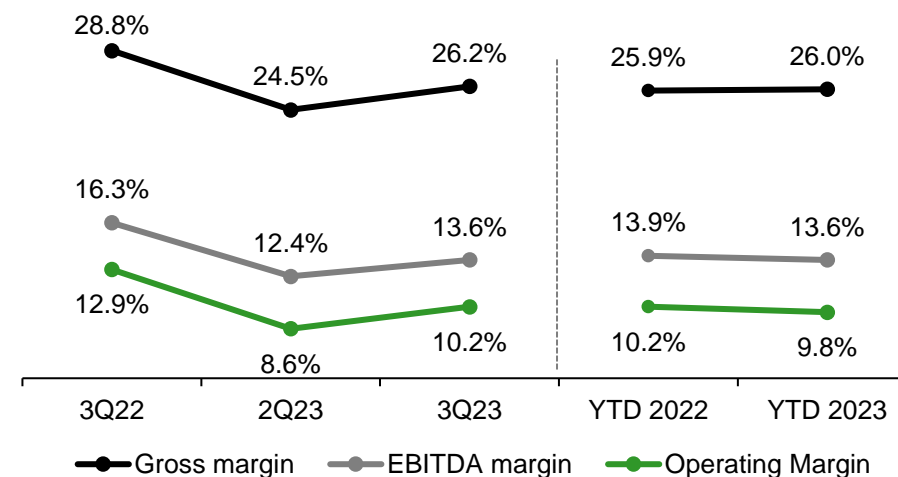
Million of soles (S/ mm)

Adj. Gross margin 4Q22 = 26.1% / 4Q23 = 26.5%
Adj. EBITDA margin 4Q22 = 13.9% / 4Q23 = 14.2%
Adj. Operating margin 4Q22 = 10.4% / 4Q23 = 10.6%

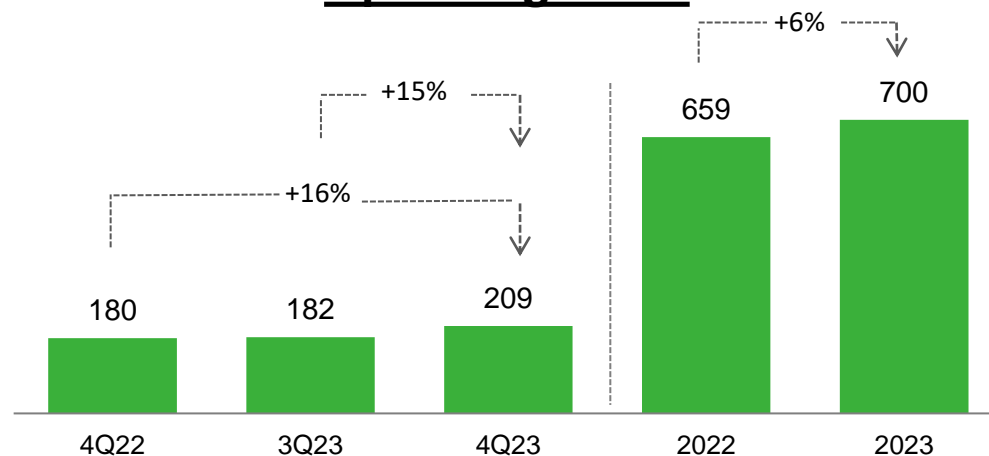
Sales



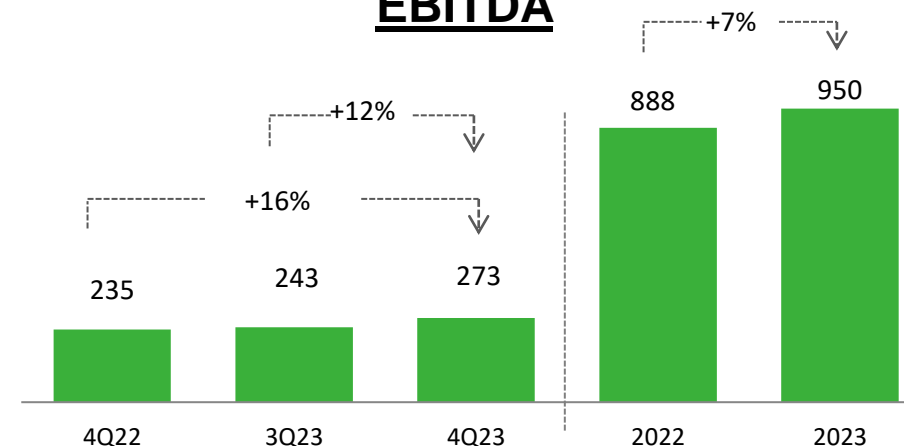
Margins



Operating Profit



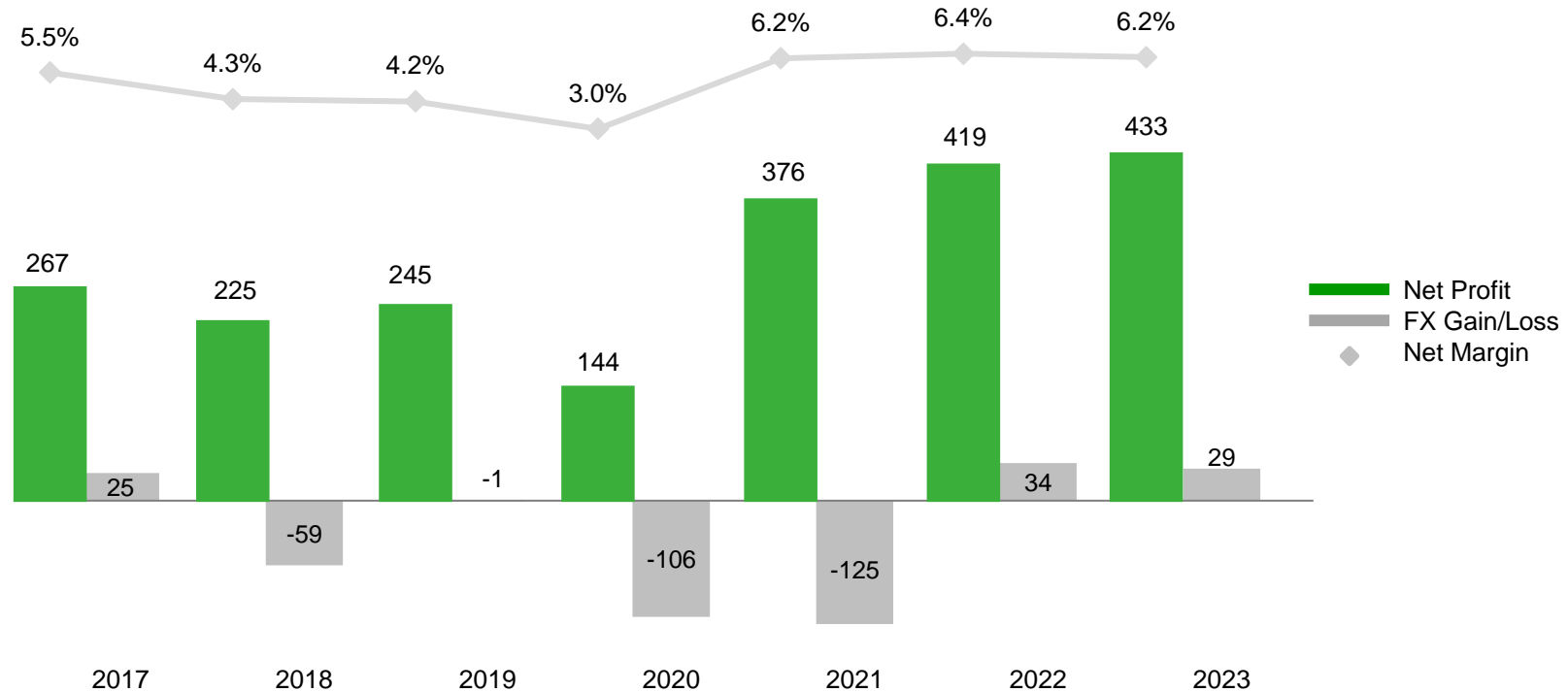
EBITDA



Net Profit impacted by FX Gain/Loss

Net Profit, Margin and FX Effect

(In millions S/)



Fx gain as of December 2023: S/ 29.1 million

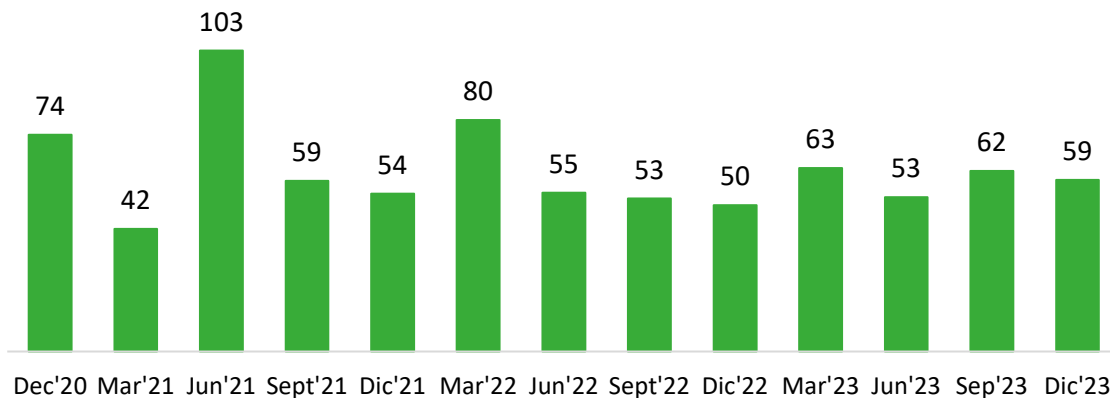


CASH GENERATION AND LIABILITY MANAGEMENT

In Millions Dollars (US\$ mm)

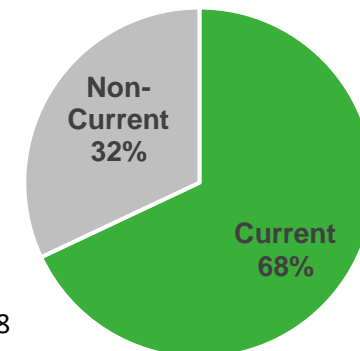
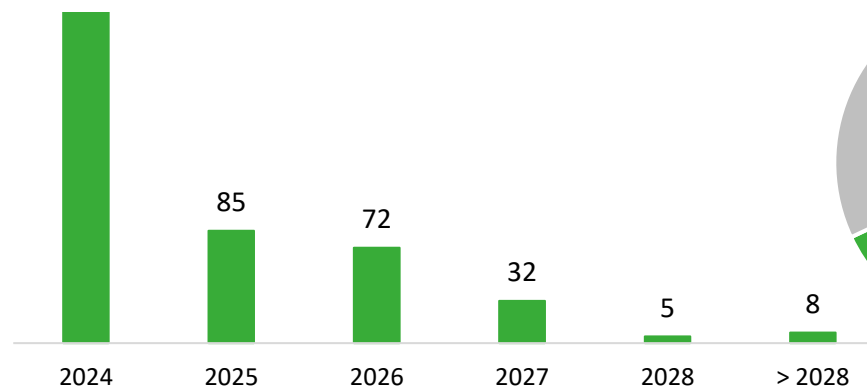
Cash Balance

(In Millions US\$)



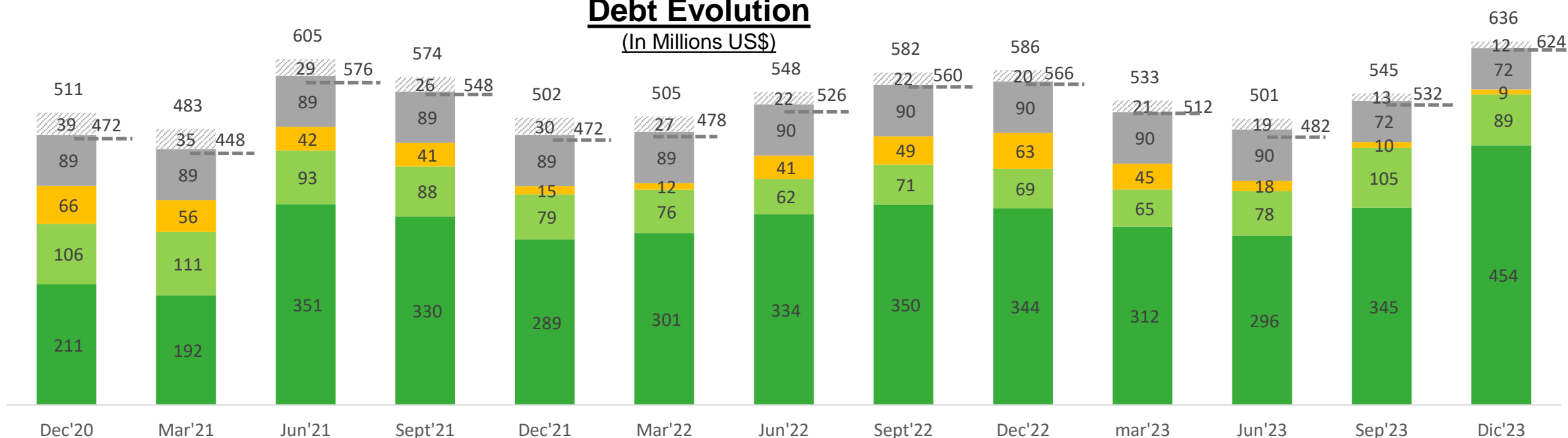
Debt Maturity and Profile

(In Millions US\$)



Debt Evolution

(In Millions US\$)

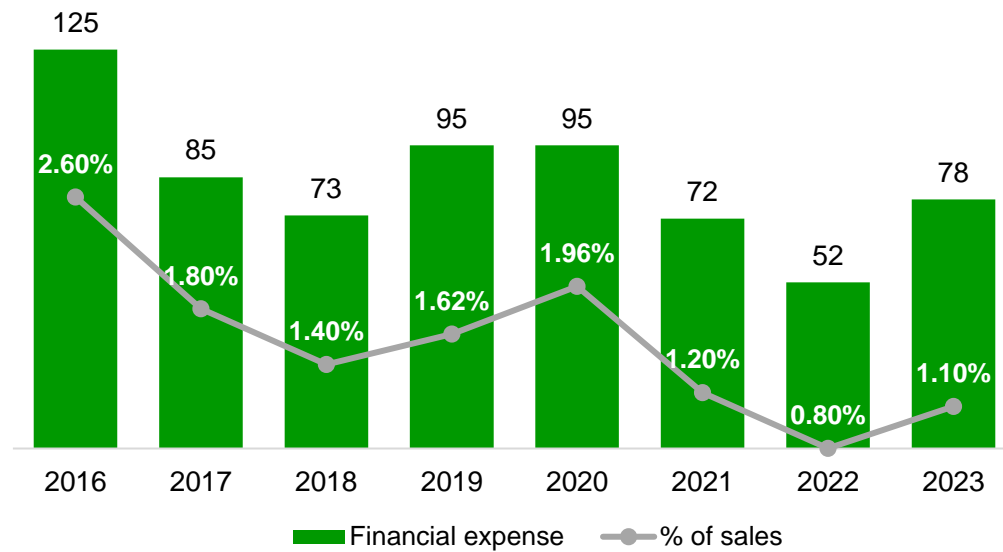




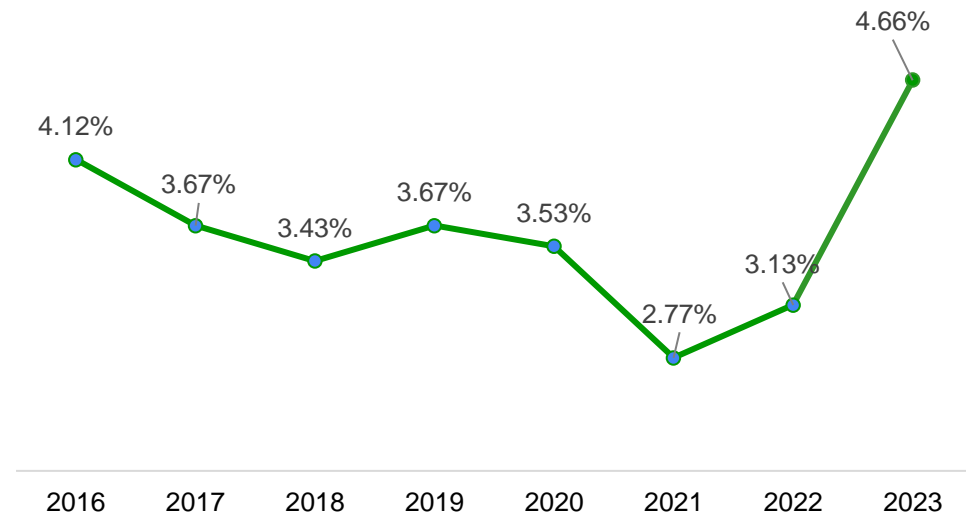
Financial expense & Average debt expenditure

Financial expense

(In millions of S/)



Average debt expenditure

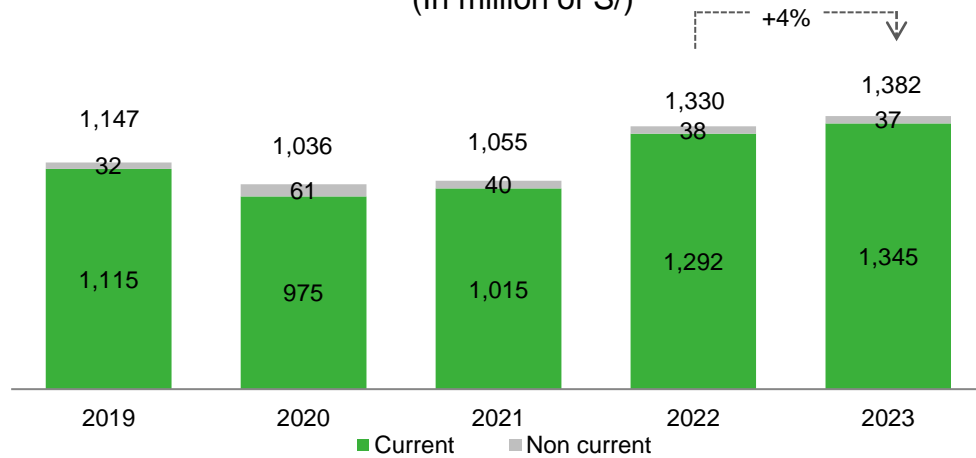




Assets & Cash Conversion Cycle

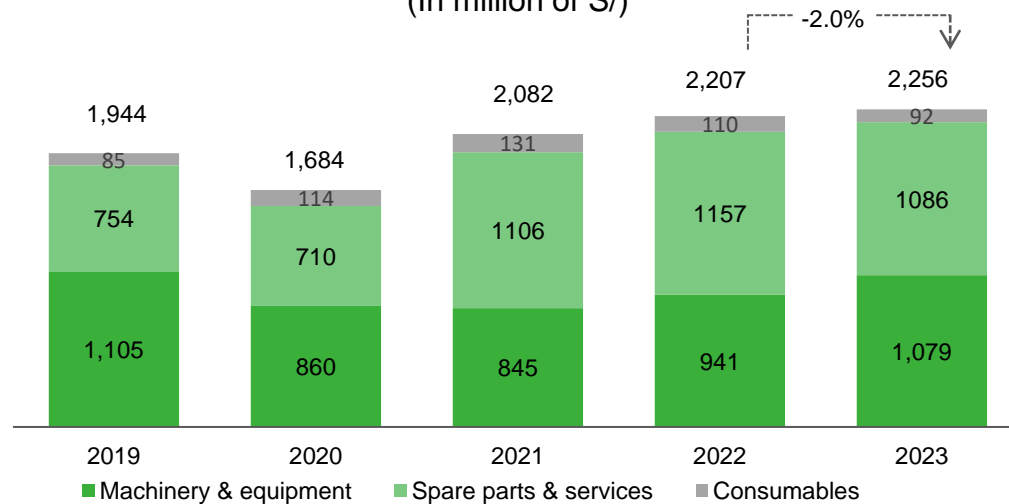
Account Receivables

(In million of S/)

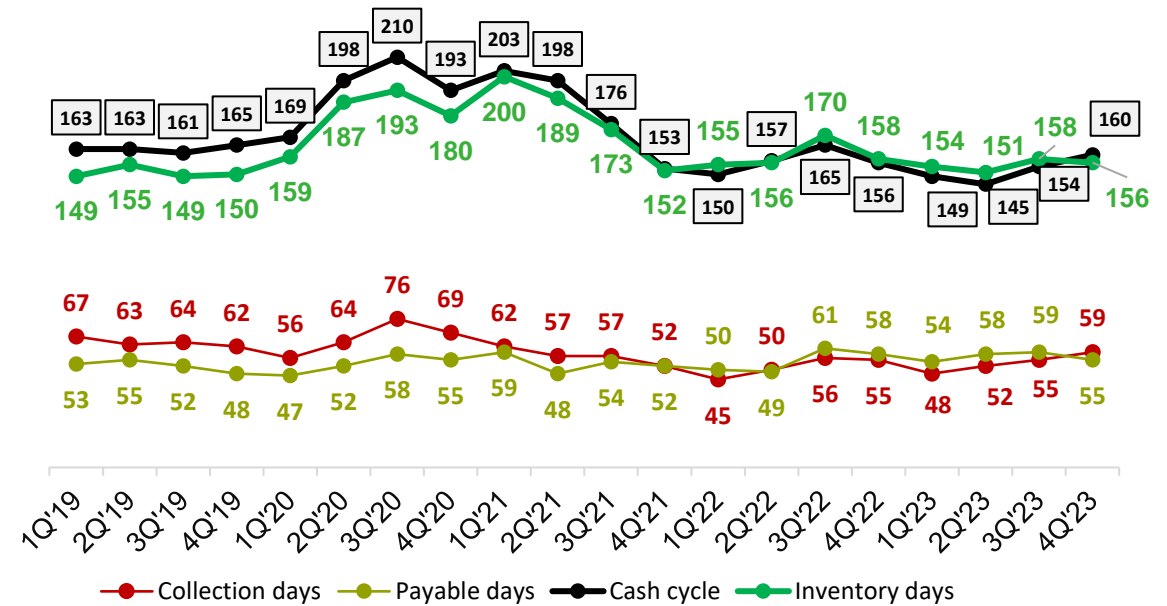


Inventory

(In million of S/)



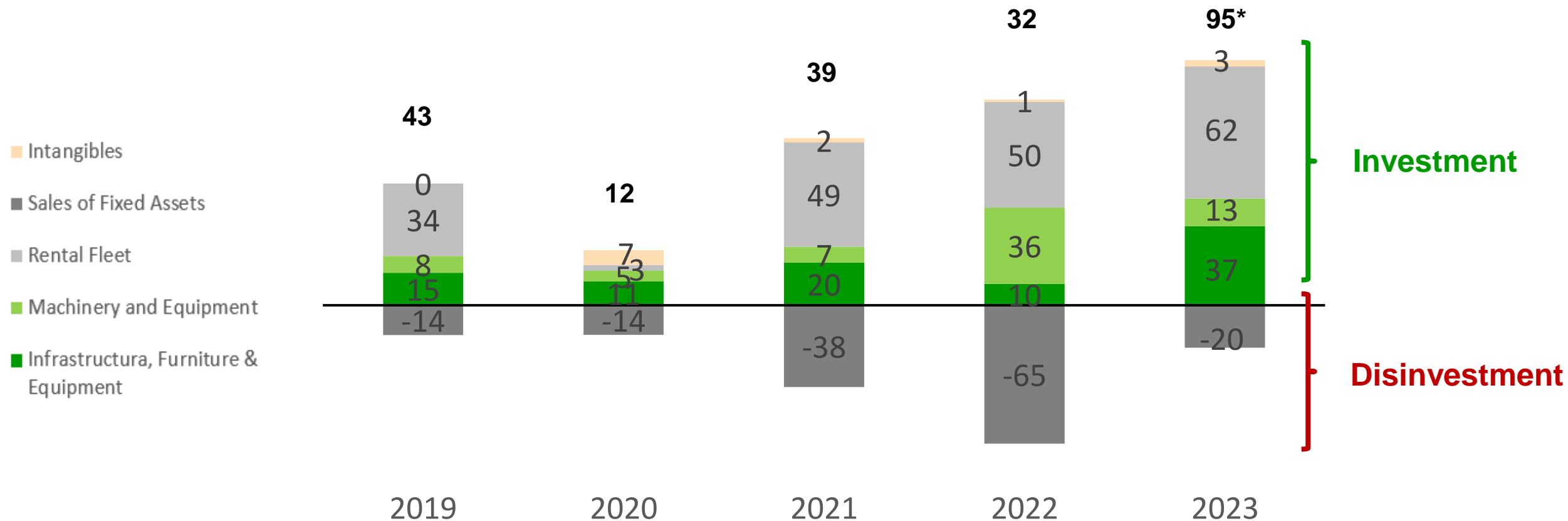
Cash Conversion Cycle





CAPEX

In millions US\$



- Investment in intangible assets reached US\$ **2.8 million** dollars as of December 2023

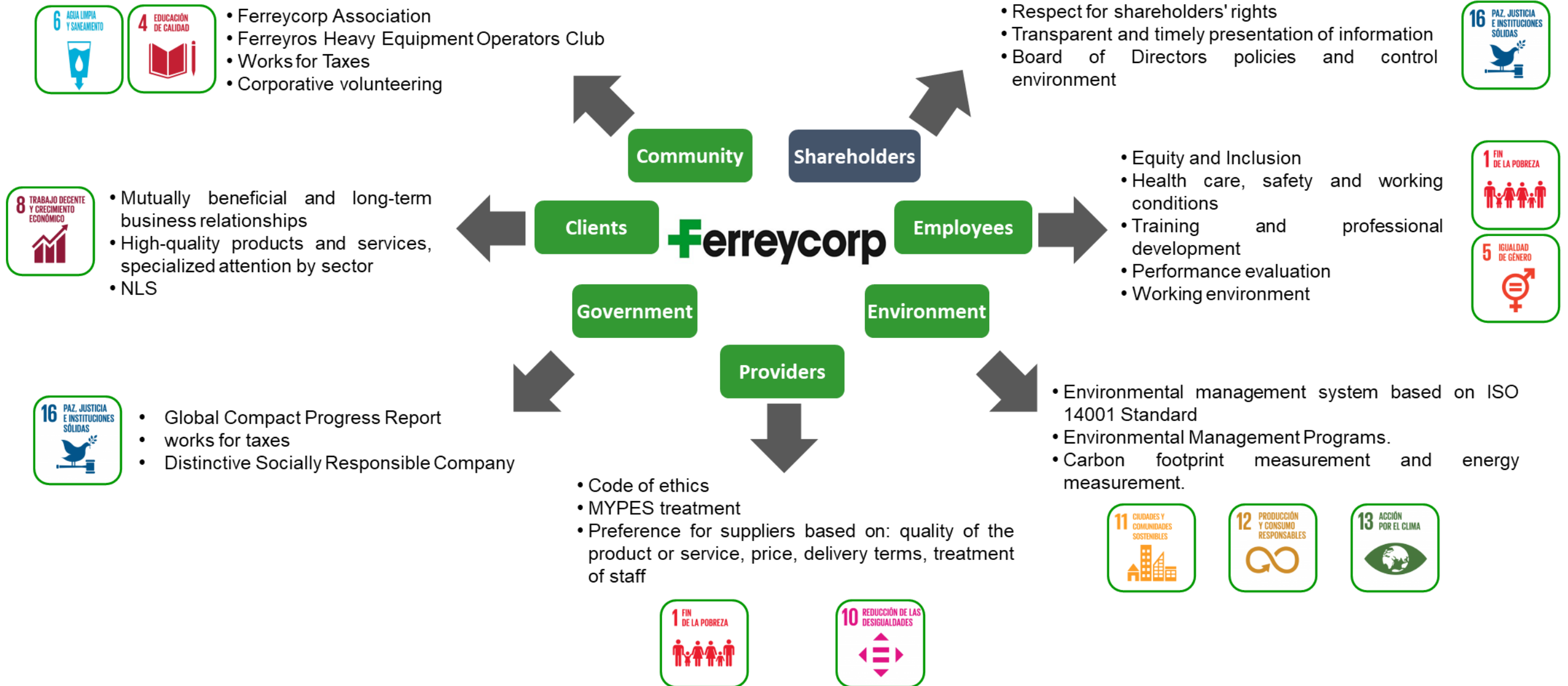
* **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16



Sustainable Programm at Ferreycorp

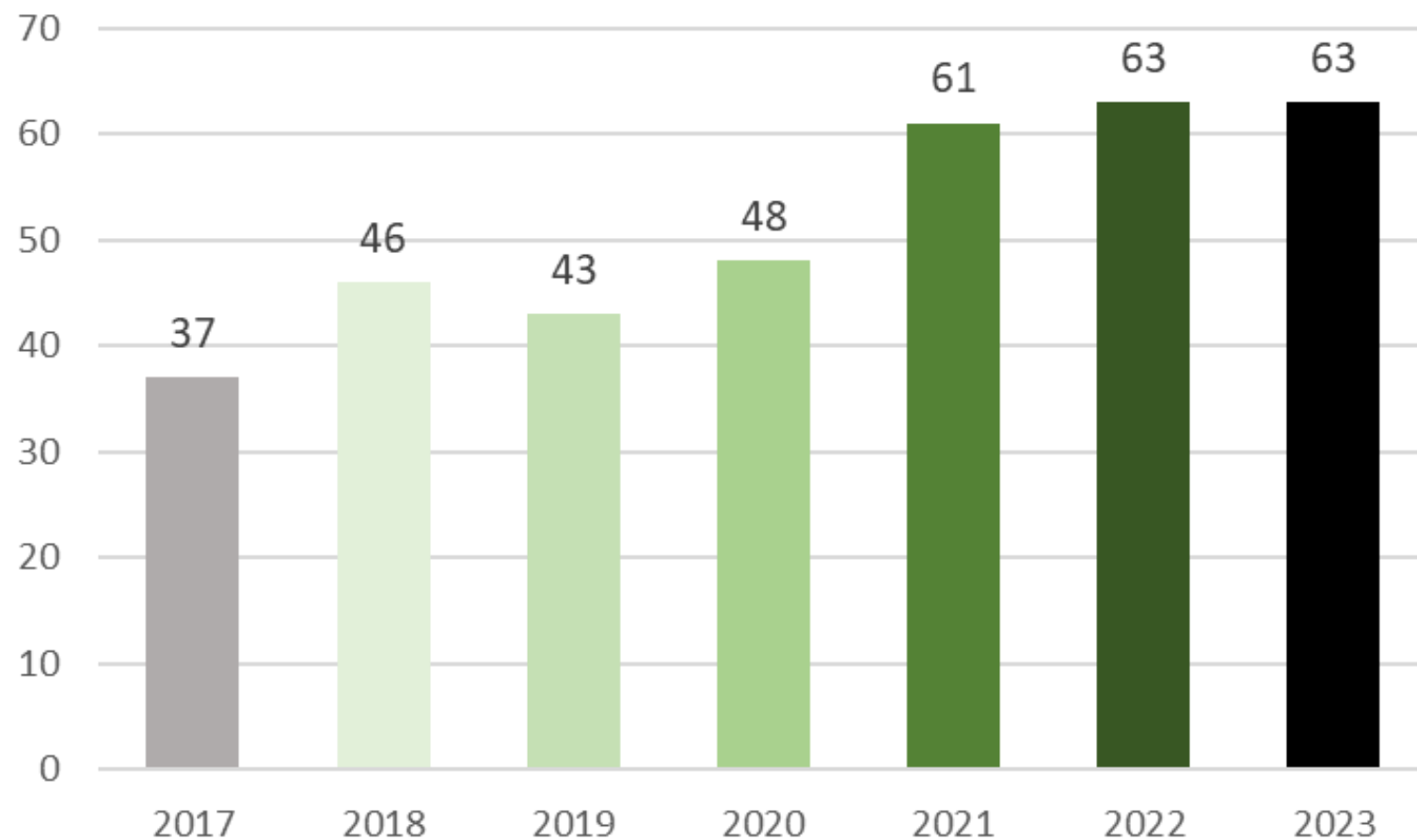


Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





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



Ferreycorp

Ferreyros CAT

UNIMAQ CAT Rental STORE

Orvisa CAT

GENTRAC CAT

GENERAL DE EQUIPOS CAT

SOLTRAK F

TREX F

MOTORED F

FORBIS LOGISTICS F

FARGO LINE F

SITECH

Ferrenergy