



# Ferreycorp

Earnings Presentation  
First Quarter 2024

*April 2024*





# HIGHLIGHTS

## Dividends' payment

- On March 2024, the Shareholders' Meeting approved a cash dividend of S/260.3 million.
- This amount was defined by the upper limit of the dividend policy (60% of free disposal profits without considering the appraisal surplus related to the sale of a facility).
- On October 2023 an advance cash dividend of S/100 million was paid.
- The remaining amount to be paid is S/ 160.3 million, equivalent to seventeen cents per share (S/ 0.1706).
- Payment date: April 26th, 2024 (the record day was April 17th).

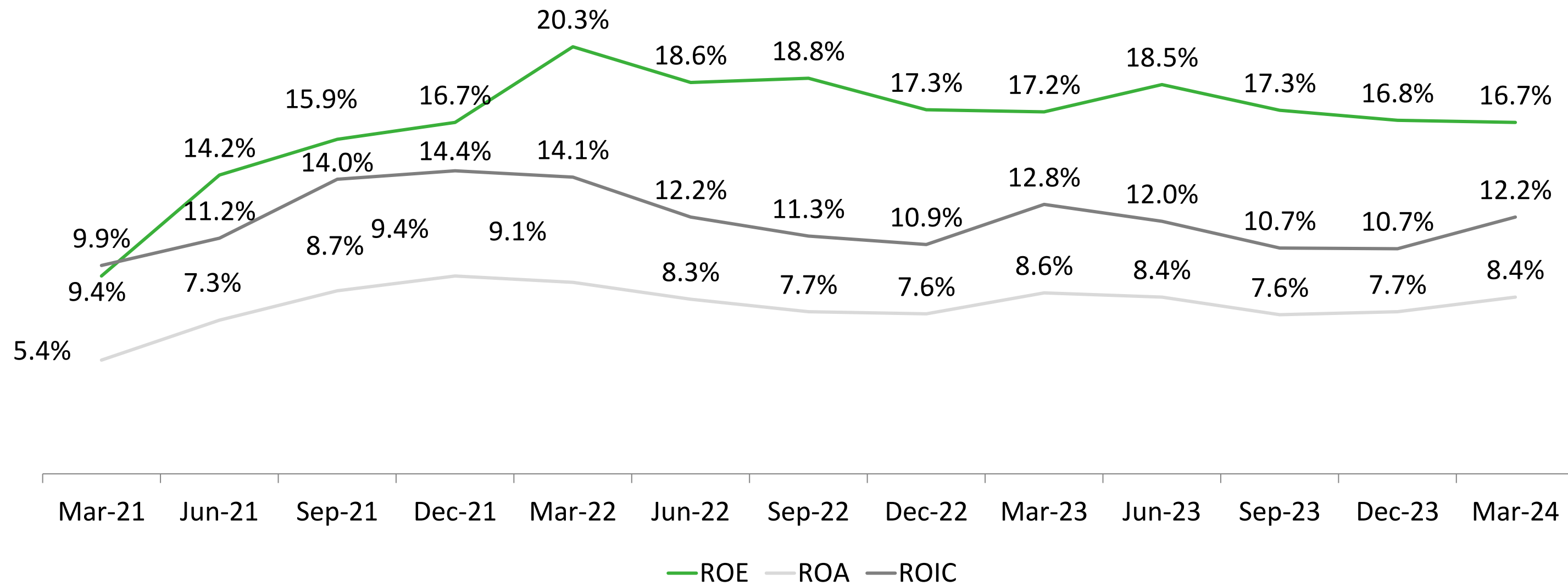
**Ferreycorp**

JUNTOS CREAMOS  
DESARROLLO



# INTRODUCTION

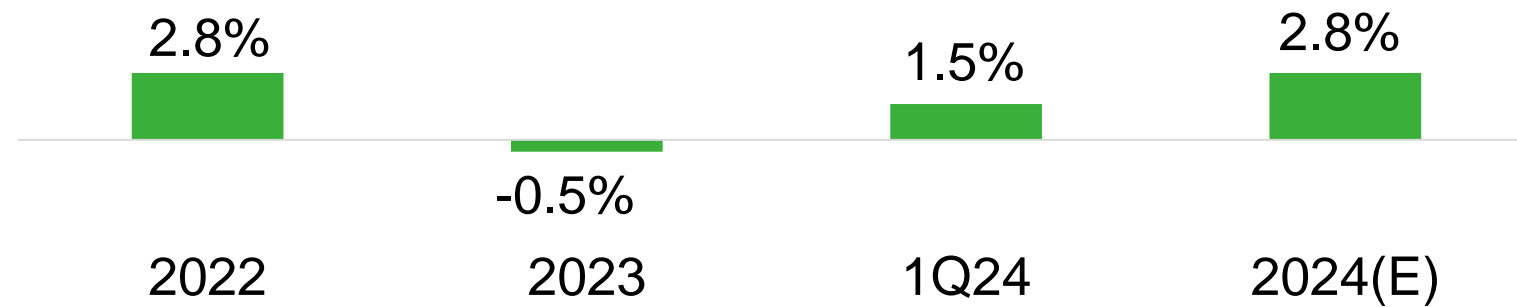
## Ferreycorp Profit Ratios



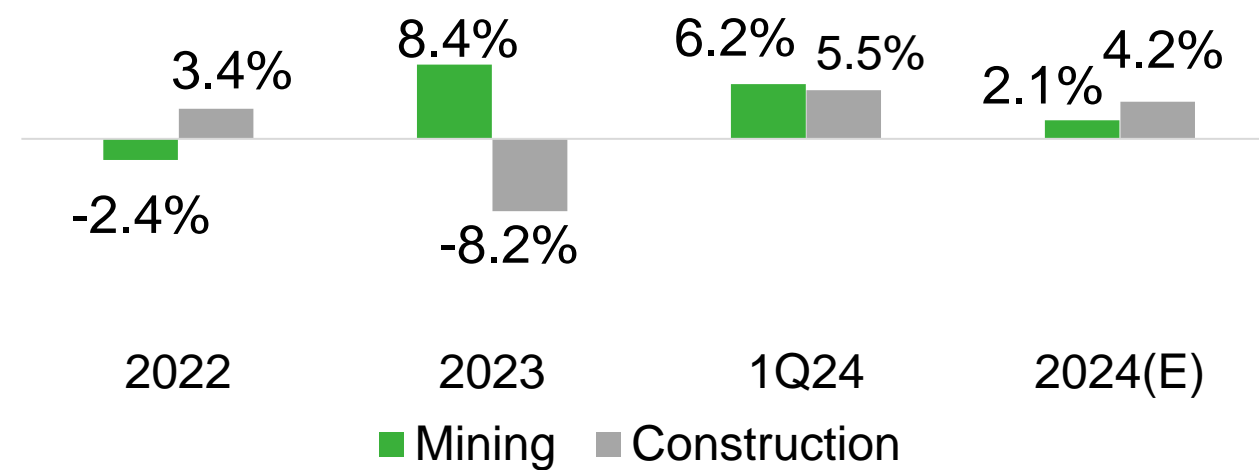


# INTRODUCTION

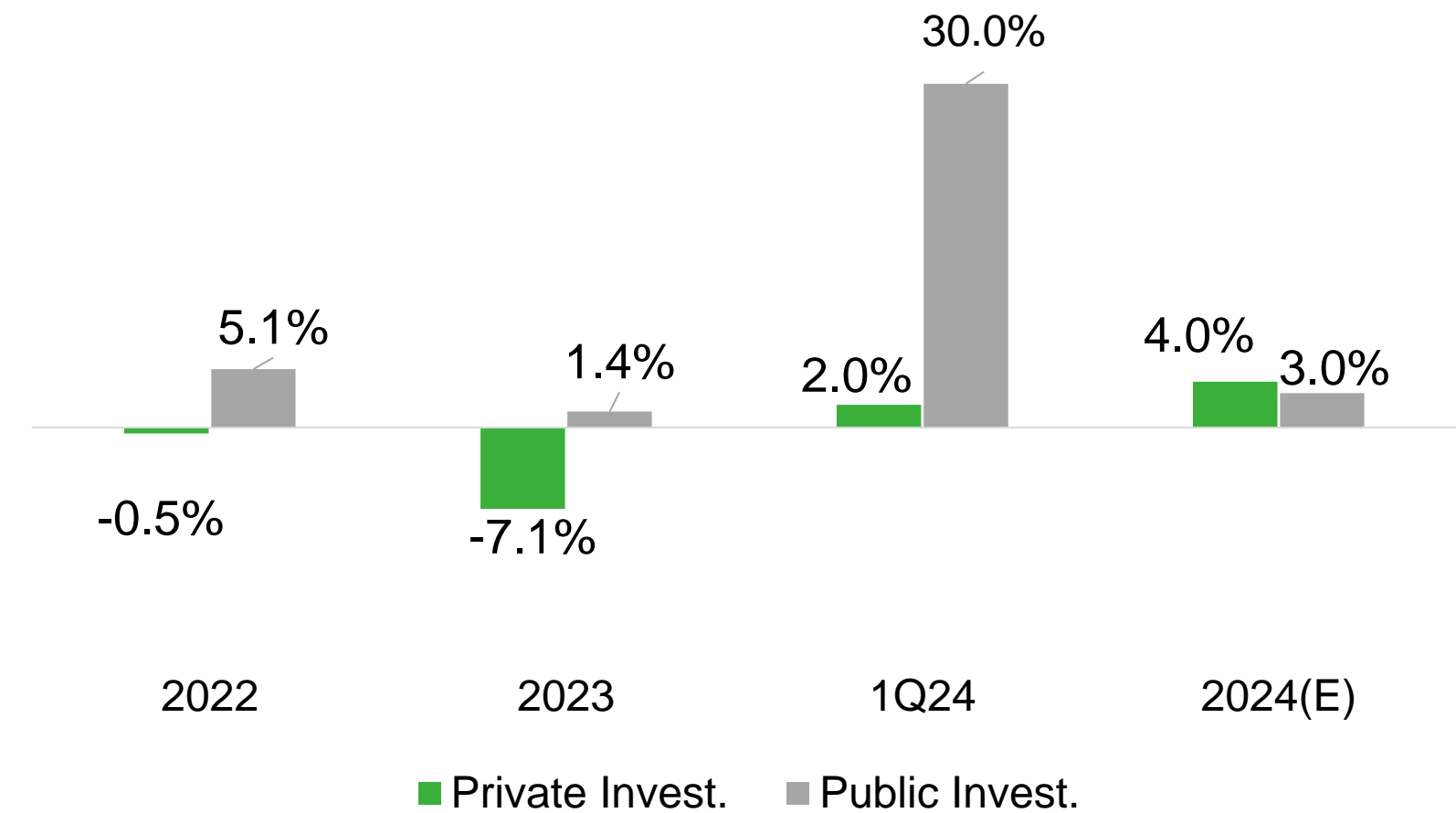
### GDP (Var %)



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



### Public & Private Investment (Var %)



Private investment affected in 2023 by business confidence.

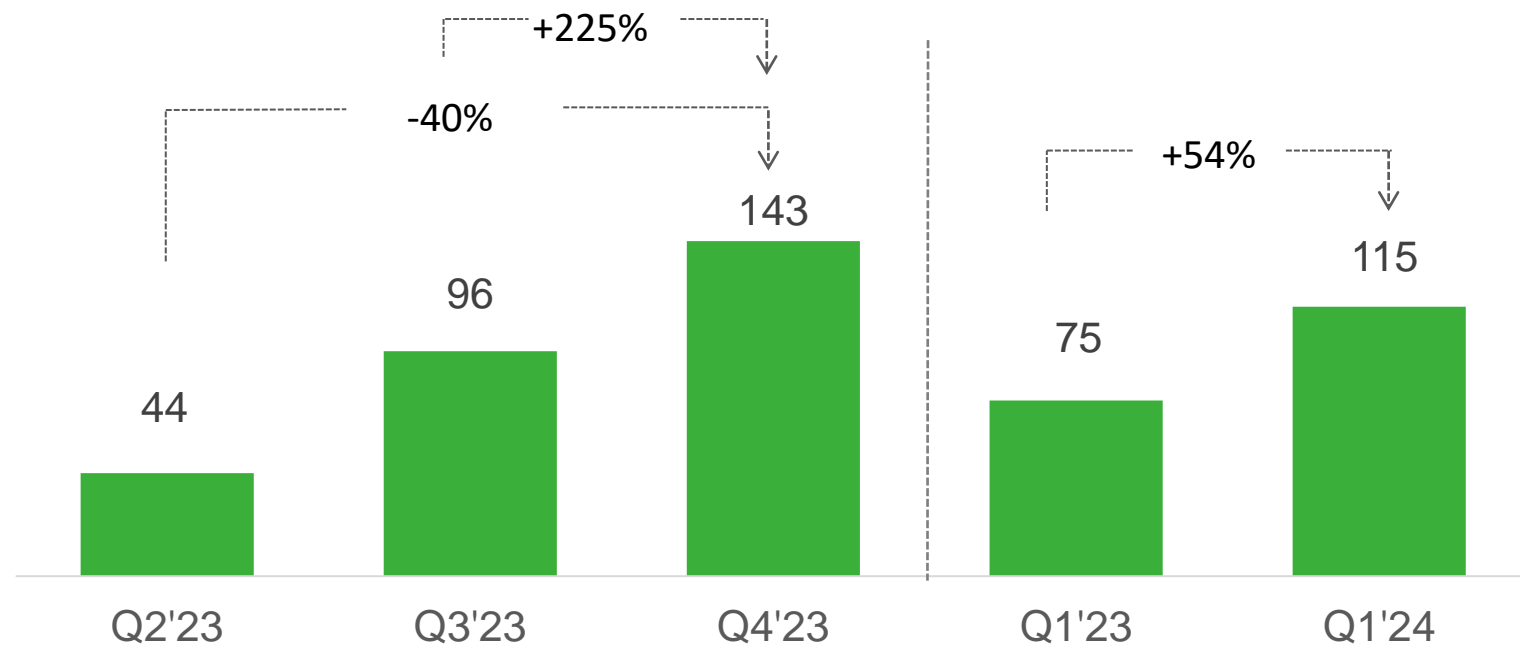
Sources: Central Bank Inflation Report as of December 2023 & Apoyo Consultoría



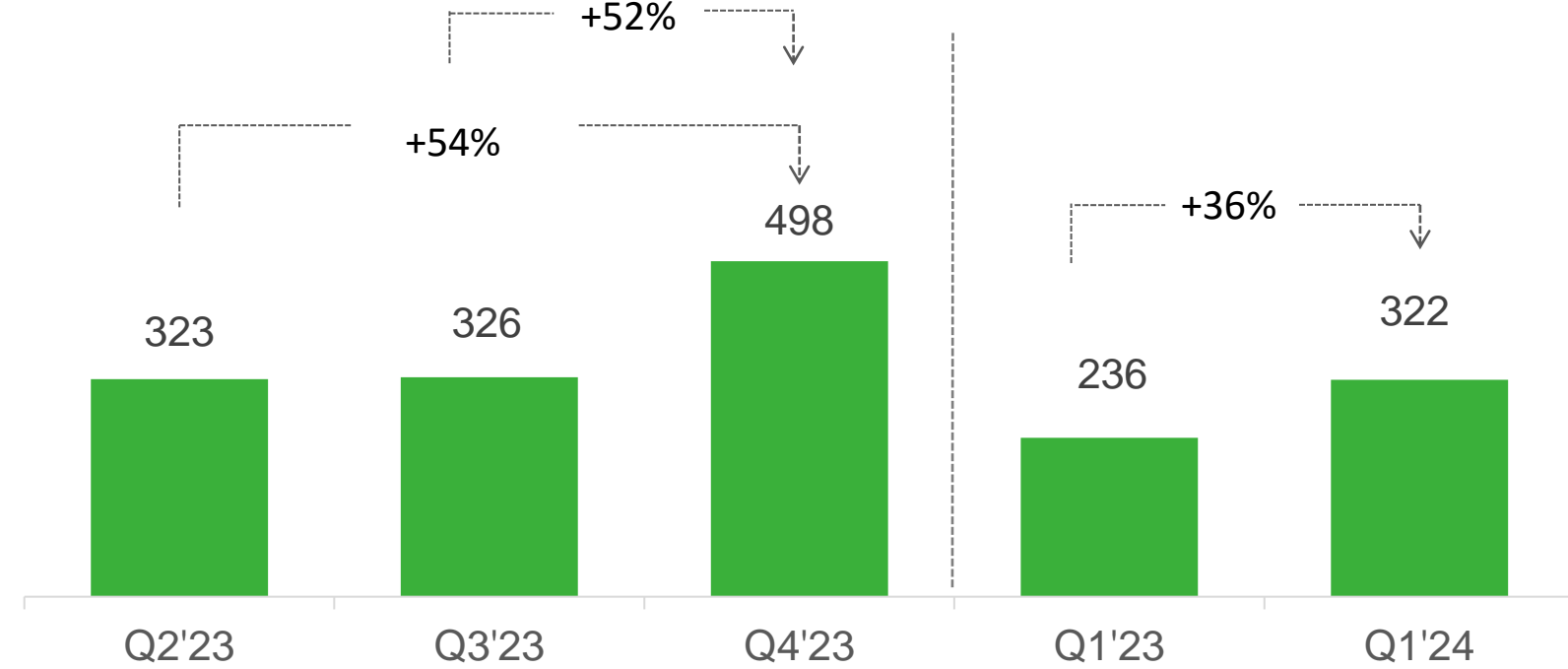
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

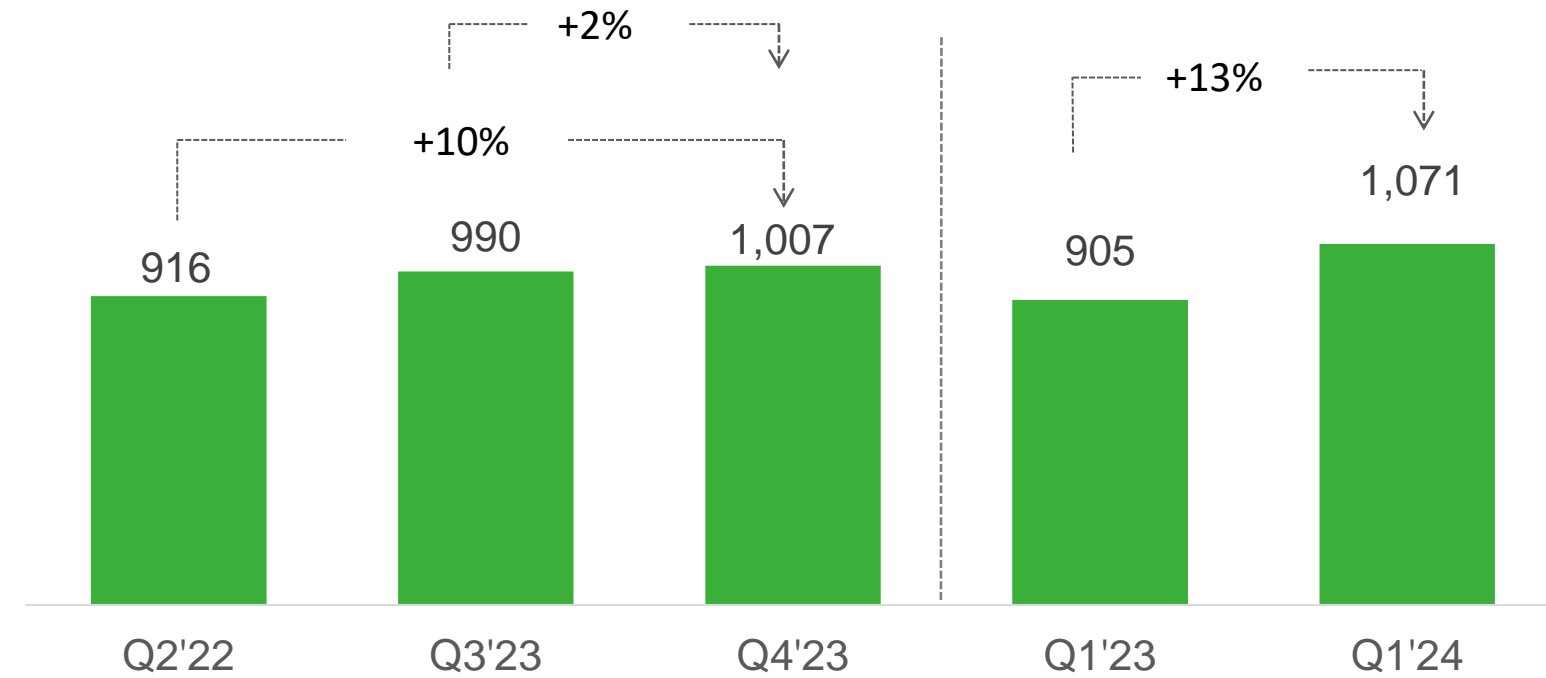
## CAT MINING EQUIPMENT



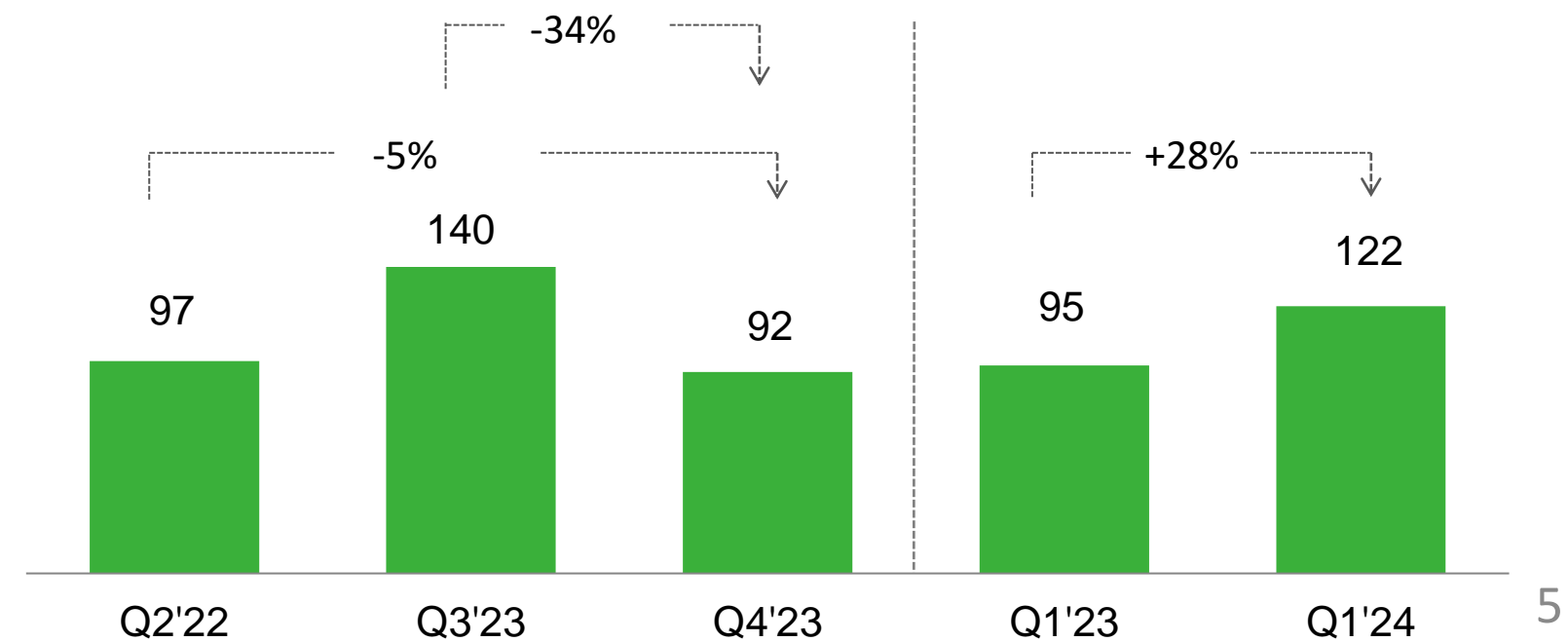
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



## RENTAL AND USED

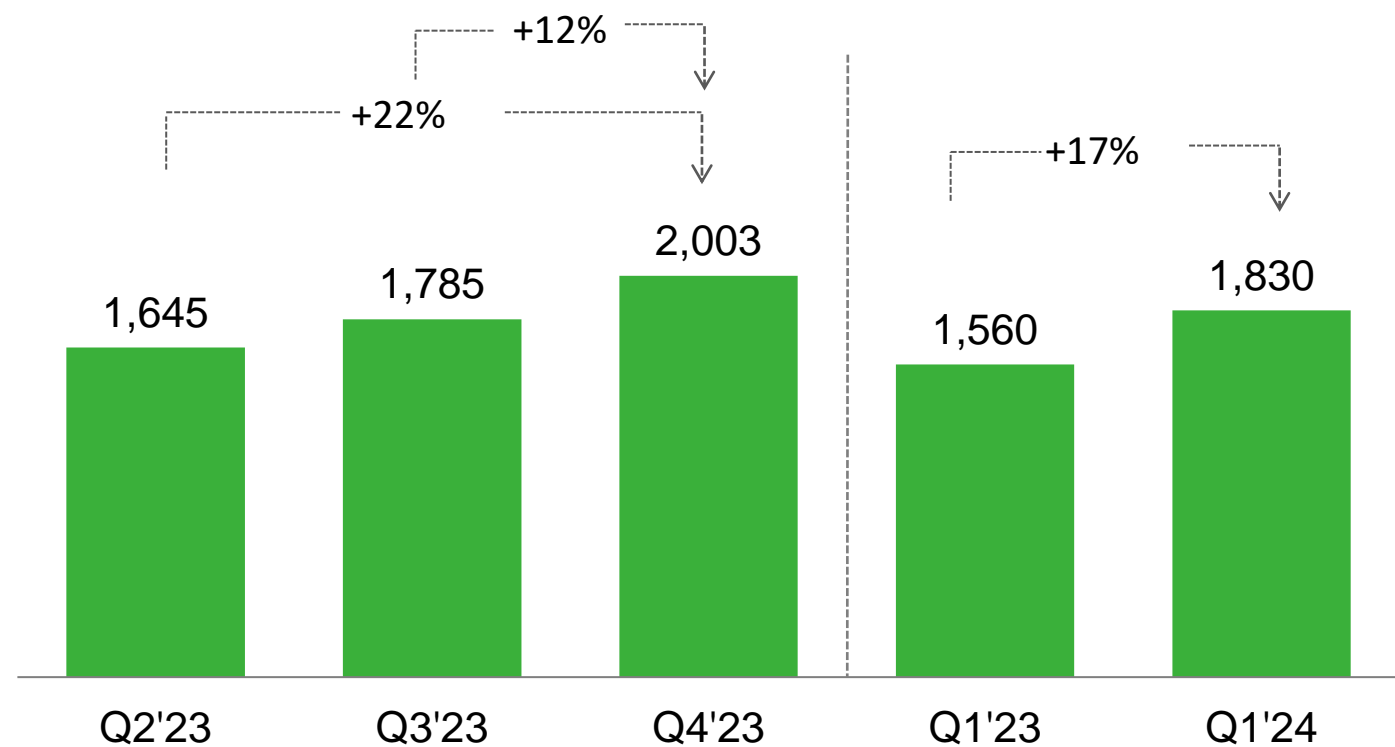




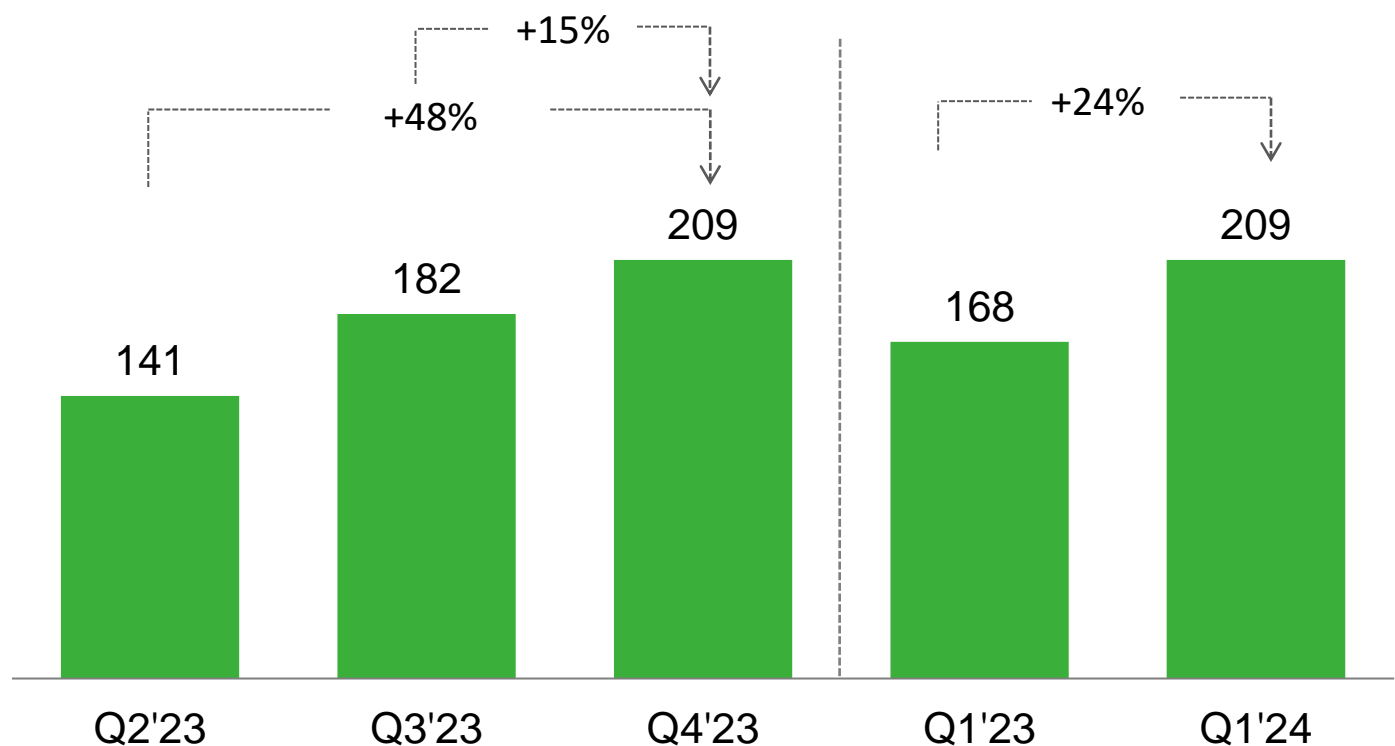
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

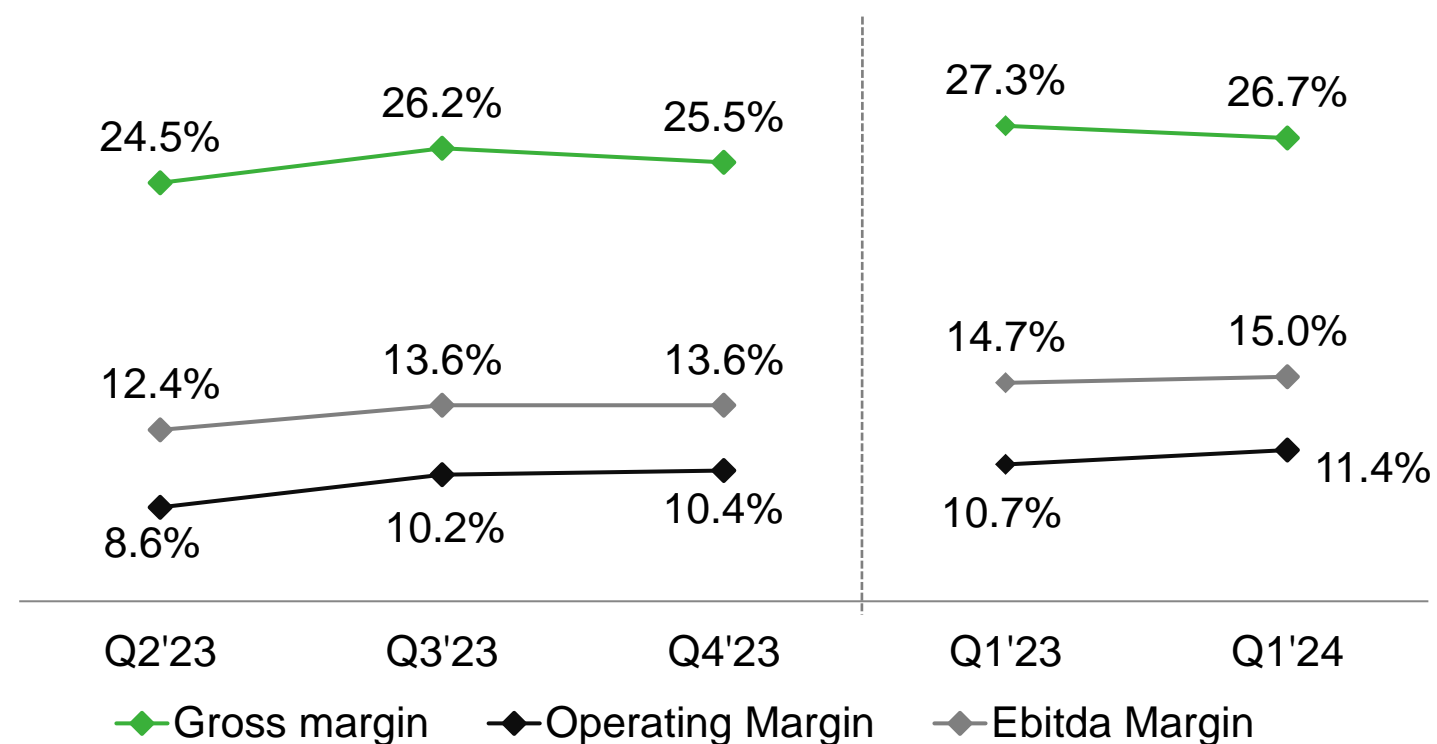
## SALES



## OPERATING PROFIT



## MARGINS



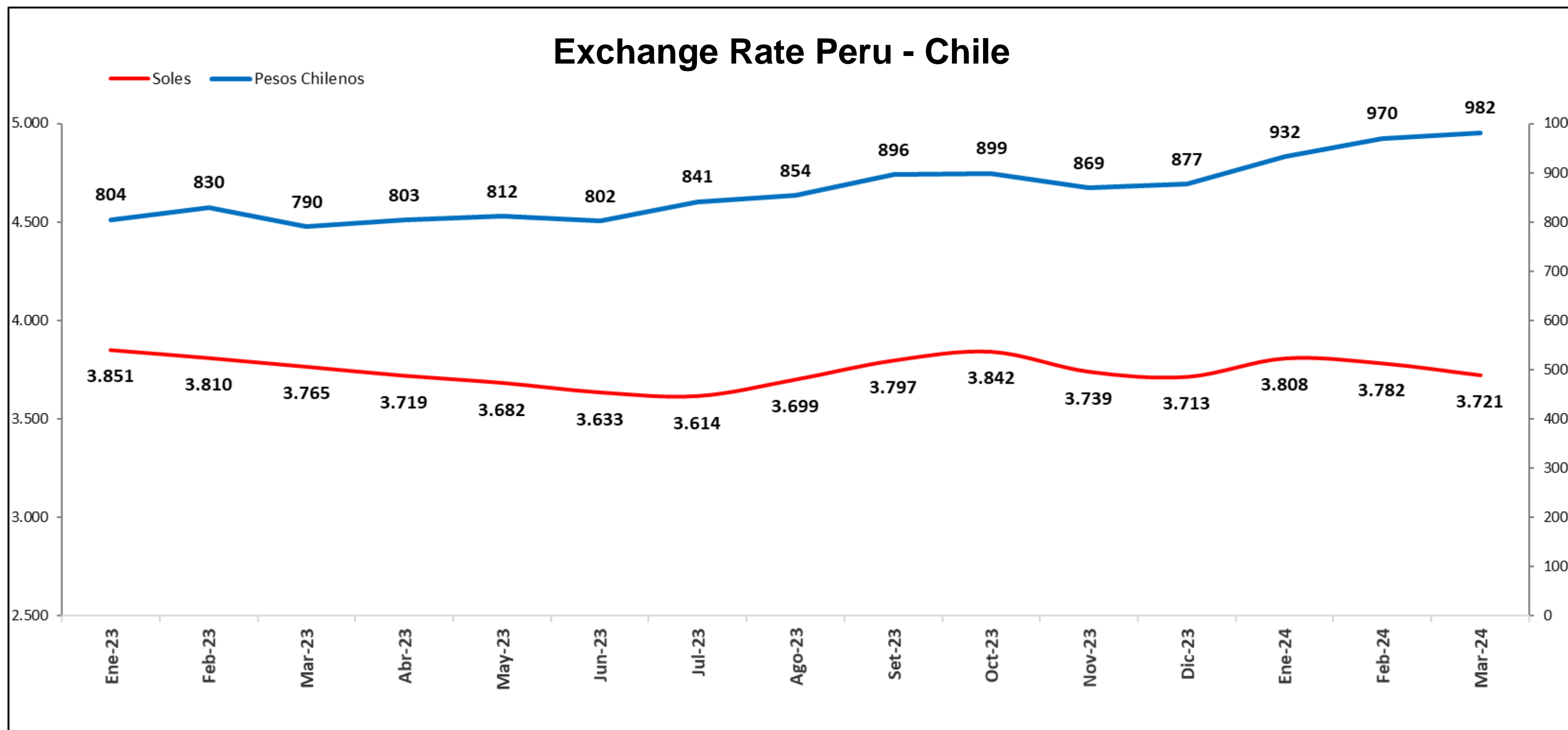
Gross Margin Adj. 1Q 2023 = 28.2%, 1Q 2024 = 26.6%

Operating Margin Adj. 1Q 2023 = 11.6%; 1Q 2024 = 11.3%

Ebitda Margin Adj 1Q 2023 = 15.6% ; 1Q 2024 = 14.9%



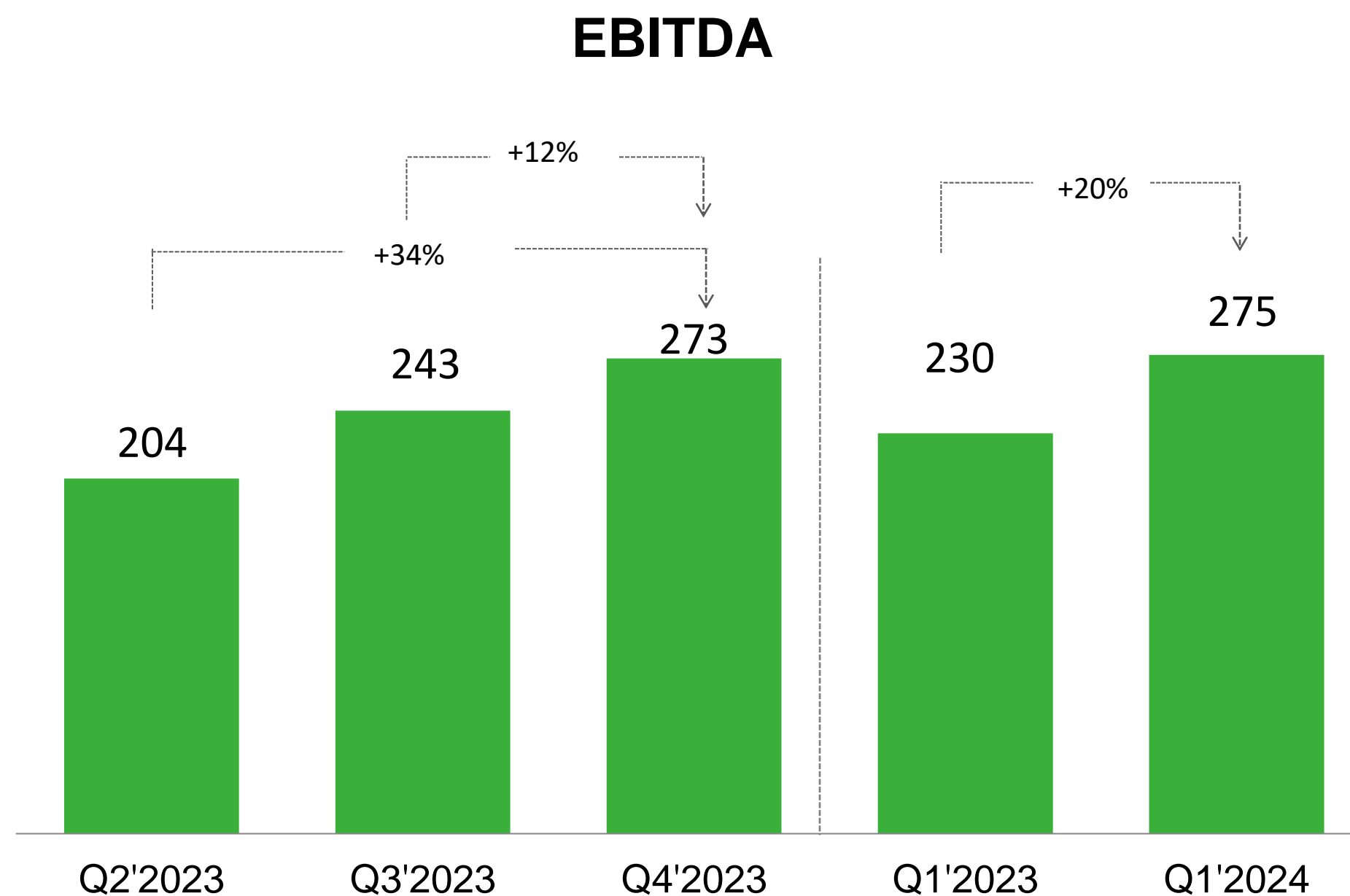
# EVOLUTION OF EXCHANGE RATES





# FINANCIAL HIGHLIGHTS - EBITDA

Million Soles (S/ mm)



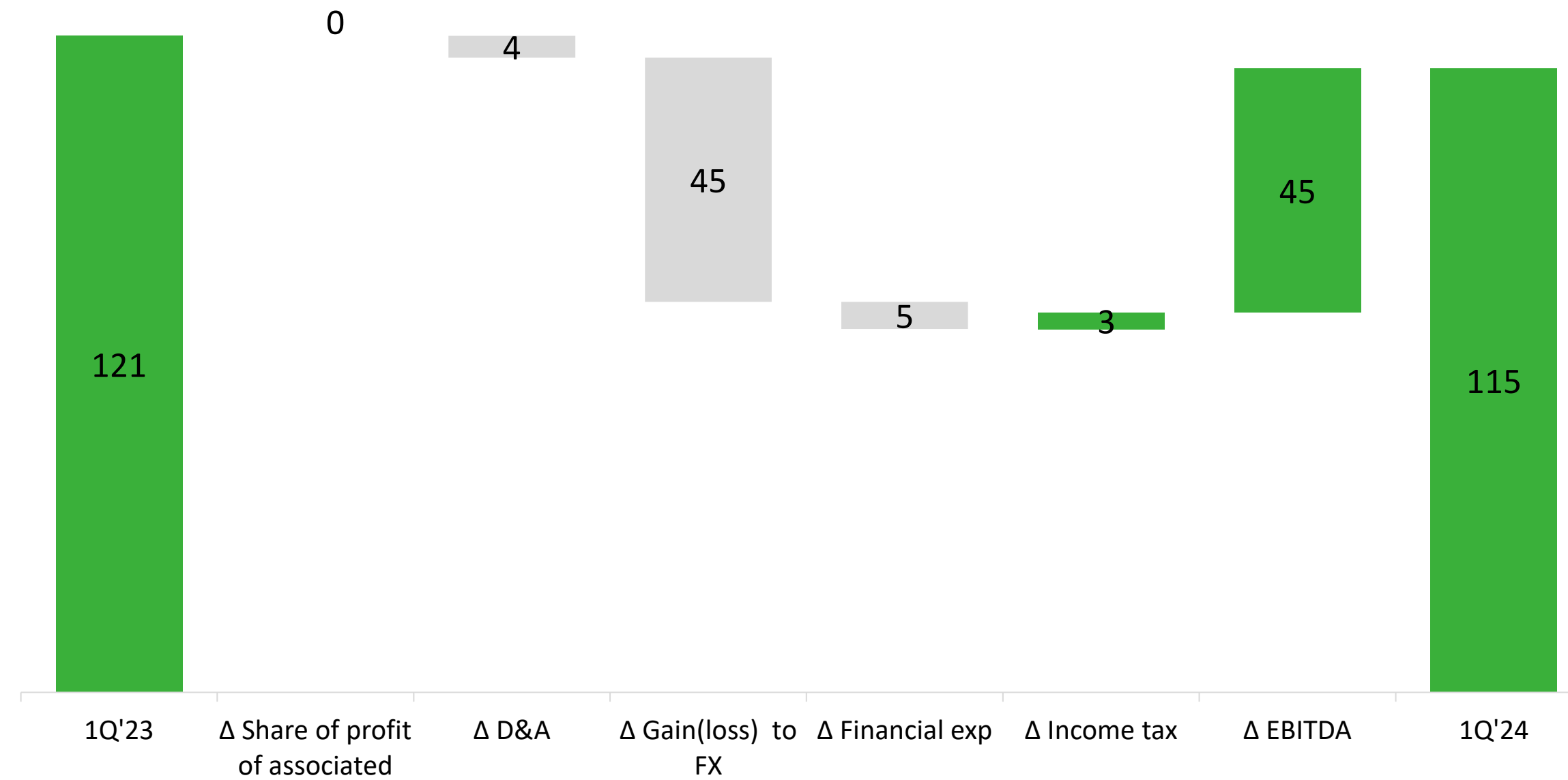




# NET INCOME

Million Soles (S/ mm)

## NET INCOME 1Q23



Positive variations

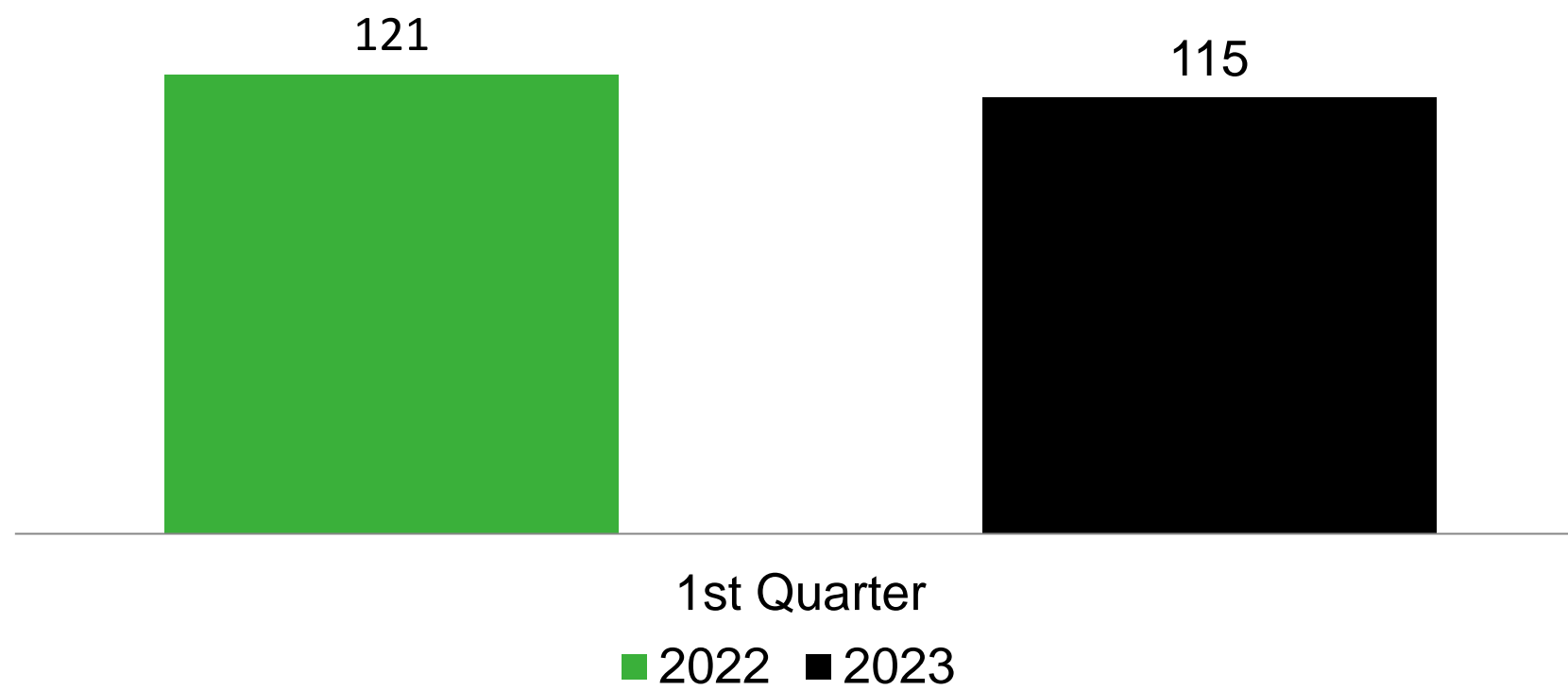
Negative variations



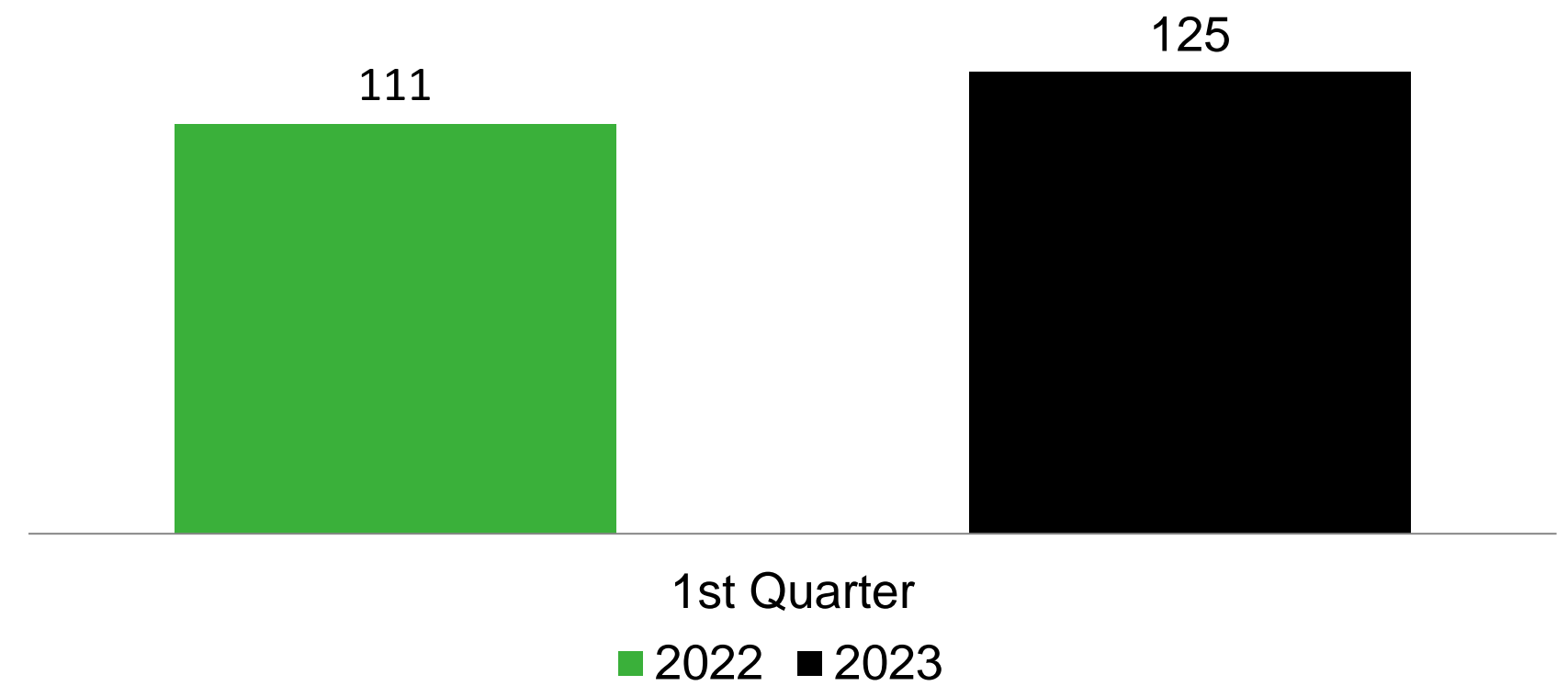
# FINANCIAL HIGHLIGHTS – NET INCOME

Million Soles (S/ mm)

## Net Income



## Adjusted Net Income



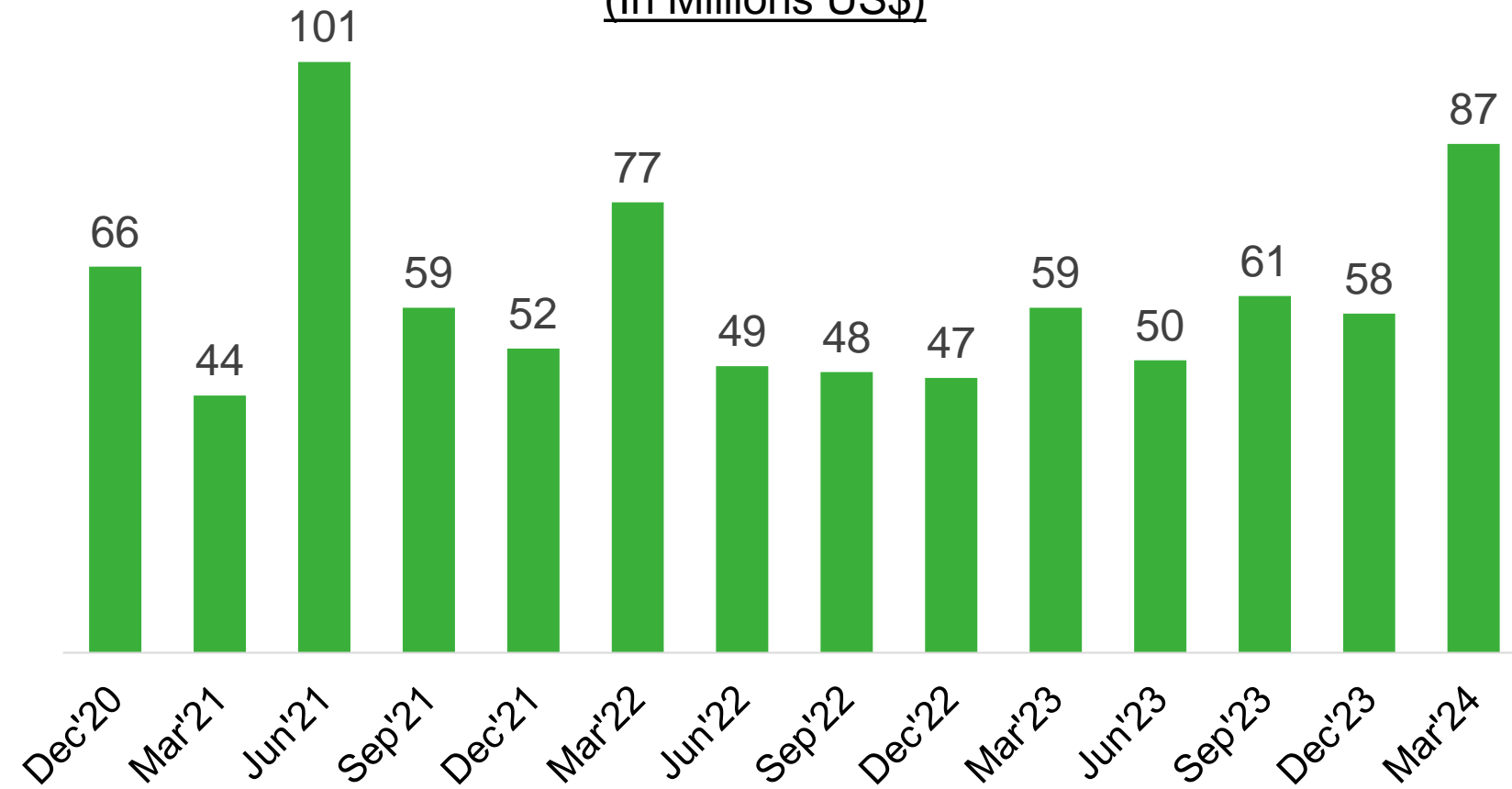


# CASH GENERATION AND LIABILITY MANAGEMENT

In Millions Dollars (US\$ mm)

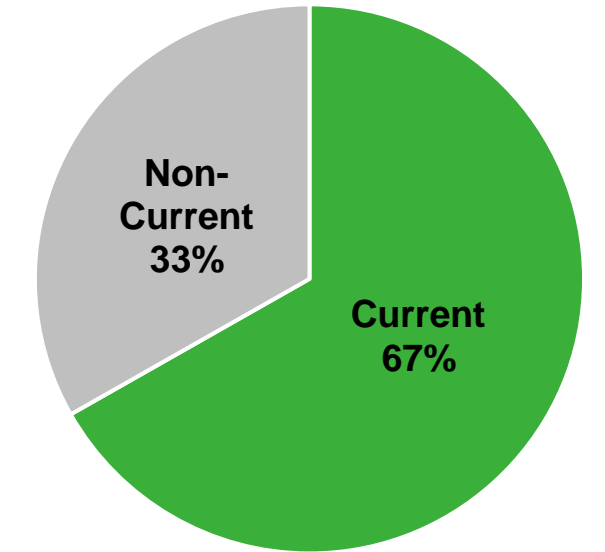
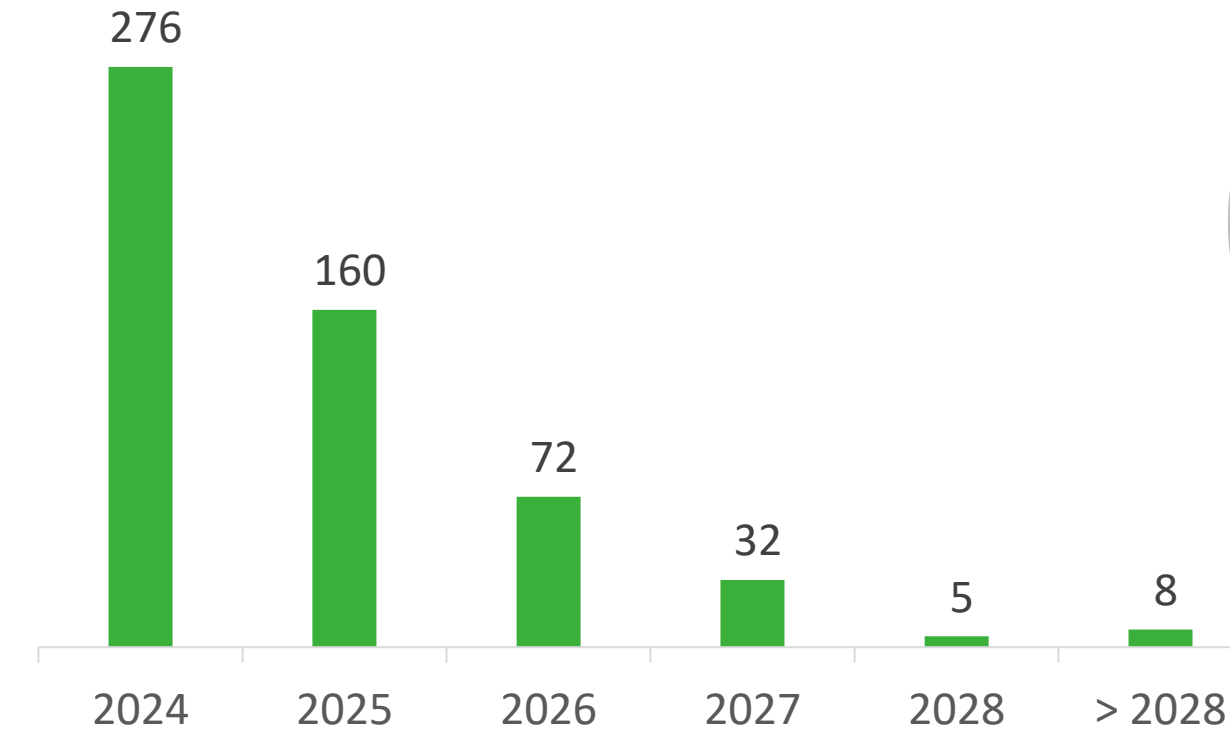
## Cash Balance

(In Millions US\$)



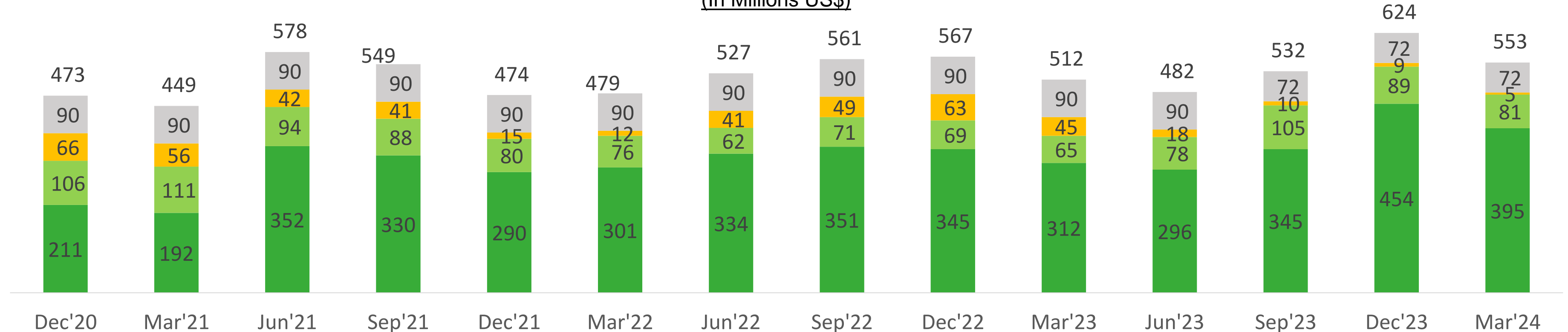
## Debt Maturity and Profile

(In Millions US\$)



## Debt Evolution

(In Millions US\$)

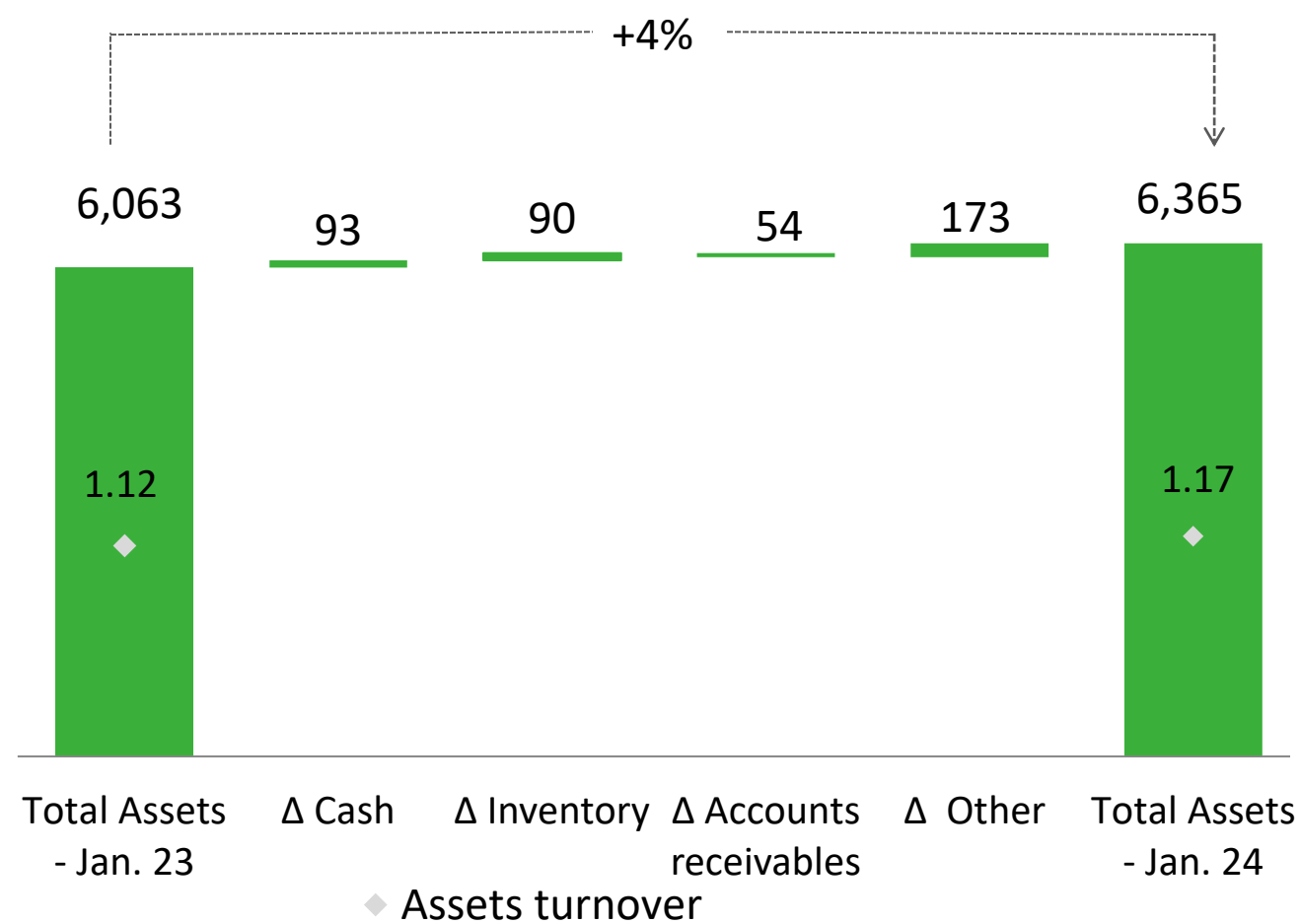




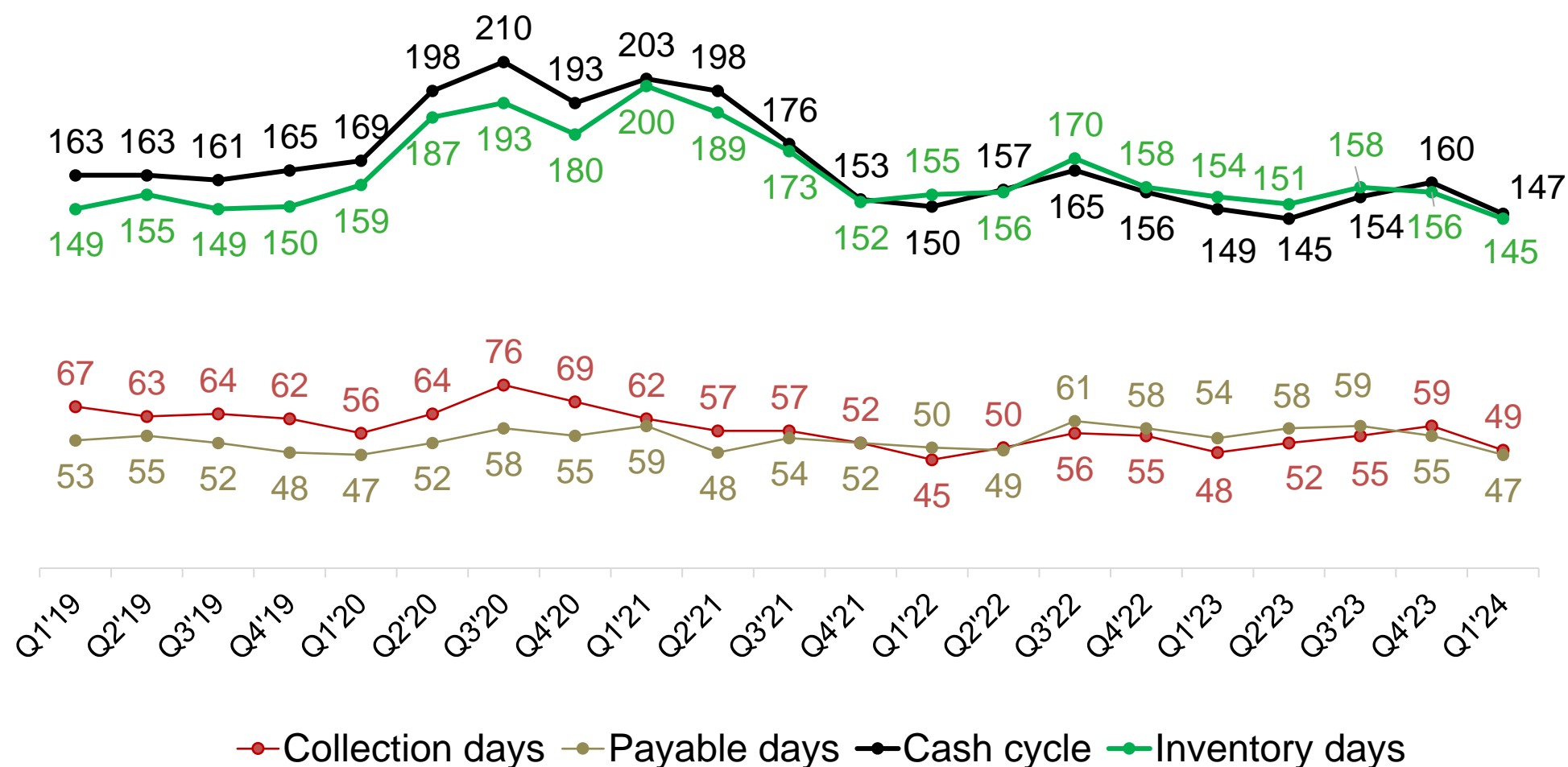
# TOTAL ASSETS AND CASH CYCLE

Million Soles (S/ mm)

## STATE OF FINANCIAL POSITION



## CASH CYCLE



Positive variations  
Negative variations

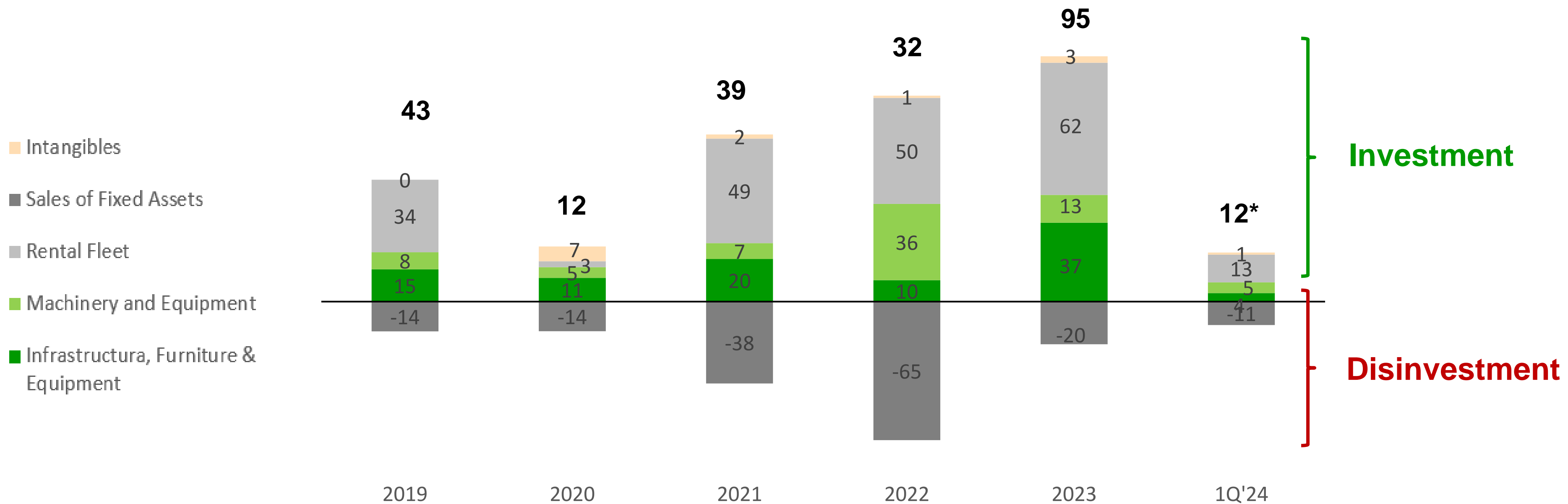






# CAPEX

In millions US\$



- Investment in intangible assets reached US\$ 0.7 million dollars as of March 2023

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

# +ferreycorp

+Ferreyros CAT

UNIMAQ CAT THE RENTAL STORE

Orvisa CAT

GENTRAC CAT

GENERAL DE EQUIPOS CAT

SOLTRAK +

TREX +

MOTORED +

FORBIS LOGISTICS +

FARGO LINE +

SITECH

+Ferenergy