

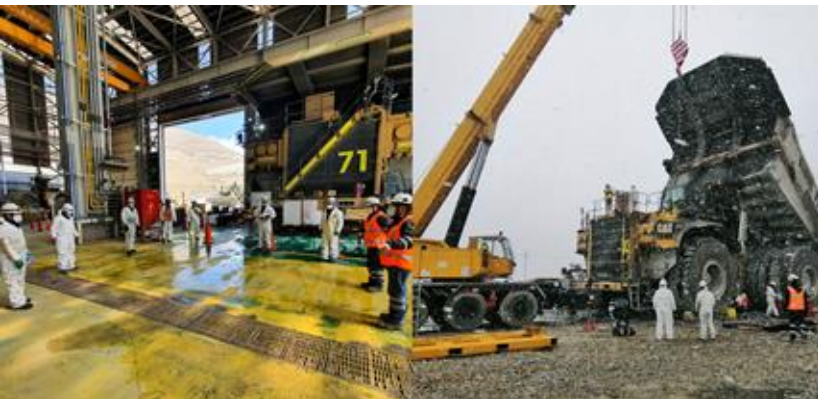
Corporate Presentation

Ferreycorp

November 2022



JUNTOS CREANDO **DESARROLLO**



Overview of the Company



- Ferreycorp was established in 1922 focusing in commercialization of consumption products.
- In 1942 , the company assumes the representation and strategic alliance with Caterpillar Tractor (almost 80 years ago) in Peru and entered the capital goods field.
- In the same decade, aiming to achieve greater market coverage, began its decentralization and the expansion of its footprint: establishes offices in provinces as well as several subsidiaries.
- In 2010 Ferreycorp acquired the Caterpillar dealers in Guatemala, El Salvador and Belize.
- Brands other than Caterpillar in portfolio: Metso, Paus, Chevron, 3M, Good Year, Genie, Terex, Wacker, Carmix.
- Ferreycorp is a proxy of the Peruvian economy and serves all economic sectors: mining, construction, agriculture, fishing, industry, commerce, telecom, oil, transportation.
- Ferreycorp and its subsidiaries have 6,600 employees.

Portfolio Diversification



Thanks to the experience and knowledge acquired with Caterpillar, the corporation and its subsidiaries have established strong long-term relationships with a number of global brands. Ferreycorp has consolidated as a prestigious portfolio of represented brands, becoming the leader in its field.





Ferreycorp Strategy and Capabilities

 **Ferreycorp**

Corporation's Operating Model



Role of Parent Company

STRATEGIC COHERENCE

- ❑ Business vision
- ❑ Strategic planning and definition of the businesses to participate
- ❑ Brands & Positioning
- ❑ Human Resources
- ❑ Control & Supervision

Role of 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 search for synergies

Shared services center

STANDARDIZATION AND EFFICIENCIES

- ❑ Standardization of processes
- ❑ Synergies & efficiencies
- ❑ Non-core processes, back office: legal, audit, human resources, finance, IT.
- ❑ Critical mass for better supplier conditions

Corporate Structure



BVL: FERREYC1

Caterpillar Dealers and Allied Brands in Peru



Caterpillar Dealers and Other Businesses in Central America



Guatemala, Belice



El Salvador



Nicaragua



El Salvador, Honduras

Other Subsidiaries in Peru and Abroad



Chile, Colombia, Ecuador, Perú



Allows achieve diversification



(S/. Million)

Caterpillar Dealers and Allied brands in Peru

Caterpillar Dealers and other businesses in Central America

Other Subsidiaries in Peru and Abroad

Sales

1,330

171

190

% of Total Sales

79%

10%

11%

EBITDA

249

19

0.2

% of Total EBITDA

92.8%

7.1%

0.1%

EBITDA Margin

18.7%

11.1%

11.4%

of employees

5,123

759

1,037

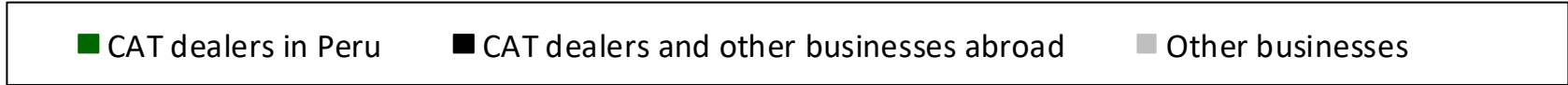
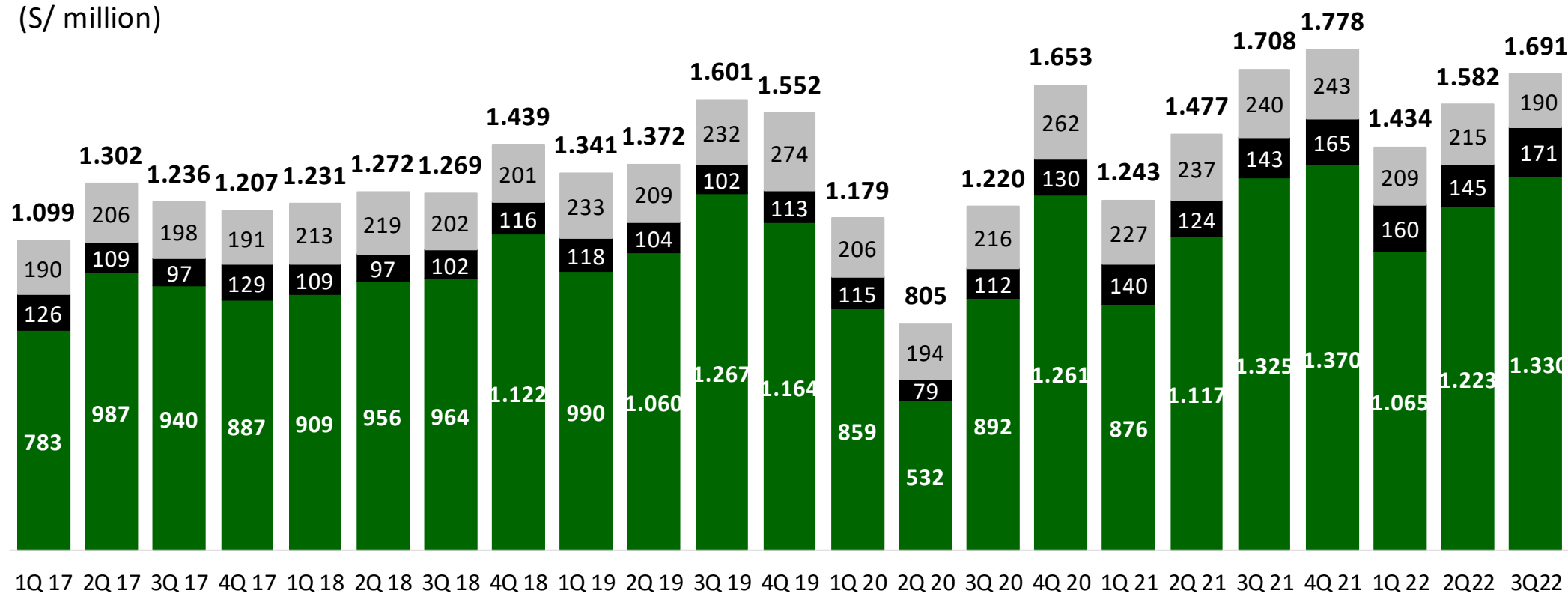
Sales by Group of Subsidiaries



Sales by Group of Subsidiaries

(In million S/)

Sales by Group of Subsidiaries
(S/ million)



Ferreycorp Strategy



BUSINESS PILLARS

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

ENABLERS

Analytics, digital and agility	Development of Data Management and Analytics capabilities, transversal to the organization
Synergies	Maintain and continue developing commercial synergies. Value creation without losing segmentation and specialization. Shared services between companies.
Talent Development	Ongoing training and development to strengthen skills Have digital, analytical and agility capabilities Ensure alignment between performance and strategy

Key Capabilities developed over the years



Long-term strategic alliances. Access to best practices, Xcellence programs.

Market coverage

Unmatched supply chain and logistics capabilities

Excellence in after market with experienced technicians and accumulated data

Financial strength and funding sources

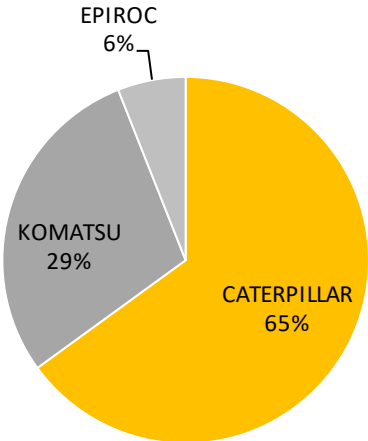
Innovation and technology

Ethics and compliance, Corporate Governance and Sustainability

With a strong market share in order to take all the market opportunities

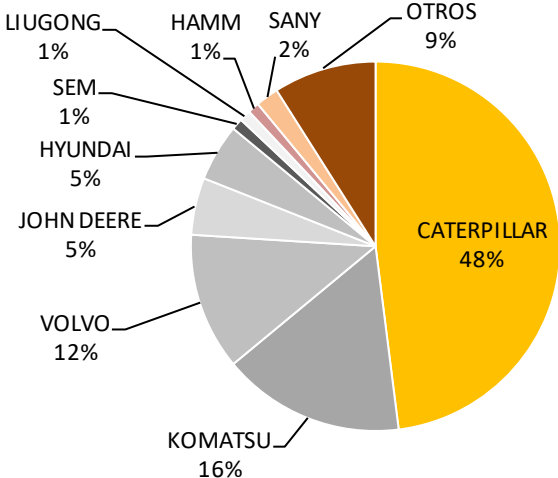


Open pit mining



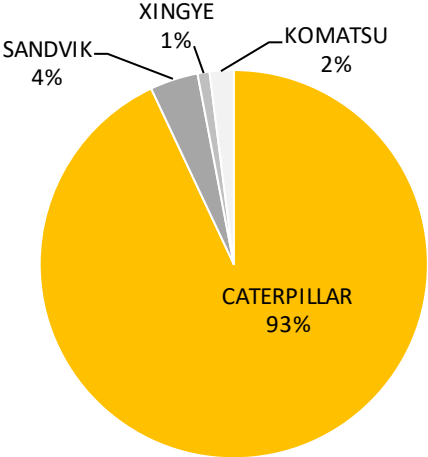
In units
Rolling 12 mo, Set 2022

Heavy construction



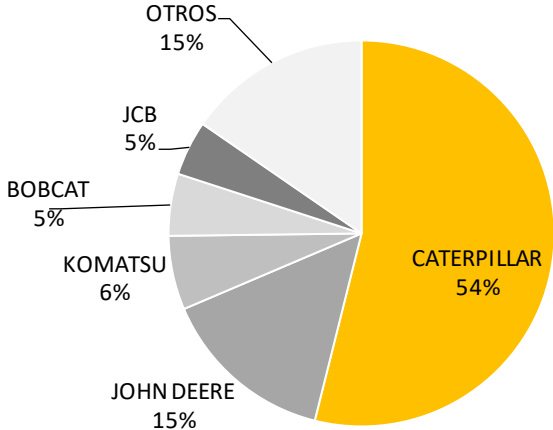
US\$ FOB
Rolling 12 mo, Set 2022

Underground mining



US\$ FOB
Rolling 12 mo, Set 2022

General construction

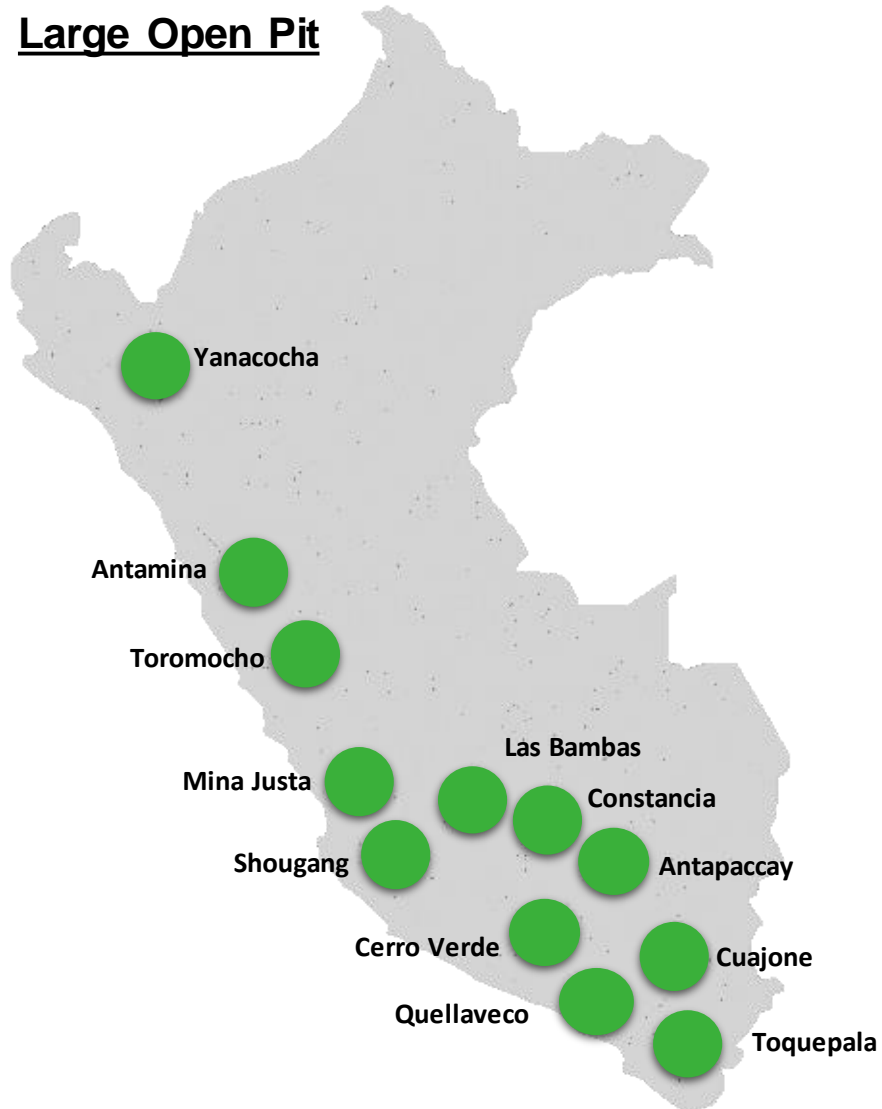


US\$ FOB
Rolling 12 mo, Set 2022

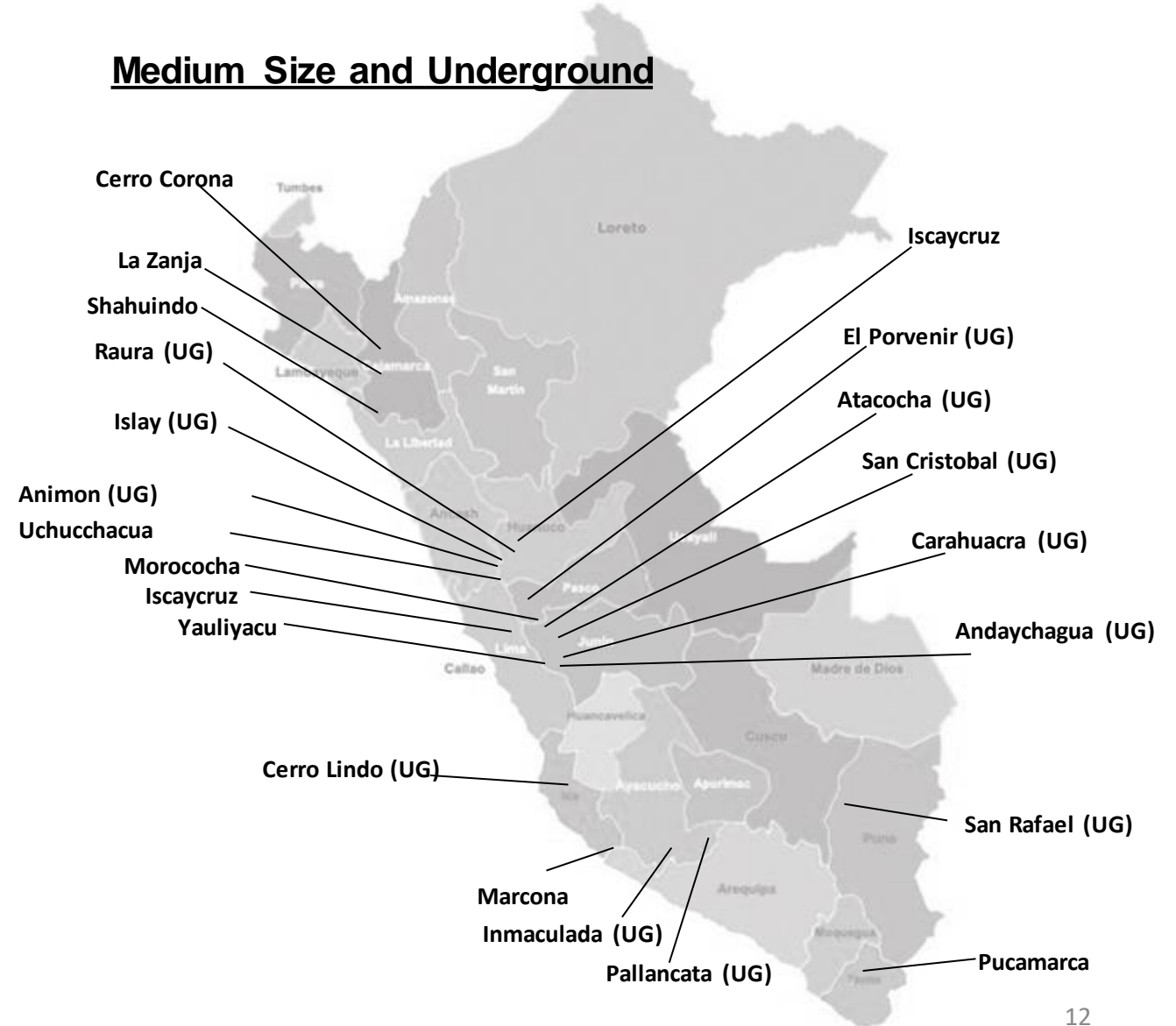
Supported by current Mining customers: *50% of sales*



Large Open Pit



Medium Size and Underground



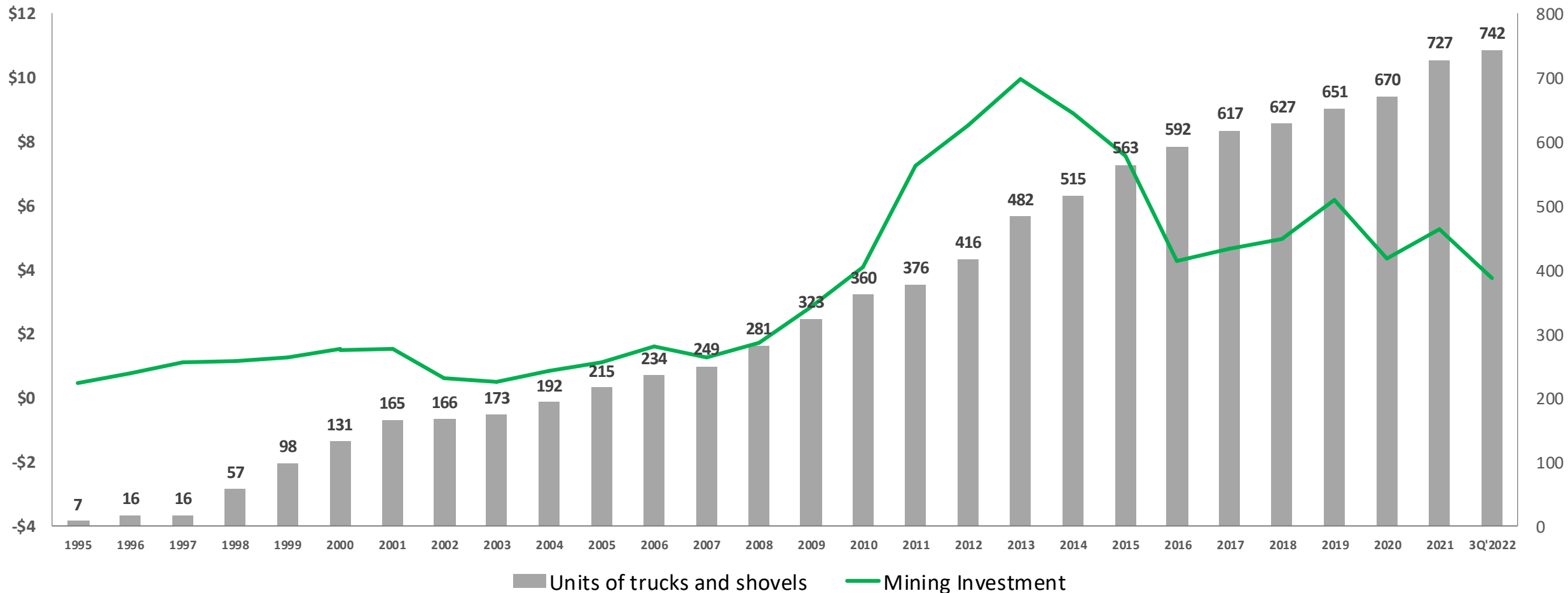
Increasing Caterpillar mining trucks and shovels population over the years



Caterpillar Mining Trucks and Shovels Population

Mining Investment
US\$ Bn

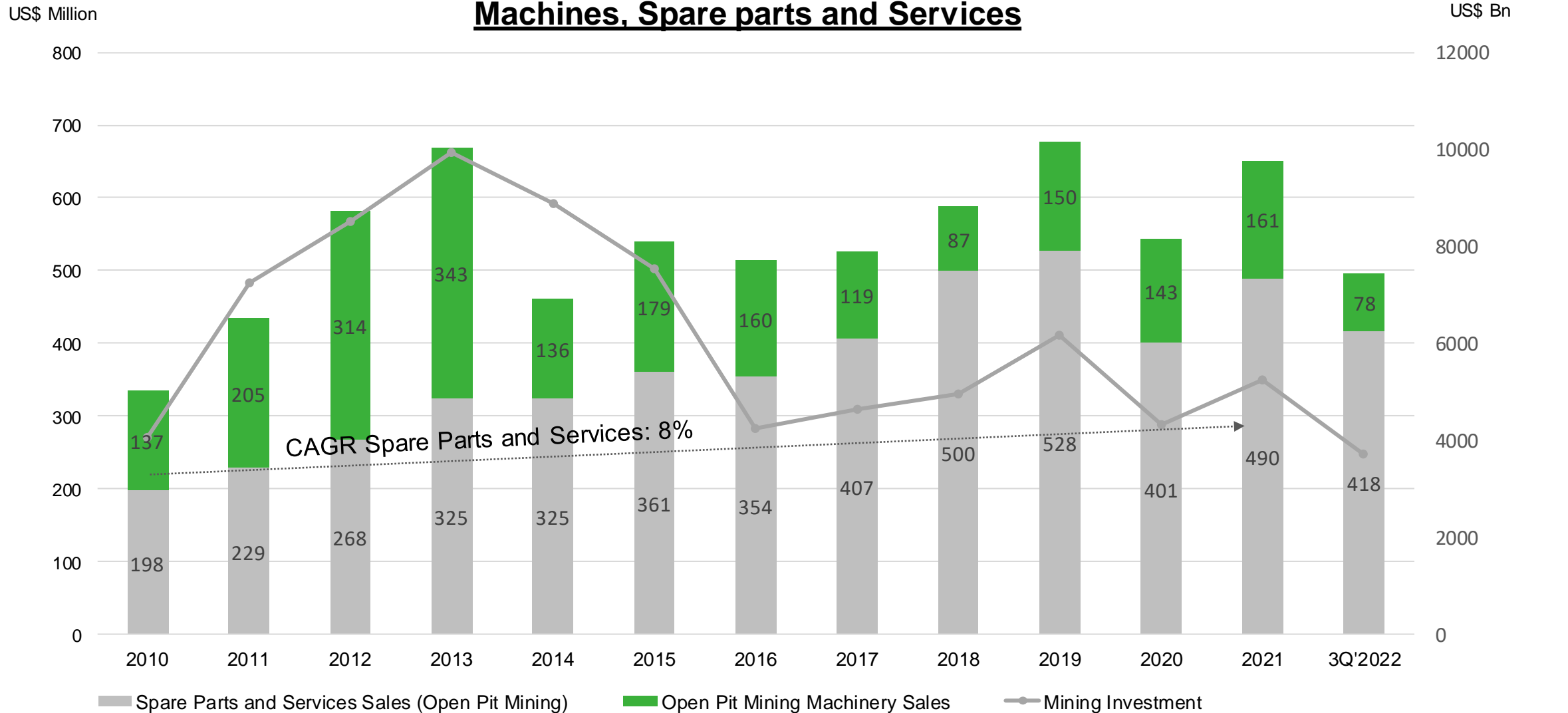
Units



Leverage our sales



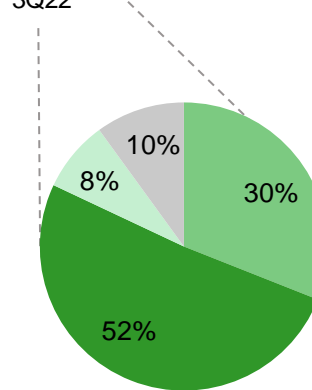
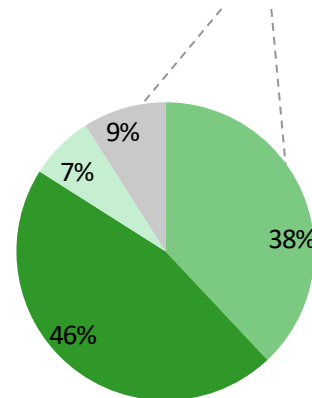
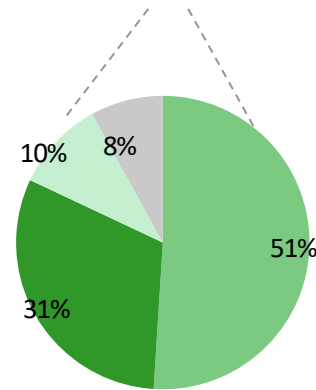
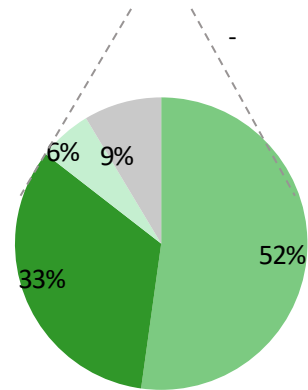
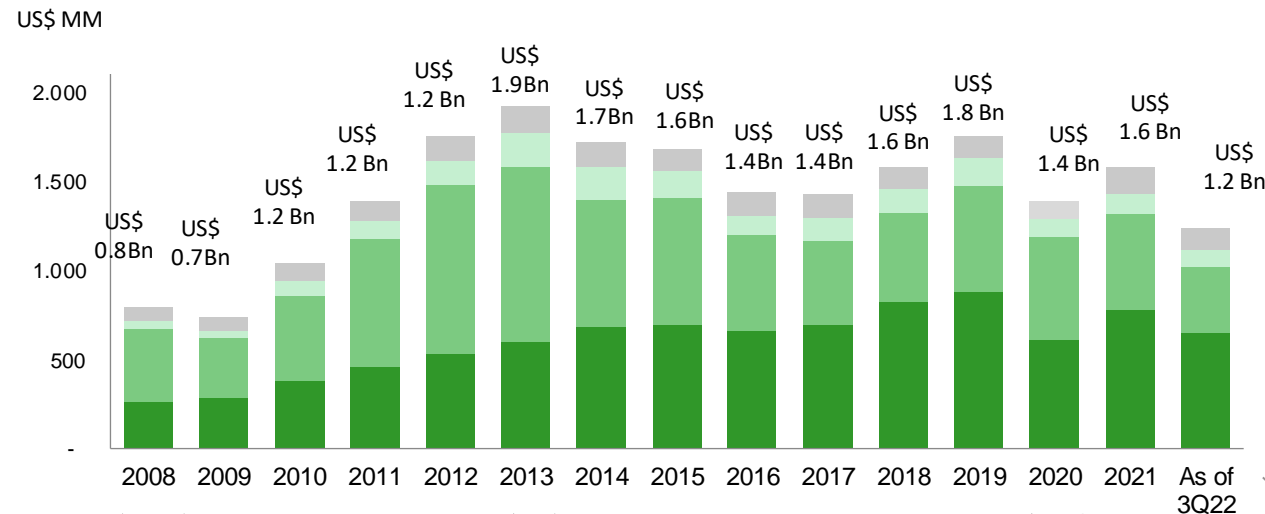
Open Pit Mining Sales Machines, Spare parts and Services



Resilient Business Model



Sales by Business Line



- Machinery
- Spare parts and services
- Rental and used
- Others

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

(* Other lines include: logistic businesses, lubricants and consumables.

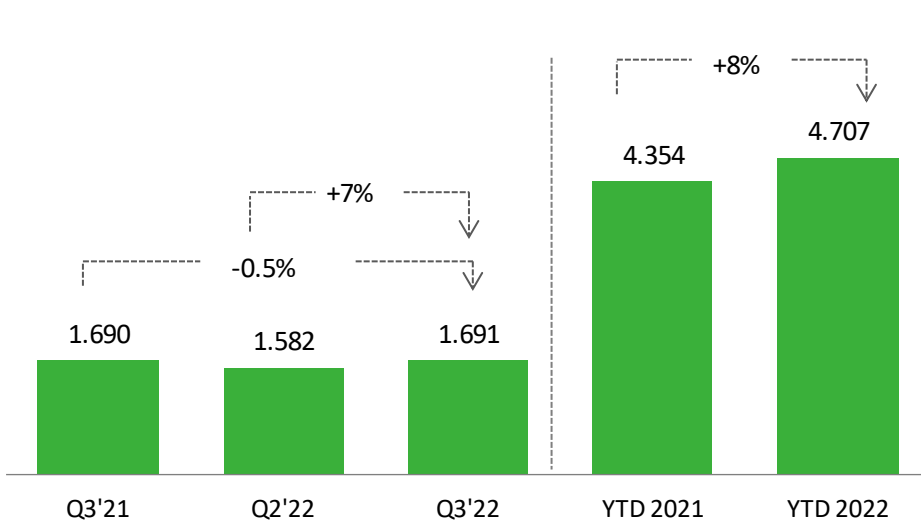
Gross Margin Adj. 3Q2021 = 24.5%, 3Q 2022 = 27.1%
 Operating Margin Adj. 3Q 2021 = 11.4% ; 3Q 2022 = 11.3%
 Ebitda Margin Adj 3Q 2021 = 15.2% ; 3Q 2022 = 14.7%

Reflected in strong financial results

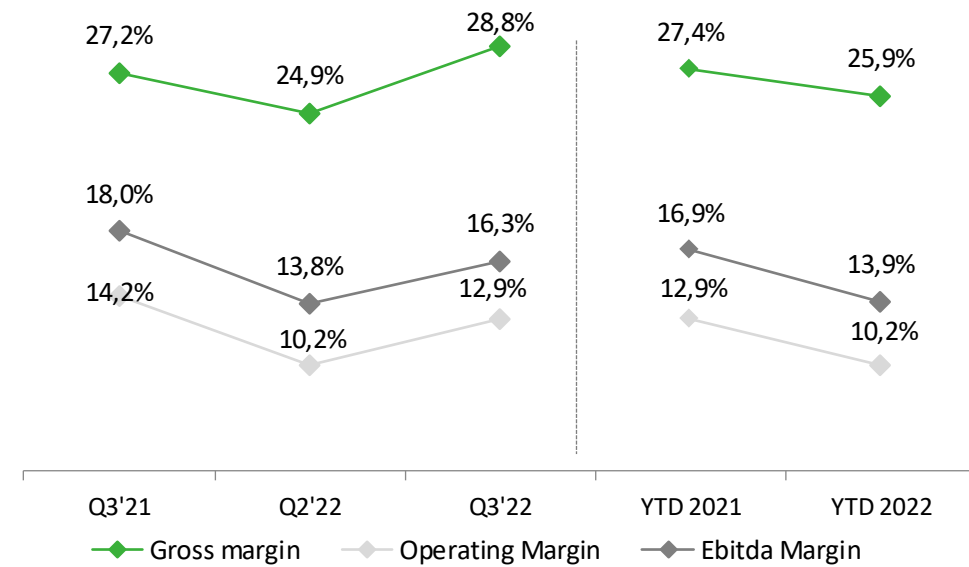


Million soles (S/ mm)

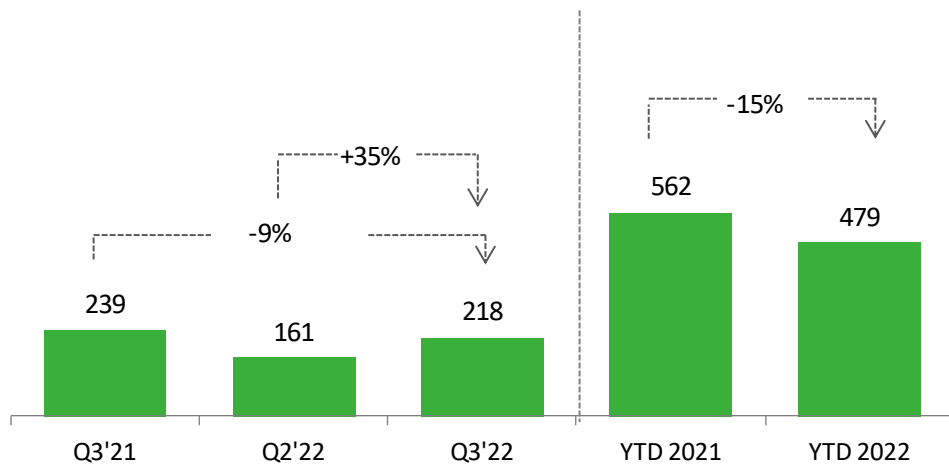
Sales



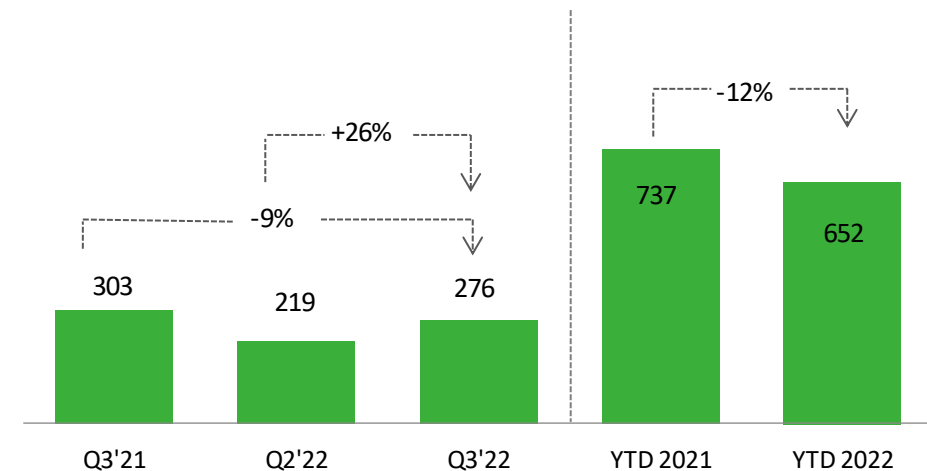
Margins



Operating Profit



EBITDA

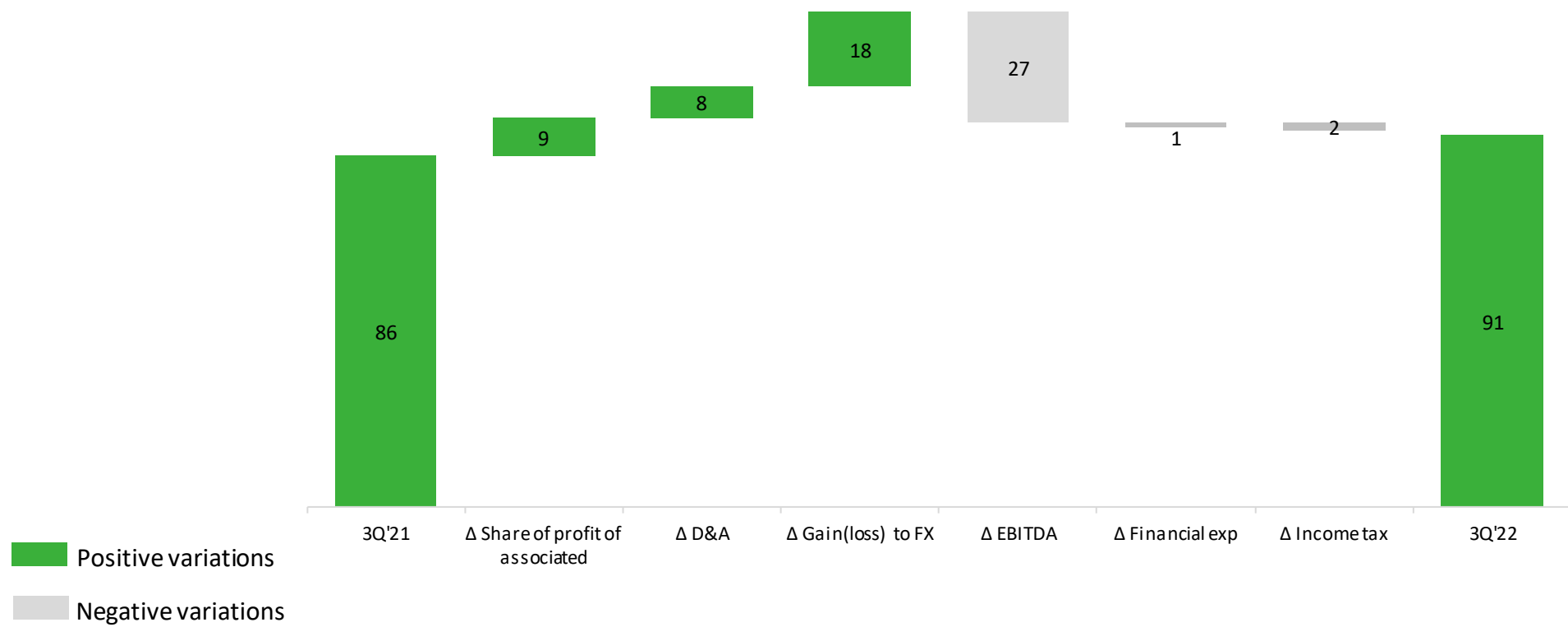


NET INCOME

In Million Soles (S/ mm)



NET INCOME 3Q2022

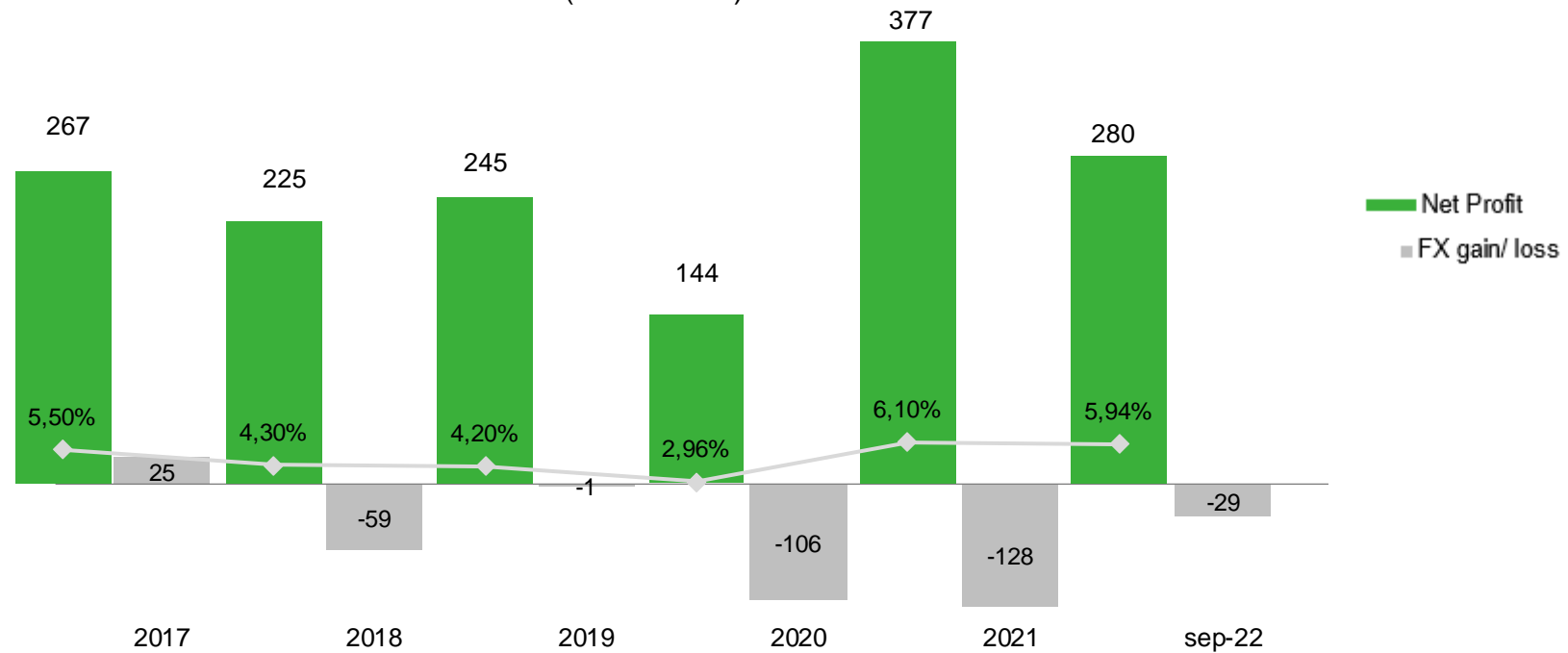


Net Profit impacted by FX Loss



Net Profit, Margin and FX Loss

(In million S/)



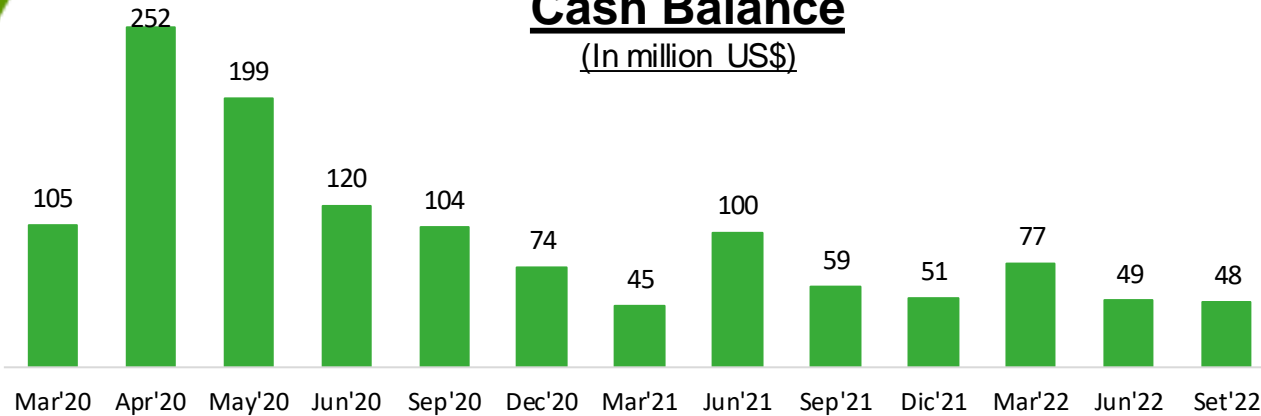
FX losses as of September 2022: S/ 29.7 million

Liquidity and working capital trends



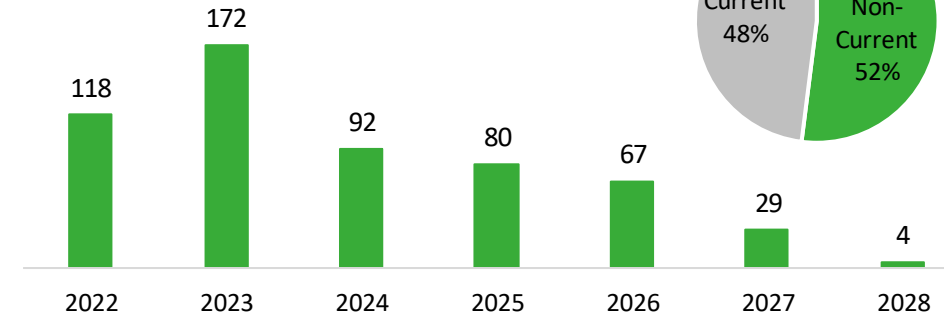
Cash Balance

(In million US\$)



Debt Maturity

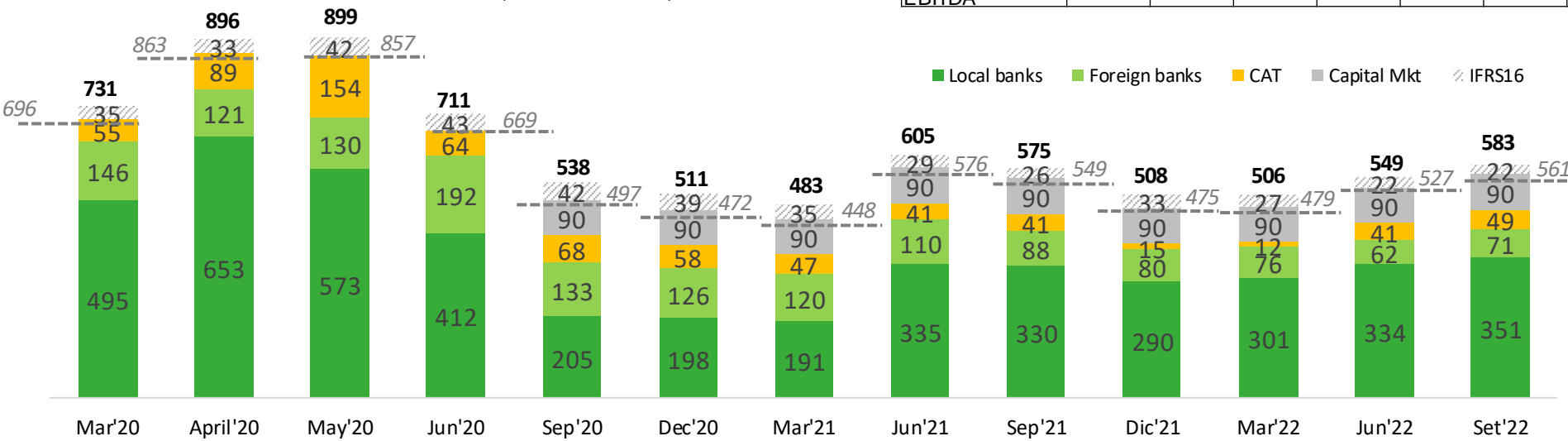
(In million US\$)



Debt

(In million US\$)

Ratios	Mar-20	Jun-20	Set-20	Dic-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Set-22
Net debt / EBITDA	3.35	4.05	3.19	2.64	2.48	2.31	2.15	1.78	1.60	1.99	2.28
Adj. Debt / EBITDA	2.5	3.22	3.07	2.37	1.88	1.68	1.65	1.77	1.53	1.48	1.85

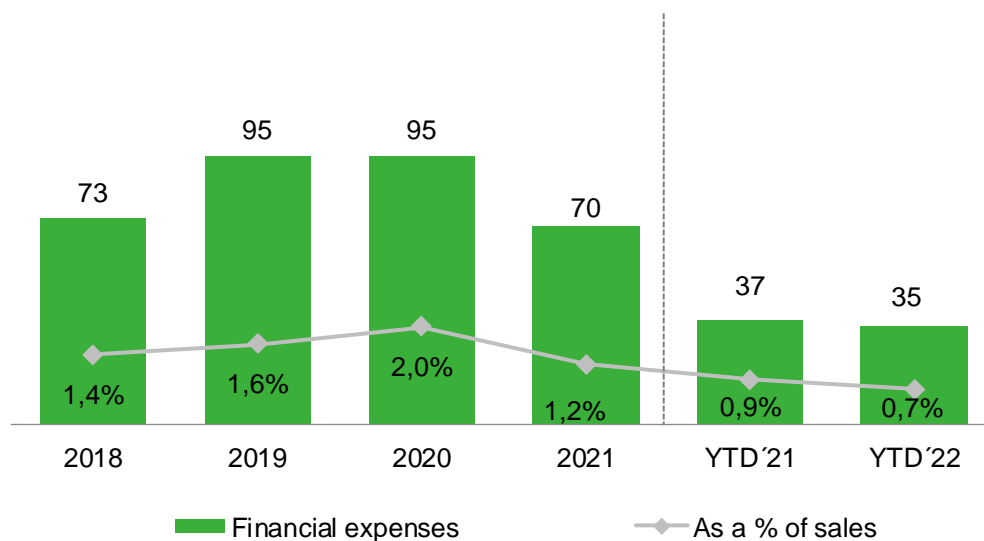


Financial expenses and controlled average cost of debt

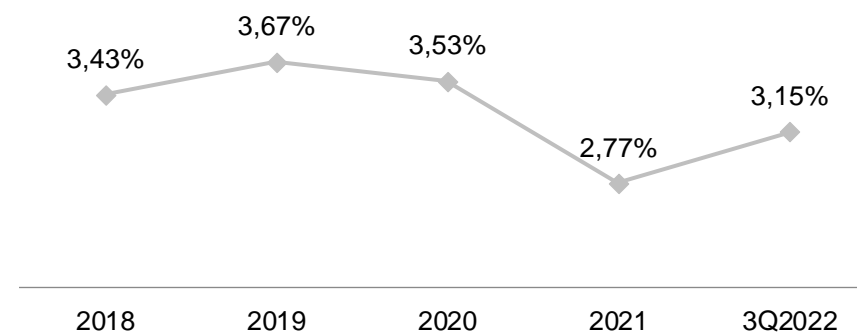


Financial Expenses

(In million S/)



Average cost of debt

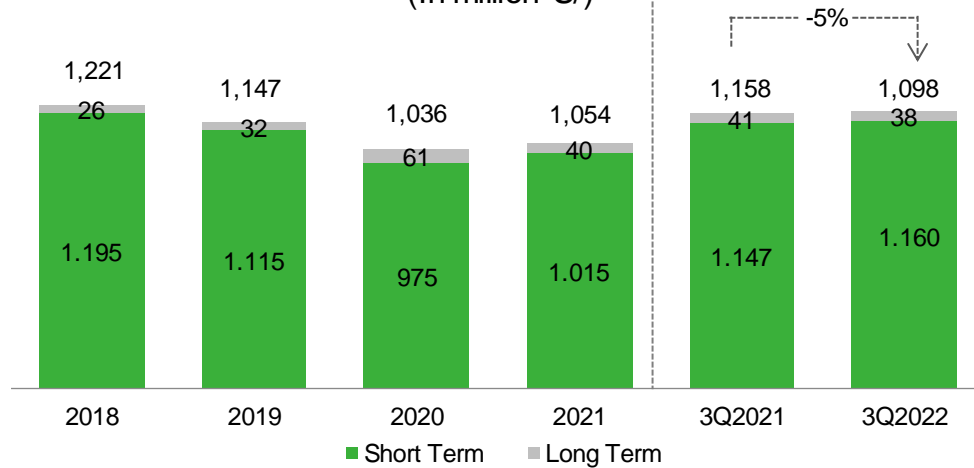


Controlling main assets and CAPEX



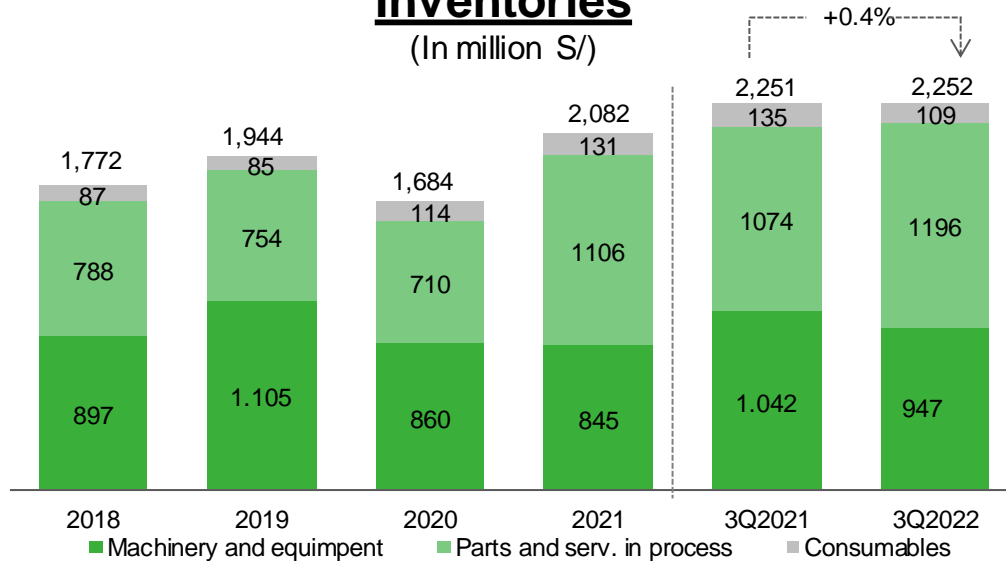
Account Receivables

(In million S/)



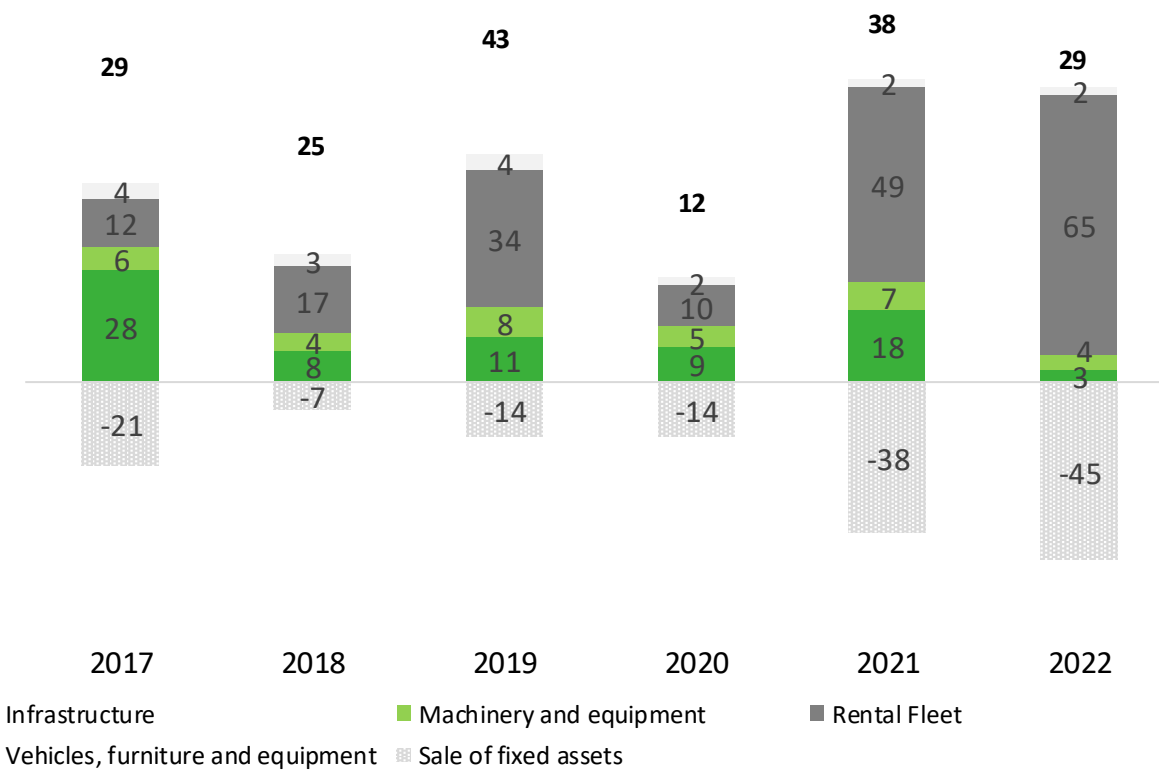
Inventories

(In million S/)



Capex

(In million US\$)



- Investment in intangible assets reached US\$0.35 million dollars as of September 2022

Important Investment in Assets



Total Assets

(In million S/)

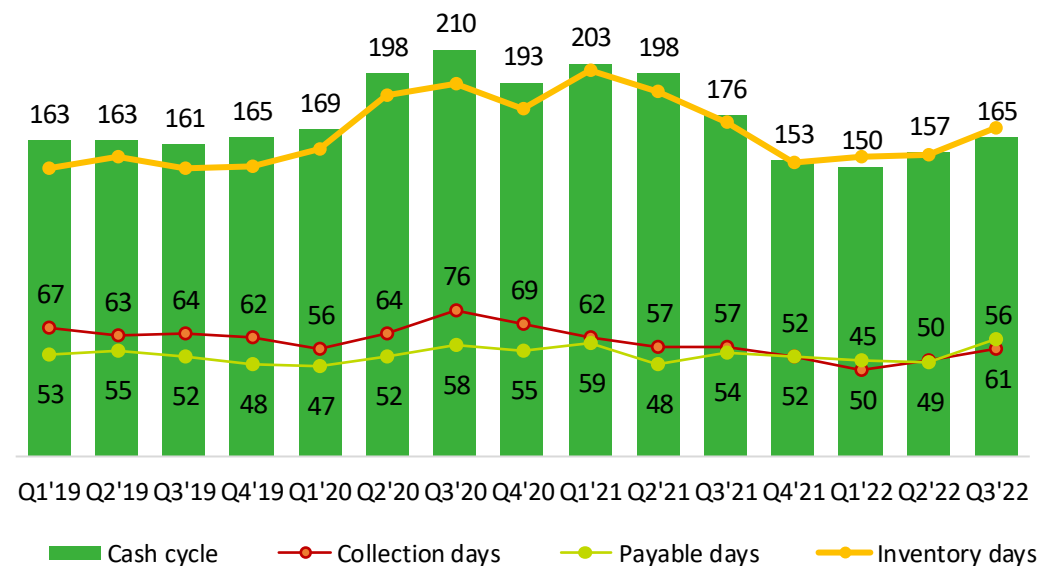


Positive variations

Negative variations

Cash Cycle

(Days)



Legend: Cash cycle (Green bar), Collection days (Red line), Payable days (Yellow line), Inventory days (Orange line)



Sustainability Program



SUSTAINABILITY

Positive Relations with all Stakeholders

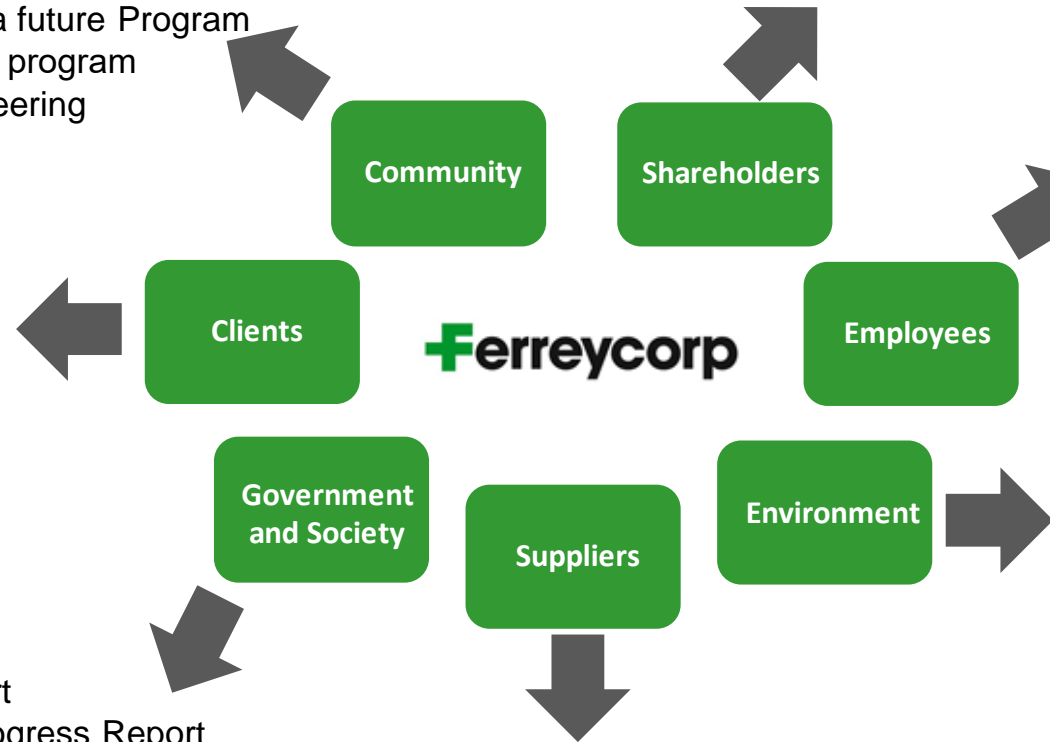


- Ferreycorp Association.
- Ferreyros' Heavy Equipment Operators Club
- Think Big Program
- Youngsters with a future Program
- "Works for taxes" program
- Corporate volunteering

- Good Corporate Governance Principles
- Respect for the rights of shareholders
- Transparent and timely delivery of information
- Effective representation through a Board of Directors

- Health care, safety and working conditions
- Training and professional development
- Value and respect for diversity
- Labor Inclusion Program
- Personal & Family Growth

- Long-term and mutually beneficial business relationships
- High-quality products and services, specialized attention by sector.
- Continuous monitoring of customer satisfaction and claims
- Marketing & Com. policies

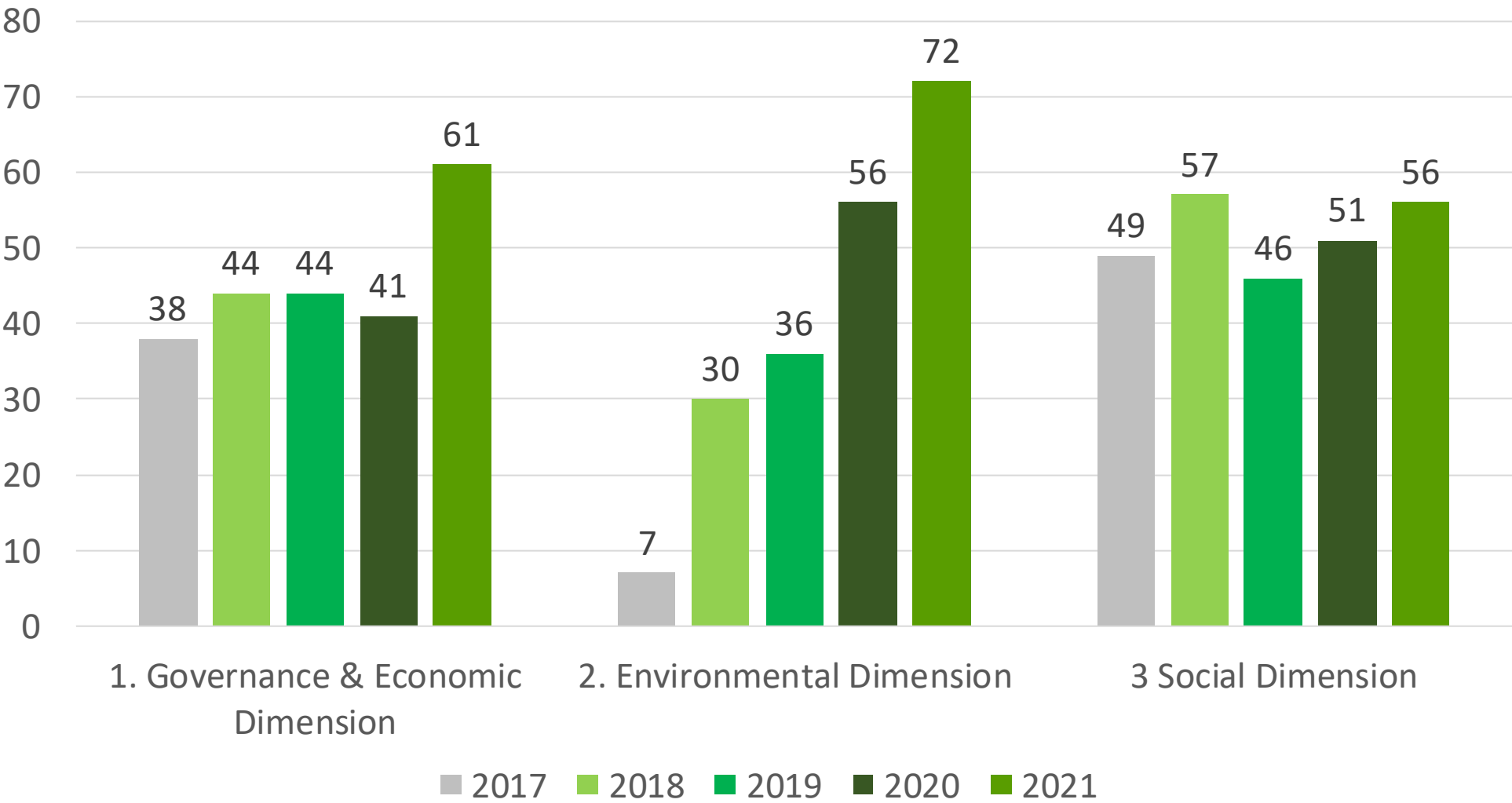


- Sustainability Report
- Global Compact Progress Report
- Socially Responsible Company Distinctive

- Environmental management system based on ISO 14001 Standard
- Environmental Management Programs: planning, training and awareness, operational control and verification
- Carbon Footprint Measurement

- Recruitment policy: transparency and fair treatment
- Preference for suppliers based on: quality of the product or service, price, terms of delivery, treatment to personnel, implementation of security programs.
- ABE between providers
- Committee of Carriers that share good practices

Dow Jones Results 2017-2021 by Dimension



+ferreycorp