

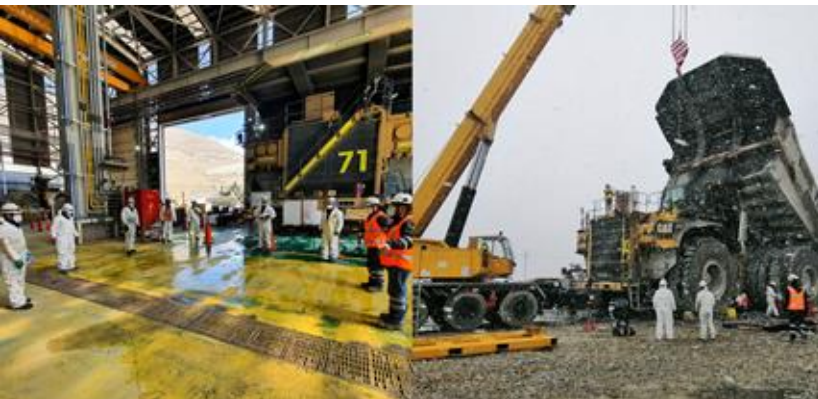
Corporate Presentation

Ferreycorp

February 2023



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 7,023 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 strategy

Business 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



El Salvador, Honduras

Other Subsidiaries in Peru and Abroad



Chile, Colombia, Ecuador, Perú



Results achieved by the organization



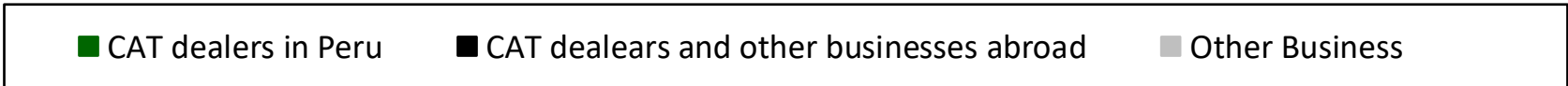
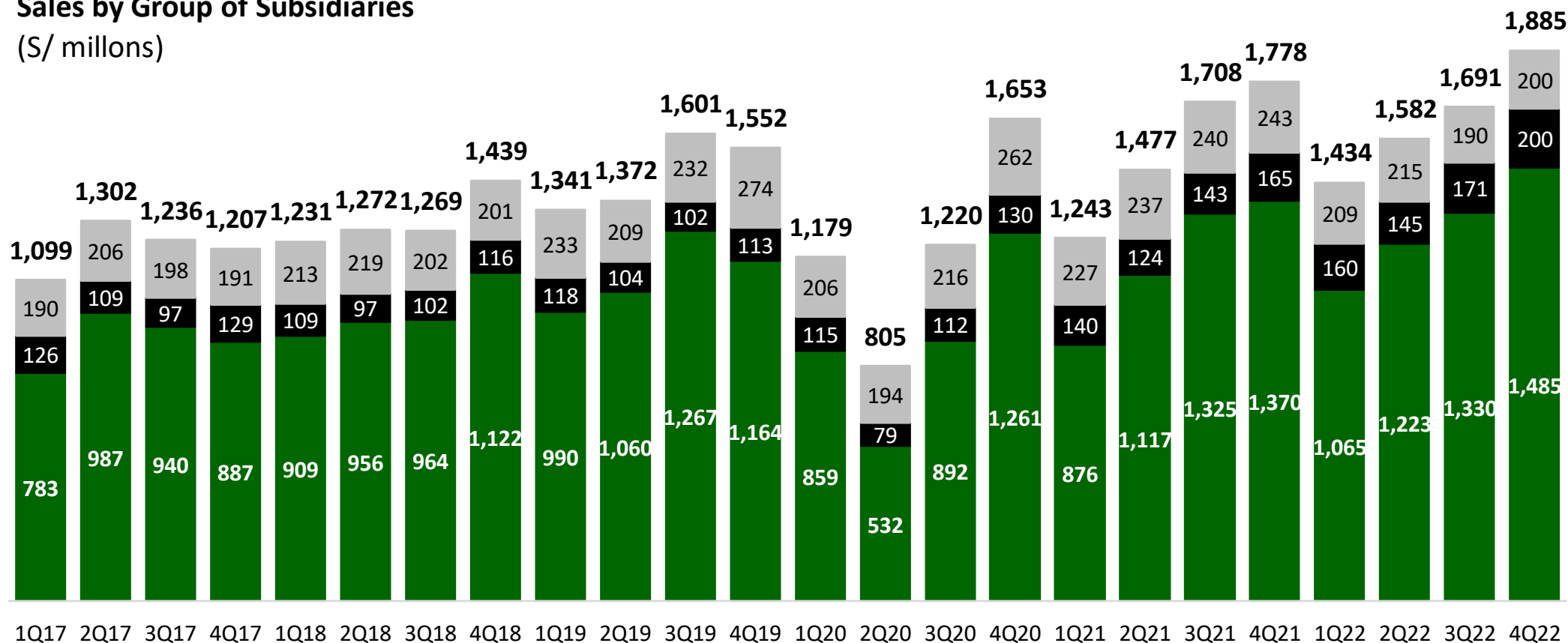
(S/. Million)	Caterpillar Dealers and Allied brands in Peru	Caterpillar Dealers and other businesses in Central America	Other Subsidiaries in Peru and Abroad
Sales	5,102	677	814
<i>% of Total Sales</i>	77.4%	10.3%	12.3%
EBITDA	748	91	80
<i>% of Total EBITDA</i>	81.4%	9.9%	8.7%
EBITDA Margin	14.7%	13.4%	9.8%
# of employees	5,247	1,023	753

Sales by Group of Subsidiaries



Sales by Group of Subsidiaries

Sales by Group of Subsidiaries
(S/ millions)



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

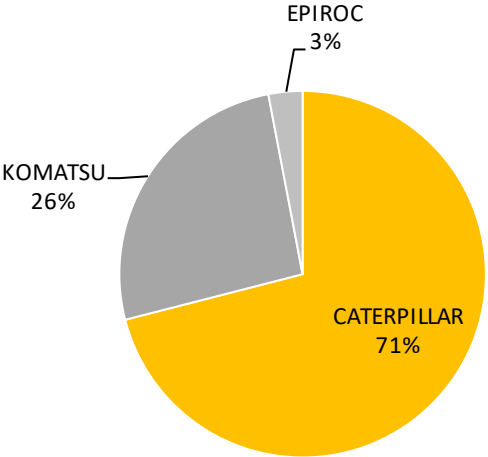
Innovation and technology

Ethics and compliance, Corporate Governance and Sustainability

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

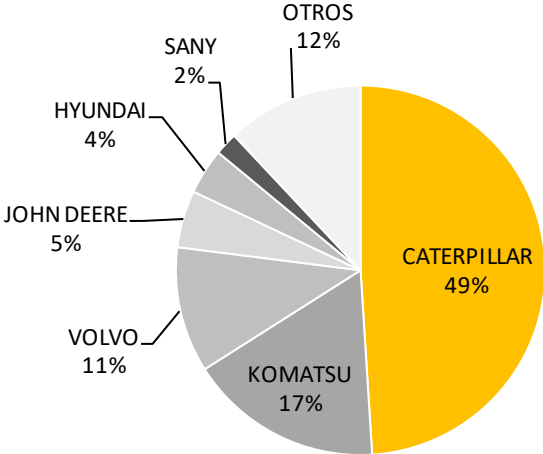


Open pit mining



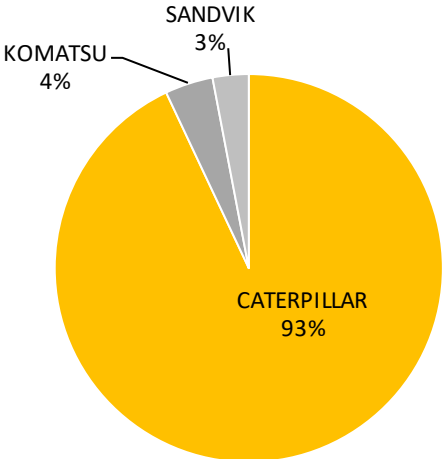
In Units
Rolling 12 mo, Dec 2022

Heavy construction



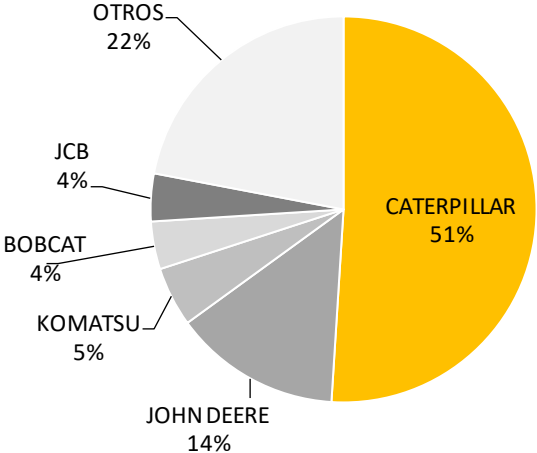
US\$ FOB
Rolling 12 mo, Dec 2022

Underground mining



US\$ FOB
Rolling 12 mo, Dec 2022

General construction

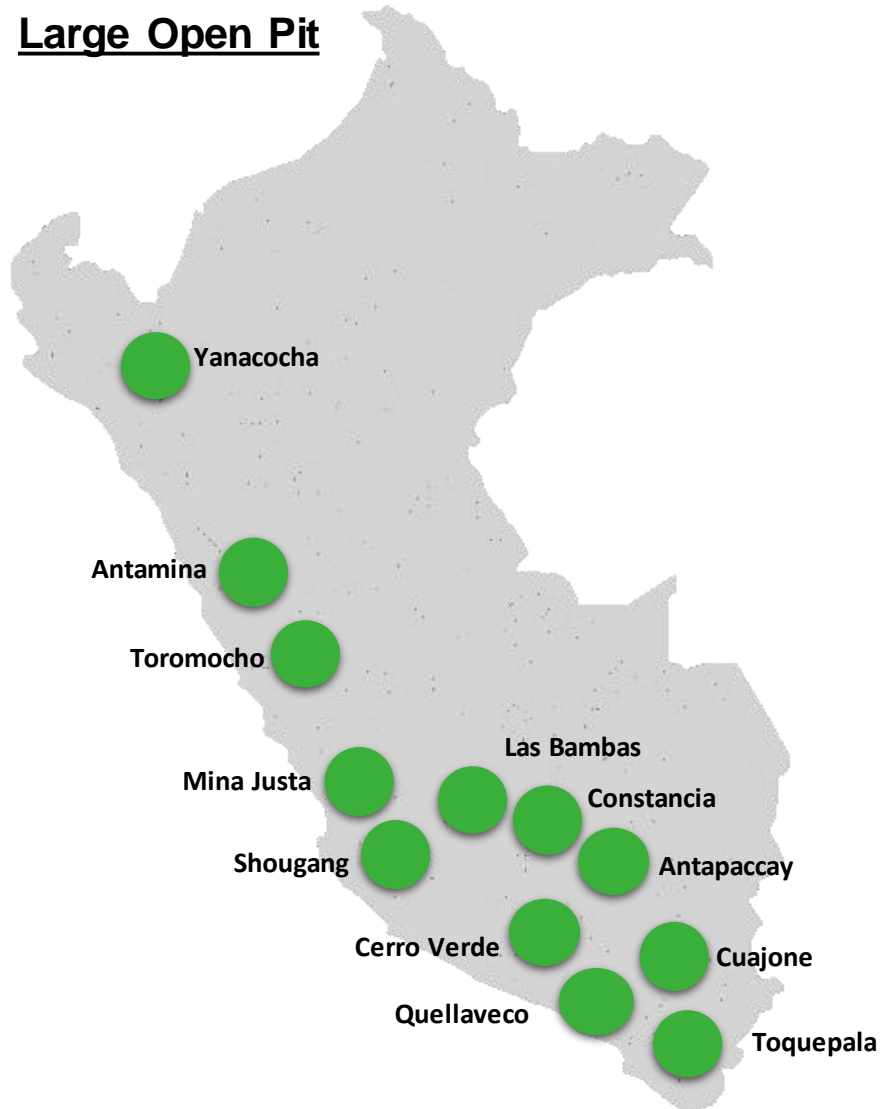


US\$ FOB
Rolling 12 mo, Dec 2022

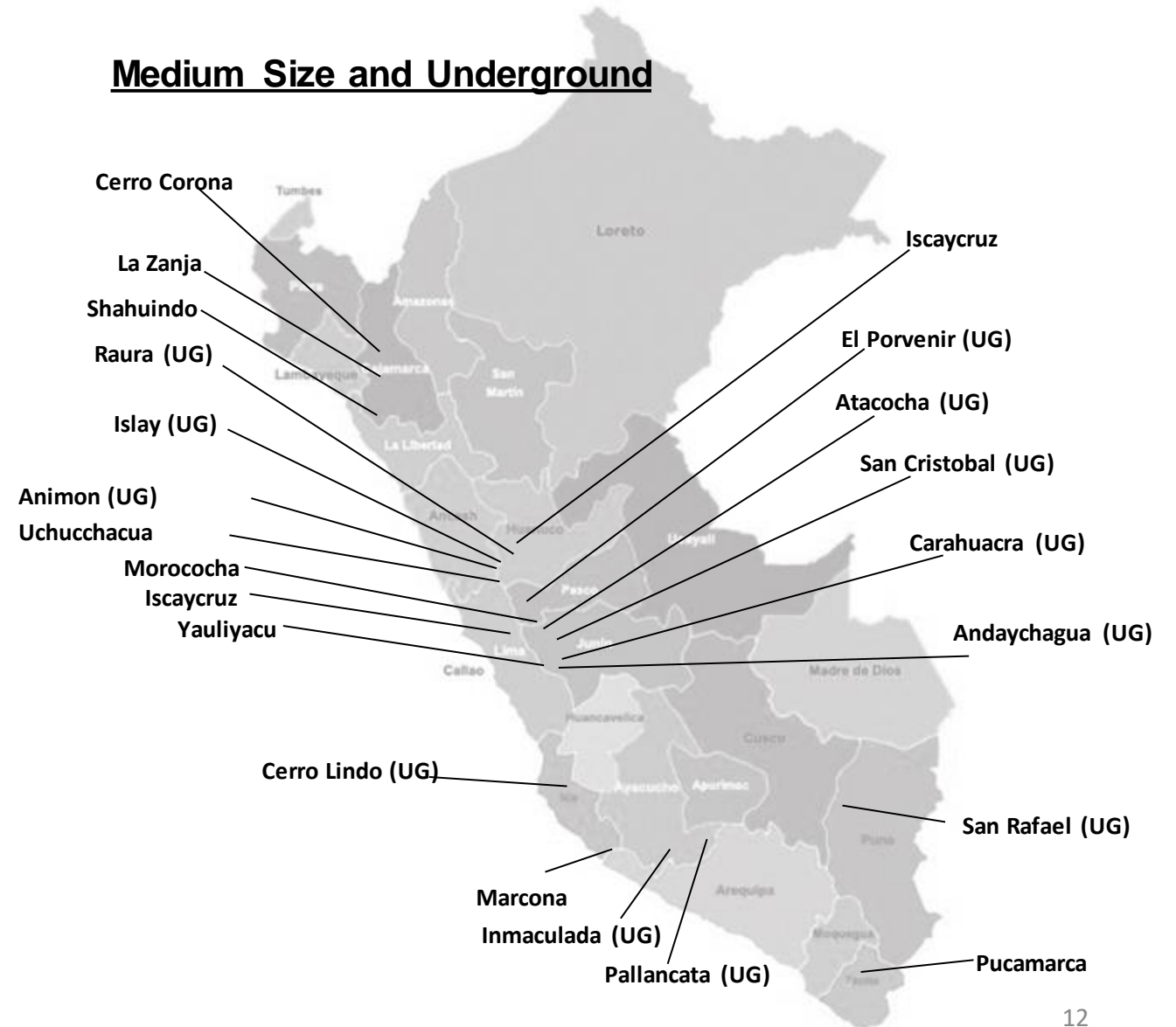
Supported by current Mining customers: *50% of sales*



Large Open Pit



Medium Size and Underground



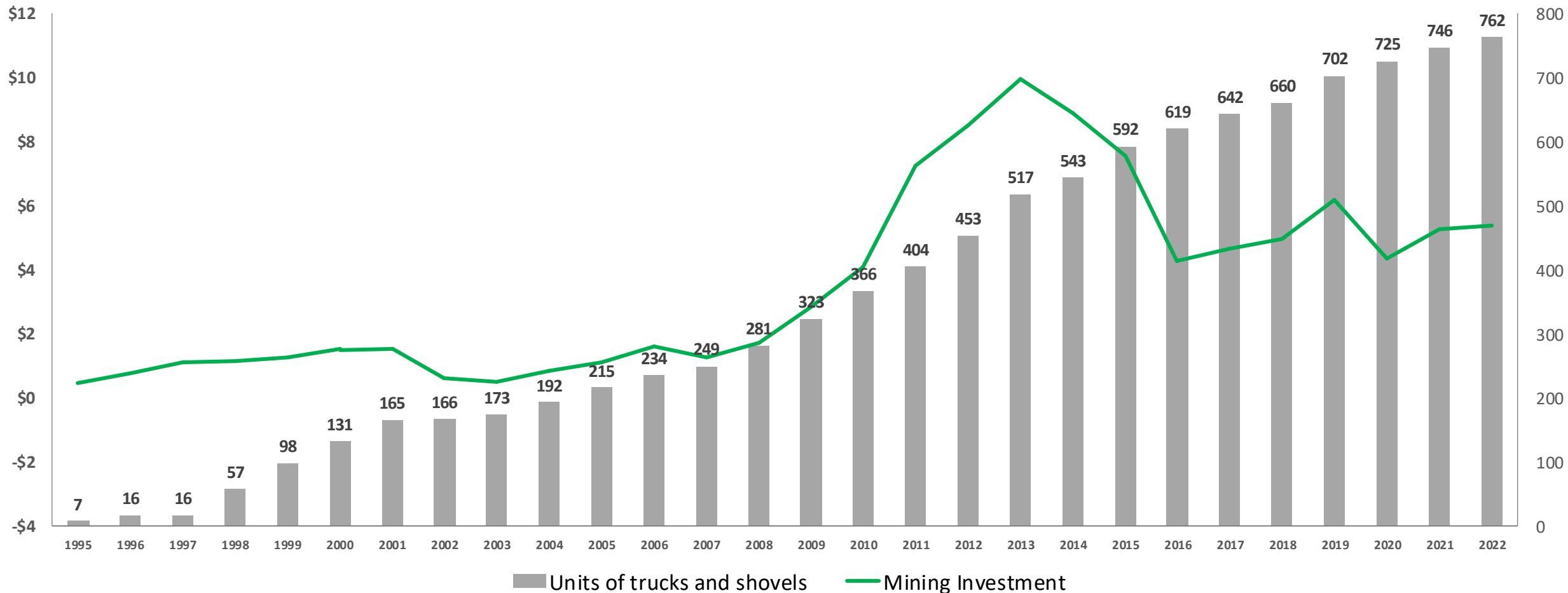
Increasing Caterpillar mining trucks and shovels population over the years



Caterpillar Mining Trucks and Shovels Population

Mining Investment
US\$ Bn

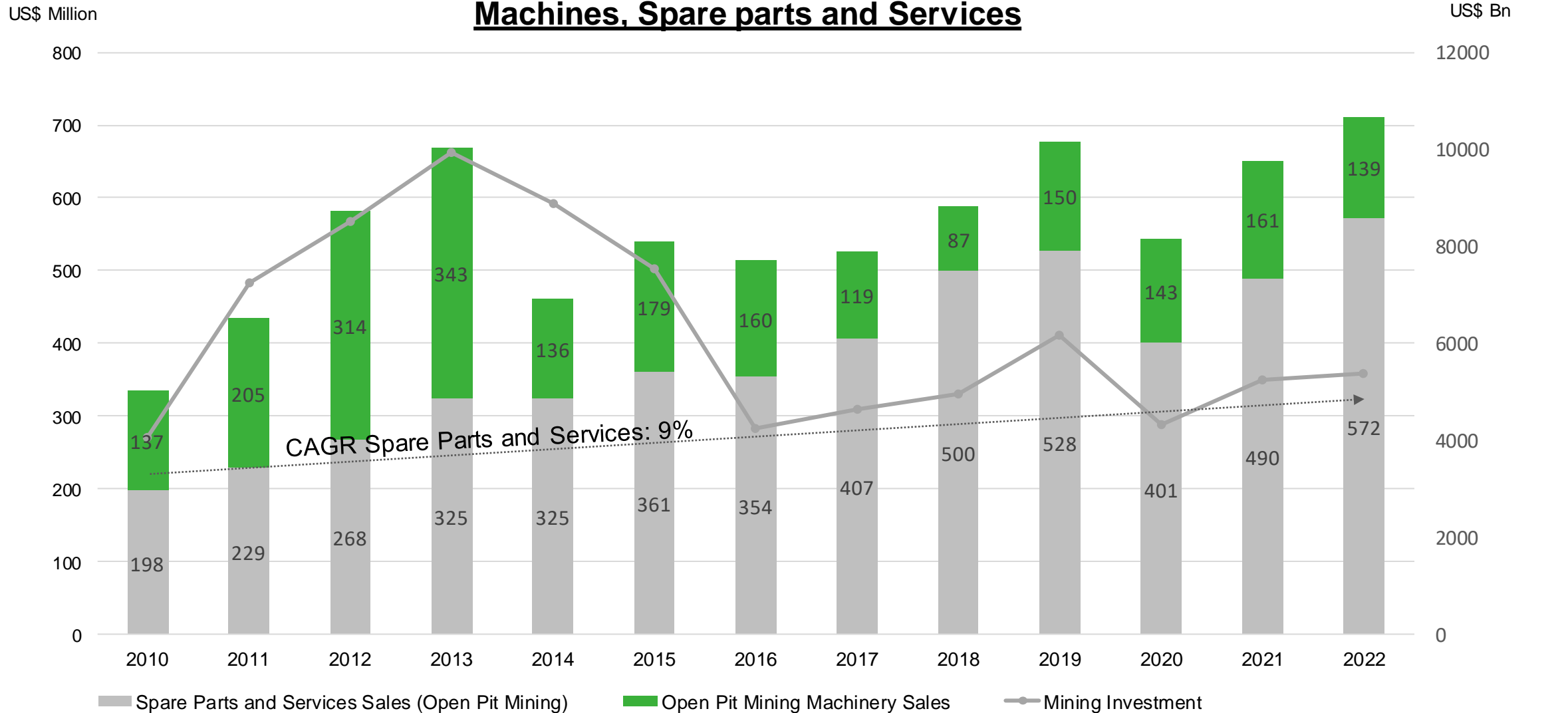
Units



Leverage our sales



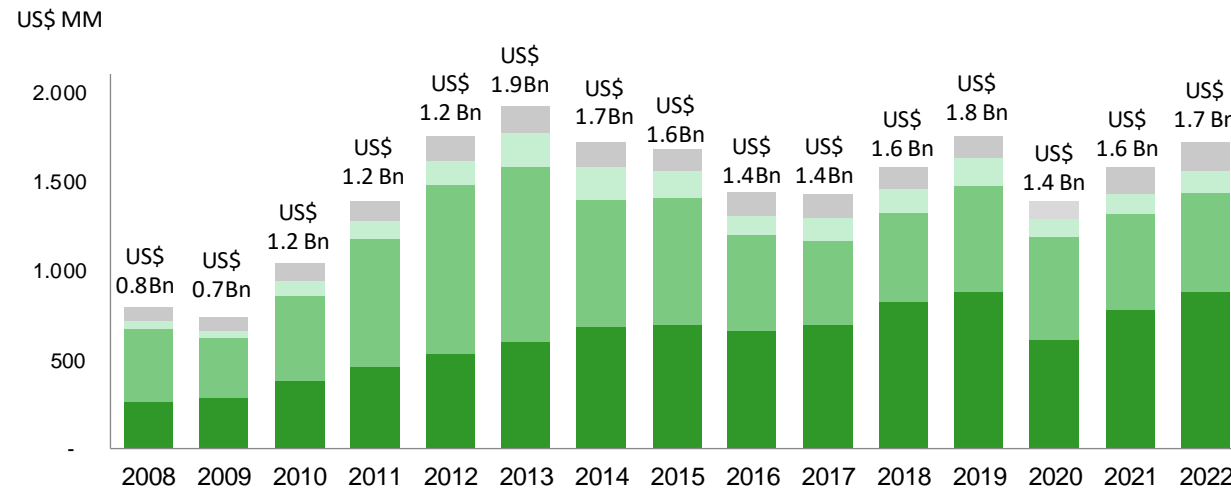
Open Pit Mining Sales Machines, Spare parts and Services



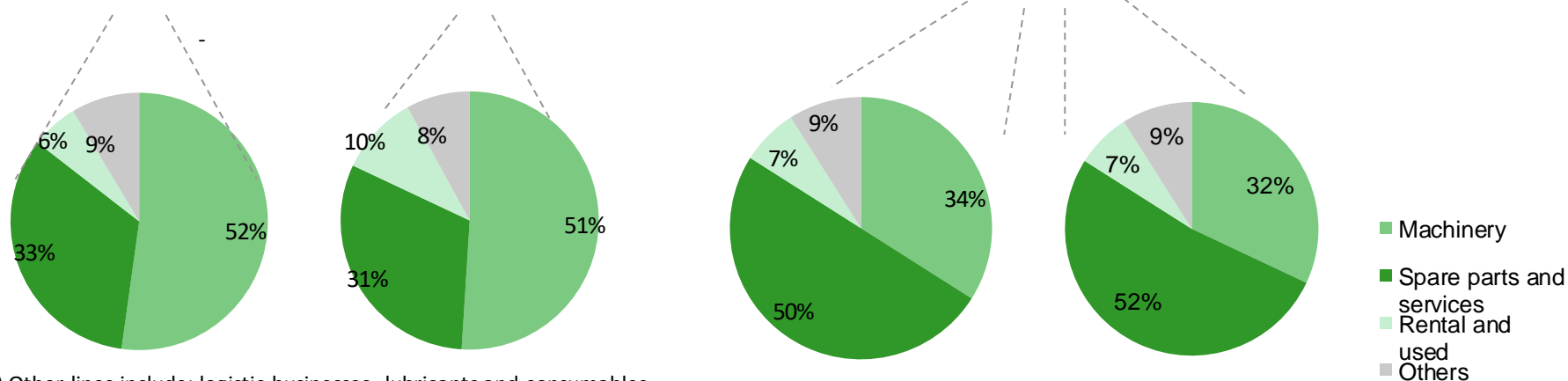
Resilient Business Model



Sales by Business Line



- 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.



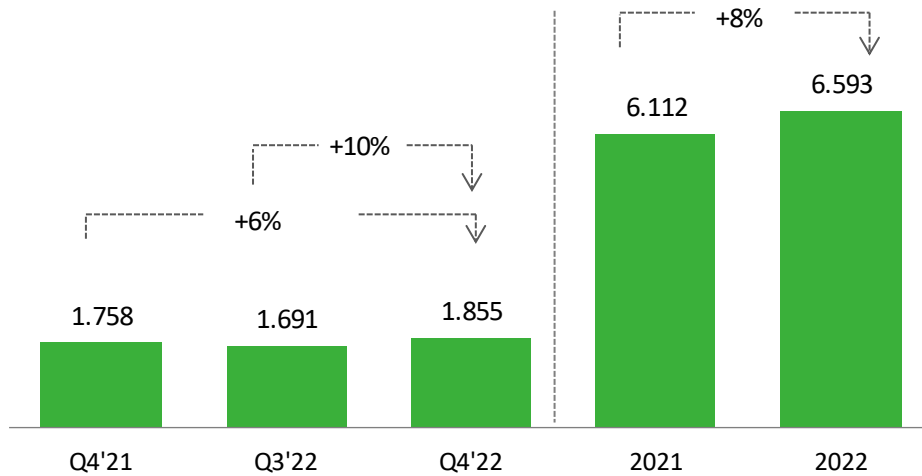
(* Other lines include: logistic businesses, lubricants and consumables.

Reflected in strong financial results

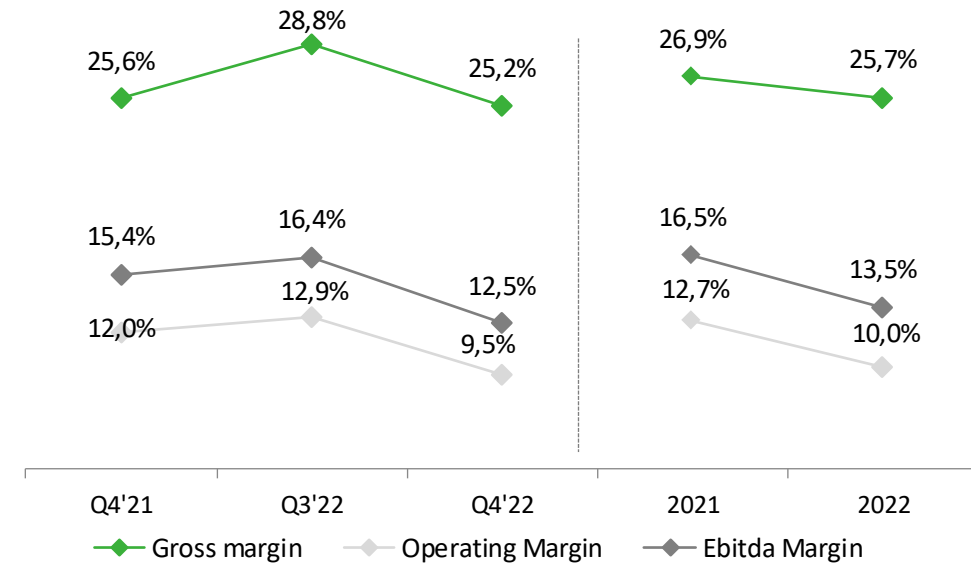


Million soles (S/ mm)

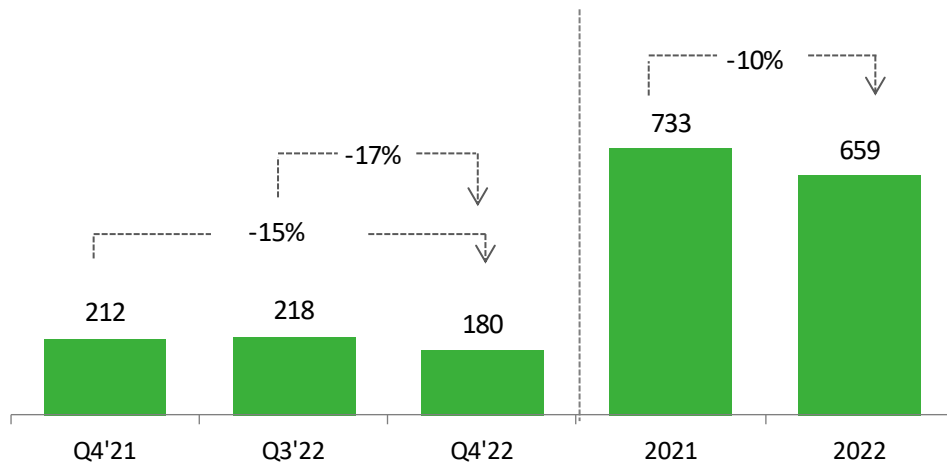
Sales



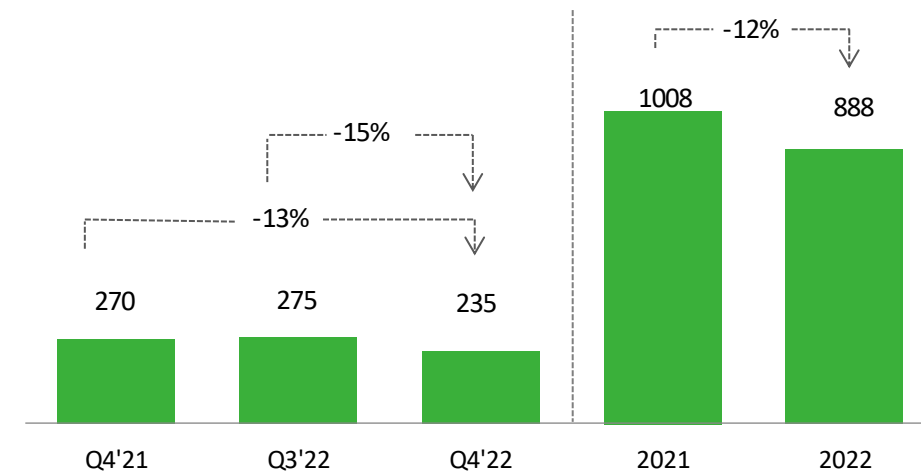
Margins



Operating Profit



EBITDA

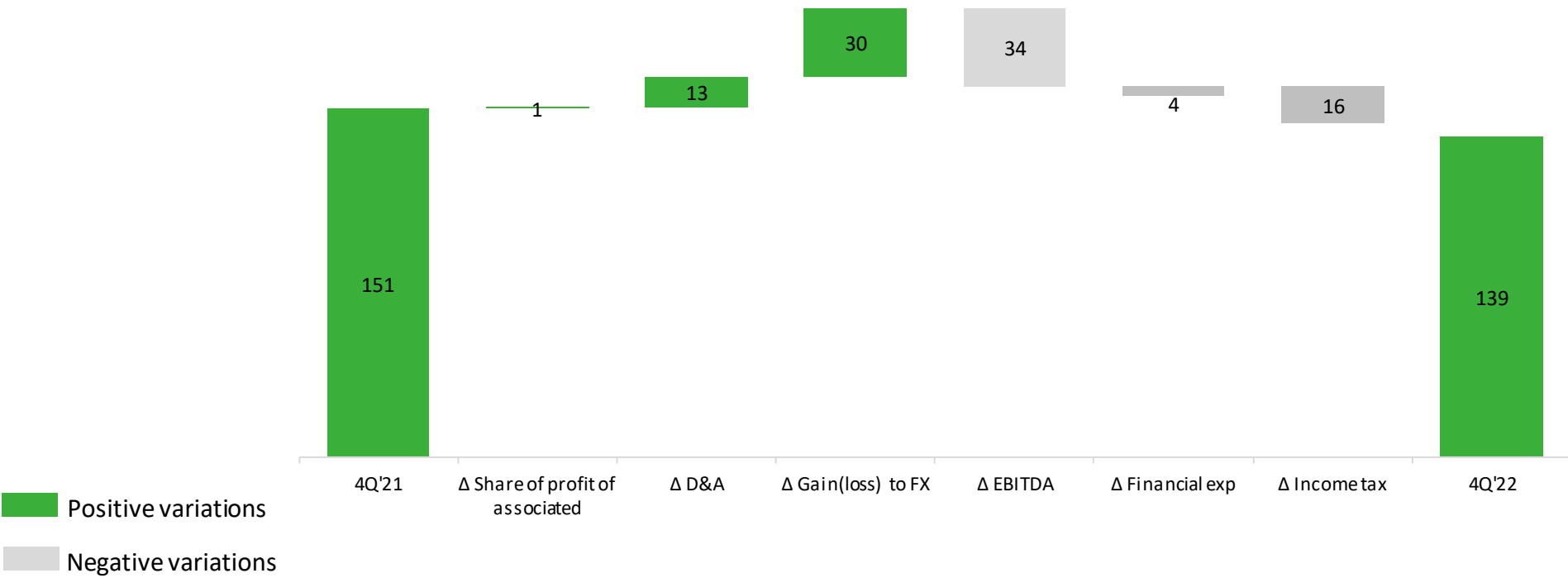


NET INCOME

In Million Soles (S/ mm)



NET INCOME 4Q2022

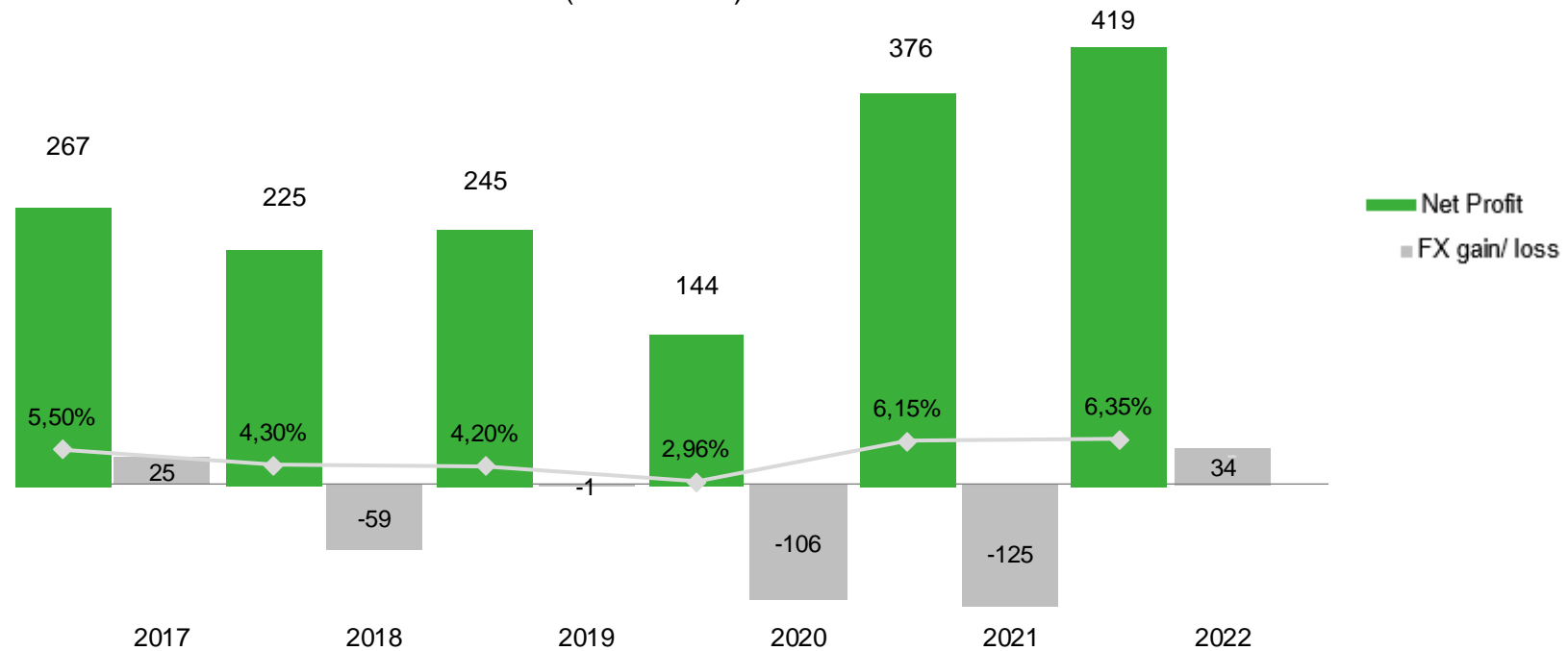


Net Profit impacted by FX Loss



Net Profit, Margin and FX Loss

(In million S/)



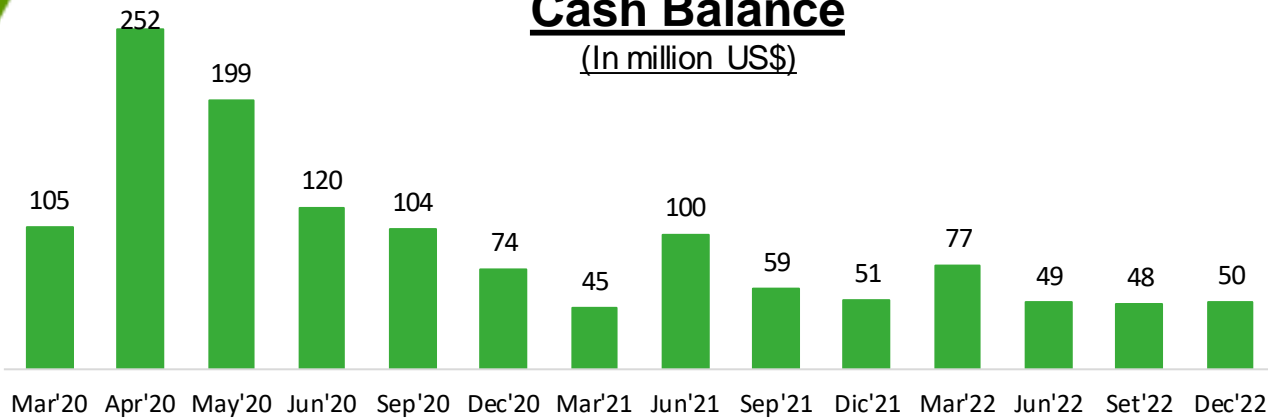
FX Gain as of December 2022: S/ 33.5 million

Liquidity and working capital trends



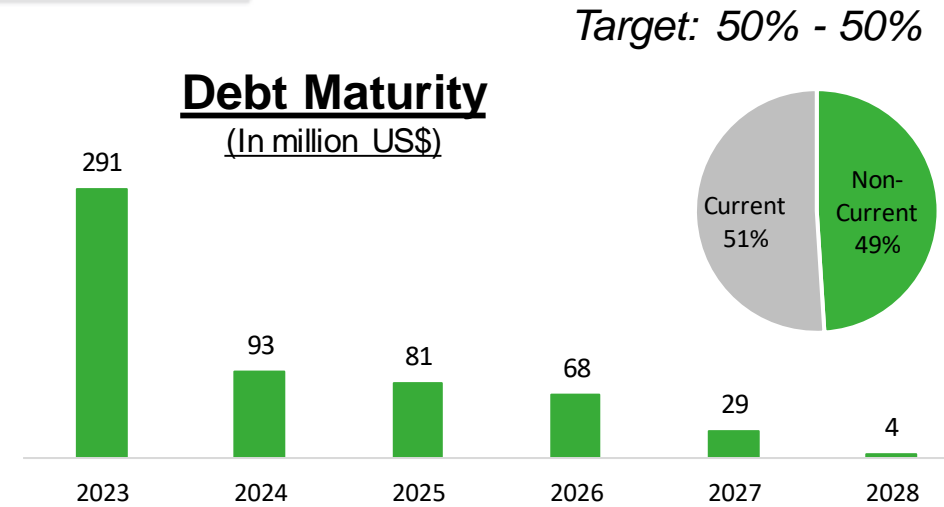
Cash Balance

(In million US\$)



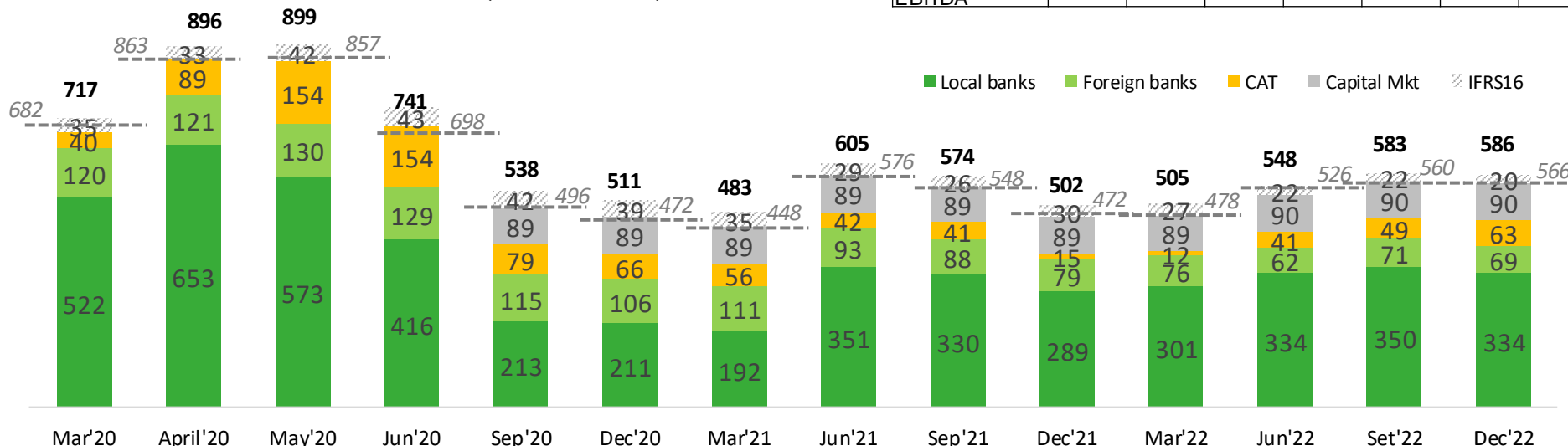
Debt Maturity

(In million US\$)



Debt

(In million US\$)



Ratios

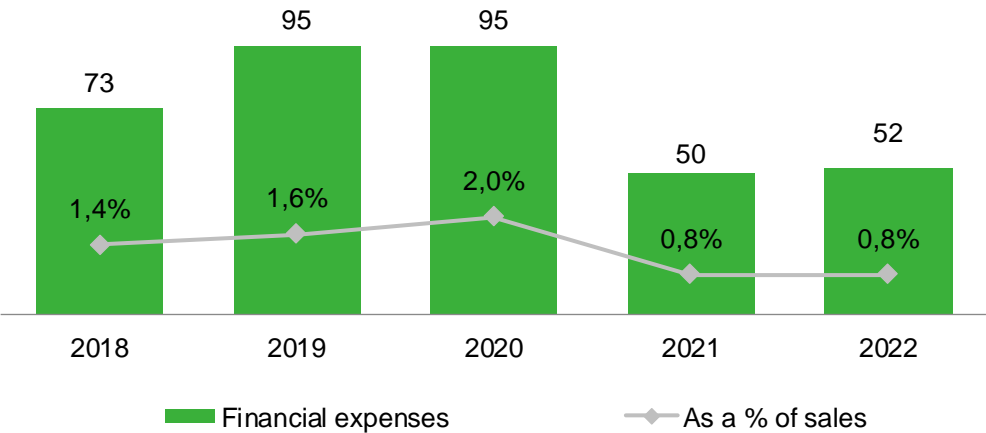
	Mar-20	Jun-20	Set-20	Dic-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Set-22	Dec-22
Net debt / EBITDA	3.35	4.05	3.19	2.64	2.48	2.31	2.15	1.78	1.60	1.99	2.28	2.30
Adj. Debt / EBITDA	2.5	3.22	3.07	2.37	1.88	1.68	1.65	1.77	1.53	1.48	1.85	1.75

Financial expenses and controlled average cost of debt

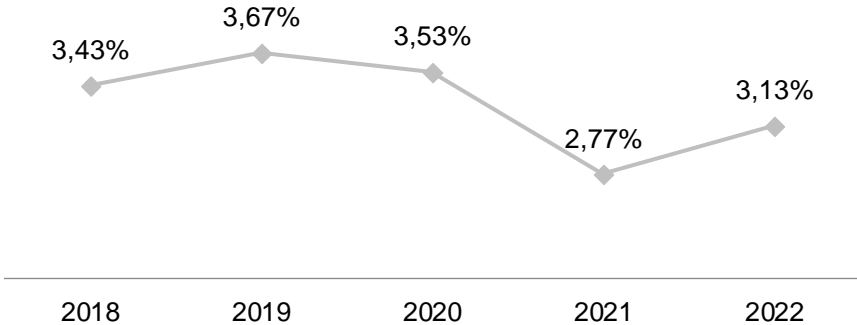


Financial Expenses

(In million S/)



Average cost of debt

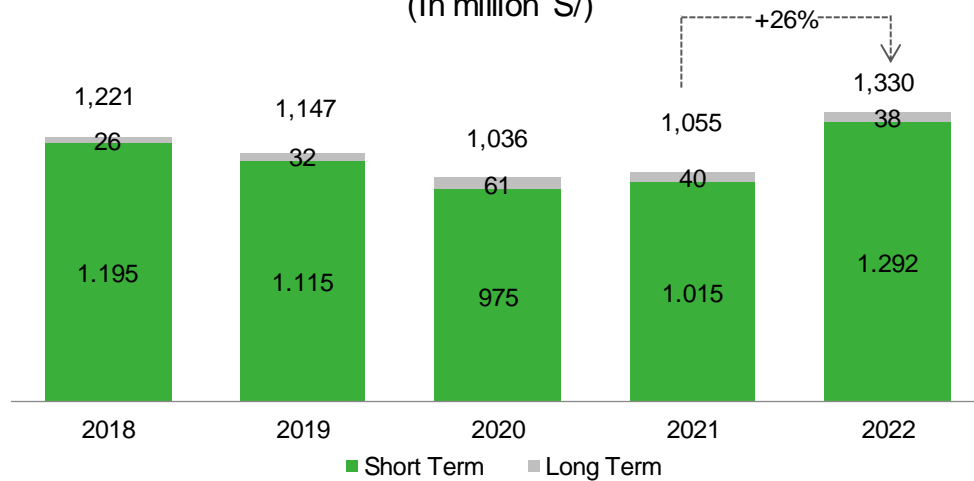


Controlling main assets and CAPEX



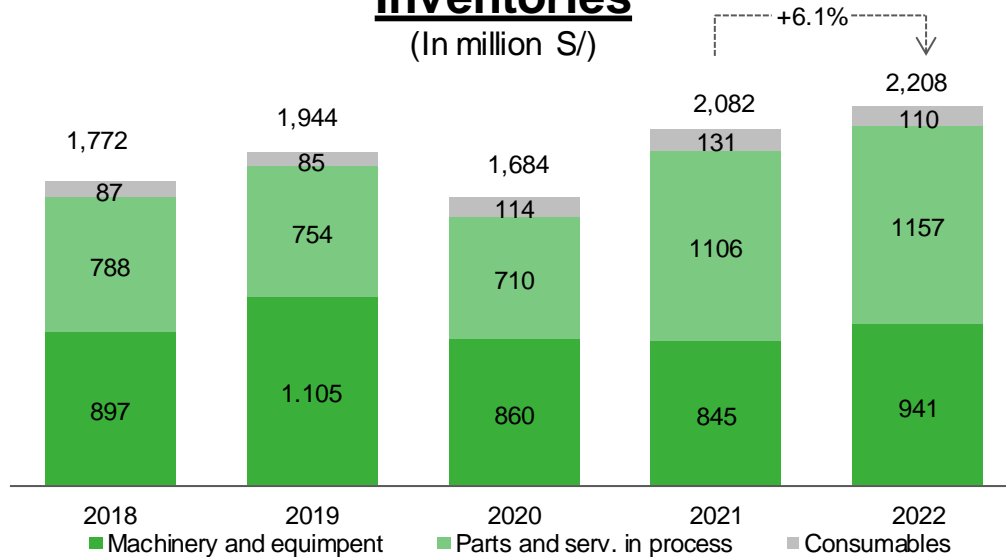
Account Receivables

(In million S/)



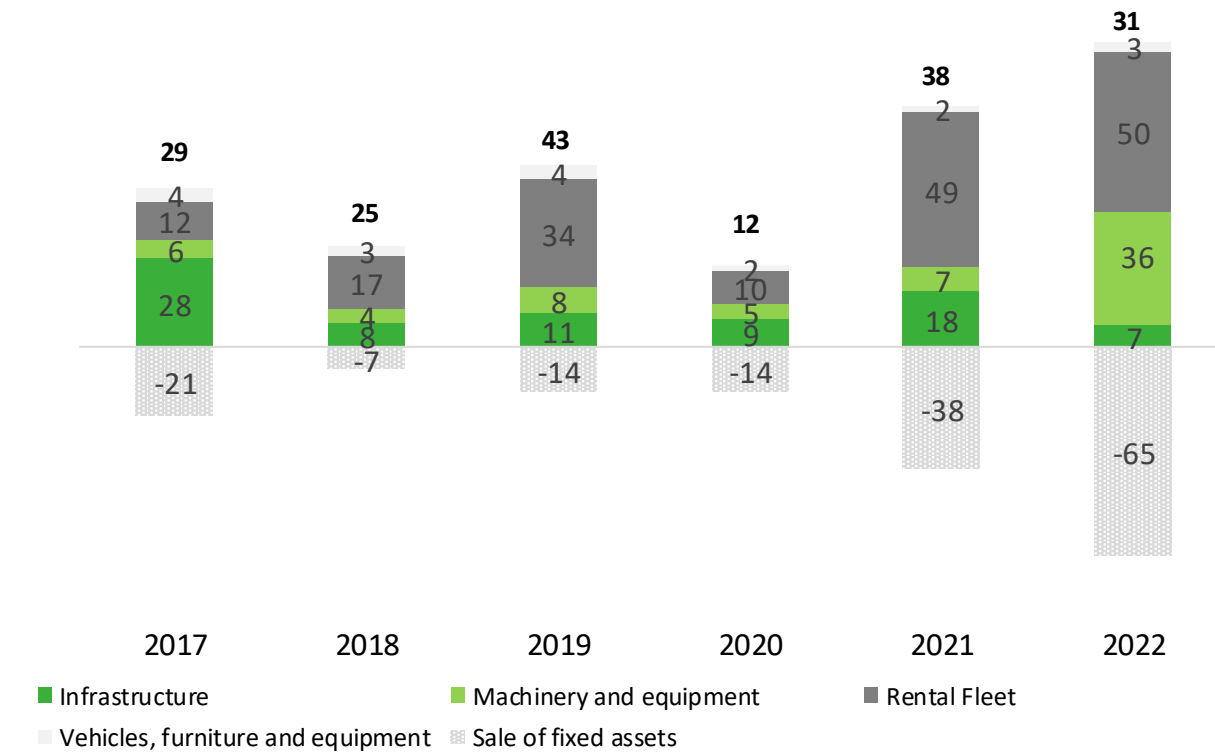
Inventories

(In million S/)



Capex

(In million US\$)



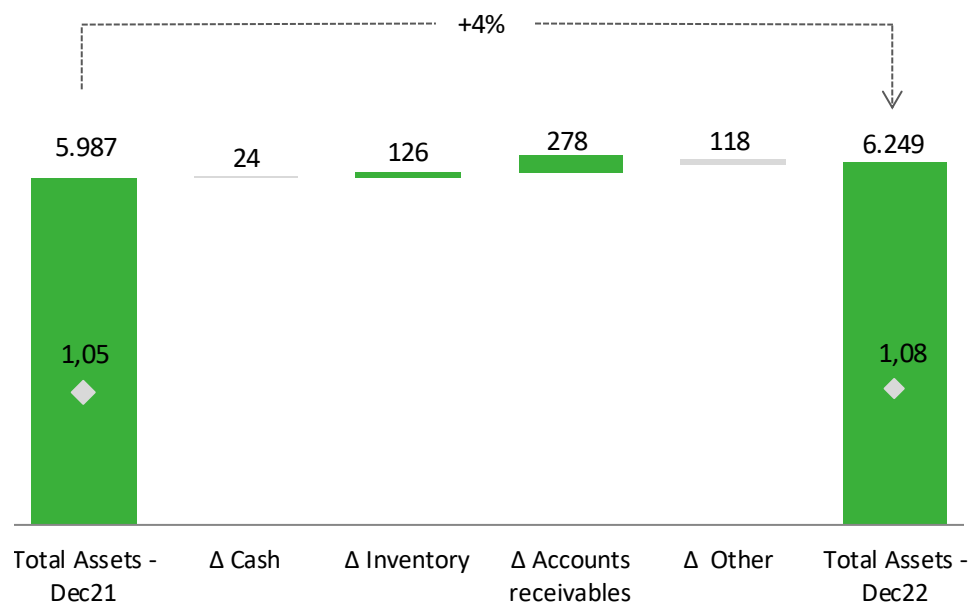
- Investment in intangible assets reached US\$ 1.3 million dollars as of December 2022

Important Investment in Assets



Total Assets

(In million S/)

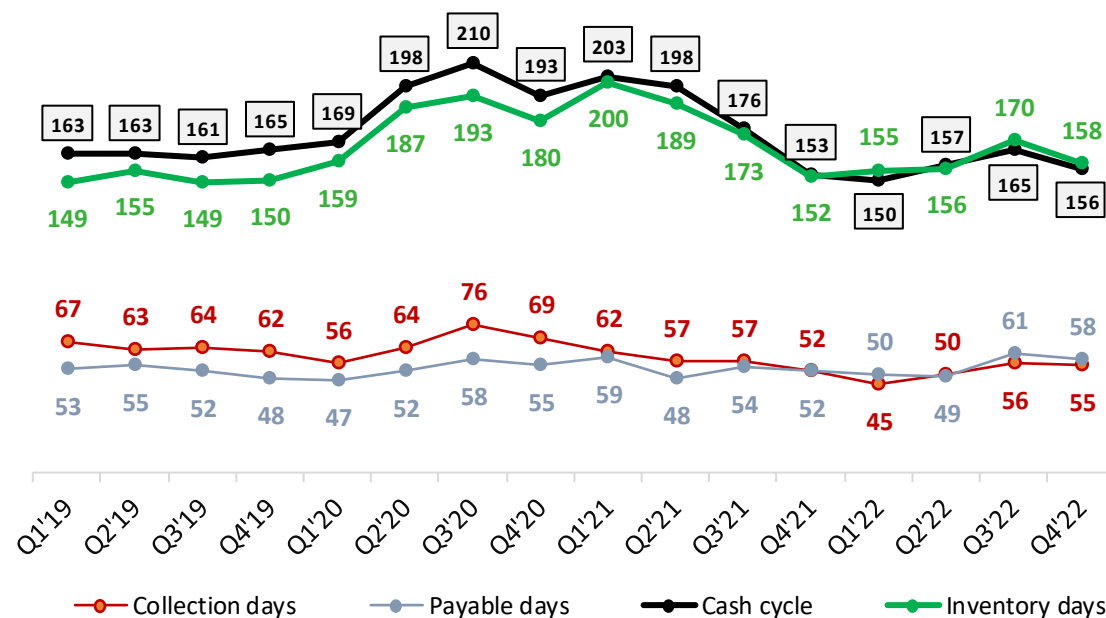


Positive variations

Negative variations

Cash Cycle

(Days)





Sustainability Program



SUSTAINABILITY

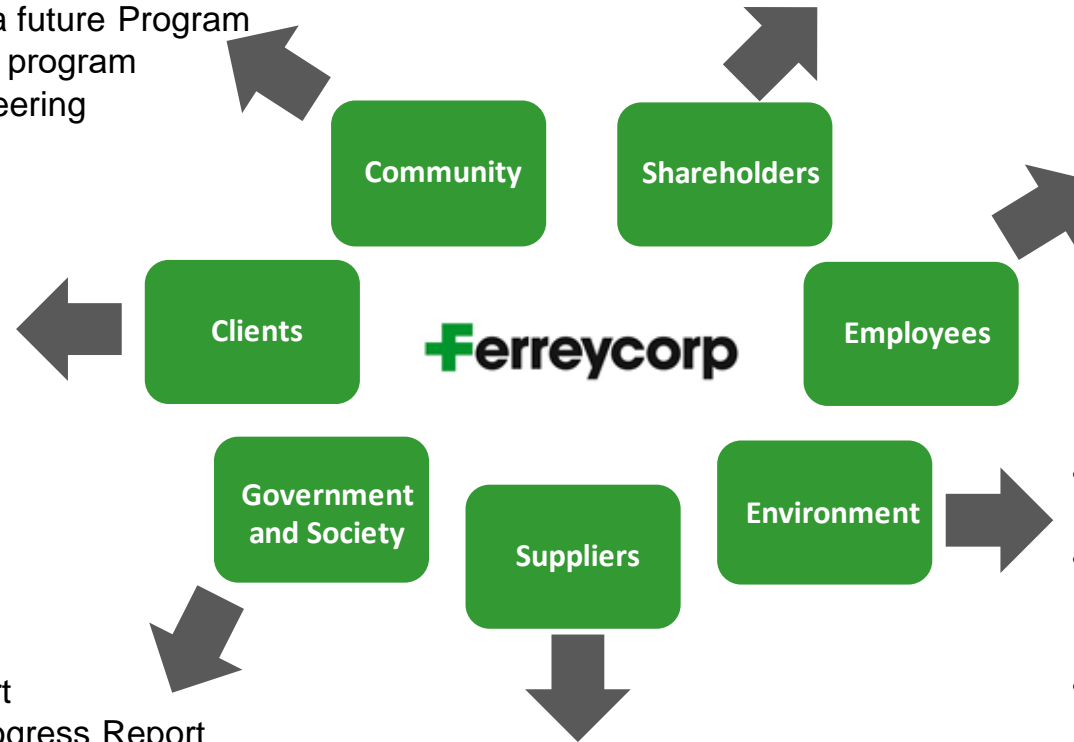
Positive Relations with all Stakeholders



- 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



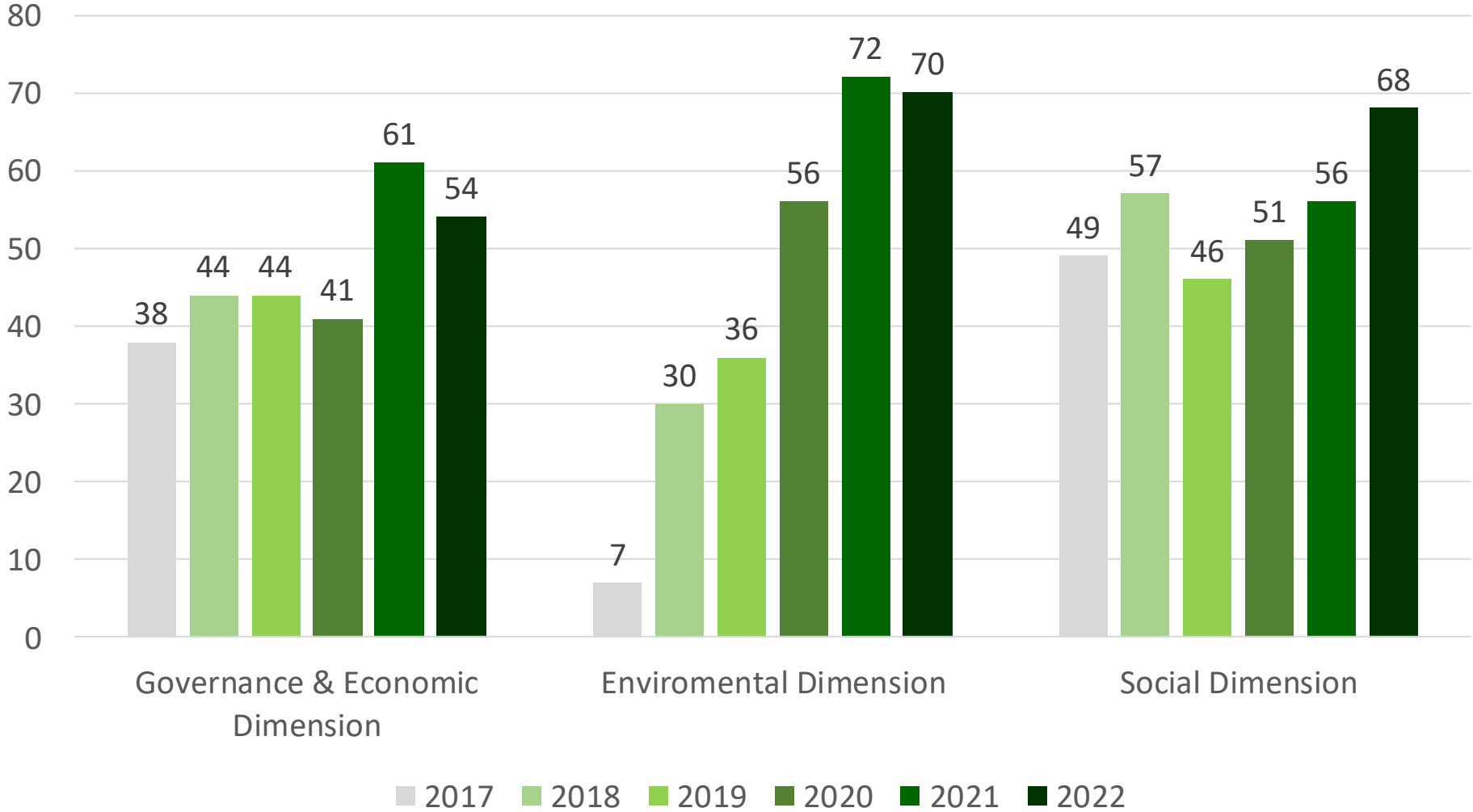
- Long-term and mutually beneficial business relationships
- High-quality products and services, specialized attention by sector.
- Continuous monitoring of customer satisfaction and claims
- Marketing & Com. policies

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

- 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

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

Dow Jones Results 2017-2022 by Dimension



+ferreycorp

Public Investment focused on small projects mainly managed by subnational governments and G2G



PROJECTS TO BE EXECUTED THROUGH GOVERNMENT-TO-GOVERNMENT AGREEMENT

	PROJECT	ESTIMATED INVESTMENT (S/ MILLONS)	LOCATION	COUNTRY	CONTRACT SIGNATURE DATE	ESTIMATED BEGGINING OF CONSTRUCTION	ESTIMATED COMPLETION DATE
1	Reconstruction of North Peru (Reconstrucción con Cambios) 15 hospitals and 74 schools	2,050	Áncash, Cajamarca, Huancavelica, Lambayeque, La Libertad, Lima, Piura y Tumbes	UK	Jun-20	1Q2021	2023
		20,000	Áncash, Lambayeque, La Libertad, Lima, Ica, Piura y Tumbes	UK	Jun-20	1Q2022	2024
2	Package of 2 Minsa Hospitals Completion of <i>Antonio Lorena Hospital</i>	420	Cusco	France	Jun-20	2Q2022	2024
		1,000	Lima	France	Jun-20	4Q2022	2025
3	Chincheru Airport	2,420	Cusco	South Korea	Oct-19	2021	2026
4	New Central Highway	11,600	Lima y Junín	France	May-21	2024	2031
5	Santa Rosa Expressway	820	Lima	France	May-21	2023	2025
6	Bicentennial Schools (75 schools)	2,800	Cajamarca, Callao, Cusco, Lambayeque, La Libertad, Junín, Lima, Puno, Ucayali	UK / Finland	Nov-21	2023	2025

Updated as of May 31, 2022.

Source: Government of Peru, Media, APOYO Consultoría

Mining Sector Investments

Peru's social conflicts, regulatory risks and low business confidence are constraining investments in the country's mining sector and reducing its growth



MINING: NEW PROJECTS AND EXPANSIONS THAT ARE UNDER CONSTRUCTION

N°	PROJECT	COMPANY	LOCATION	INVESTMENT (US\$ MILLIONS)	CURRENT STATUS	BEGGINING OF CONSTRUCTION	PRODUCTION START DATE	METALS	USEFUL LIFE (YEARS)	TYPE OF MINE	% OF ADVANCE
1	Amp. Toromocho	Chinalco	Junín	1355	In Construction	2018	2024	Copper, Molybdenum	27	Open Pit	67.7%
2	Amp. Santa María	La Poderosa	La Libertad	121	In Construction	2019	2023	Gold	13	To Define	72.2%
3	Amp. Shouxin	Shouxin	Ica	140	In Construction	2021	2023	Iron	16	To Define	77.5%
4	San Gabriel	Buenaventura	Moquegua	470	In Construction	2022	2025	Gold, Copper, Silver	7	Underground	39.0%

Source: Ministerio de Energía y Minas

MINING: PROJECT THAT WILL BEGIN CONSTRUCTION BY 2025

N°	PROYECTO	EMPRESA	UBICACIÓN	INVERSIÓN (US\$ MILLONES)	ESTADO ACTUAL	INICIO DE CONSTRUCCIÓN	INICIO DE PRODUCCIÓN	METALES	VIDA ÚTIL (AÑOS)	TIPO DE MINA
1	Romina	Chungar	Lima	150	Feasibility	2023	2025	Zinc	12	Open Pit and Underground
2	Corani	Beer Creek Mining	Puno	700	Detail Engineering	2023	2026	Silver	15	Open Pit
3	Magistral	Nexa Resources Peru	Áncash	493	Feasibility	2023	2026	Copper	15	Open Pit

Source: Ministerio de Energía y Minas

Mining Sector Investments



MINING: PROJECT THAT WILL BEGIN CONSTRUCTION BY 2025

N°	PROYECTO	EMPRESA	UBICACIÓN	INVERSIÓN (US\$ MILLONES)	ESTADO ACTUAL	INICIO DE CONSTRUCCIÓN	INICIO DE PRODUCCIÓN	METALES	VIDA ÚTIL (AÑOS)	TIPO DE MINA
4	Resposición Antamina	Antamina	Áncash	1604	Feasibility	2023	2029	Copper	8	Open Pit
5	Yanacocha Sulfuros	Yanacocha	Cajamarca	2500	Detail Engineering	2024	2027	Copper	20	Open Pit and Underground
6	Zafranal	Minera Zafranal	Arequipa	1604	Feasibility	2024	2028	Copper	19	Open Pit

Source: Ministerio de Energía y Minas