



# Ferreycorp

Investor's Presentation - 2Q24





# 102 years creating development



TRACTORES  
MAQUINARIA  
Para Movimiento  
de Tierras.  
MOTORES  
Estacionarios  
MOTORES  
Marinos

GRUPOS ELECTROGENOS

**ENRIQUE FERREYROS y Cia. S. A.**  
Departamento Técnico

AZANGARO 387                      TELEF. 32139





# Vision & Mission

## VISION

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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.

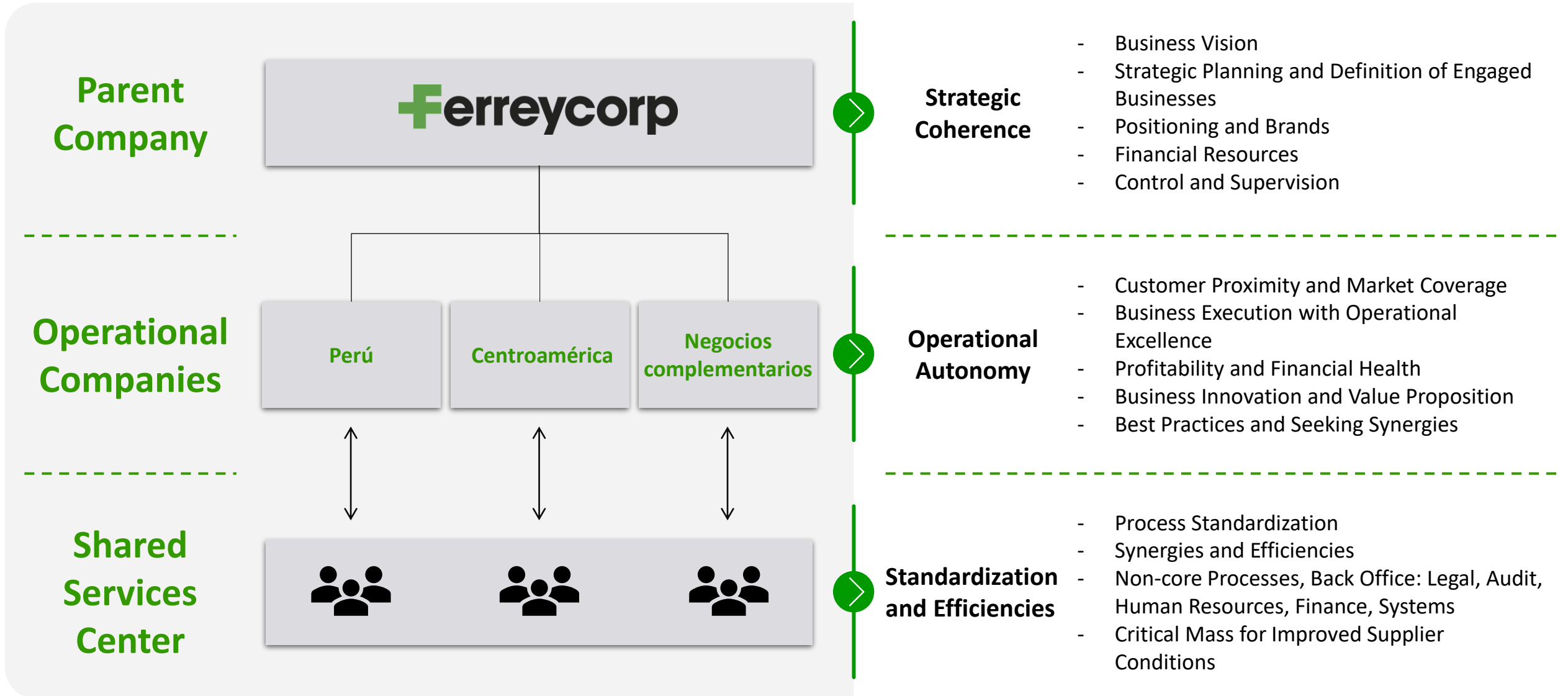
## MISSION

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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 Company







# Organizational Structure

Parent  
Company

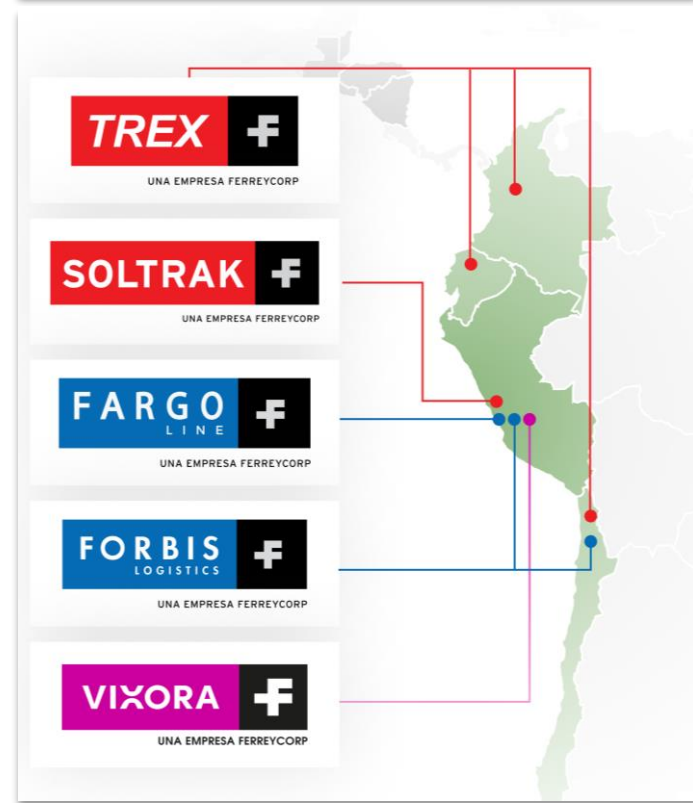
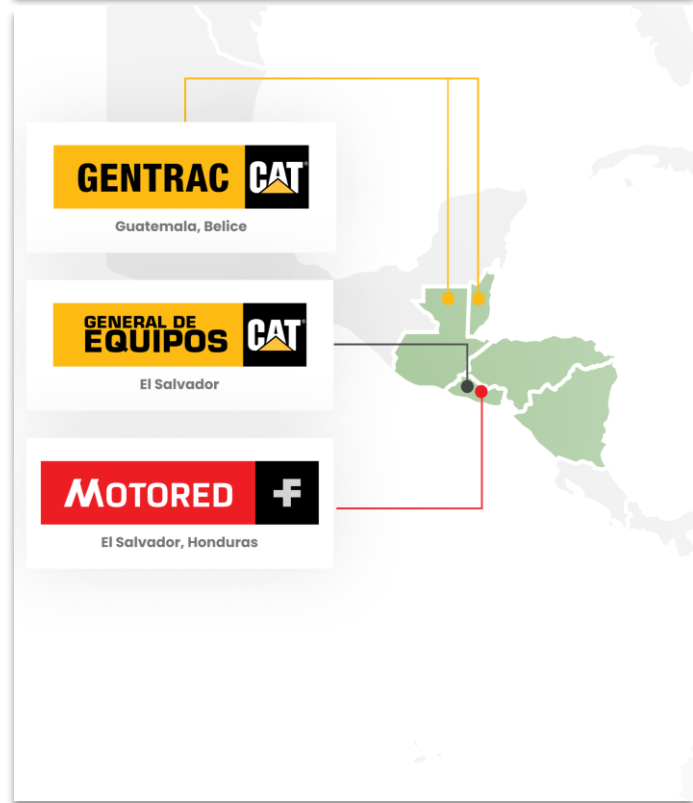
**Ferreycorp**

Caterpillar Dealers and Allied  
Brands in **Peru**

Caterpillar Dealers and Allied  
Brands in **Central America**

**Complementary Businesses** in  
Peru and Abroad

Operational  
Companies





# Distribution of results by business group – 2Q2024

<i>S/ millions</i>	Caterpillar Dealers and Allied Brands in <b>Peru</b>	Caterpillar Dealers and Allied Brands in <b>Central America</b>	<b>Complementary Businesses</b> in Peru and abroad	<b>Total</b>
<b>Sales</b>	1,567	152	153	<b>1,872</b>
<i>% of Total Sales</i>	83.7%	8.1%	8.2%	100%
<b>EBITDA</b>	266	19	20	<b>305</b>
<i>% of Total EBITDA</i>	87.2%	6.2%	6.6%	100%
<b>EBITDA Margin</b>	16.0%	13.7%	7.2%	<b>15.0%</b>
<b># workers</b>	6,008	1,013	741	<b>7,762</b>
<i>% of total workers</i>	77.4%	13.1%	9.5%	100%

# Partnership with global brands





# 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

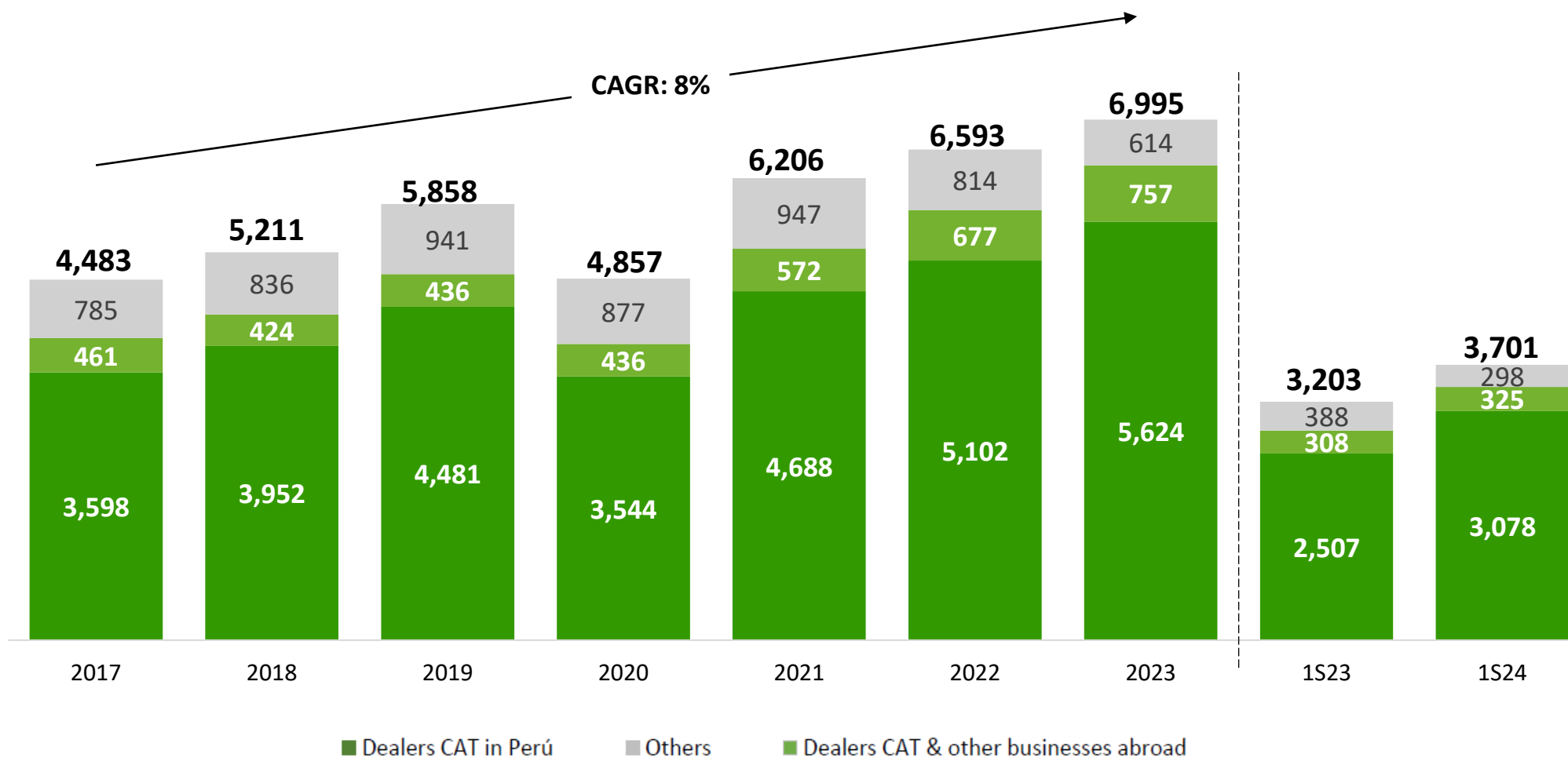
Analytics, digital and agility	Development of capacities for data management and analytical models, transversal to the organization.
Synergies	Maintain and continue to develop commercial synergies. Add value without losing segmentation and specialization. Shared services between companies.
Talent Development	Permanent training and development to reinforce skills Have digital, analytics and agility capabilities Ensure performance aligned with the strategy





# Evolution of Total Sales

## Sales by Business Groups (S/ millions)



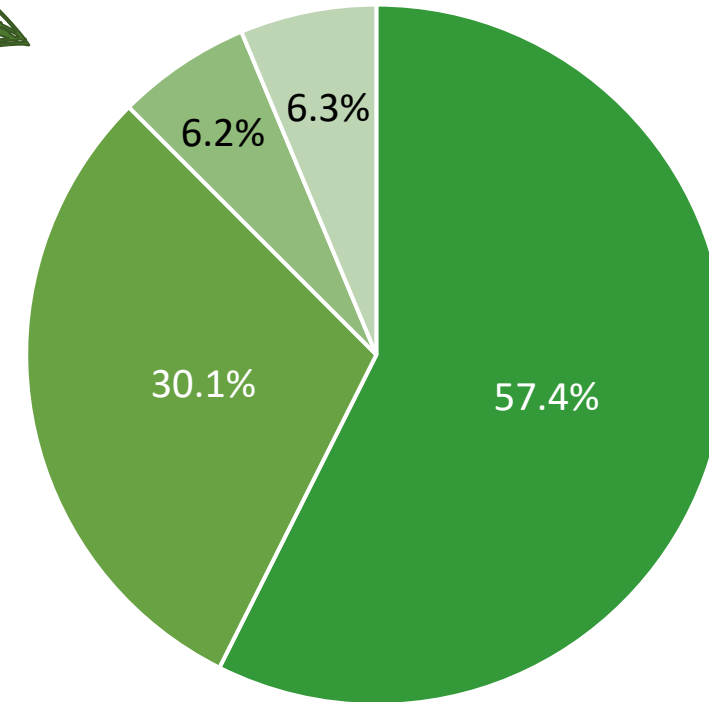


# Sales by Business Line – 2Q2024

Business Line	2020	2021	2022	2023	2Q2023	2Q2024
Spare Parts & Services	46.2%	49.7%	51.4%	54.6%	55.7%	57.4%
Prime product	38.1%	34.0%	32.3%	32.6%	31.1%	30.1%
Rental & Used	7.2%	6.9%	7.0%	6.1%	5.9%	6.2%
Others	8.6%	9.3%	9.3%	6.7%	7.3%	6.3%



2Q2024



■ Spare Parts & Services ■ Prime product ■ Rental & Used ■ Others

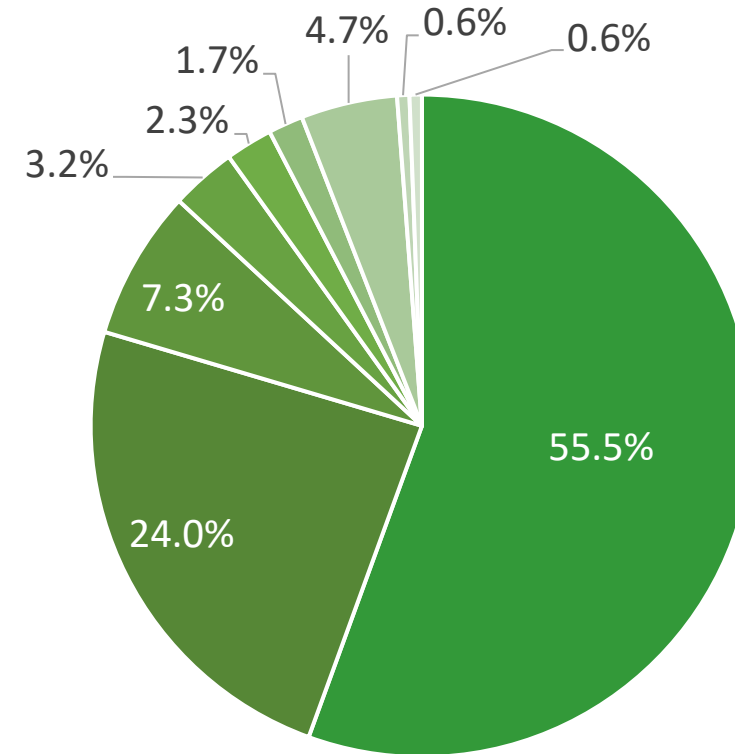
(\*) Other lines include logistic businesses, lubricants and consumables

# Sales by Economic Sector – 2Q2024

Sector	2021	2022	2023	2Q2023	2Q2024
Mining	54.9%	56.0%	56.7%	57.9%	55.5%
Construction	17.8%	19.4%	19.6%	20.6%	24.0%
Industry, Commerce and Services	12.8%	13.1%	9.9%	11.8%	7.3%
Agriculture and Forestation	2.6%	2.9%	2.6%	2.5%	3.2%
Transport	2.1%	2.1%	2.2%	2.3%	2.3%
Fishing and Marine	1.6%	1.7%	1.4%	2.1%	1.7%
Government	1.9%	2.2%	6.6%	1.8%	4.7%
Hidrocarbones and Energy	0.9%	1.3%	0.7%	0.8%	0.6%
Others	5.2%	1.3%	0.3%	0.3%	0.6%



**2Q2024**



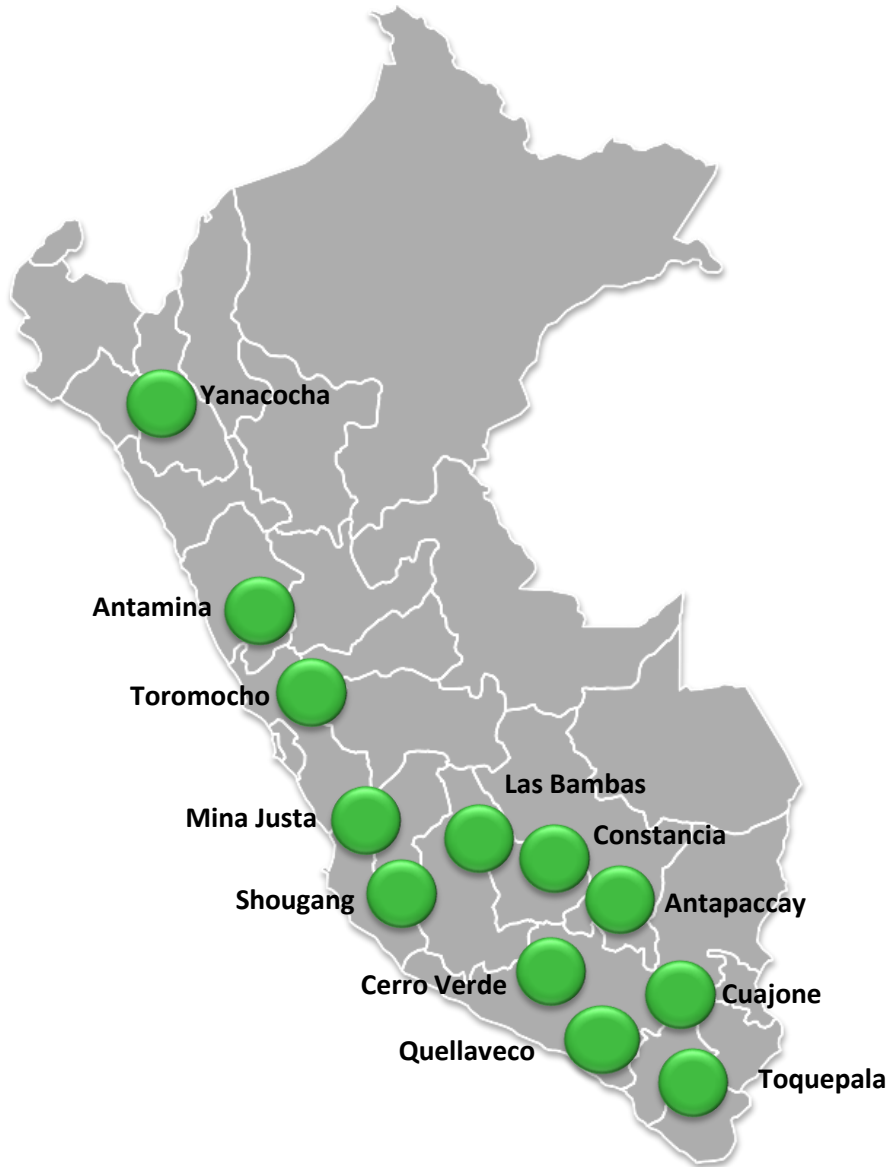
- Mining
- Construction
- Industry, Commerce and Services
- Agriculture and Forestation
- Transportation
- Fishing and Marine
- Government
- Hidrocarbones and Energy
- Others



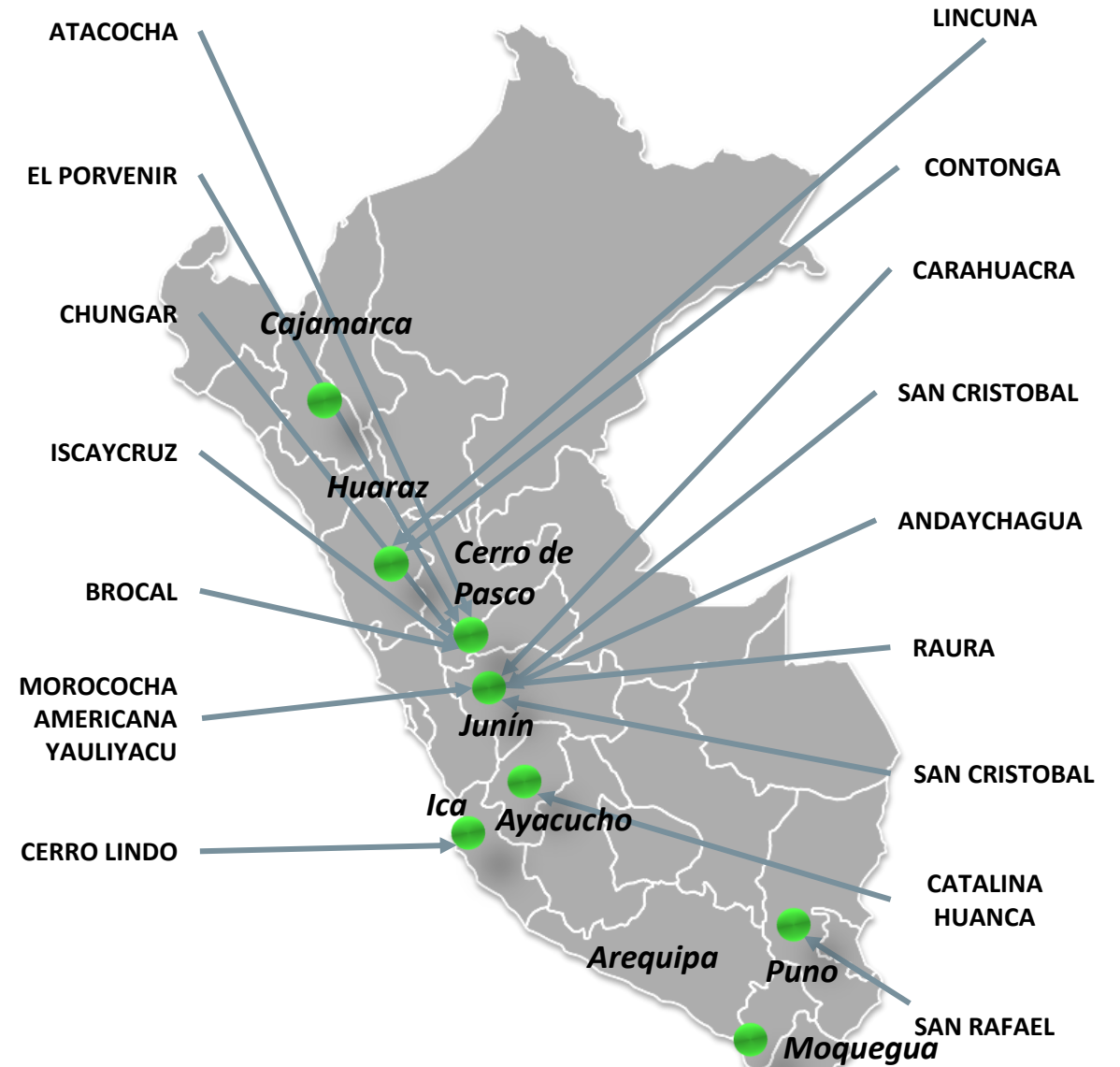


# Main Clients – Open Pit and Underground Mining

## Large Open Pit Mining



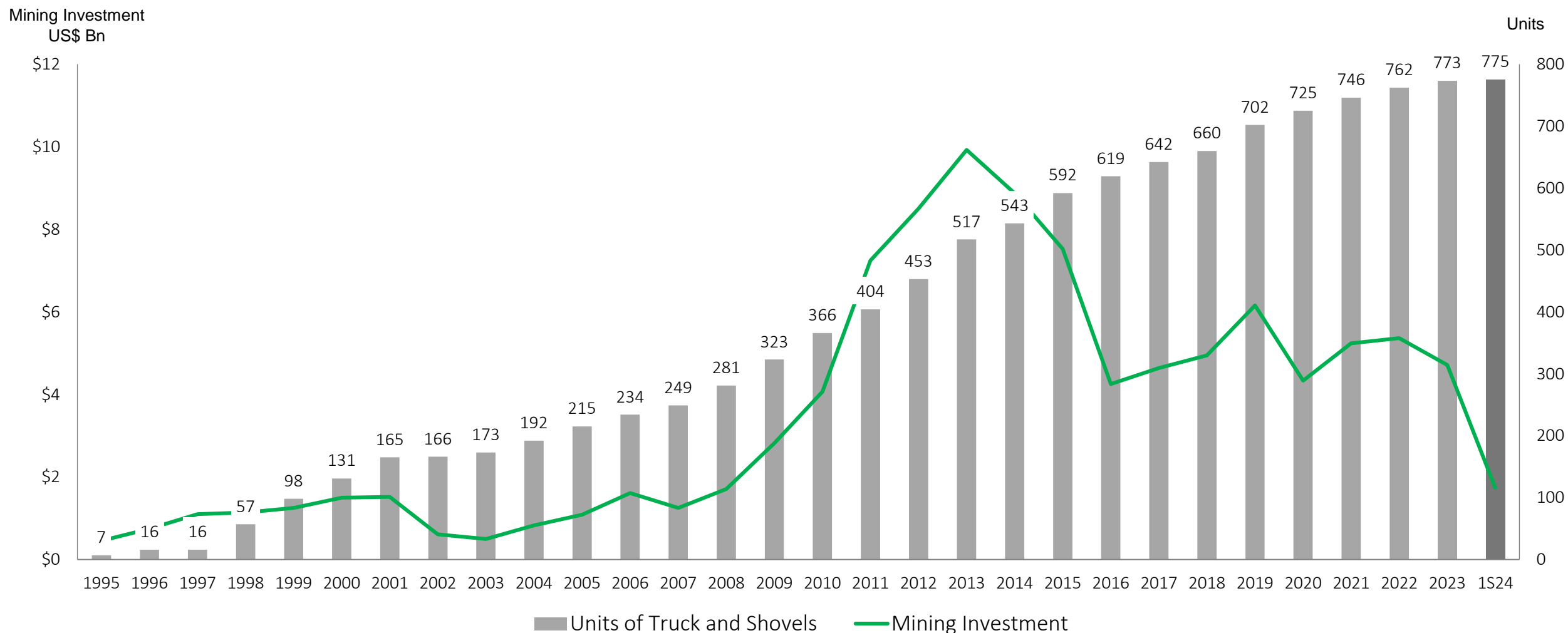
## Medium-Size and Underground Mining





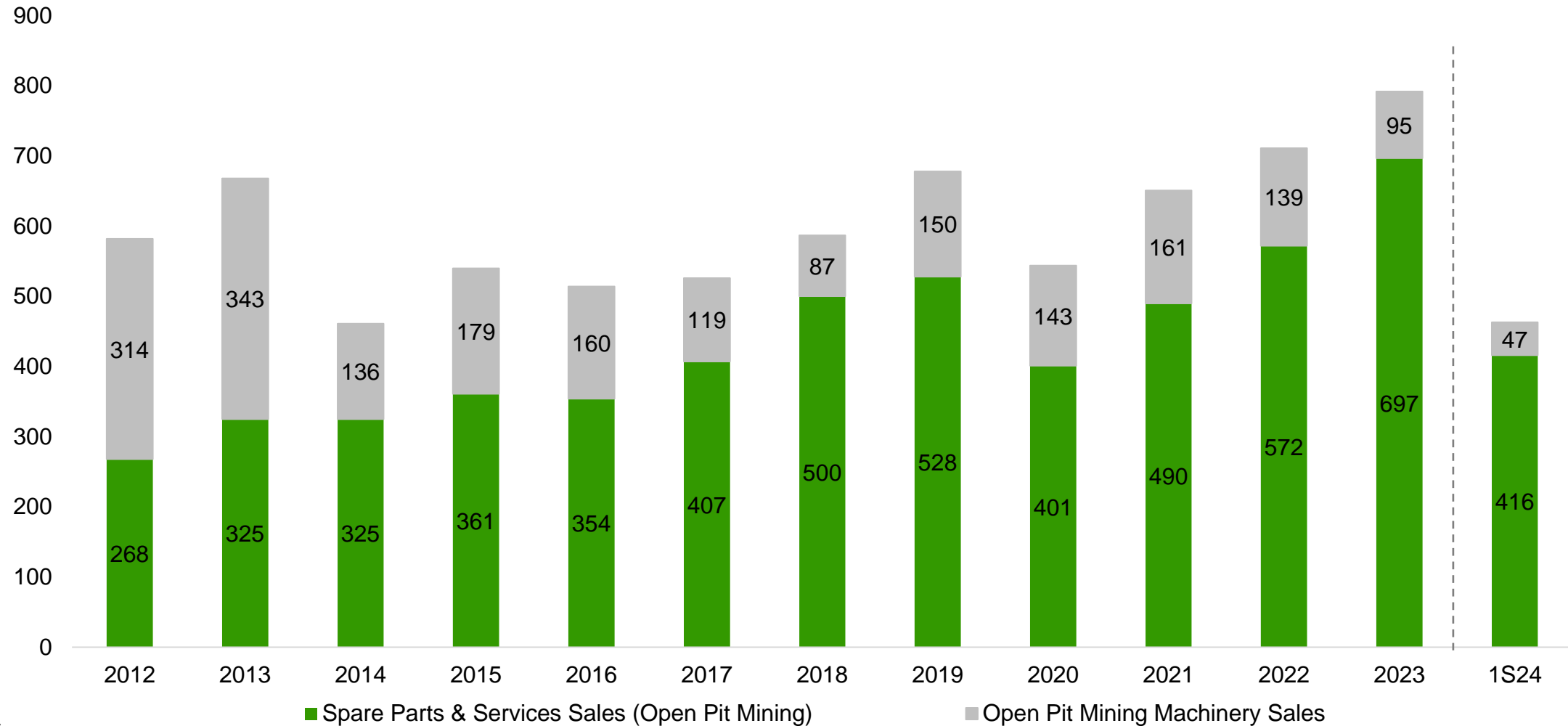
# Caterpillar open-pit mining trucks and shovels population over the years as of June 2024

## Sales of Caterpillar mining trucks and shovels – As of 1S24 (# of units)



# Sales evolution in Open pit mining

## Open Pit Mining Sales as of June 2024 (USD millions)



Source: Minem & Ferreyros

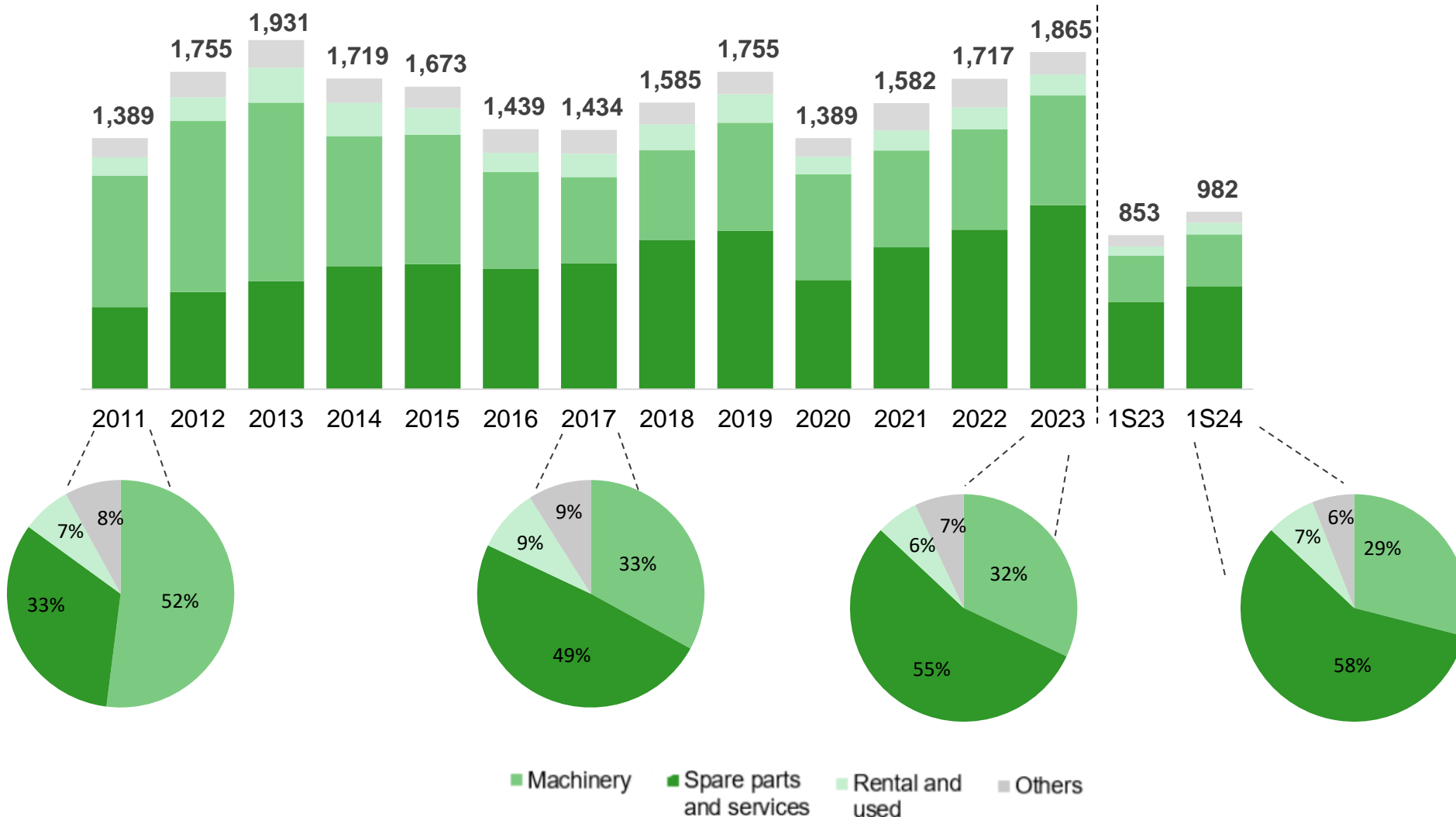




# Resilient Business Model

## Sales by Business Line

(USD millions)



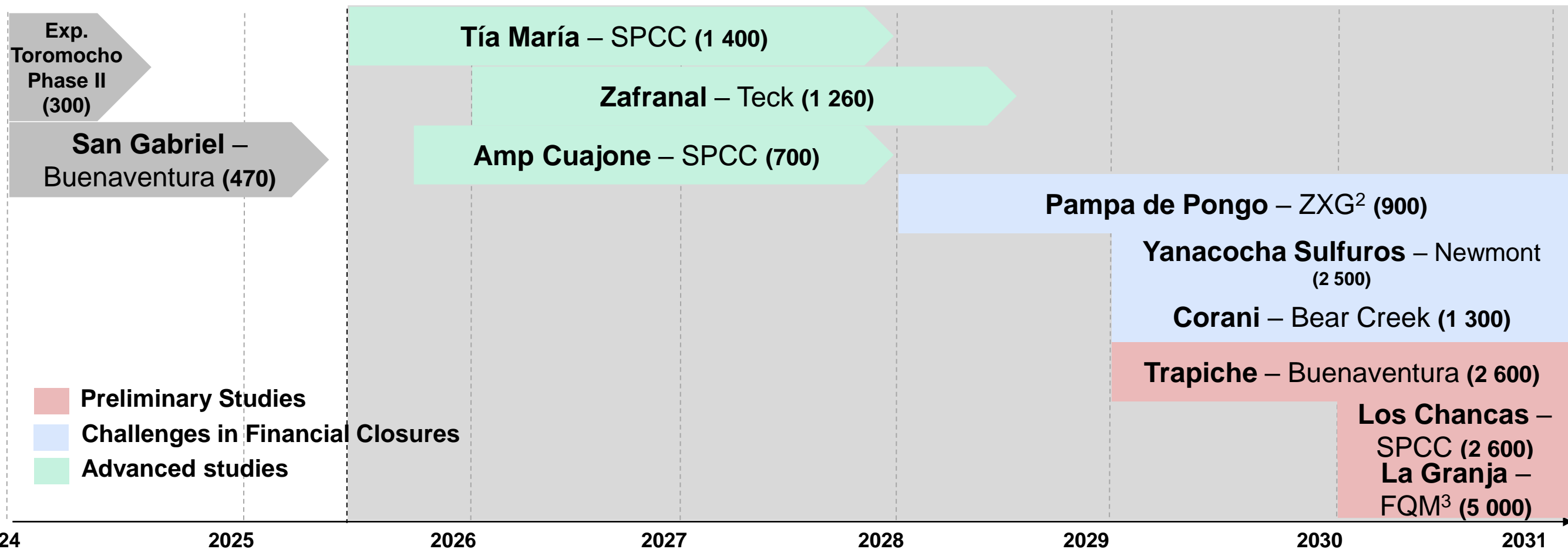
- **Spare Parts & Services** support the business.
- **Diversification strategy** through business lines, presence in **diferent economic sectors**, different **countries**, various **represented brands** and diversified **portfolio of products** related to capital goods.

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



# Pipeline of mining projects

## NEW MINES AND EXPANSIONS - MAIN PROJECTS (USD millions)<sup>1</sup>



<sup>1</sup> Projections made in september 2024.

<sup>2</sup> Zhongrong Xinda Group

<sup>3</sup> First Quantum Minerals.

Source: empresas, Minem, APOYO Consultoría

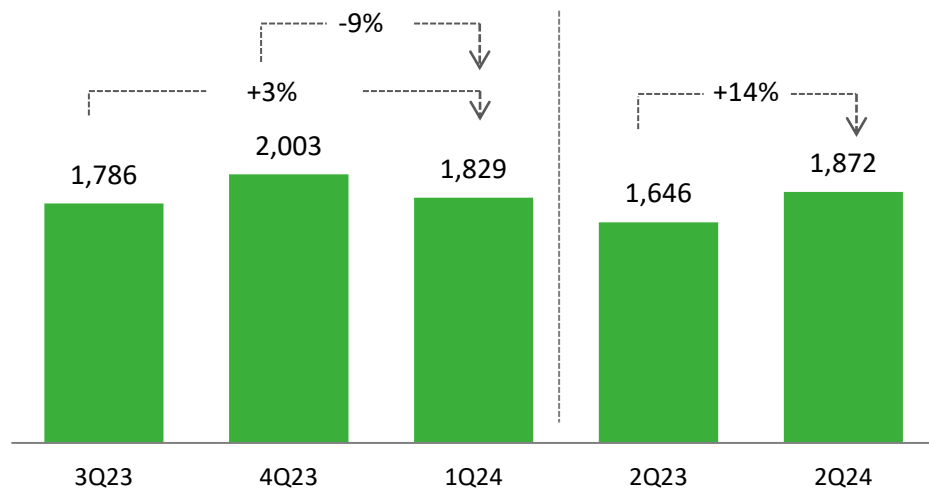


# Strong Financial Results

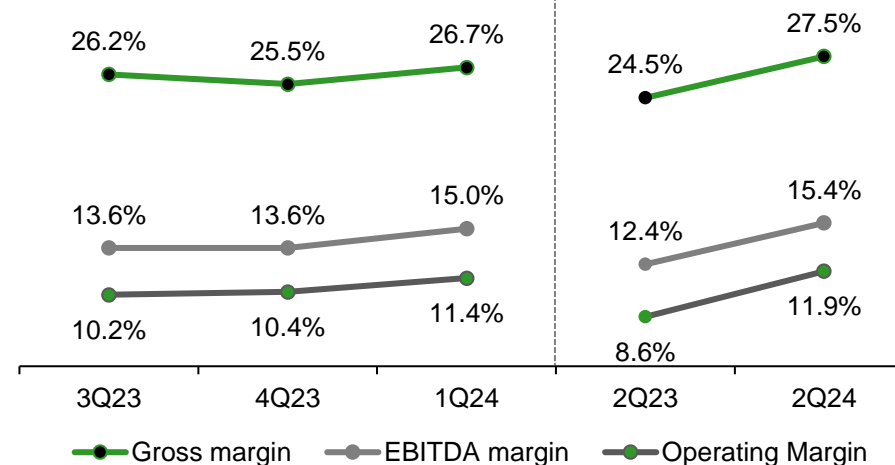
(S/ millions)

Adj. Gross margin 2Q23 = 26.5% / 2Q24 = 27.2%  
Adj. EBITDA margin 2Q23 = 14.4% / 2Q24 = 15.2%  
Adj. Operating margin 2Q23 = 10.5% / 2Q24 = 11.7%

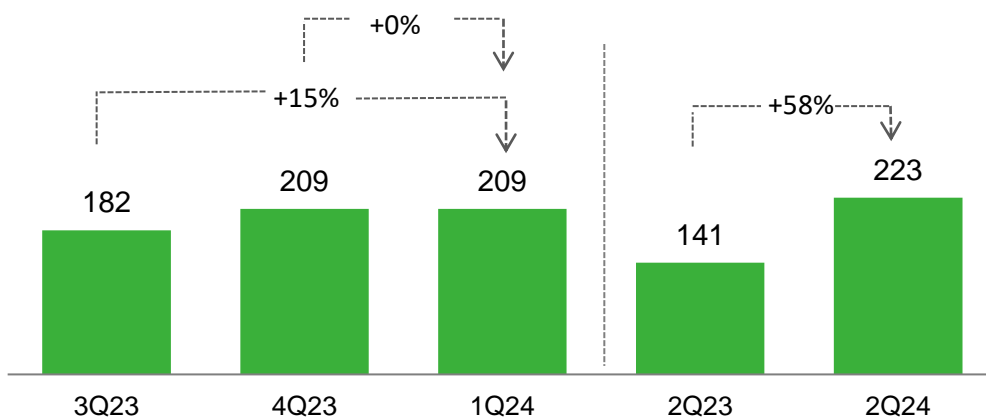
## Sales



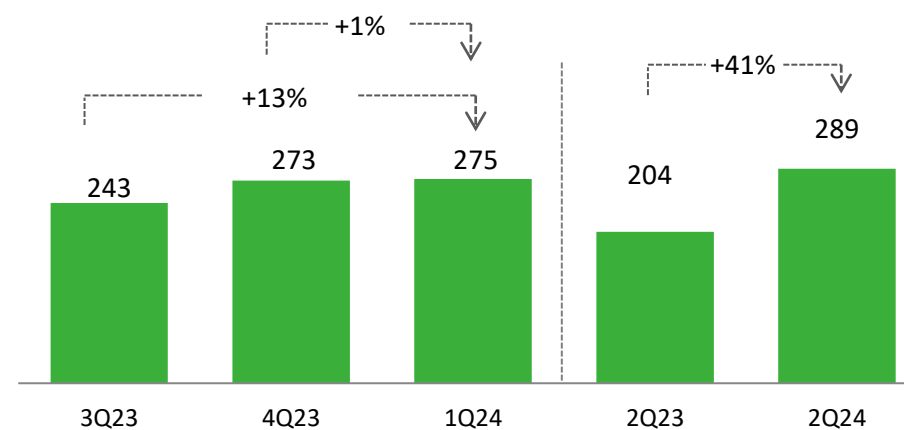
## Margins



## Operating Profit



## EBITDA



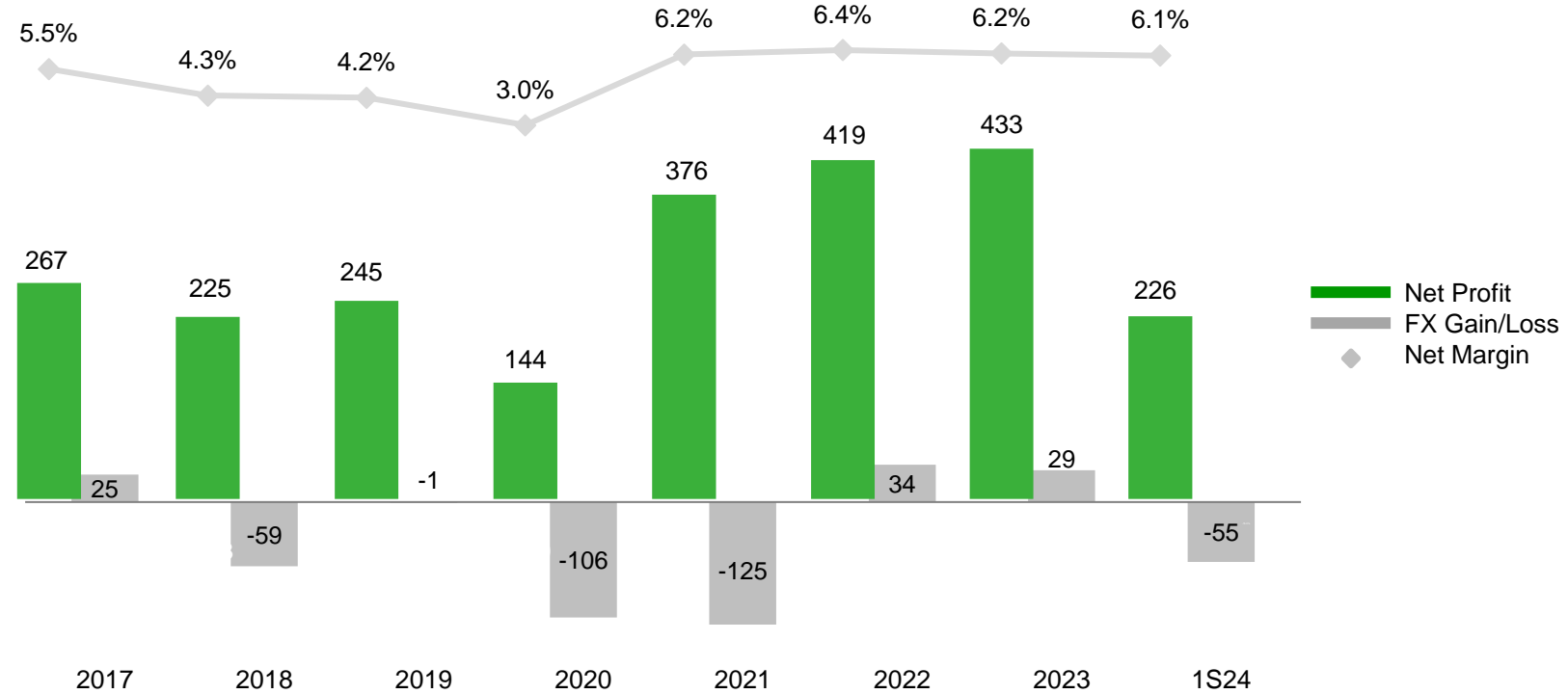




# Net Profit impacted by FX Gain/Loss

## Net Profit, Margin and FX Effect

(S/ millions)



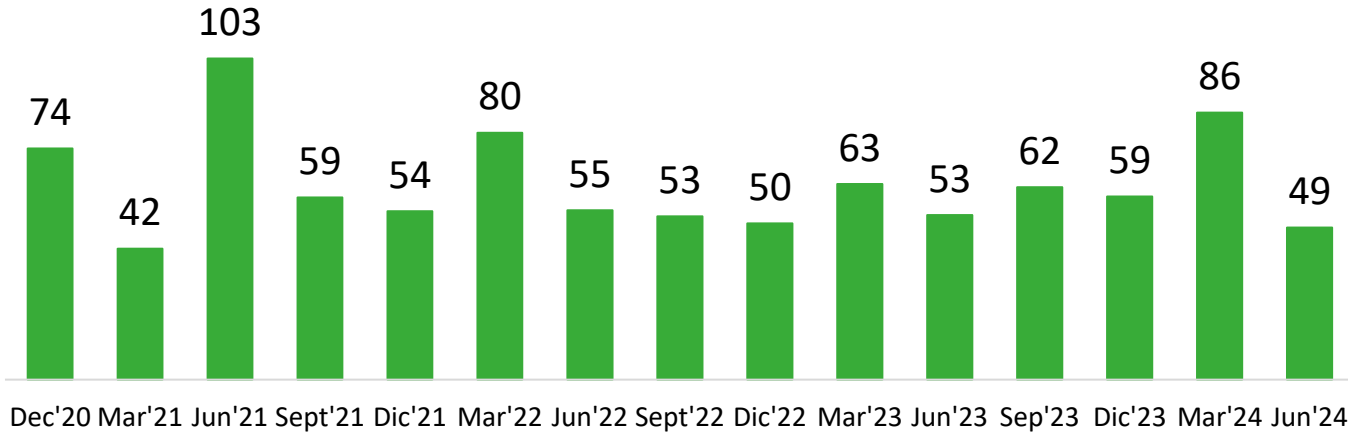
Fx loss as of June 2024: S/ 55.5 millions



# CASH GENERATION AND LIABILITY MANAGEMENT

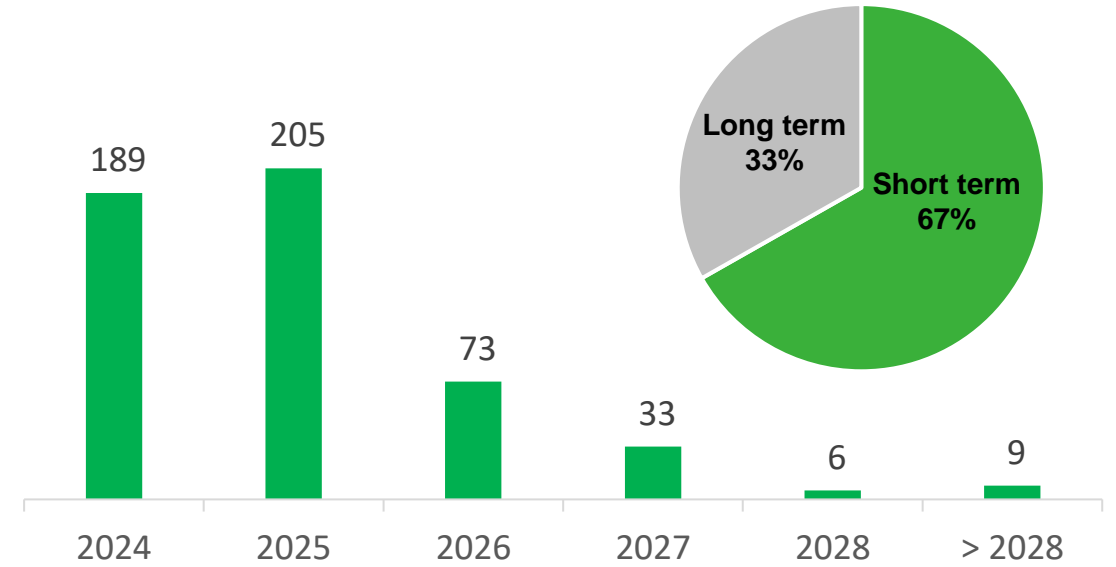
## Cash Balance

(USD millions)



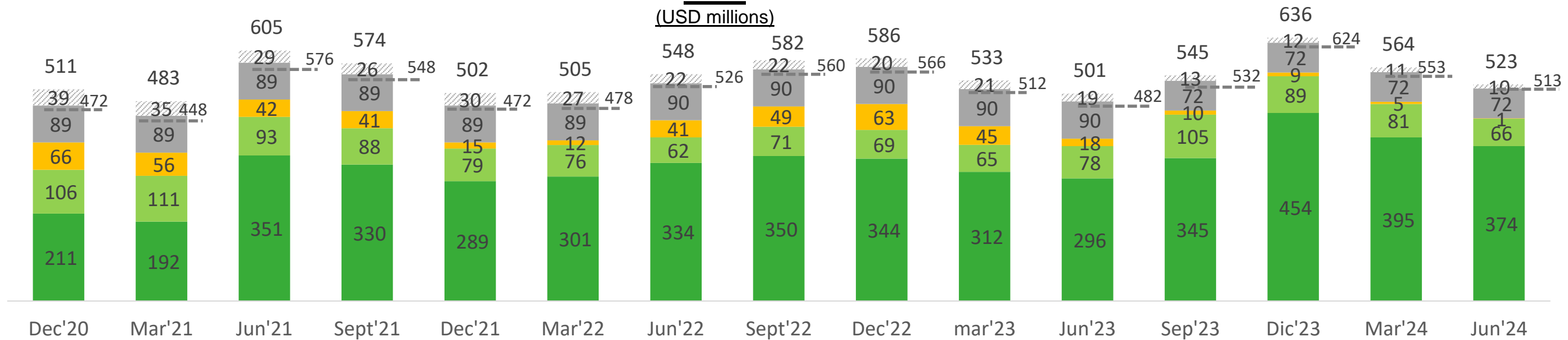
## Debt Maturity and Profile

(USD millions)



## Debt

(USD millions)

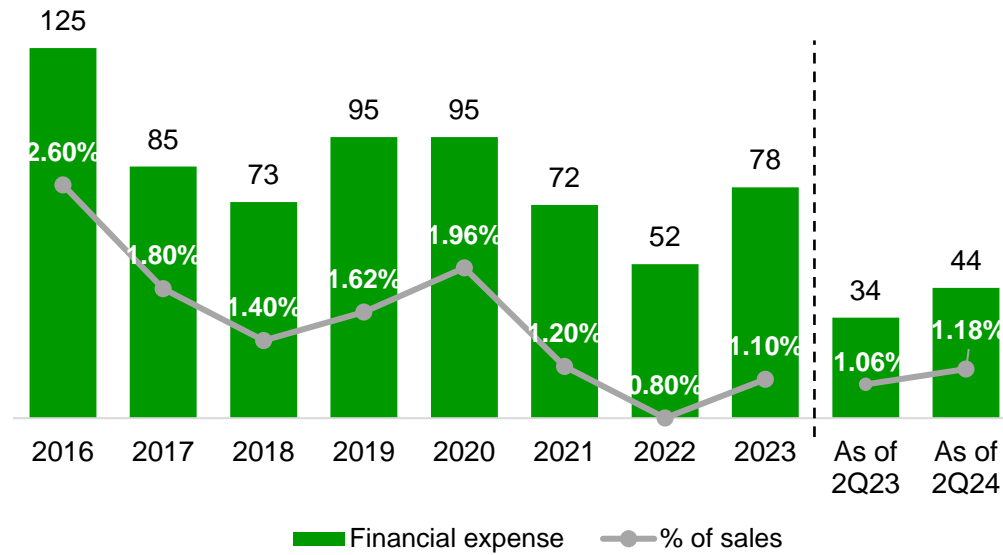




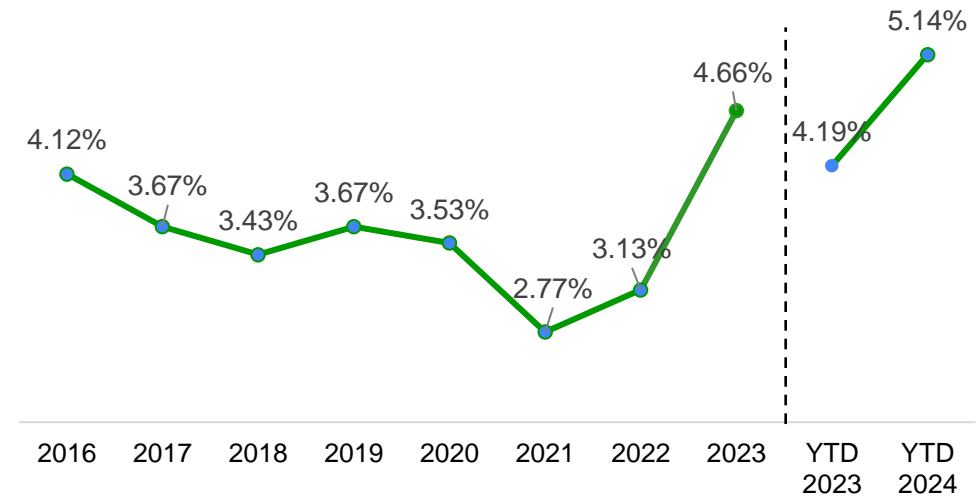
# Financial expense & Average debt expenditure

### Financial expense

(S/ millions)



### Average debt expenditure

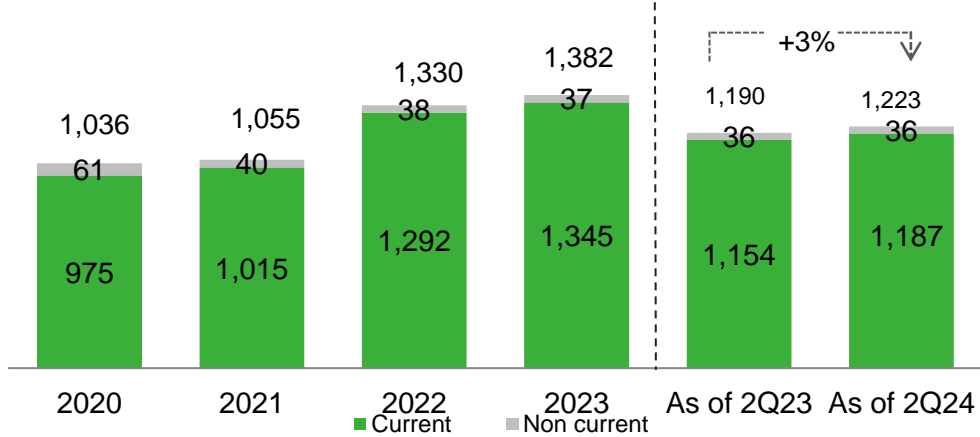




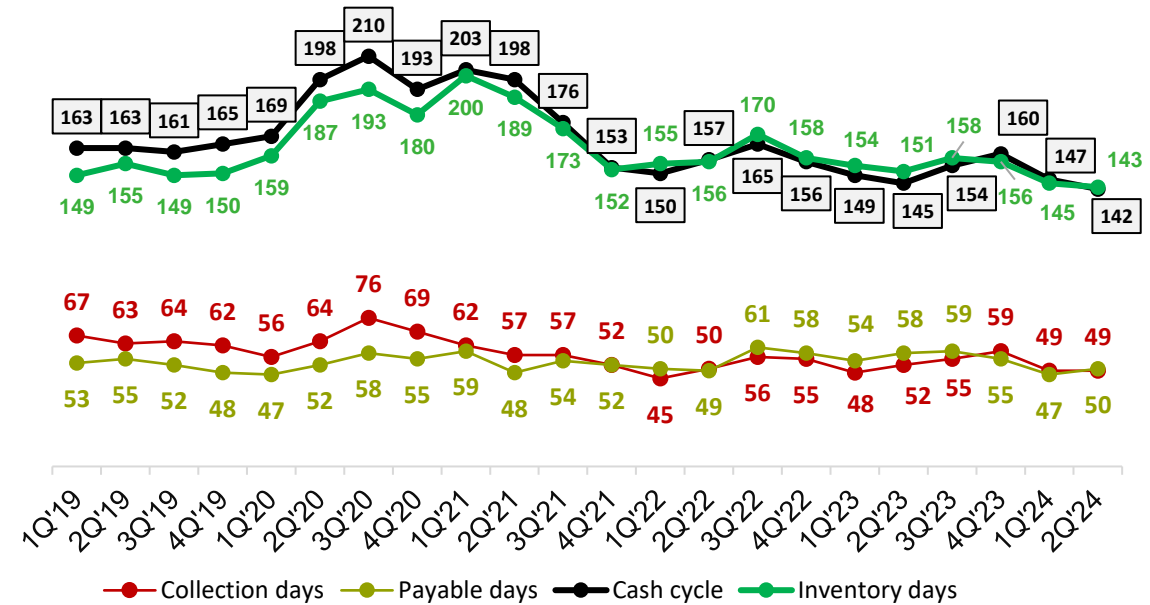


# Assets & Cash Conversion Cycle

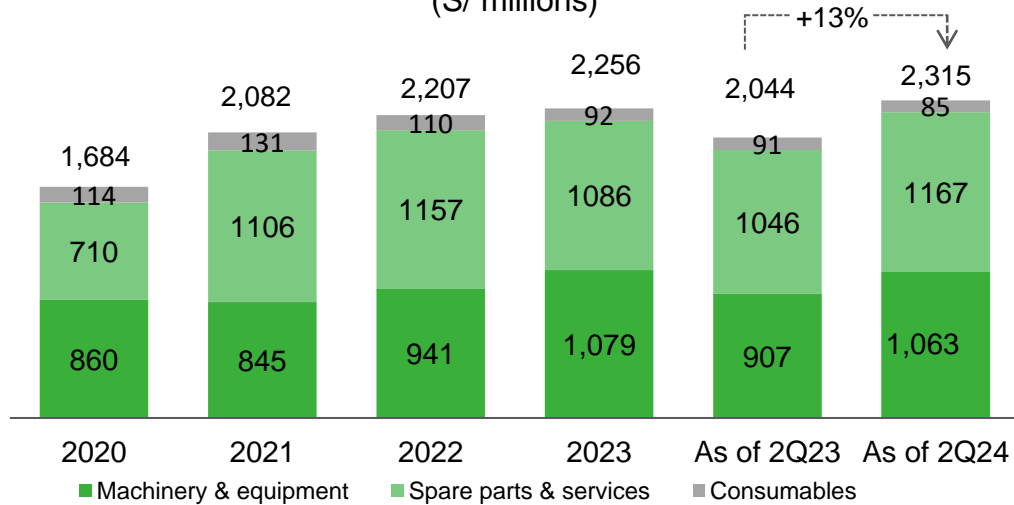
## Account Receivables (S/ millions)



## Cash Conversion Cycle



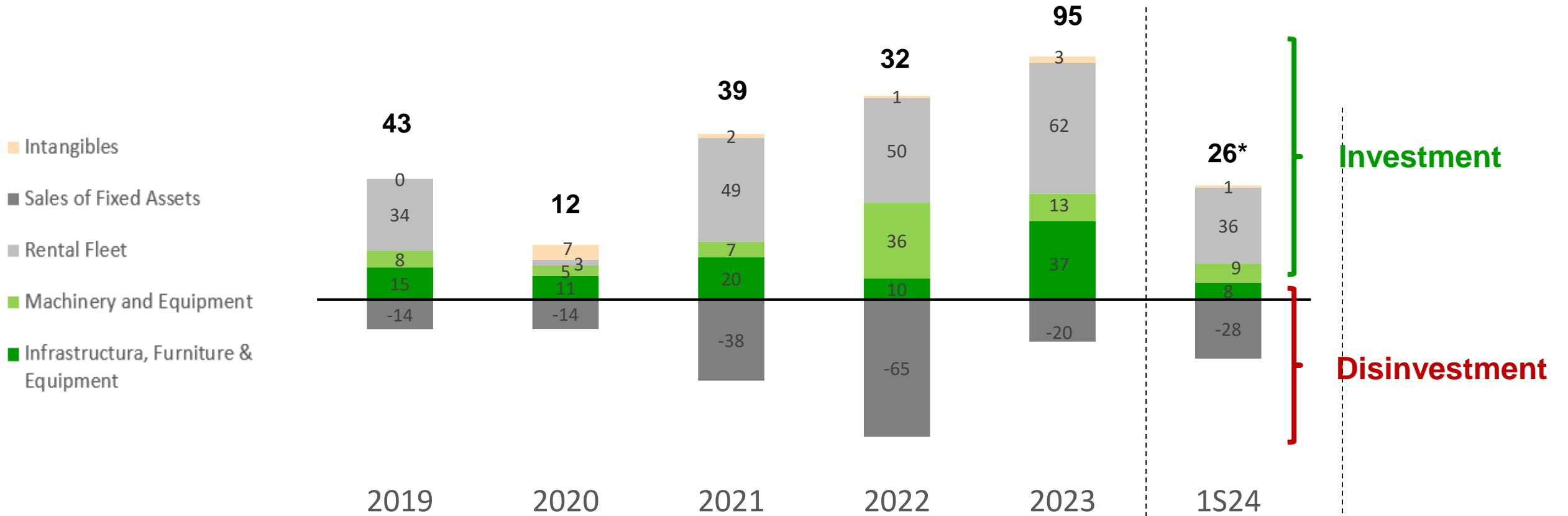
## Inventory (S/ millions)





# CAPEX

USD millions



- Investment in intangible assets reached US\$ **0.9 million** dollars as of June 2024

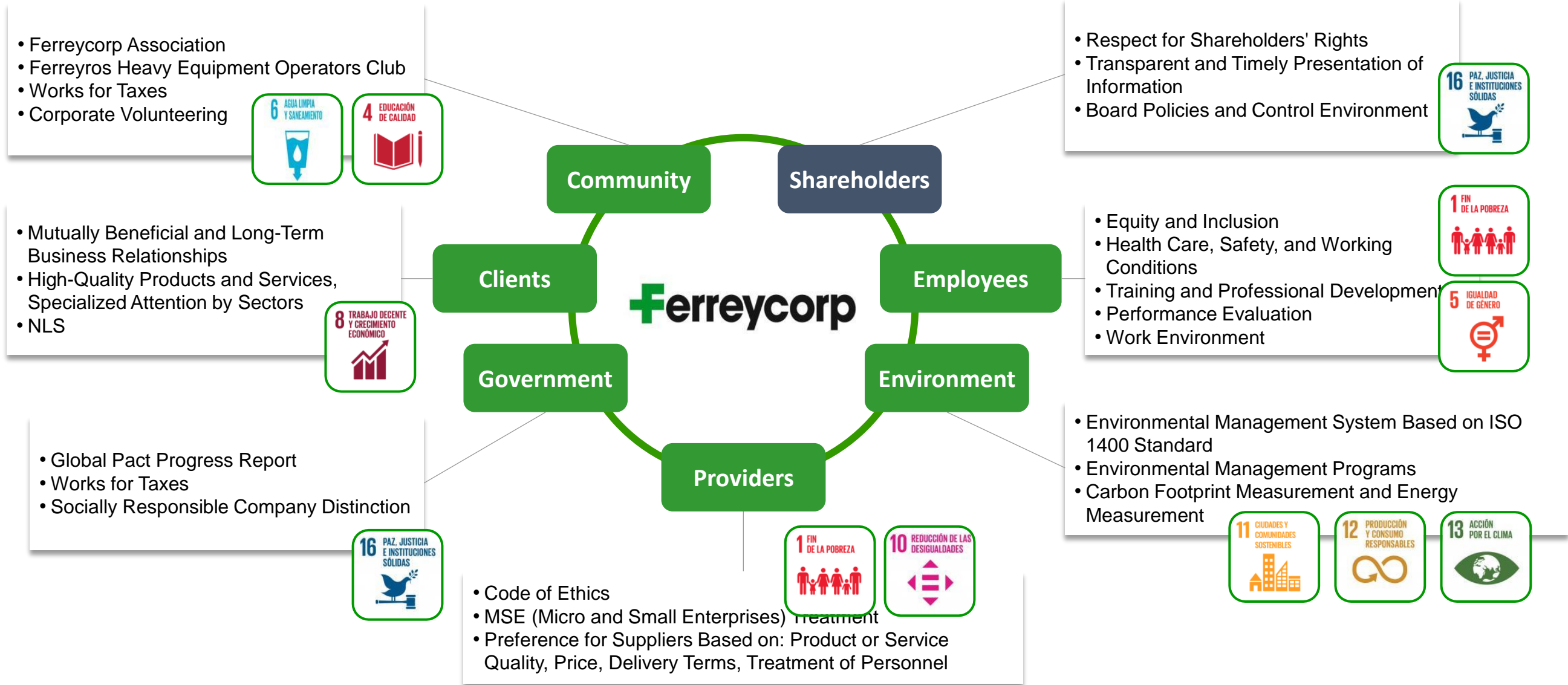
- \* **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16

# Sustainable Programm at Ferreycorp



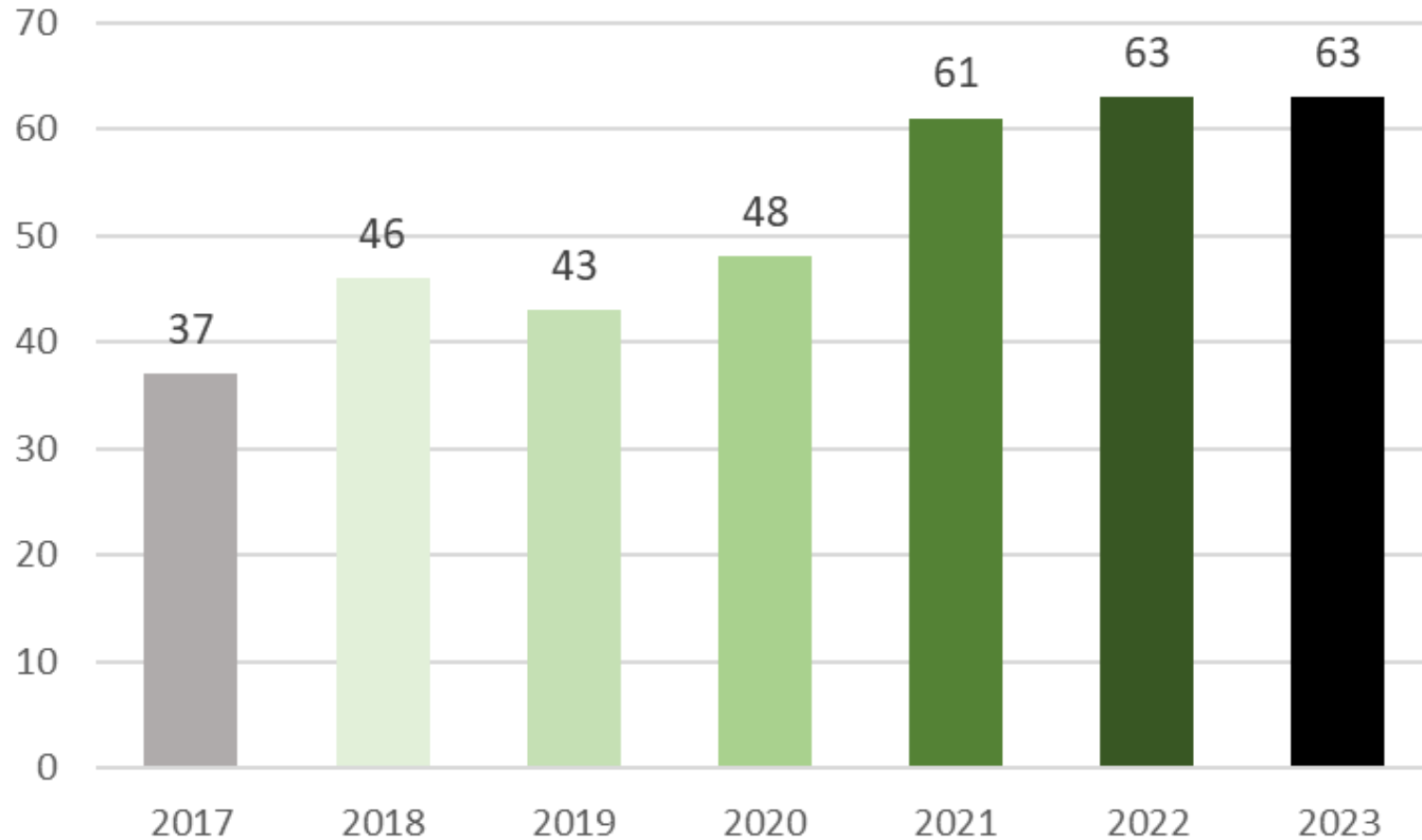


# Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





# 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

VIXORA F

Ferreenergy