



# Ferreycorp

Earnings Presentation  
Third Quarter 2024

*October 2024*



# HIGHLIGHTS

## Advanced Dividends' payment

- The Board of Directors, in a session held on July 24, 2024, agreed an advance dividend payment of S/ 100 million, which corresponds to fiscal year 2024 results.
- This is equivalent of a cash dividend of S/ 0.1064 per share.
- It was paid on August 27.

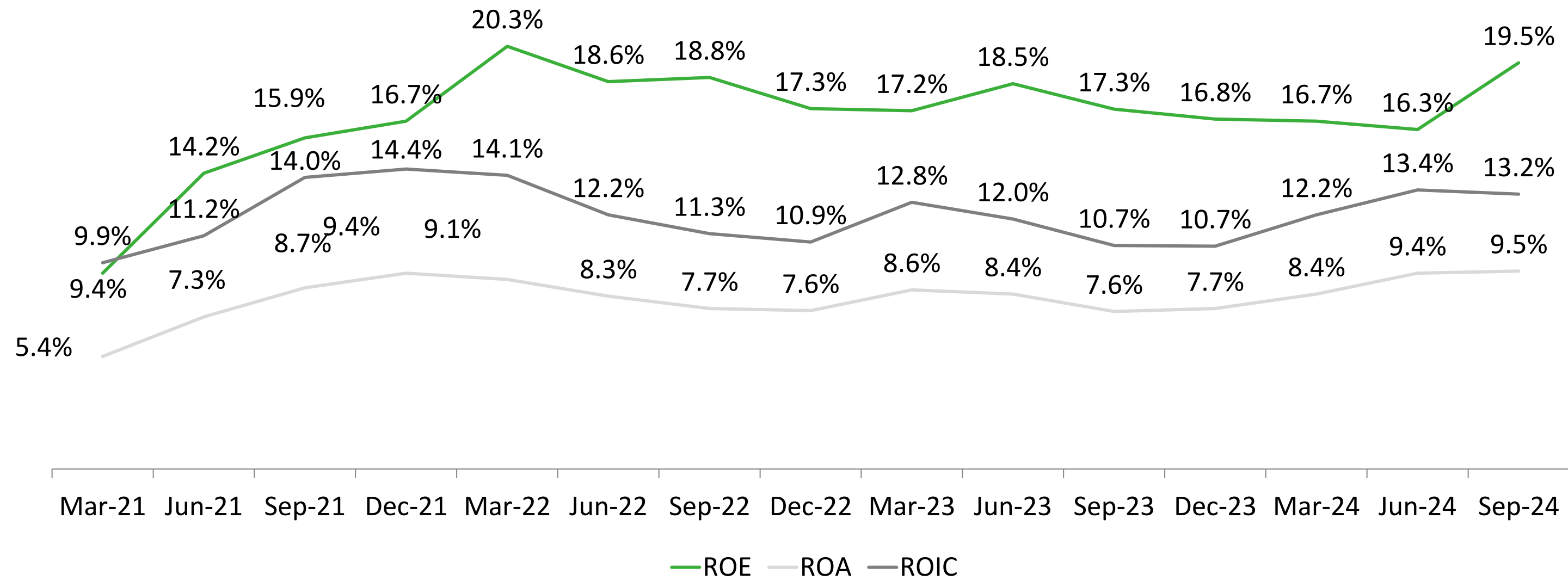
**Ferreycorp**

JUNTOS CREAMOS  
DESARROLLO



# INTRODUCTION

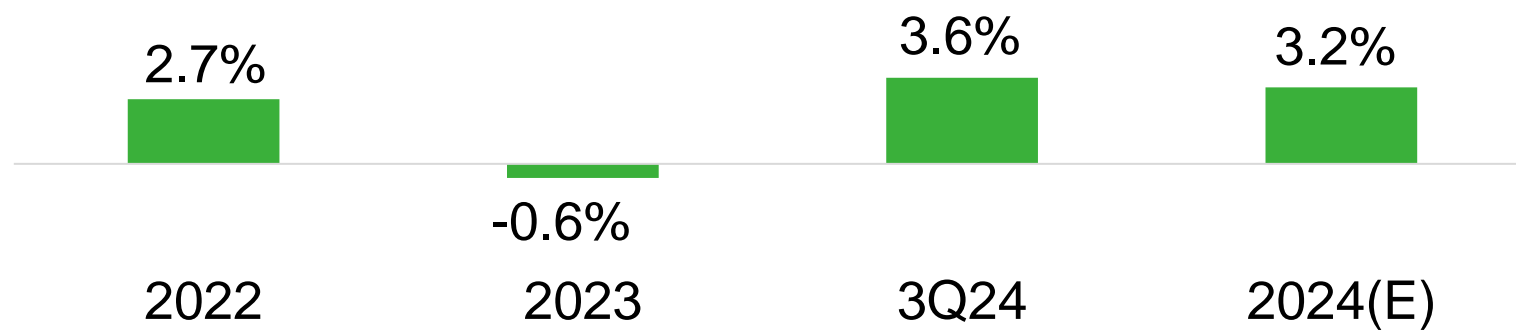
## Ferreycorp Profit Ratios



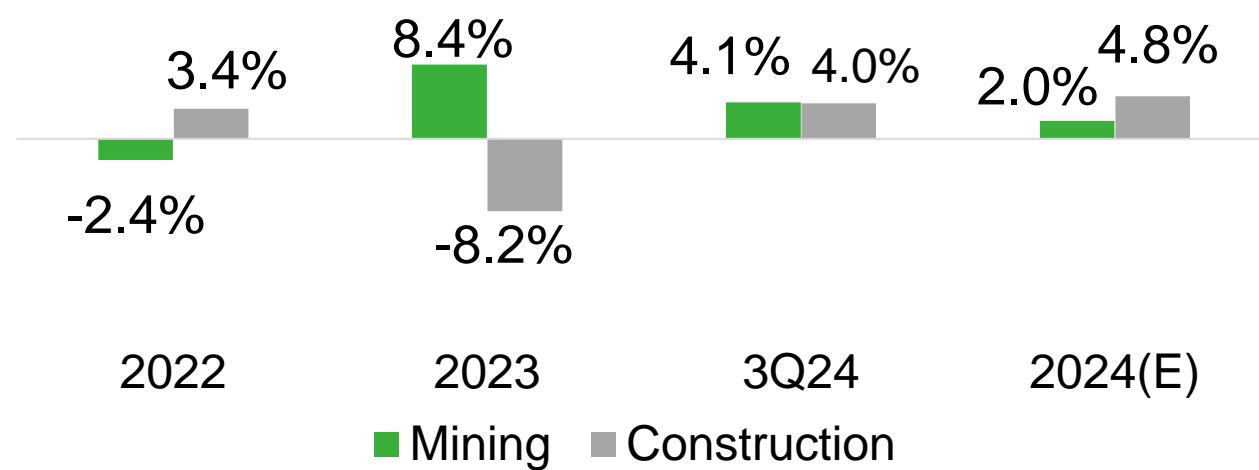


# INTRODUCTION

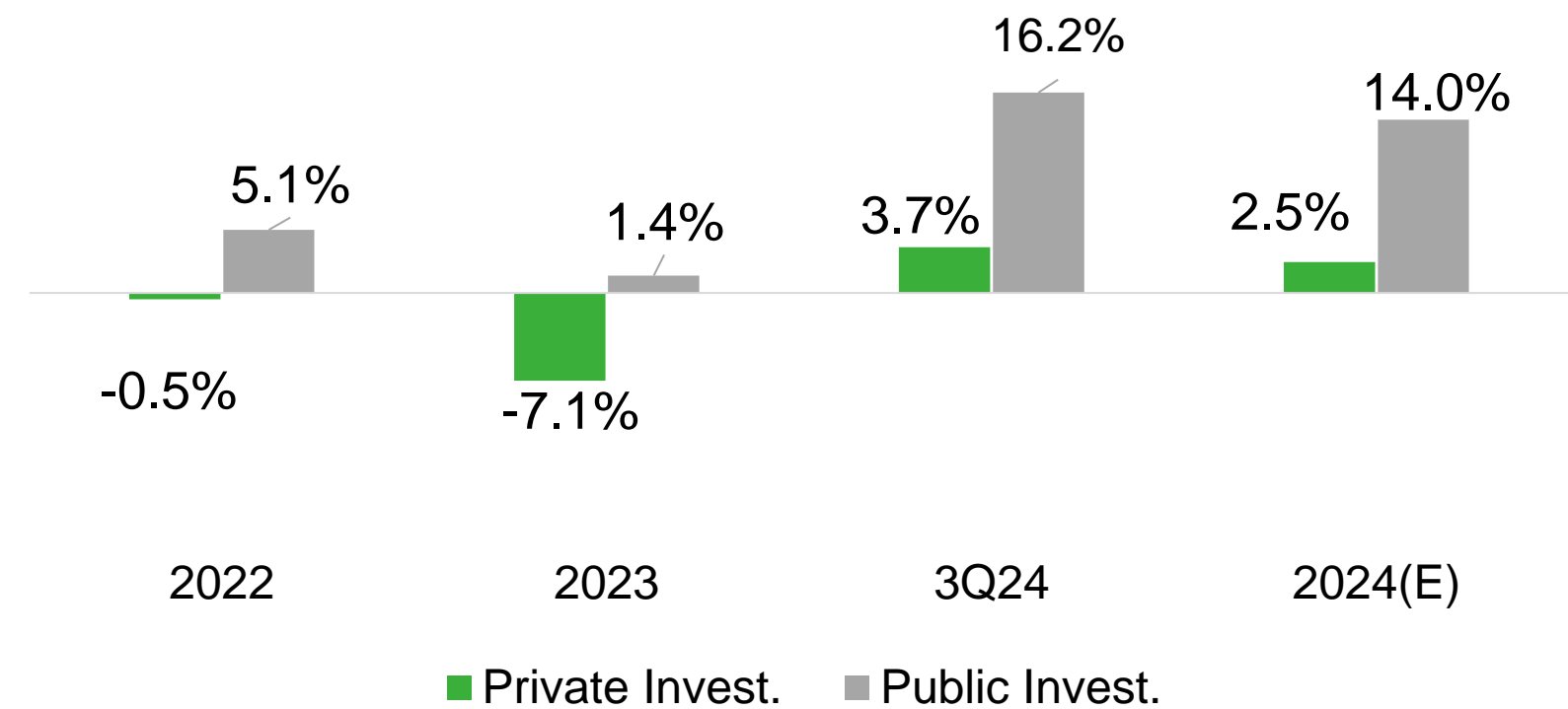
### GDP (Var %)



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



### Public & Private Investment (Var %)



Private investment still affected in 2024 by business confidence.

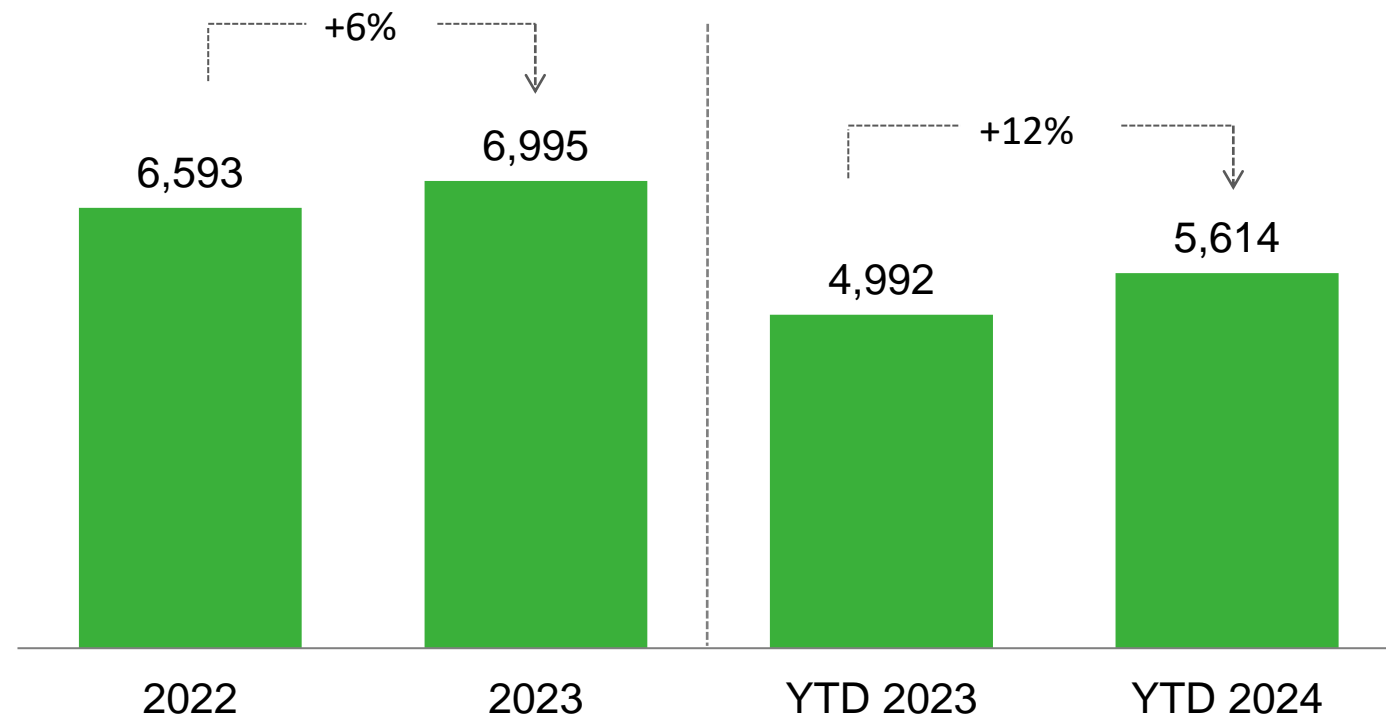
Sources: Central Bank Inflation Report as of September 2024 & Apoyo Consultoría.



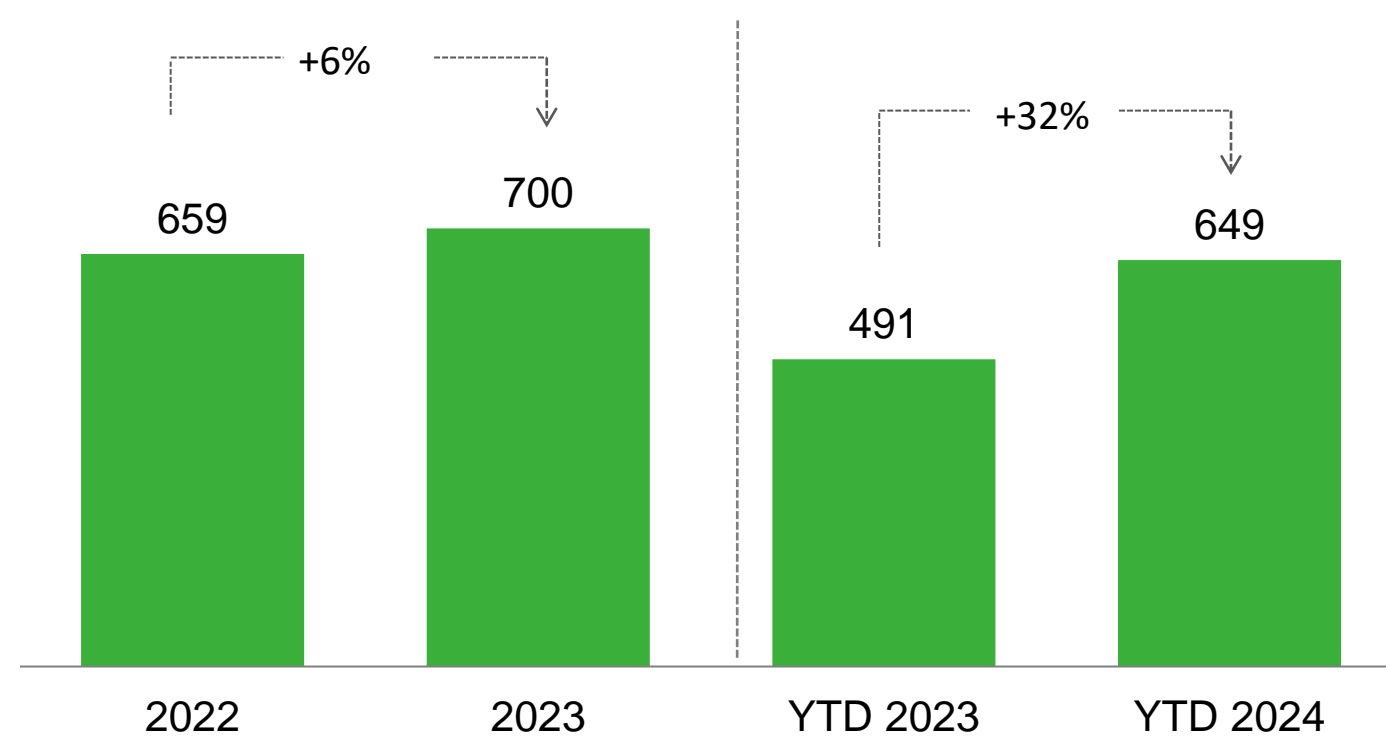
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

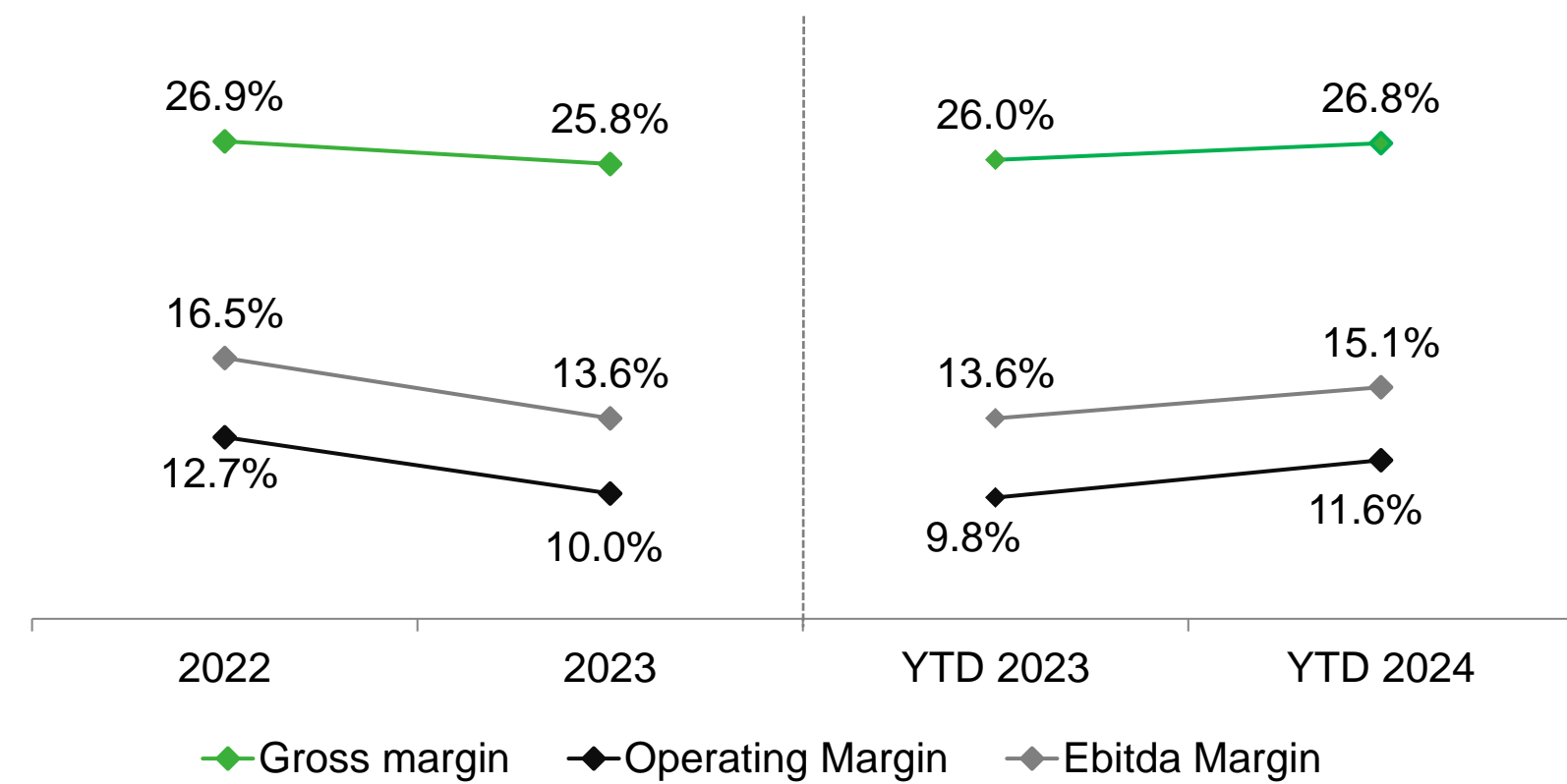
## SALES



## OPERATING PROFIT



## MARGINS



Adj. Gross Margin 3Q 2023 = 27.1%, 3Q 2024 = 26.7%

Adj. Operating Margin 3Q 2023 = 10.9% ; 3Q 2024 = 11.5%

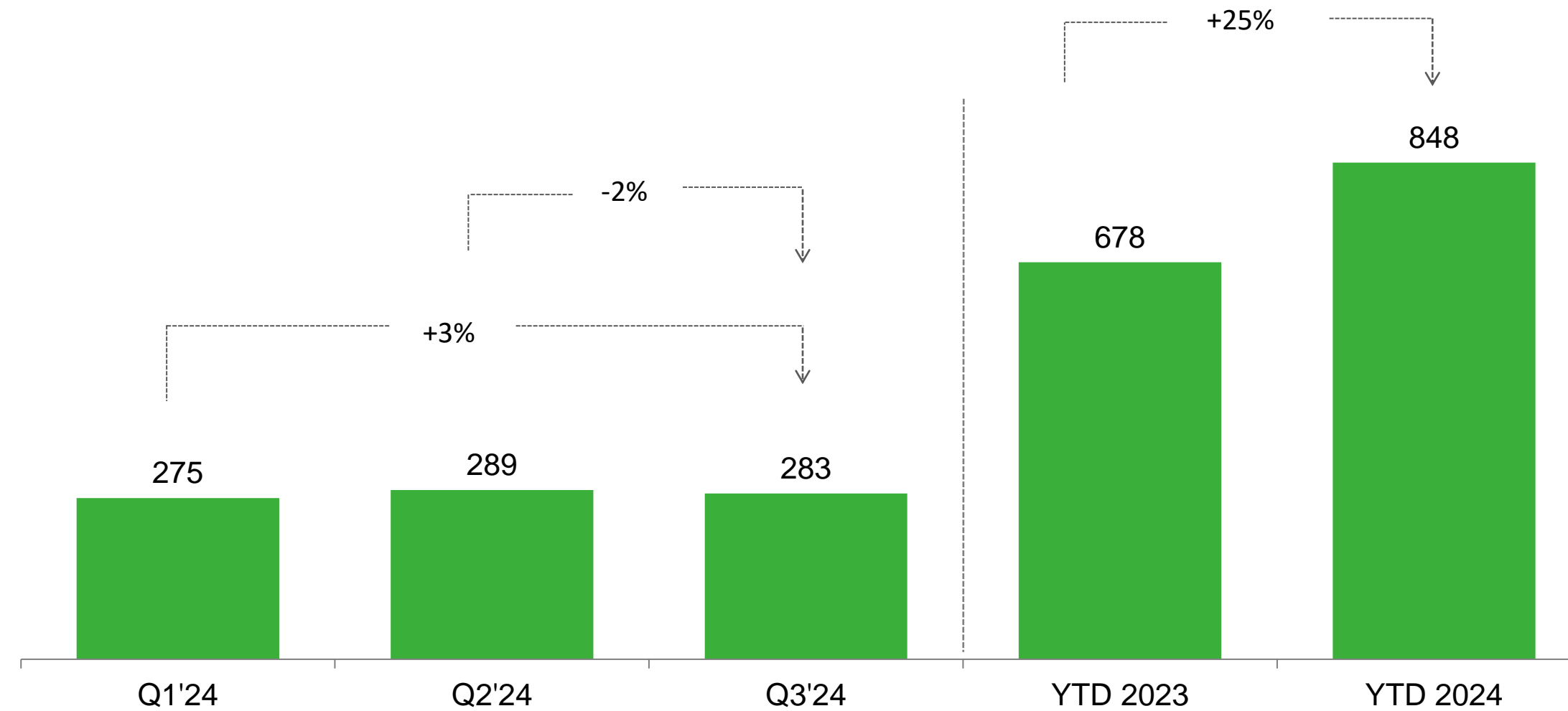
Adj. Ebitda Margin 3Q 2023 = 14.7% ; 3Q 2024 = 15.0%



# FINANCIAL HIGHLIGHTS - EBITDA

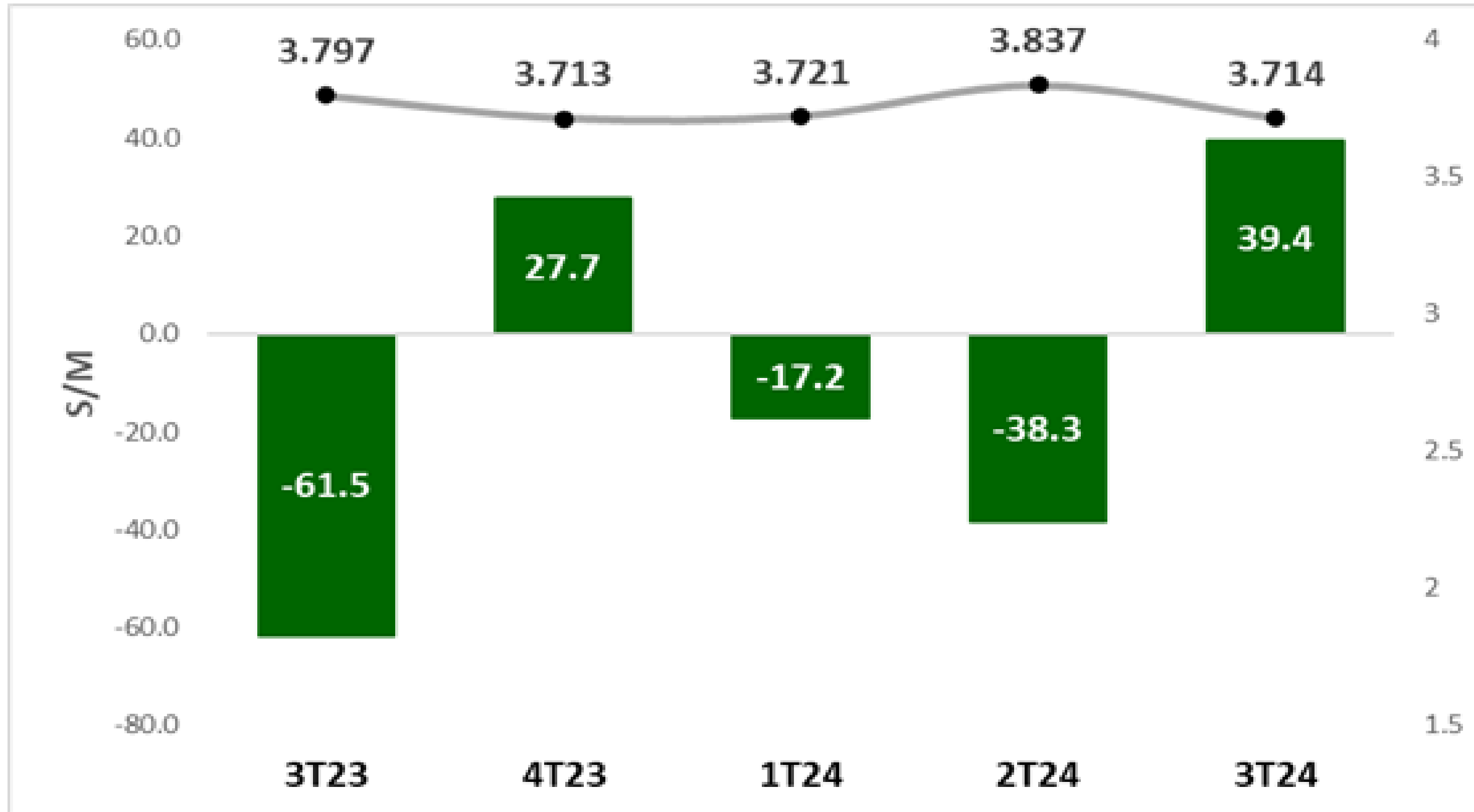
Million Soles (S/ mm)

## EBITDA





# EVOLUTION OF EXCHANGE RATES

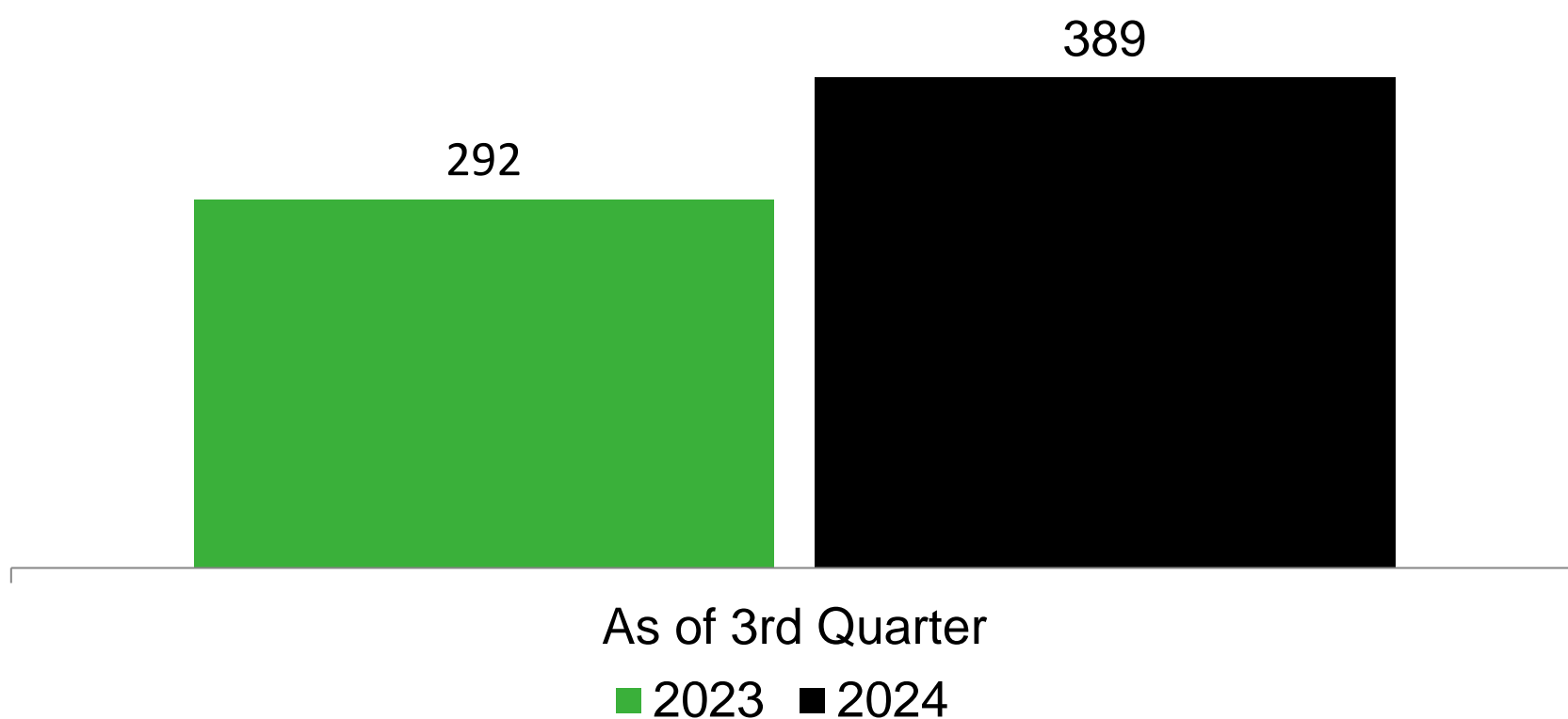




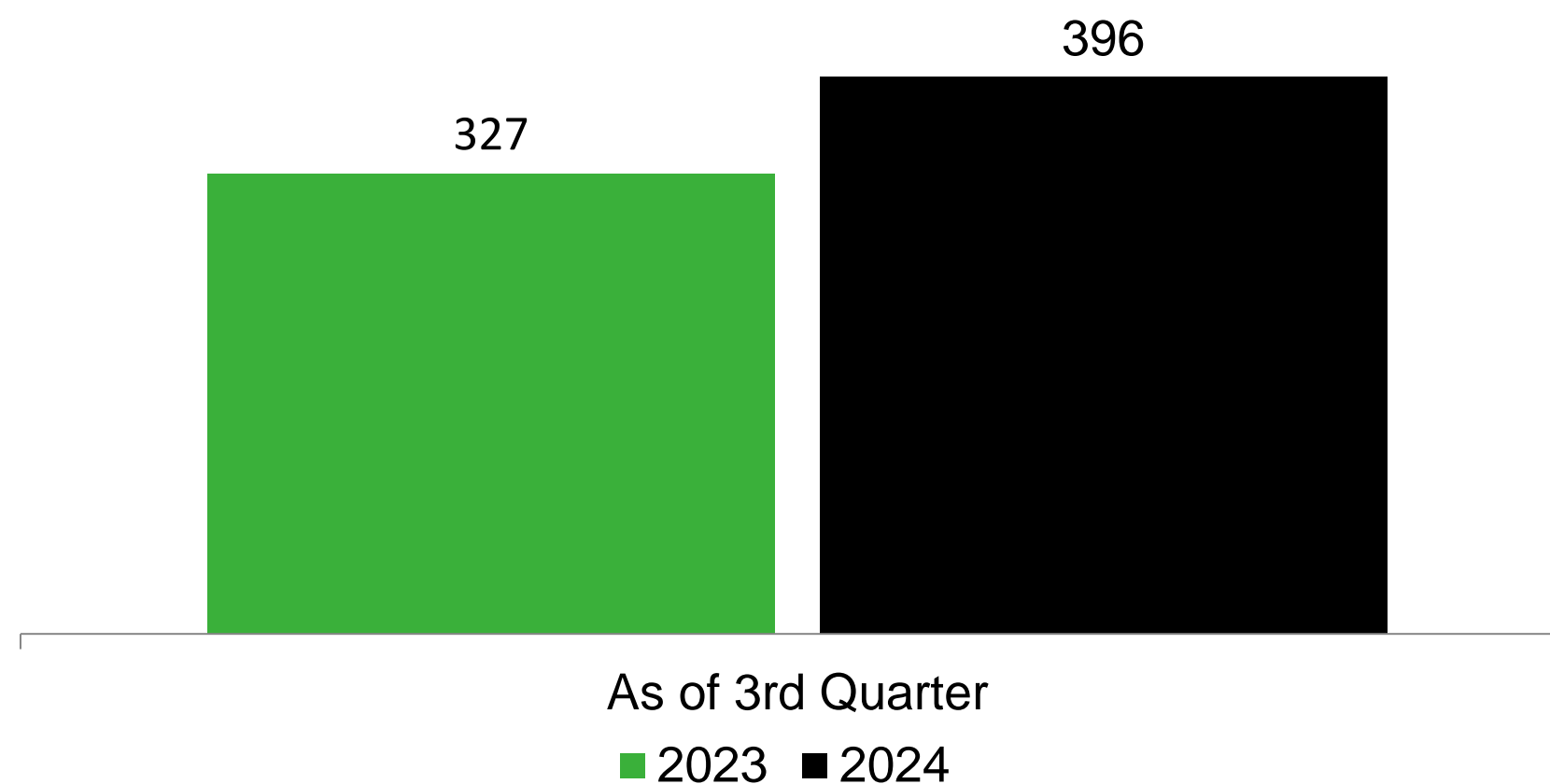
# FINANCIAL HIGHLIGHTS – NET INCOME

Million Soles (S/ mm)

## Net Income



## Adjusted Net Income



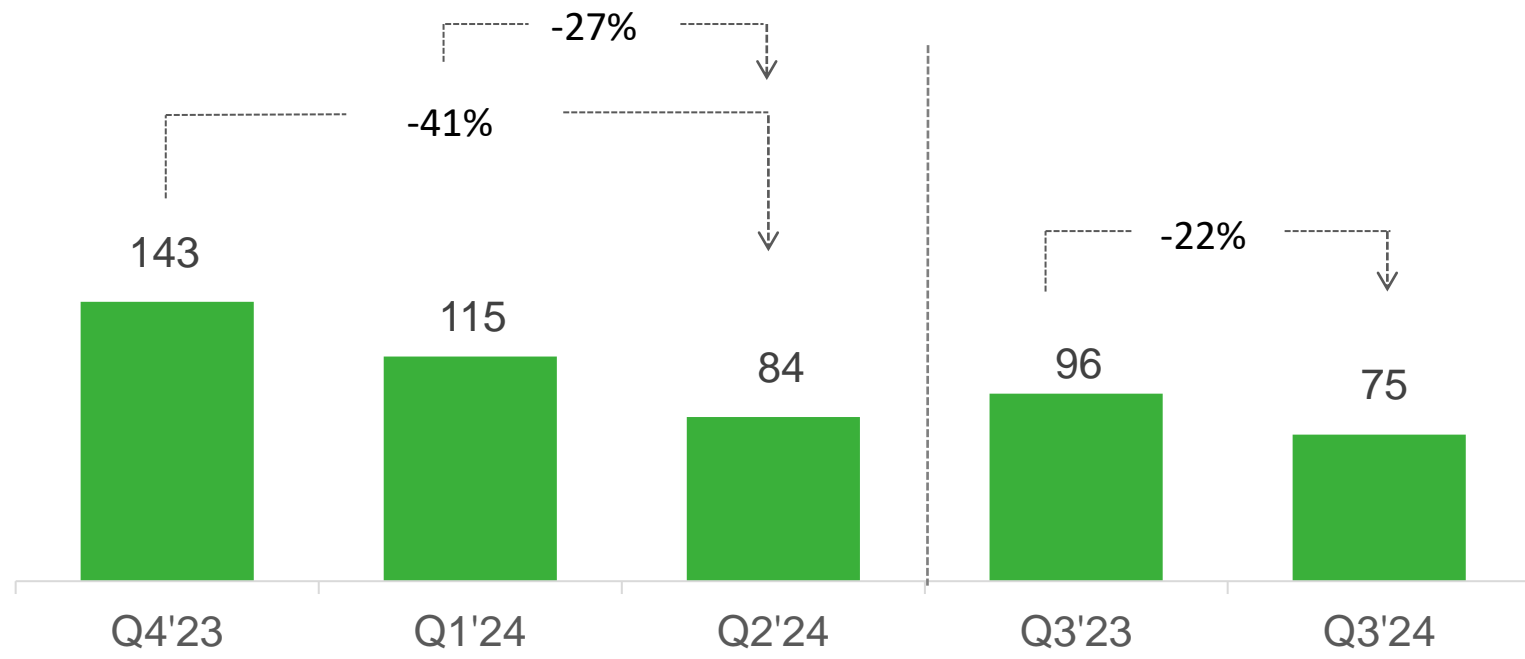




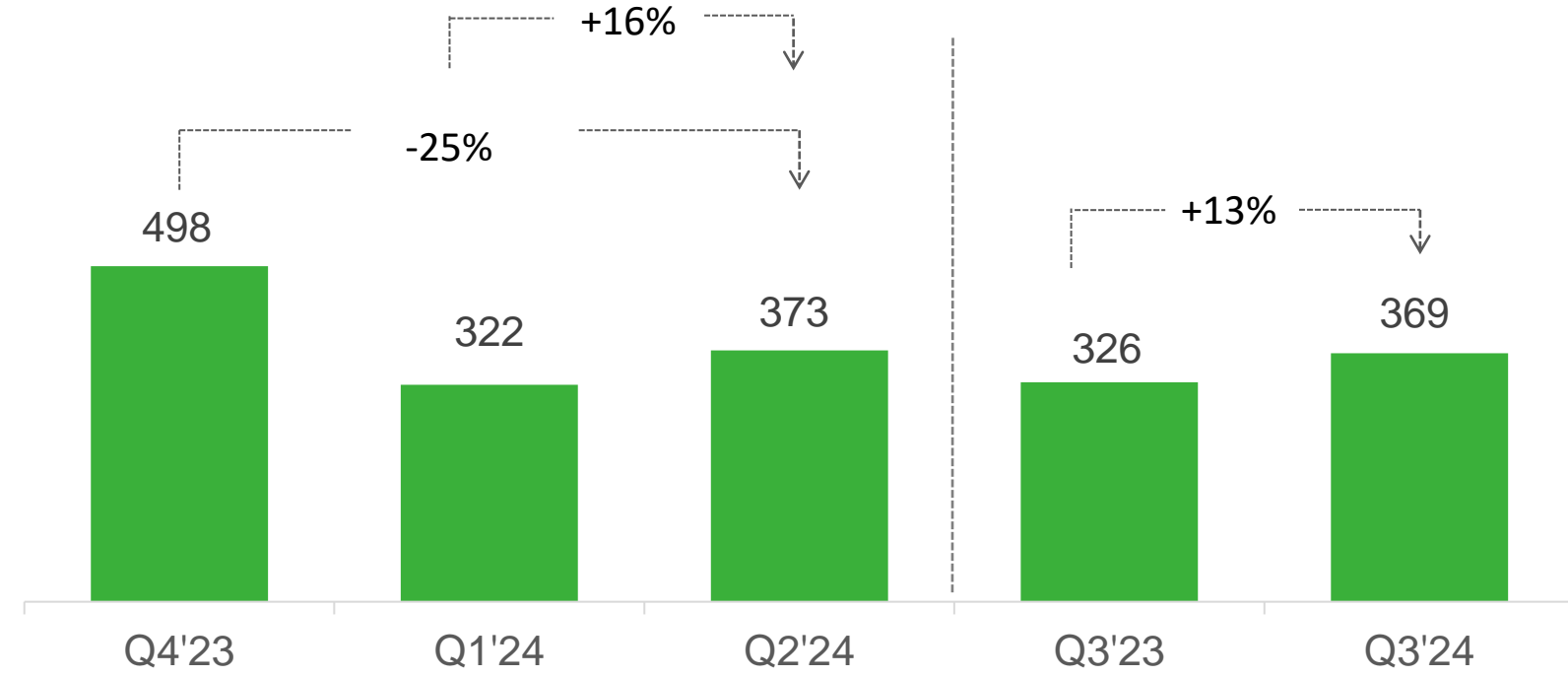
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

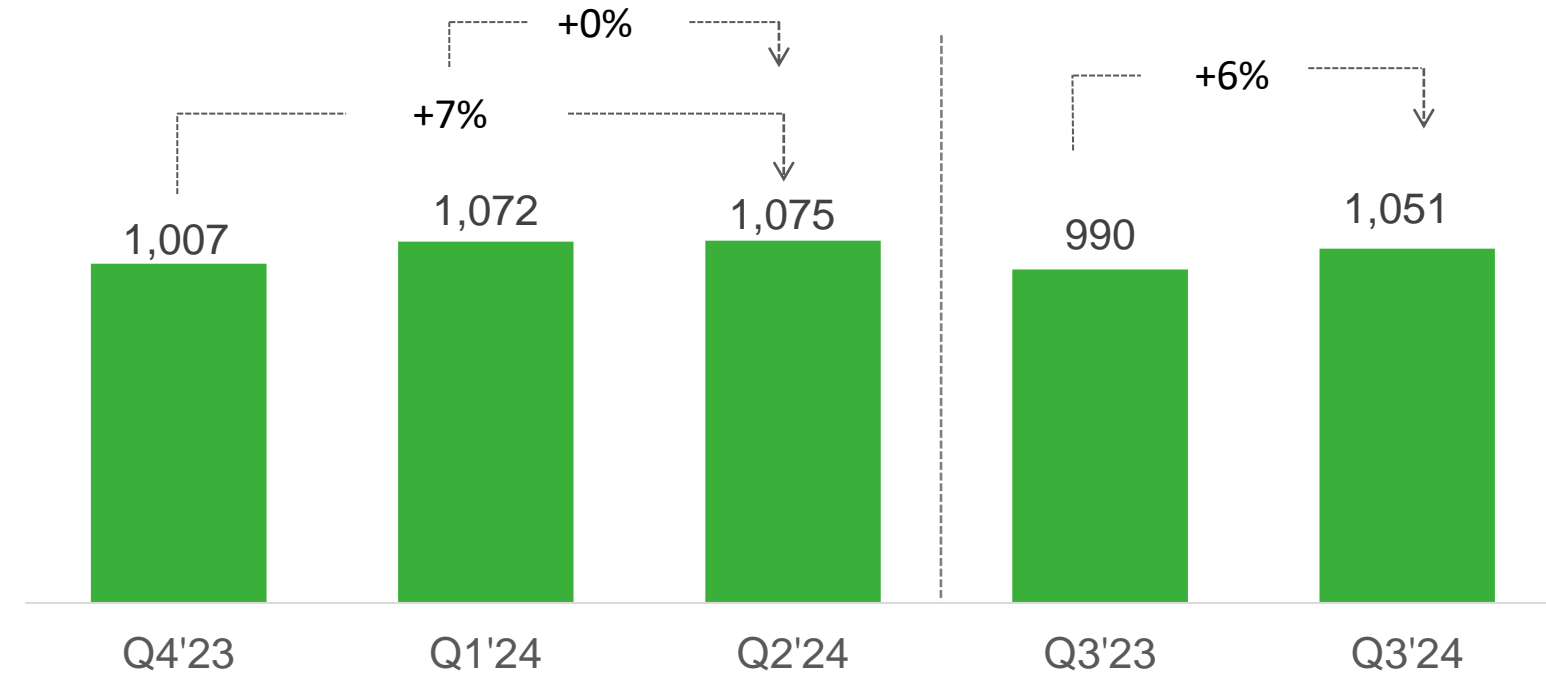
## CAT MINING EQUIPMENT



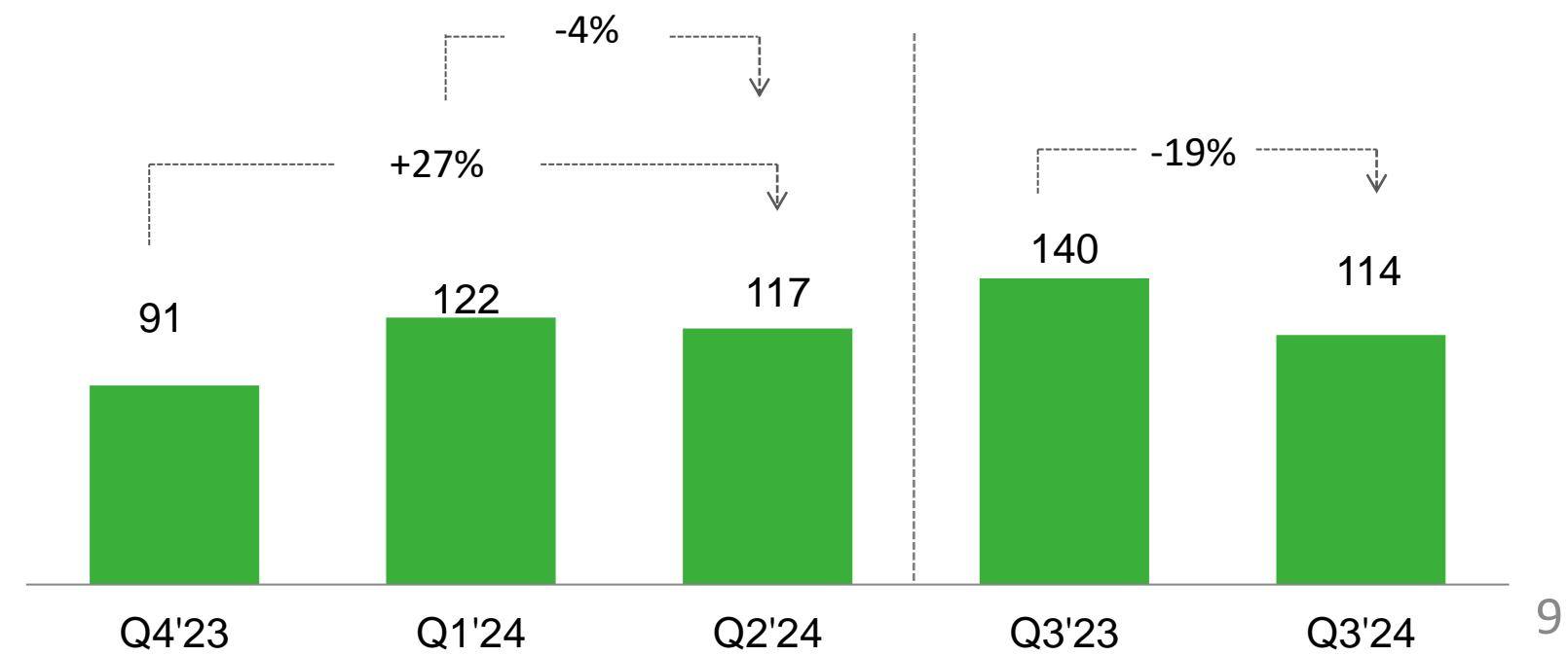
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



## RENTAL AND USED





# FINANCIAL HIGHLIGHTS

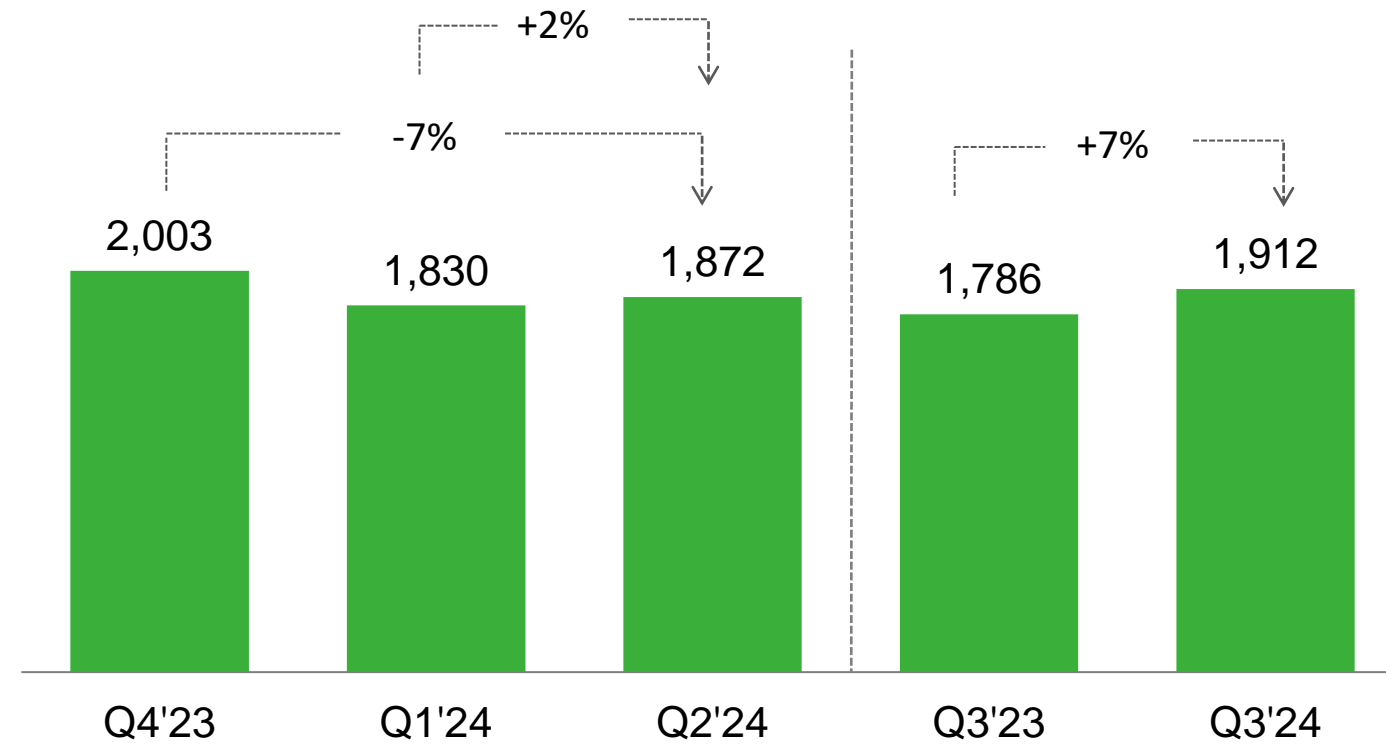
Million Soles (S/ mm)

Adj. Gross Margin 3Q 2023 = 26.7%, 3Q 2024 = 26.2%

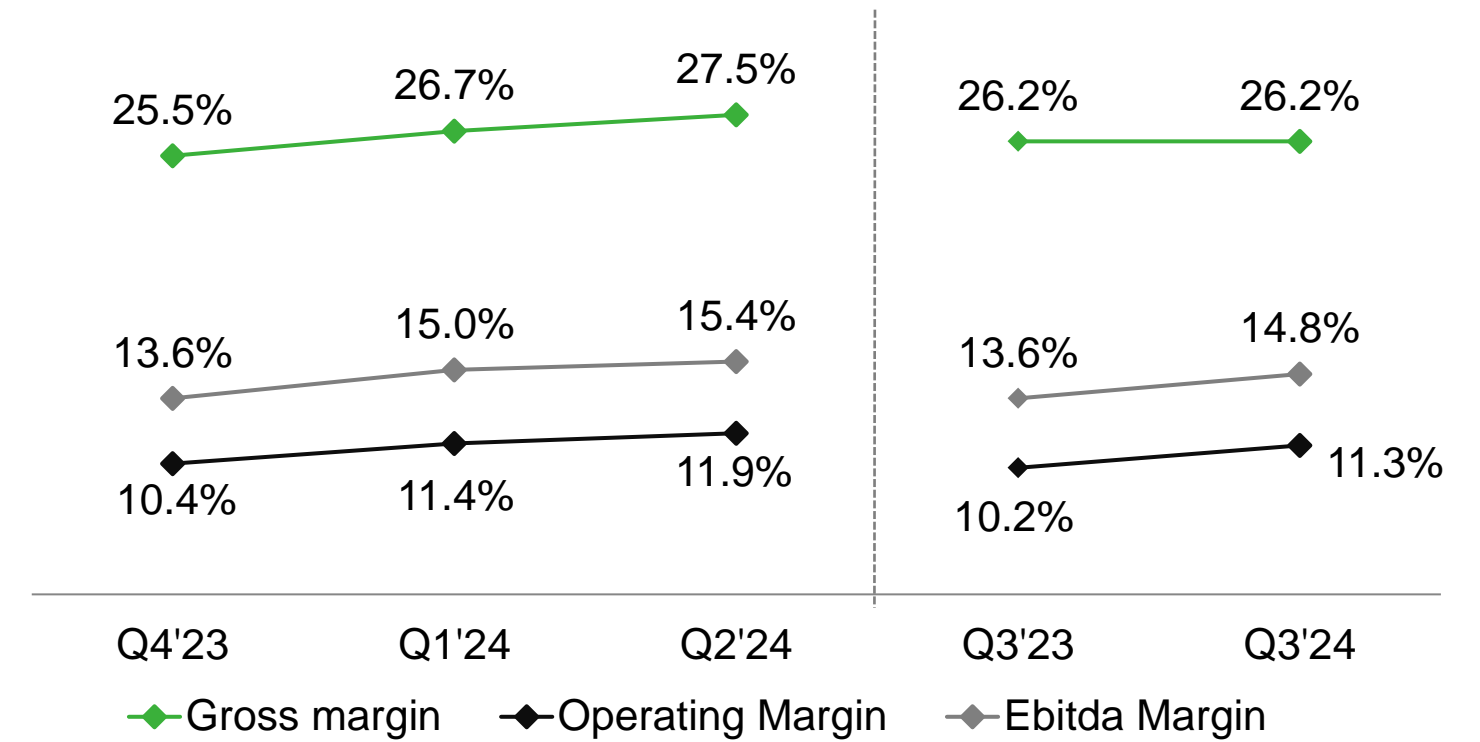
Adj. Operating Margin 3Q 2023 = 10.7%; 3Q 2024 = 11.3%

Adj. Ebitda Margin 3Q 2023 = 14.1% ; 3Q 2024 = 14.8%

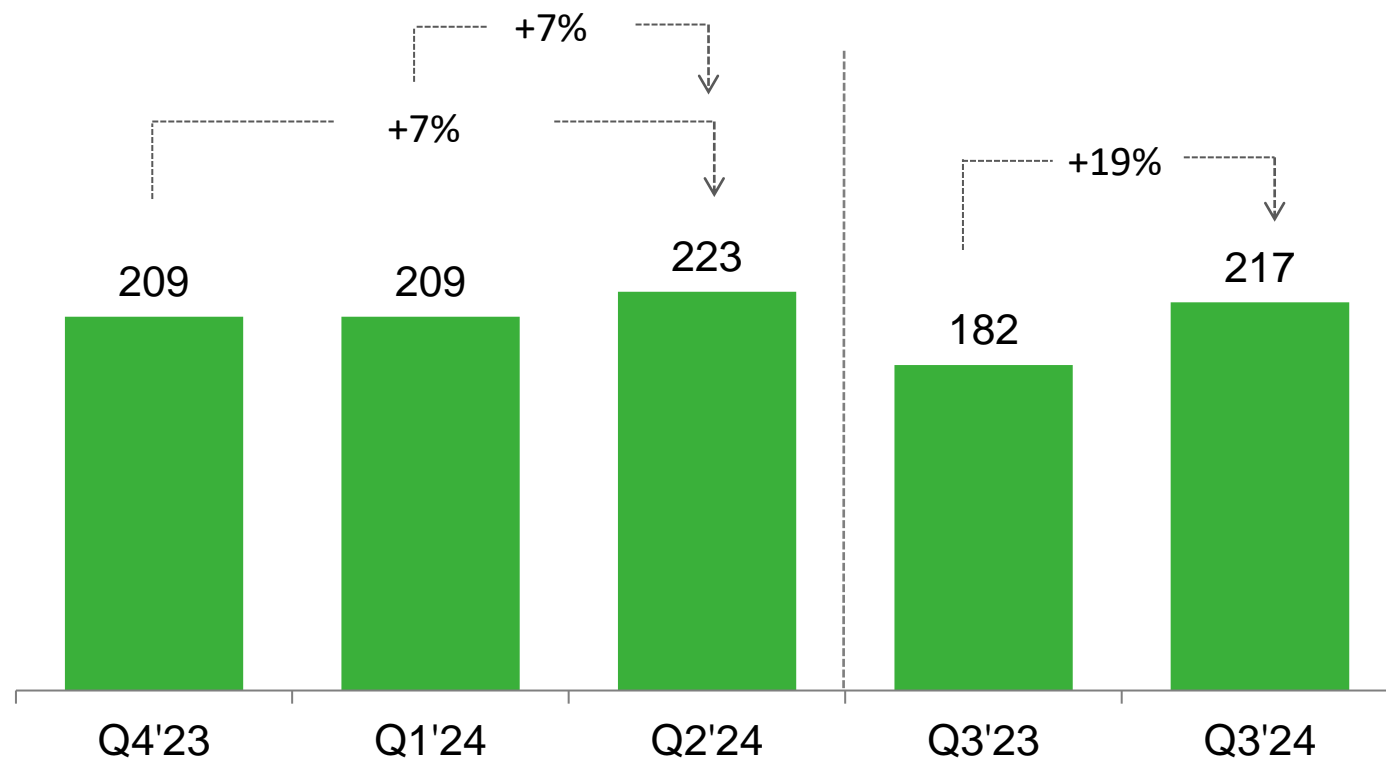
## SALES



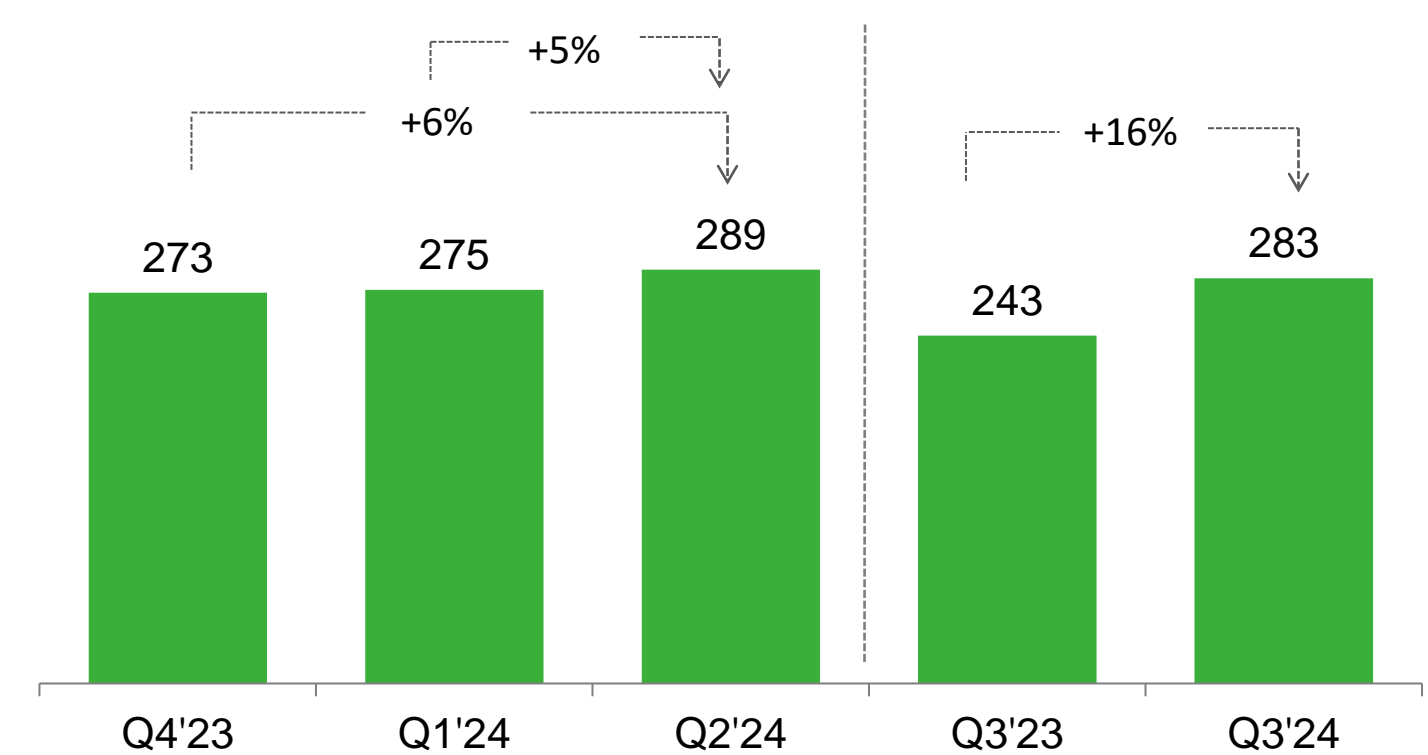
## MARGINS



## OPERATING PROFIT



## EBITDA

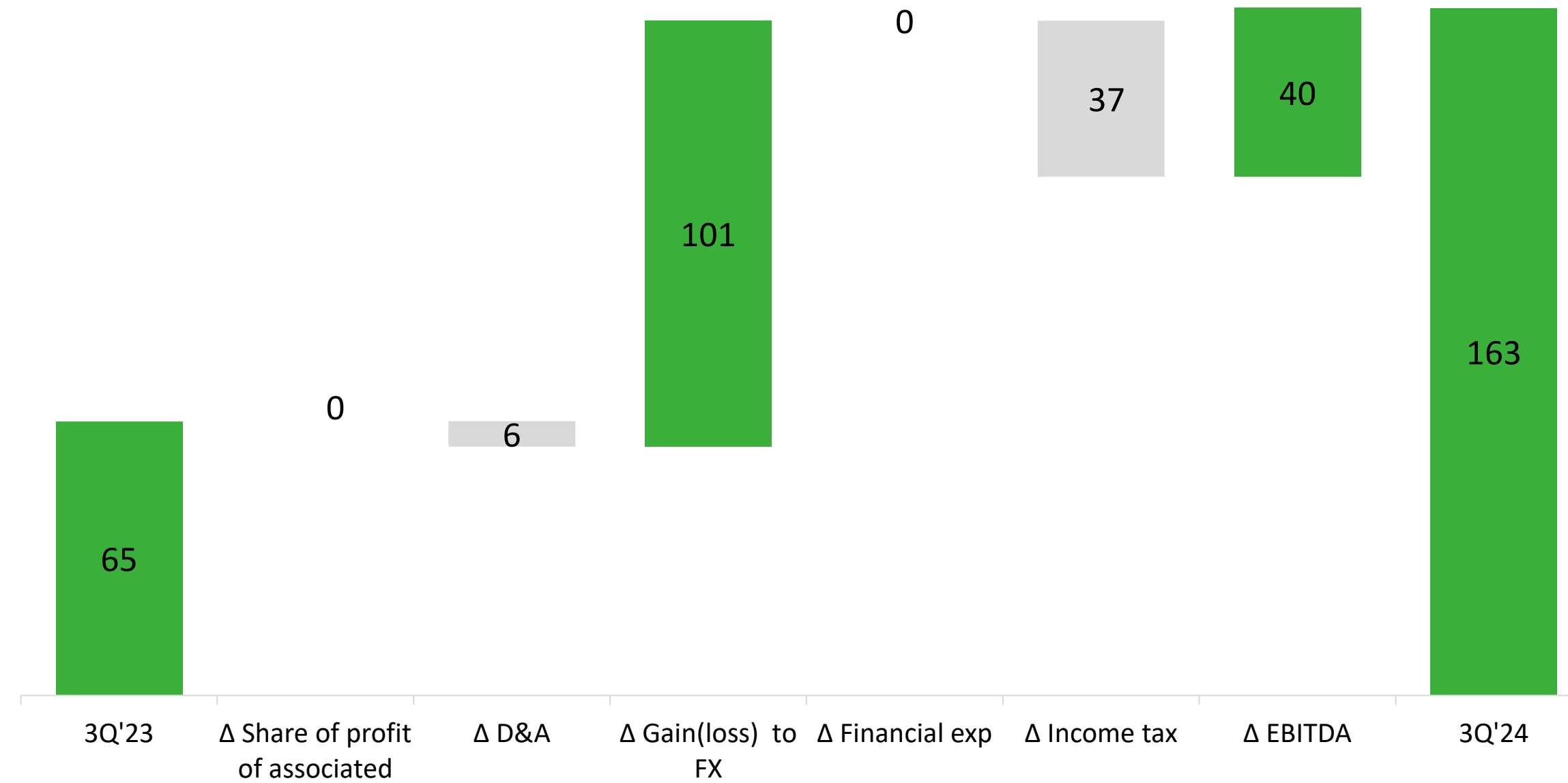




# FINANCIAL HIGHLIGHTS – NET INCOME

Million Soles (S/ mm)

## NET INCOME 3Q24



Positive variations

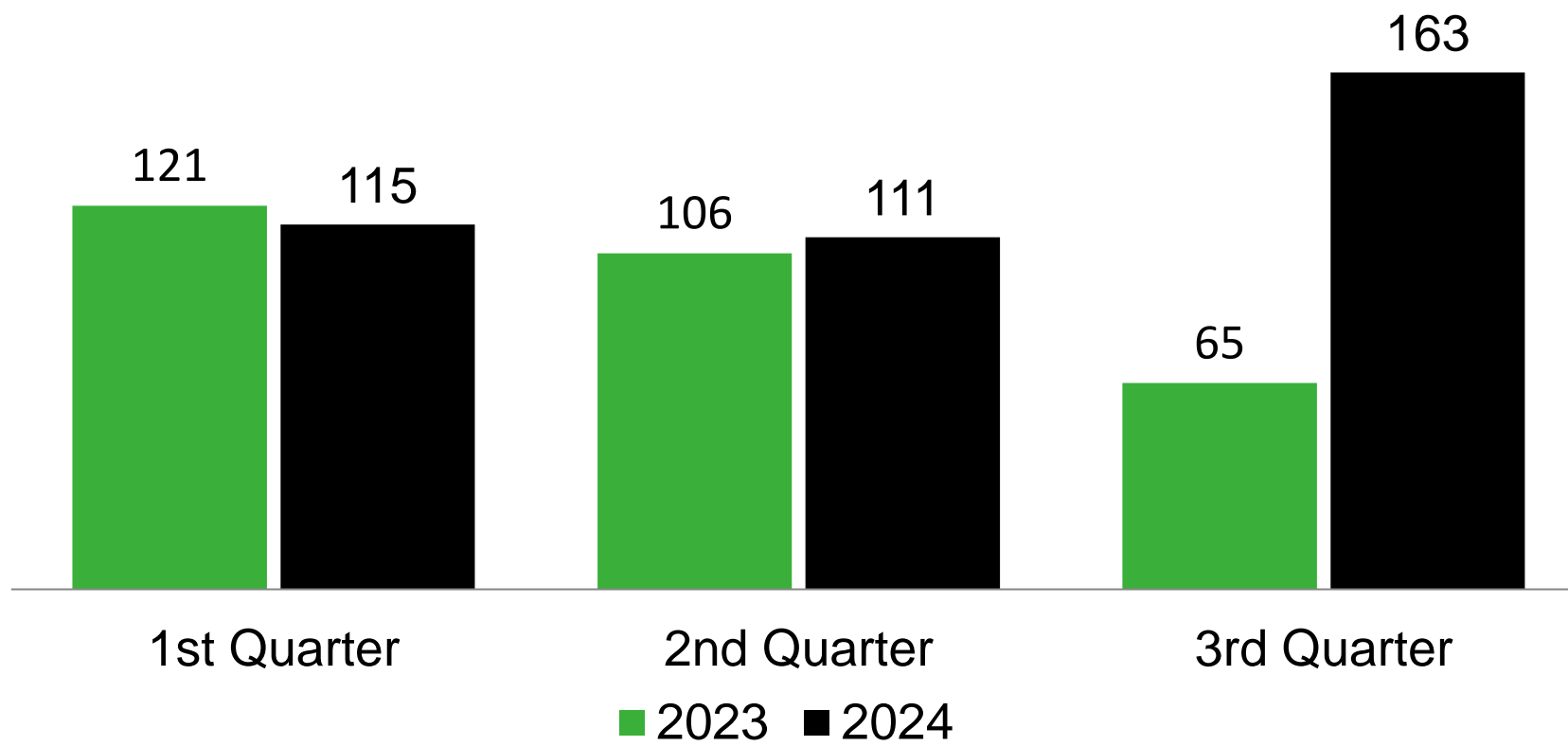
Negative variations



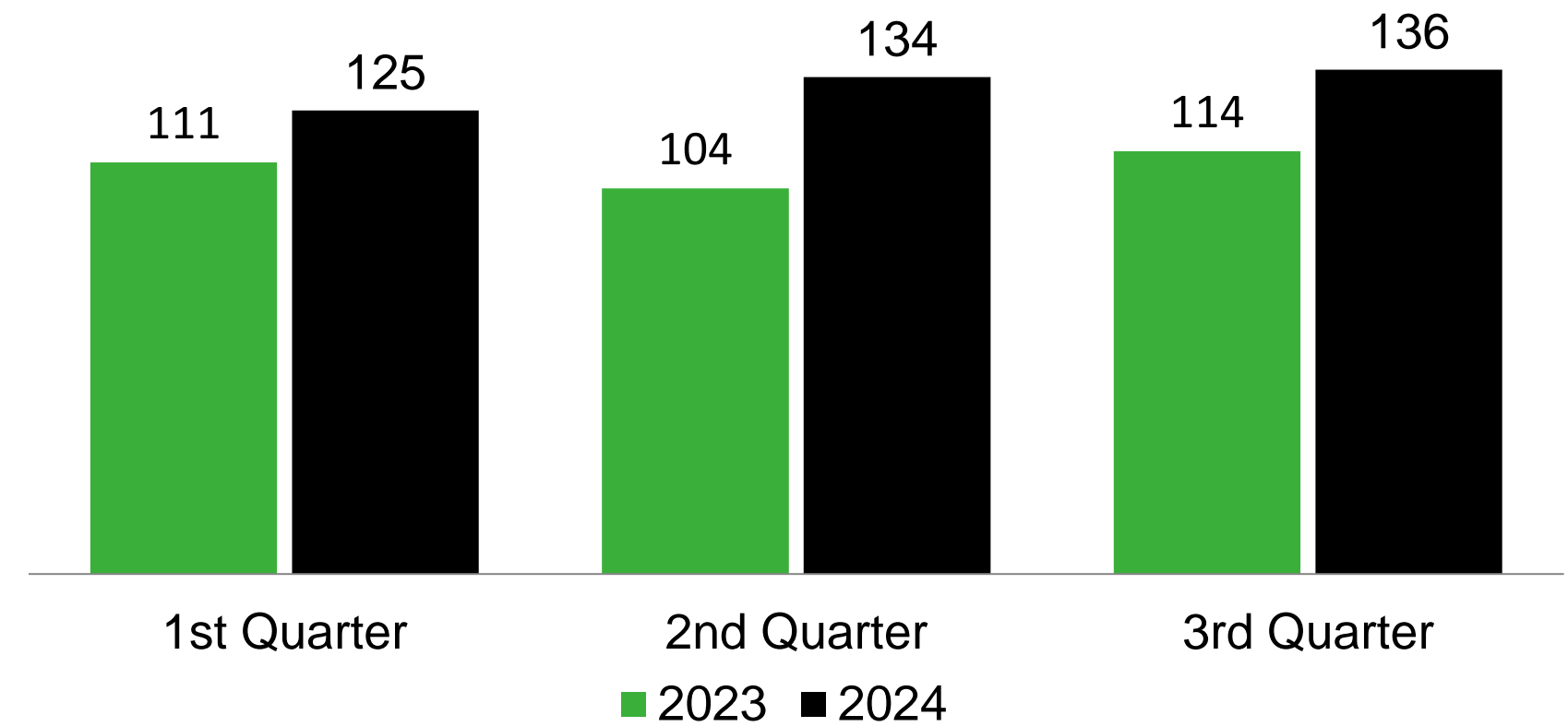
# FINANCIAL HIGHLIGHTS – NET INCOME

Million Soles (S/ mm)

## Net Income



## Adjusted Net Income



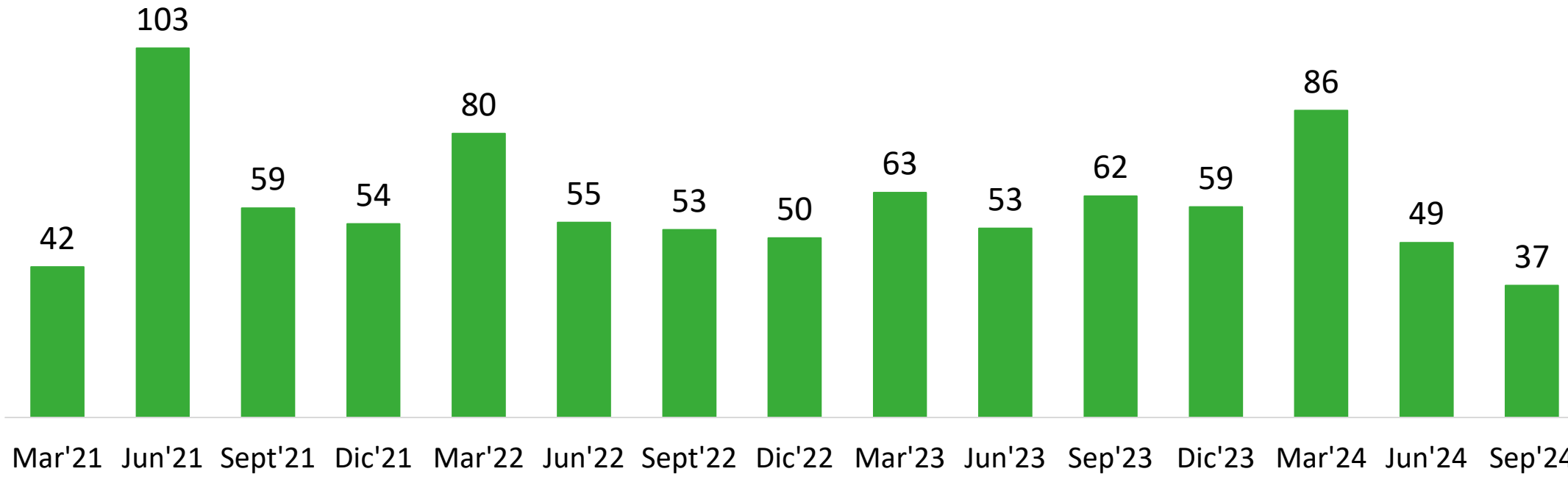


# CASH GENERATION AND LIABILITY MANAGEMENT

In Millions Dollars (US\$ mm)

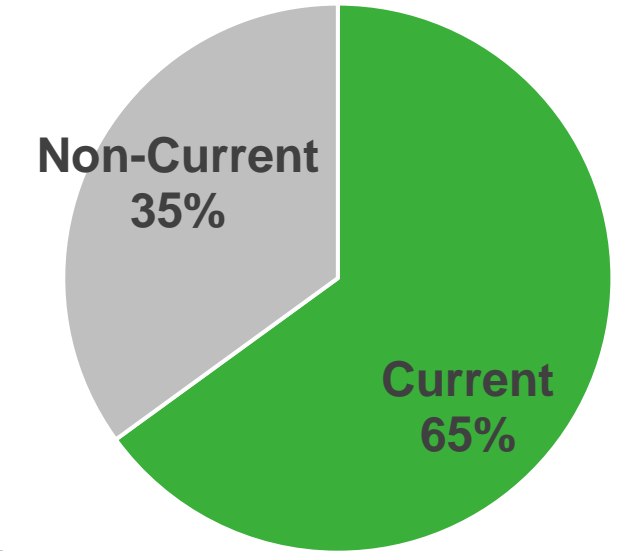
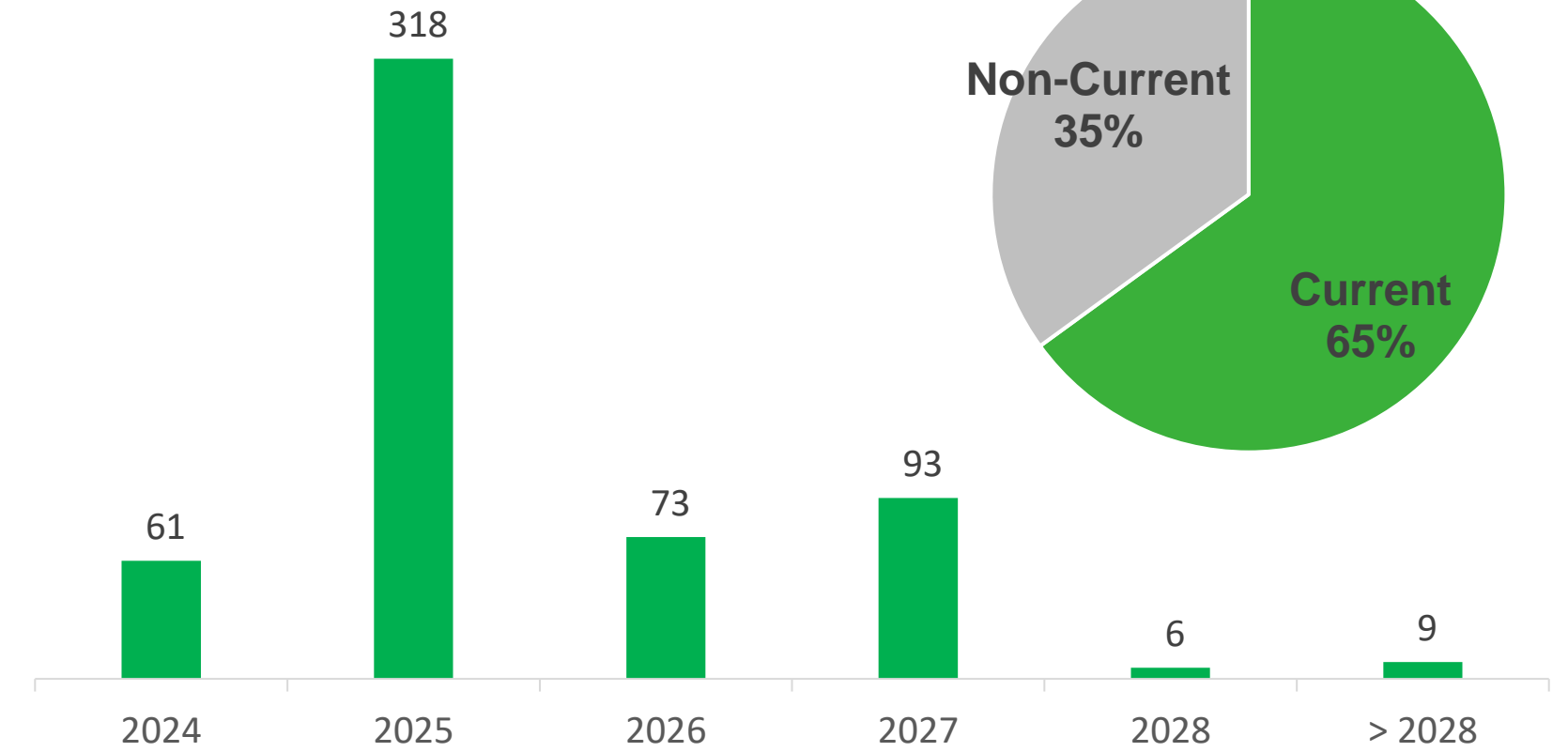
## Cash Balance

(In Millions US\$)



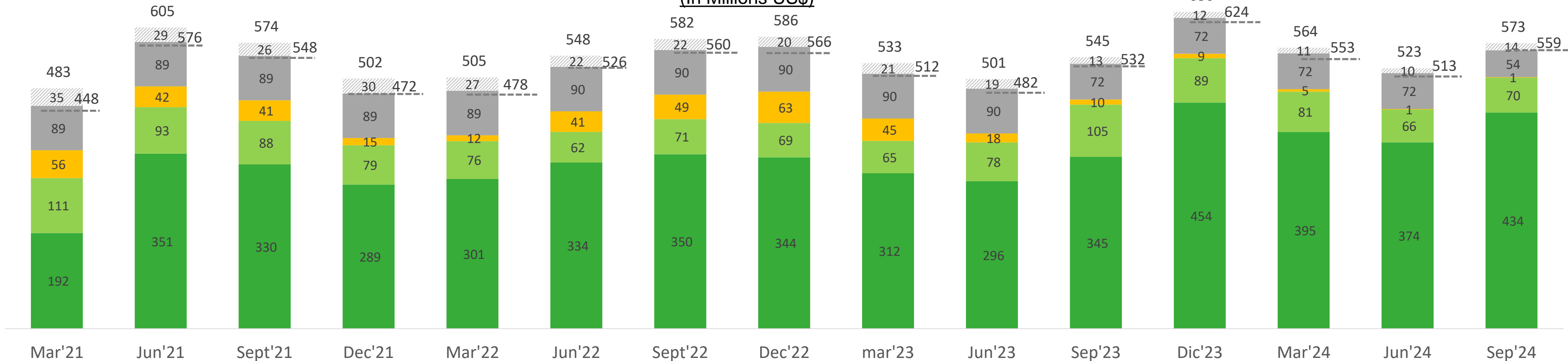
## Debt Maturity and Profile

(In Millions US\$)



## Debt Evolution

(In Millions US\$)

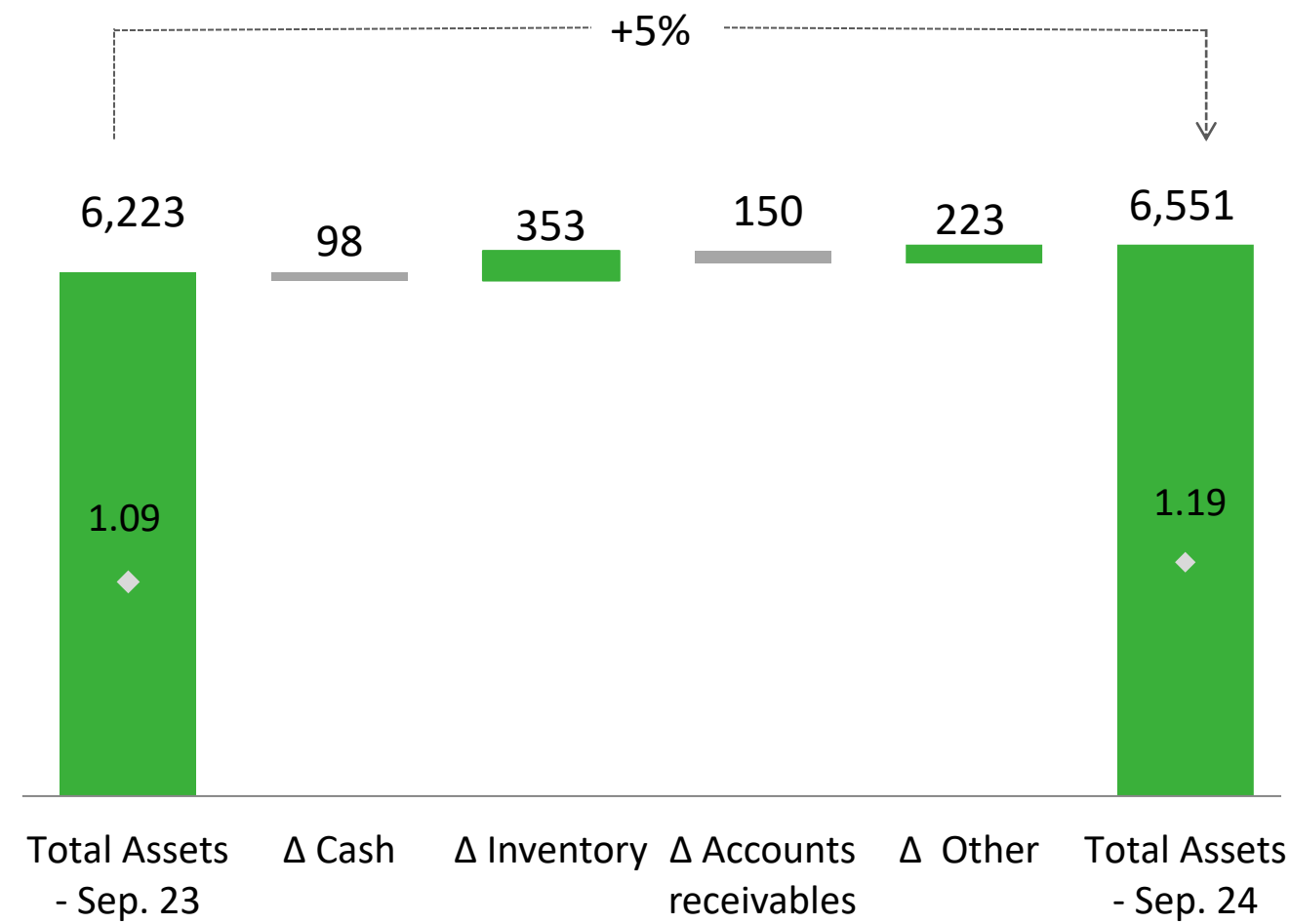




# TOTAL ASSETS AND CASH CYCLE

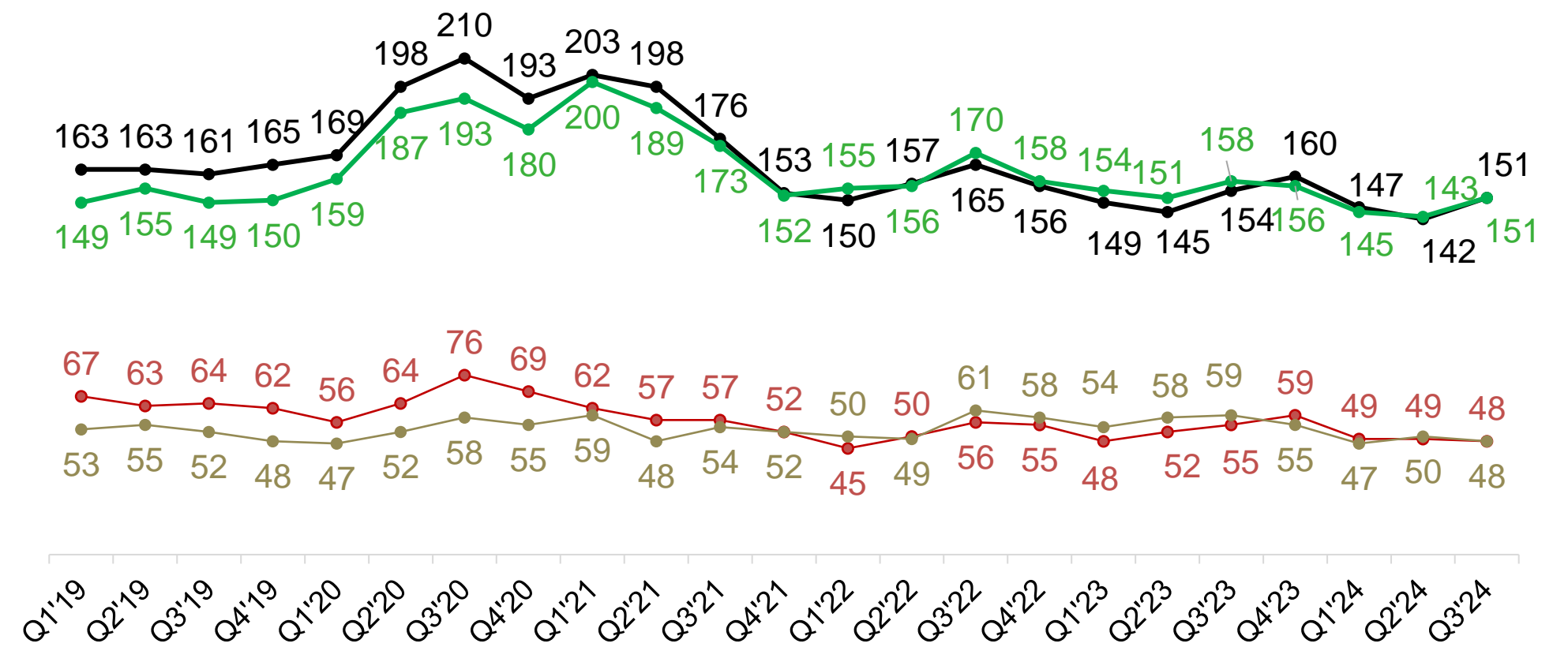
Million Soles (S/ mm)

## STATE OF FINANCIAL POSITION



- Positive variations
- Negative variations
- Asset Turnover

## CASH CYCLE

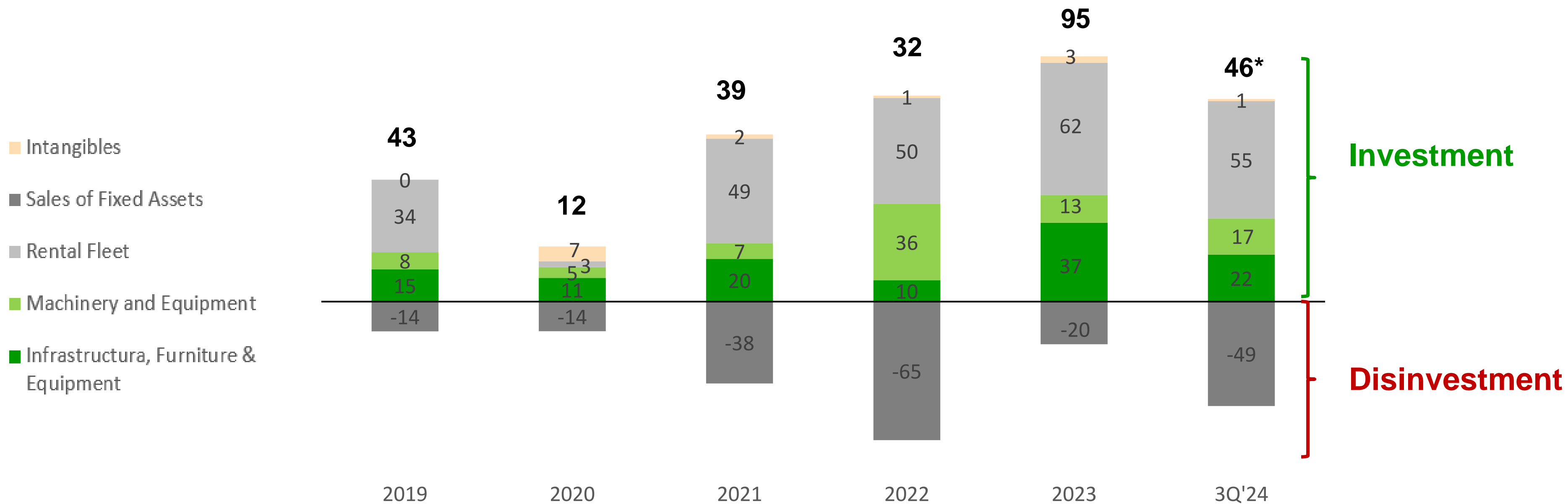


Collection days Payable days Cash cycle Inventory days



# CAPEX

In millions US\$



- Investment in intangible assets reached US\$ 0.9 million dollars as of September 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

+Ferrenenergy