



Ferreycorp

Investor's Presentation - 3Q24



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

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.

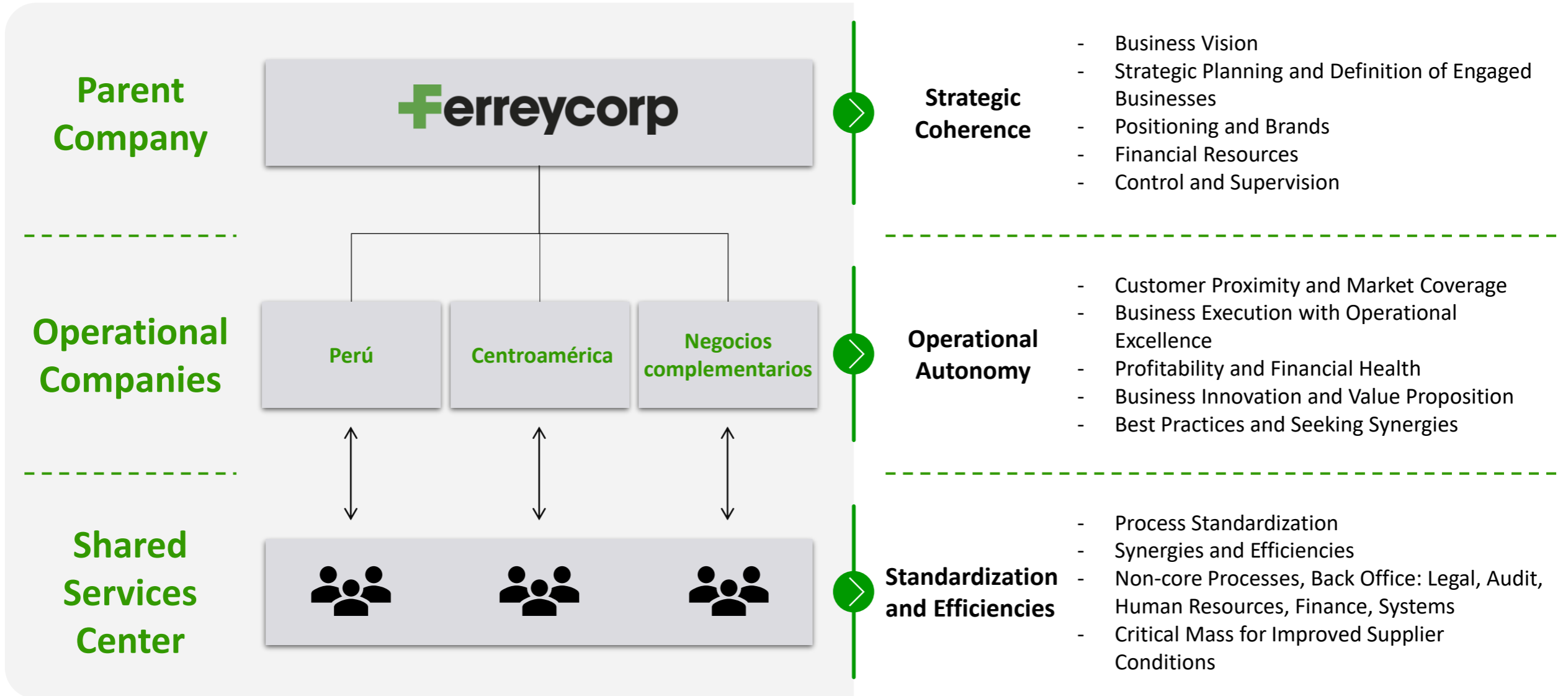
To be recognized as **the preferred corporation to adopt new businesses and representations** in the fields of its activities, due to its operational and financial capabilities.

MISSION

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

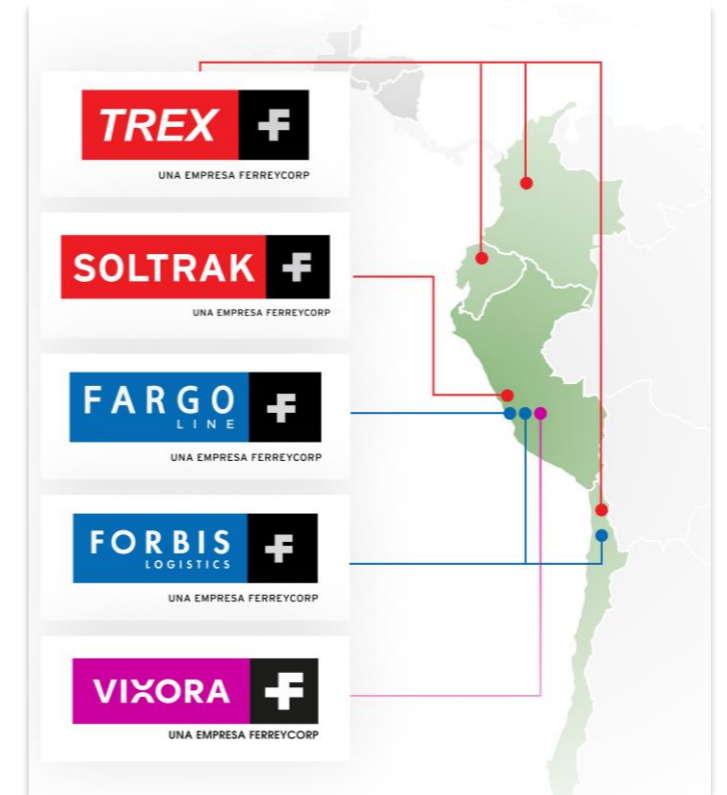
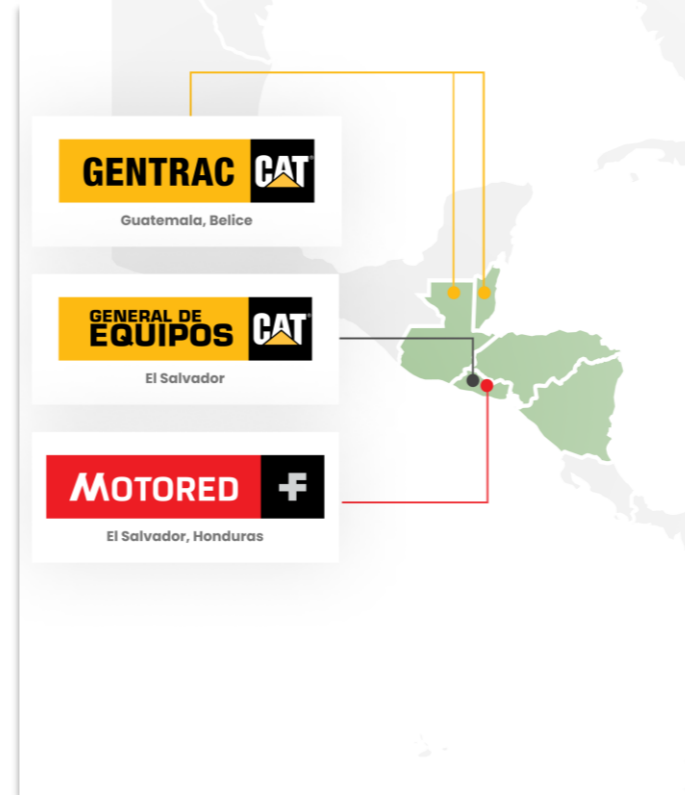
Ferreycorp

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 – 3Q2024

<i>S/ millions</i>	Caterpillar Dealers and Allied Brands in Peru	Caterpillar Dealers and Allied Brands in Central America	Complementary Businesses in Peru and abroad	Total
Sales	1,530	144	238	1,912
<i>% of Total Sales</i>	80.0%	7.5%	12.5%	100%
EBITDA	761	59	37	857
<i>% of Total EBITDA</i>	88.8%	6.8%	4.4%	100%
EBITDA Margin	16.5%	12.6%	6.9%	14.8%
# workers	6,141	1,021	745	7,907
<i>% of total workers</i>	77.7%	12.9%	9.4%	100%

Partnership with global brands



WACKER
NEUSON





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).

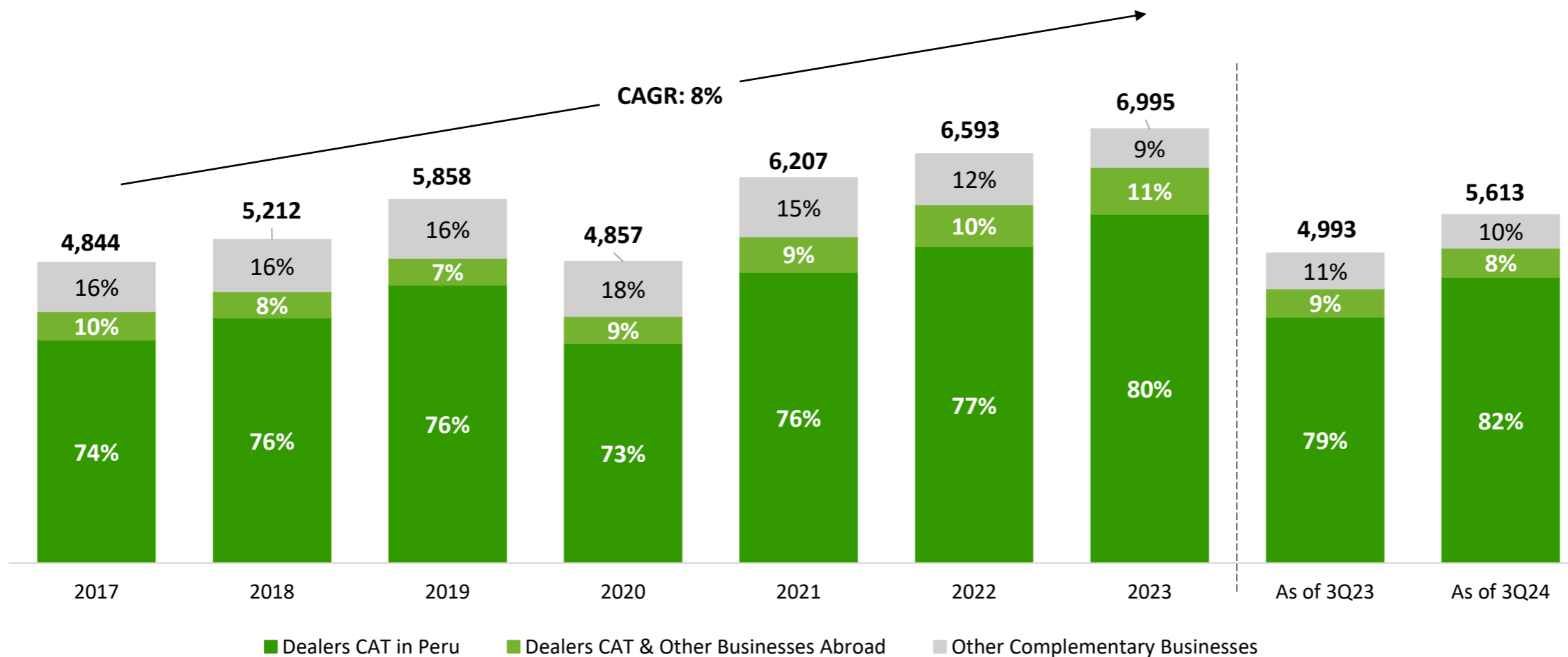
ENABLERS

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)



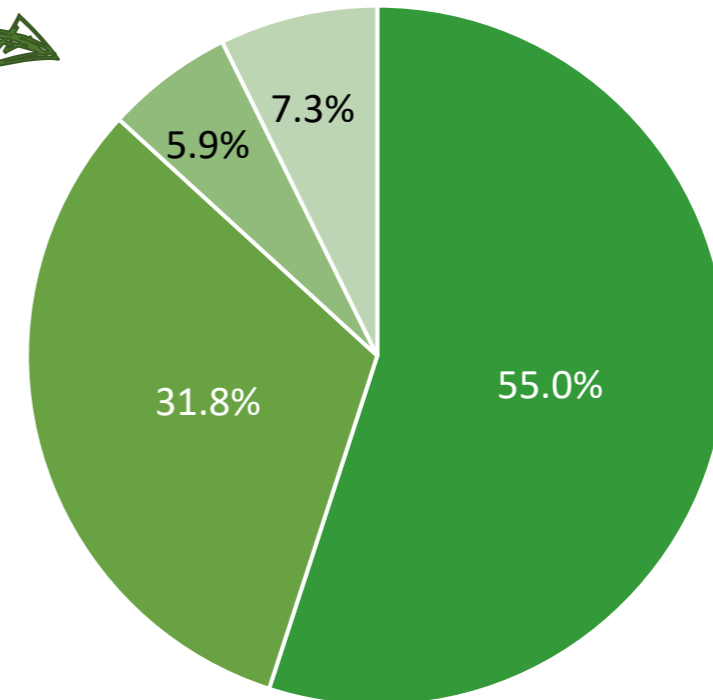


Sales by Business Line – 3Q2024

Línea de Negocio	2020	2021	2022	2023	3Q2023	3Q2024
Spare Parts & Services	46.2%	49.7%	51.4%	54.6%	55.4%	55.0%
Prime Product	38.1%	34.0%	32.3%	32.6%	30.5%	31.8%
Rental & Used	7.2%	6.9%	7.0%	6.1%	7.8%	5.9%
Others Lines	8.6%	9.3%	9.3%	6.7%	6.3%	6.3%



3Q2024



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

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

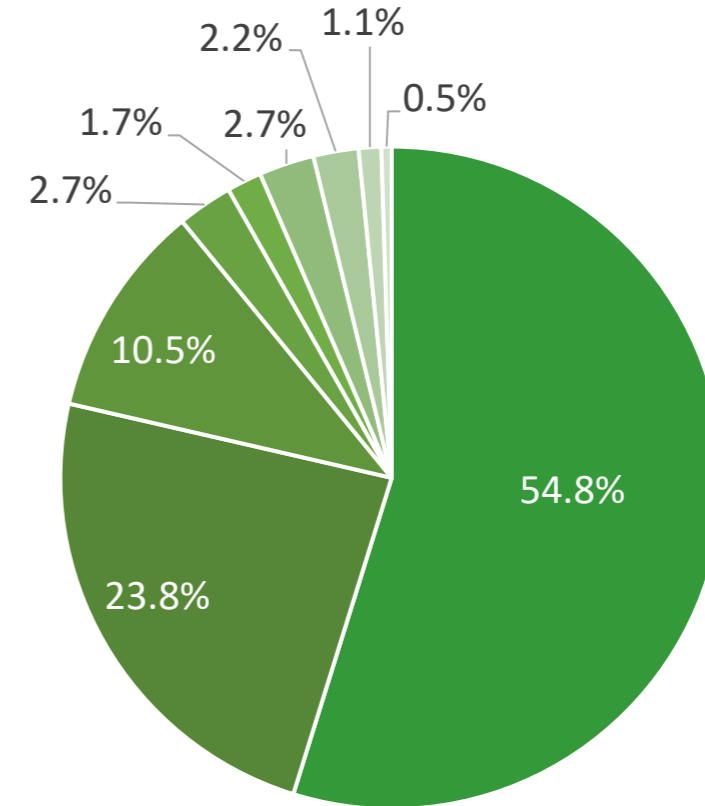


Sales by Economic Sector – 3Q2024

Sector	2021	2022	2023	3Q2023	3Q2024
Mining	54.9%	56.0%	56.7%	59.7%	54.8%
Construction	17.8%	19.4%	19.6%	19.7%	23.8%
Industry, Commerce and Services	12.8%	13.1%	9.9%	7.4%	10.5%
Agriculture and Forestation	2.6%	2.9%	2.6%	3.0%	2.7%
Transport	2.1%	2.1%	2.2%	0.1%	1.7%
Fishing and Marine	1.6%	1.7%	1.4%	0.9%	2.7%
Government	1.9%	2.2%	6.6%	8.5%	2.2%
Hidrocarbones and Energy	0.9%	1.3%	0.7%	0.5%	1.1%
Others	5.2%	1.3%	0.3%	0.2%	0.5%



3Q2024

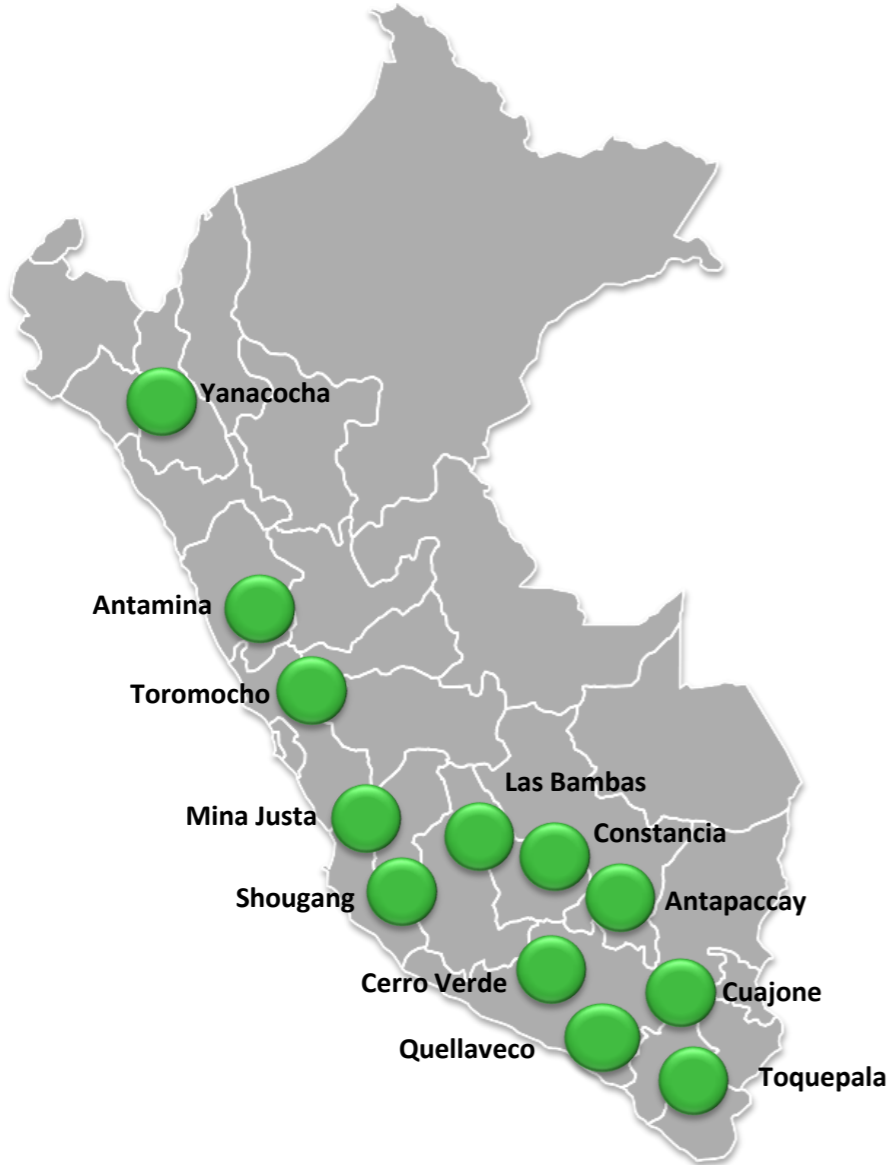


- Mining
- Construction
- Industry, Commerce and Services
- Agriculture and Forestation
- Transportation
- Fishing and Marine
- Government
- Hidrocarbones and Energy
- Others

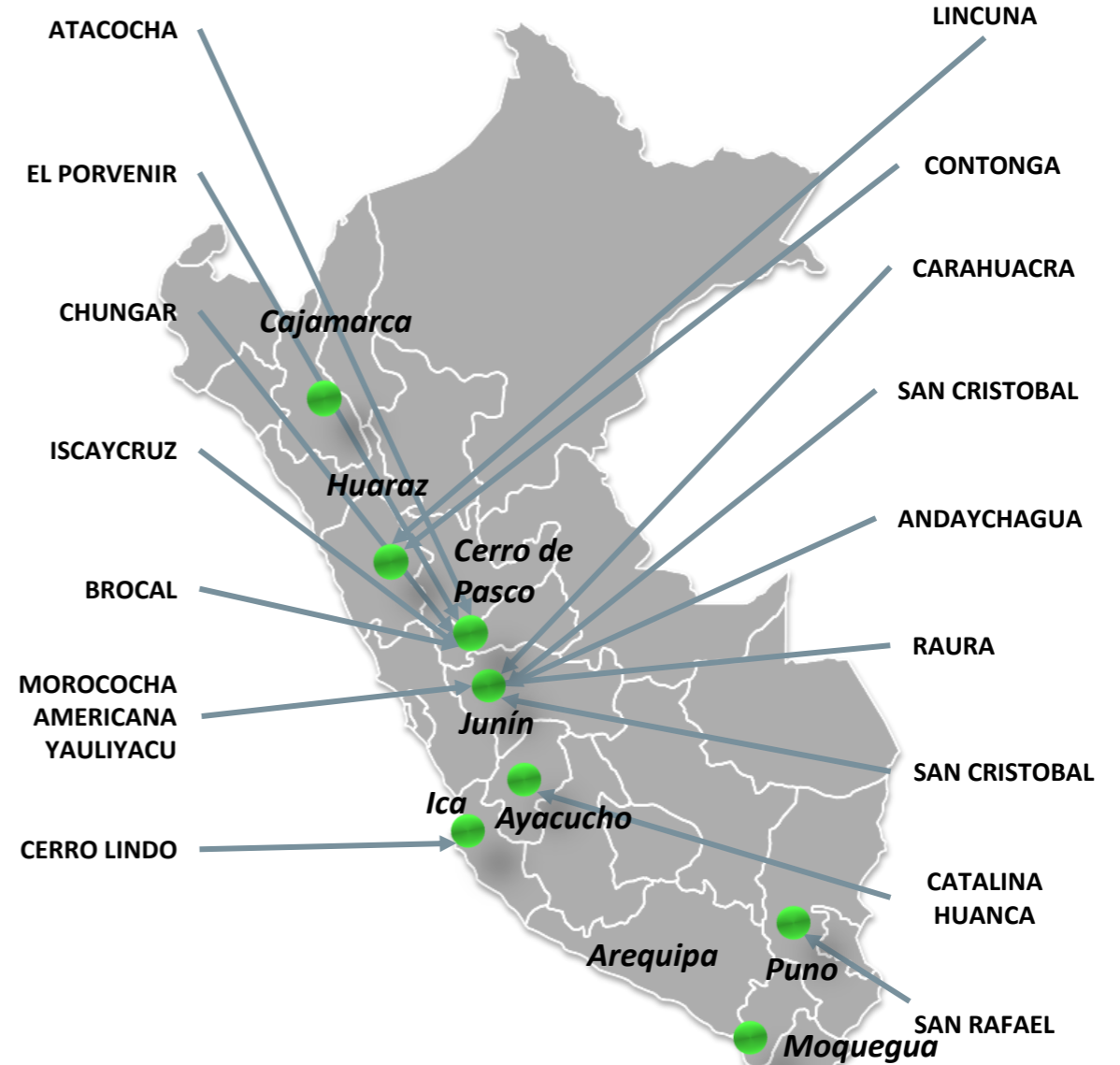


Main Clients – Open Pit and Underground Mining

Large Open Pit Mining



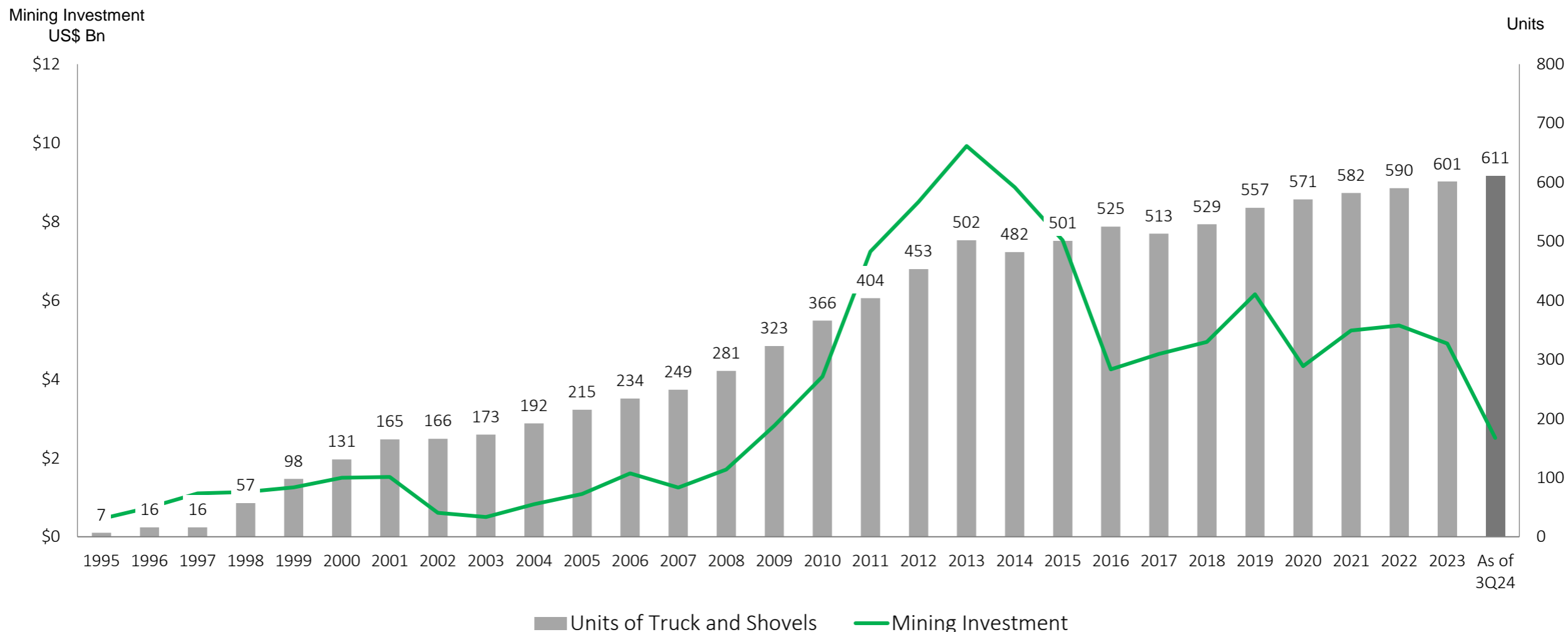
Medium-Size and Underground Mining





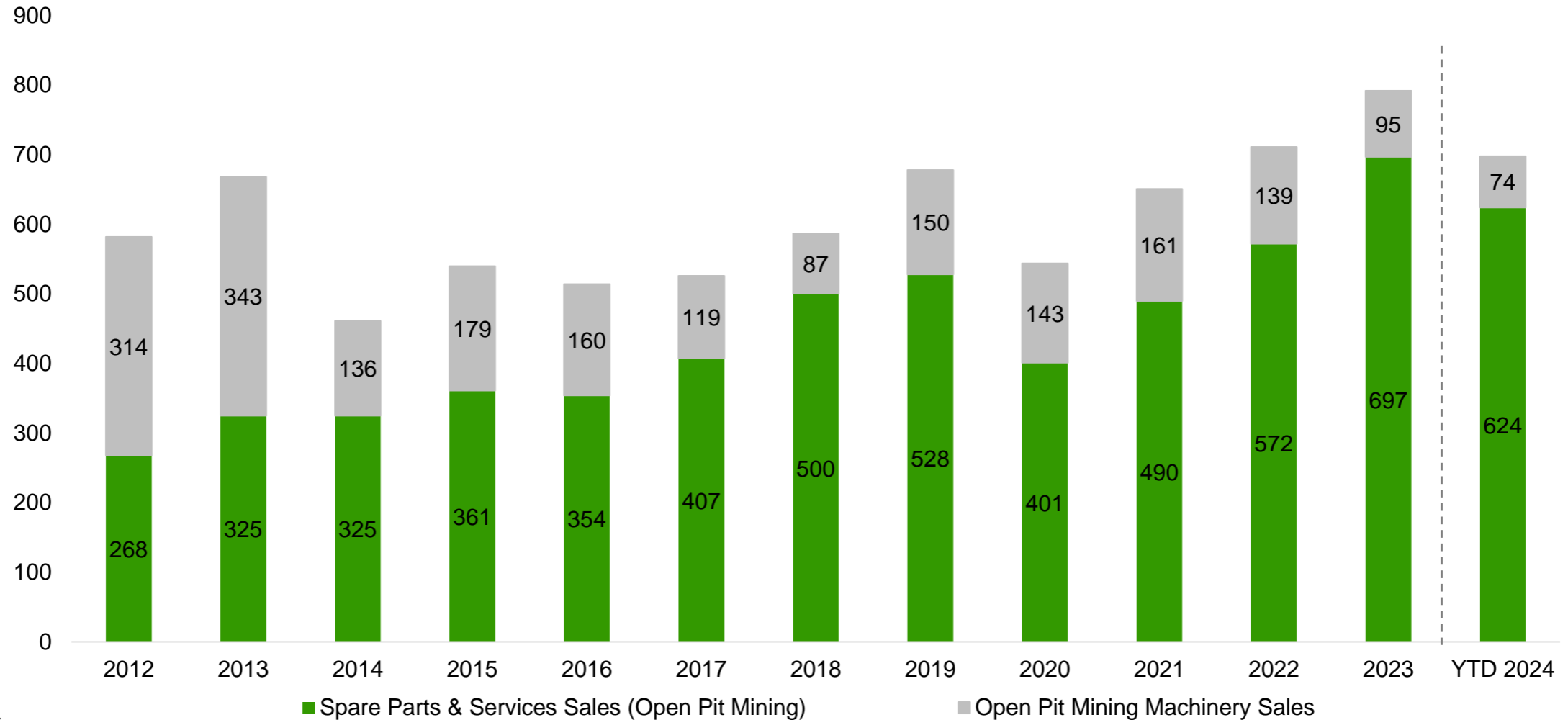
Caterpillar open-pit mining trucks and shovels population over the years as of September 2024

Active Caterpillar mining trucks and shovels – As of 3Q24 (# of units)



Sales evolution in Open pit mining

Open Pit Mining Sales as of September 2024 (USD millions)



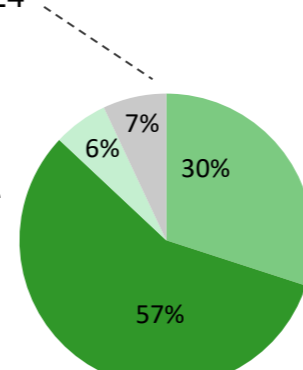
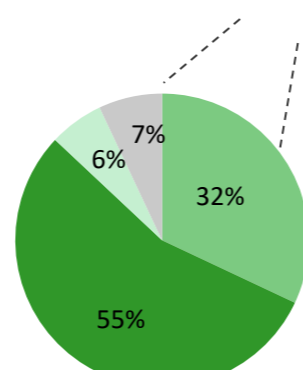
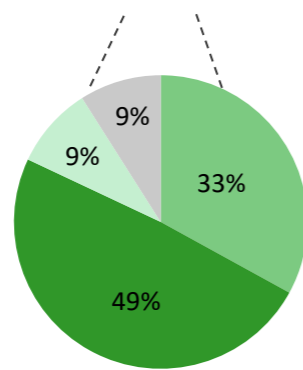
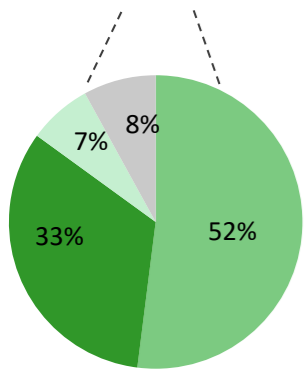
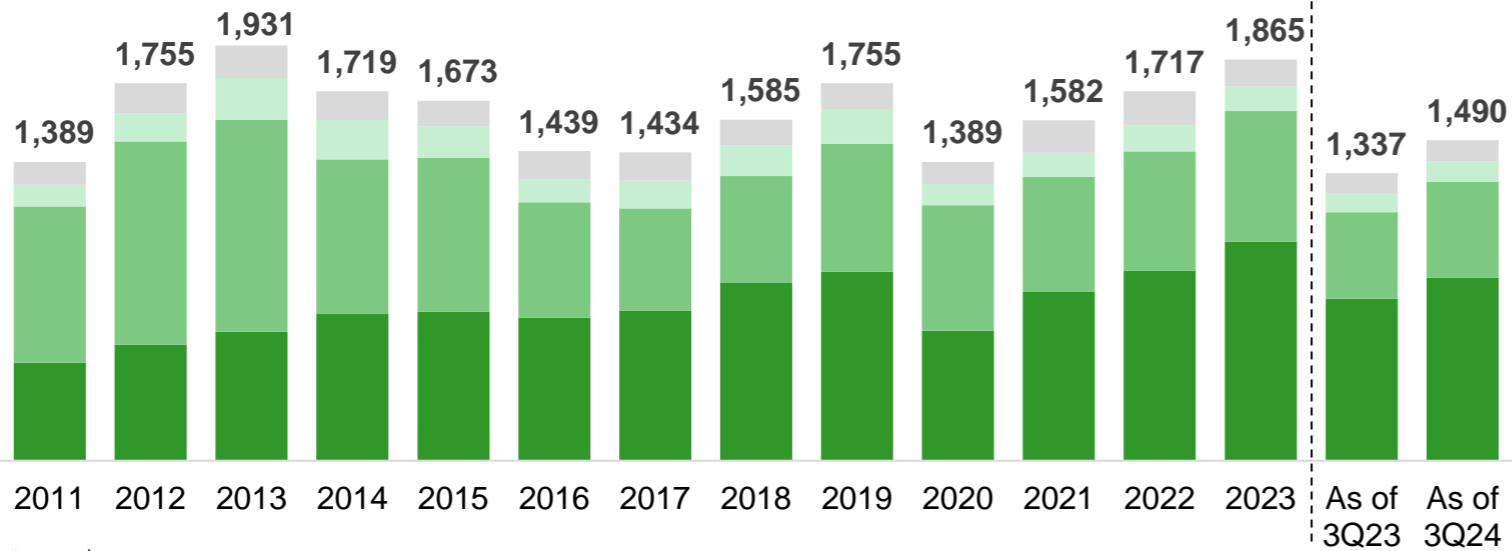
Source: Minem & Ferreyros



Resilient Business Model

Sales by Business Line

(USD millions)



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

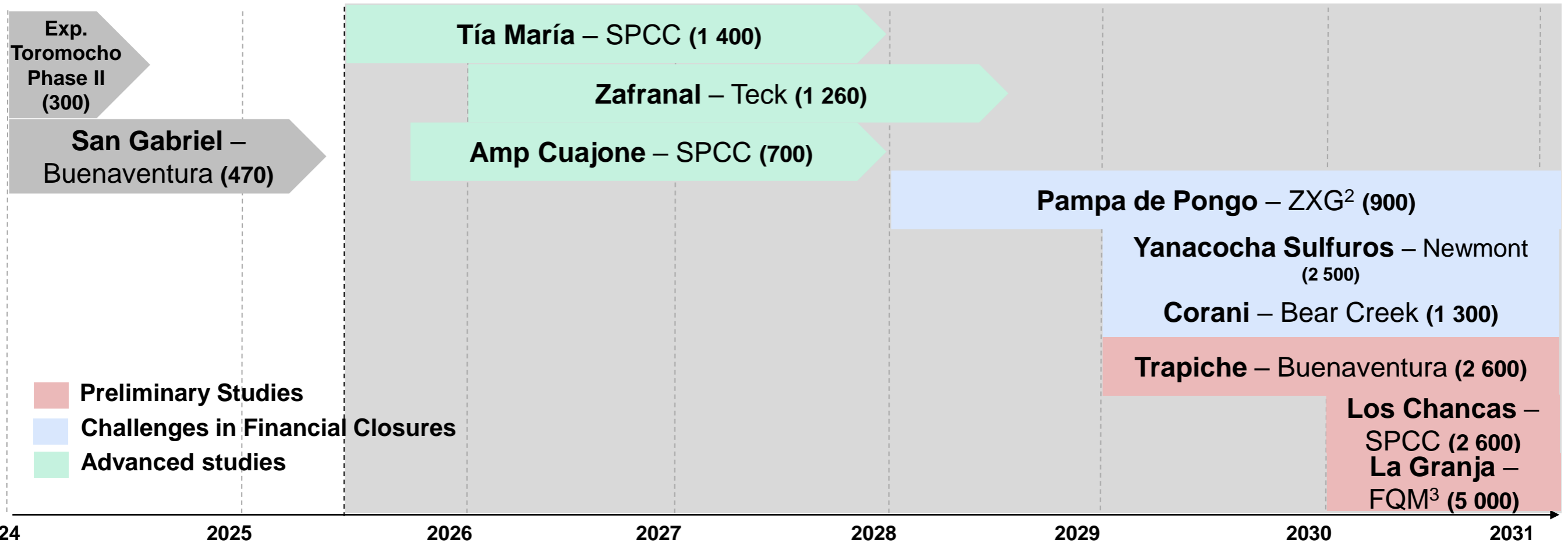
(*) Other lines include logistic businesses, lubricants and consumables

- **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.



Pipeline of mining projects

NEW MINES AND EXPANSIONS - MAIN PROJECTS (USD millions)¹



¹ Projections made in september 2024.

² Zhongrong Xinda Group

³ First Quantum Minerals.

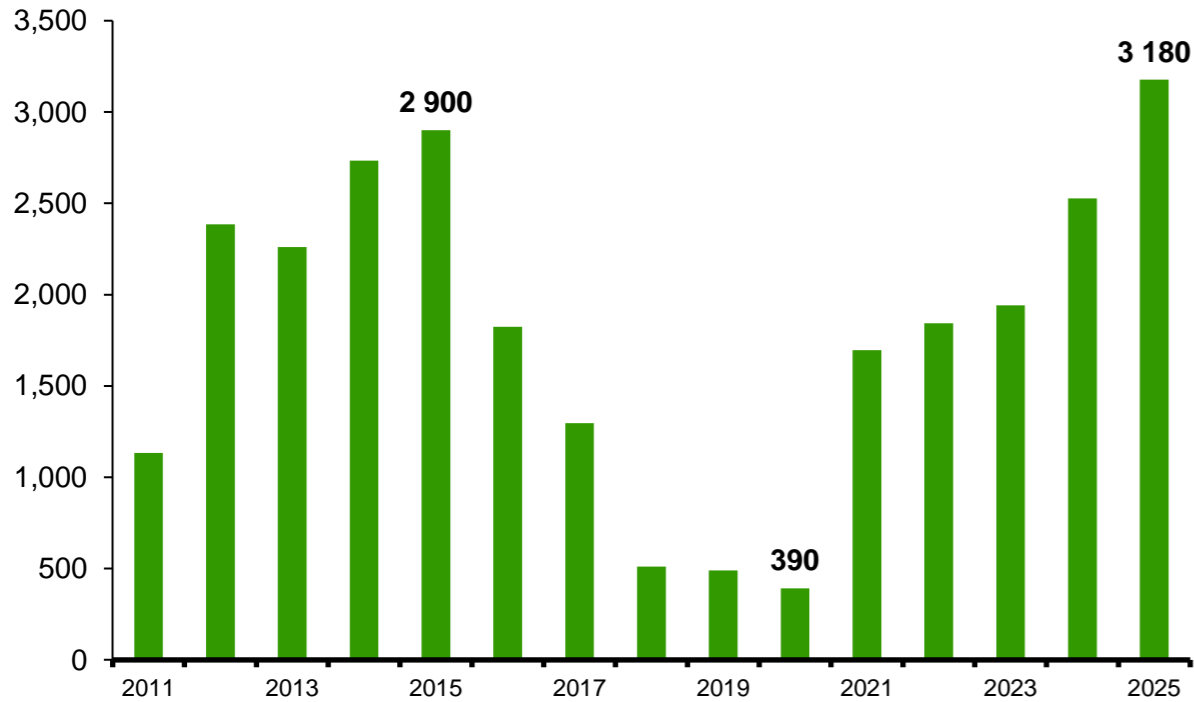
Source: empresas, Minem, APOYO Consultoría



Coming projects in Infrastructure

INVESTMENT IN INFRASTRUCTURE OUTSIDE OF LIMA: CONCESSIONS AND G2G^{1 2}

USD millones



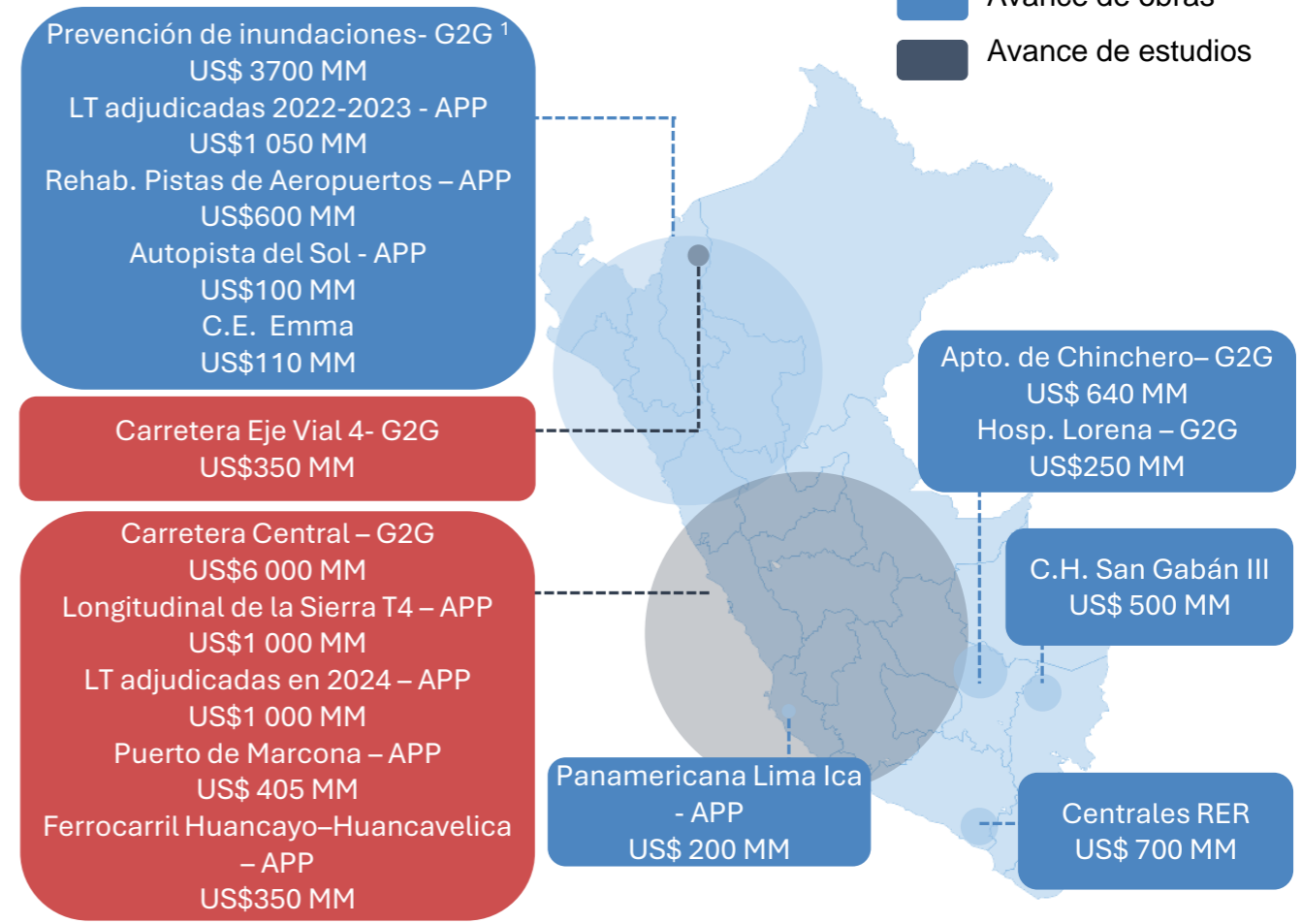
¹ Incluye electricidad, carreteras, vías urbanas, puertos, aeropuertos, irrigación, colegios, hospitales, protección de inundaciones. Proyecciones realizadas en setiembre 2024.

² Cifras redondeadas.

FUENTE: BCR, APOYO Consultoría

OPPORTUNITIES

PROJECTS OVER US\$100 MILLION THAT WILL SEE SIGNIFICANT PROGRESS IN 2025-2026



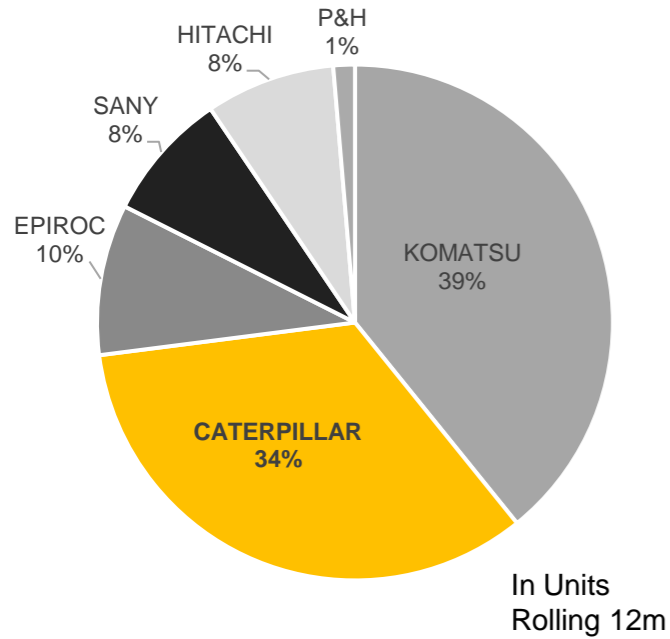
¹ Monto por invertir (restante) a partir del 2025.

FUENTE: APOYO Consultoría

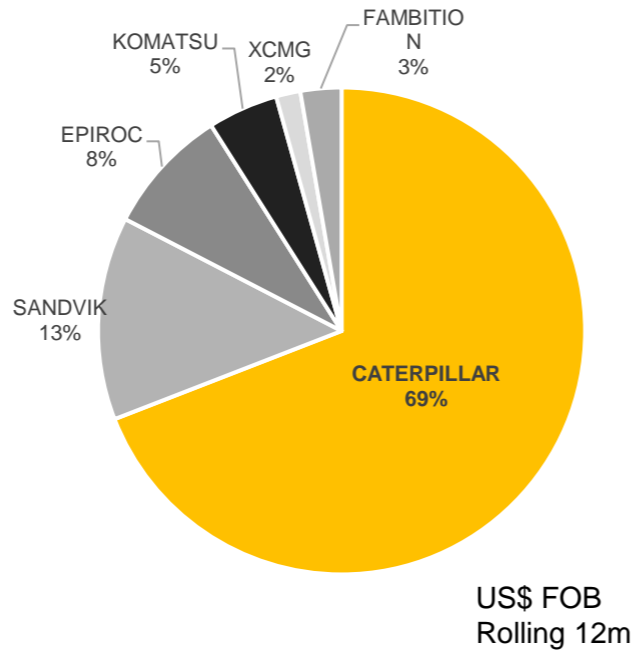
Caterpillar – Market share in 3Q24

Market share in Peru – 3Q24

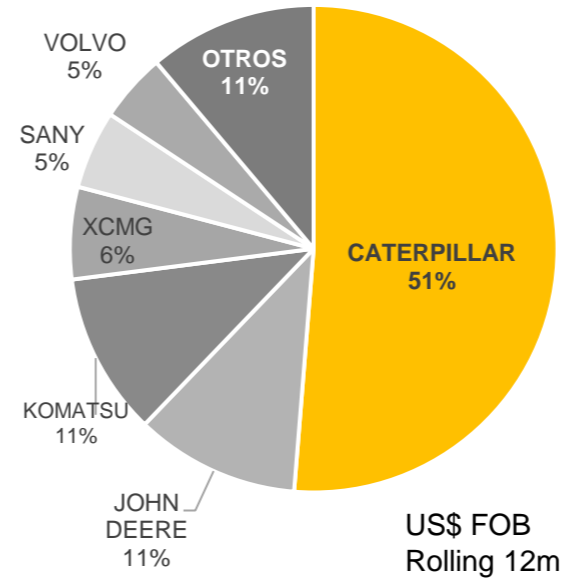
Open-Pit Mining



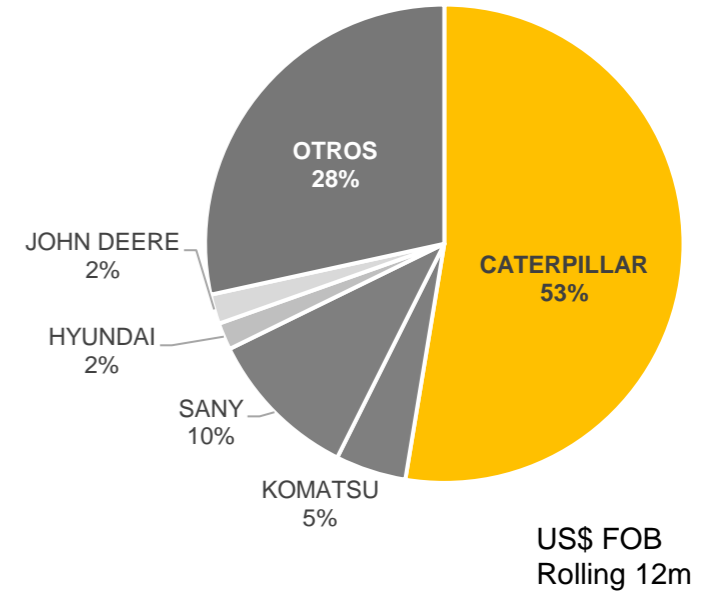
Underground Mining



Heavy Construction



Light Construction



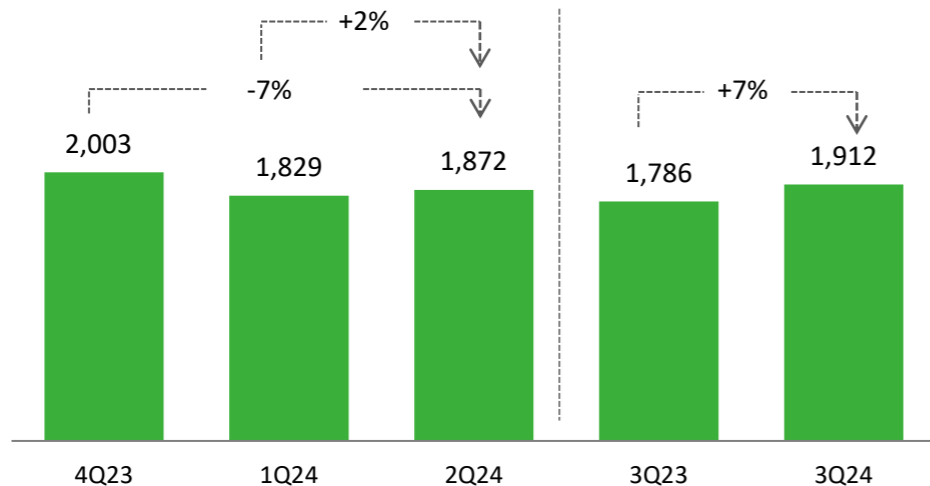


Strong Financial Results

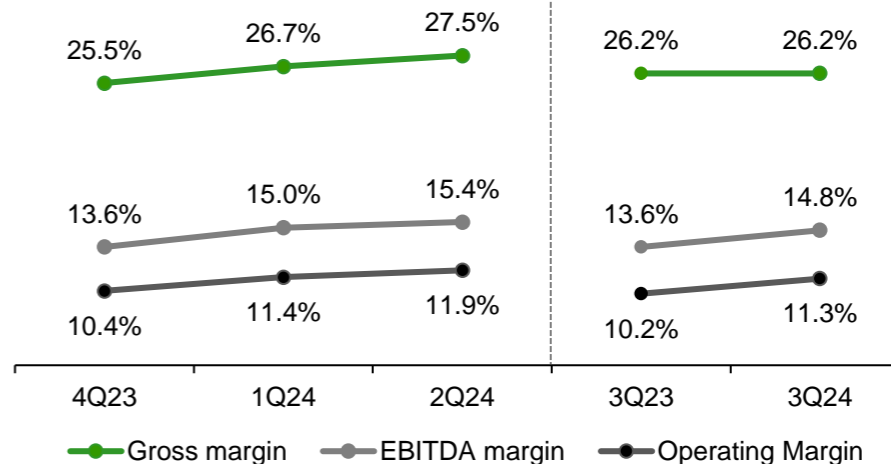
(S/ millions)

Adj. Gross margin 3Q23 = 26.7% / 3Q24 = 26.2%
Adj. EBITDA margin 3Q23 = 14.1% / 3Q24 = 14.8%
Adj. Operating margin 3Q23 = 10.7% / 3Q24 = 11.3%

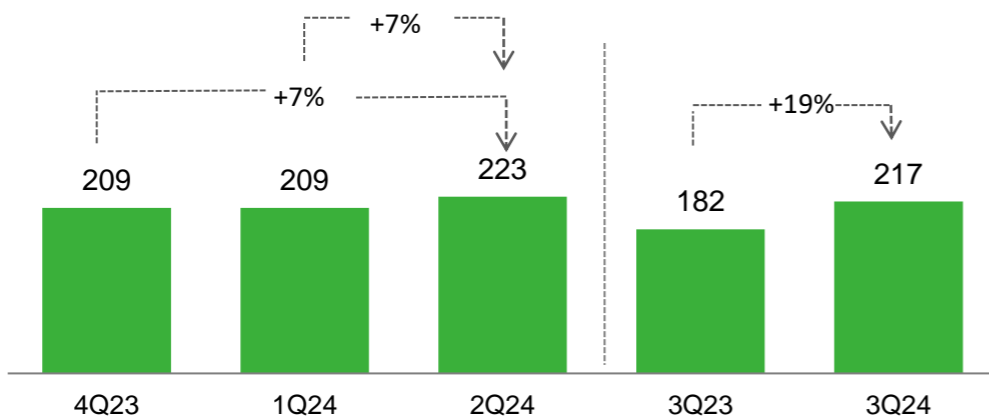
Sales



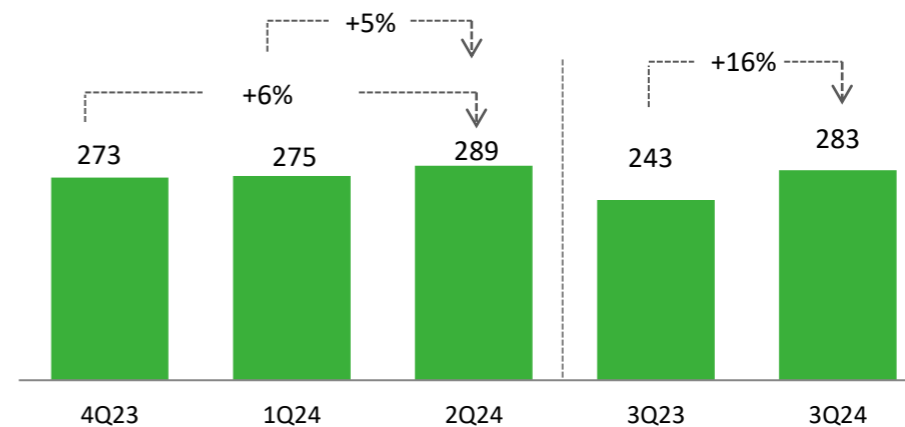
Margins



Operating Profit



EBITDA

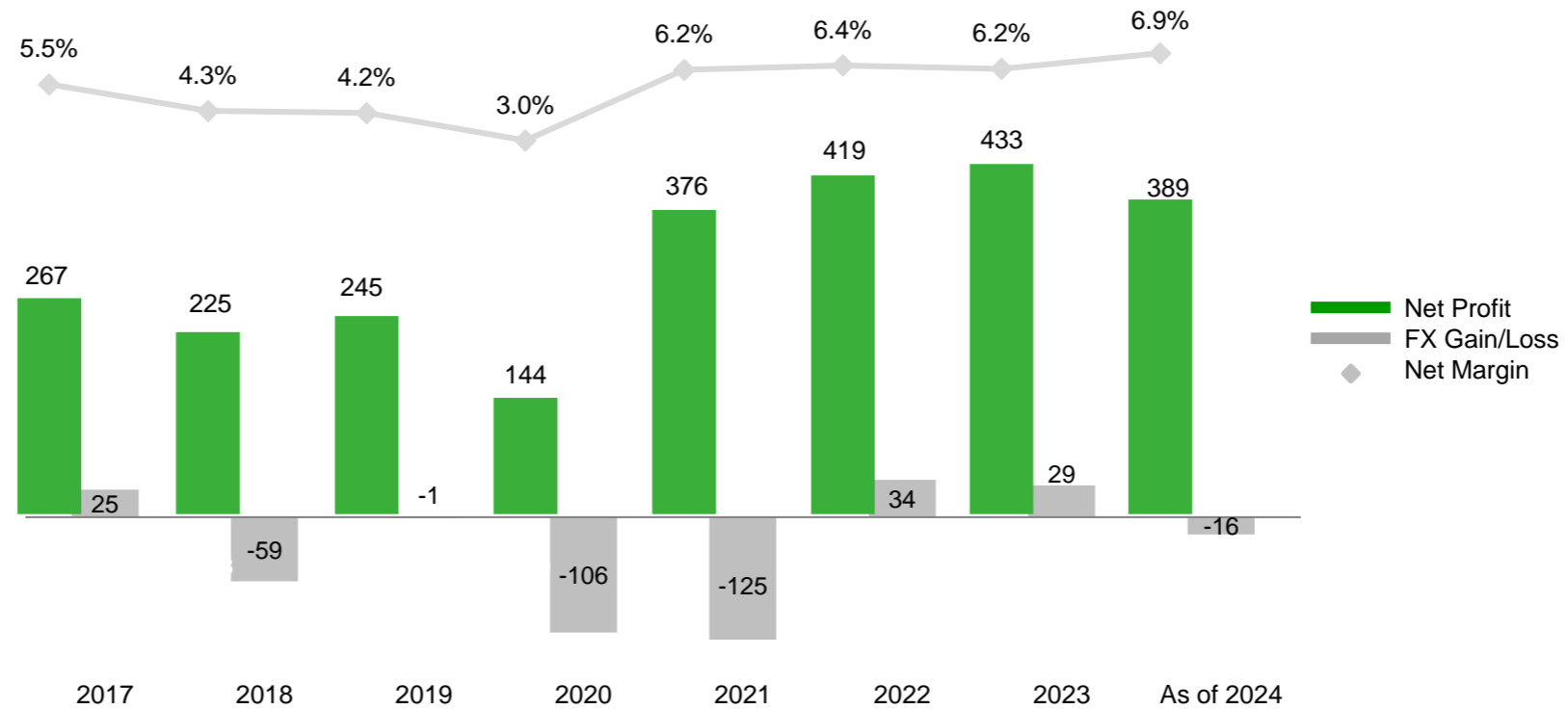




Net Profit impacted by FX Gain/Loss

Net Profit, Margin and FX Effect

(S/ millions)



Fx loss as of September 2024: S/ 16.1 millions

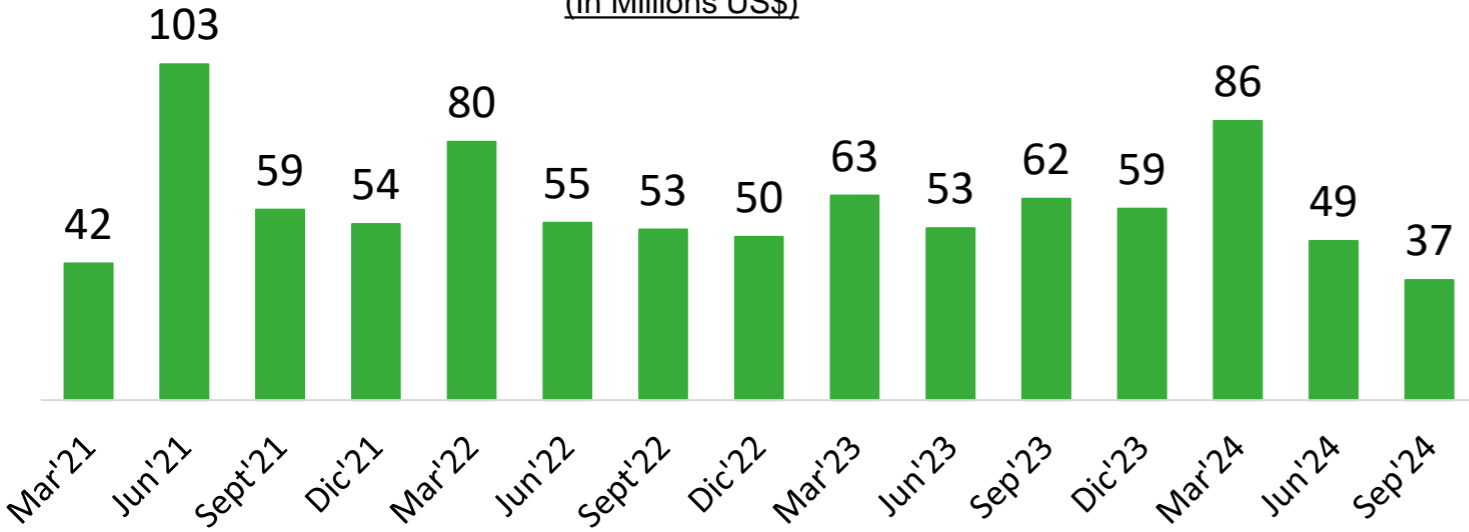


CASH GENERATION AND LIABILITY MANAGEMENT

In Millions Dollars (US\$ mm)

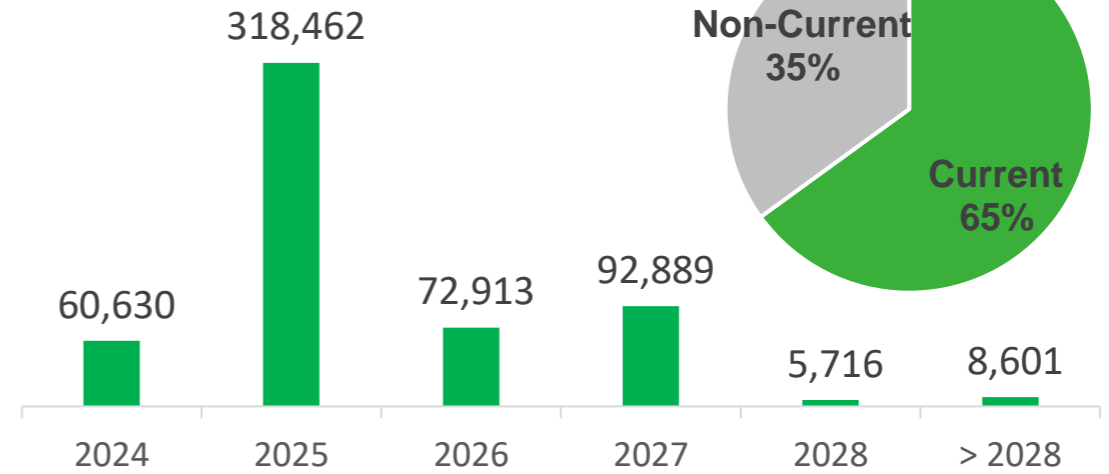
Cash Balance

(In Millions US\$)



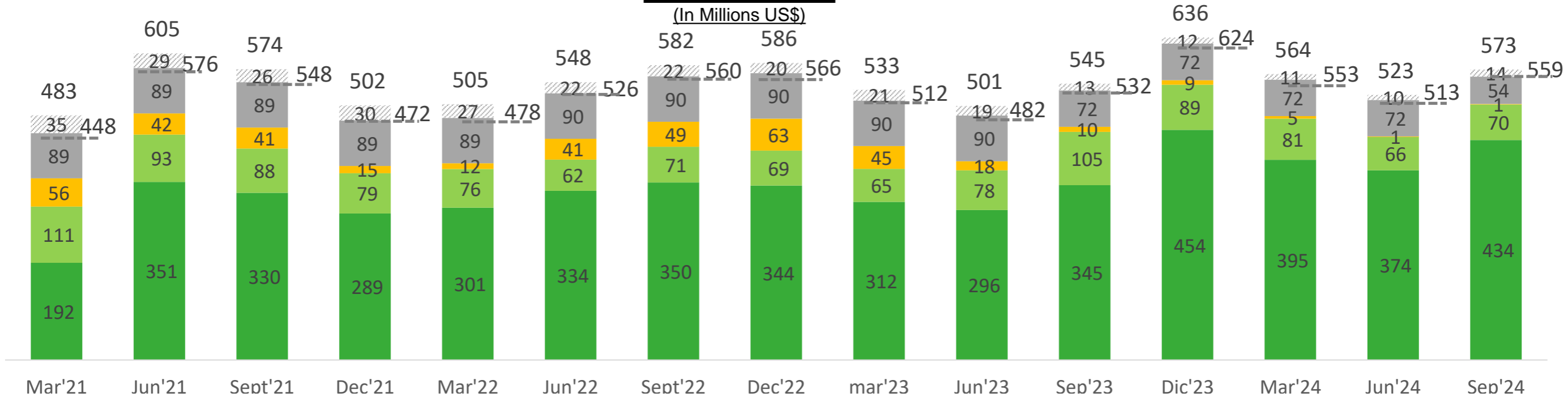
Debt Maturity and Profile

(In Millions US\$)



Debt Evolution

(In Millions US\$)

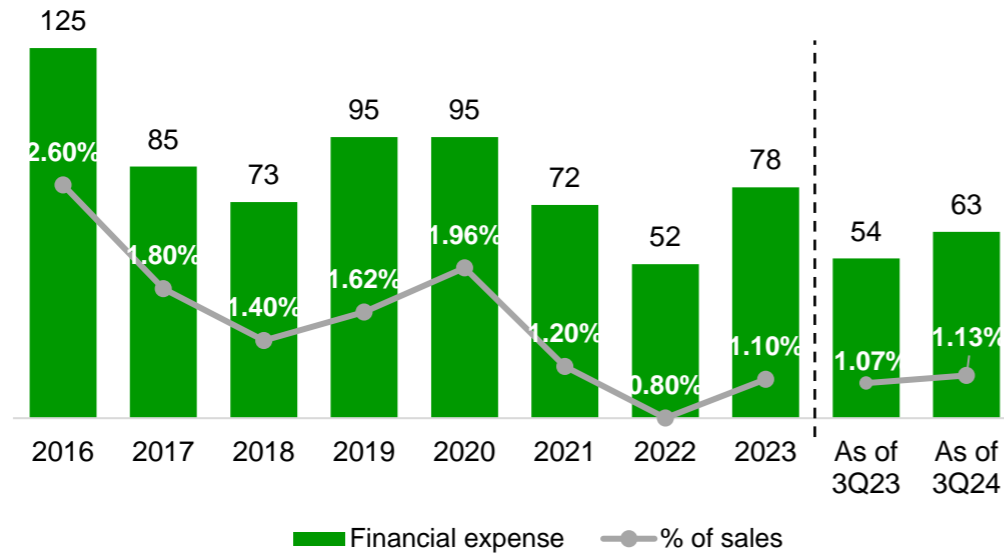




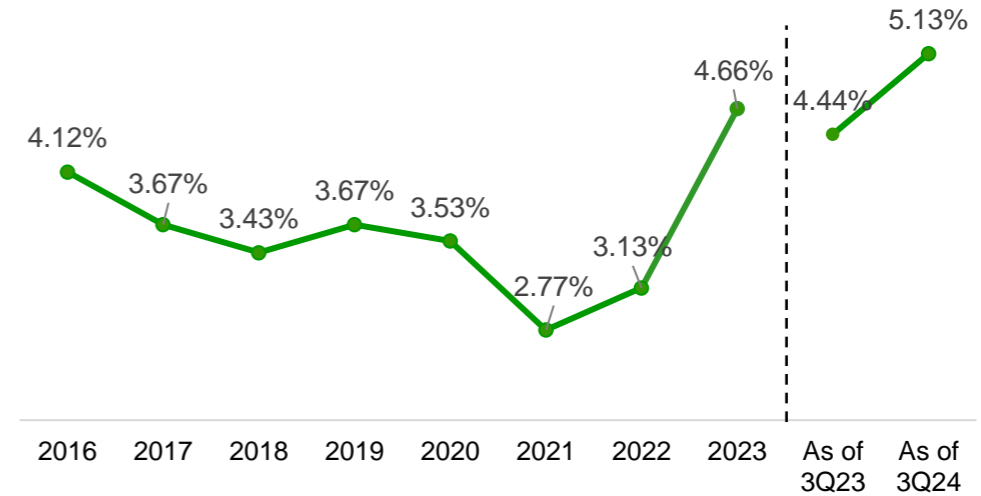
Financial expense & Average debt expenditure

Financial expense

(S/ millions)



Average debt expenditure

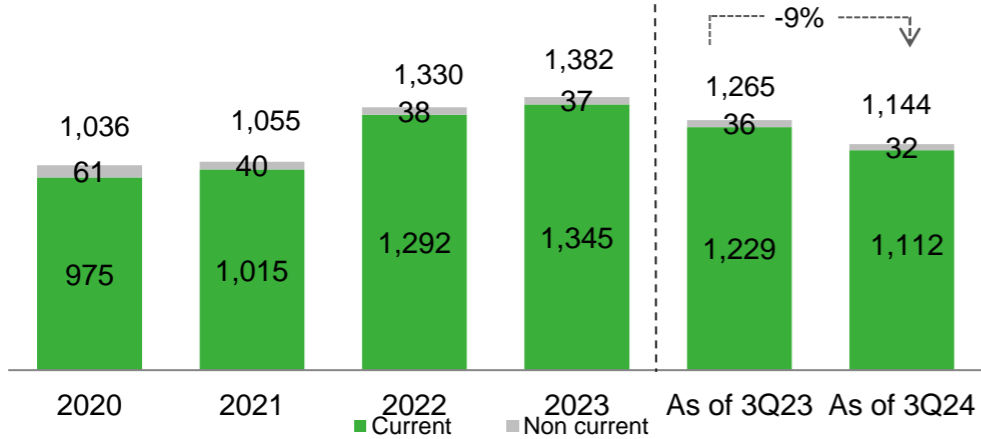




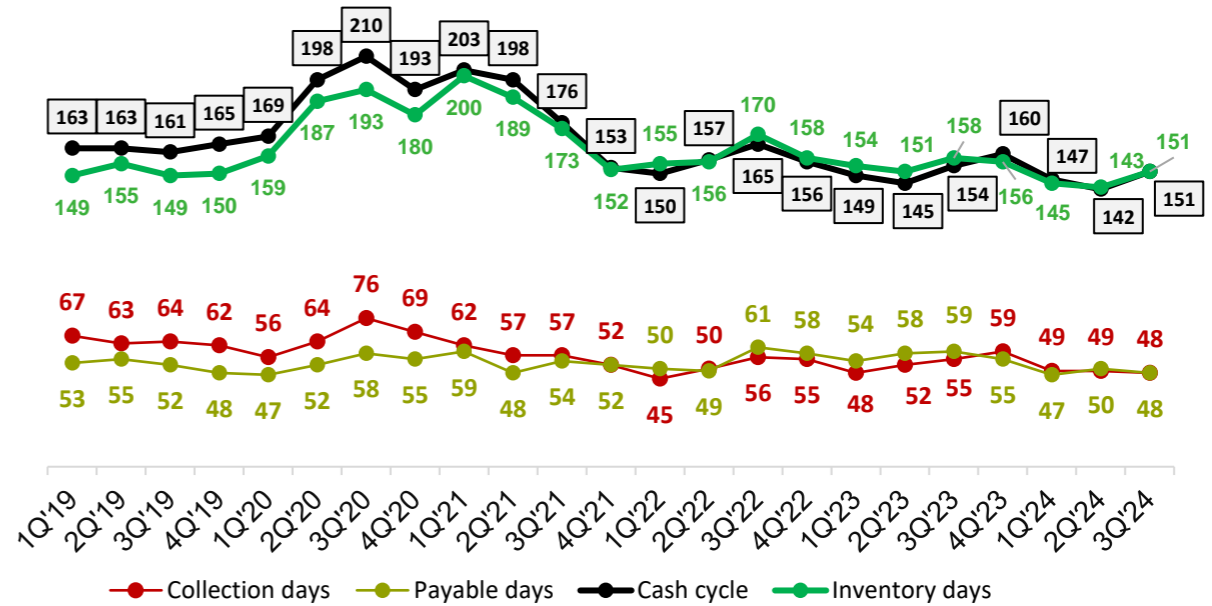
Assets & Cash Conversion Cycle

Account Receivables

(S/ millions)

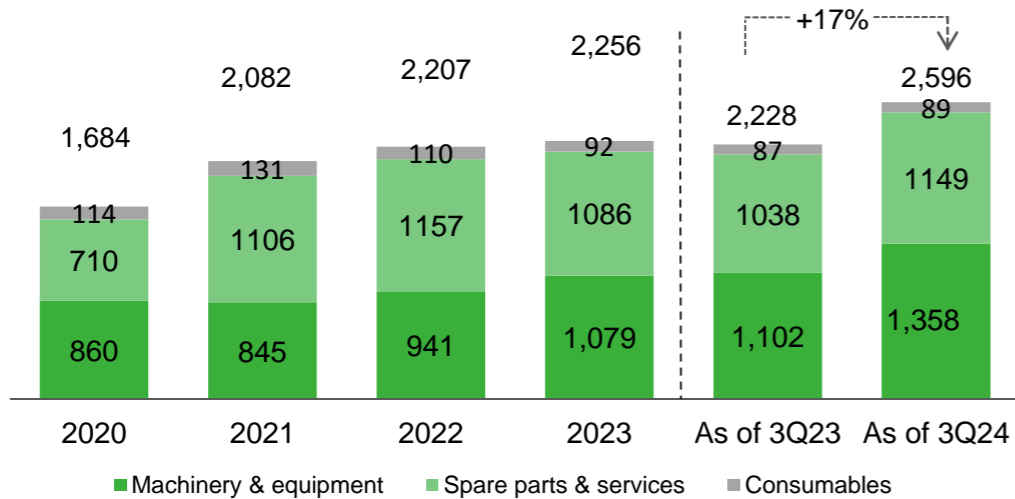


Cash Conversion Cycle



Inventory

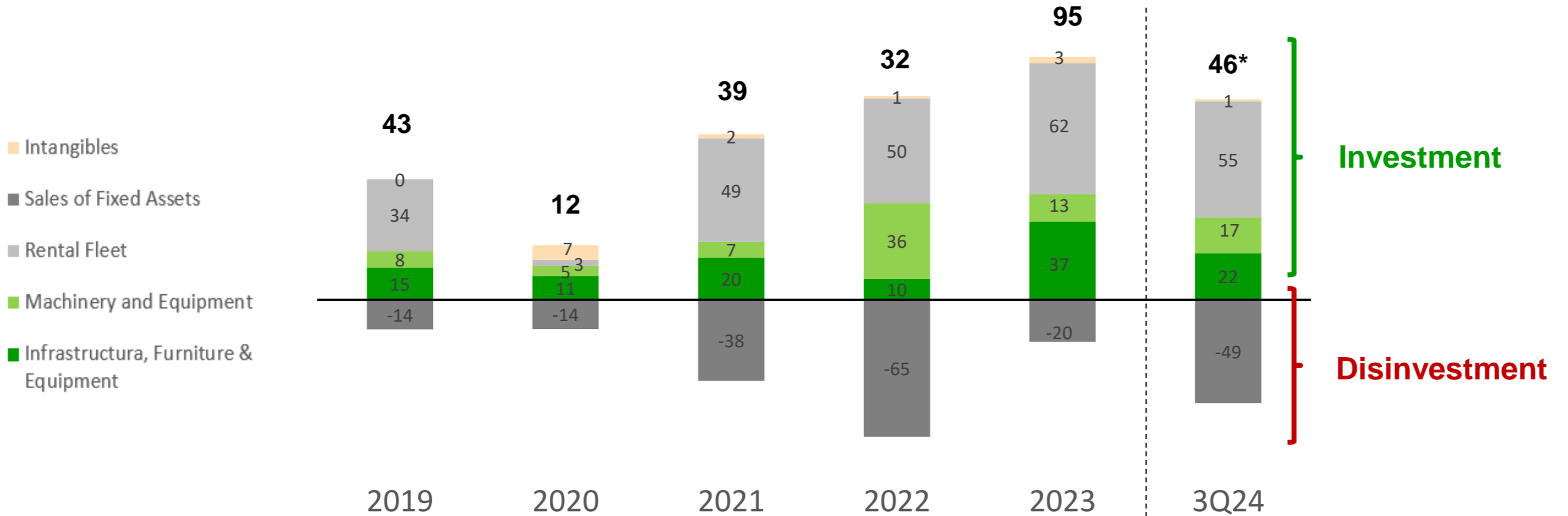
(S/ millions)





CAPEX

USD millions



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

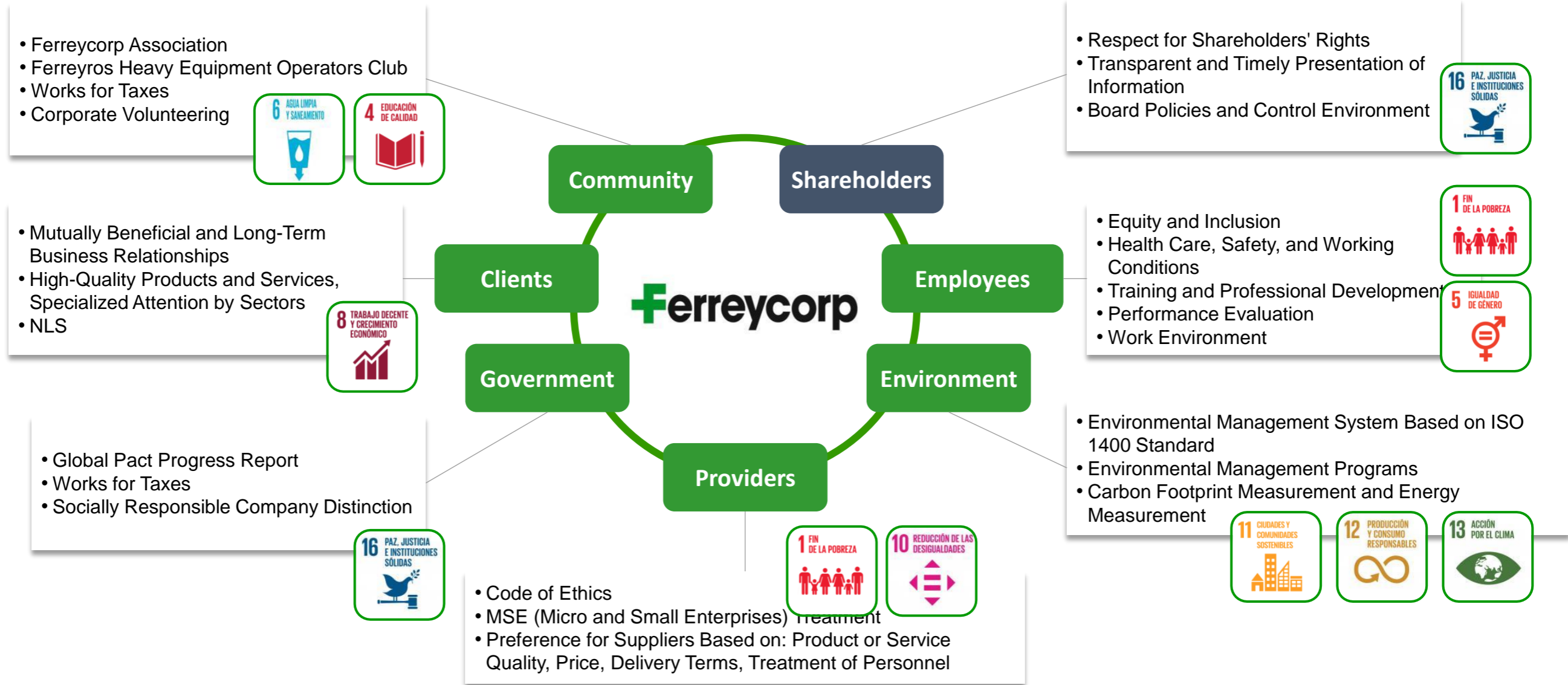
- * **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16

Sustainable Programm at Ferreycorp



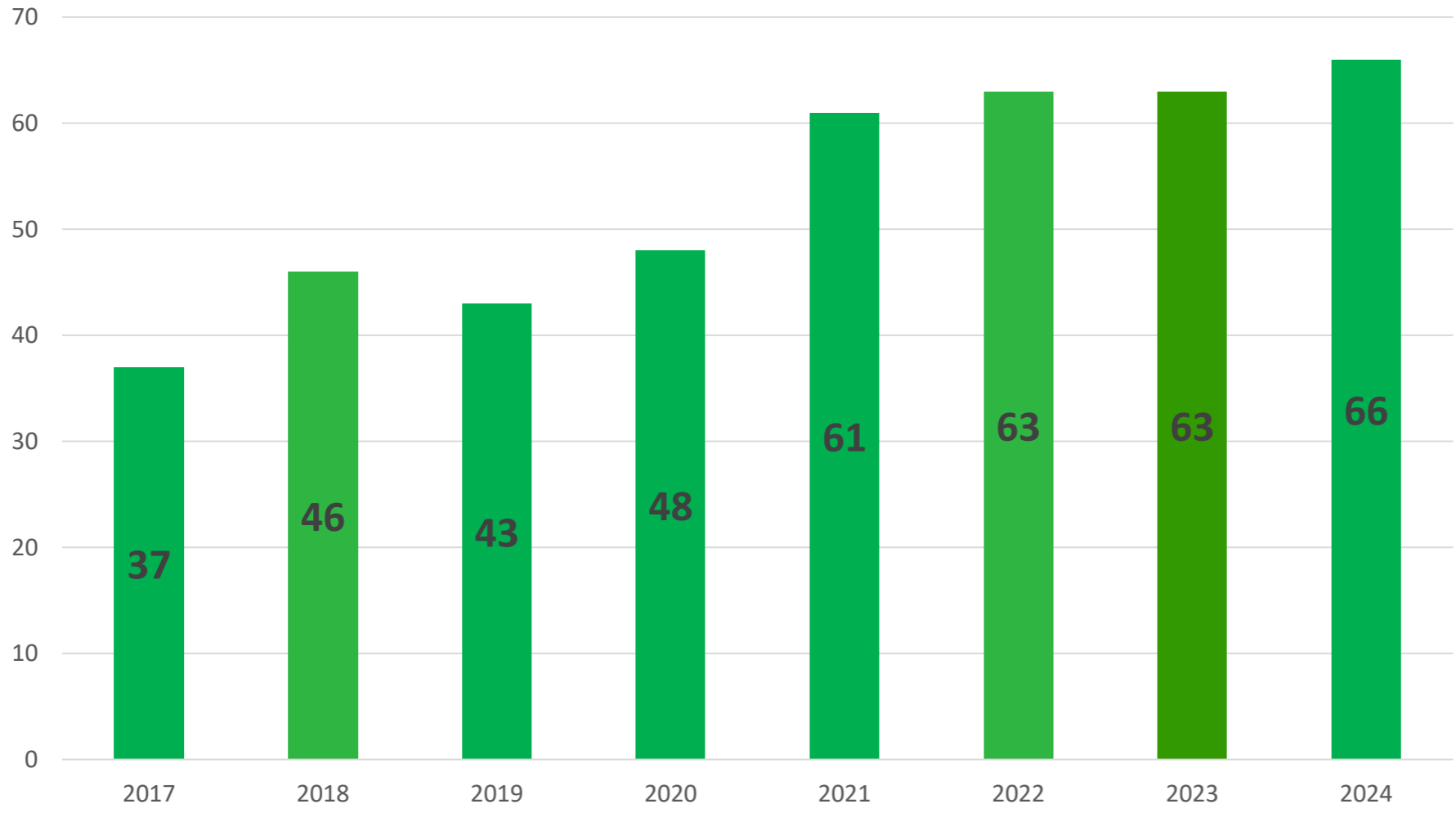


Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





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