



Ferreycorp

Investors' Presentation – 4Q'24



102 years creating development





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.

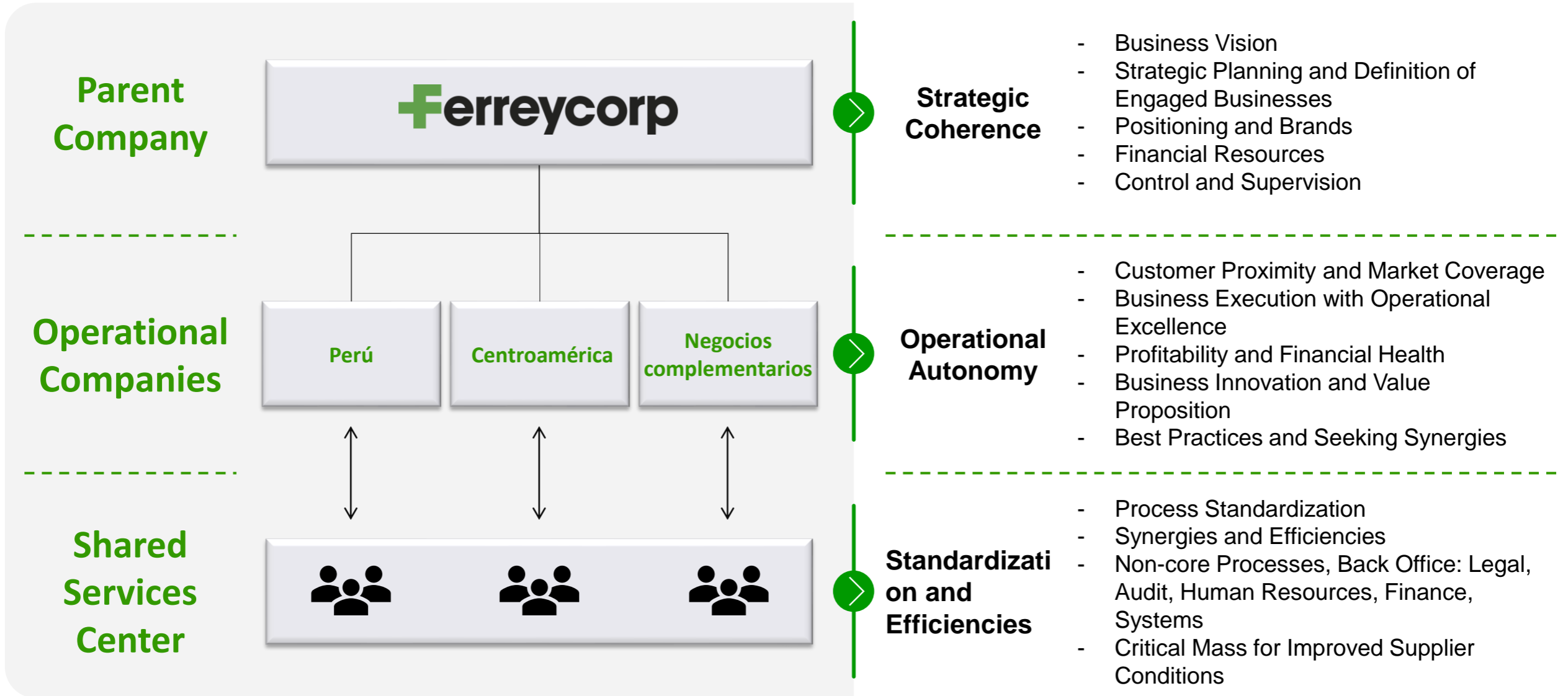
To be recognized as **the preferred corporation to adopt new businesses and representations** in the fields of its activities, due to its operational and financial capabilities.

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

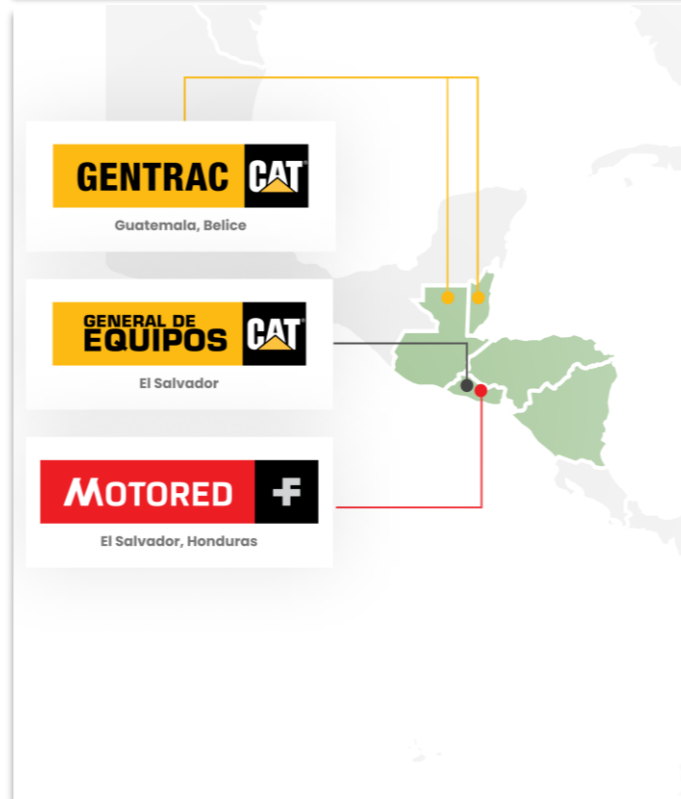
Ferreycorp

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

	Caterpillar Dealers and Allied Brands in Peru	Caterpillar Dealers and Allied Brands in Central America	Complementary Businesses in Peru and abroad	Total
Sales (S/. mm)	1,643	167	165	1,975
<i>% total</i>	83.2%	8.5%	8.4%	100.0%
EBITDA (S/. mm)	1,016	79	48	1,131
<i>% total</i>	89.8%	7.0%	4.2%	100.0%
EBITDA margin	16.3%	12.3%	6.9%	14.3%
Workers (#)	6,192	760	1,026	7,978
<i>% total</i>	77.6%	9.5%	12.9%	100.0%

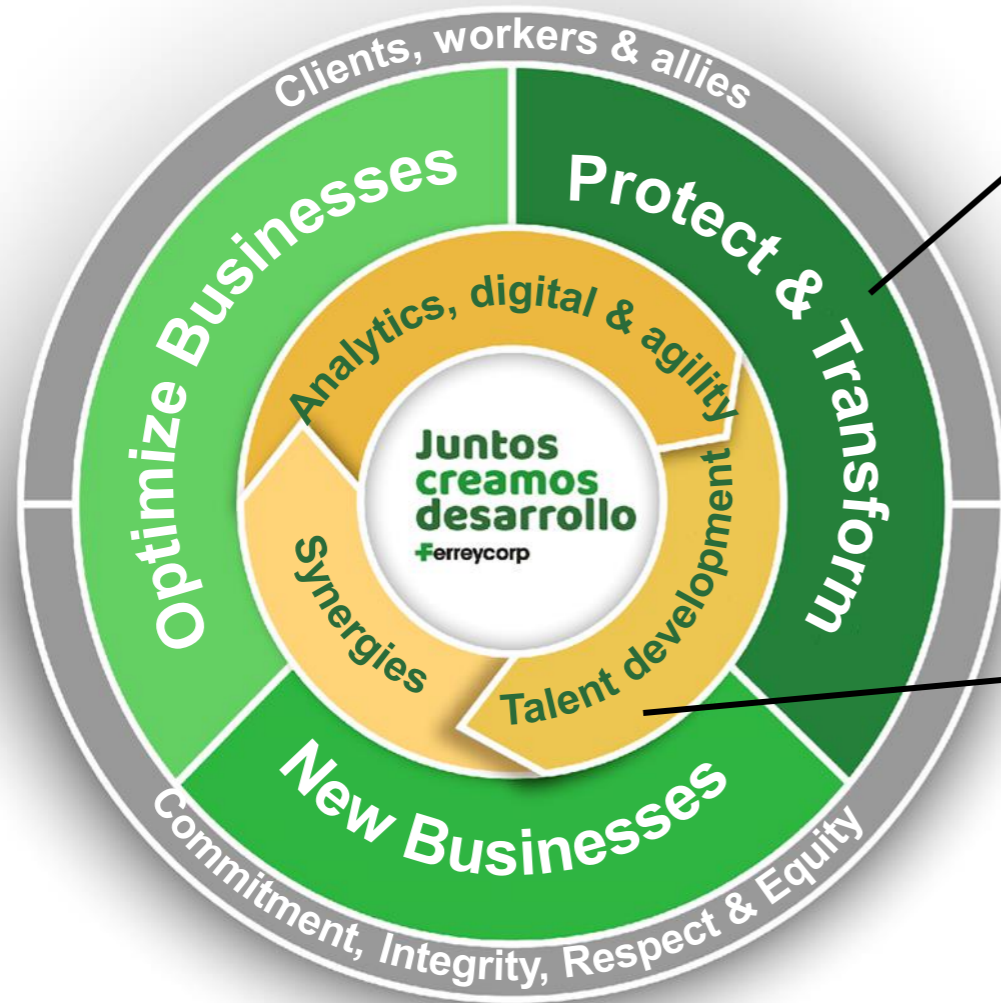


Partnership with global brands





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).

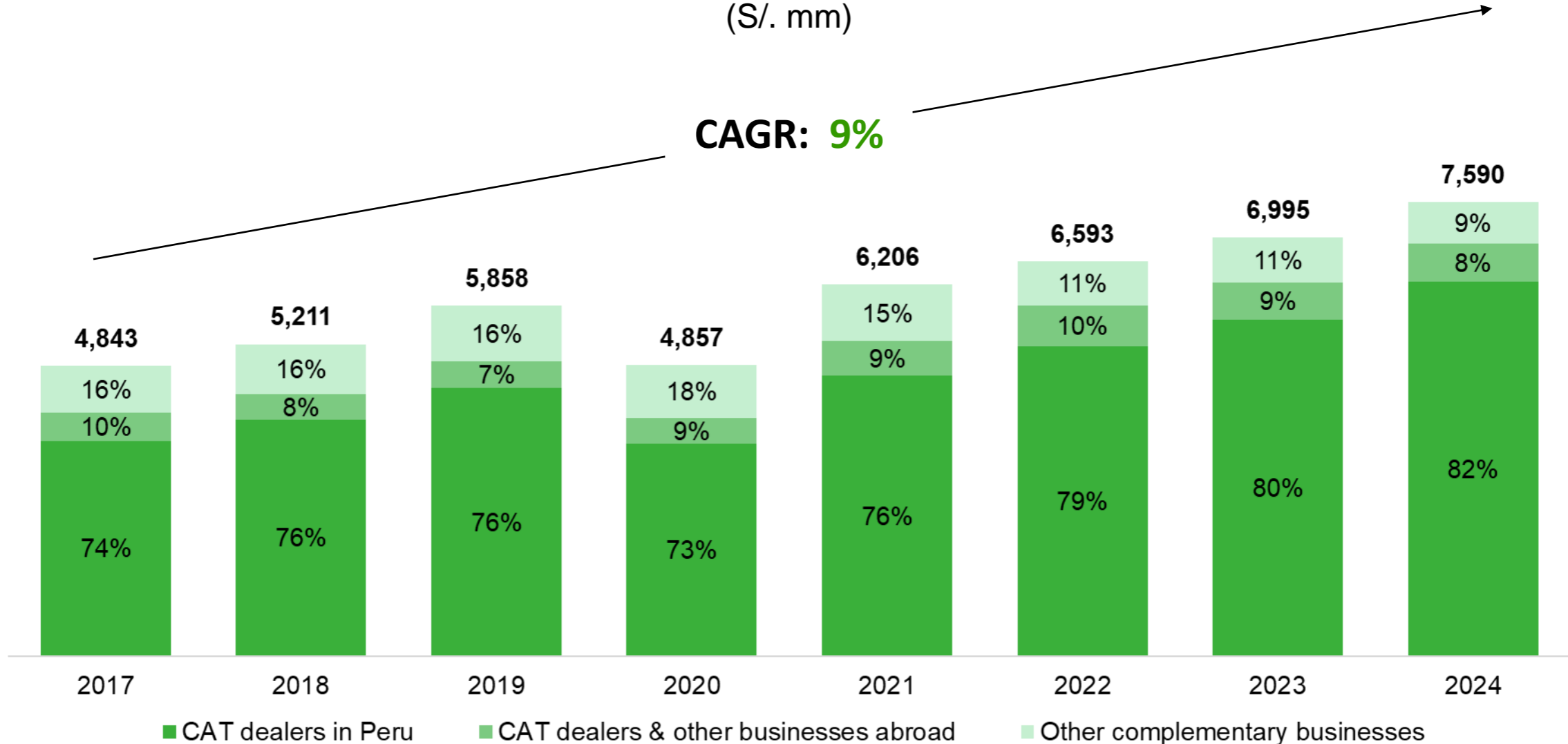
ENABLERS

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

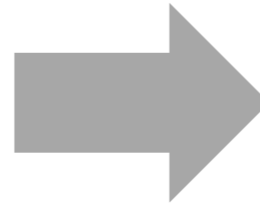
Sales by business groups
by the end of 2024
(S/. mm)



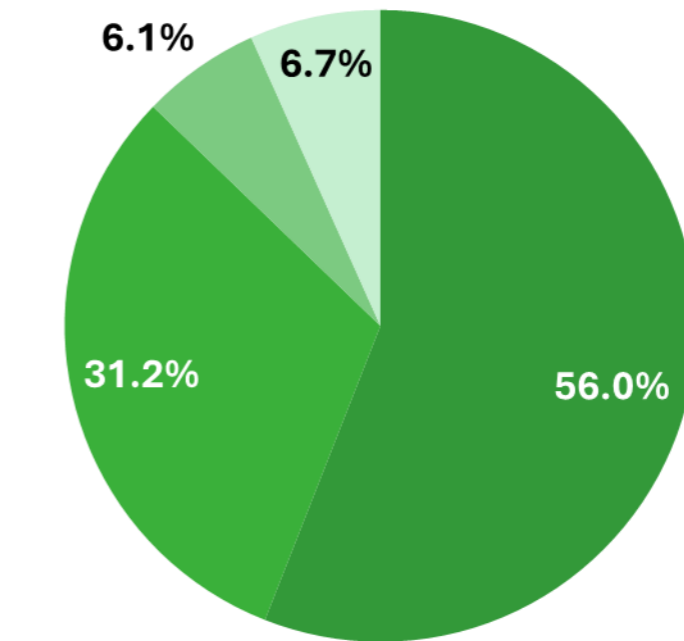


Sales by business line

Business line	2021	2022	2023	2024
Spare parts and services	49.7%	51.4%	54.6%	56.0%
Prime product	34.0%	32.3%	32.6%	31.2%
Rental and used	6.9%	7.0%	6.1%	6.1%
Other lines	9.3%	9.3%	6.7%	6.7%



2024



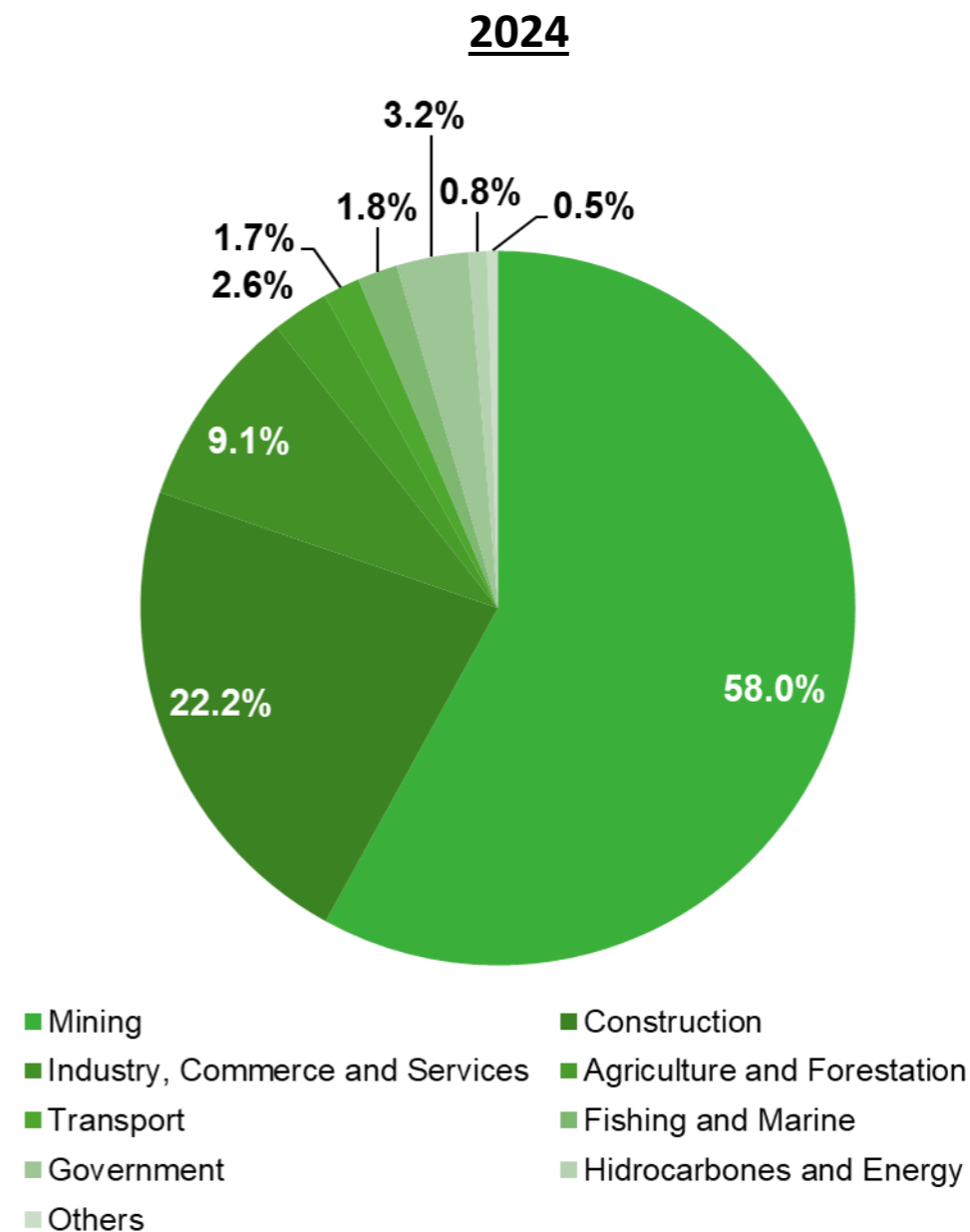
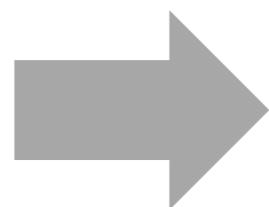
- Spare parts and services
- Prime product
- Rental and used
- Other lines

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



Sales by Economic Sector

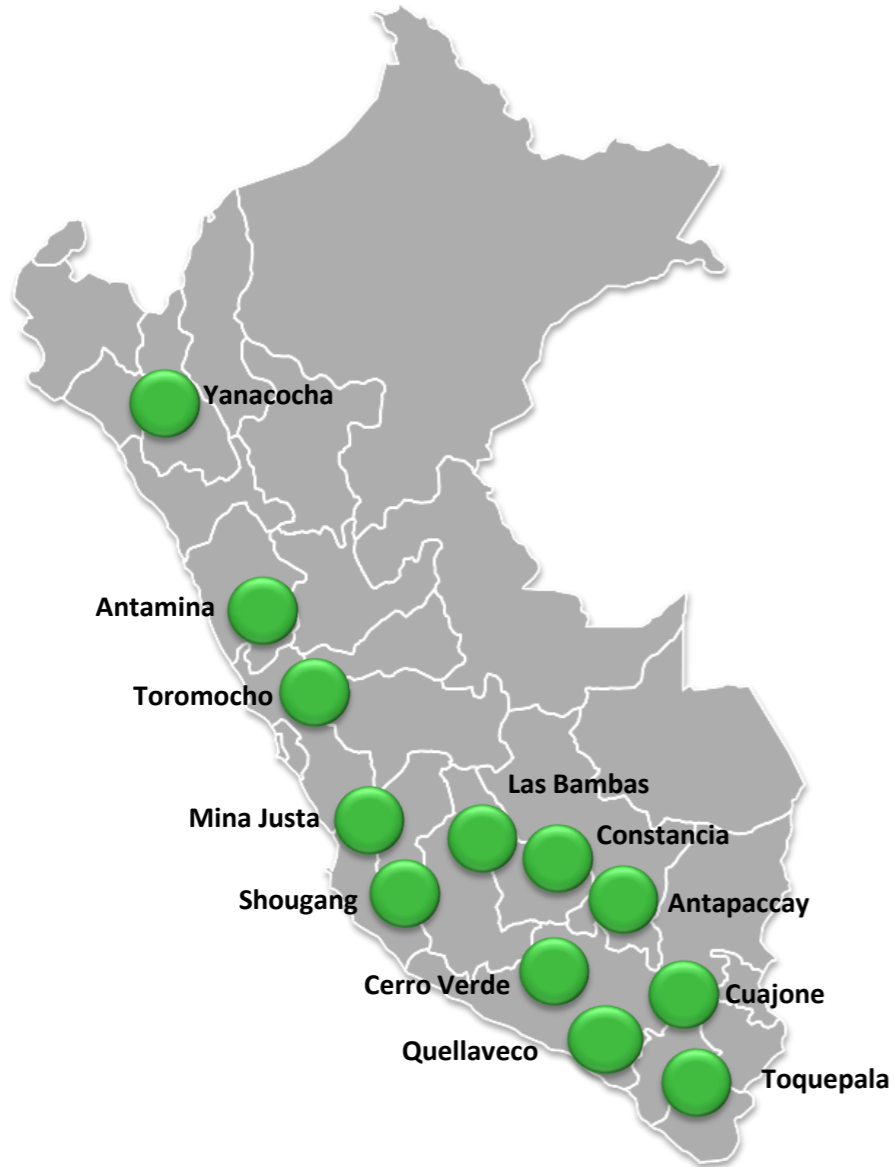
Sector	2021	2022	2023	2024
Mining	54.9%	56.0%	56.7%	58.0%
Construction	17.8%	19.4%	19.6%	22.2%
Industry, Commerce and Services	12.8%	13.1%	9.9%	9.1%
Agriculture and Forestation	2.6%	2.9%	2.6%	2.6%
Transport	2.1%	2.1%	2.2%	1.7%
Fishing and Marine	1.6%	1.7%	1.4%	1.8%
Government	1.9%	2.2%	6.6%	3.2%
Hidrocarbones and Energy	0.9%	1.3%	0.7%	0.8%
Others	5.2%	1.3%	0.3%	0.5%





Main Clients – Open Pit and Underground Mining

Large Open Pit Mining



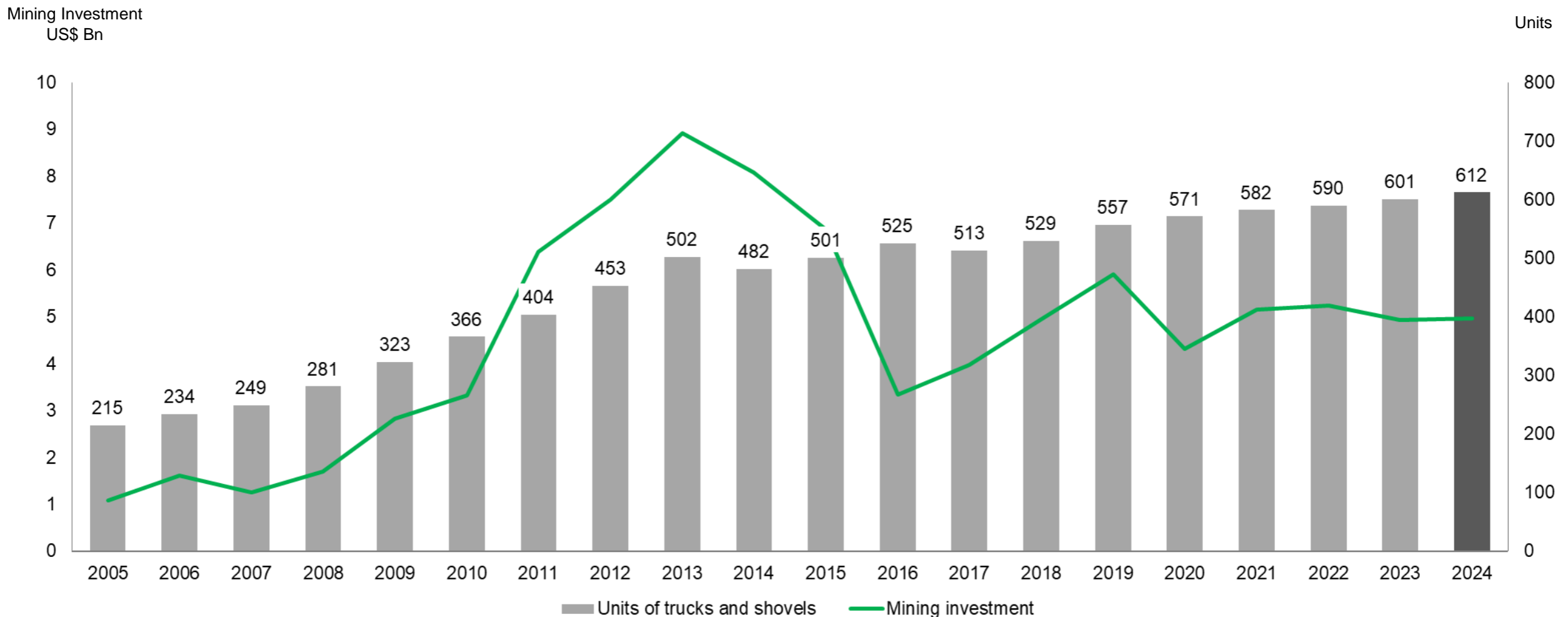
Medium-Size and Underground Mining





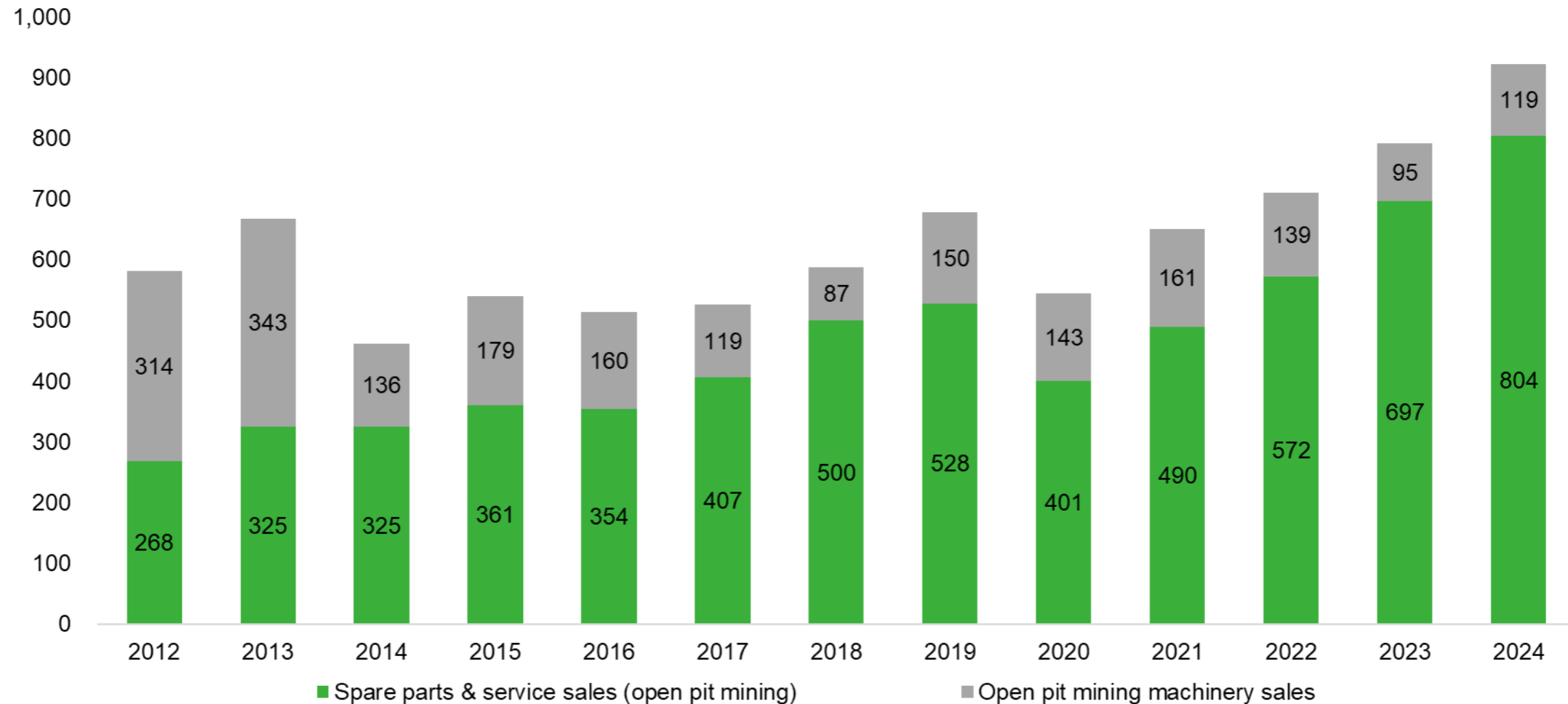
Caterpillar open-pit mining trucks and shovels population over the years as of December 2024

Active Caterpillar mining trucks and shovels by the end of 2024 (# of units)



Sales evolution in Open pit mining

Open Pit Mining Sales
as of December 2024
(\$ mm)

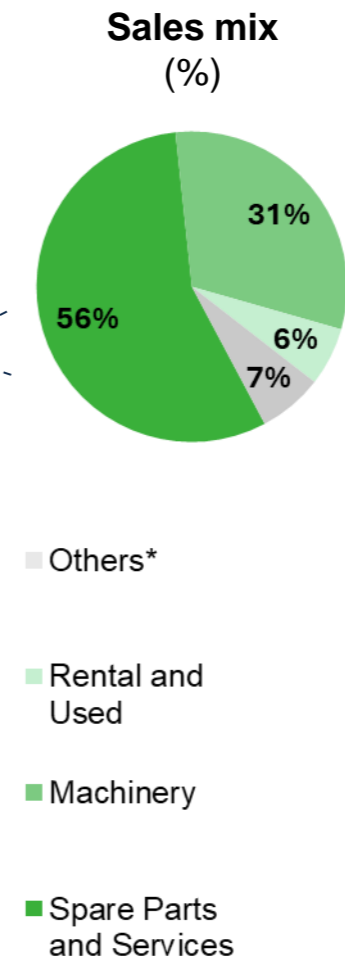
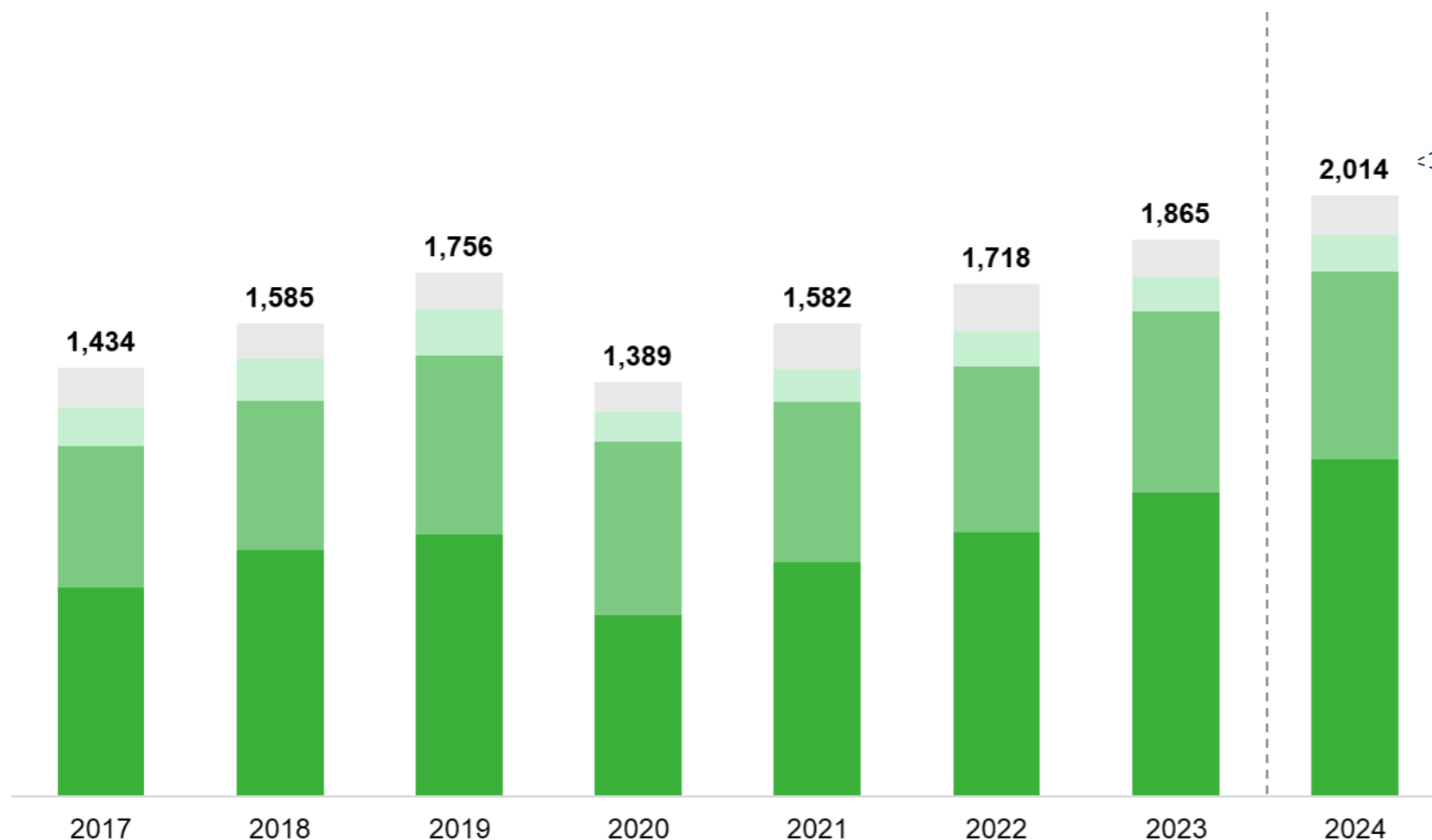


Source: Ferreyros



Resilient Business Model

Sales by business line (\$ mm)



- **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.

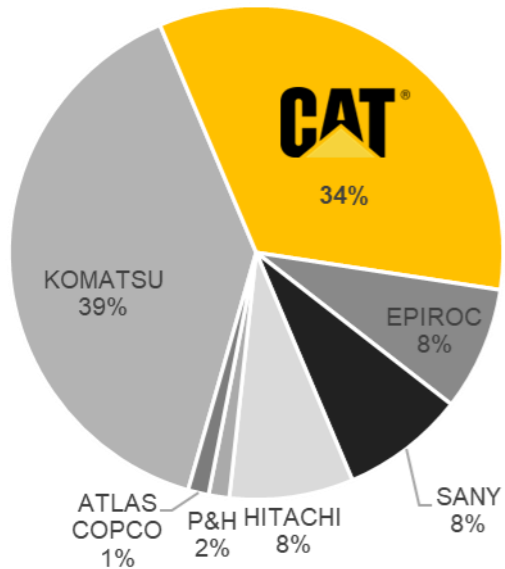
(*) Others include logistic businesses, lubricants and consumables



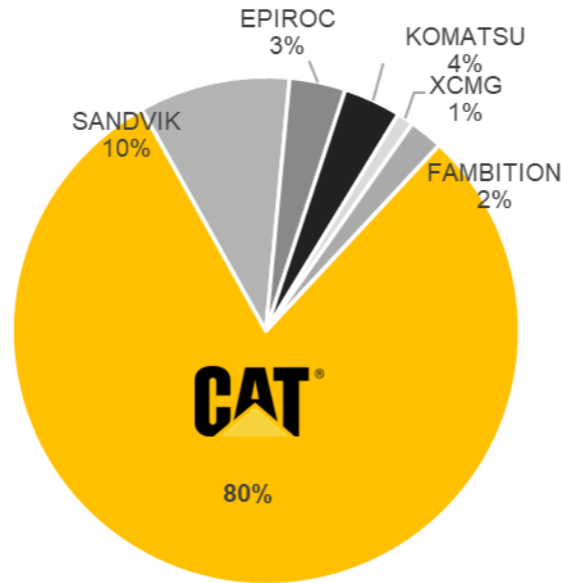
Caterpillar Market Share in Peru as of December 2024

Market Share in Peru – 4Q'24*

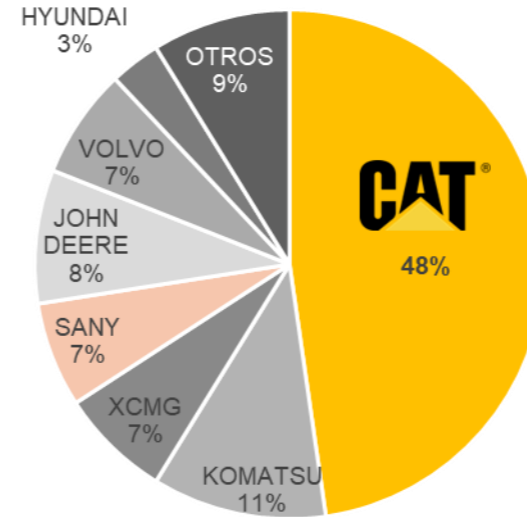
Open-pit mining (% units)



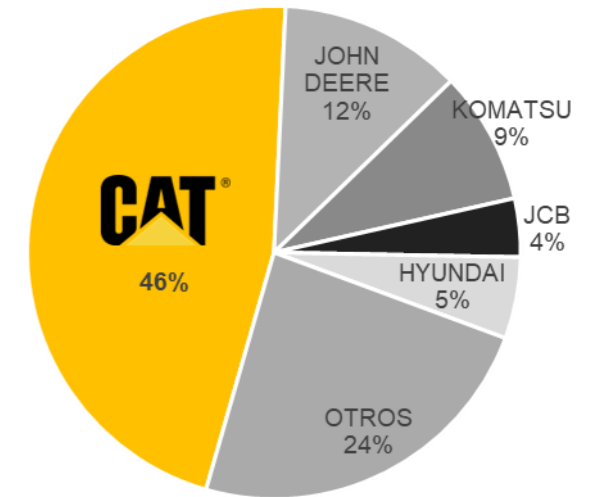
Underground mining (% \$ FOB)



Heavy construction (% \$ FOB)



Light construction (% units)

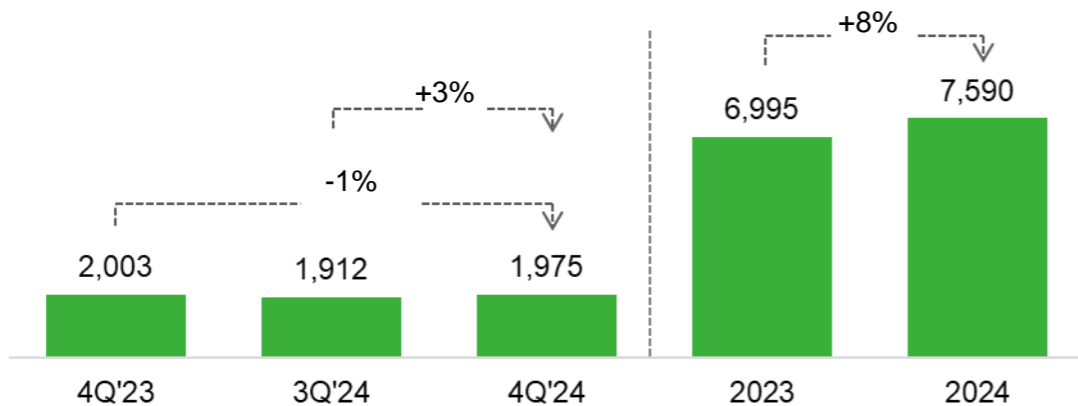


*Note: Rolling 12 months

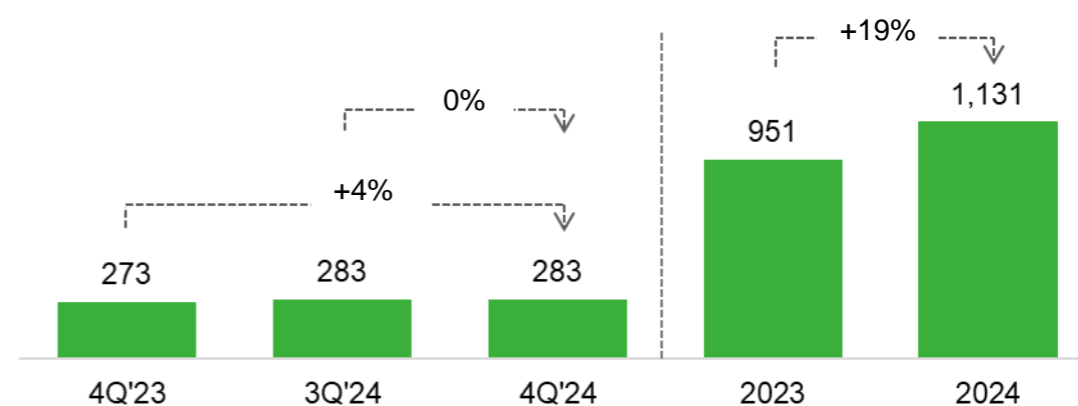


Strong financial results

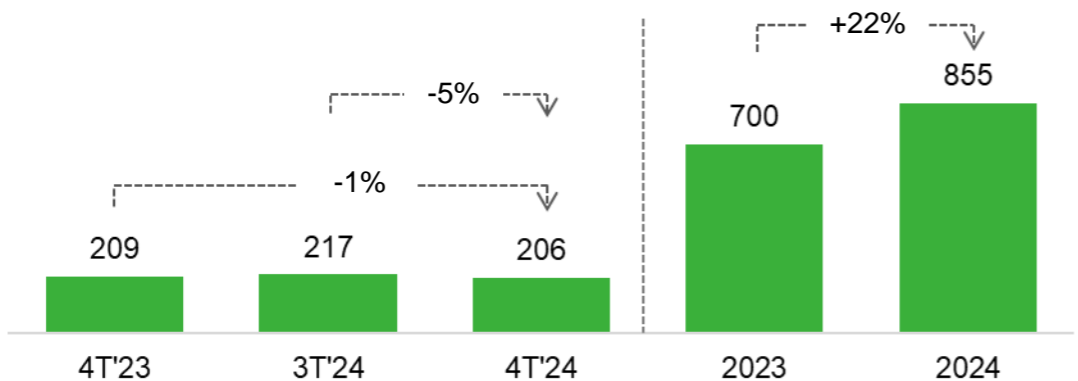
Sales (S/. mm)



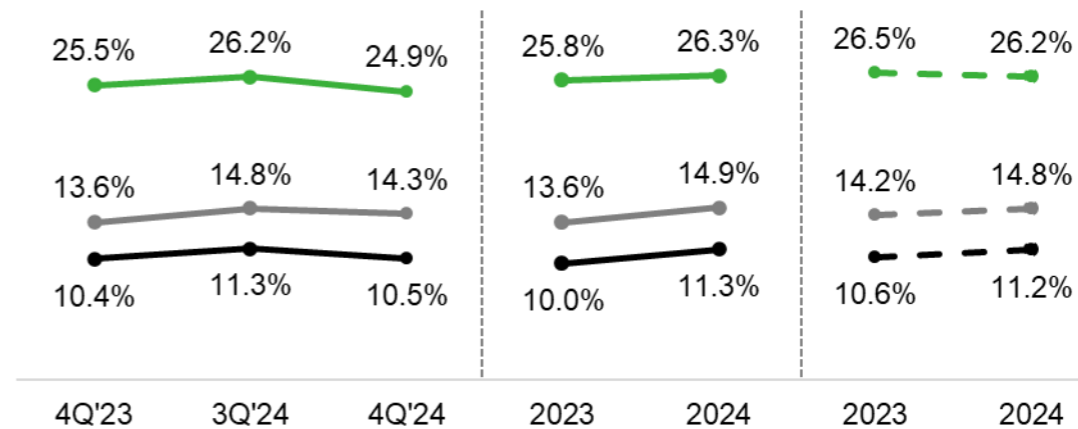
EBITDA (S/. mm)



Operating profit (S/. mm)



Margins (%)

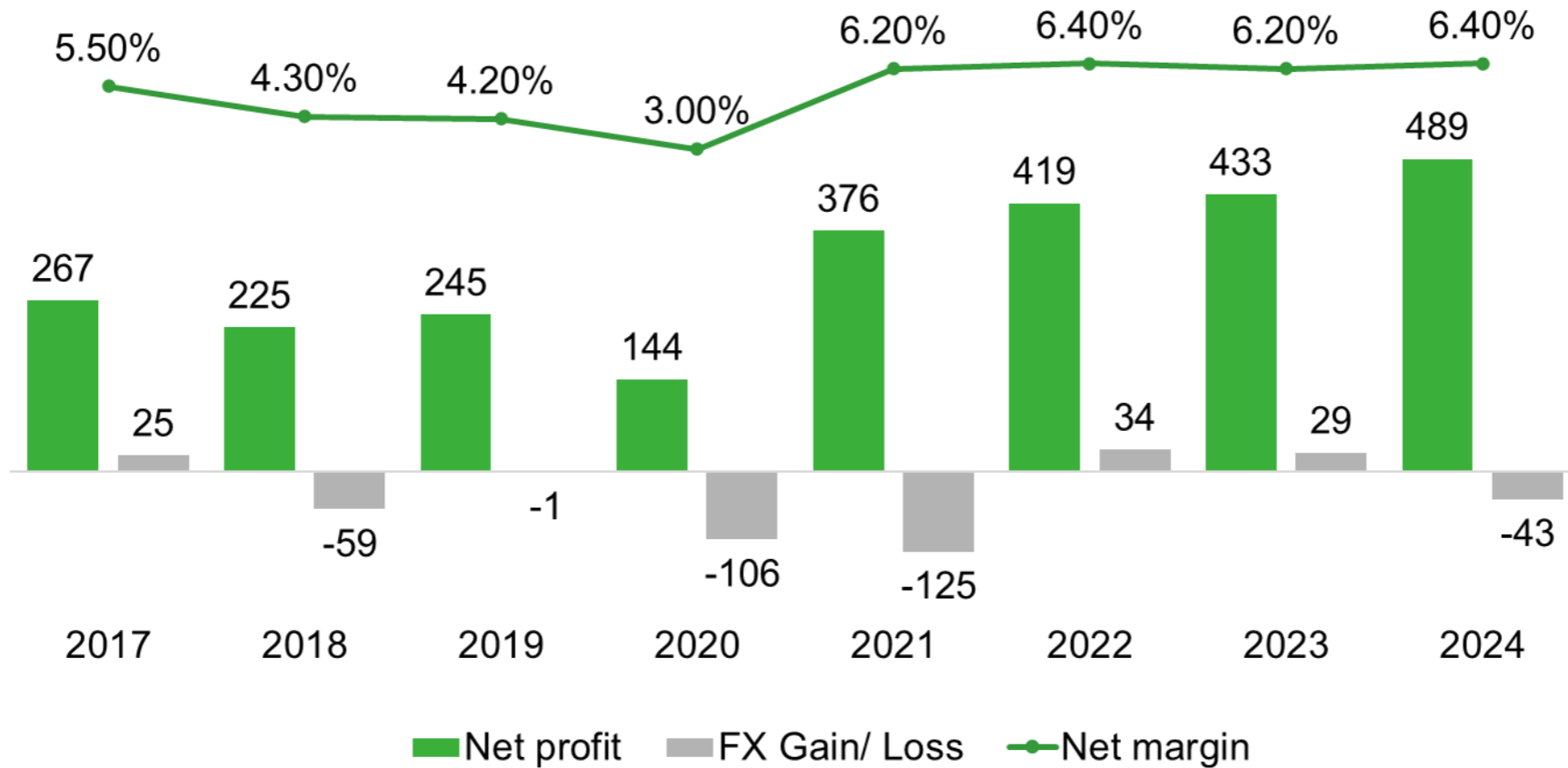


● Gross margin
 ● Operating margin
 ● EBITDA margin
 ● Adj. Gross margin
 ● Adj. Operating margin
 ● Adj. EBITDA margin



Net Profit impacted by FX Gain/Loss

Net Profit, Margin and FX Effect (S/. mm and %)

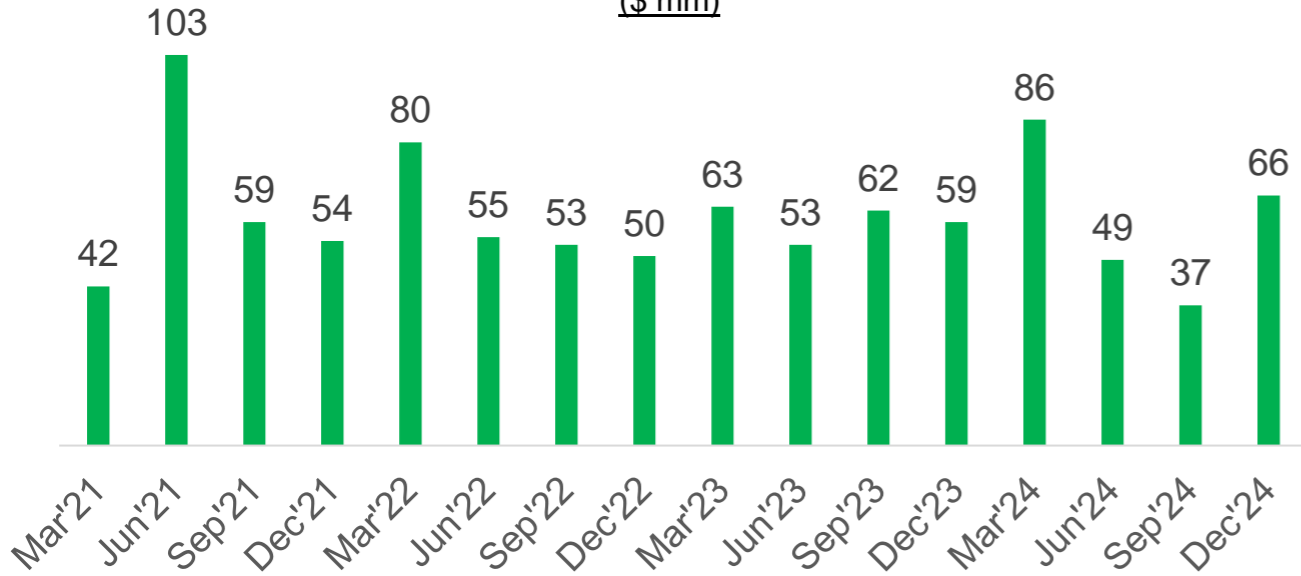




Cash generation and liability management

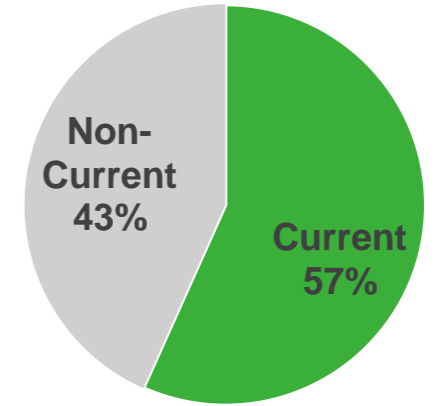
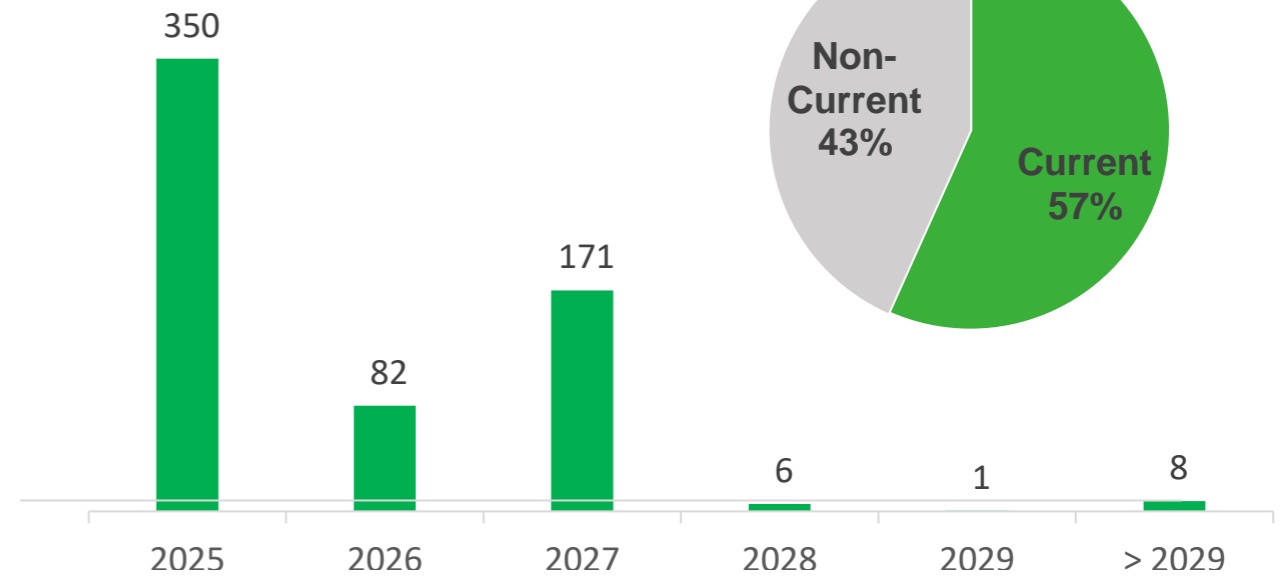
Cash Balance

(\$ mm)



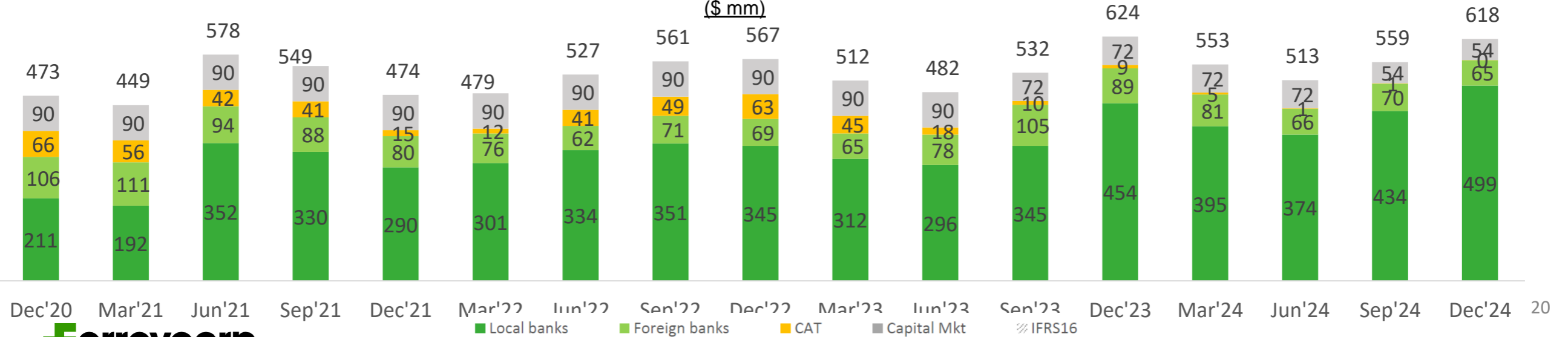
Debt Maturity and Profile

(\$ mm)



Debt Evolution

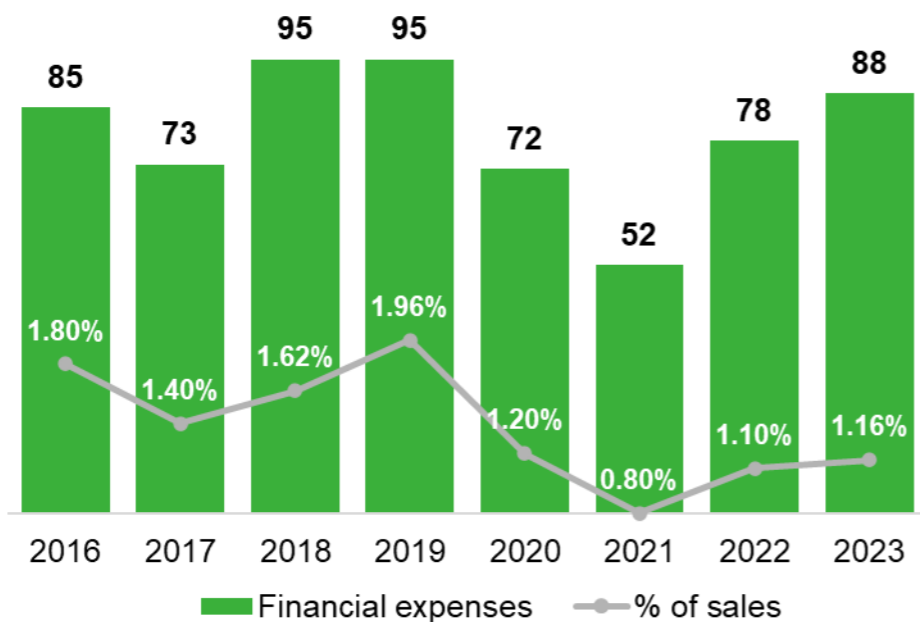
(\$ mm)



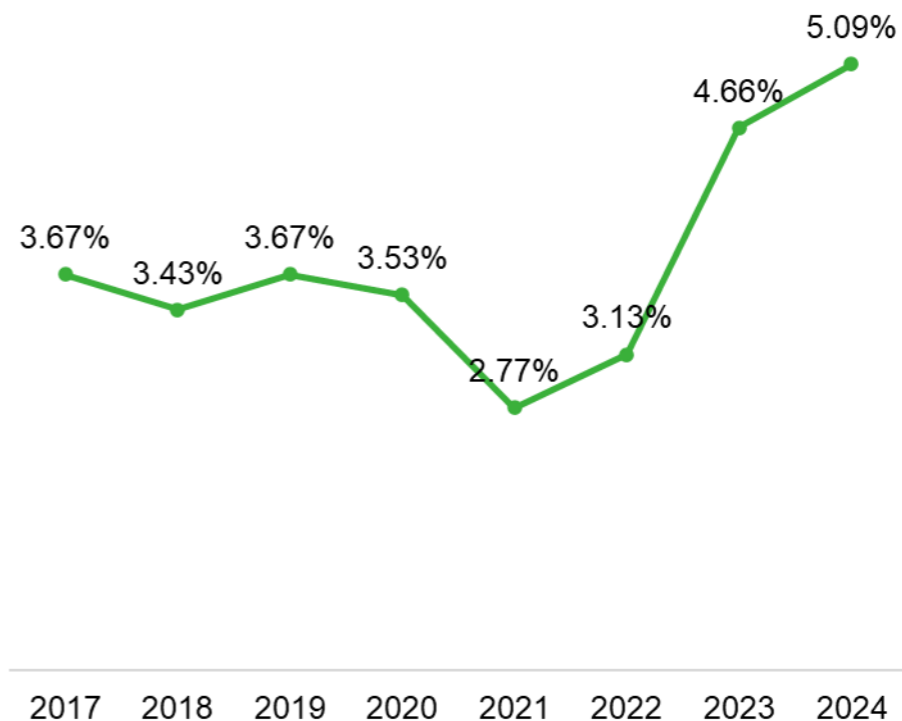


Financial expenses and average debt expenditure

Financial expenses (S/. mm and %)

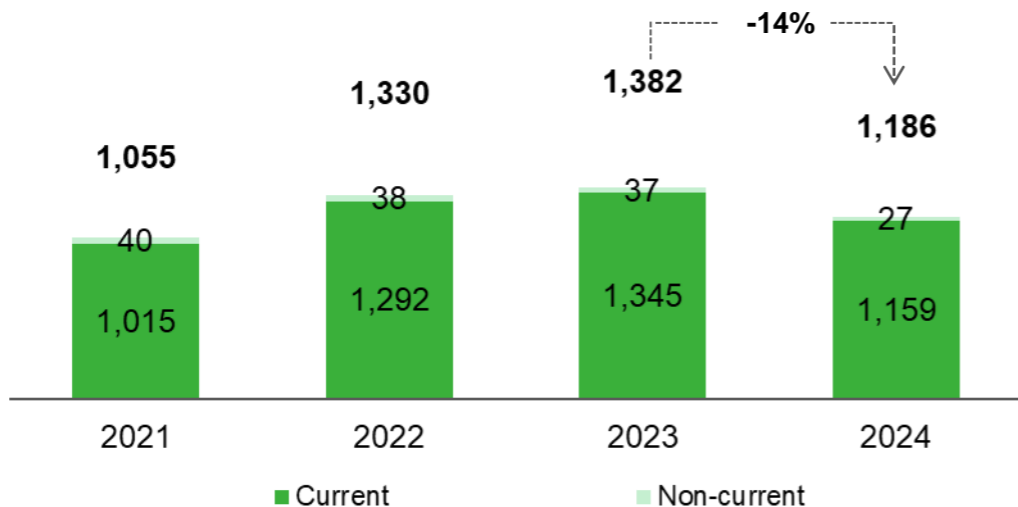


Average debt expenditure (%)

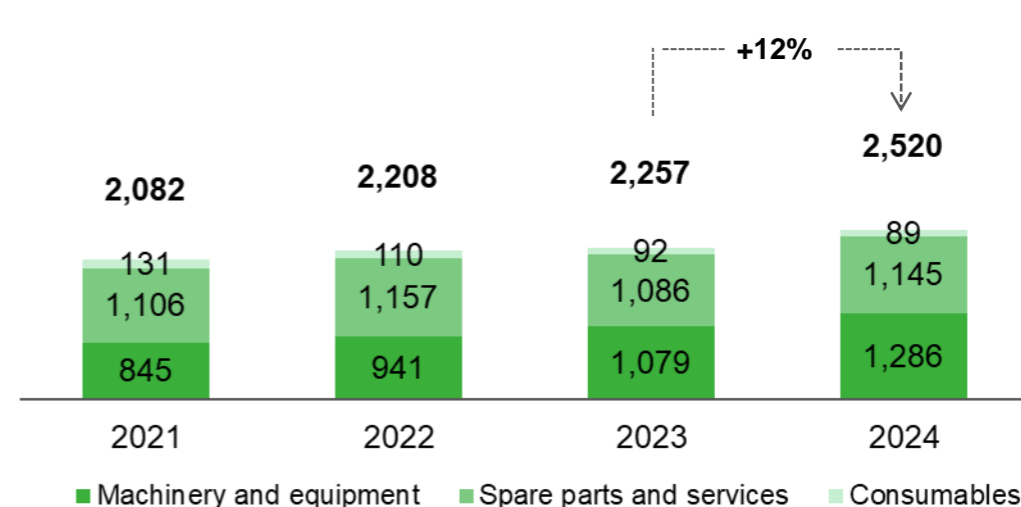


Assets and cash conversion cycle

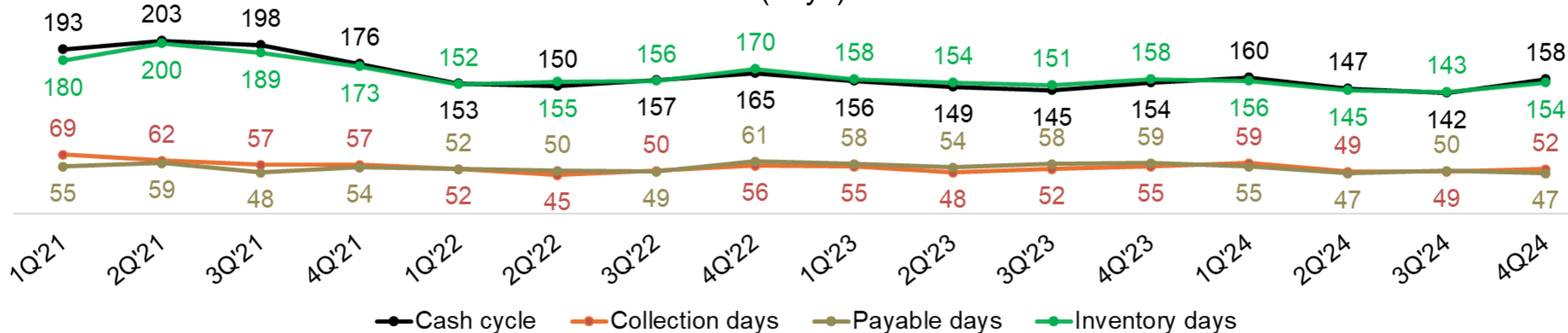
Accounts receivables (S/. mm)



Inventory (S/. mm)



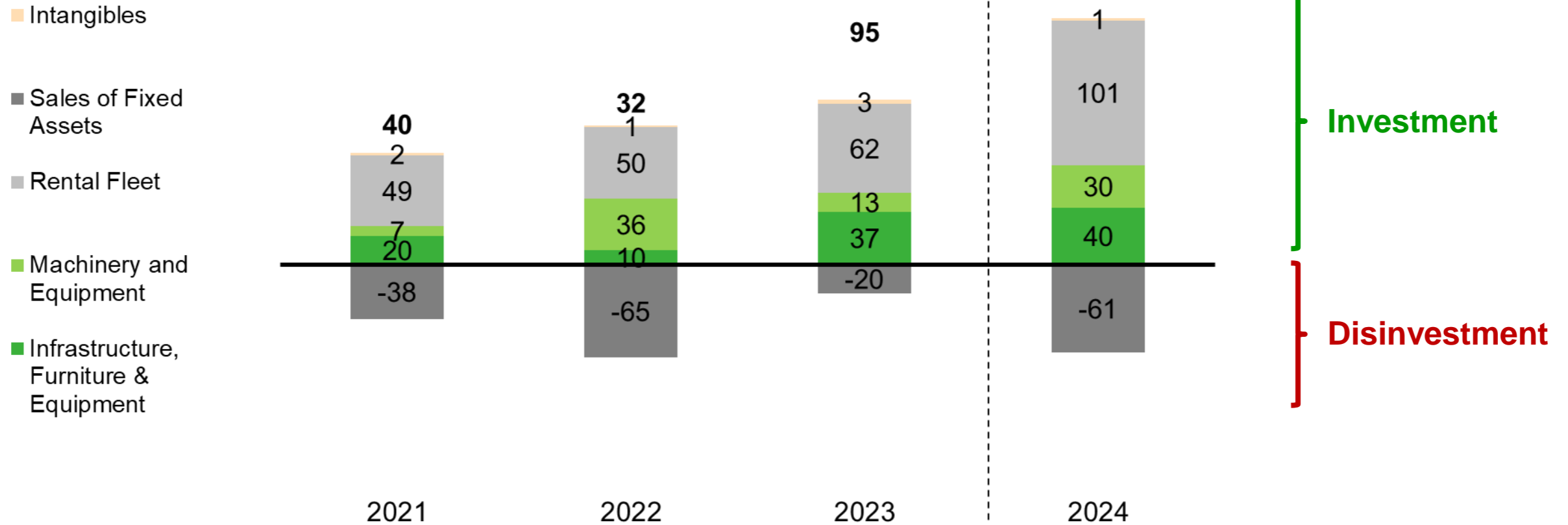
Cash conversion cycle (days)





CAPEX

CAPEX (\$ mm)



- Investment in intangible assets reached **US\$ 1,5 million** dollars as of December 2024
- **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16

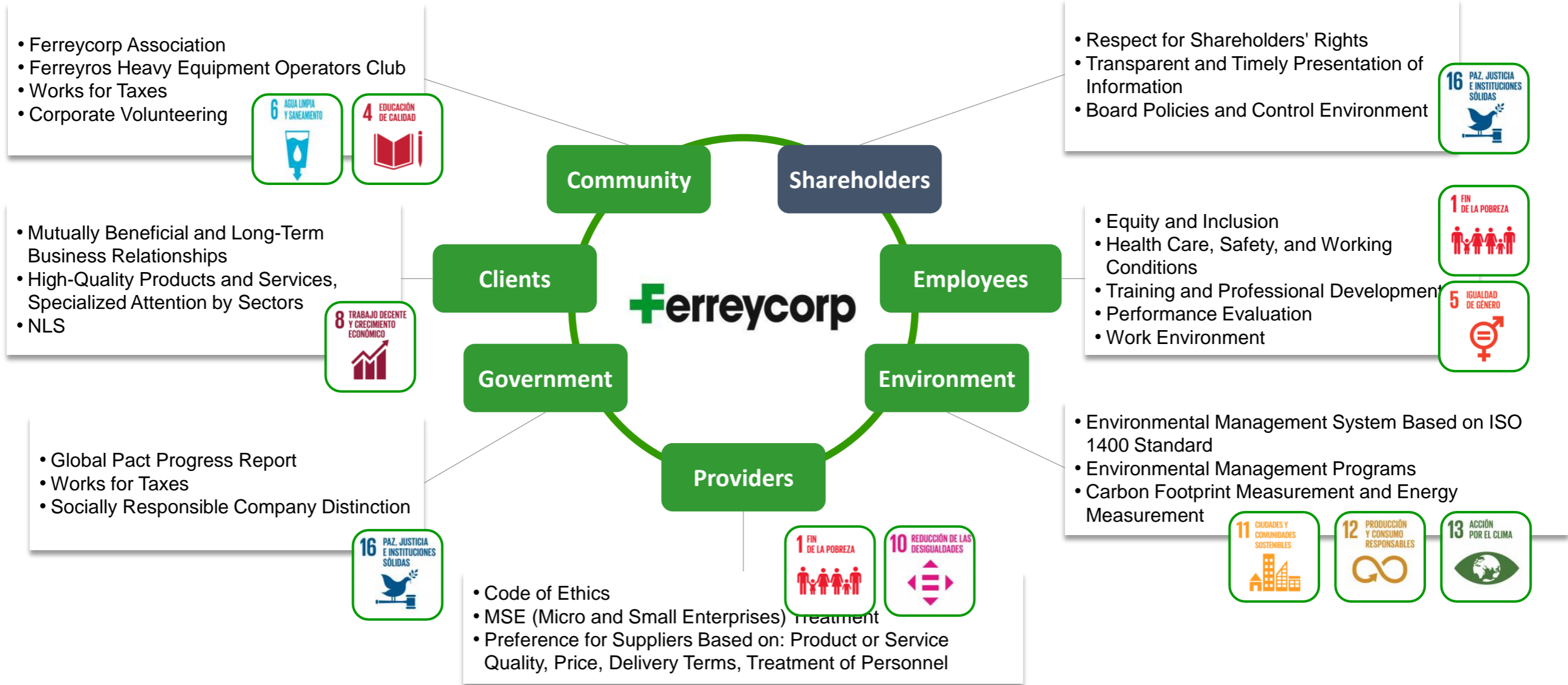
Ferreycorp's Sustainability Program

 Ferreycorp



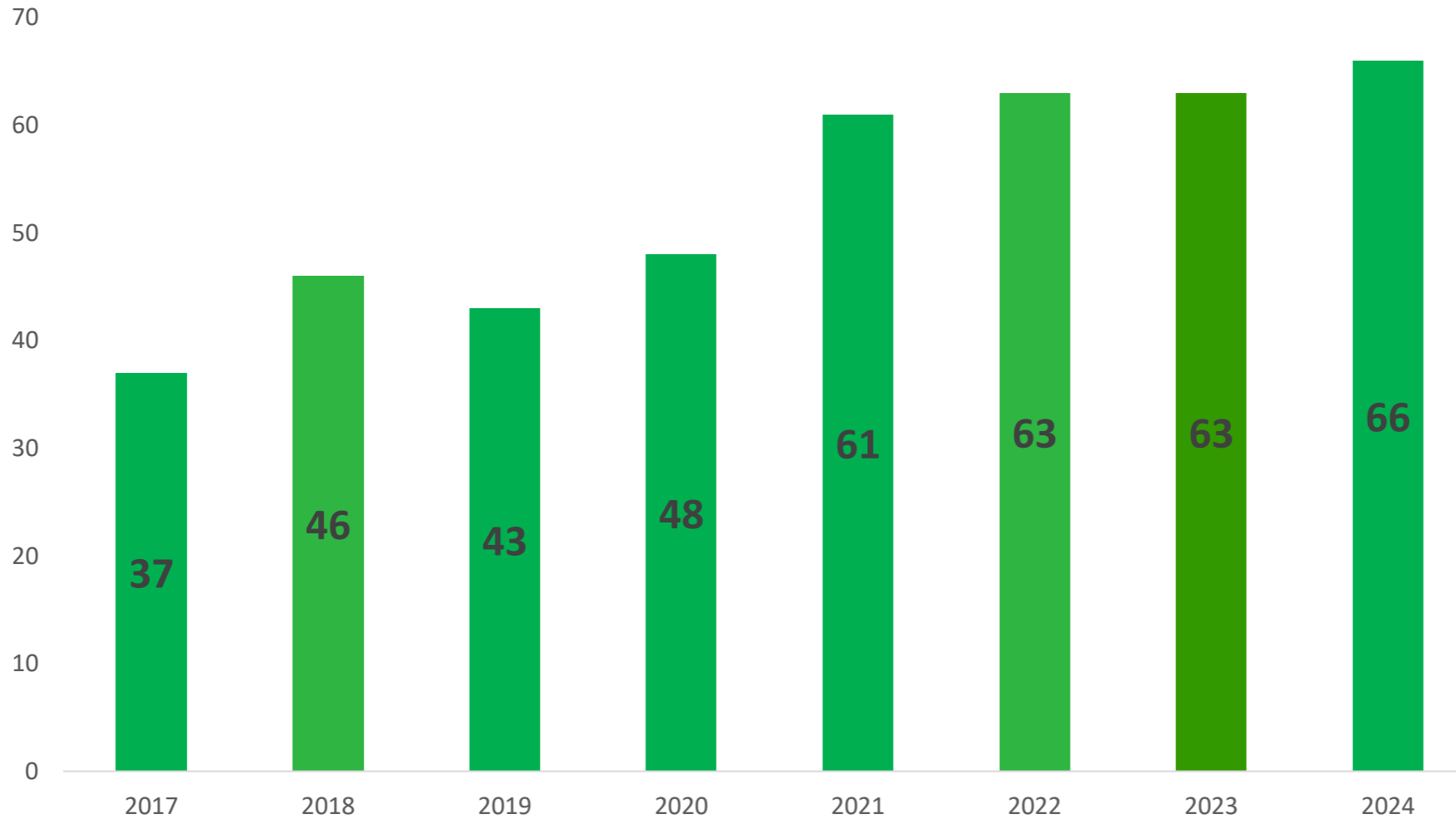


Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





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

Ferenergy F