



Ferreycorp

Investors' Presentation – 1Q '25



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.

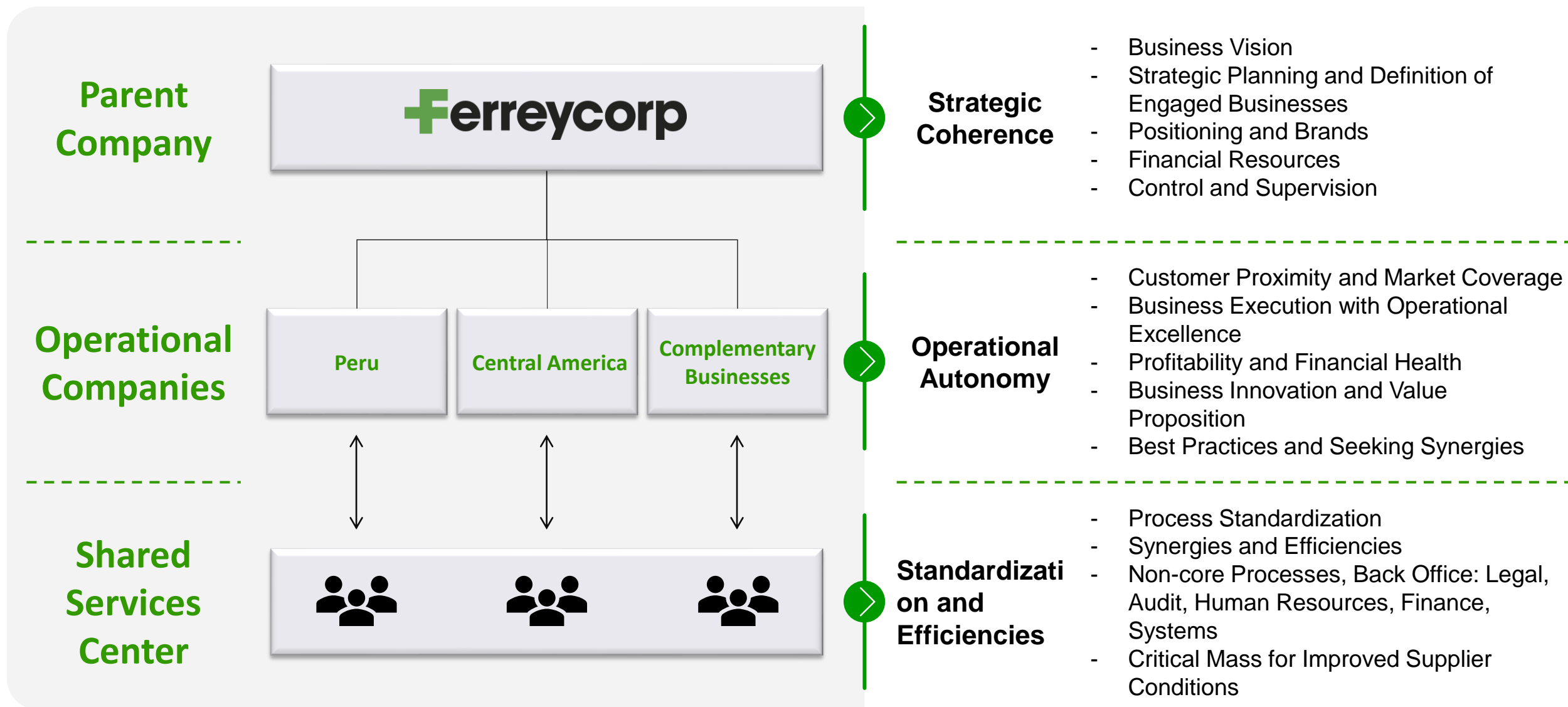
To be recognized as **the preferred corporation to adopt new businesses and representations** in the fields of its activities, due to its operational and financial capabilities.

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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

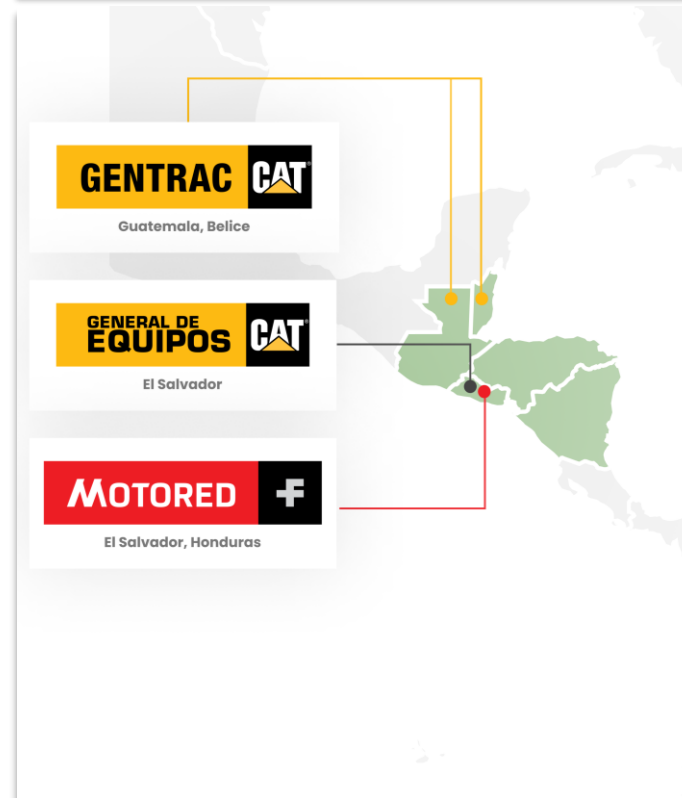
Ferreycorp

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 – 1Q'25

	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)	1,601	197	176	1,974
<i>% total</i>	81.1%	10.0%	8.9%	100.0%
EBITDA (S/. mm)	236	30	7	268
<i>% total</i>	88.0%	11.4%	2.7%	100.0%
EBITDA margin	14.8%	15.4%	4.2%	13.6%
Workers (#)	6,059	784	1,003	8,026*
<i>% total</i>	75.5%	9.8%	12.5%	100.0%

**Includes 180 Ferreycorp employees as of March 2025*

Partnership with global brands



Metso

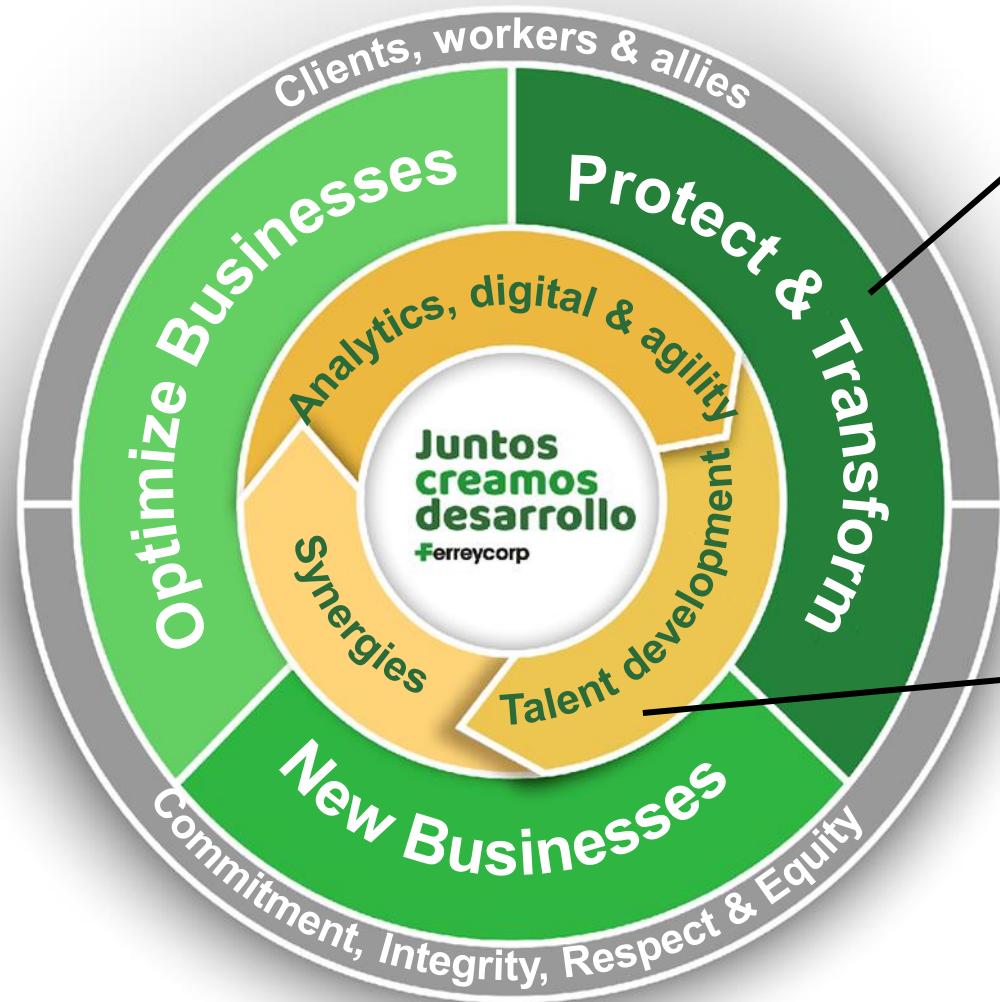


WACKER
NEUSON





Ferreycorp's Strategy



BUSINESS PILARS

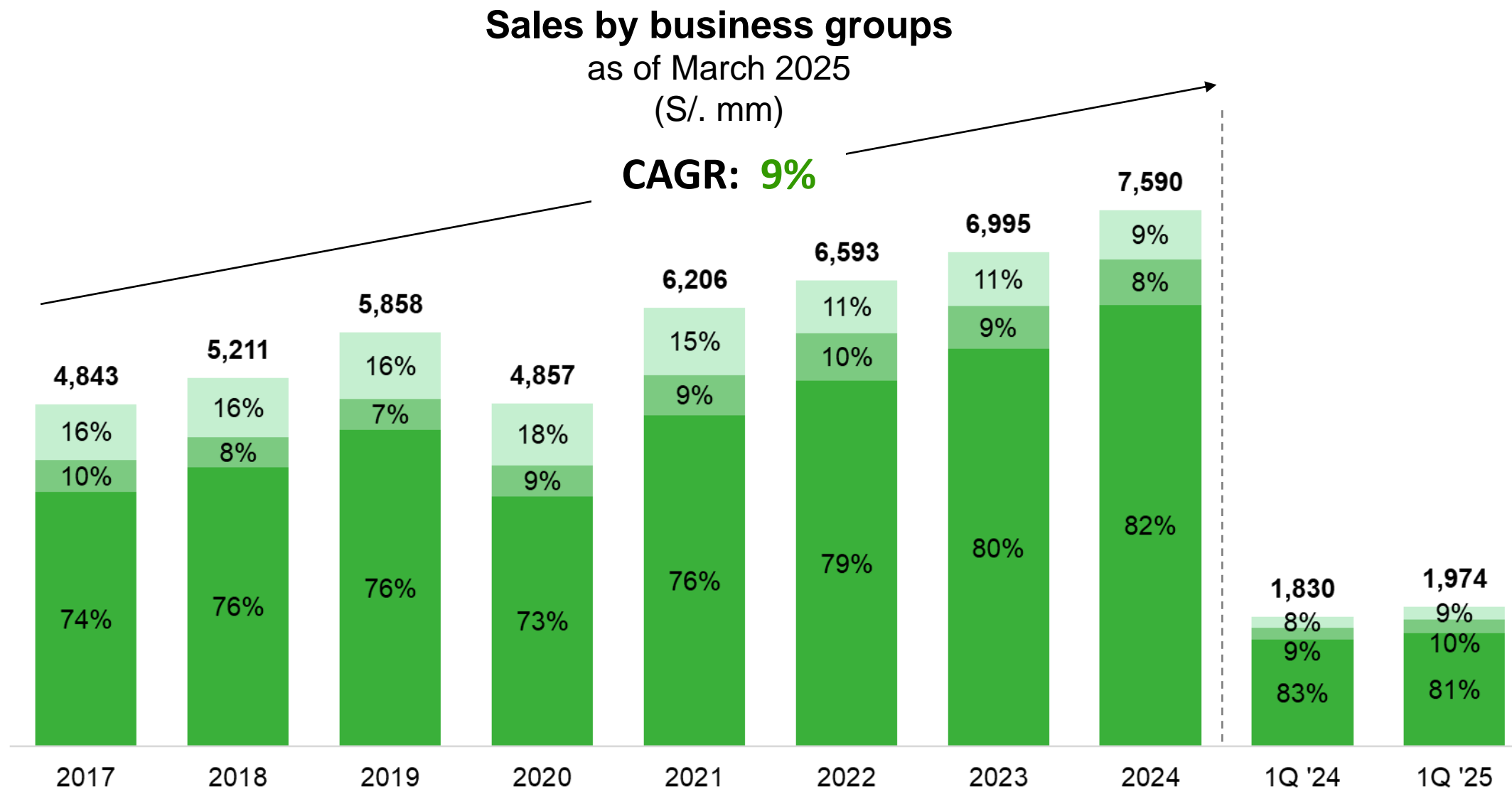
Optimize Business	It seeks to add efficiencies in the business model, the organization, the use of assets, the composition of the portfolio of products and services.
Protect and Transform	Ensure business sustainability; expand your value offer; and provide comprehensive solutions to customers, with the 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



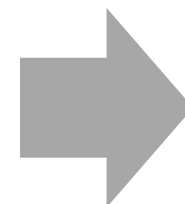
Evolution of Total Sales



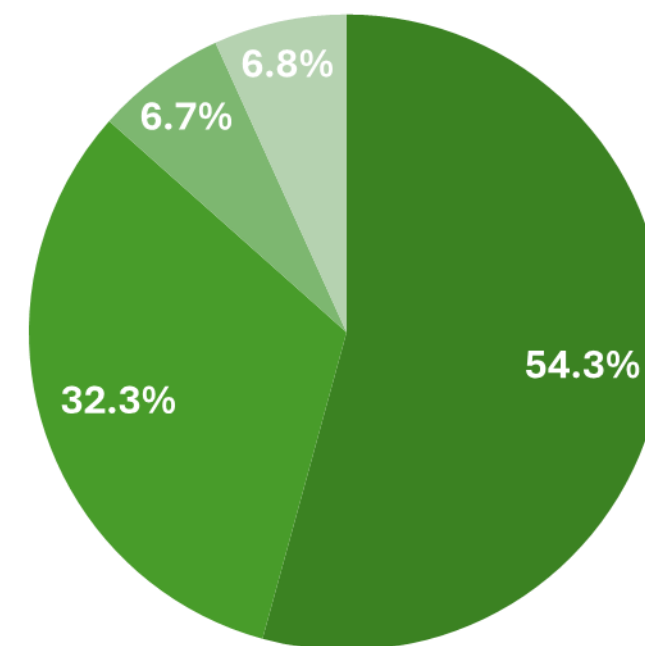


Sales by business line

Business line	2022	2023	2024	1Q'24	1Q'25
Spare parts and services	51.4%	54.6%	56.0%	58.6%	54.3%
Prime product	32.3%	32.6%	31.2%	28.5%	32.3%
Rental and used	7.0%	6.1%	6.1%	6.6%	6.7%
Other lines	9.3%	6.7%	6.7%	6.3%	6.8%



1Q'25



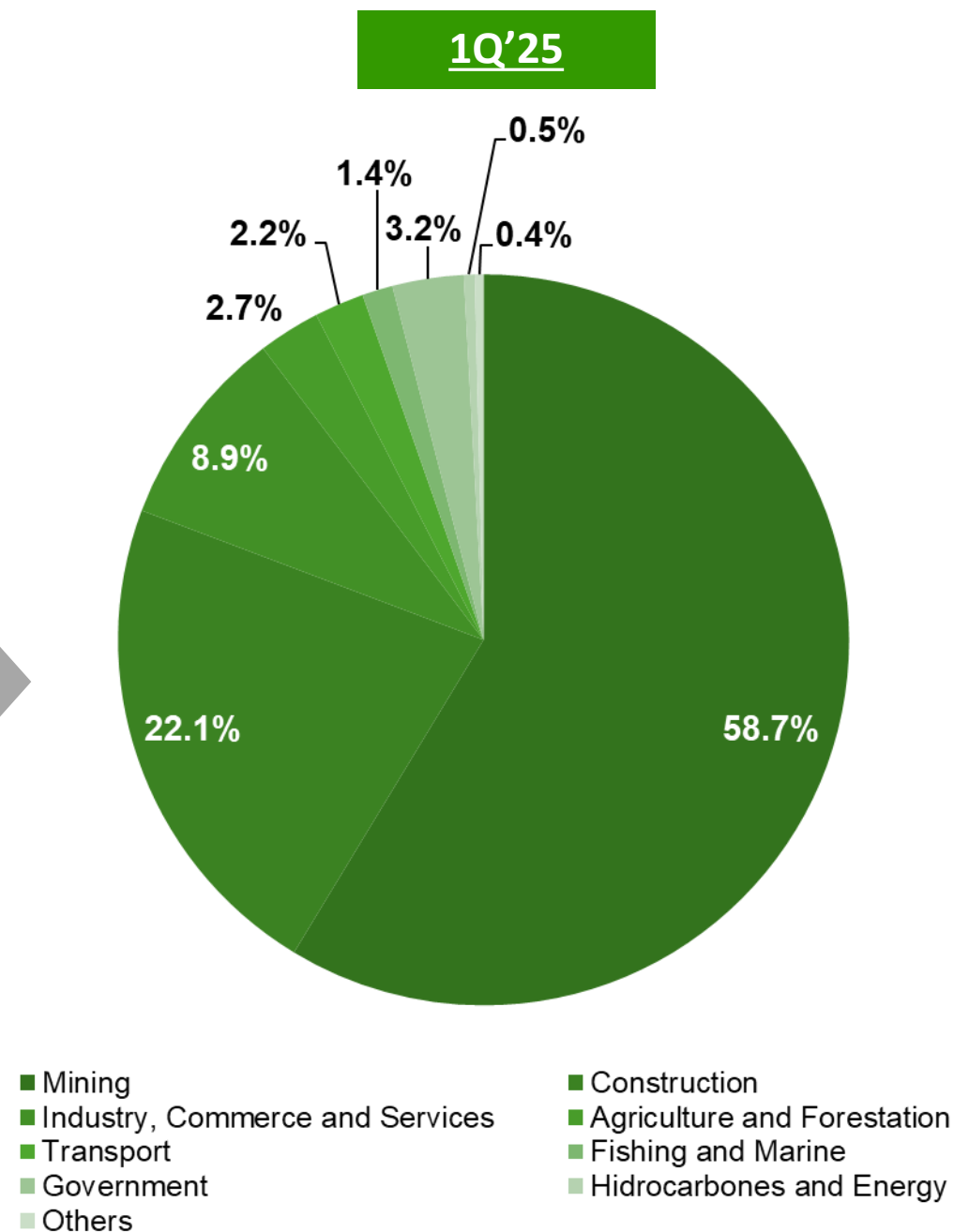
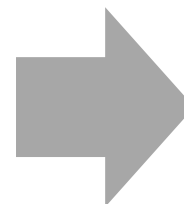
■ Spare parts and services ■ Prime product
■ Rental and used ■ Other lines

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



Sales by Economic Sector

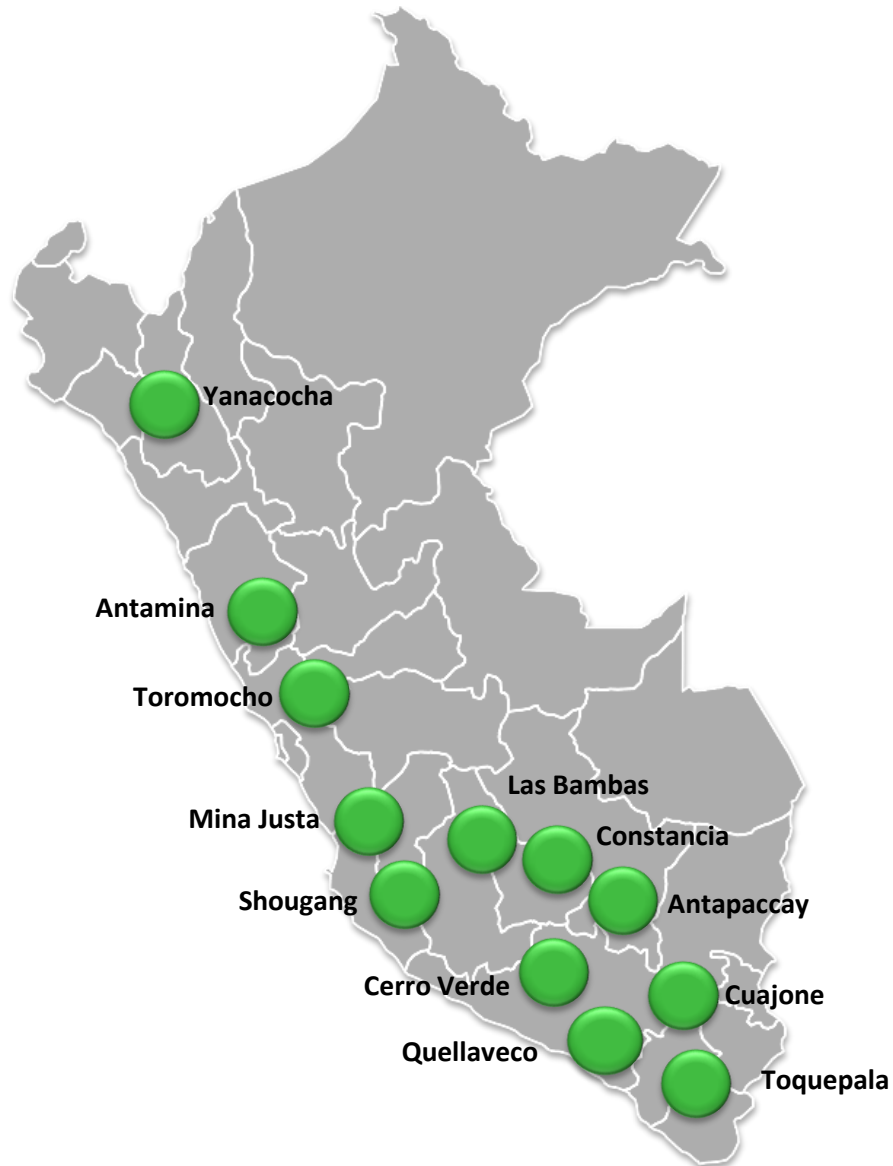
Sector	2022	2023	2024	1Q'24	1Q'25
Mining	56.0%	56.7%	58.0%	60.7%	58.7%
Construction	19.4%	19.6%	22.2%	21.9%	22.1%
Industry, Commerce and Services	13.1%	9.9%	9.1%	8.4%	8.9%
Agriculture and Forestation	2.9%	2.6%	2.6%	2.0%	2.7%
Transport	2.1%	2.2%	1.7%	1.0%	2.2%
Fishing and Marine	1.7%	1.4%	1.8%	1.3%	1.4%
Government	2.2%	6.6%	3.2%	3.6%	3.2%
Hidrocarbones and Energy	1.3%	0.7%	0.8%	0.6%	0.5%
Others	1.3%	0.3%	0.5%	0.5%	0.4%





Main Clients – Open Pit and Underground Mining

Large Open Pit Mining



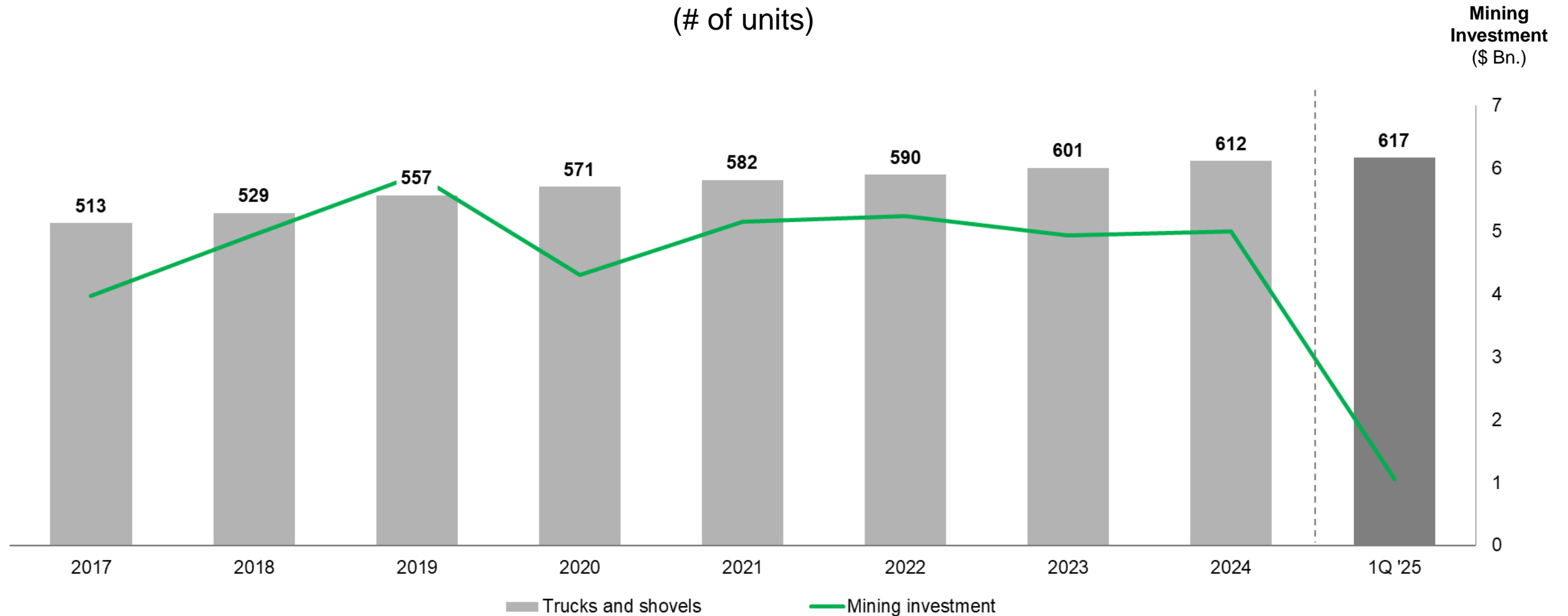
Medium-Size and Underground Mining





Caterpillar open-pit mining trucks and shovels population over the years as of March 2025

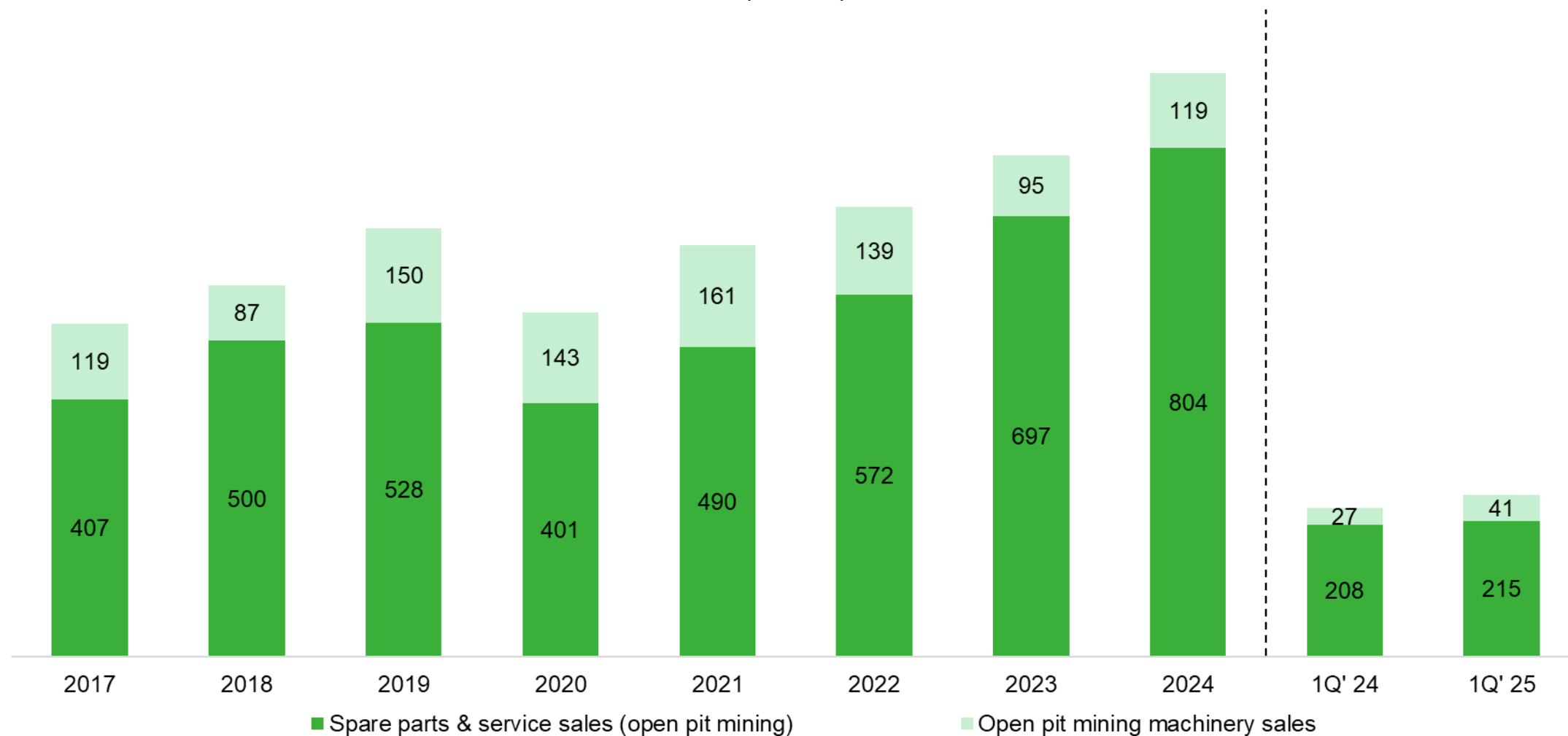
Active Caterpillar mining trucks and shovels as of March 2025 (# of units)



Source: MINEM and Ferreyros

Sales evolution in Open pit mining

Open Pit Mining Sales
as of March 2025
(\$ mm)

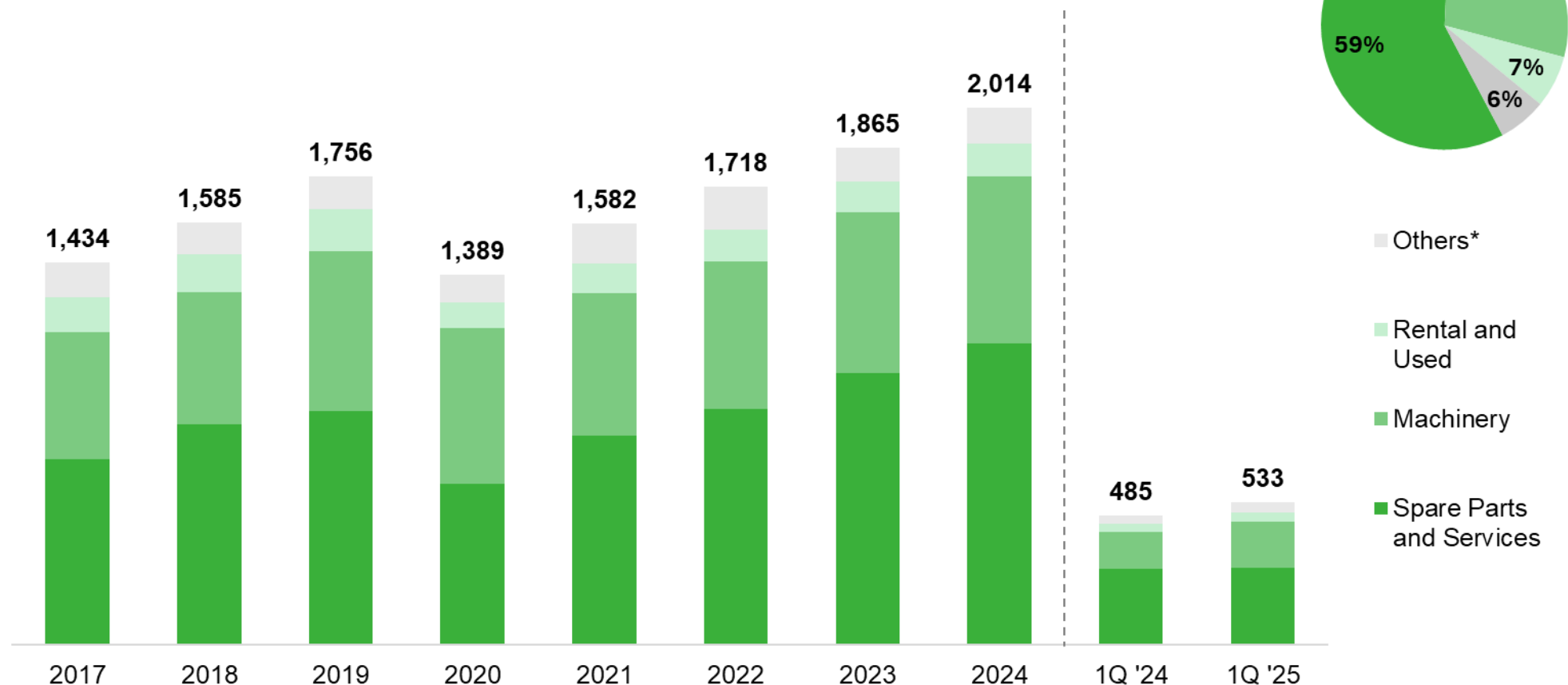


Source: Ferreyros

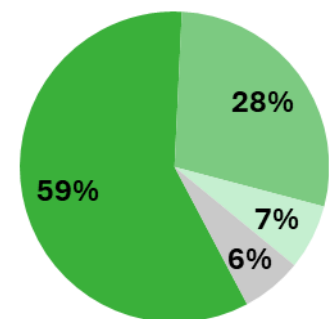


Resilient Business Model

Sales by business line
as of March 2025
(\$ mm)



1Q '25 Sales mix (%)



- Others*
- Rental and Used
- Machinery
- Spare Parts and Services

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

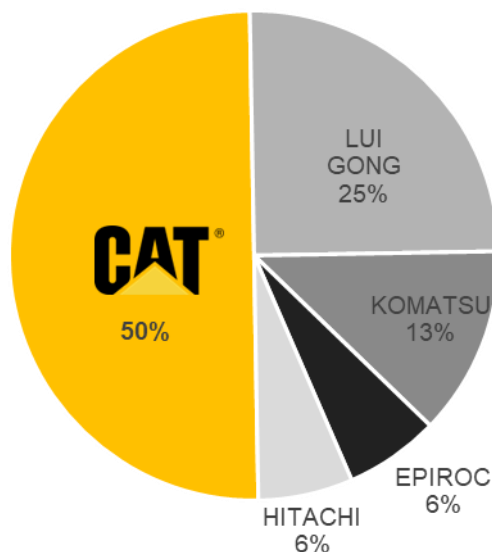
*Others include logistic businesses, lubricants and consumables



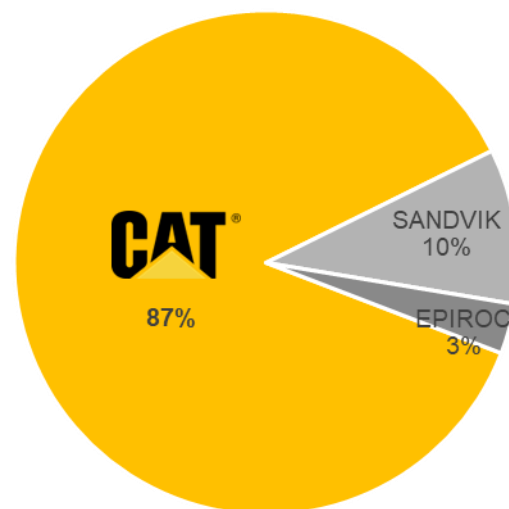
Caterpillar Market Share in Peru

Market Share in Peru* as of March 2025

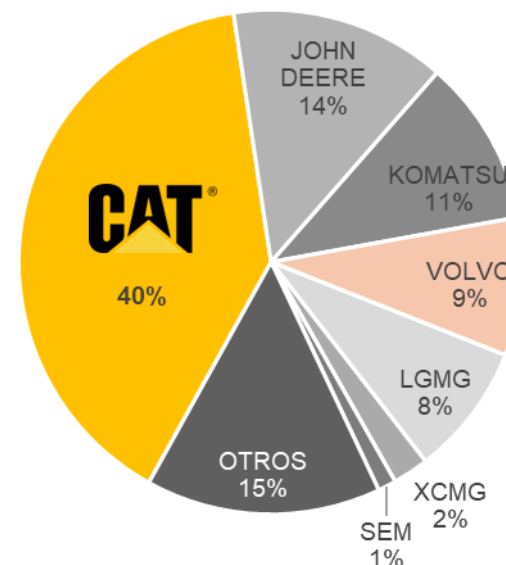
Open-pit mining
(% units)



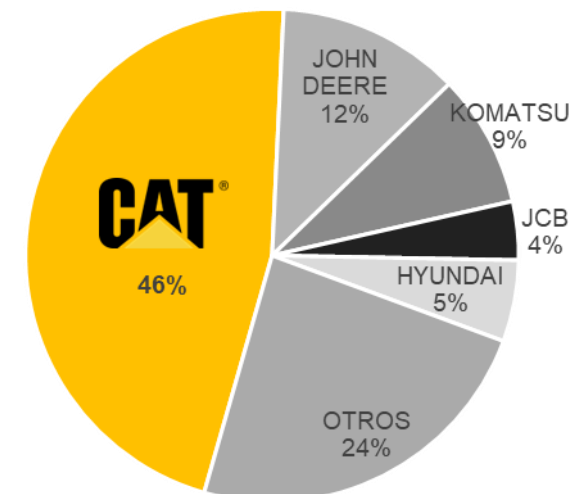
Underground mining
(% \$ FOB)



Heavy construction
(% \$ FOB)



Light construction
(% units)

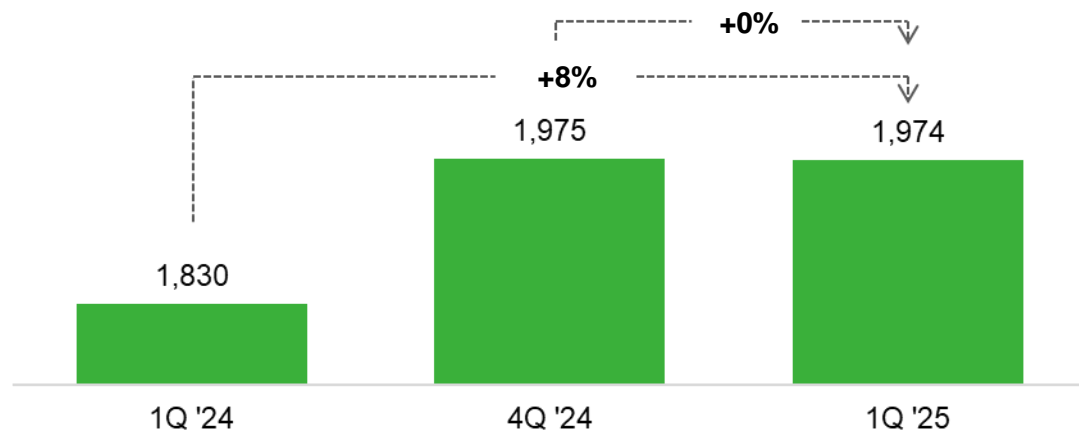


*Note: Rolling 12 months

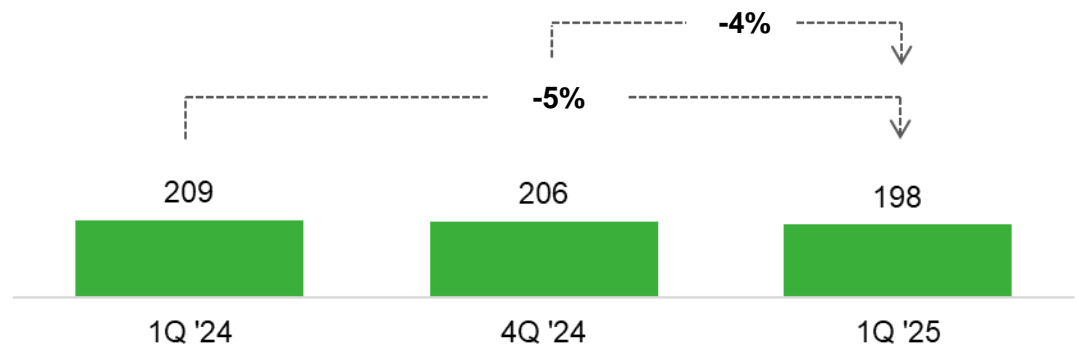


Strong financial results

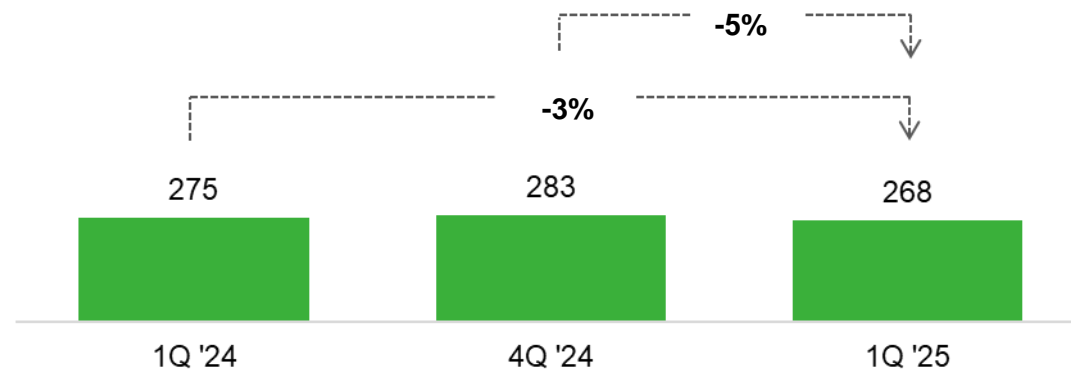
Sales
(S/. mm)



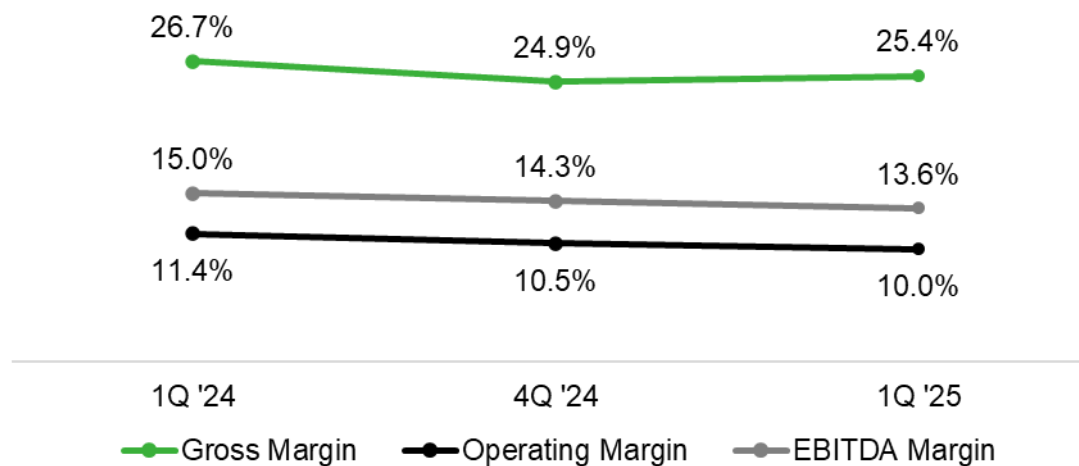
Operating profit
(S/. mm)



EBITDA
(S/. mm)



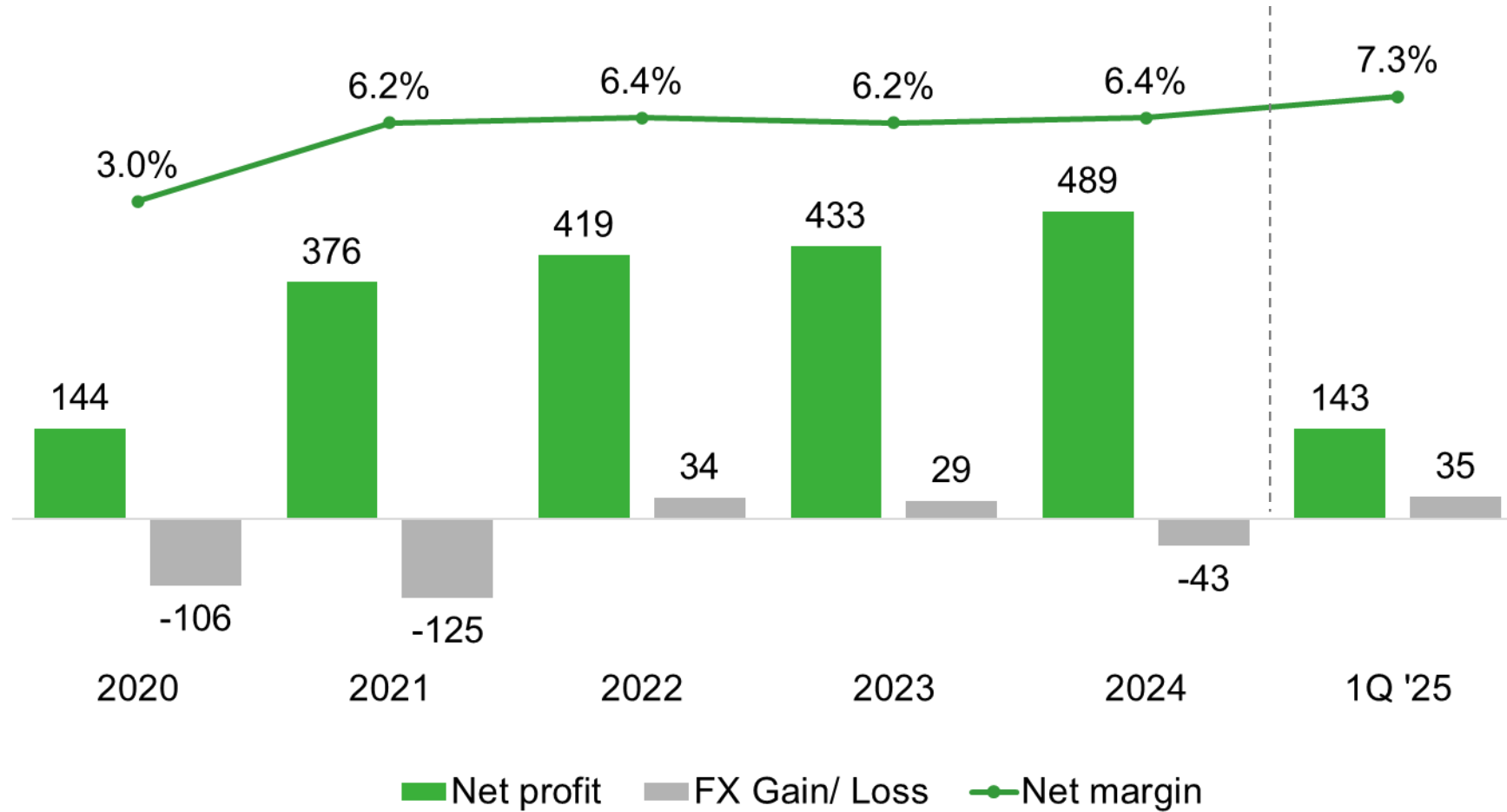
Margins
(%)





Net Profit impacted by FX Gain/Loss

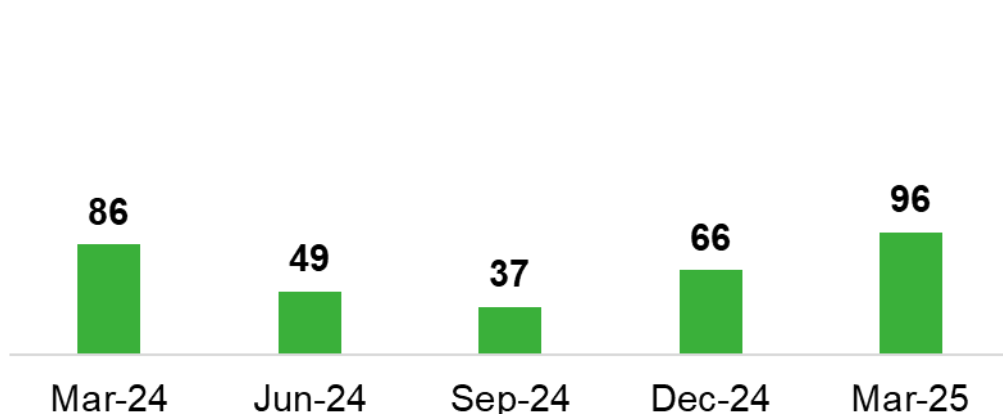
Net Profit, Margin and FX Effect
(S/. mm and %)



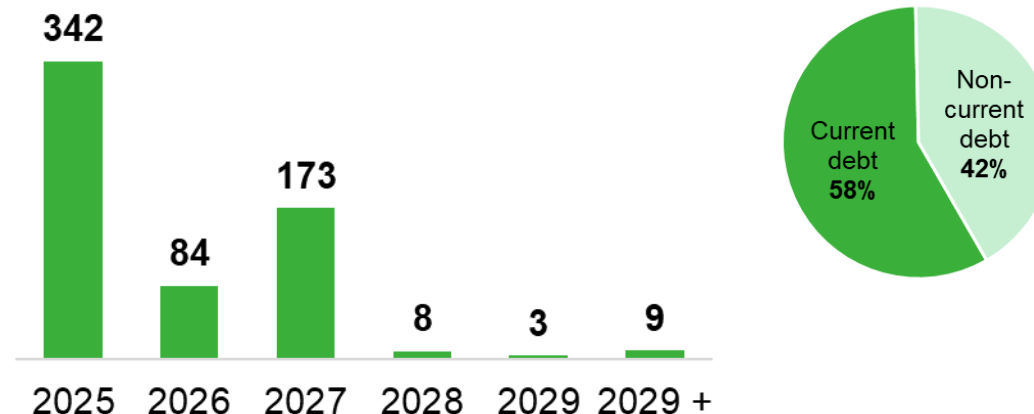


Cash generation and liabilities management

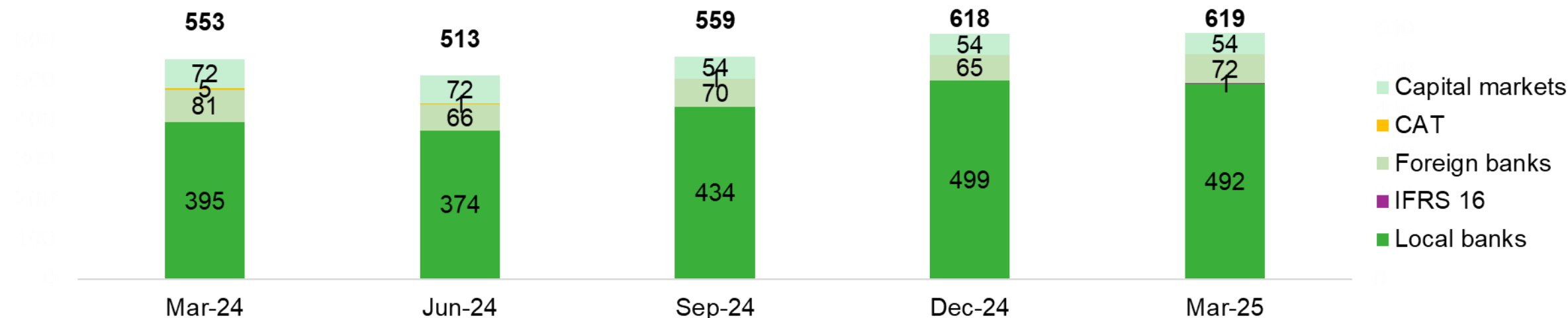
Cash balance
as of march 2025
(\$mm)



Debt maturity and profile
as of march 2025
(\$mm and %)



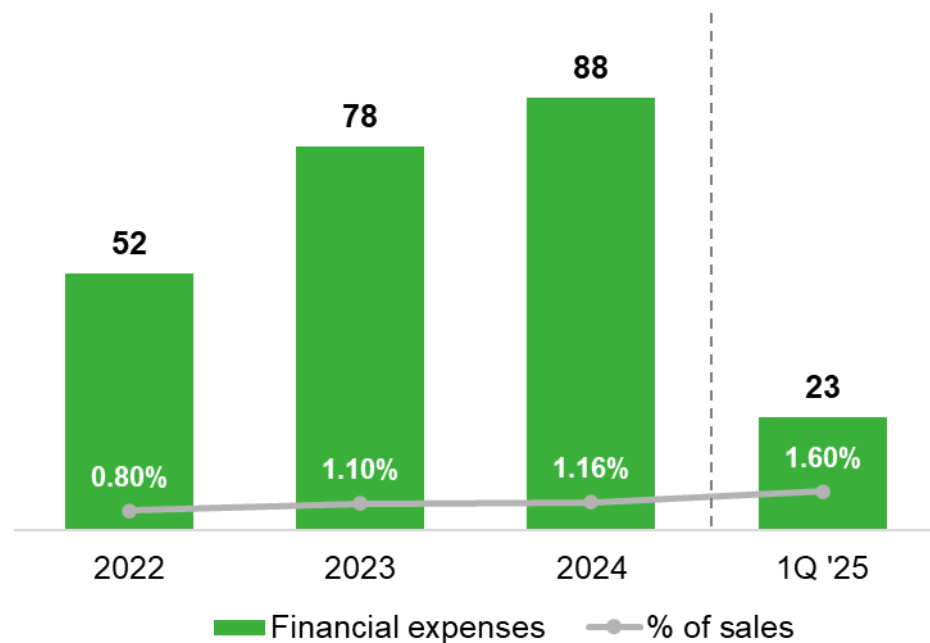
Debt mix
(\$mm)



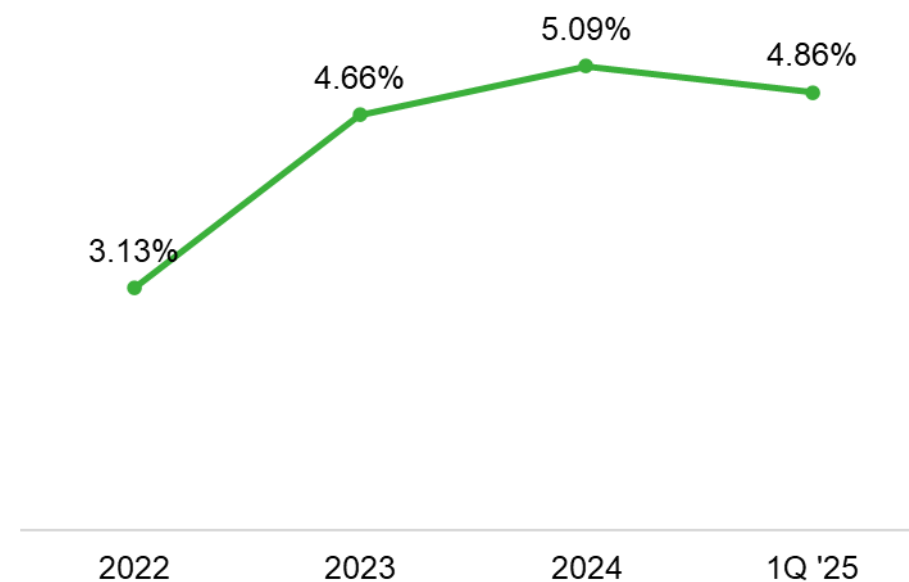


Financial expenses and average debt expenditure

Financial expenses
(S/. mm and %)



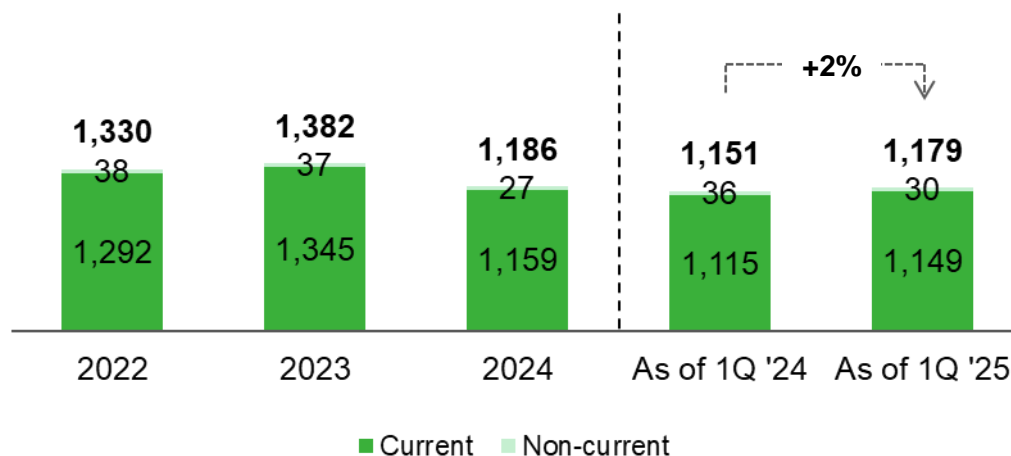
Average debt expenditure
(%)



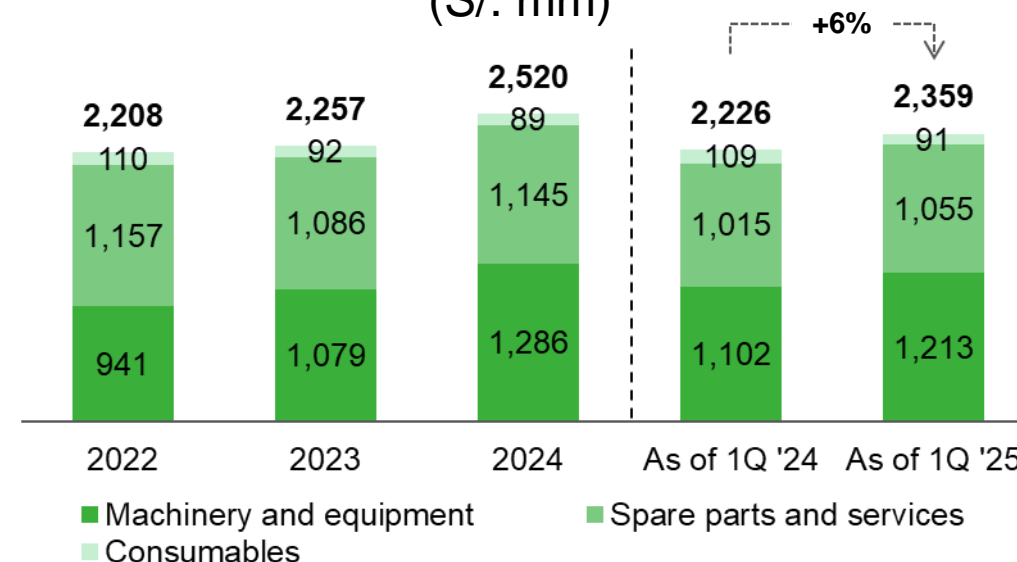


Assets and cash conversion cycle

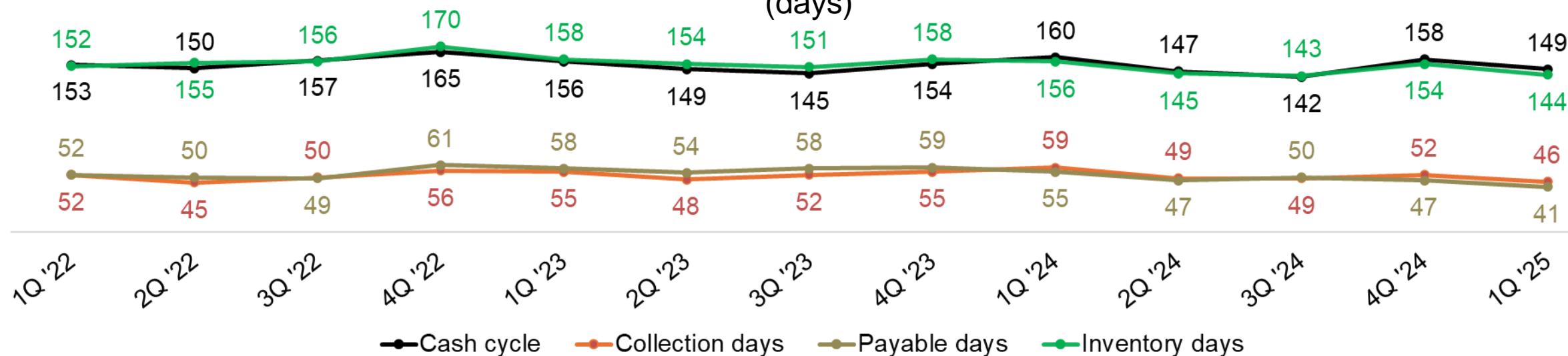
Accounts receivables (S/. mm)



Inventory (S/. mm)



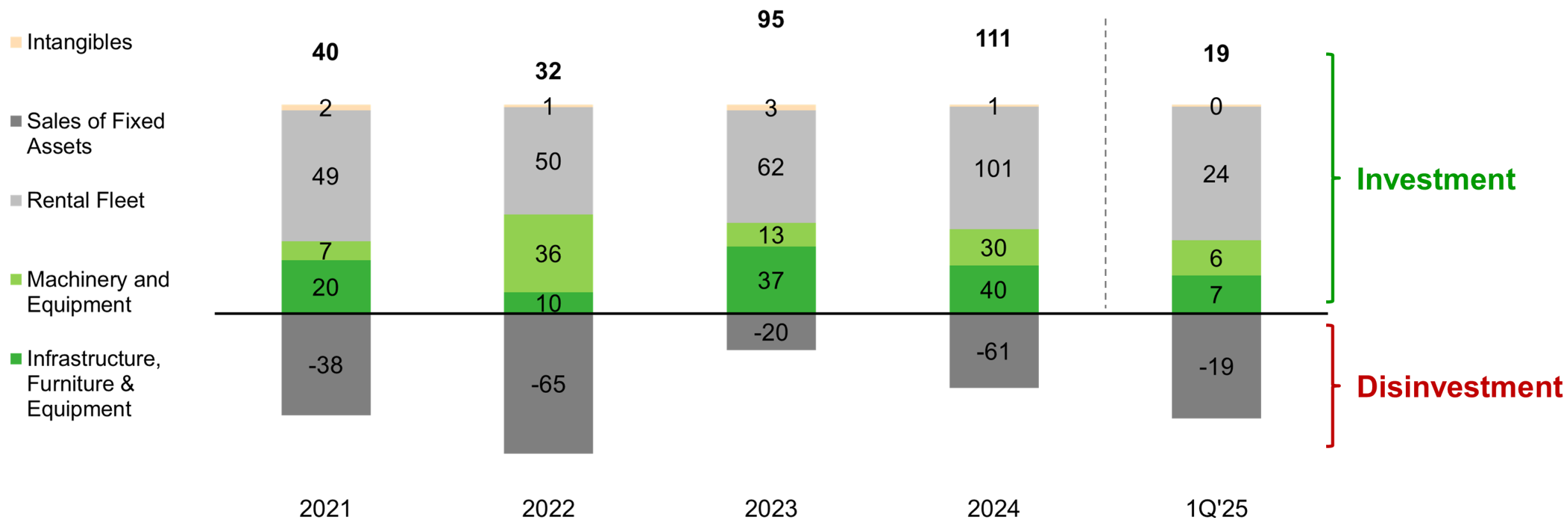
Cash conversion cycle (days)





CAPEX

CAPEX (\$ mm)



- Investment in intangible assets reached **US\$ 0.3 million dollars as of March 2025**
- **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16

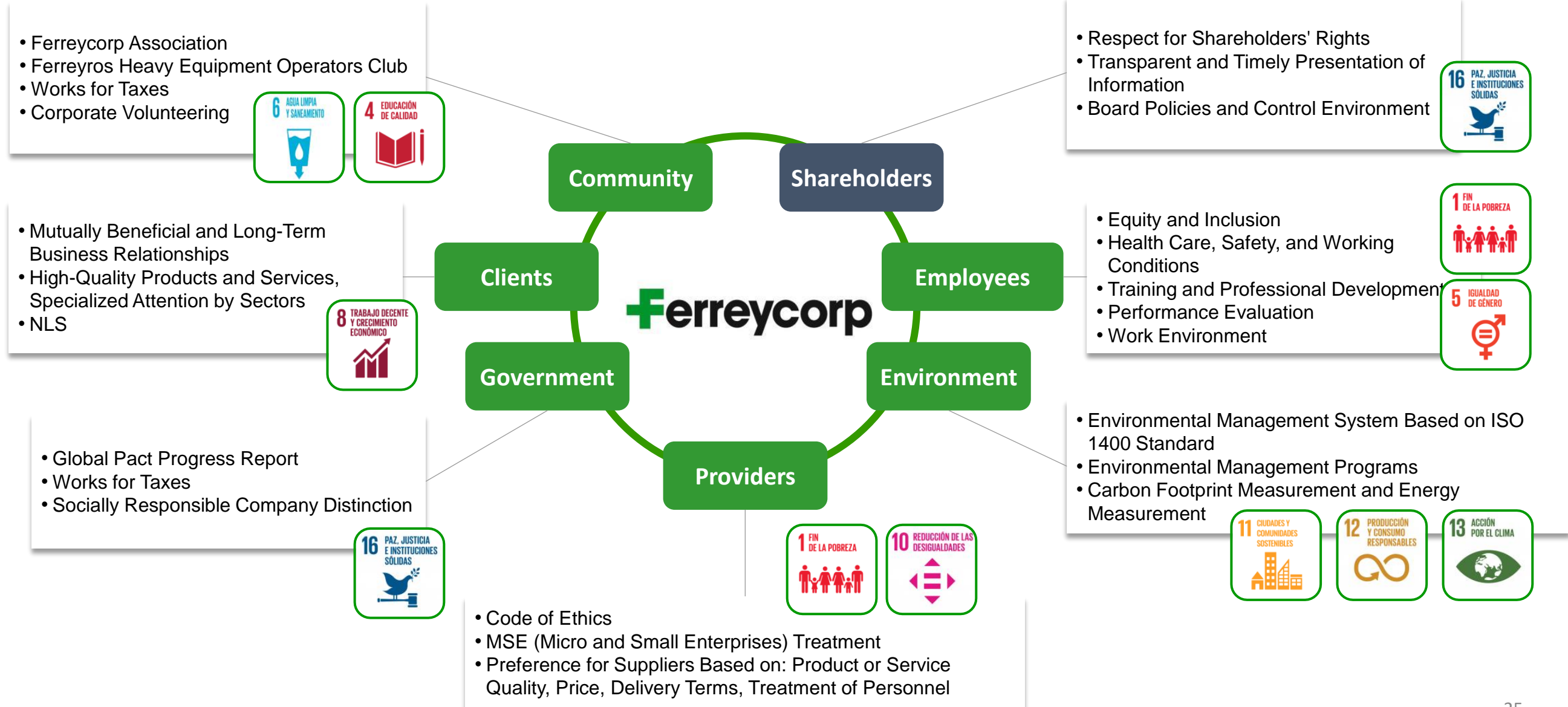
Ferreycorp's Sustainability Program

+Ferreycorp



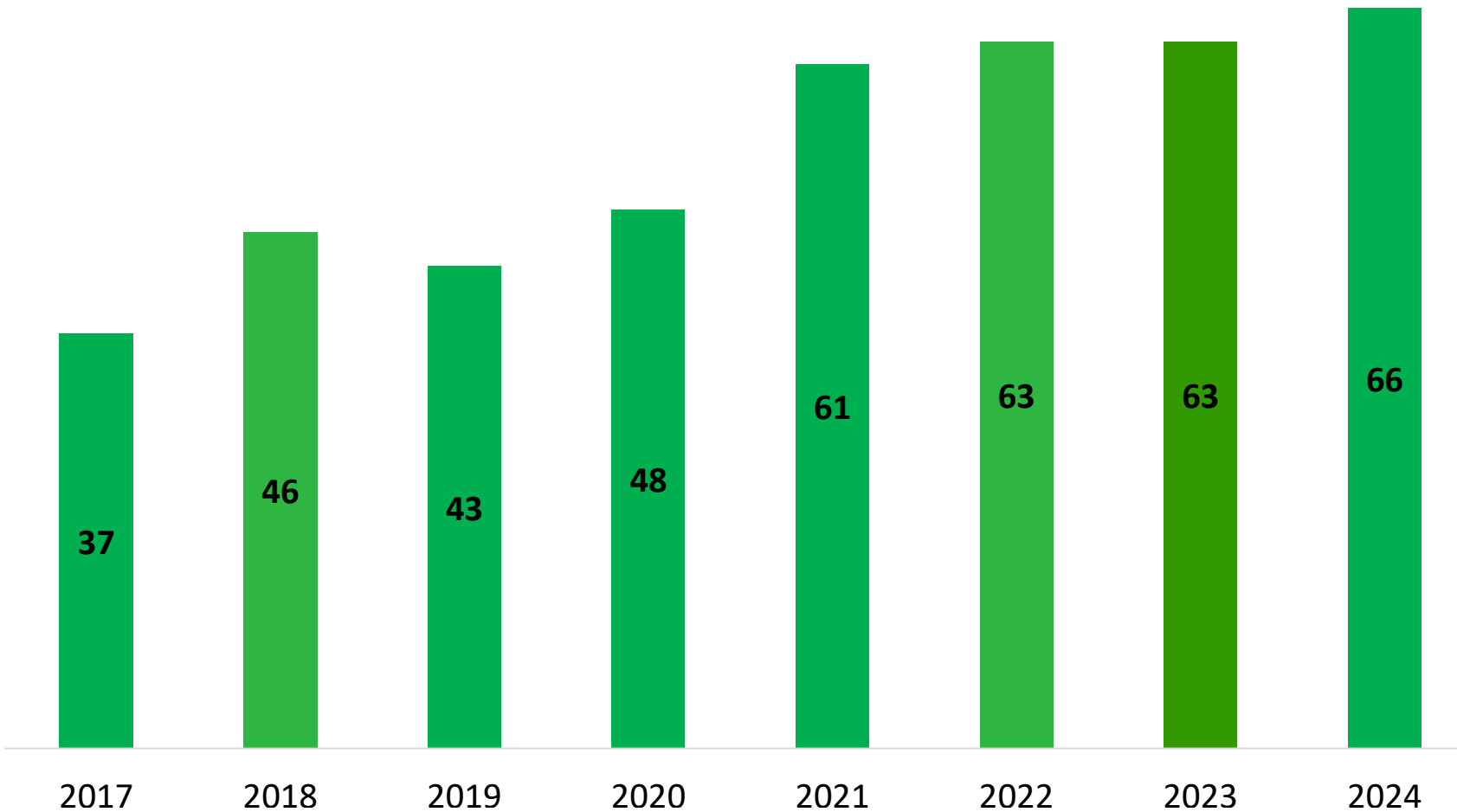


Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





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

Ferrenergy F