



# Ferreycorp

Investors' Presentation – 1Q '25

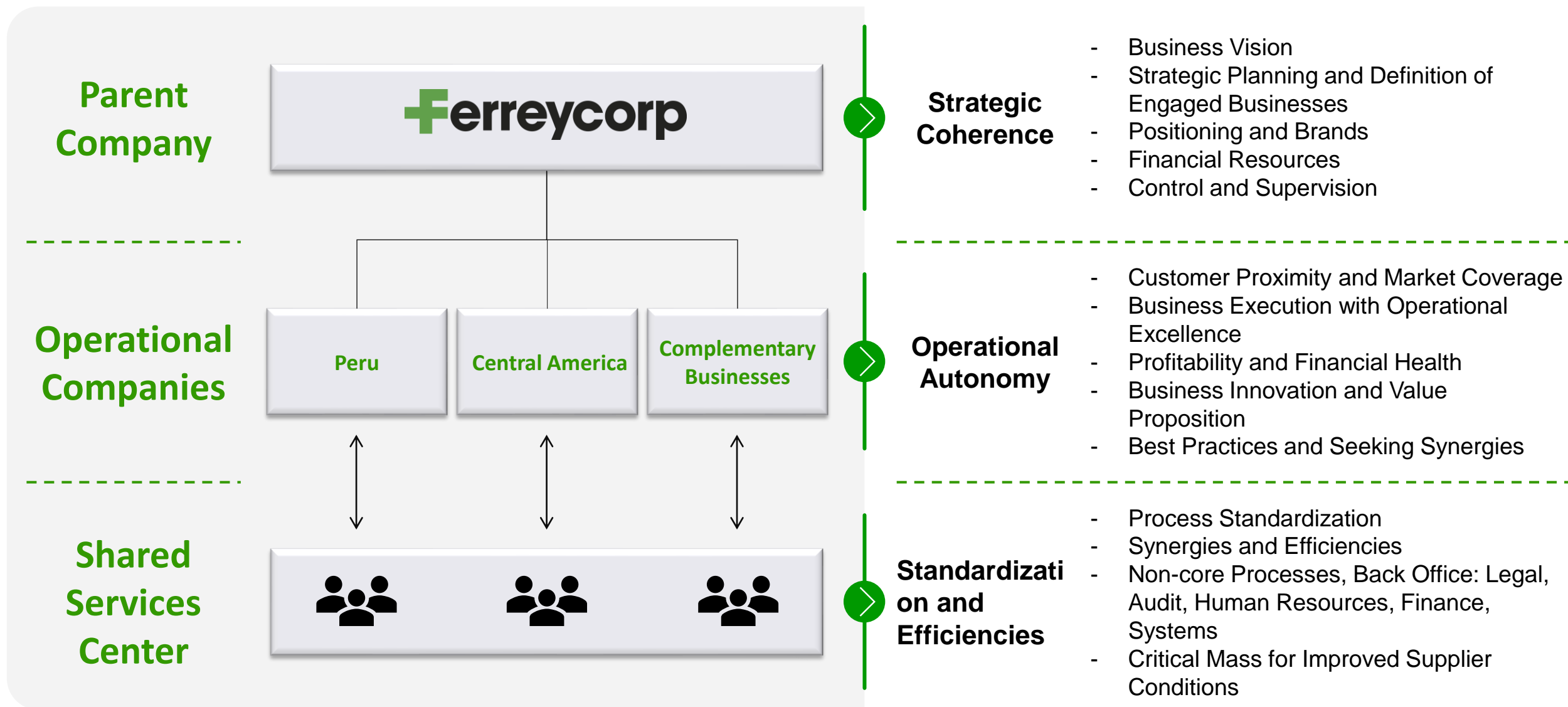




# 102 years creating development



# Operational Model of the Company





# Organizational Structure

Parent  
Company

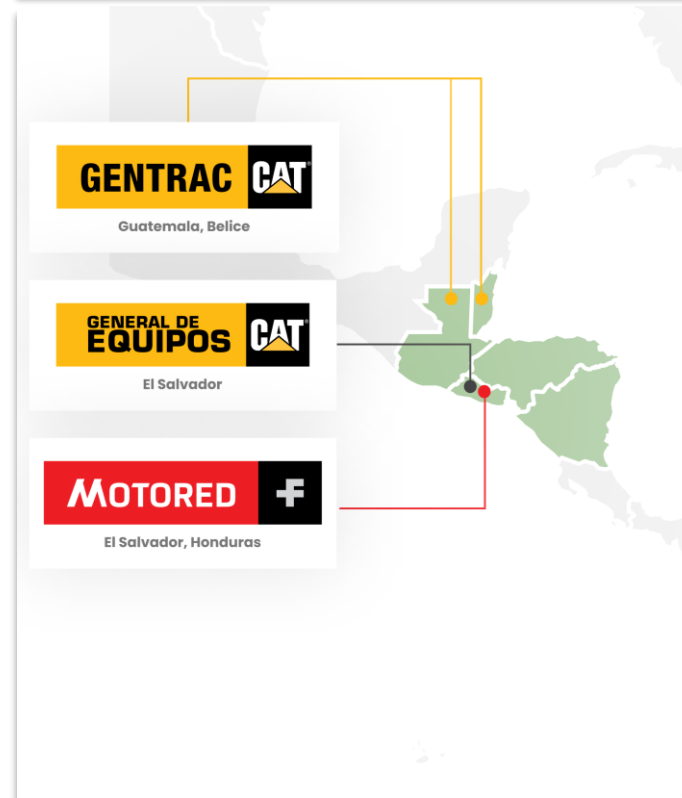
**Ferreycorp**

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

*\*Includes 180 Ferreycorp employees as of March 2025*

# Partnership with global brands



Metso

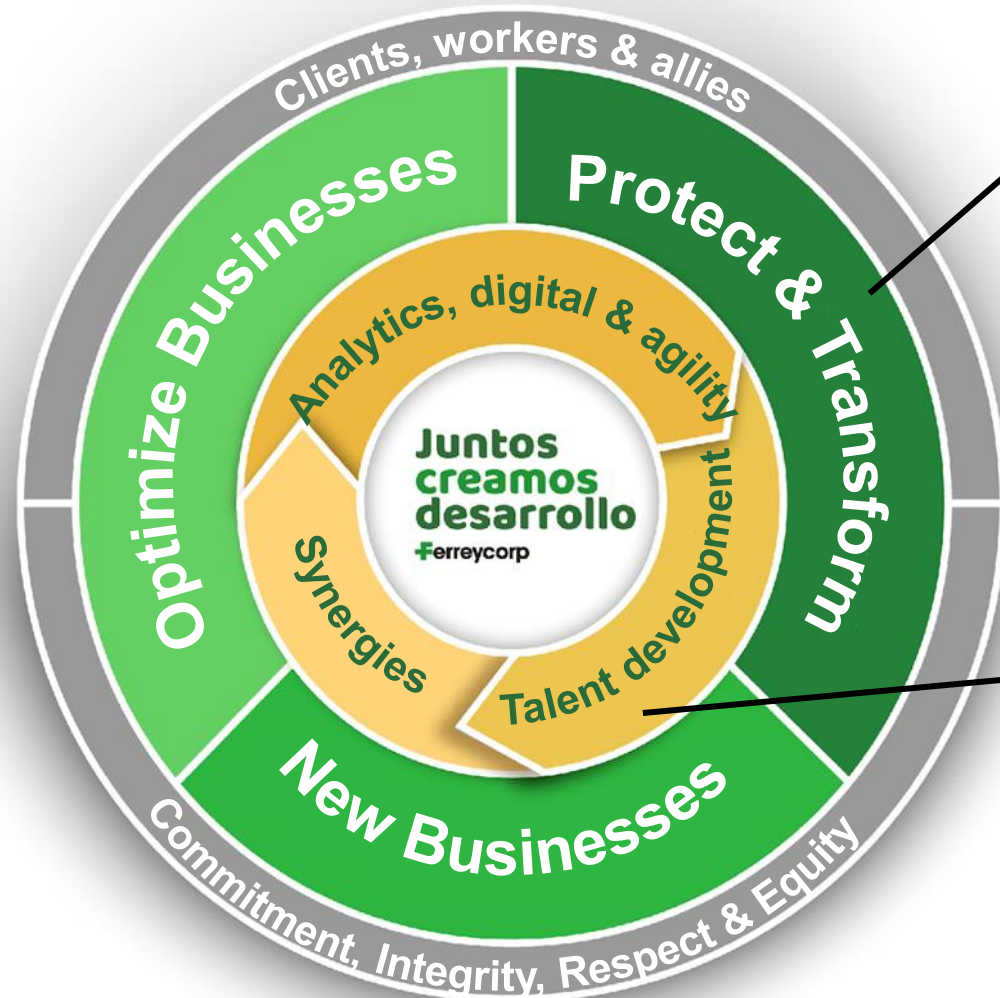


WACKER  
NEUSON





# Ferreycorp's Strategy



## BUSINESS PILARS

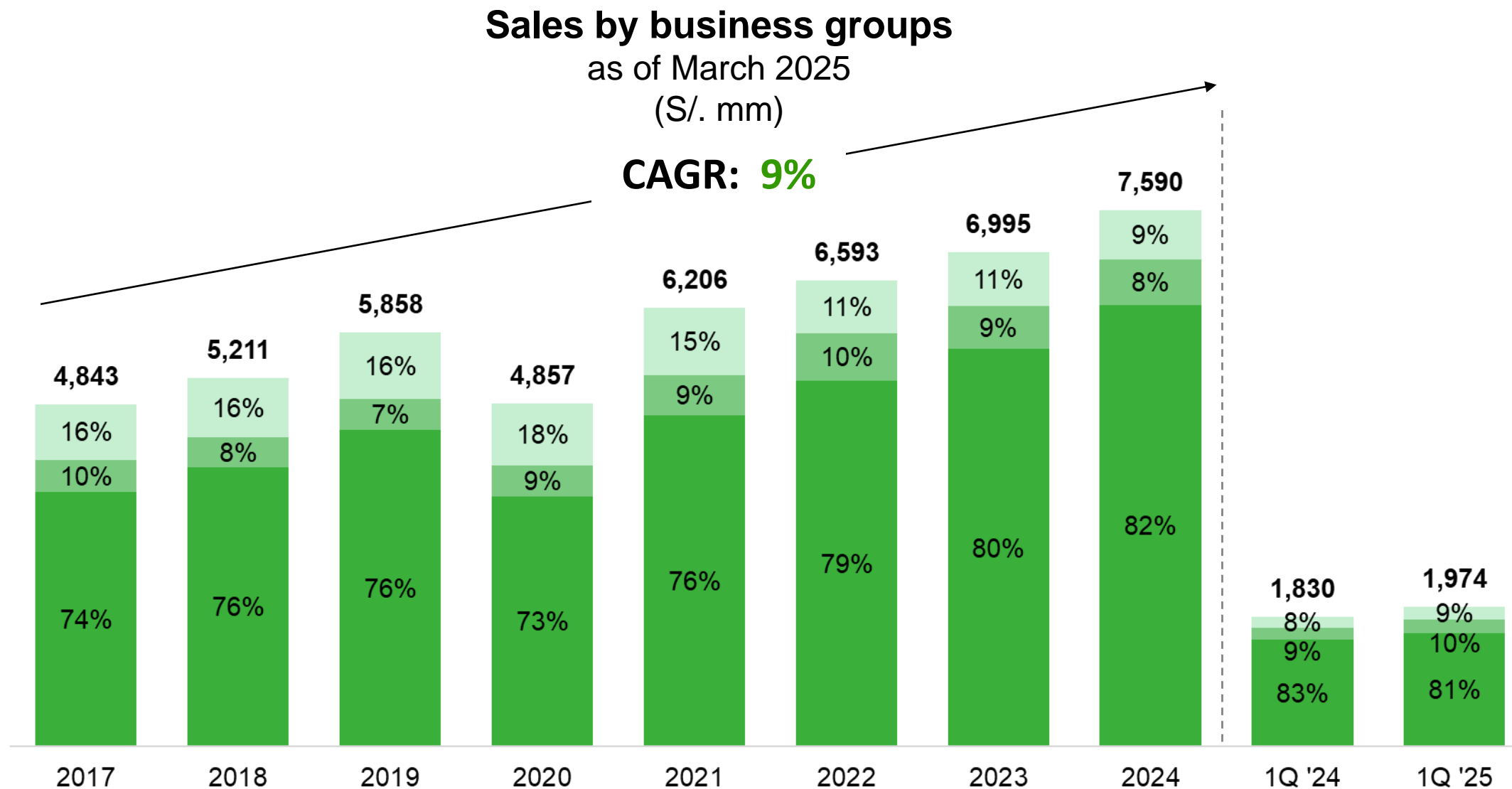
Optimize Business	It seeks to add efficiencies in the business model, the organization, the use of assets, the composition of the portfolio of products and services.
Protect and Transform	Ensure business sustainability; expand your value offer; and provide comprehensive solutions to customers, with the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

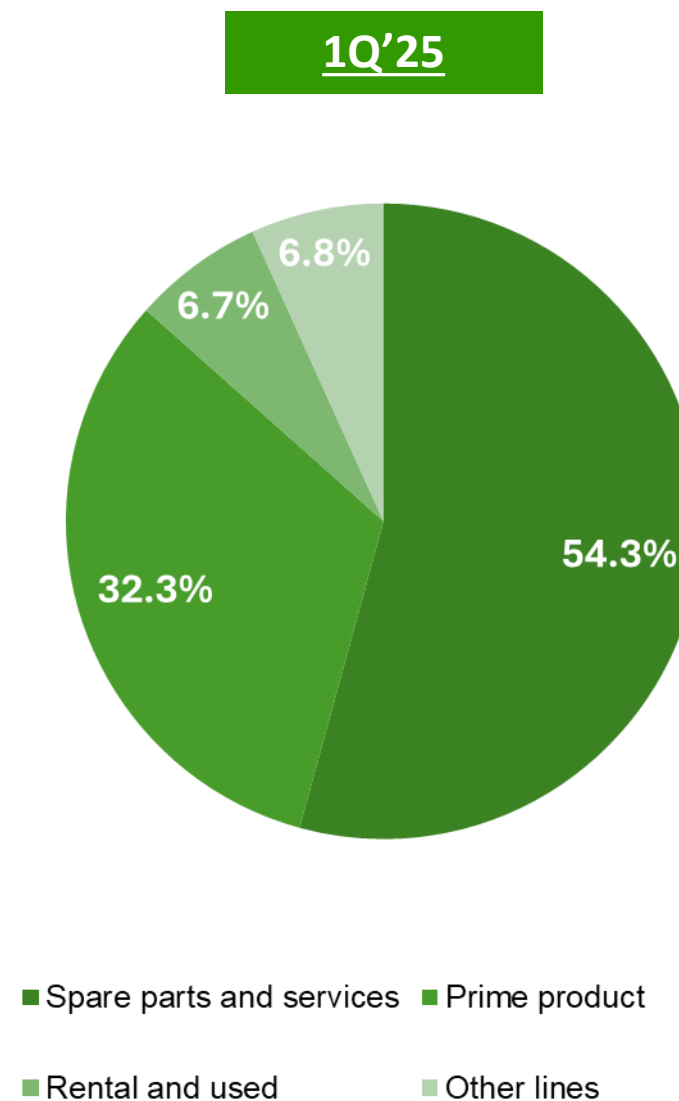
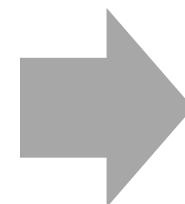






# Sales by business line

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%

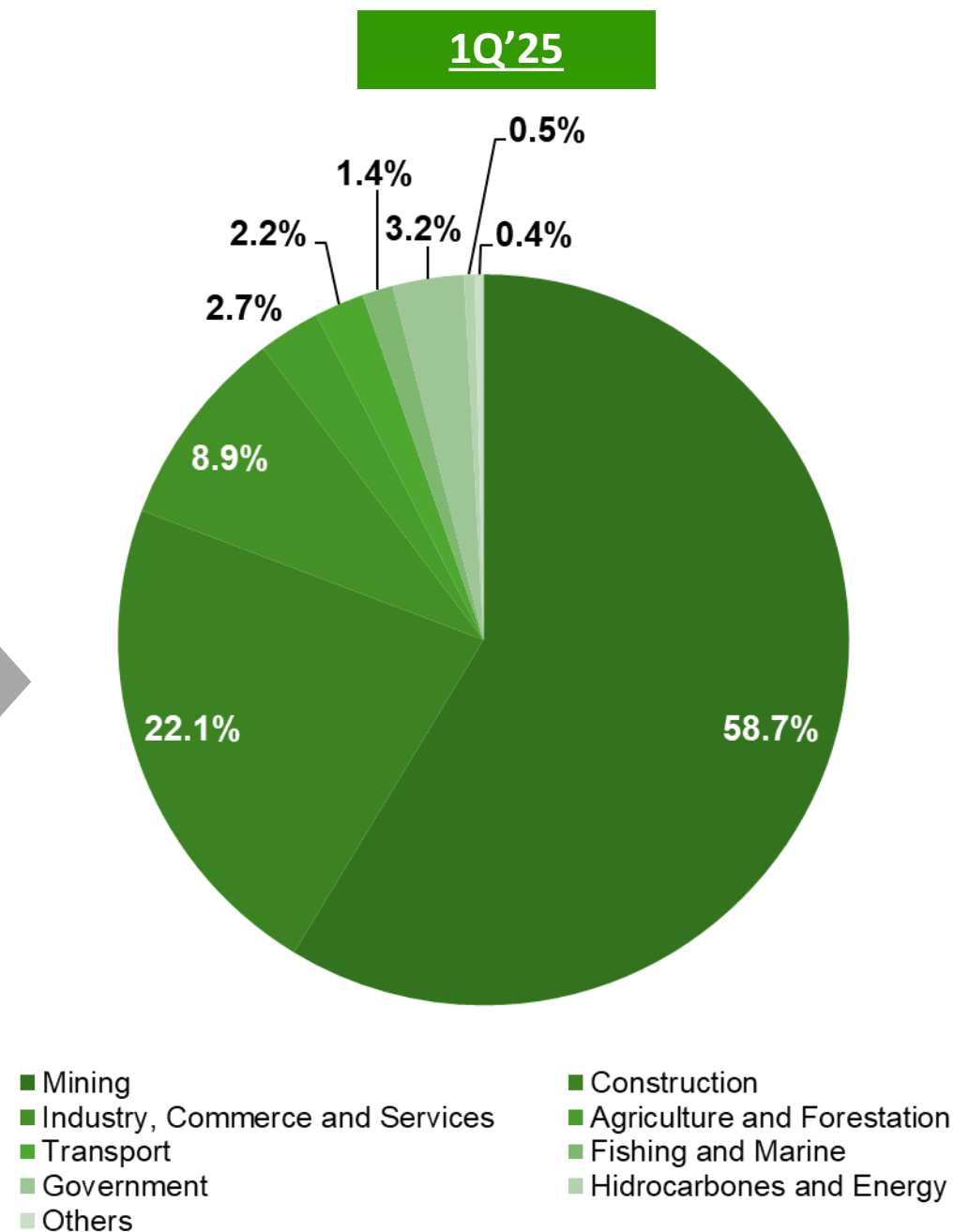
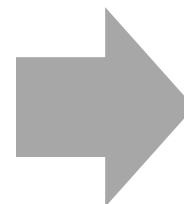


(\*) "Other lines" include logistic businesses, lubricants and consumables



# Sales by Economic Sector

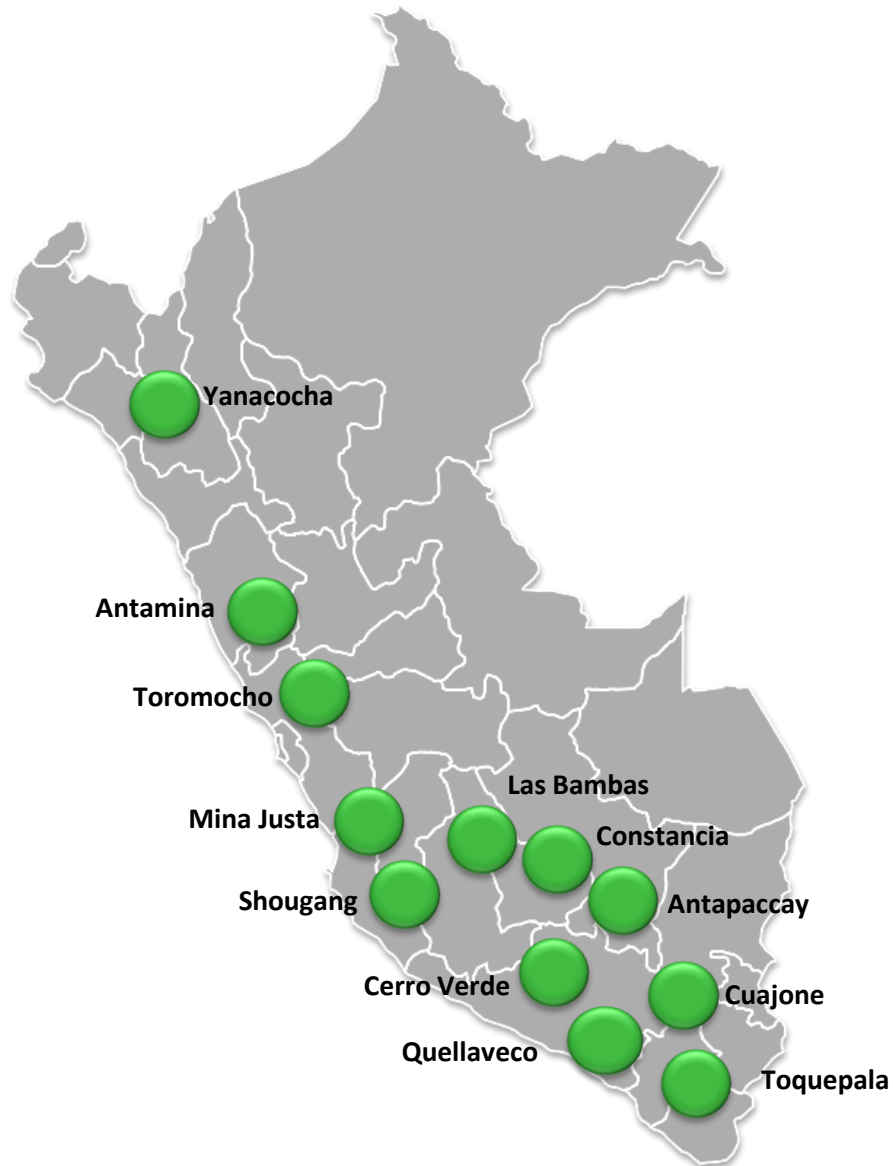
Sector	2022	2023	2024	1Q'24	1Q'25
Mining	56.0%	56.7%	58.0%	60.7%	58.7%
Construction	19.4%	19.6%	22.2%	21.9%	22.1%
Industry, Commerce and Services	13.1%	9.9%	9.1%	8.4%	8.9%
Agriculture and Forestation	2.9%	2.6%	2.6%	2.0%	2.7%
Transport	2.1%	2.2%	1.7%	1.0%	2.2%
Fishing and Marine	1.7%	1.4%	1.8%	1.3%	1.4%
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



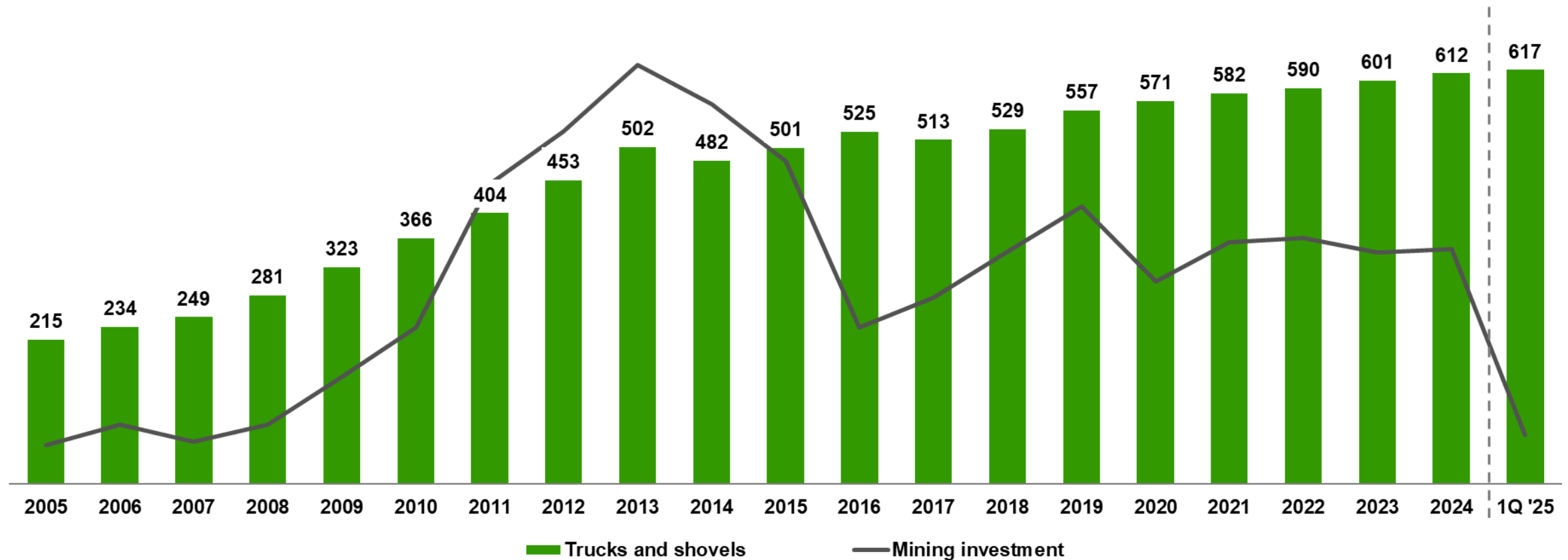




# Caterpillar open-pit mining trucks and shovels population over the years as of March 2025

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

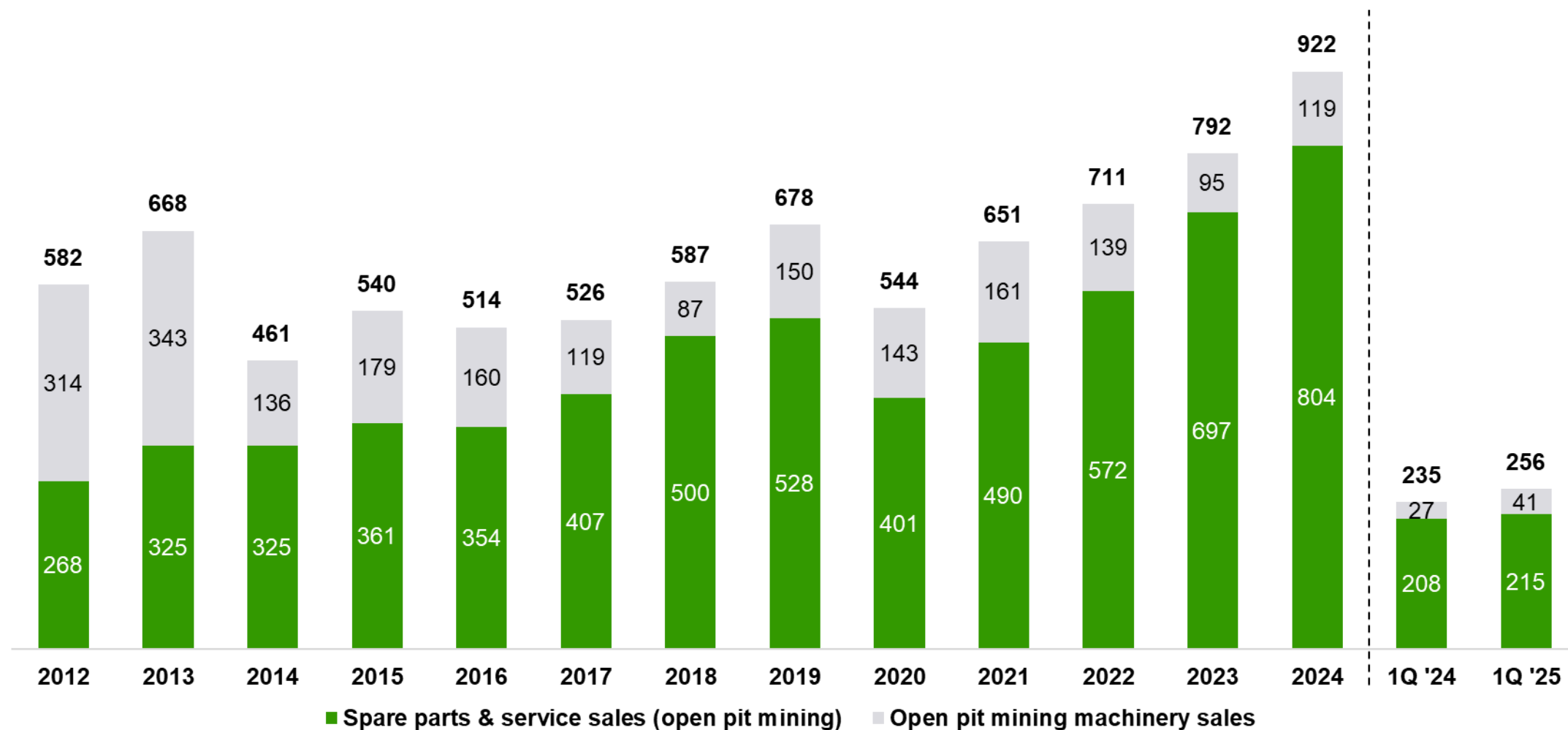
Mining  
Investment  
(\$ Bn.)



Source: MINEM and Ferreyros

# Sales evolution in Open pit mining

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

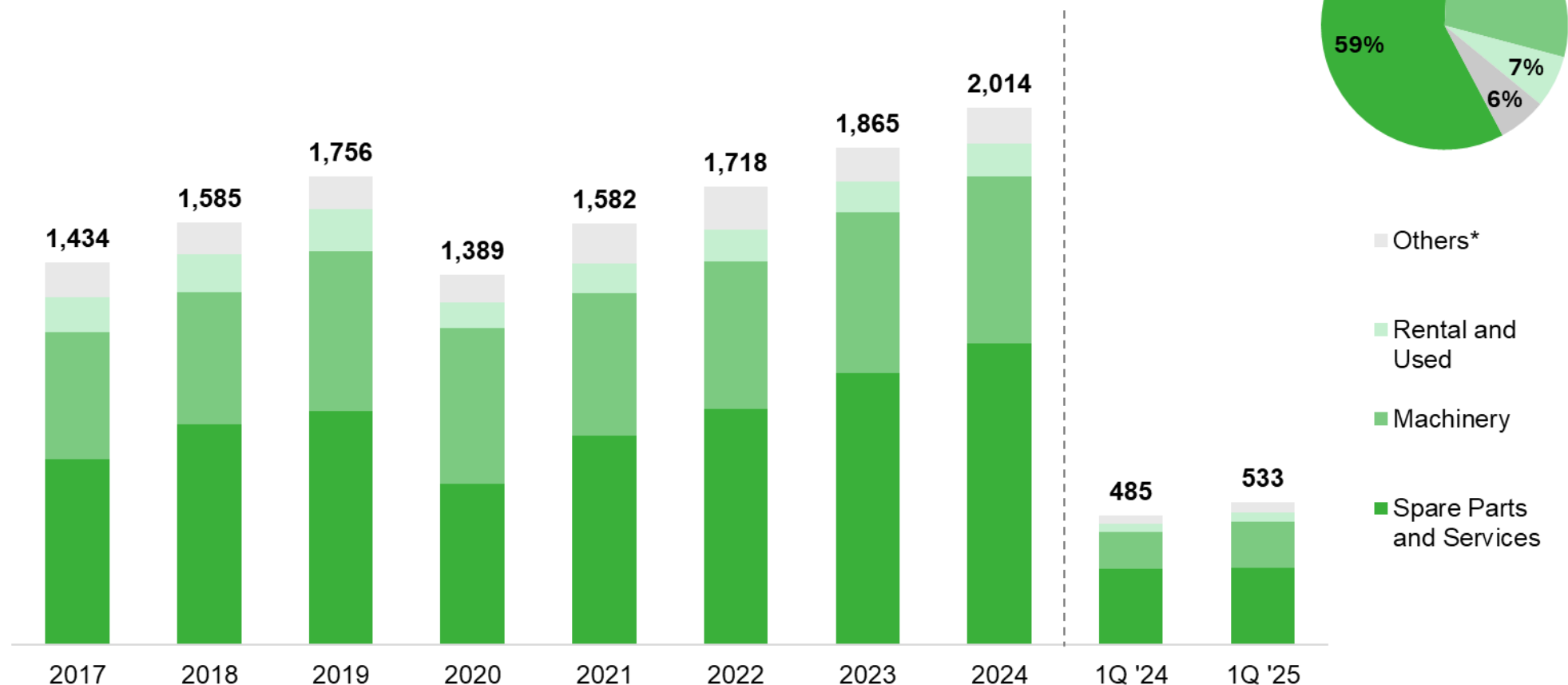


Source: Ferreyros

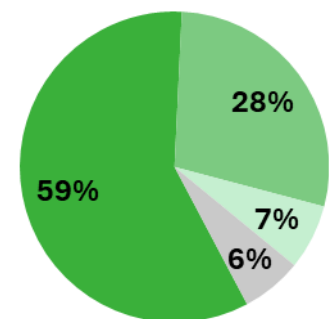


# Resilient Business Model

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

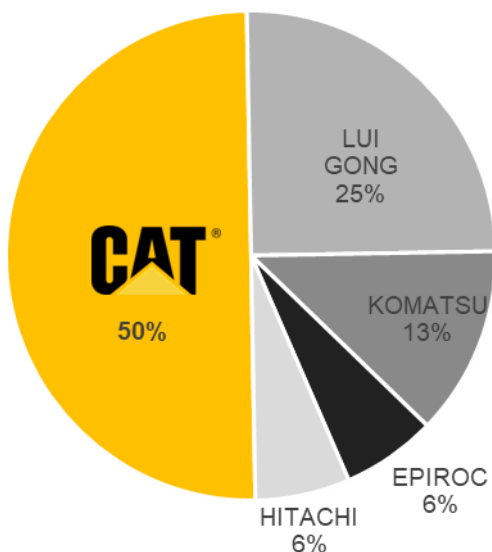




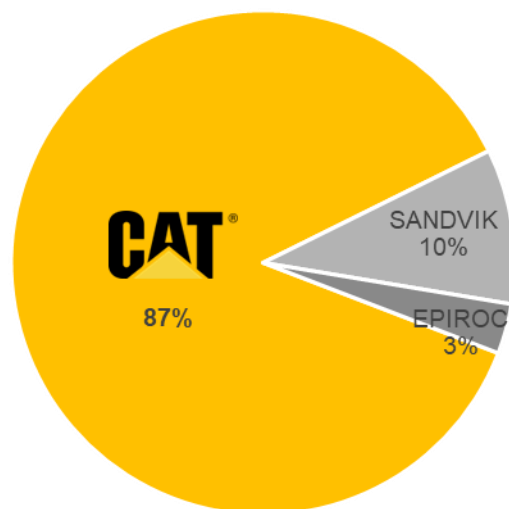
# Caterpillar Market Share in Peru

## Market Share in Peru\* as of March 2025

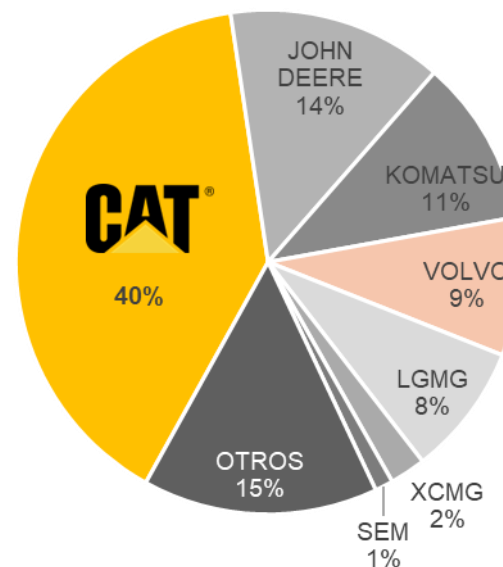
Open-pit mining  
(% units)



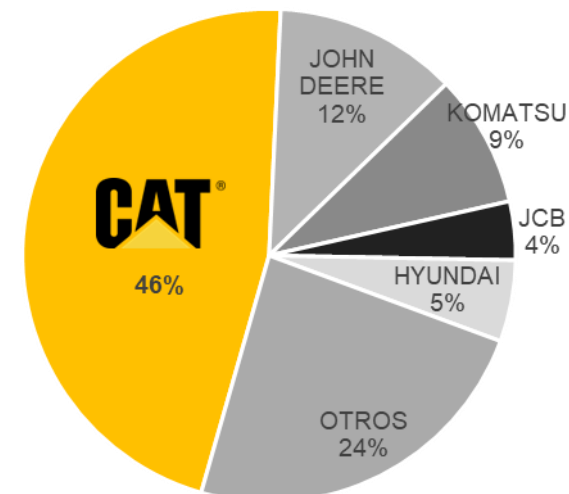
Underground mining  
(% \$ FOB)



Heavy construction  
(% \$ FOB)



Light construction  
(% units)

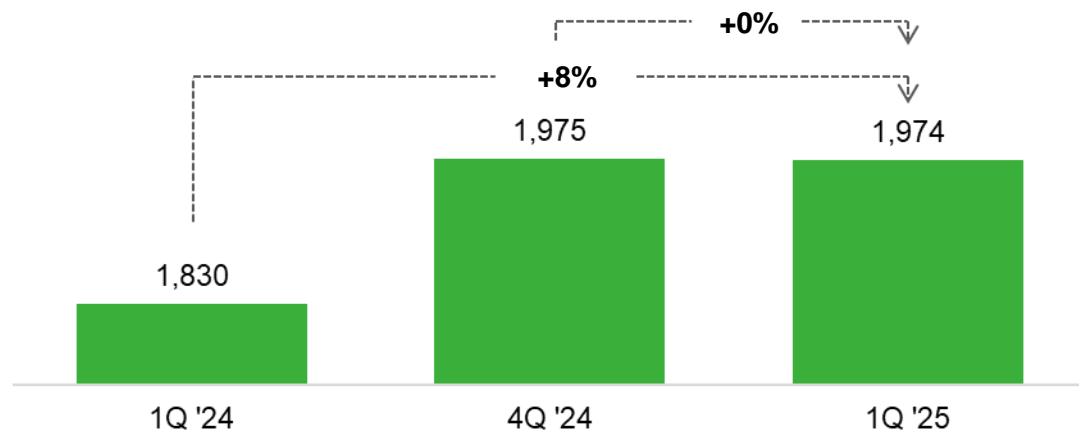


\*Note: Rolling 12 months

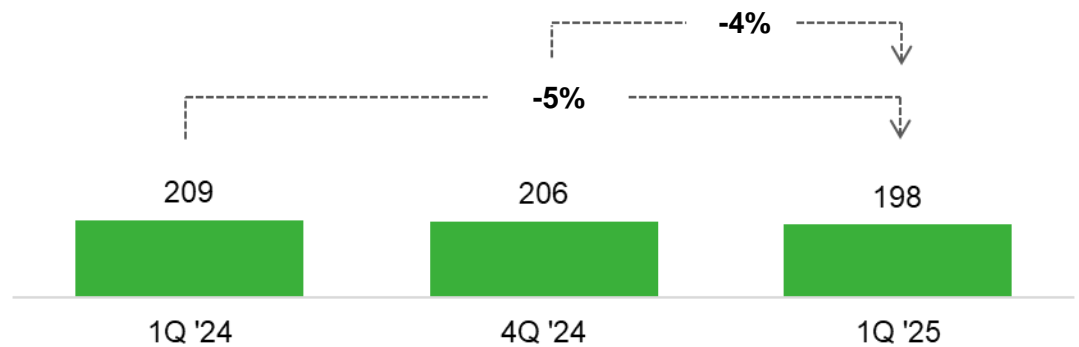


# Strong financial results

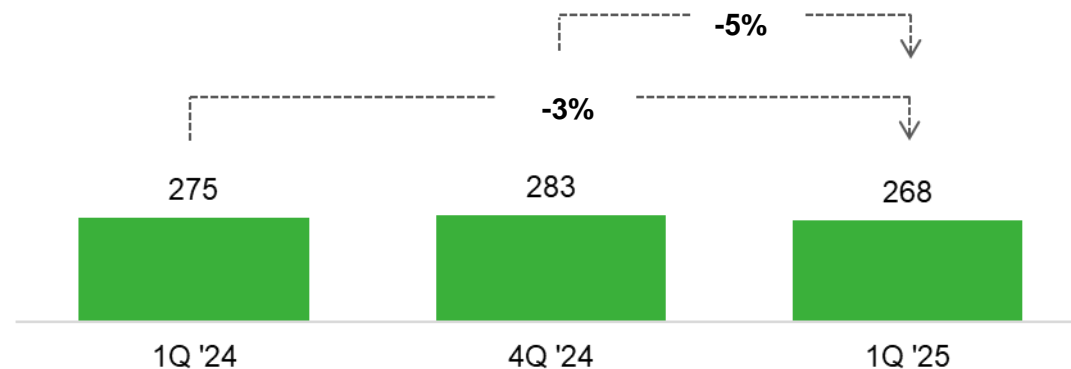
**Sales**  
(S/. mm)



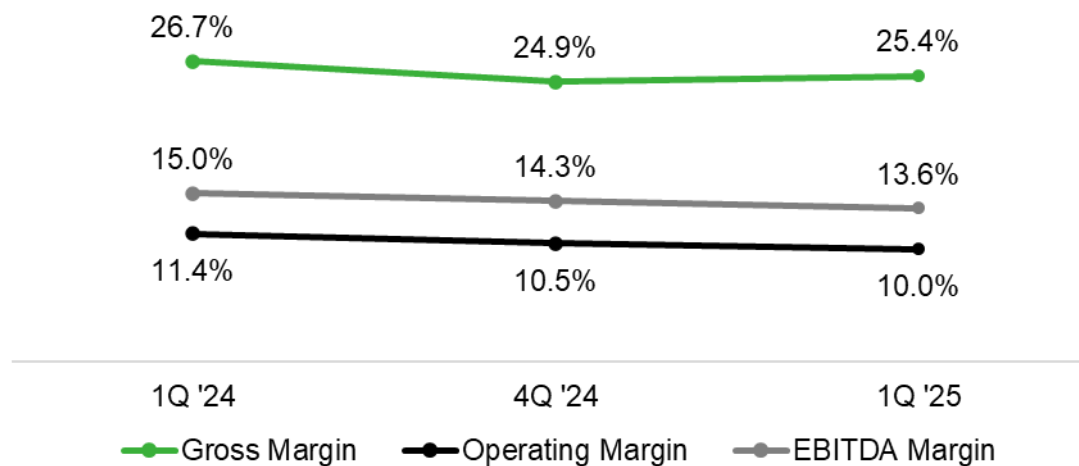
**Operating profit**  
(S/. mm)



**EBITDA**  
(S/. mm)



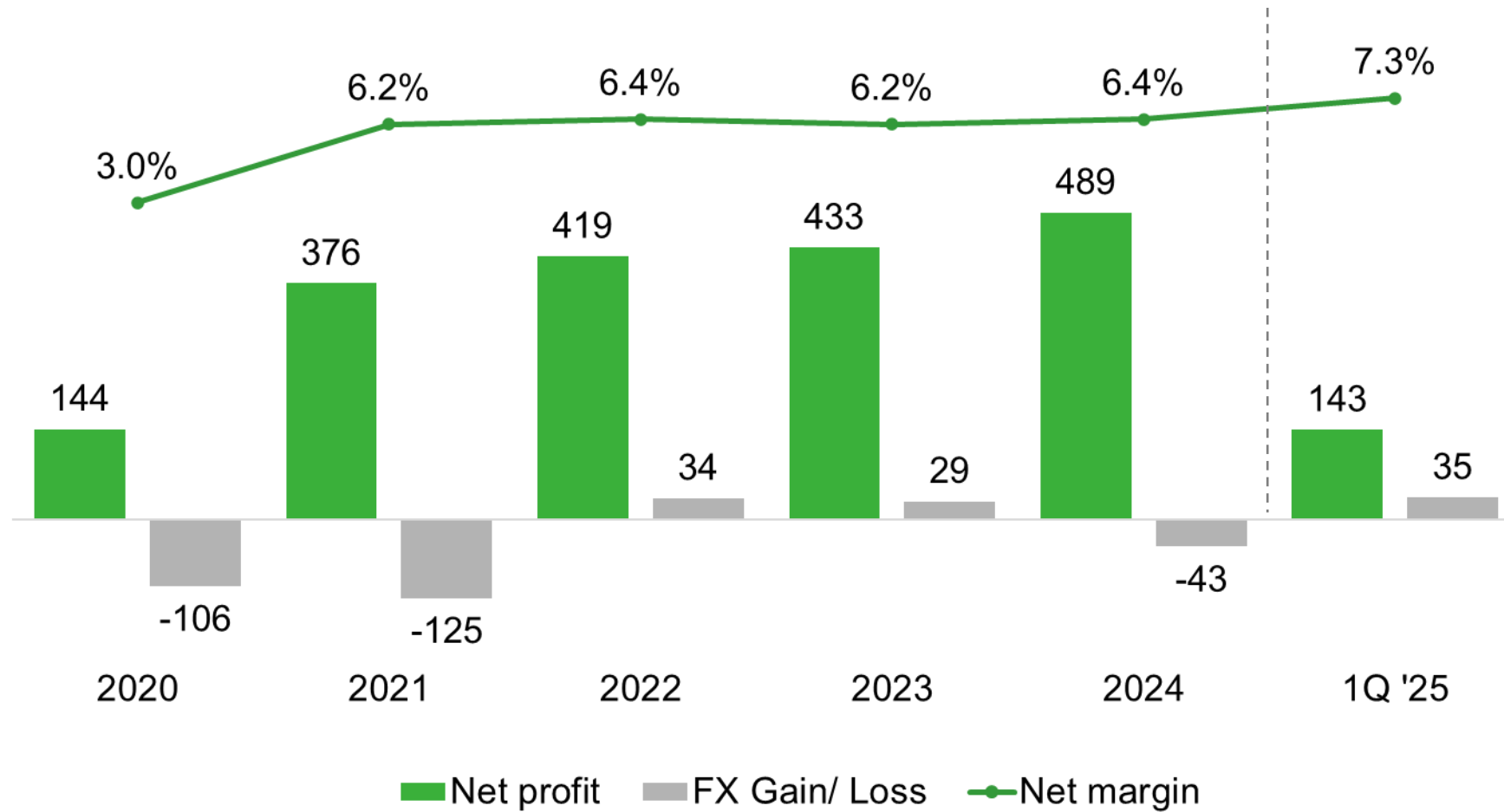
**Margins**  
(%)





# Net Profit impacted by FX Gain/Loss

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

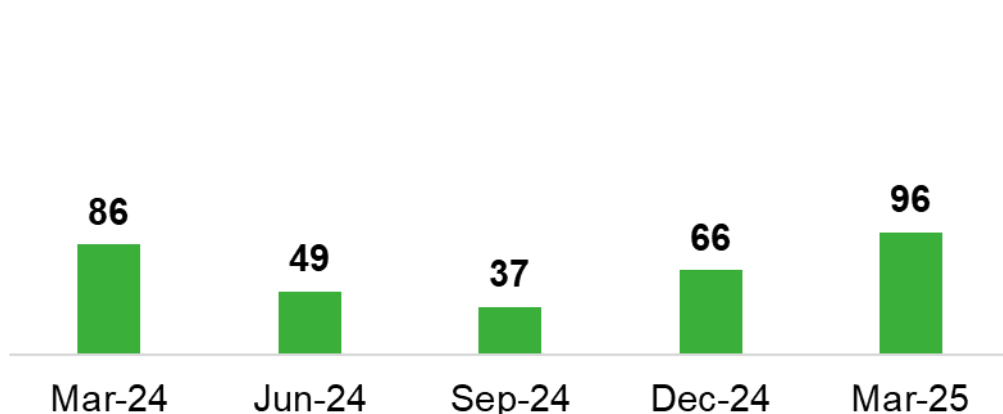




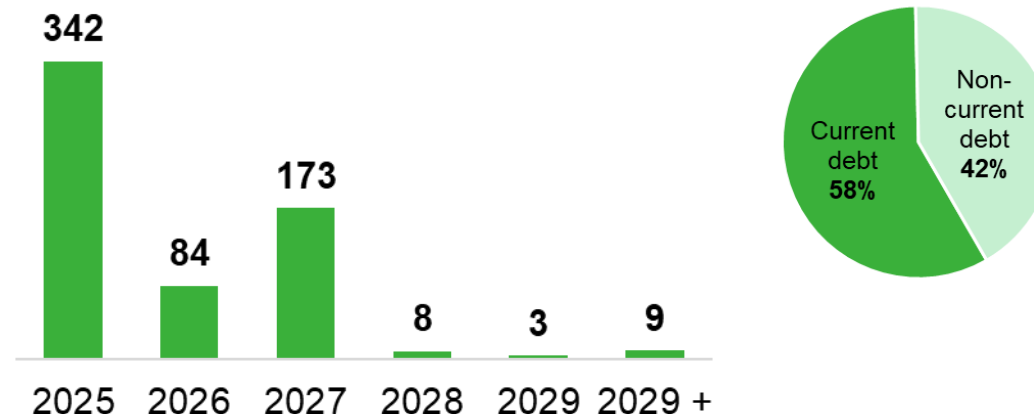


# Cash generation and liabilities management

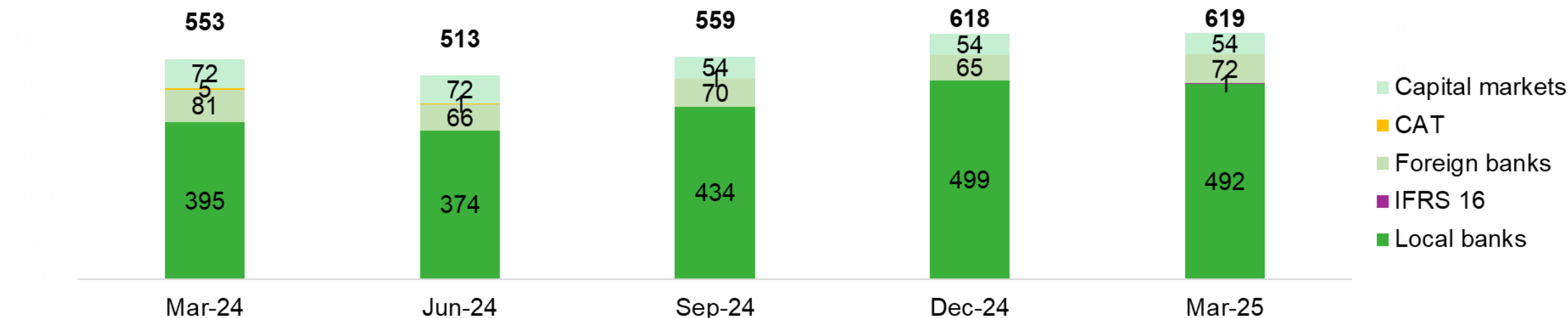
**Cash balance**  
as of march 2025  
(\$mm)



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



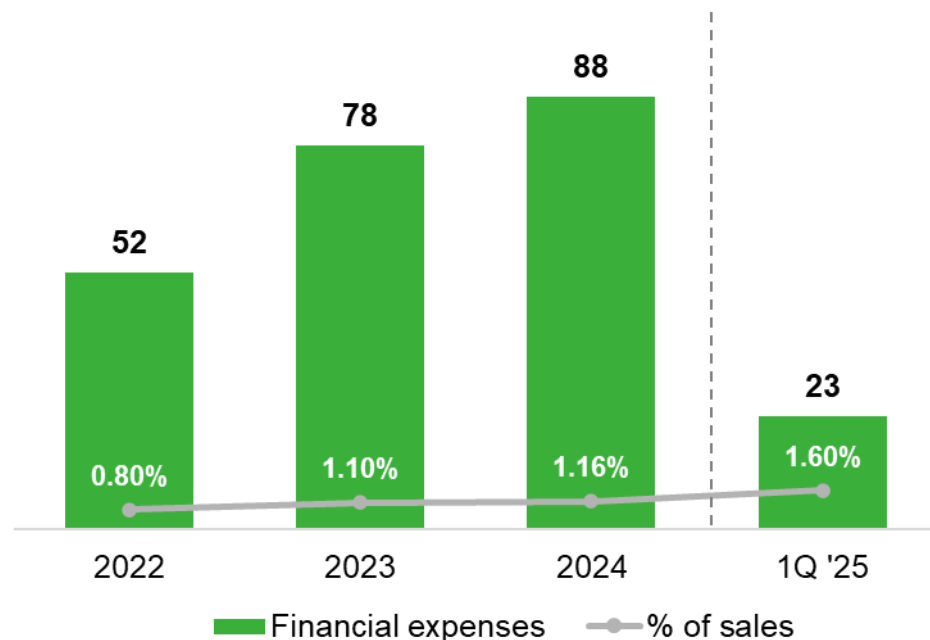
**Debt mix**  
(\$mm)



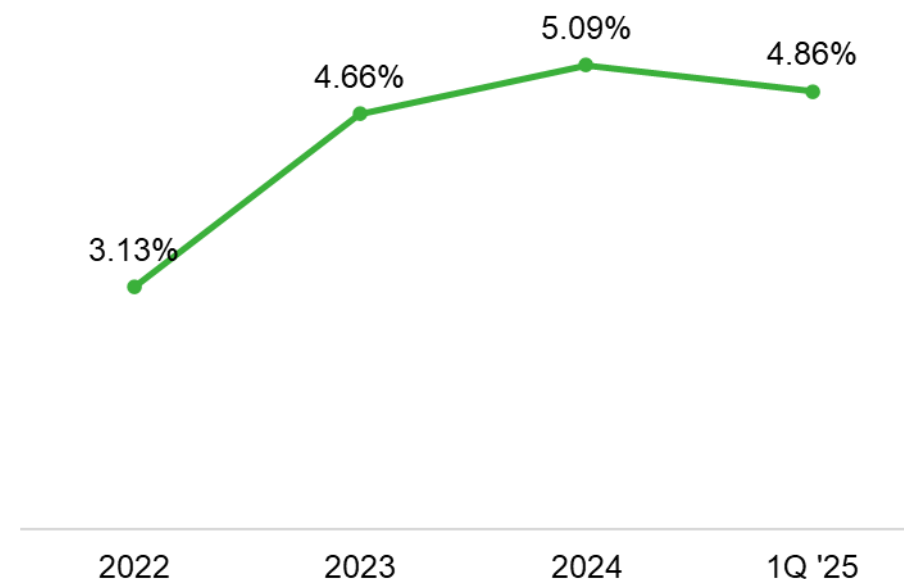


# Financial expenses and average debt expenditure

**Financial expenses**  
(S/. mm and %)



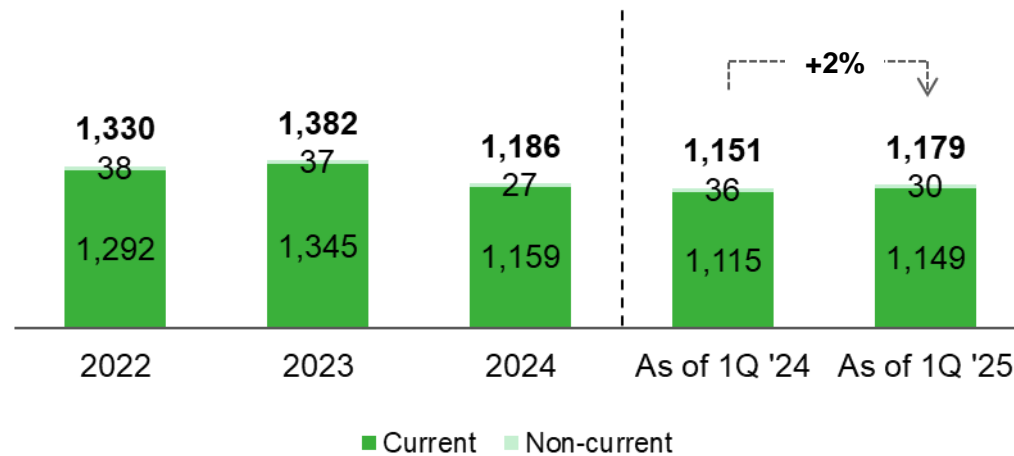
**Average debt expenditure**  
(%)



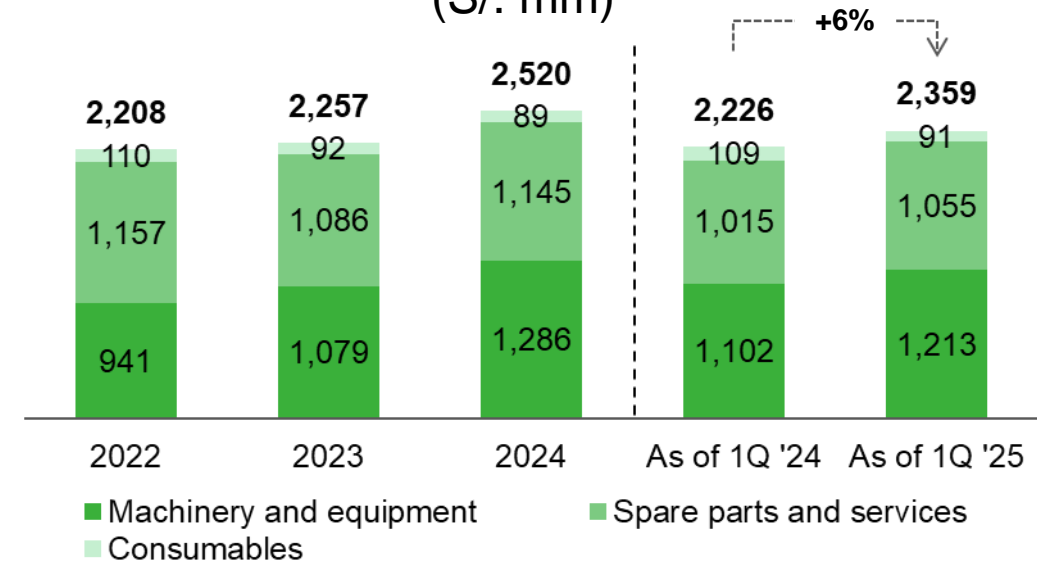


# Assets and cash conversion cycle

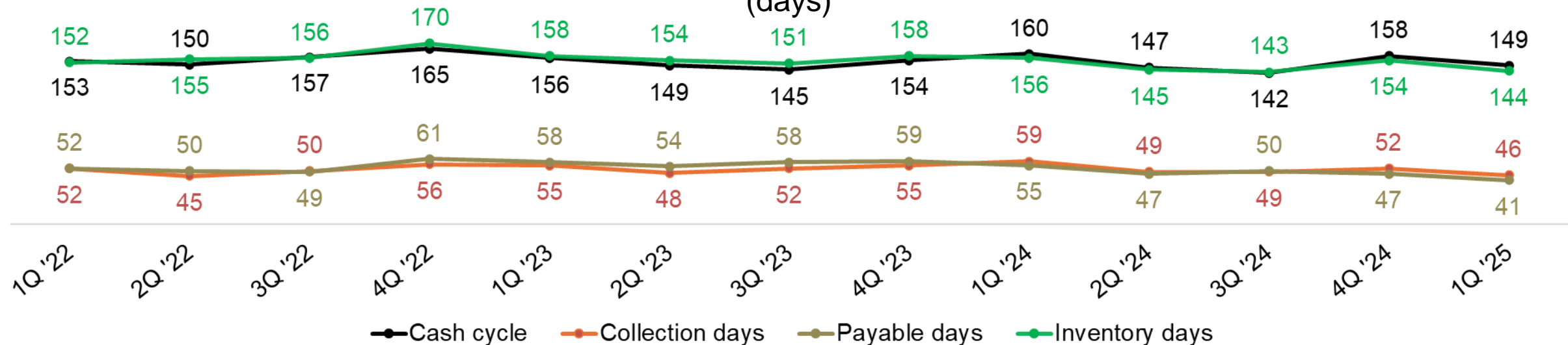
## Accounts receivables (S/. mm)



## Inventory (S/. mm)



## Cash conversion cycle (days)

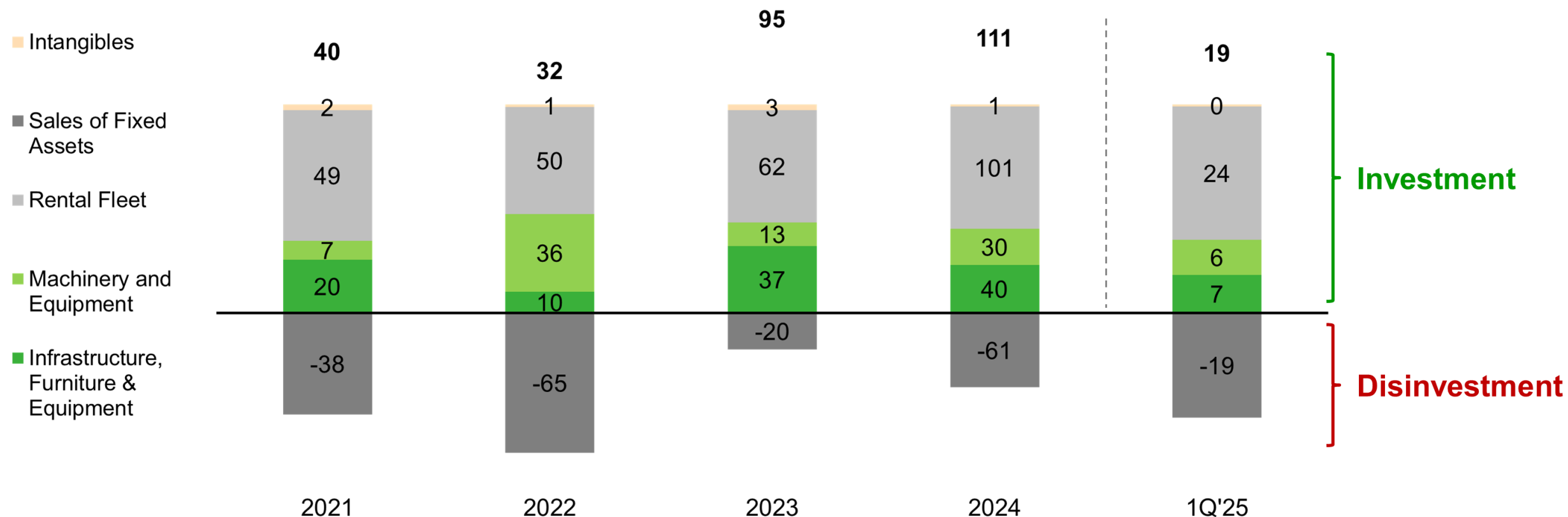






# CAPEX

## 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

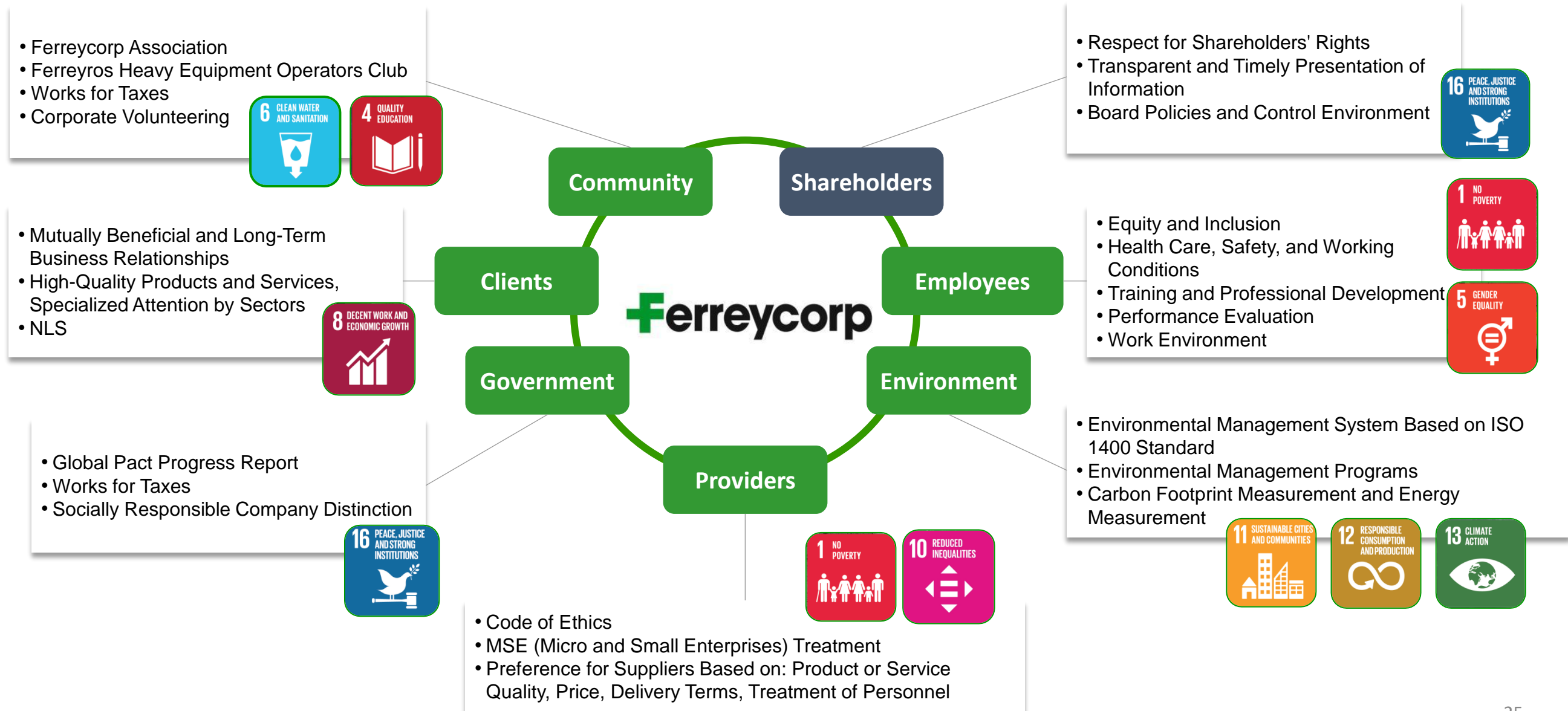
# **Ferreycorp's Sustainability Program**

**+Ferreycorp**



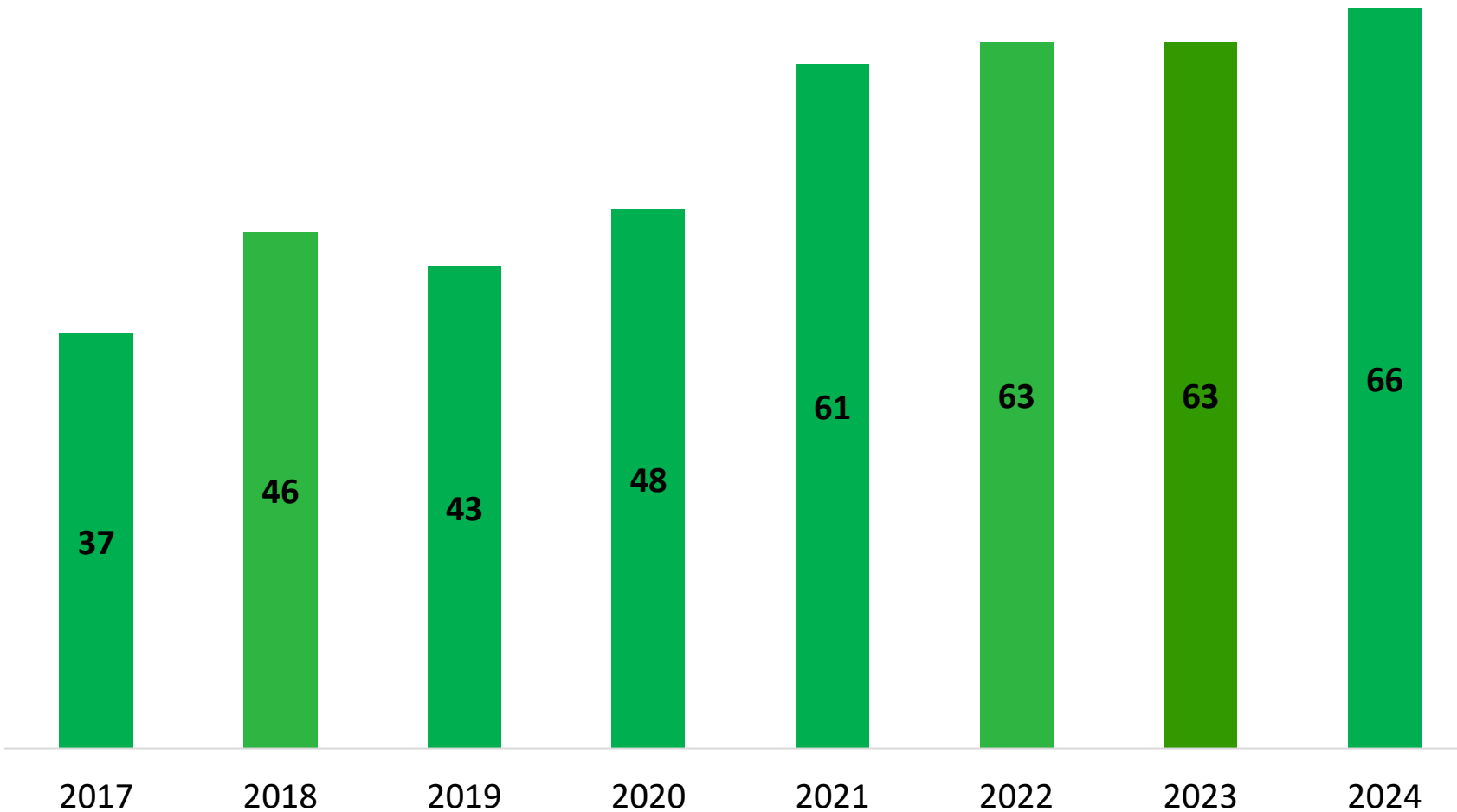


# Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





# 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 +

TREX +

MOTORED +

FORBIS LOGISTICS +

FARGO LINE +

VIXORA +

Ferreenergy +