Ferreycorp

Investor Presentation – 3Q ’25

103 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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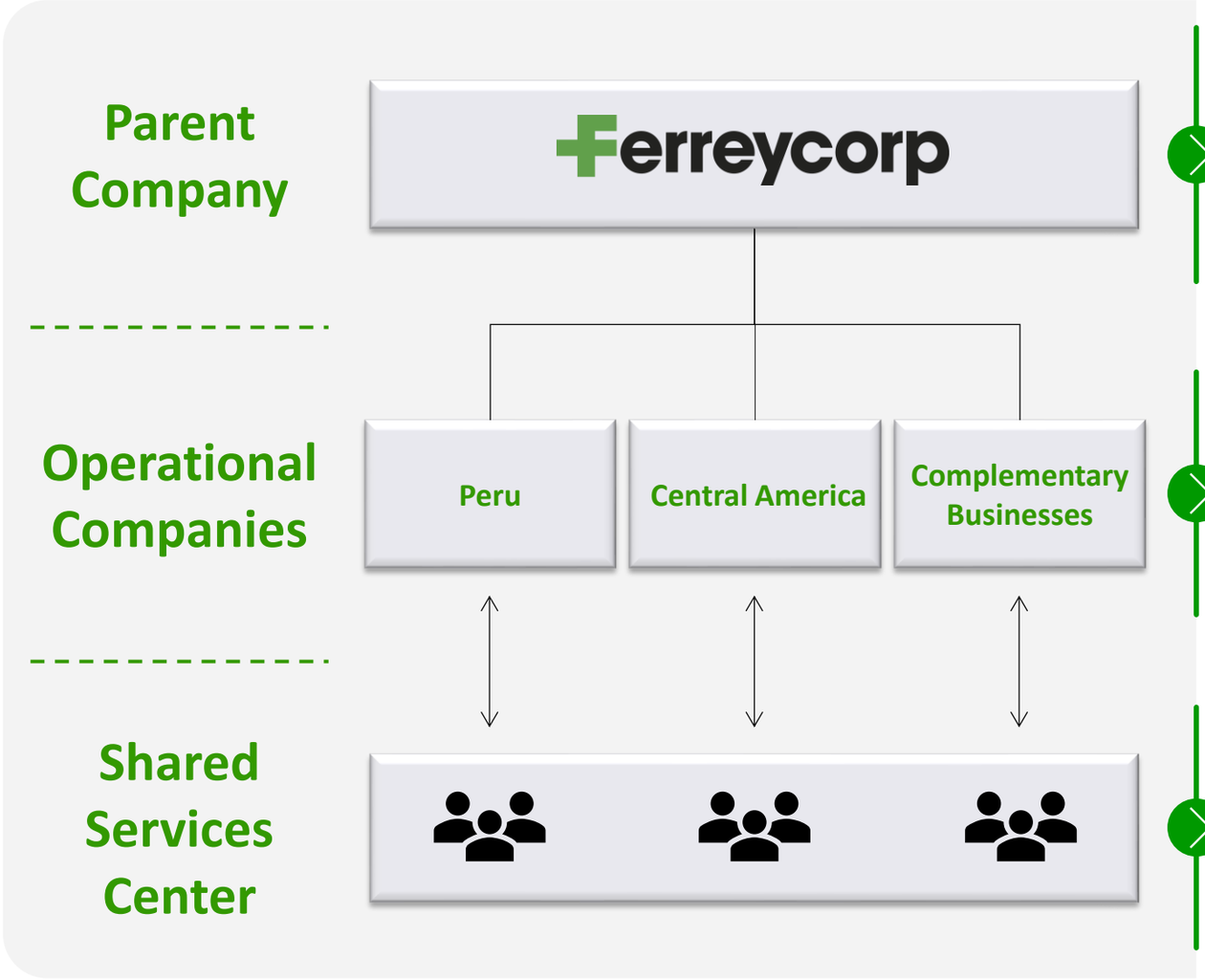
MISSION

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



Strategic Coherence

- Business Vision
- Strategic Planning and Definition of Engaged Businesses
- Positioning and Brands
- Financial Resources
- Control and Supervision

Operational Autonomy

- Customer Proximity and Market Coverage
- Business Execution with Operational Excellence
- Profitability and Financial Health
- Business Innovation and Value Proposition
- Best Practices and Seeking Synergies

Standardization and Efficiencies

- Process Standardization
- Synergies and Efficiencies
- Non-core Processes, Back Office: Legal, Audit, Human Resources, Finance, Systems
- Critical Mass for Improved Supplier Conditions

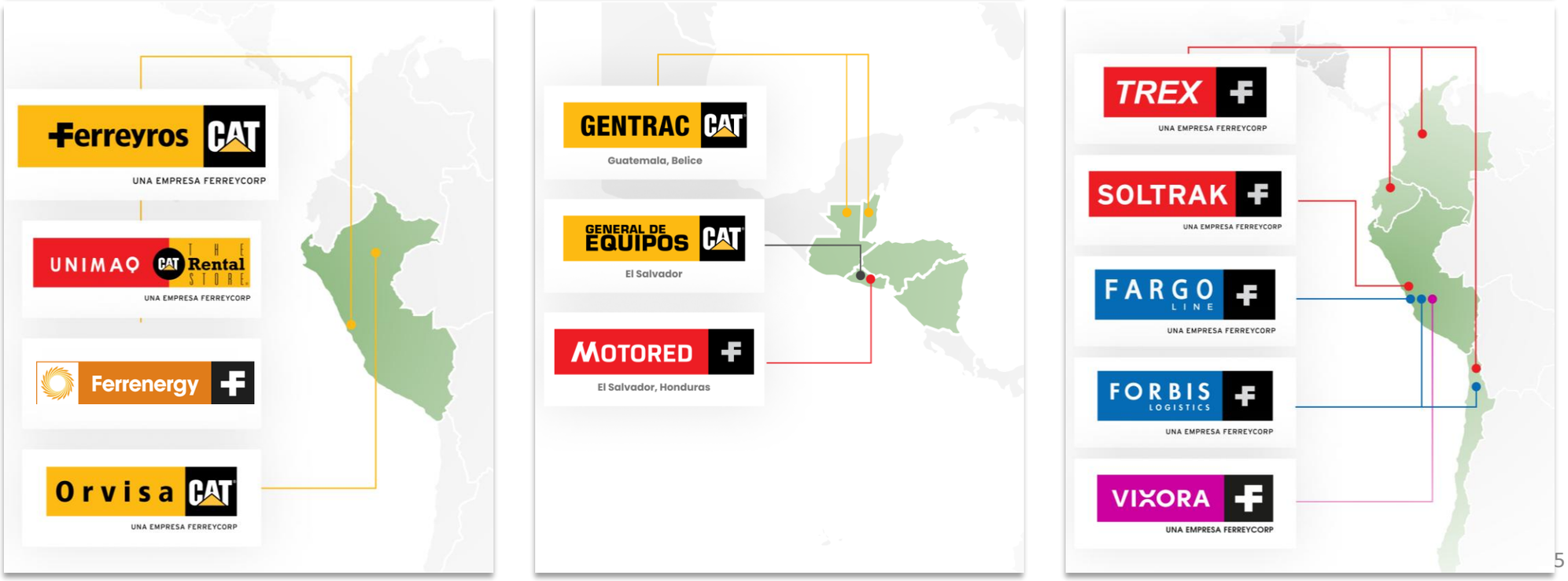
Organizational Structure

Parent Company

Ferreycorp

Operational Companies

Caterpillar Dealears and Allied Brands in Peru	Caterpillar Dealers and Allied Brands in Central America	Complementary Businesses in Peru and Abroad
Ferreyros CAT — UNA EMPRESA FERREYCORP	GENTRAC CAT — Guatemala, Belice	TREX — UNA EMPRESA FERREYCORP
UNIMAQ CAT The Rental Store — UNA EMPRESA FERREYCORP	GENERAL DE EQUIPOS CAT — El Salvador	SOLTRAK — UNA EMPRESA FERREYCORP
Ferrenergy	MOTORED — El Salvador, Honduras	FARGO LINE — UNA EMPRESA FERREYCORP
Orvisa CAT — UNA EMPRESA FERREYCORP		FORBIS LOGISTICS — UNA EMPRESA FERREYCORP
		VIXORA — UNA EMPRESA FERREYCORP



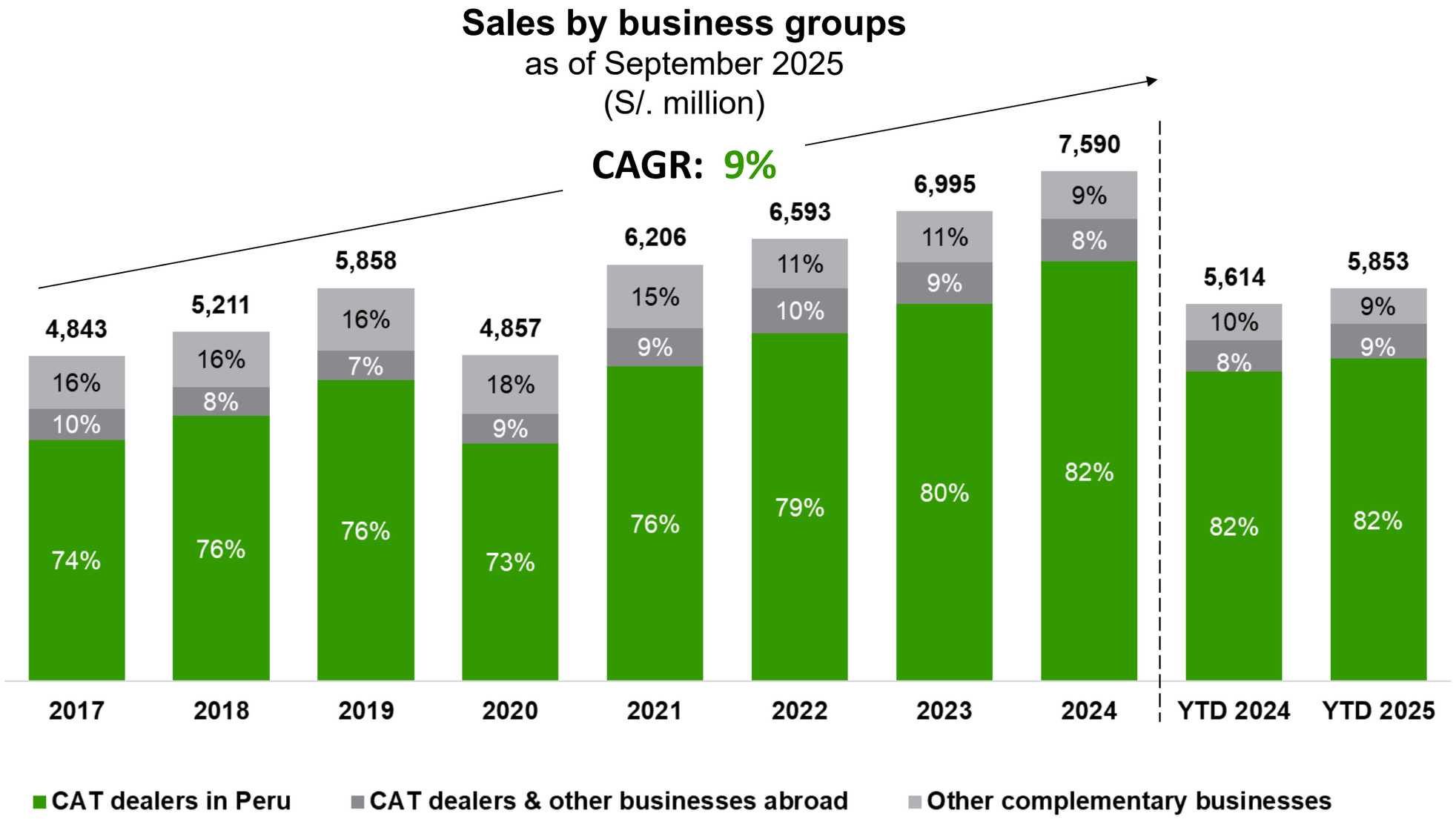
Distribution of results by business group – 3Q'25

	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)	1,700	154	185	**2,039**
% total	*83.4%*	*7.6%*	*9.1%*	*100.0%*
EBITDA (S/. mm)	206	17	12	**229**
% total	*89.9%*	*7.6%*	*5.2%*	*100.0%*
EBITDA margin	12.1%	11.2%	6.5%	**11.2%**
Workers (#)	6,049	812	1,015	**8,067***
% total	*75.0%*	*10.1%*	*12.6%*	*100.0%*

**Includes 191 Ferreycorp employees as of September 2025*

Partnership with global brands

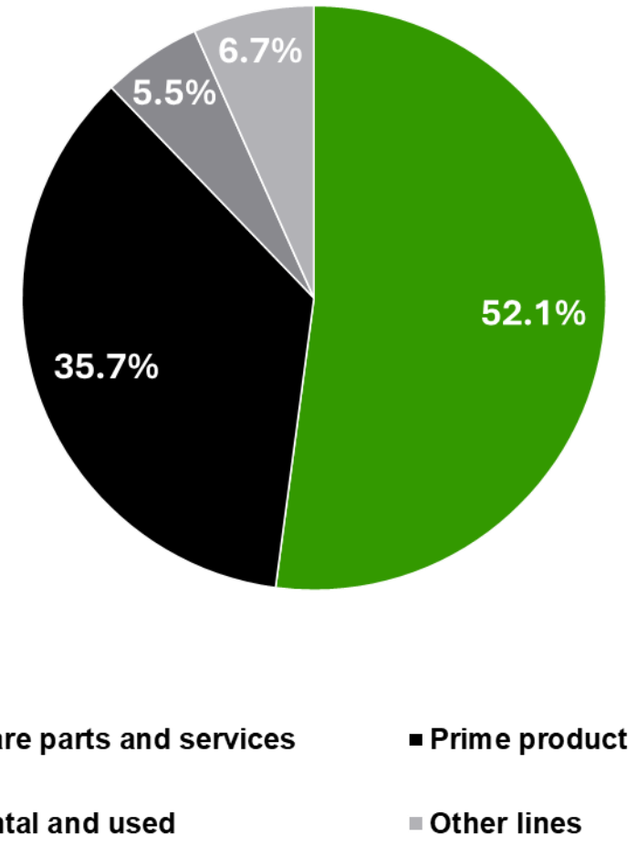
Evolution of Total Sales



Sales by business line

Business line	2022	2023	2024	3Q '24	3Q '25
Spare parts and services	51.4%	54.6%	56.0%	55.0%	52.1%
Prime product	32.3%	32.6%	31.2%	31.8%	35.7%
Rental and used	7.0%	6.1%	6.1%	5.9%	5.5%
Other lines	9.3%	6.7%	6.7%	7.3%	6.7%

3Q'25

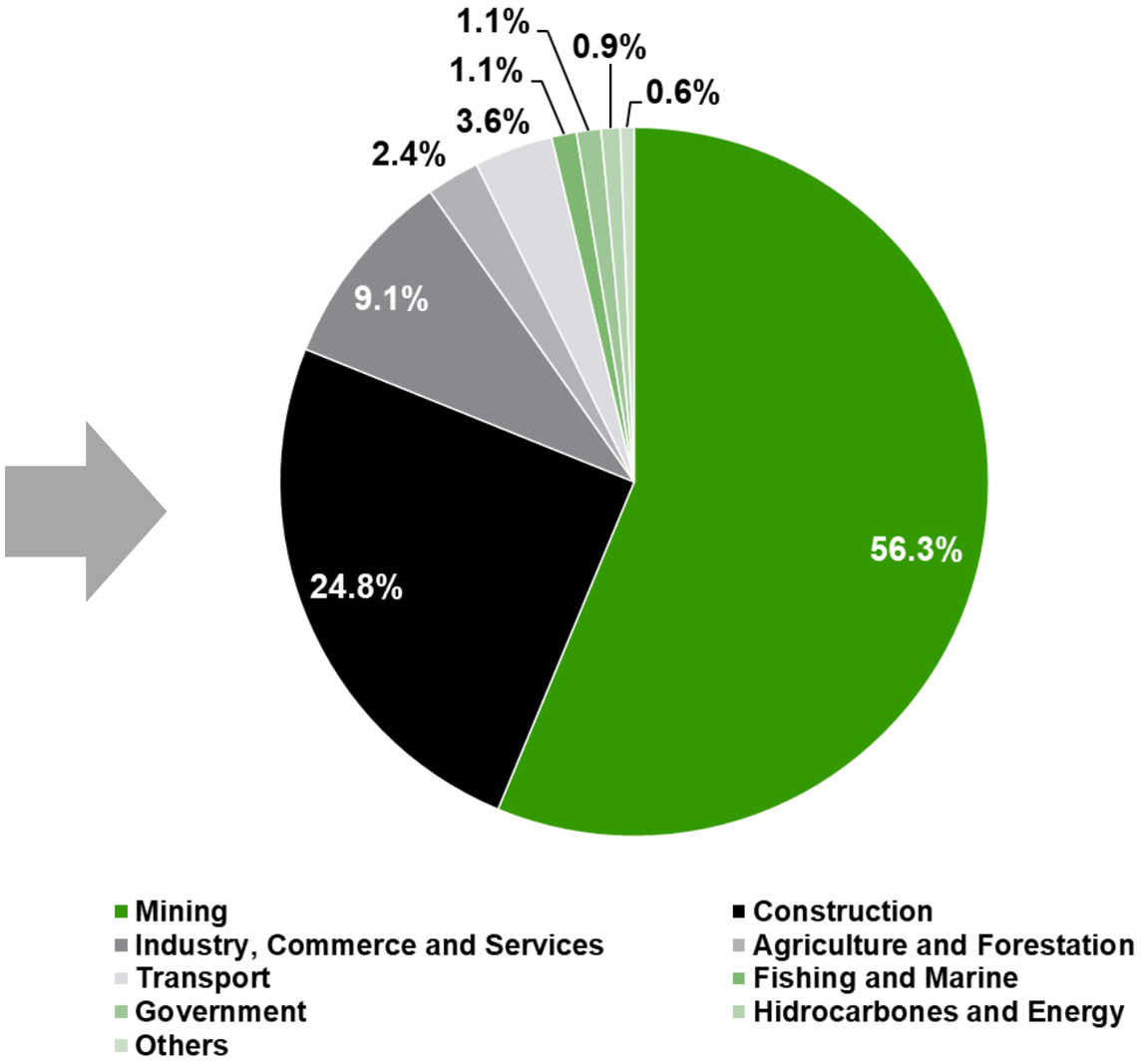


(*) "Other lines" include logistic businesses, lubricants and consumables

Sales by Economic Sector

Sector	2022	2023	2024	3Q '24	3Q '25
Mining	56.0%	56.7%	58.0%	54.8%	56.3%
Construction	19.4%	19.6%	22.2%	23.8%	24.8%
Industry, Commerce and Services	13.1%	9.9%	9.1%	10.5%	9.1%
Agriculture and Forestation	2.9%	2.6%	2.6%	2.7%	2.4%
Transport	2.1%	2.2%	1.7%	1.7%	3.6%
Fishing and Marine	1.7%	1.4%	1.8%	2.7%	1.1%
Government	2.2%	6.6%	3.2%	2.2%	1.1%
Hidrocarbones and Energy	1.3%	0.7%	0.8%	1.1%	0.9%
Others	1.3%	0.3%	0.5%	0.5%	0.6%

3Q'25



National Presence

SUBSIDIARIES AND OFFICES FERREYROS
- 5 headquarters in Lima
- 17 subsidiaries and offices within the country

SUBSIDIARIES AND OFFICES UNIMAQ
- 2 headquarters in Lima
- 14 subsidiaries and offices within the country

SUBSIDIARIES AND OFFICES ORVISA
- 6 subsidiaries and offices in the Amazonia

SUBSIDIARIES AND OFFICES SOLTRAK
- 1 headquarter in Lima
- 4 subsidiaries and offices within the country

OFFICES FORBIS
- 2 headquarters in Lima

OFFICES FARGOLINE
- 1 headquarter in Lima
- 1 headquarter in Arequipa

OFFICE VIXORA
- 1 headquarter in Lima

OFFICE FERRENERGY
- 1 headquarter in Lima

Ferreyros CAT — UNA EMPRESA FERREYCORP

UNIMAQ CAT The Rental Store — UNA EMPRESA FERREYCORP

Orvisa CAT — UNA EMPRESA FERREYCORP

SOLTRAK — UNA EMPRESA FERREYCORP

FARGO LINE — UNA EMPRESA FERREYCORP

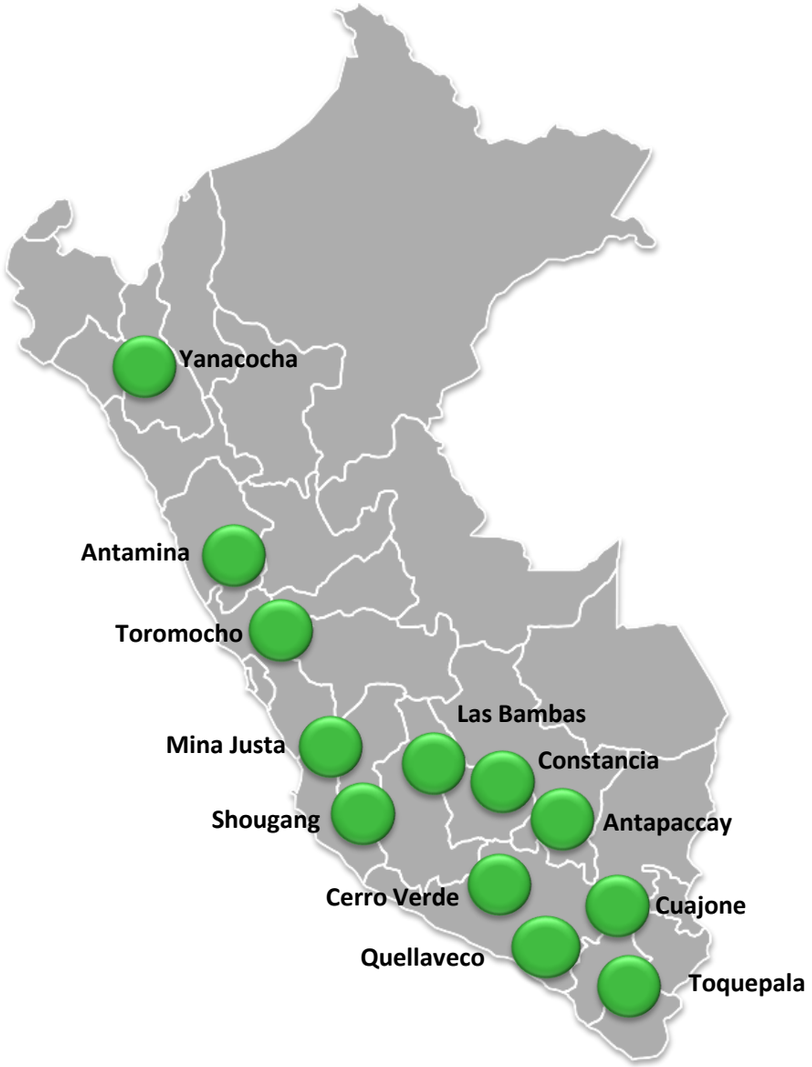
FORBIS LOGISTICS — UNA EMPRESA FERREYCORP

VIXORA — UNA EMPRESA FERREYCORP

Ferrenergy

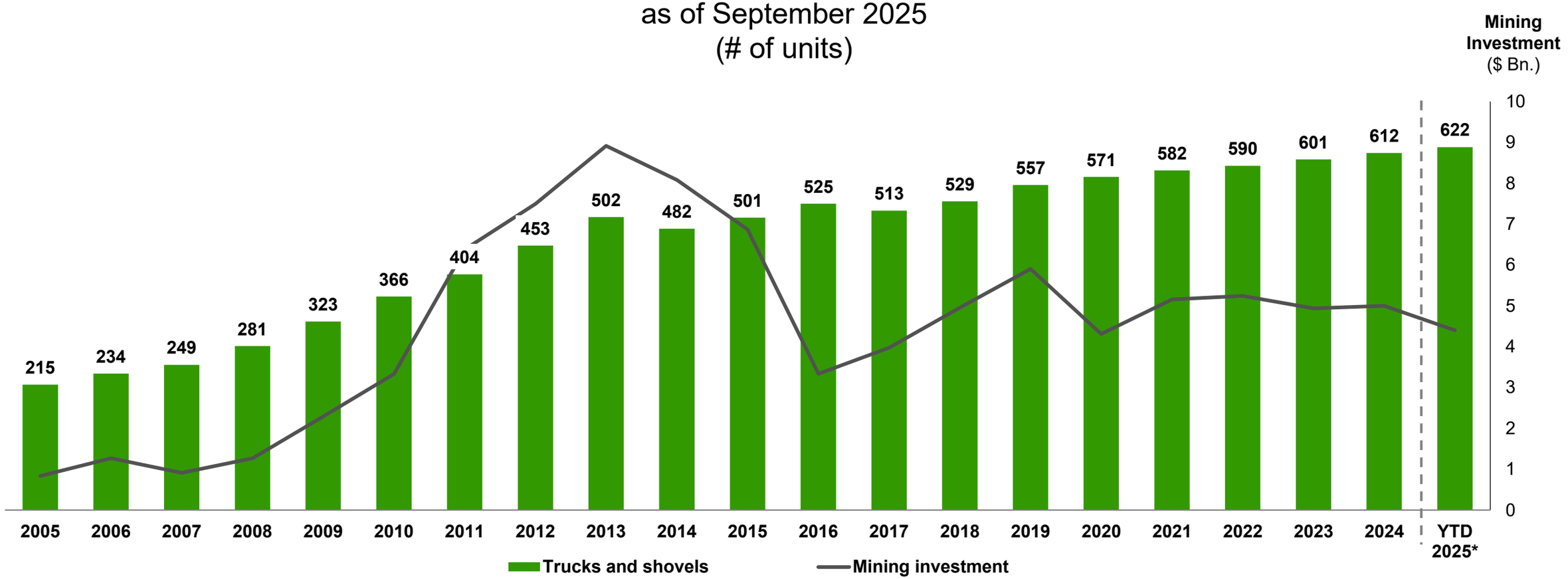
Main Clients – Open Pit and Underground Mining

Large Open Pit Mining



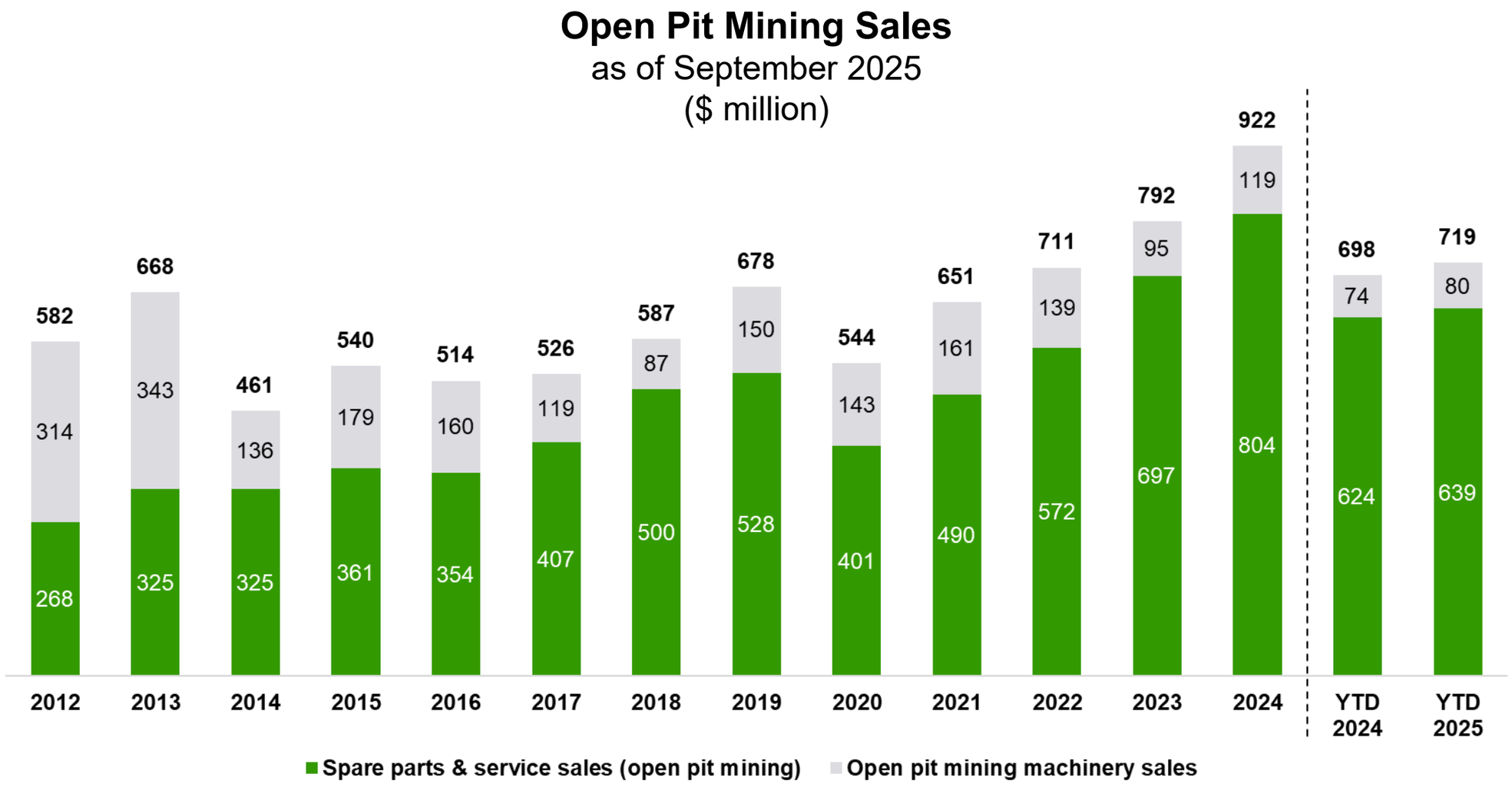
Medium-Size and Underground Mining

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



Source: MINEM and Ferreyros
*Annualized mining investment

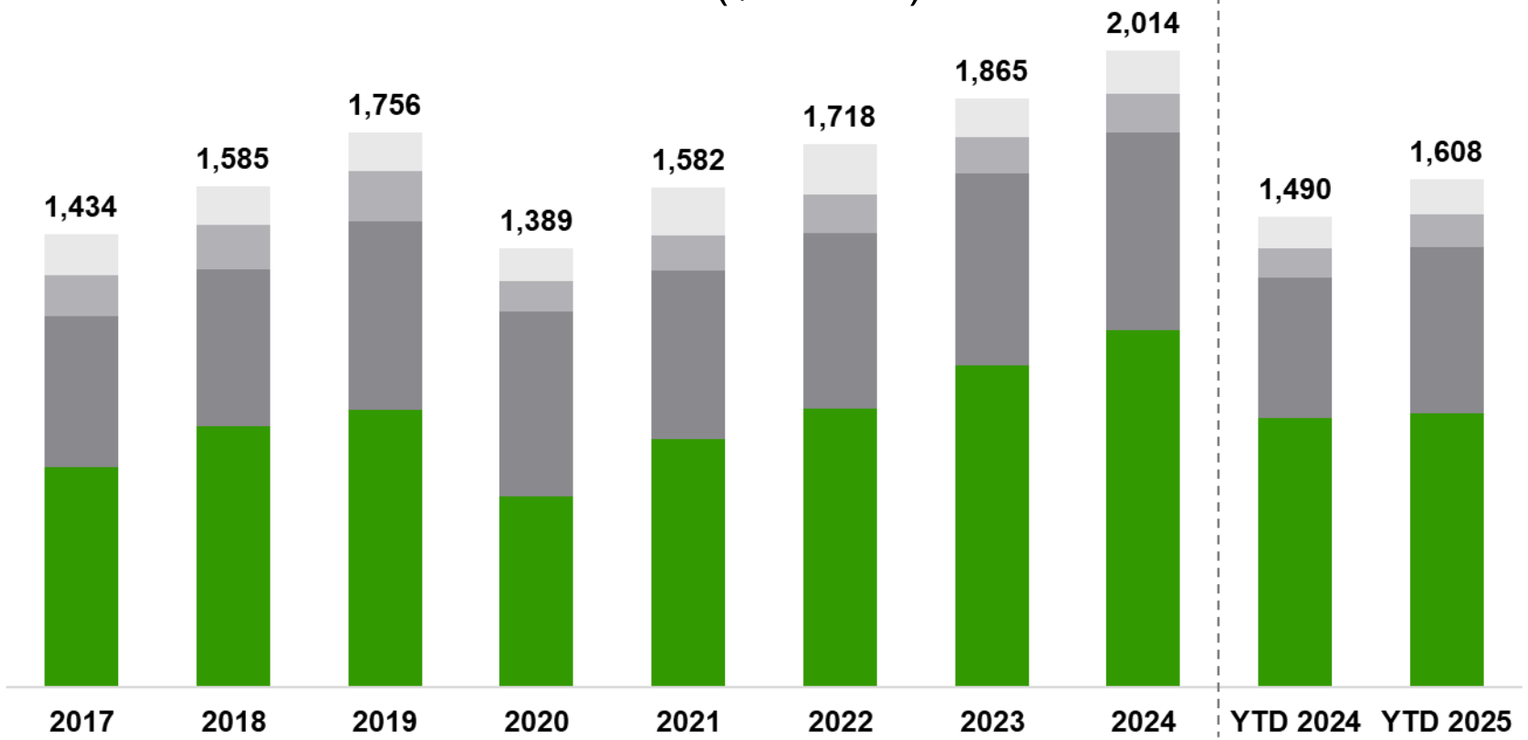
Sales evolution in Open pit mining



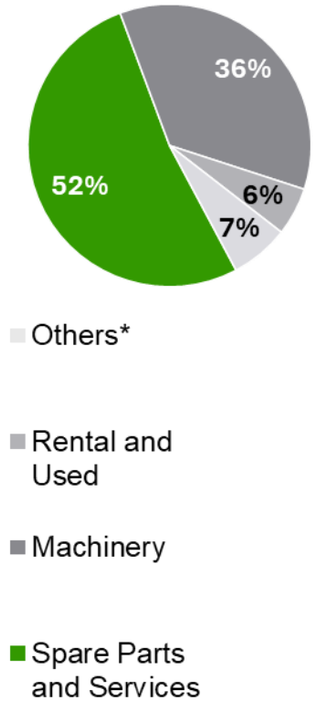
Source: Ferreyros

Resilient Business Model

Sales by business line
as of September 2025
($ million)



3Q '25 Sales Mix
(%)



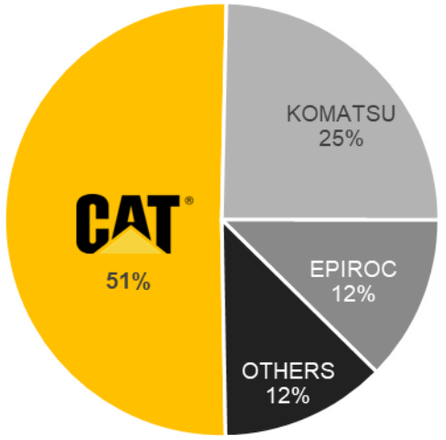
- **Spare Parts & Services** support the business.
- **Diversification strategy through business lines**, presence in **different economic sectors**, different **countries**, various **represented brands** and diversified **portfolio of products** related to capital goods.

(*) Others include logistic businesses, lubricants and consumables

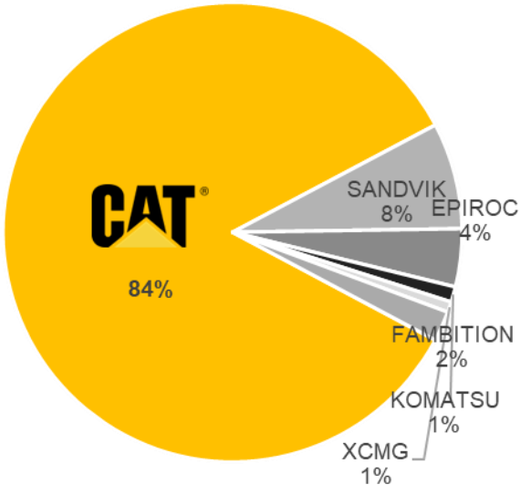
Caterpillar Market Share in Peru

Market Share in Peru*

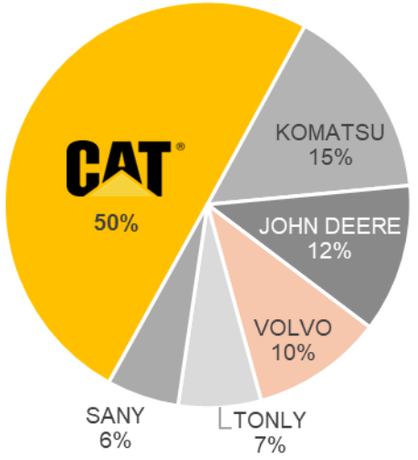
Open-pit mining
(% units)



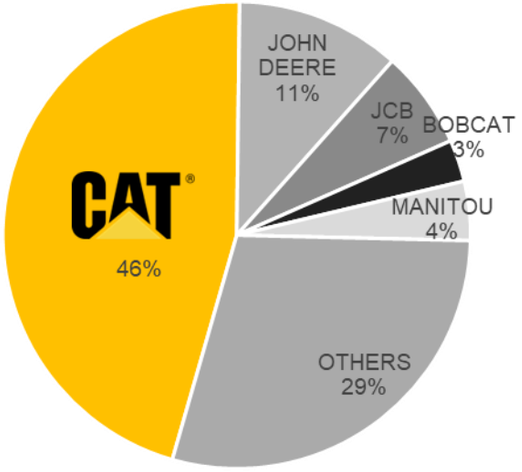
Underground mining
(% $ FOB)



Heavy construction
(% $ FOB)



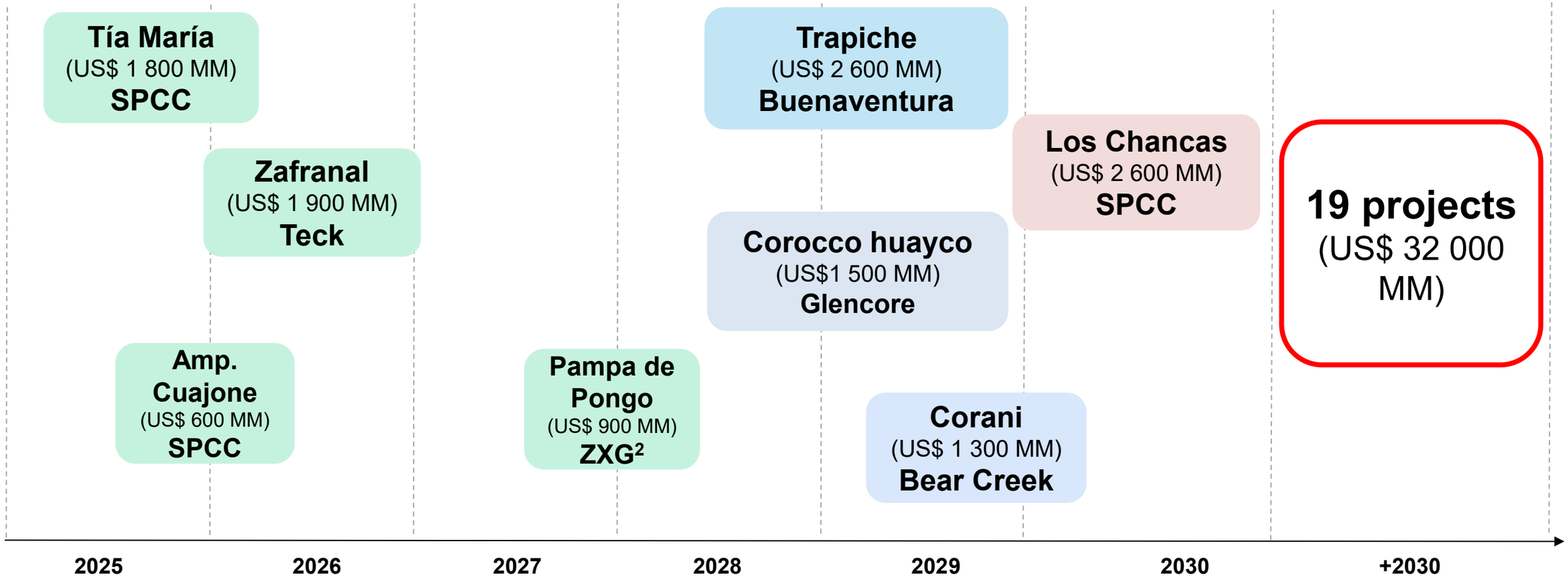
Light construction
(% units)



***Note:** Rolling 12 months

Mining projects pipeline

CONSTRUCTION OF MAJOR MINING PROJECTS TO BEGIN[1]



Source: Companies, MINEM, APOYO Consultoría

[1] Size of the square is proportional to the amount of investment. Projections made in June 2025.
[2] Zhogrong Xinda Group

Infrastructure projects pipeline

2025

More than **28** projects to be awarded for
+US$ 8,200 millions

2026

More than **46** projects to be awarded for
+US$ 8,800 millions

Main Sectors

TRANSPORT

Longitudinal de la Sierra Section 4 (US$ 1.582 mm)

8 projects
US$ 2,961 mm

INFRASTRUCTURE

Ancón Industrial Park (US$ 1.214 mm)

5 projects
US$ 2,019 mm

ELECTRICITY

Group 3: Transmission Plan 2023–2032 (US$168 mm)

8 projects
US$ 399 mm

TRANSPORT AND TELECOMMUNICATIONS

Third Group of Airports (US$ 216 mm)

17 projects
US$ 5,828 mm

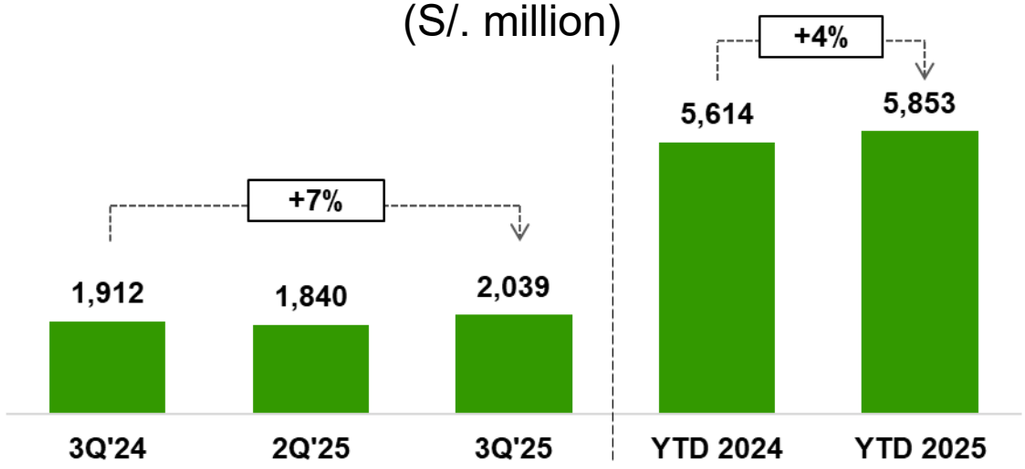
HYDROCARBONS Y ELECTRICITY

Natural Gas Distribution in Arequipa, Moquegua, and Tacna (US$ 60 mm)

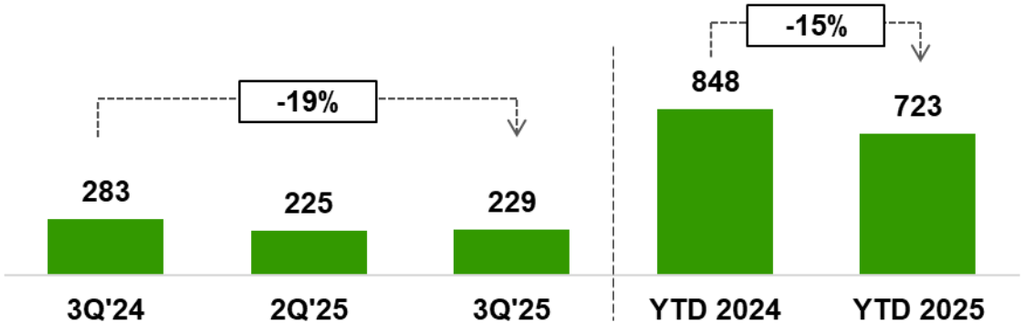
5 projects
US$ 2,019 mm

Strong financial results

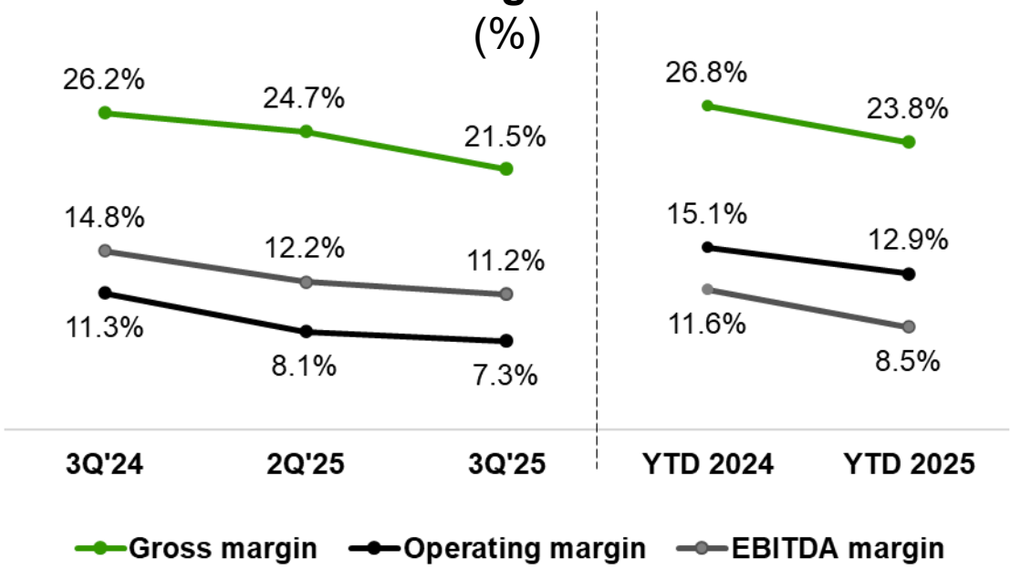
Sales
(S/. million)



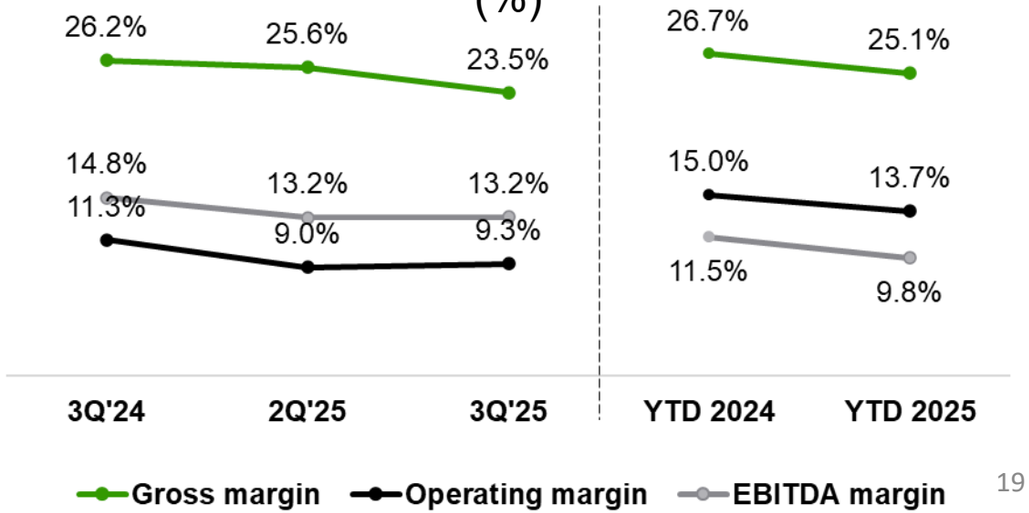
EBITDA
(S/. million)



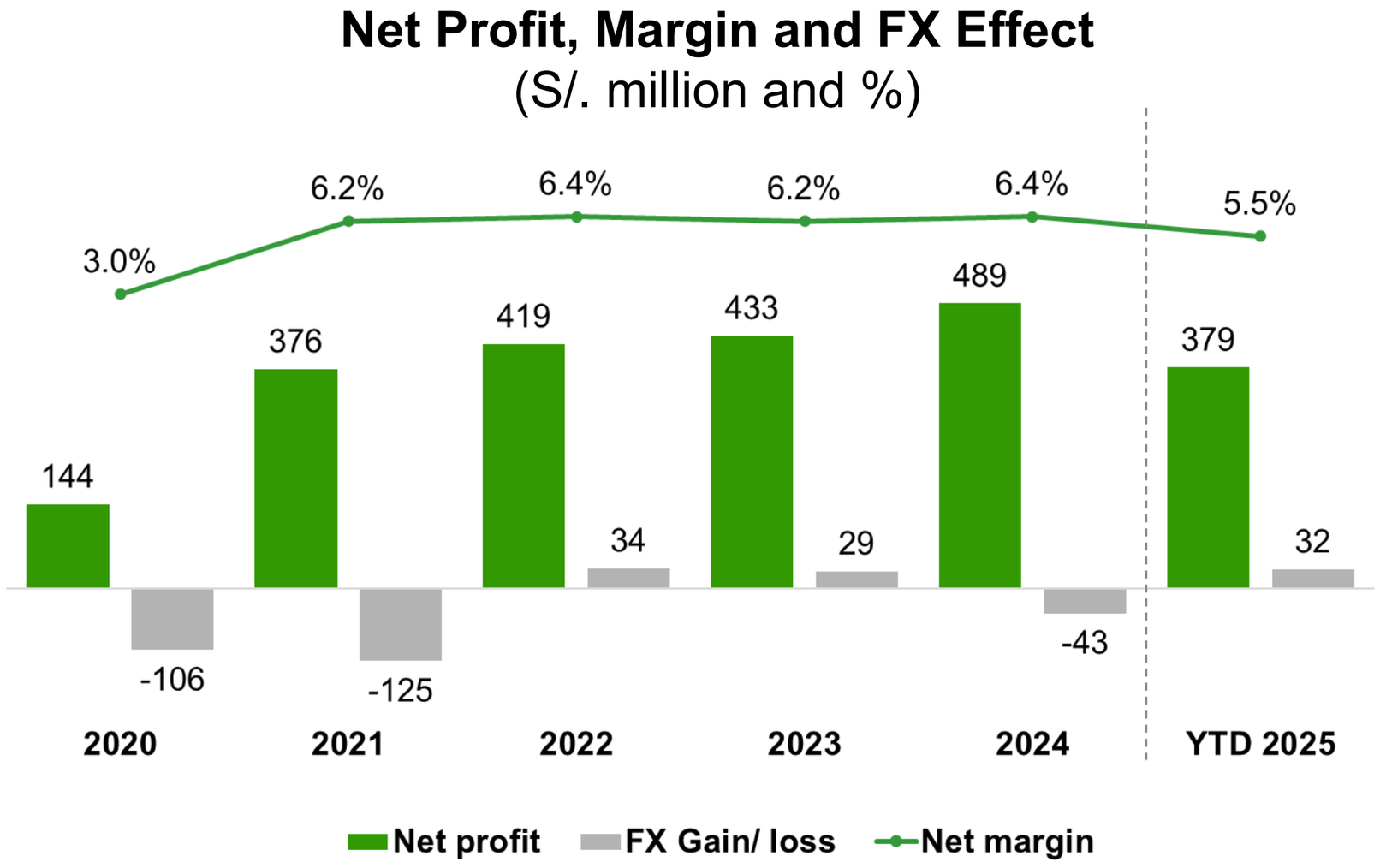
Margins
(%)



Adjusted margins
(%)

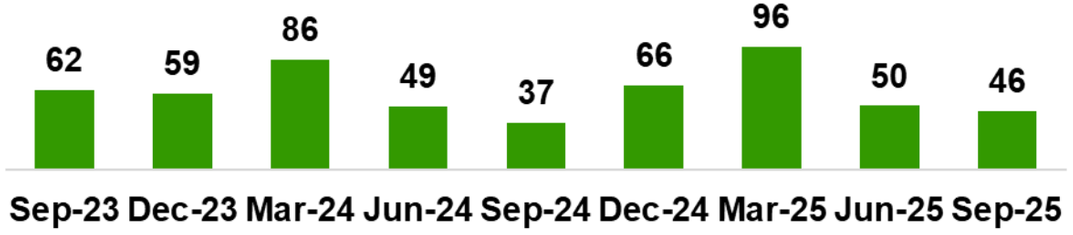


Net Profit impacted by FX Gain/Loss

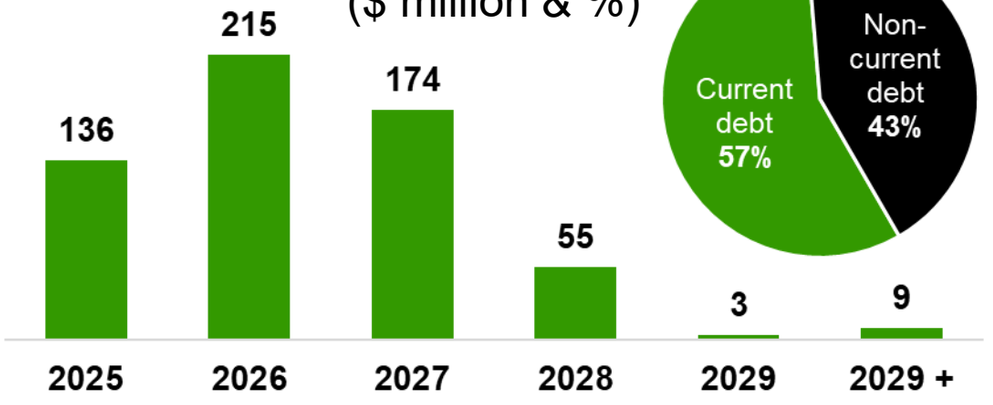


Cash generation and liabilities management

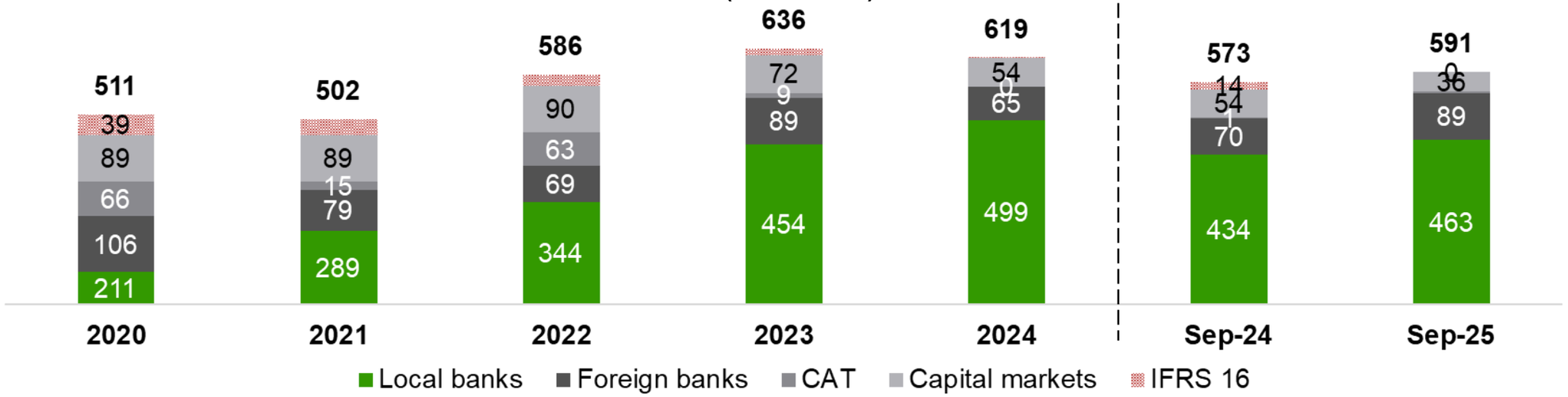
Cash balance
($ million)



Debt maturity and profile
As of September 2025
($ million & %)

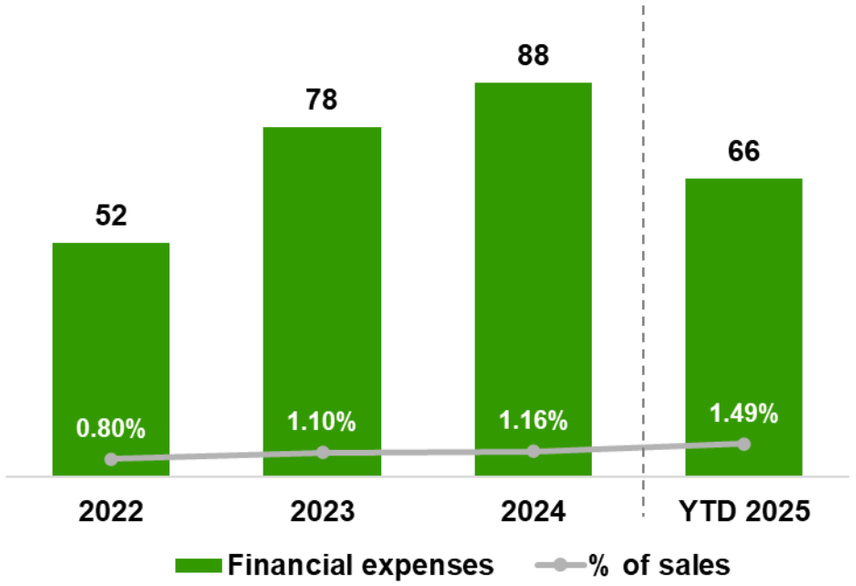


Debt Evolution
($ million)

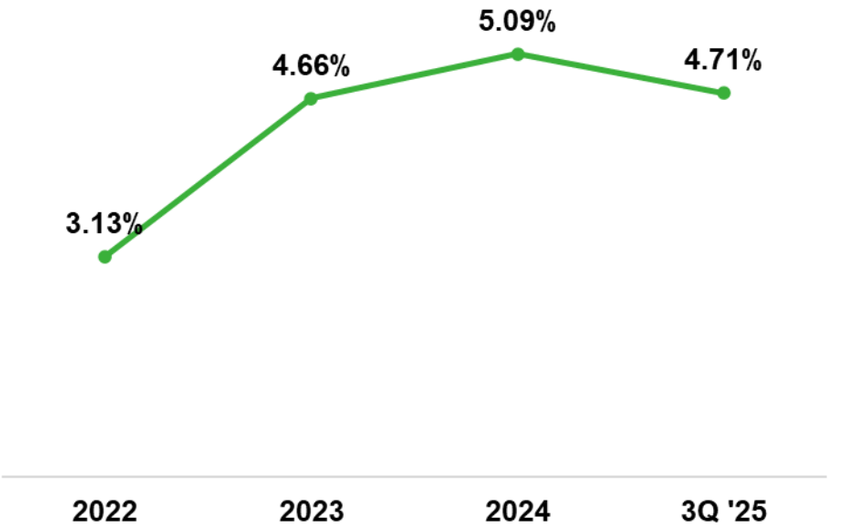


Financial expenses and average debt expenditure

Financial expenses
(S/. million and %)

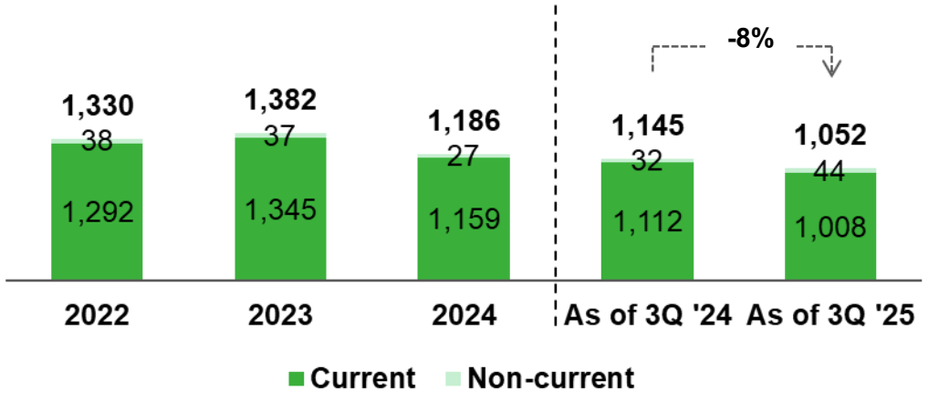


Average debt expenditure
(%)

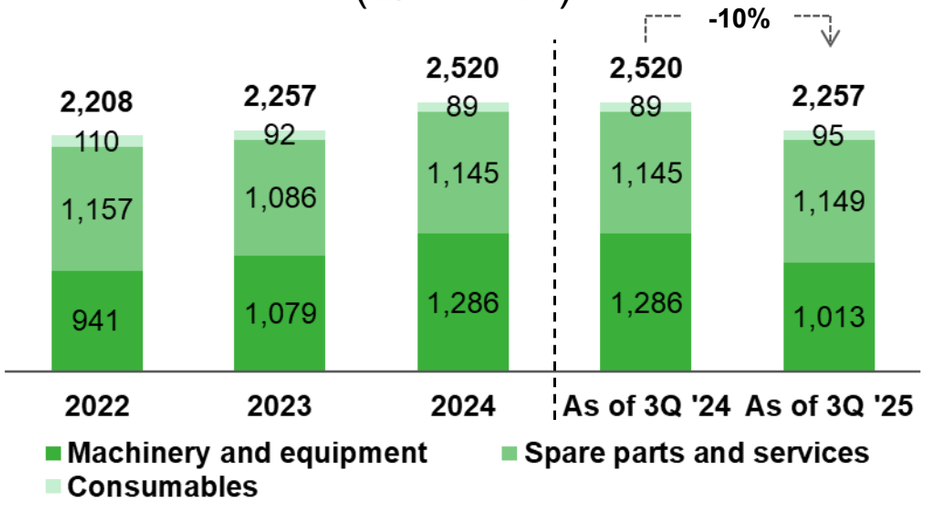


Assets and cash conversion cycle

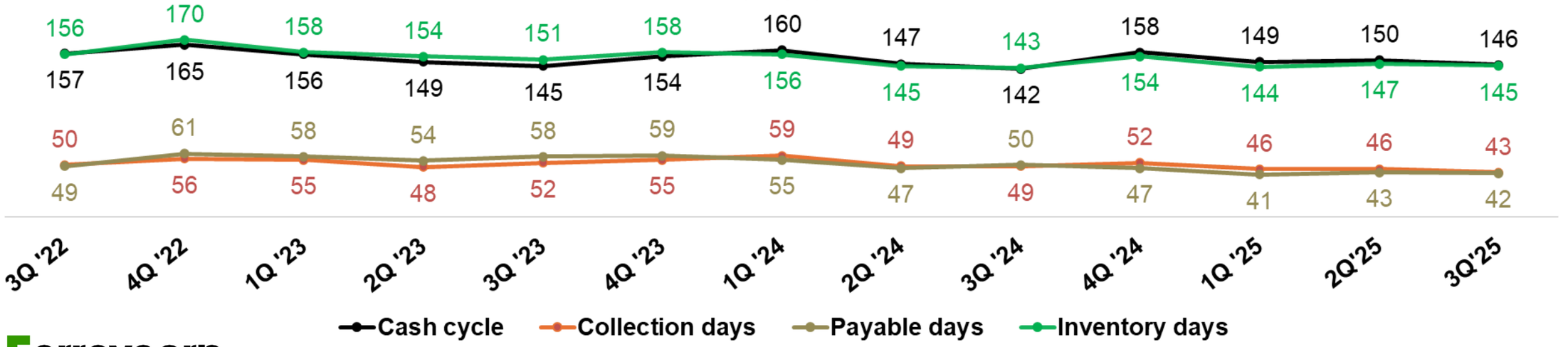
Accounts receivables
(S/. million)



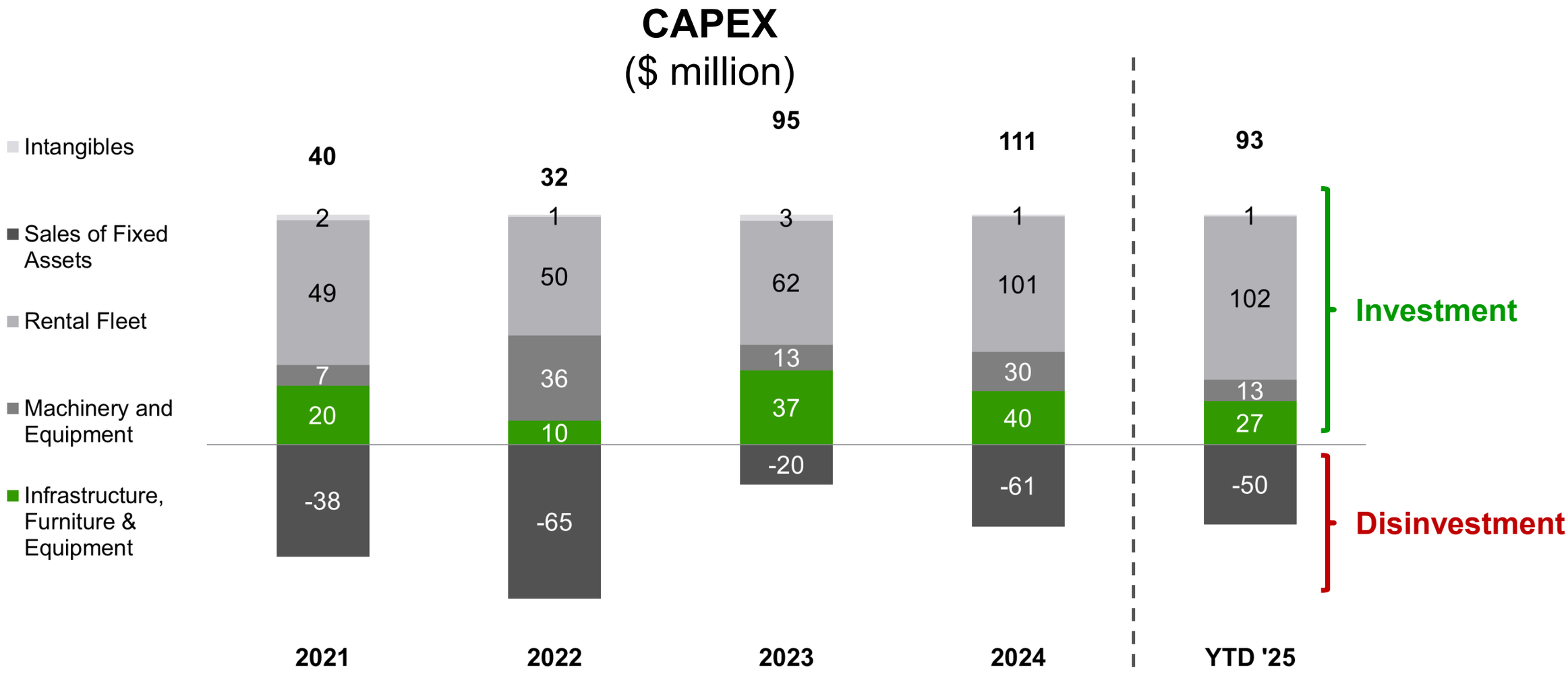
Inventory
(S/. million)



Cash conversion cycle
(days)



CAPEX



- Investment in intangible assets reached **US$ 1.1 million dollars as of September 2025**
- **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the IFRS 16

Dividends and Buyback program

Dividend Policy

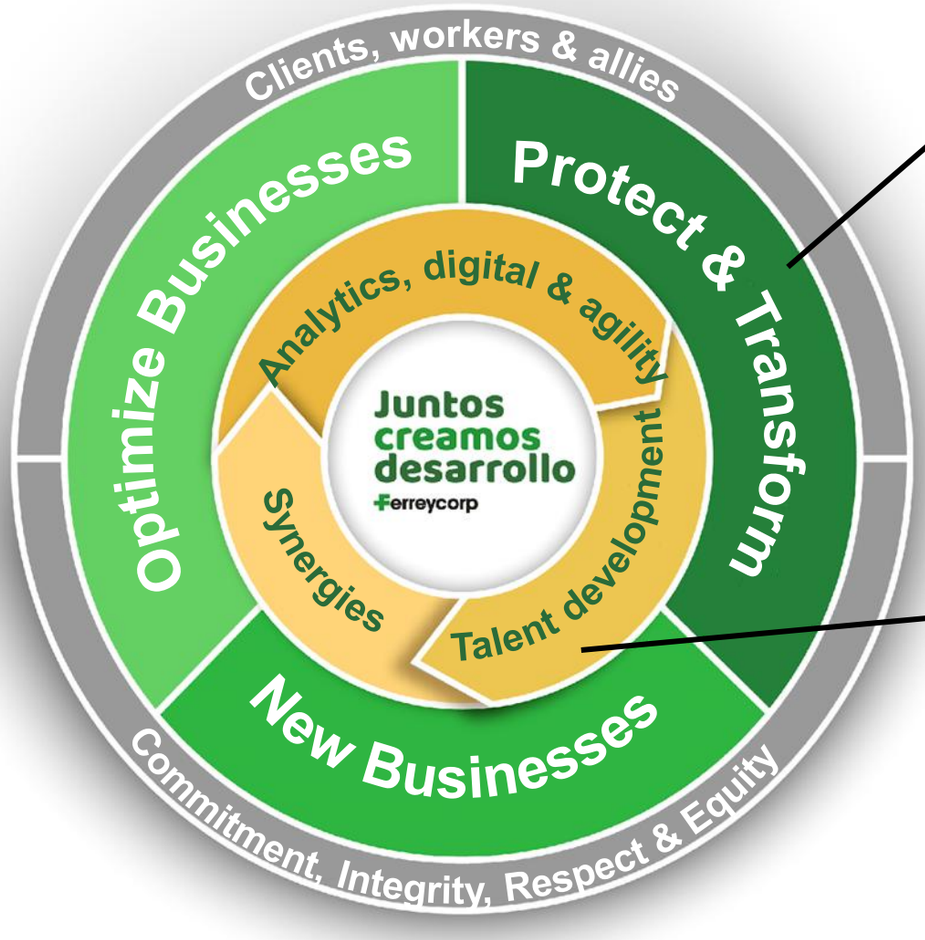
- The dividend to be distributed in cash will be equivalent to 5% of the par value of the shares issued at the time the meeting is called, and the amount to be distributed may reach up to 60% of the unrestricted profits for the year.
- Extraordinary dividends may be distributed in excess of the established limit if the company has exceptional income or excess liquidity.
- The Board of Directors may approve the delivery of interim dividends based on the existence of distributable profits in the financial statements.
- The distribution of these dividends should occur only if there are no alternative uses for the funds (such as repayment of debt or new investments) and without affecting the company's financial obligations.

Year	Social Capital (S/ millions)	Net Income (S/ mililons)	Cash dividends (S/ millions)	Dividends (% Net Income)	Dividend per share (S/.)
Advance Div. **2021**	975		100	60%	0.106
2021	959	376	126		0.133
Advance Div. **2022**	946		120	60%	0.127
2022	946	419	131		0.139
Advance Div. **2023**	946		100	60%	0.107
2023	946	434	160		0.171
Advance Div. **2024**	946		100	60%	0.106
2024	946	489	193		0.204
Advance Div. **2025**	946		100		0.105

Buyback program

- We currently have an active buyback program of up to **94 million shares, equivalent to 10% of our social capital.**

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).

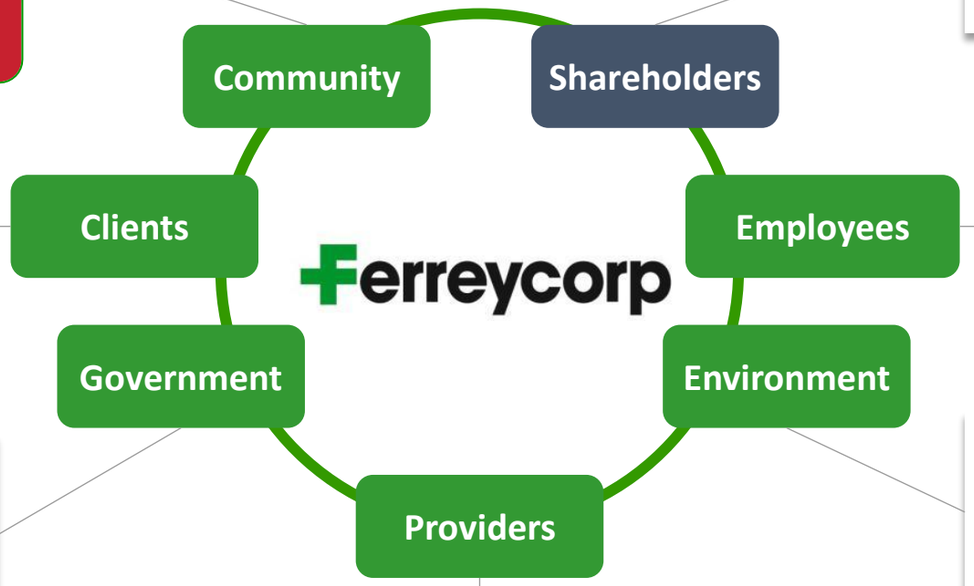
ENABLERS

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

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



- Ferreycorp Association
- Ferreyros Heavy Equipment Operators Club
- Works for Taxes
- Corporate Volunteering

6 CLEAN WATER AND SANITATION

4 QUALITY EDUCATION

- Respect for Shareholders' Rights
- Transparent and Timely Presentation of Information
- Board Policies and Control Environment

16 PEACE, JUSTICE AND STRONG INSTITUTIONS

- Mutually Beneficial and Long-Term Business Relationships
- High-Quality Products and Services, Specialized Attention by Sectors
- NLS

8 DECENT WORK AND ECONOMIC GROWTH

- Equity and Inclusion
- Health Care, Safety, and Working Conditions
- Training and Professional Development
- Performance Evaluation
- Work Environment

1 NO POVERTY

5 GENDER EQUALITY

- Global Pact Progress Report
- Works for Taxes
- Socially Responsible Company Distinction

16 PEACE, JUSTICE AND STRONG INSTITUTIONS

- Environmental Management System Based on ISO 1400 Standard
- Environmental Management Programs
- Carbon Footprint Measurement and Energy Measurement

11 SUSTAINABLE CITIES AND COMMUNITIES

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

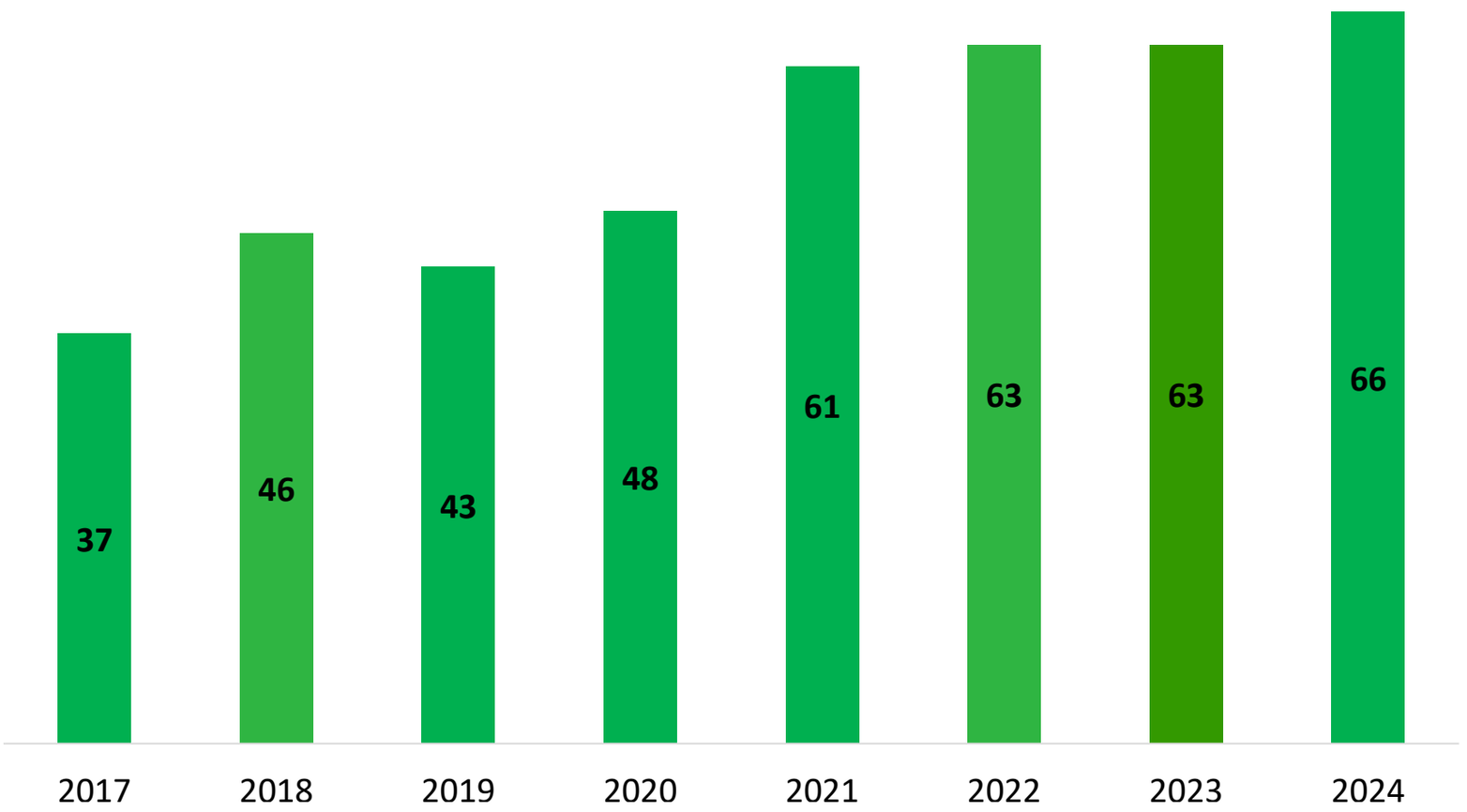
13 CLIMATE ACTION

- Code of Ethics
- MSE (Micro and Small Enterprises) Treatment
- Preference for Suppliers Based on: Product or Service Quality, Price, Delivery Terms, Treatment of Personnel

1 NO POVERTY

10 REDUCED INEQUALITIES

Results of Ferreycorp's commitment to the Dow Jones Sustainability Index ESG criteria



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