



# Ferreycorp

Investor Presentation – 4Q '25



# 103 years creating development



**80+ year** strategic alliance with CATERPILLAR.

**60+ year** track record of transparency on the Lima Stock Exchange (BVL).

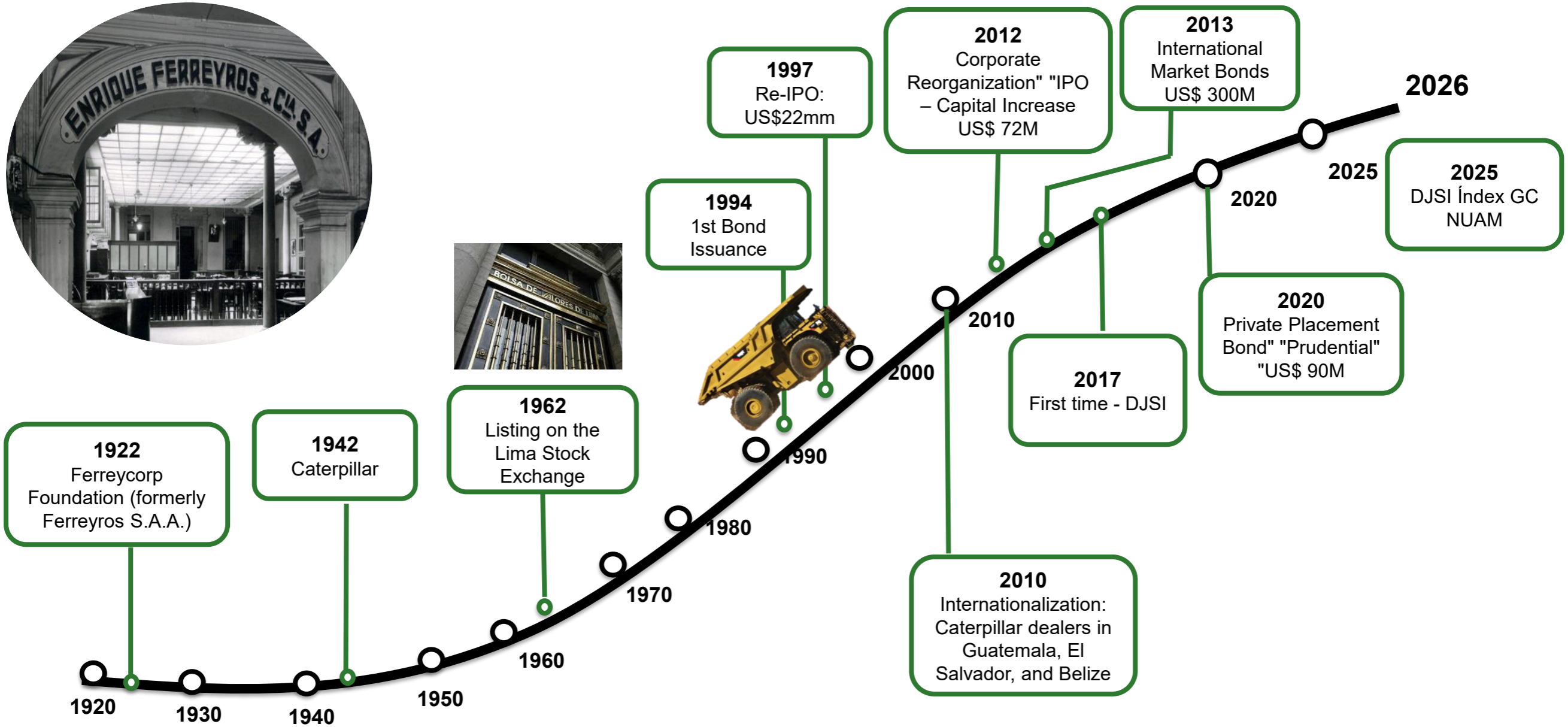
**Official Caterpillar Dealer** representative for **Central America** (Guatemala, El Salvador, and Belize) **since 2010**.

Continuous participation in the **Dow Jones Sustainability Index (DJSI)** since **2017**, with year-over-year performance improvements.

**2025:** Inclusion in the new **MSCI Nuam Index** (covering Peru, Chile, and Colombia).

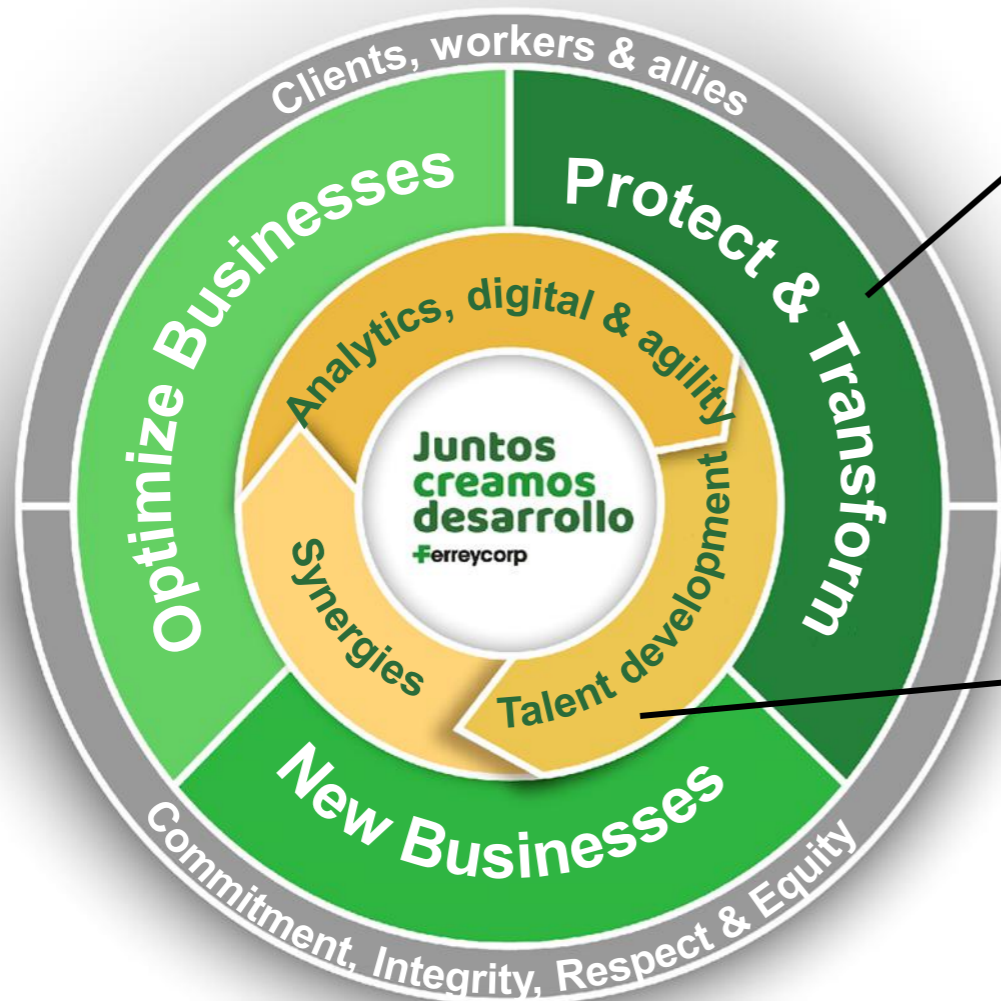


# History of the Corporation and its participation in the capital markets





# Strategic clarity and coherence, driven by our purpose



## 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



# Vision & Mission

## VISION

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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.

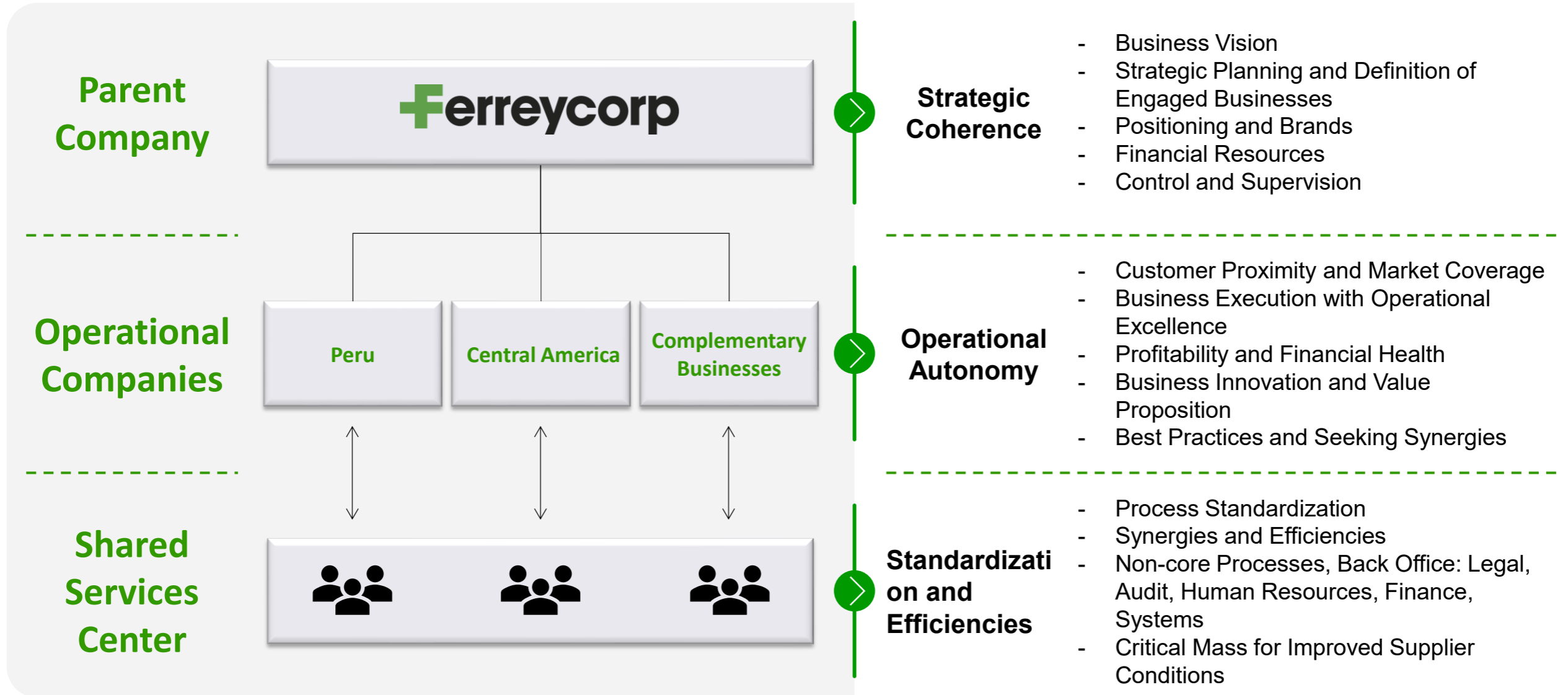
## MISSION

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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.



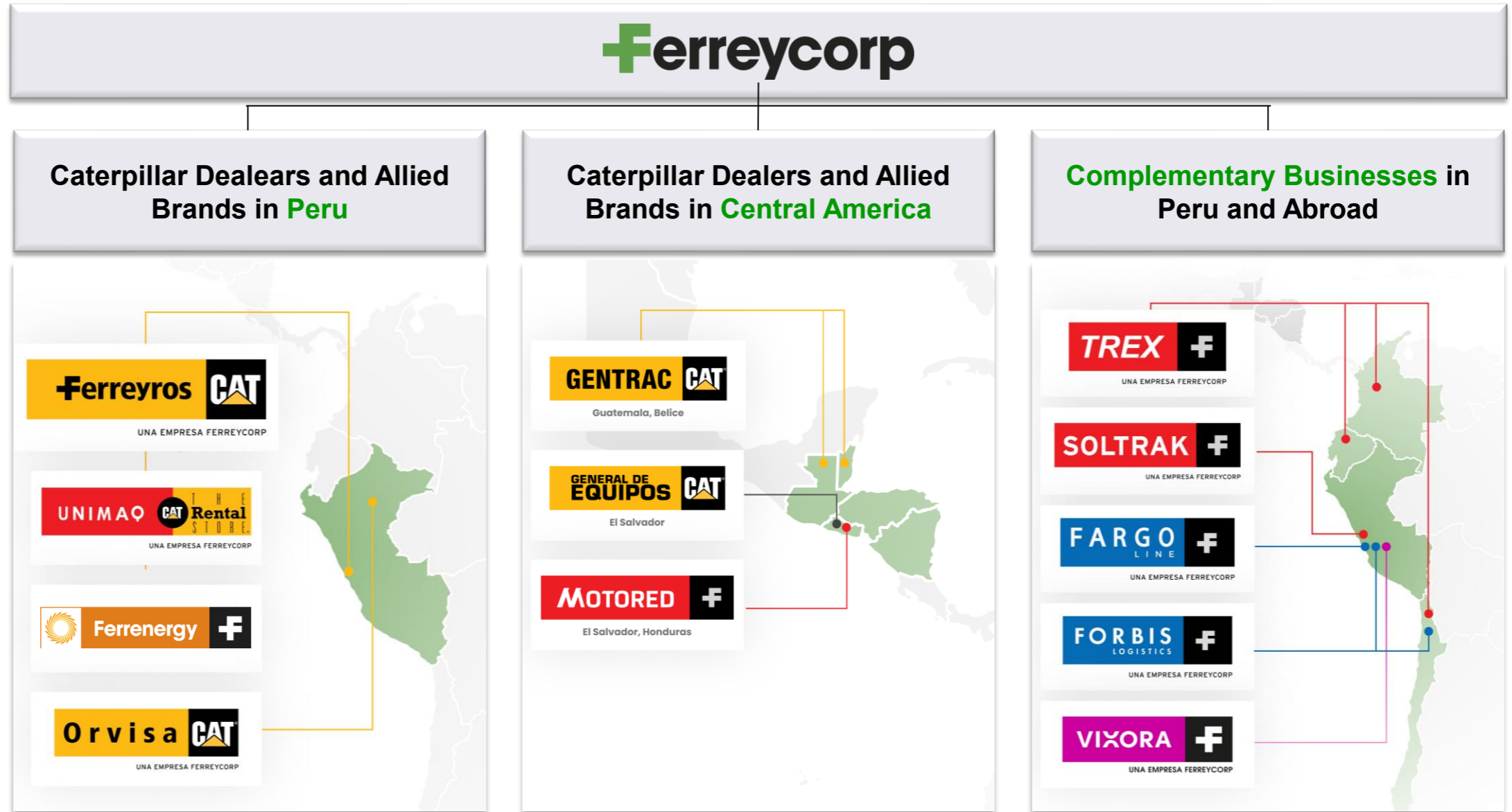
# Operational Model of the Company





# A Leadership Ecosystem: Our Footprint

Parent  
Company



Operational  
Companies



# Distribution of results by business group – 1Q'26

	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>	1,613	194	173	<b>1,980</b>
<i>% total</i>	81.5%	9.8%	8.8%	100.0%
<b>EBITDA (S/. mm)</b>	215	32	6	<b>253</b>
<i>% total</i>	85.0%	12.7%	2.3%	100.0%
<b>EBITDA margin</b>	13.3%	16.6%	3.4%	<b>12.8%</b>
<b>Workers (#)</b>	5,840	804	978	<b>7,808*</b>
<i>% total</i>	74.8%	10.3%	12.5%	100.0%

*\*Includes 186 Ferreycorp employees as of March 2026*



# Key Takeaways – 1Q'26

## Consolidated Sales

**\$578MM**

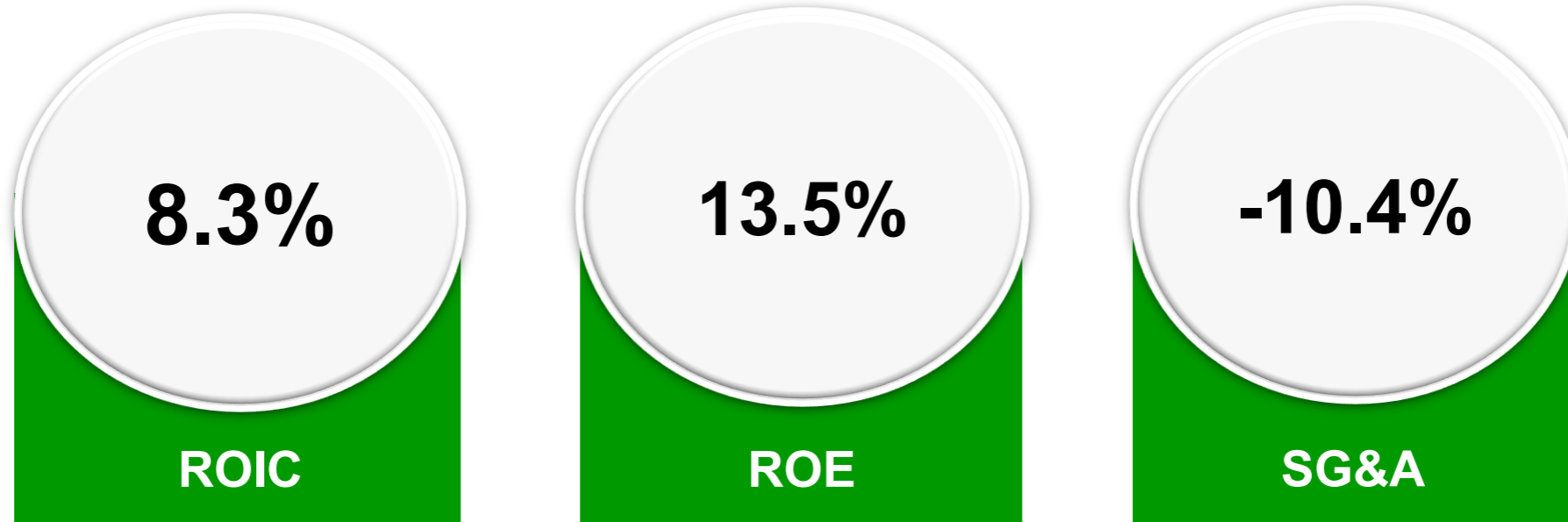
**S/ 1.9 B**

- Revenues grew by **8.3%** in **US\$** dollars (\$ 578m).
- Sales were primarily fueled by the sale of **Caterpillar machinery** on mining, construction, and infrastructure industries





# Key Takeaways – 1Q'26



- **Solid financial performance:** strong results
- Disciplined focus on operational efficiency, **led to a 10.4% reduction in SG&A expenses** compared to the same period last year.
- Results were **influenced by fluctuations in the exchange rate.**



# Capabilities that set us apart

**After-Sales Service:** Expert Technicians and Operational Excellence

**Logistics:** Unrivaled supply chain and logistical capabilities

**Leadership:** Strategic alliances and comprehensive market coverage

**CAT Excellence Program:** (Digital, Financial, Logistics, and Services)

**Financial Strength:** Robust balance sheet and diverse funding sources

**Innovation & Technology:** Growth opportunities and process optimization

**Ethics, Corporate Governance, and Sustainability**





# Partnership with global brands





# Nationwide Presence and Coverage

## **F** SUBSIDIARIES AND FERREYROS OFFICES

- 5 headquarters in Lima
- 17 subsidiaries and offices within the country

## **U** SUBSIDIARIES AND UNIMAQ OFFICES

- 2 headquarters in Lima
- 14 subsidiaries and offices within the country

## **O** SUBSIDIARIES AND ORVISA OFFICES

- 6 subsidiaries and offices in the Amazonia

## **S** SUBSIDIARIES AND SOLTRAK OFFICES

- 1 headquarter in Lima
- 4 subsidiaries and offices within the country

## **FO** FORBIS OFFICES

- 2 headquarters in Lima

## **FA** FARGOLINE OFFICES

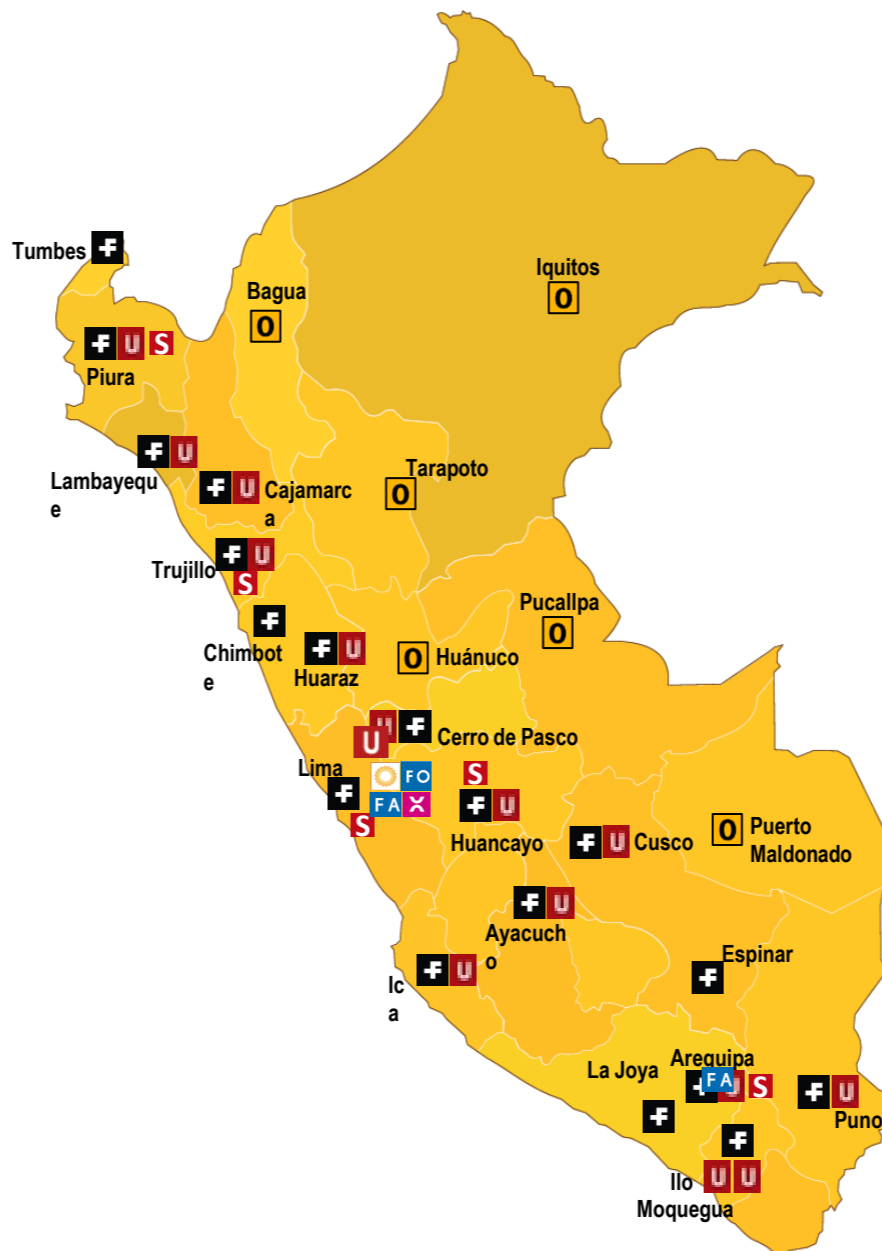
- 1 headquarter in Lima
- 1 headquarter in Arequipa

## **V** VIXORA OFFICE

- 1 headquarter in Lima

## **FERRENERGY** OFFICE

- 1 headquarter in Lima



UNA EMPRESA FERREYCORP



UNA EMPRESA FERREYCORP



UNA EMPRESA FERREYCORP



UNA EMPRESA FERREYCORP



UNA EMPRESA FERREYCORP



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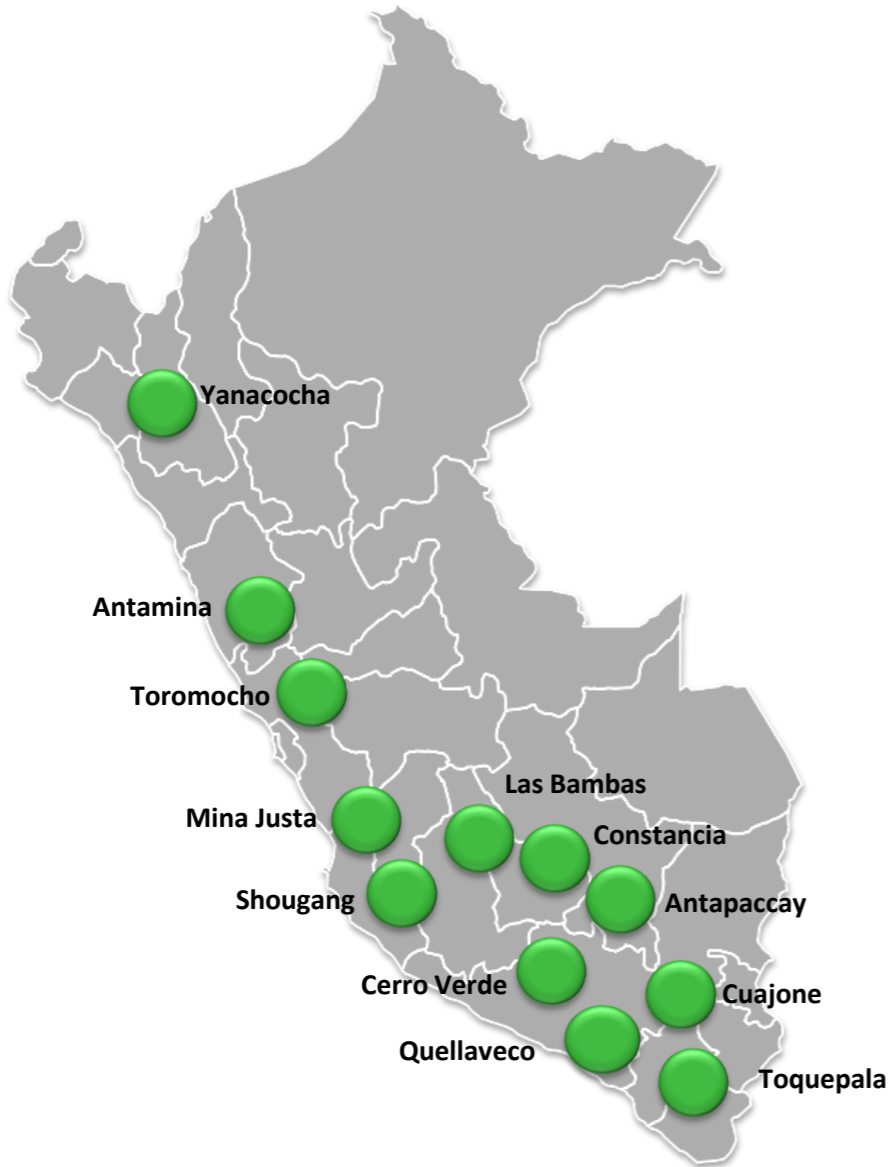
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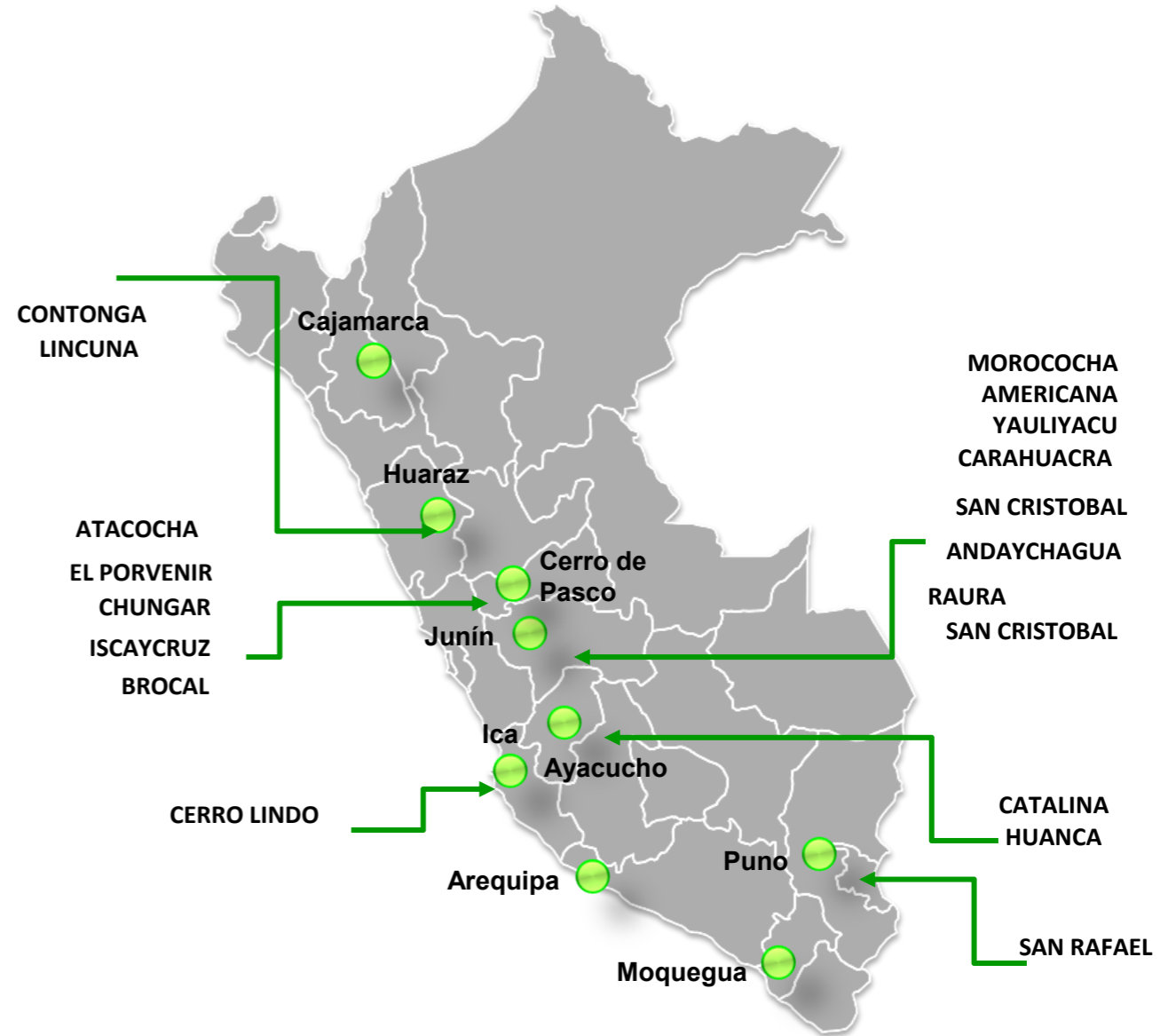


# Committed to long-term client retention and value creation

## Large Open Pit Mining



## Medium-Size and Underground Mining

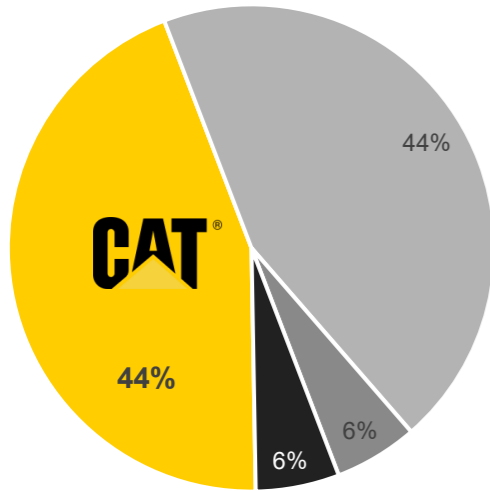




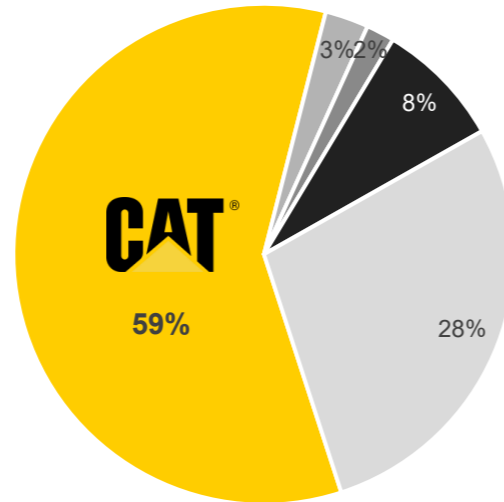
# Caterpillar: Dominant Market Leadership in Peru

## Market Share in Peru\*

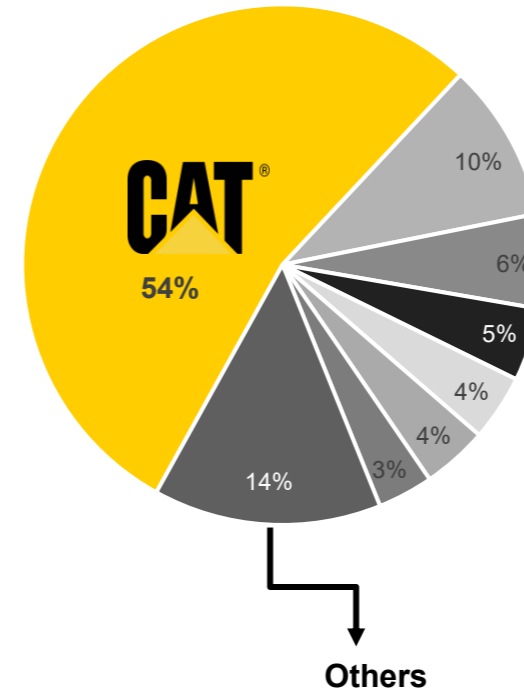
Open-pit mining  
(% units)



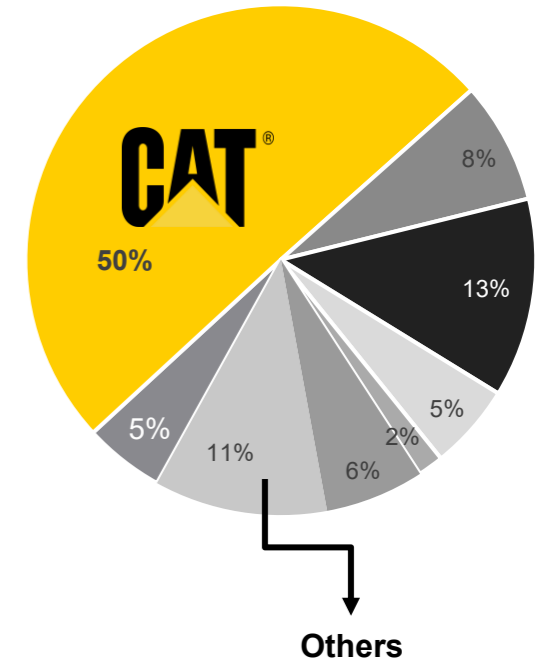
Underground mining  
(% \$ FOB)



Heavy construction  
(% \$ FOB)



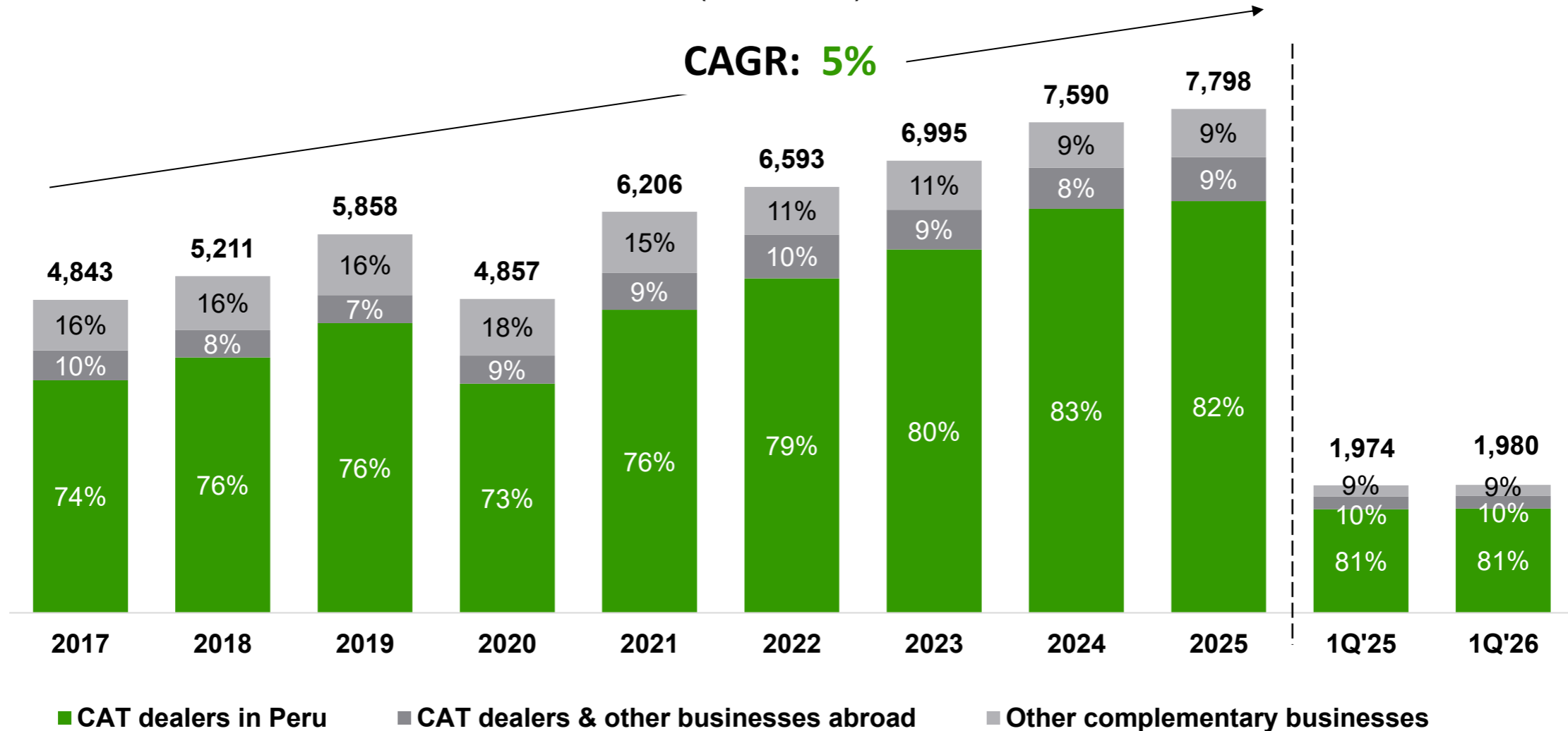
Light construction  
(% units)





# Resilient Operating Model (1/2)

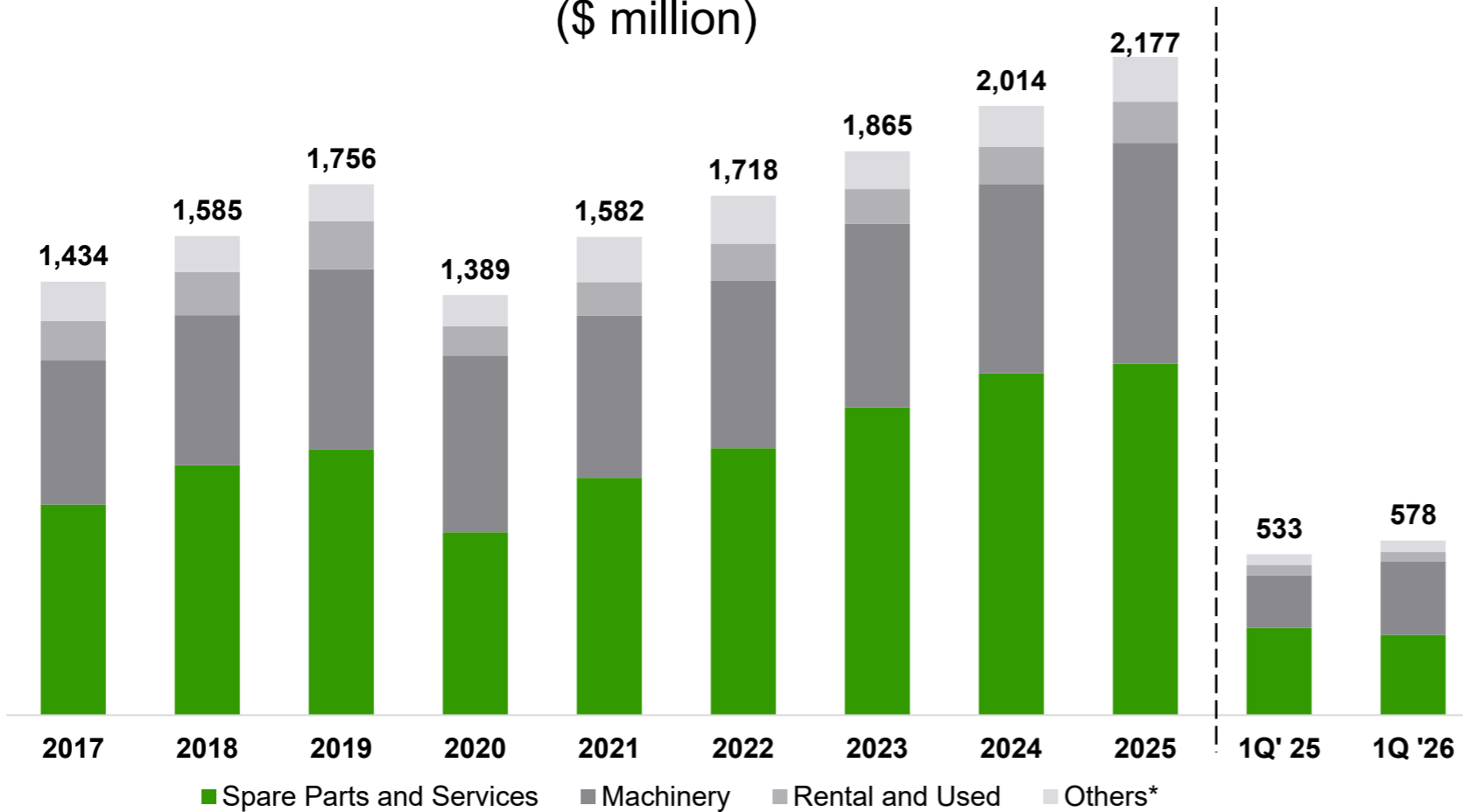
Sales by business groups  
as of March 2026  
(S/. million)





# Resilient Operating Model (2/2)

### Sales by business line (\$ million)



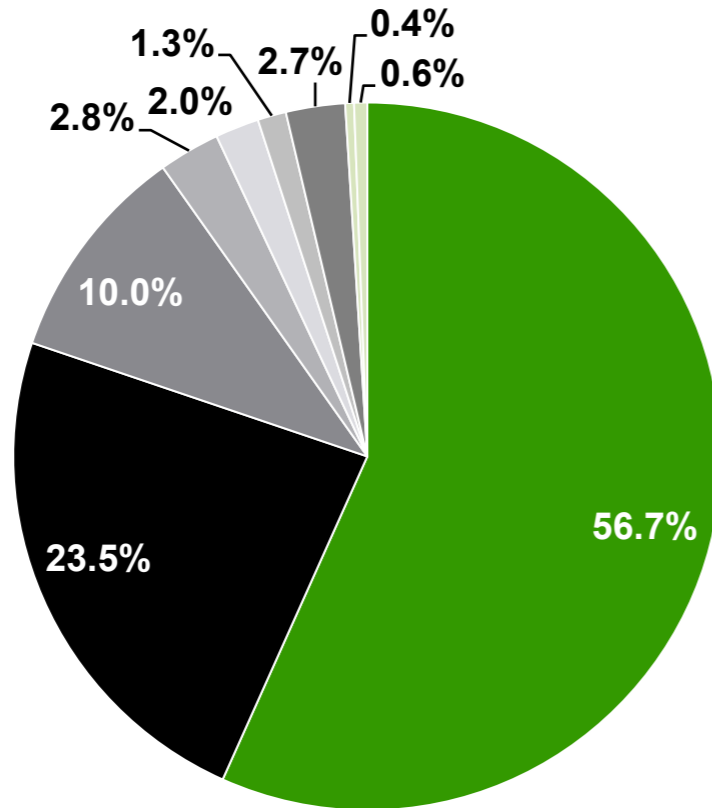
- **Spare Parts & Services** support the business.
- **Diversification strategy through business lines**, presence in **different economic sectors**, different **countries**, various **represented brands** and diversified **portfolio of products** related to capital goods.

(\*) Others include logistic businesses, lubricants and consumables



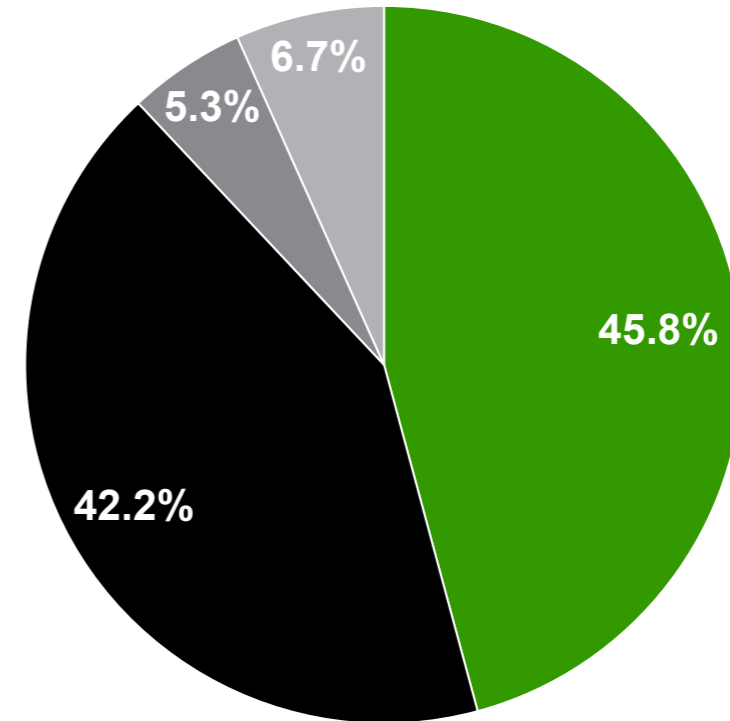
# Our Operational Mix

## Sales by economic sector (%)



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

## Sales by business line (%)



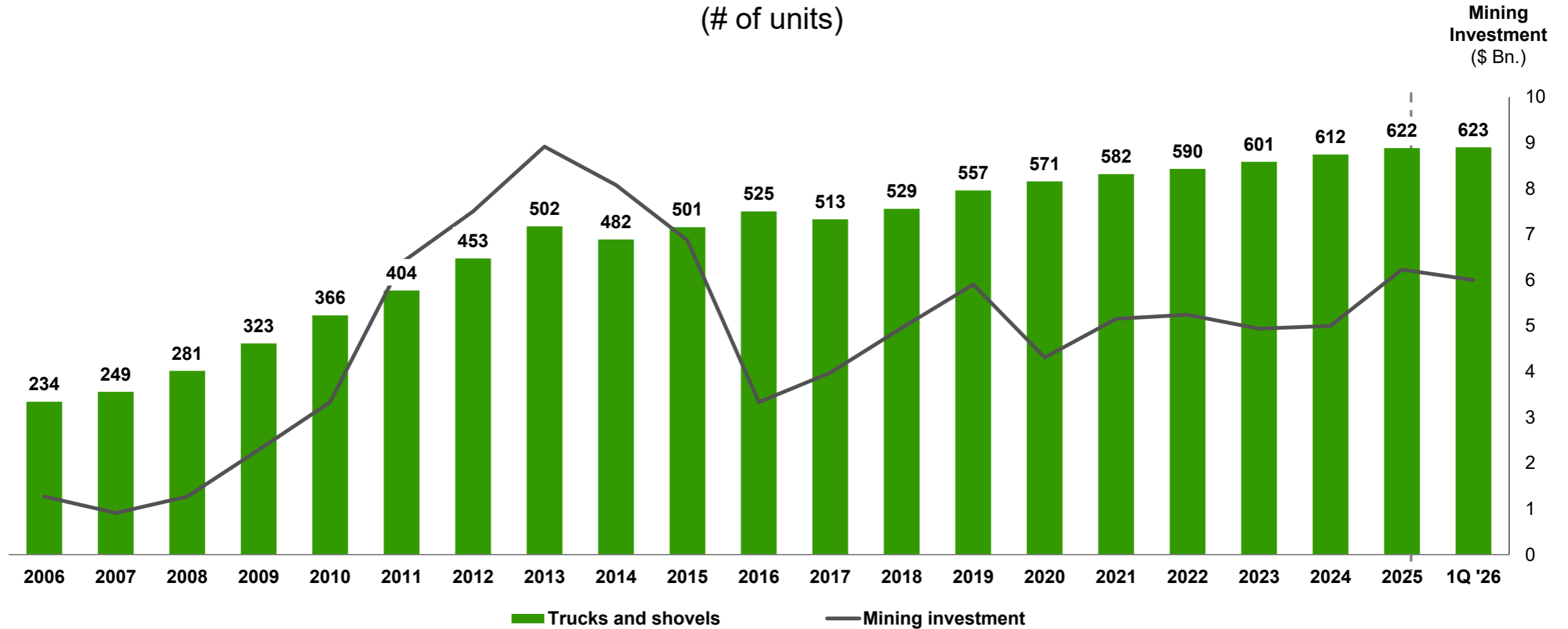
- Spare parts and services
- Prime product
- Rental and used
- Other lines

(\*) "Other lines" includes logistics, lubricants and consumables businesses.



# Caterpillar open-pit mining trucks and shovels population over the years

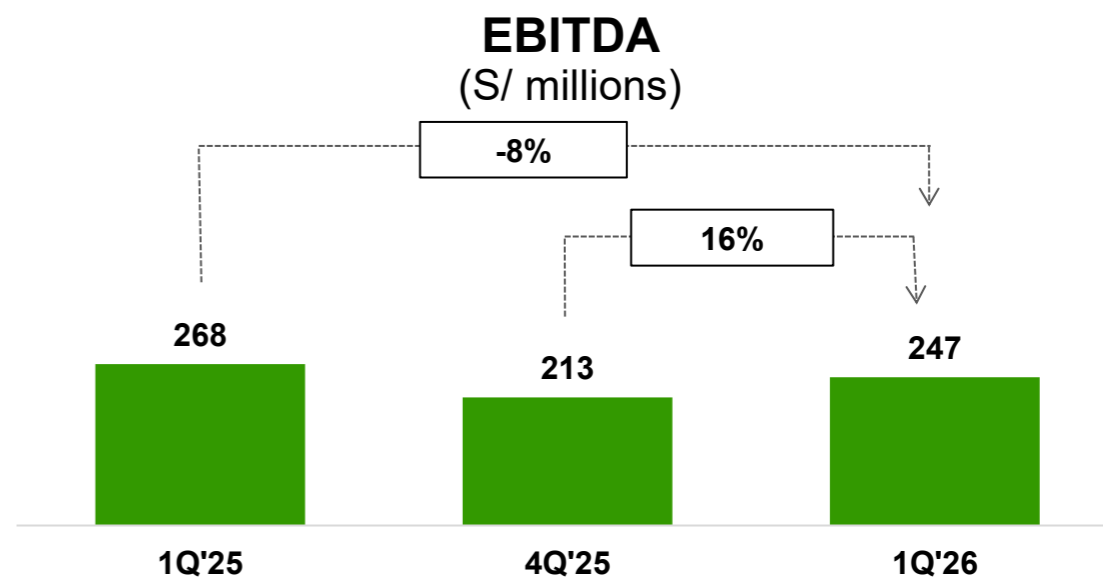
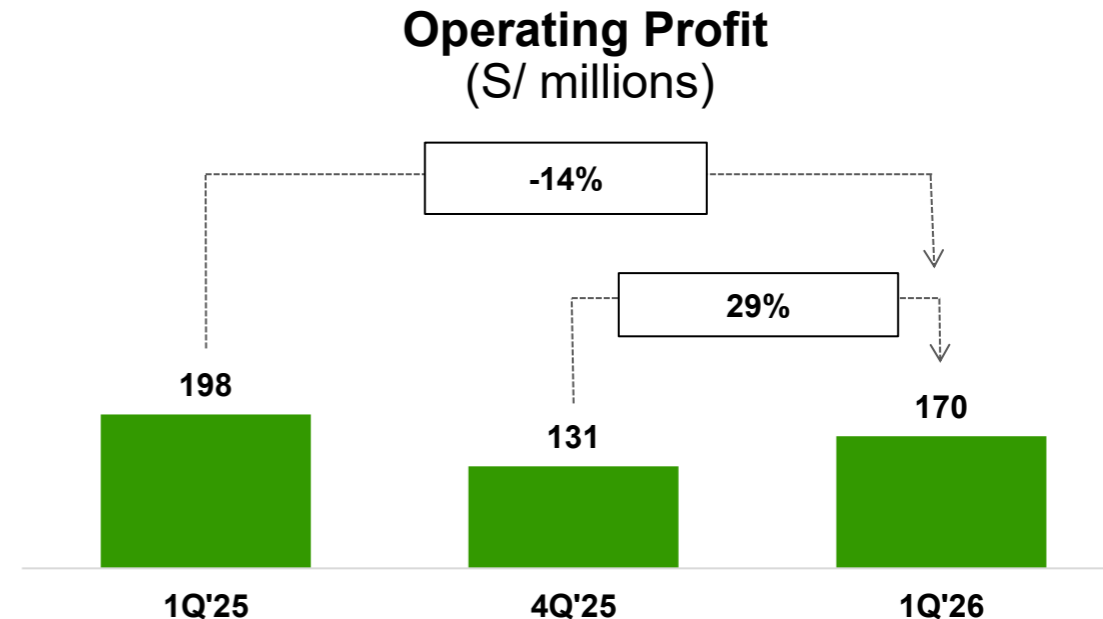
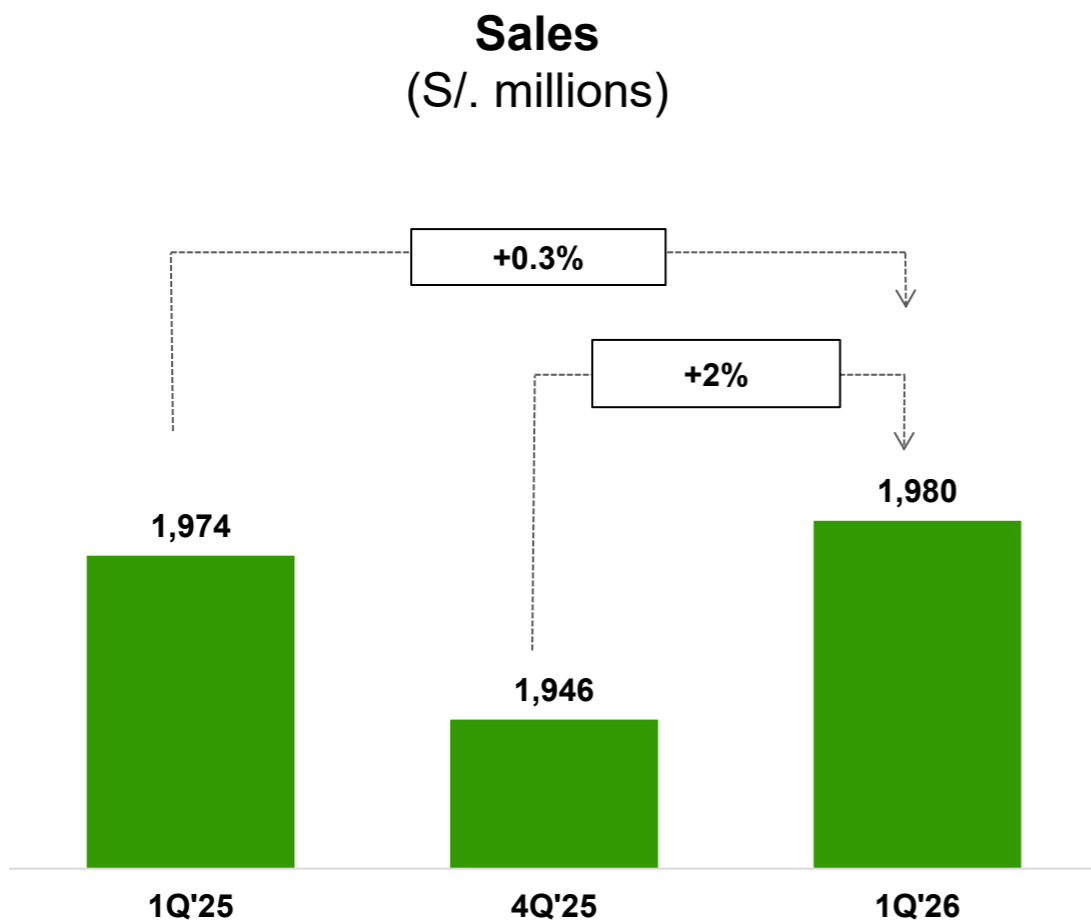
## Active Caterpillar mining trucks and shovels (# of units)



Source: MINEM and Ferreyros



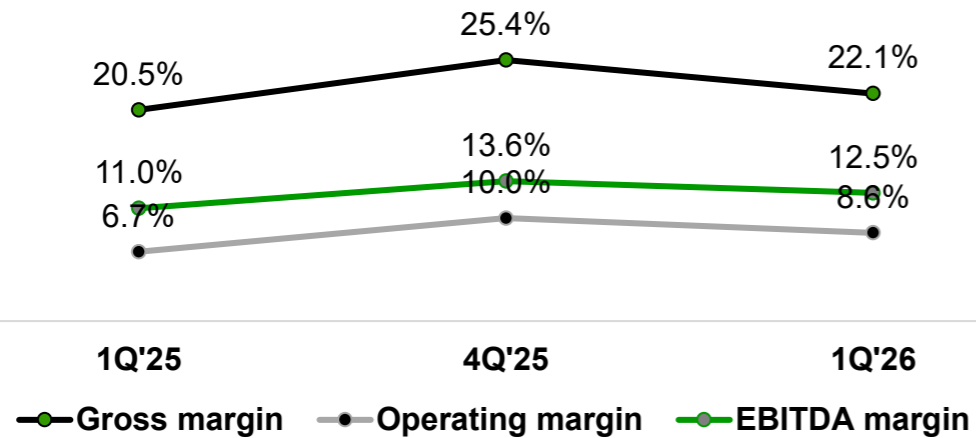
# Strong financial results



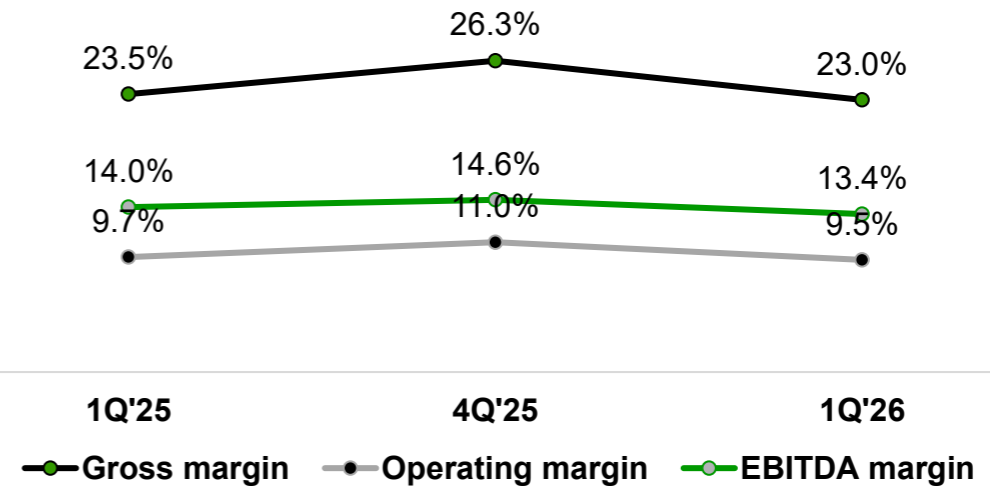


# About the company: Financial Highlights

### Margins (%)

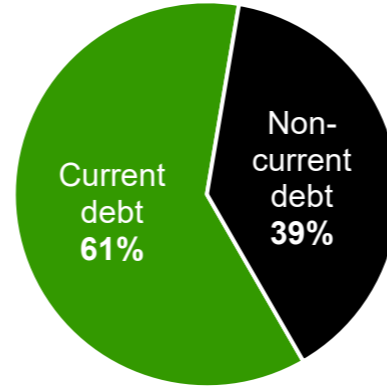
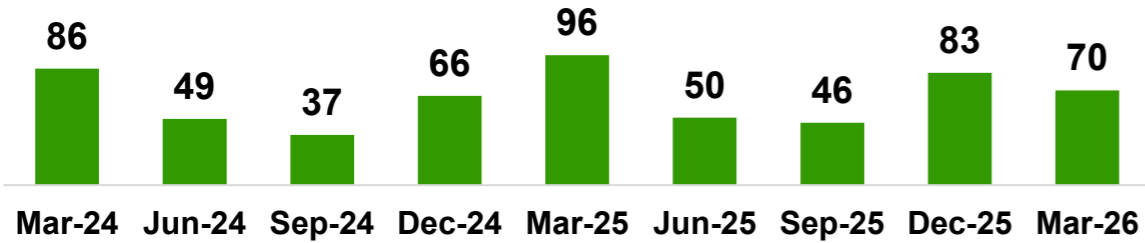


### Adjusted Margins (%)





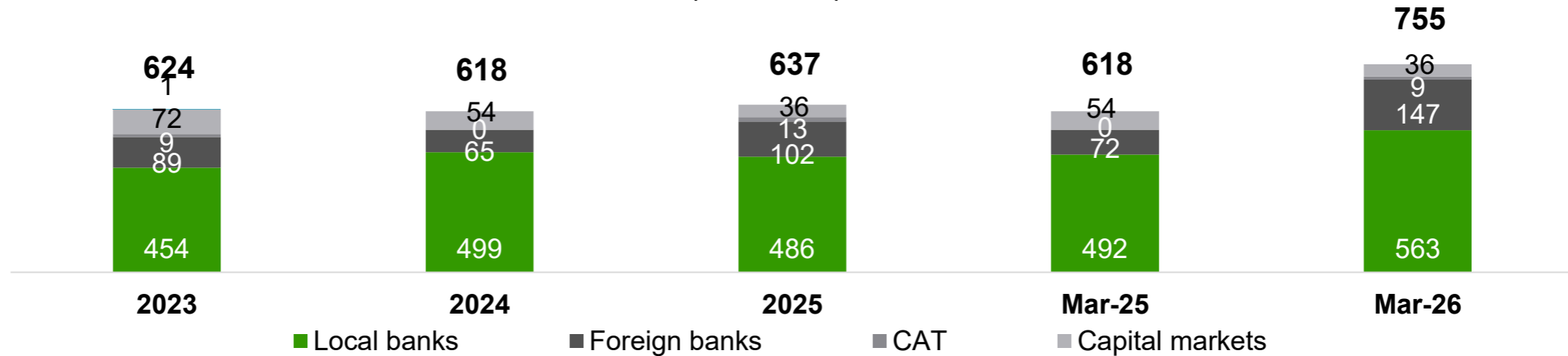
# Cash generation and liabilities management



**1.47** Total Debt-to-Equity Ratio (D/E)

**2.70** Adjusted Financial Leverage (Debt / EBITDA)

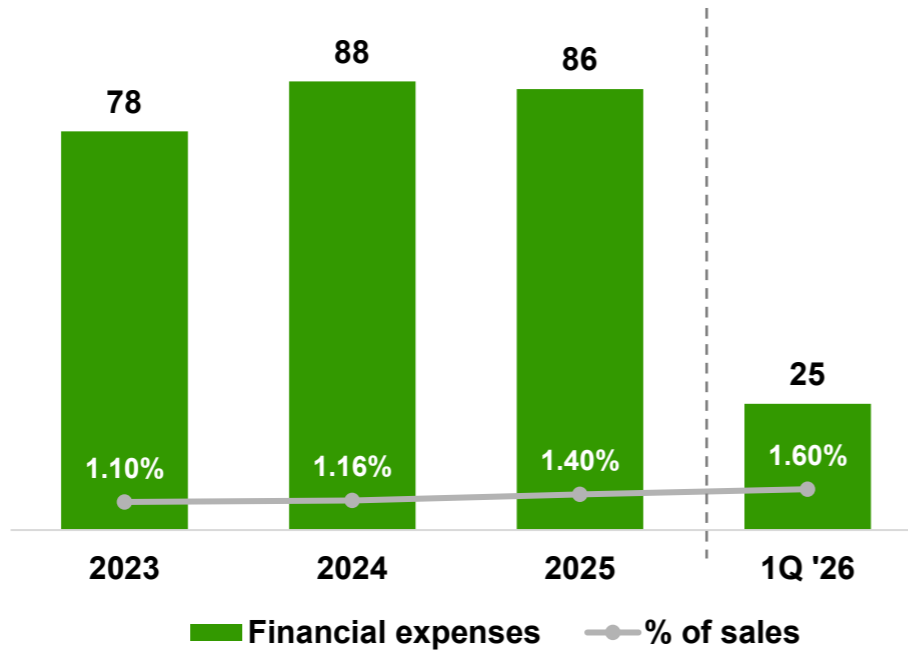
## Debt Evolution (\$ million)



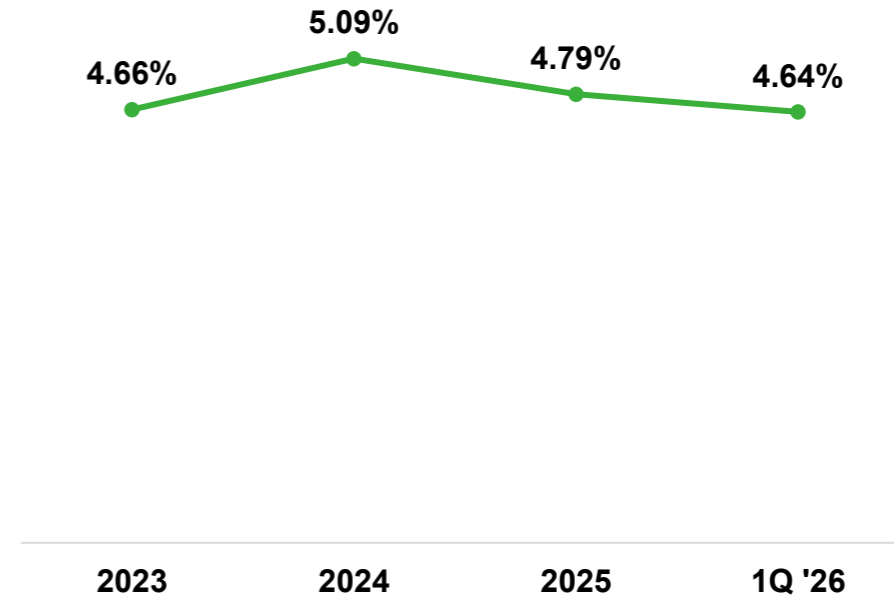


# Financial expenses and average debt expenditure

### Financial expenses (S/. million and %)

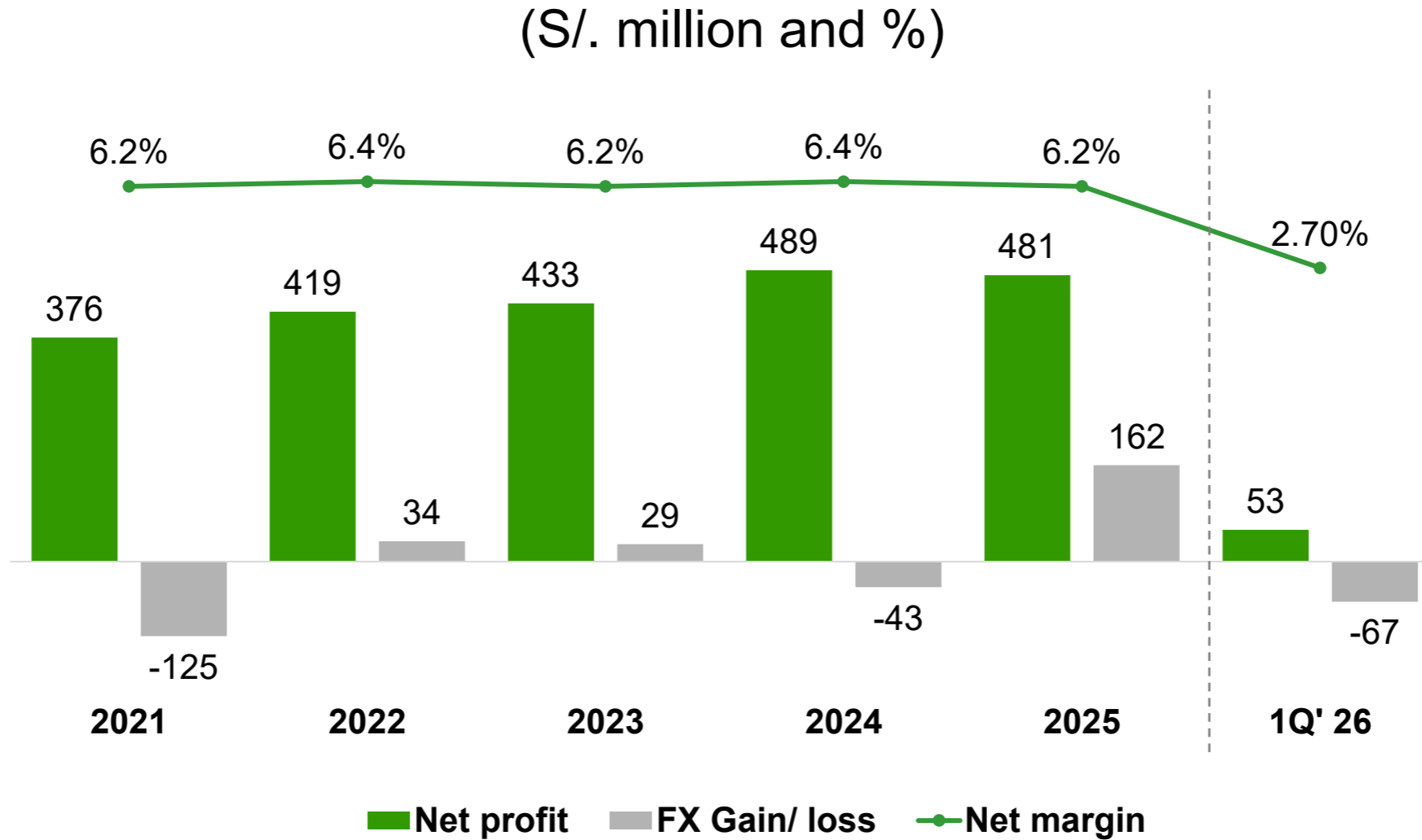


### Average debt expenditure (%)





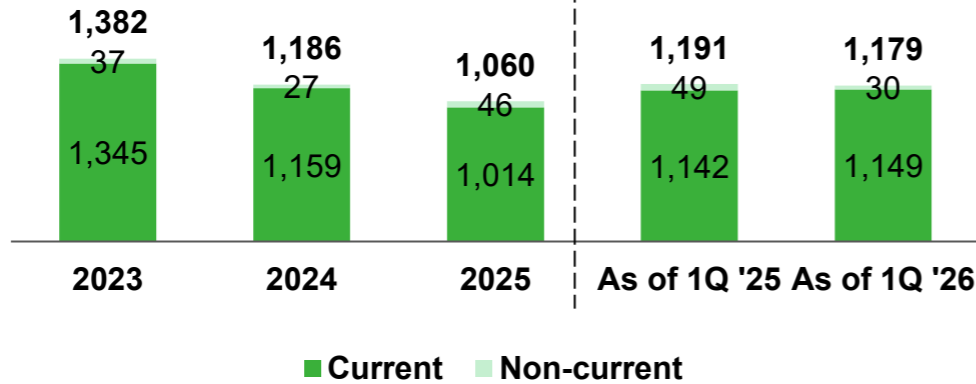
# Net Profit impacted by FX Gain/Loss



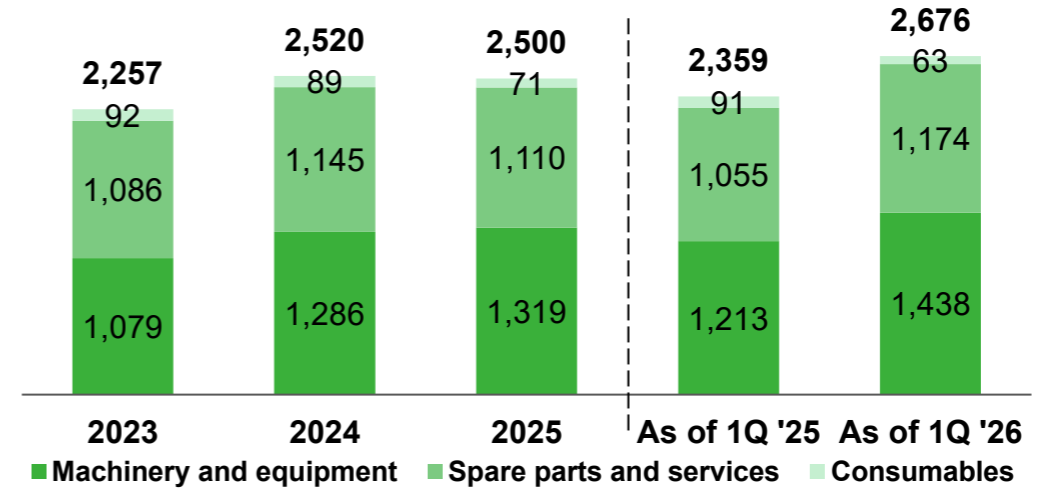


# Assets and cash conversion cycle

### Accounts receivables (S/. million)

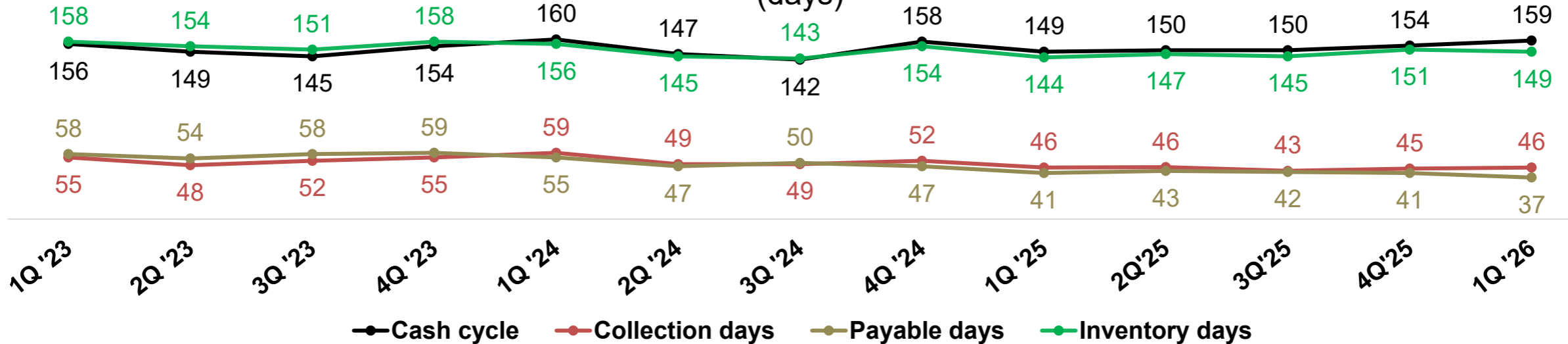


### Inventory (S/. million)



### Cash conversion cycle

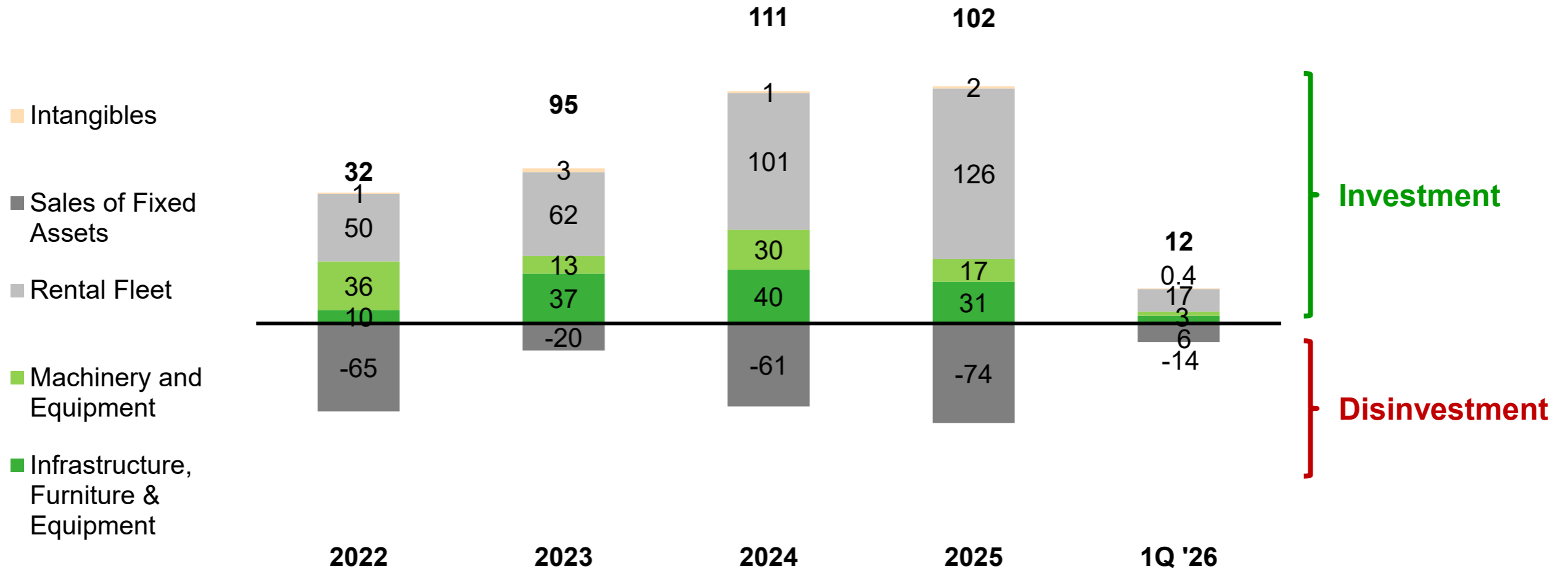
(days)





# Continuous and Purpose-Driven Investment

## CAPEX (\$ million)



- Investment in intangible assets reached **US\$ 0.4 million dollars as of March 2026**
- **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the IFRS 16



# 2025 stock price performance

**+ 33%**

Stock price growth

**7.95%**

Dividend yield

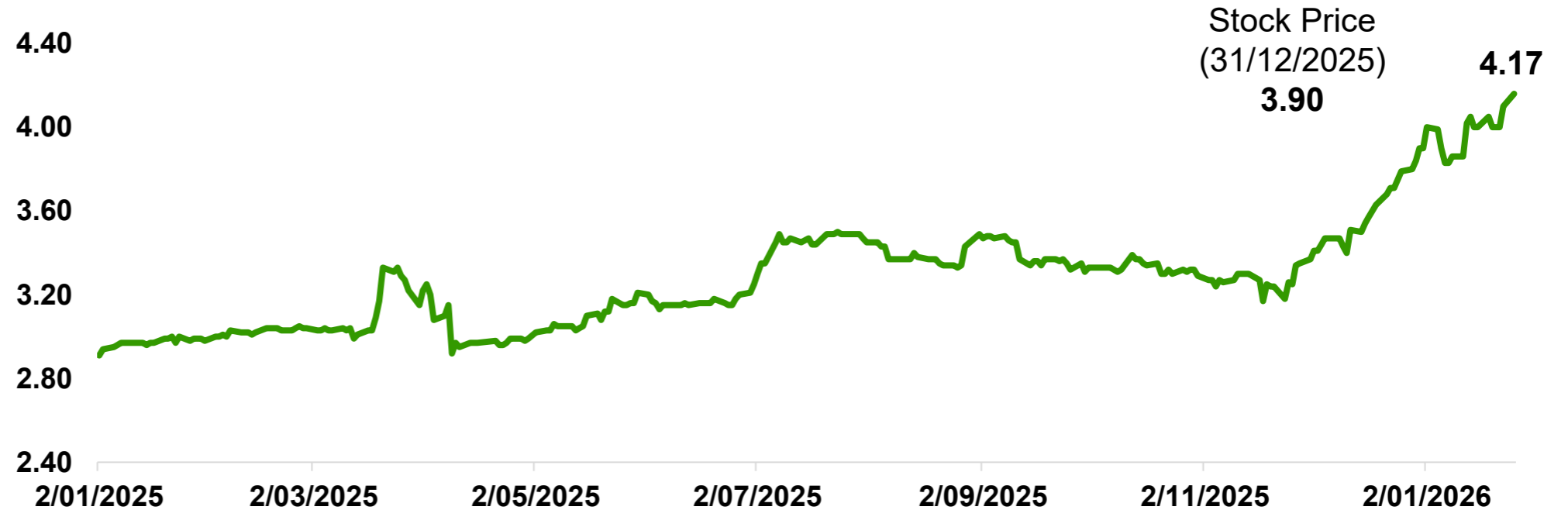
**46.8%**

Total shareholder return  
(2025)

We have a clear dividend policy, distributing the upper limit (60% of the annual net distributable profit)

## Ferreycorp stock price

02/01/2025 – 02/01/2026



# Ferreycorp's Sustainability Program

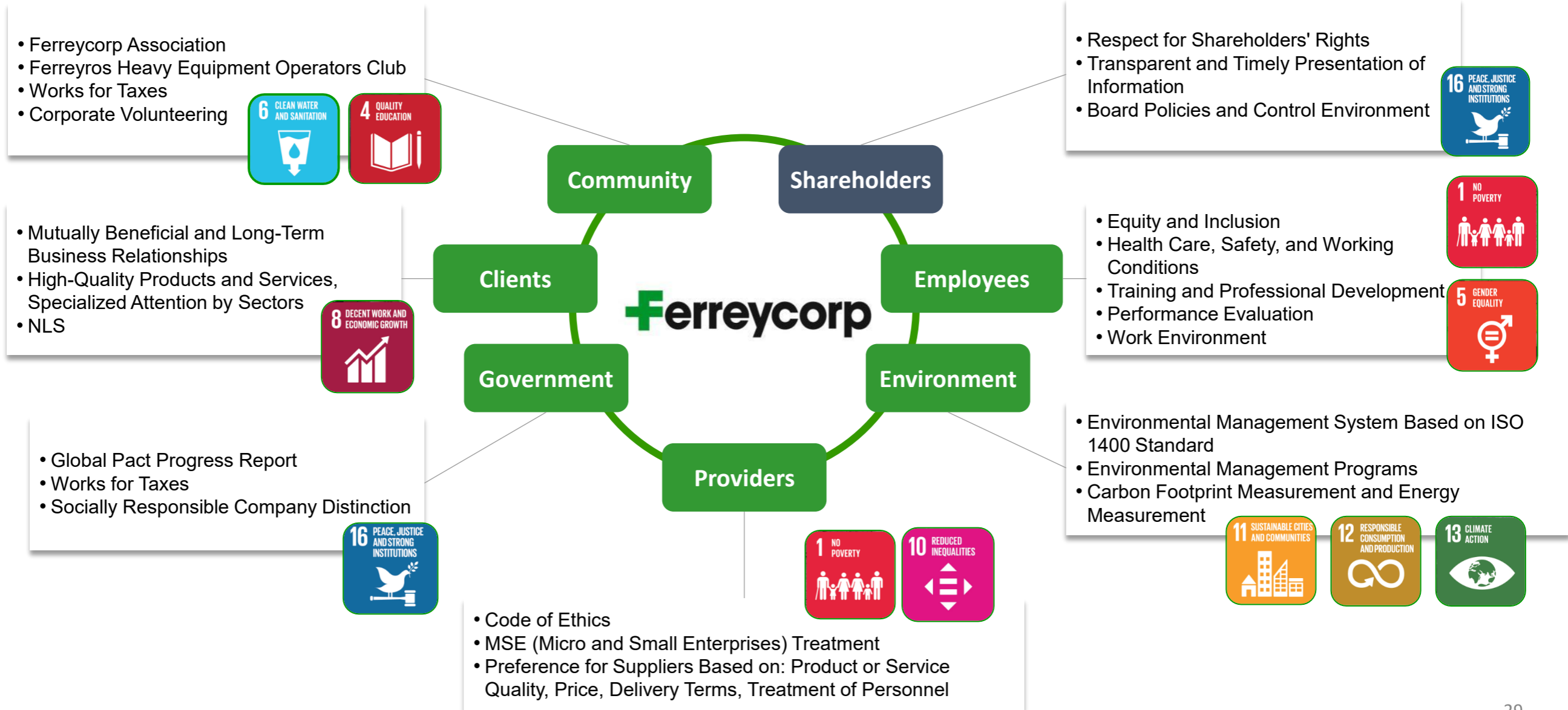
**Ferreycorp**

JUNTOS CREAMOS  
DESARROLLO



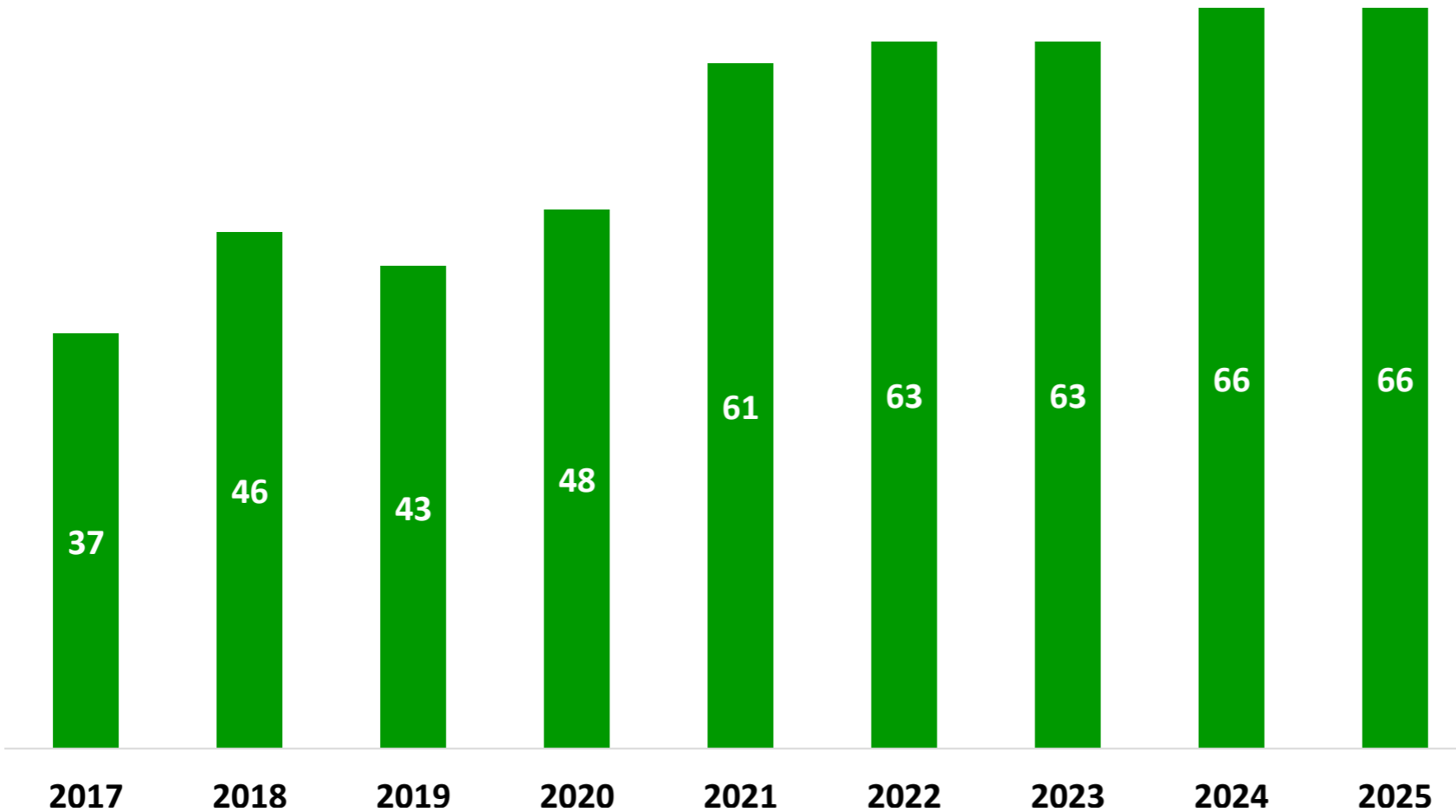


# Ferreycorp's Sustainable Management seeks to positively impact its stakeholders and is aligned with the United Nations Sustainable Development Goals





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



# Ferreycorp

Ferreyros CAT

UNIMAQ CAT 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