

Corporate Presentation

October 2021





Ferreycorp Strategy and Capabilities

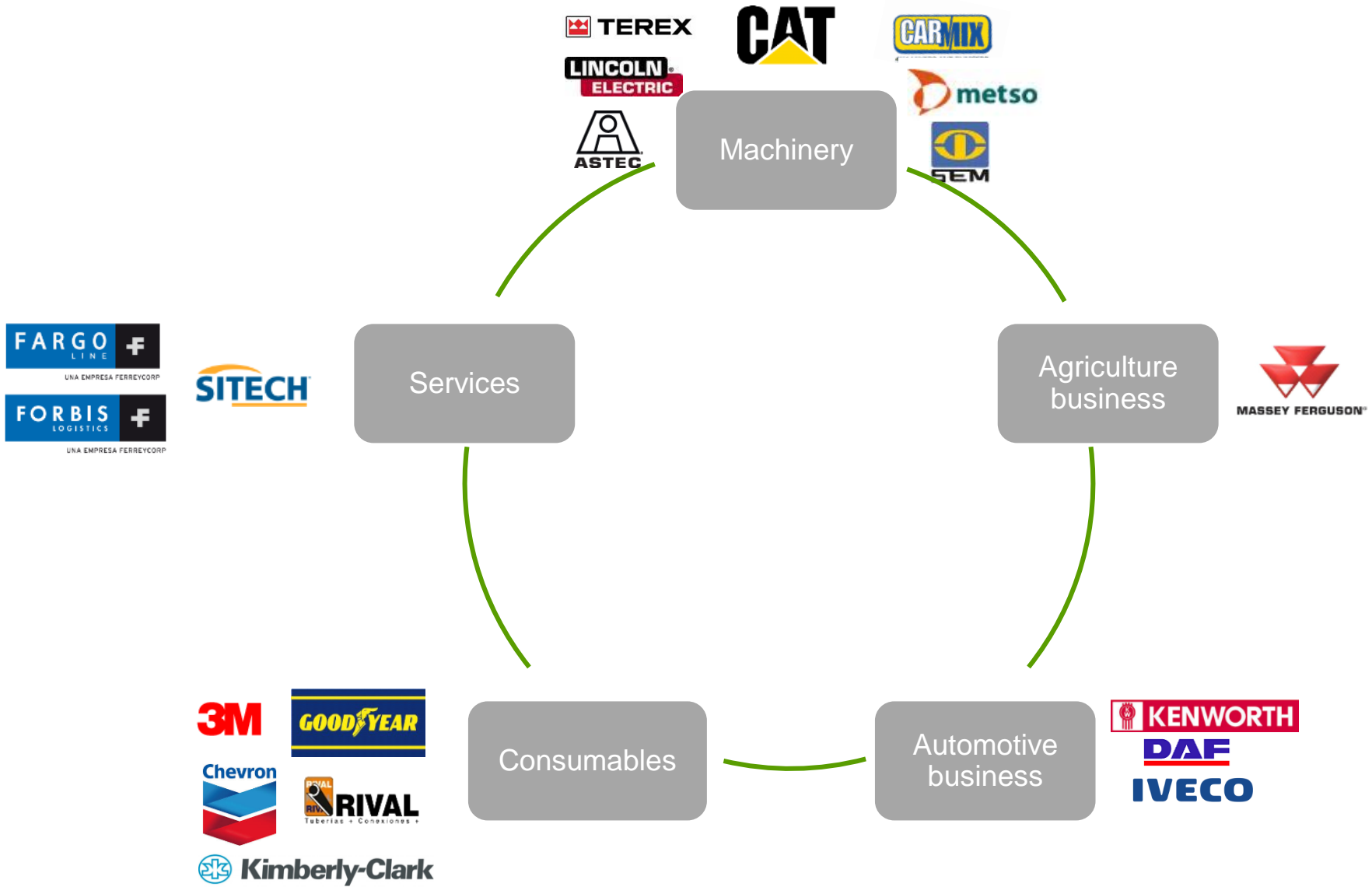
 **Ferreycorp**

Overview of the Company



- **Ferreycorp was established in 1922 with focus in the commercialization of consumption products.**
- **In 1942 , the company assumes the representation and strategic alliance with Caterpillar Tractor (almost 80 years ago) in Peru and entered in the capital goods field.**
- **In the same decade, aiming to achieve greater market coverage, began its decentralization and expansion of its footprint: establishes offices in provinces as well as several subsidiaries.**
- **In 2010 Ferreycorp acquired the Caterpillar dealers in Guatemala, El Salvador and Belize.
Other brands than Caterpillar : Metso, Paus, Kenworth, Iveco, Chevron, 3M, Good Year, Genie, Terex, Wacker, Carmix.**
- **Ferreycorp is a proxy of the Peruvian economy and serves all economic sectors: mining, construction, agriculture, fishing, industry, commerce, telecom, oil, transportation.**
- **Ferreycorp and its subsidiaries have 6,500 employees.**

Complete Value Proposition



Portfolio Diversification



Thanks to the experience and knowledge acquired with Caterpillar, the corporation and its subsidiaries have established strong long-term relationships with a number of global brands. Ferreycorp has consolidated as a prestigious portfolio of represented brands, becoming the leader in its field.



Corporate Structure



BVL: FERREYC1

Caterpillar dealers and allied brands in Peru



Caterpillar dealers and other businesses in Central America



Guatemala



El Salvador



Belize



Nicaragua



El Salvador, Honduras

Other subsidiaries in Peru and abroad



Chile, Colombia, Ecuador, Perú



Allows achieve diversification



YTD2021
(S/. Million)

Caterpillar dealers and
allied brands in Peru

Caterpillar dealers and other
businesses in Central America

Other subsidiaries in Peru
and abroad

Sales

3,317

407

704

% of Total Sales

75%

9%

16%

EBITDA

573

53

101

% of Total EBITDA

79%

7%

14%

EBITDA Margin

17%

13%

14%

of employees

4,807

762

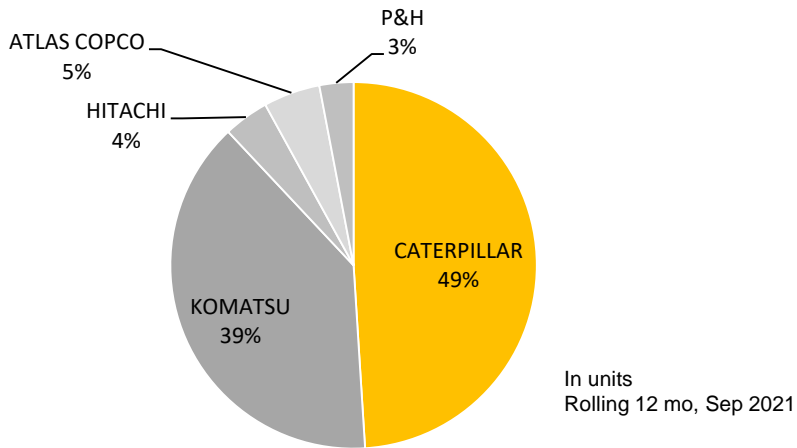
1,020

Third group of companies is increasing their share in total sales: 2013 (10%), 2014 (11%), 2015 (12%), 2017, 2018 and 2019 (16%), 2020 (18%) – as a result of diversification strategy through complementary businesses.

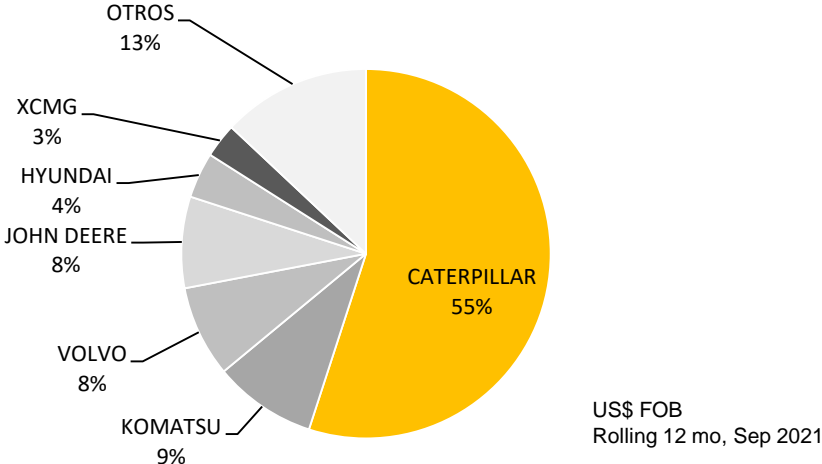
With a strong market share in order to take all the market opportunities



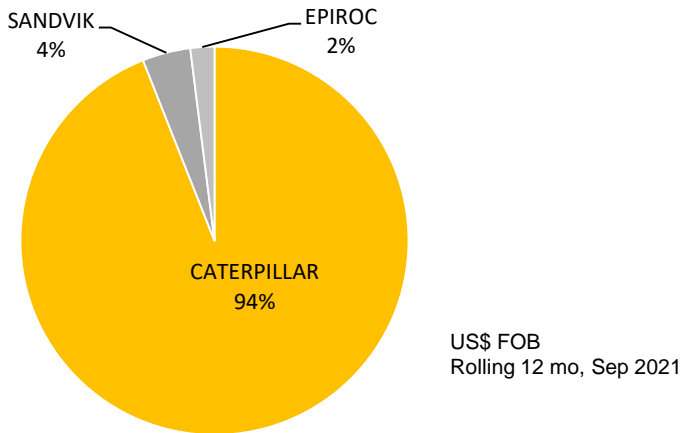
Open pit mining



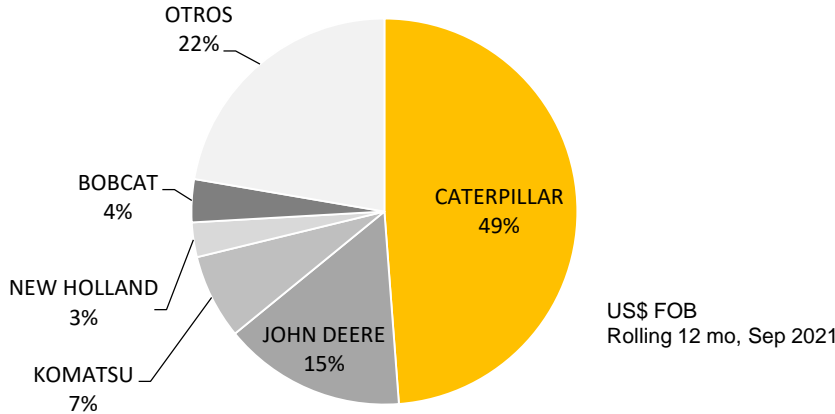
Heavy construction



Underground mining



General construction



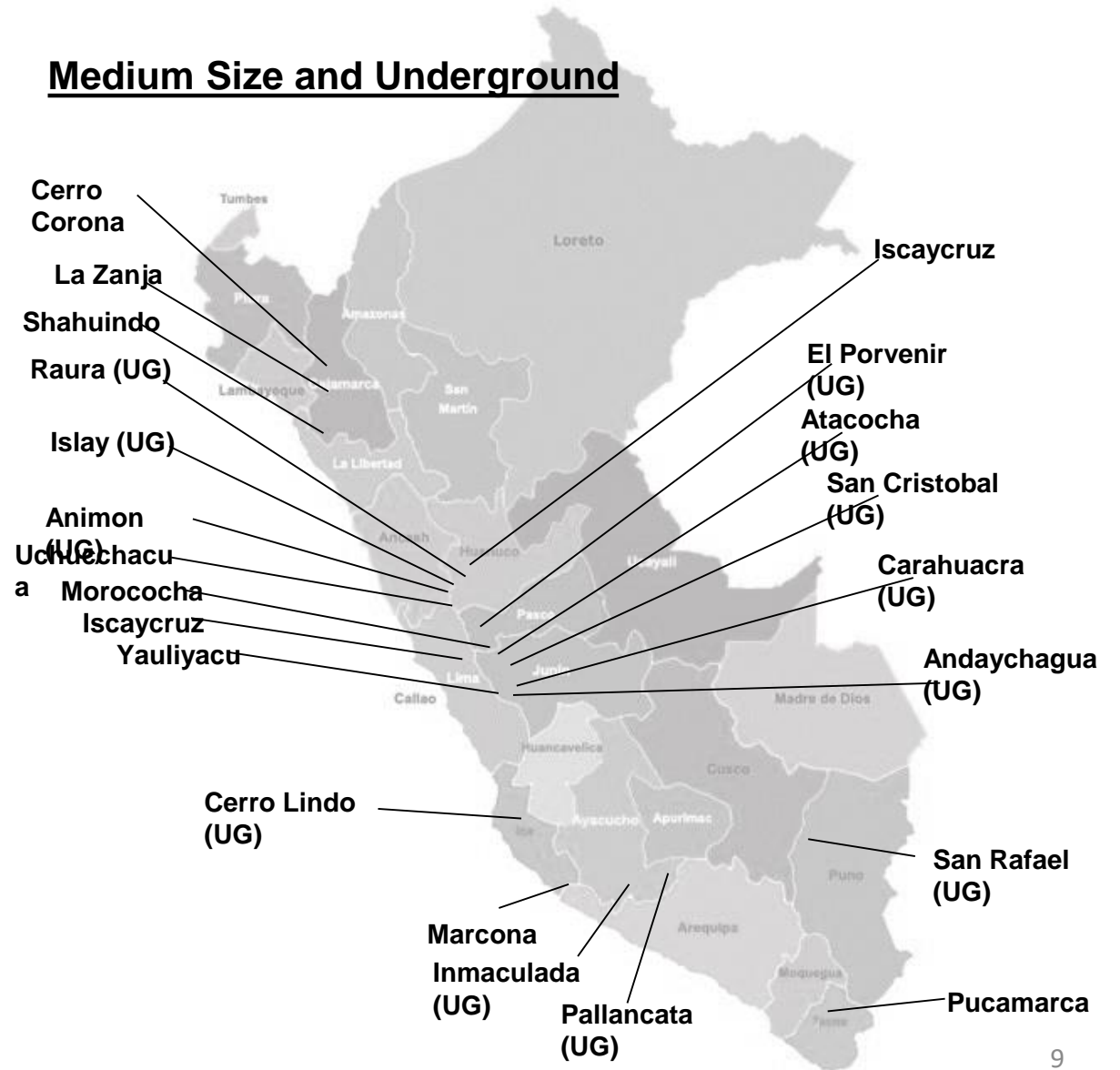
Supported by current Mining customers: *50% of sales*



Large Open Pit



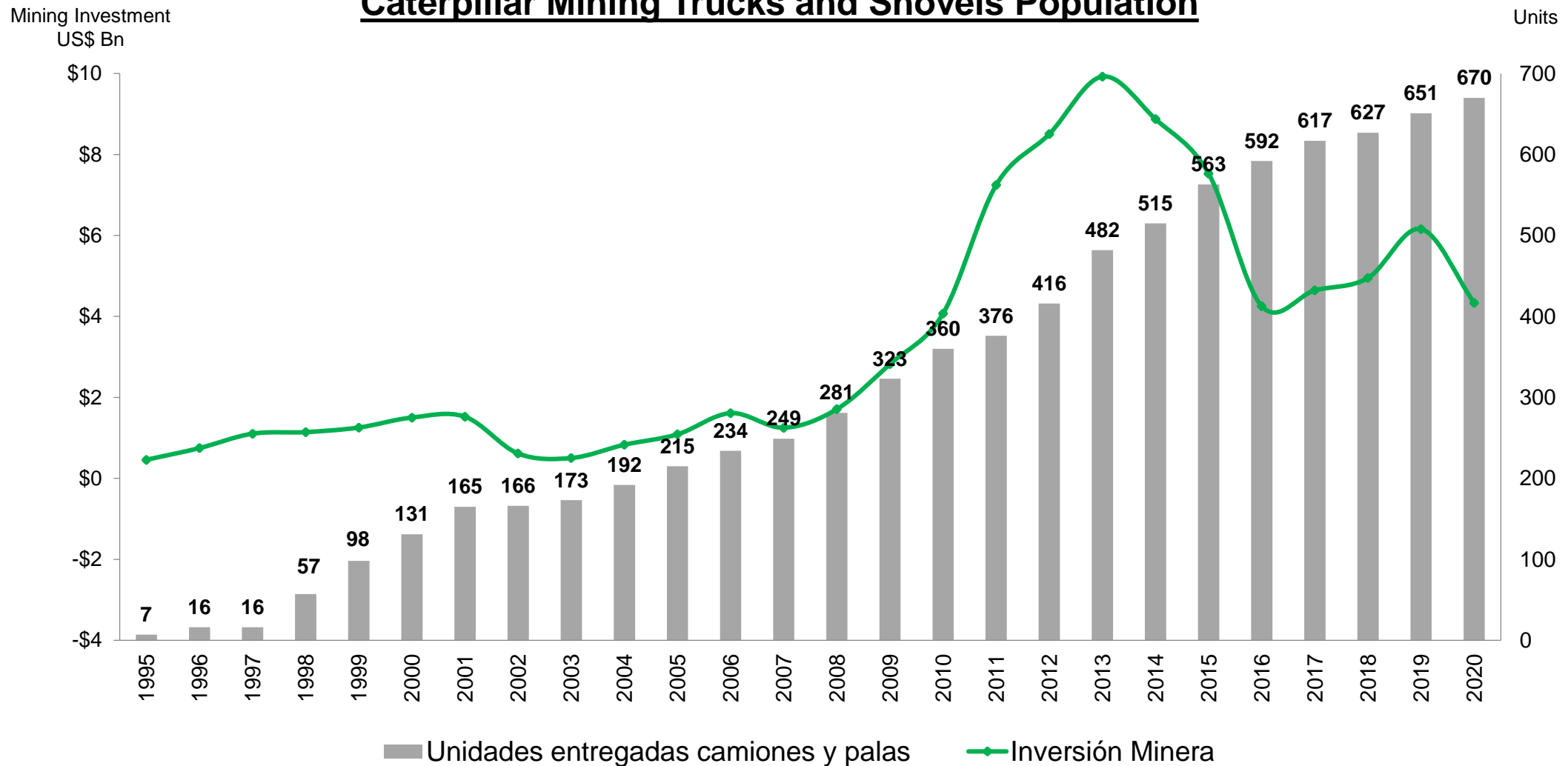
Medium Size and Underground



Increasing Caterpillar mining trucks and shovels population over the years



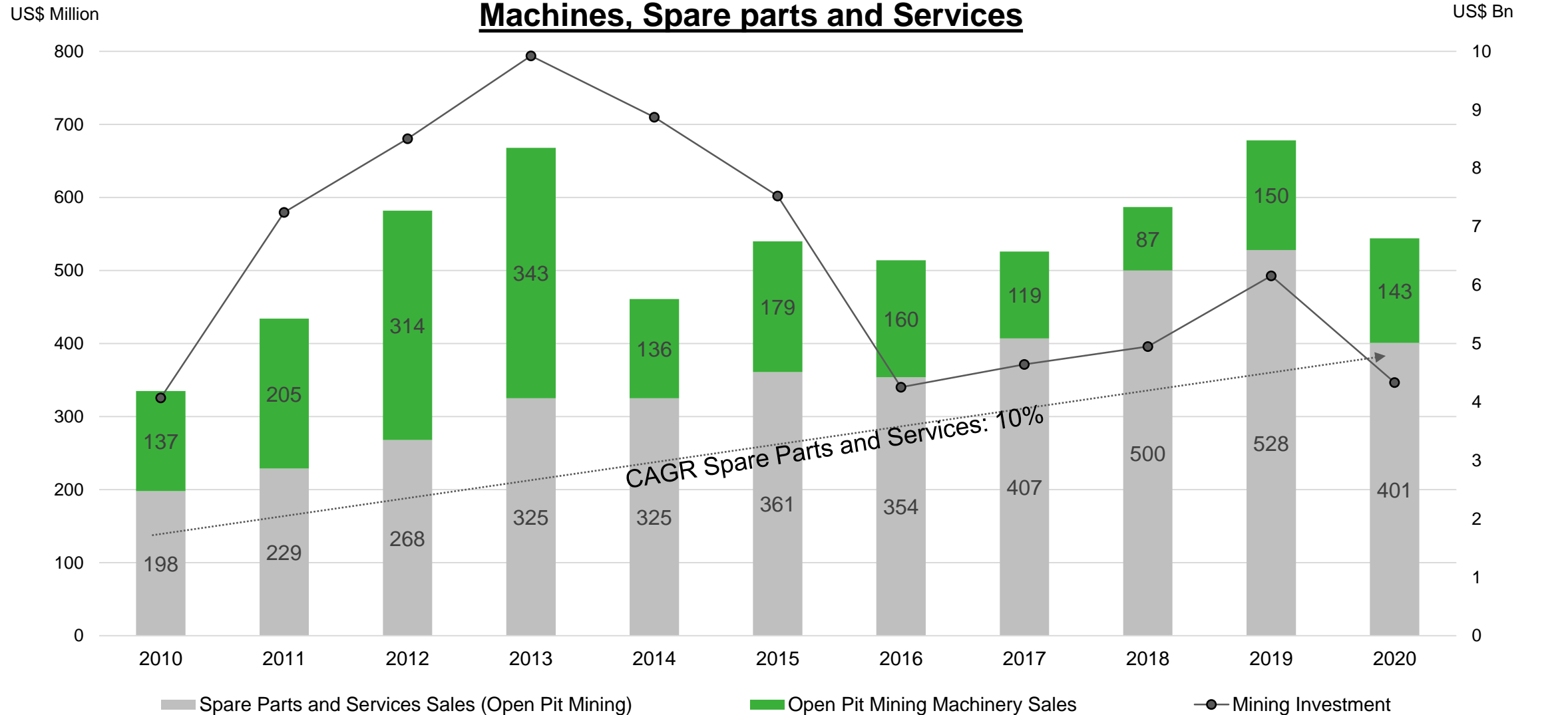
Caterpillar Mining Trucks and Shovels Population



Leverage our sales



Open Pit Mining Sales Machines, Spare parts and Services



Key Capabilities developed over the years



Long-term strategic alliances. Access to best practices, Xcellence programs.

Market coverage

Unmatched supply chain and logistics capabilities

Excellence in after market with experienced technicians and accumulated data

Financial strength and funding sources

Innovation and technology

Ethics and compliance, Corporate Governance and Sustainability



Financial Results

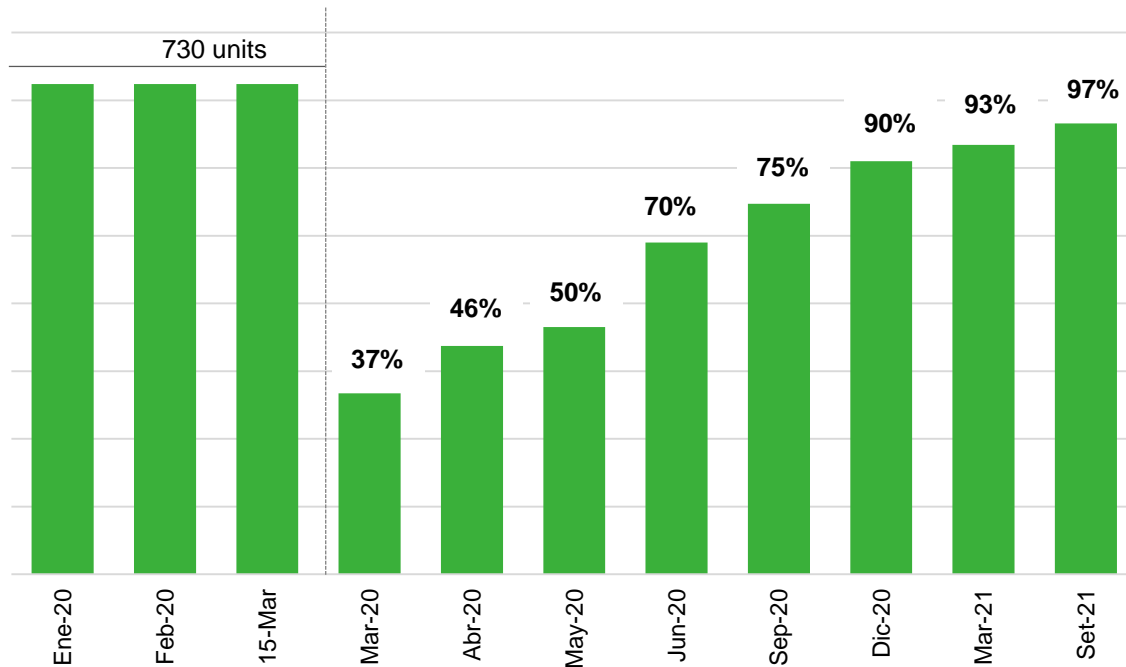


Mining and Construction Capacity Evolution

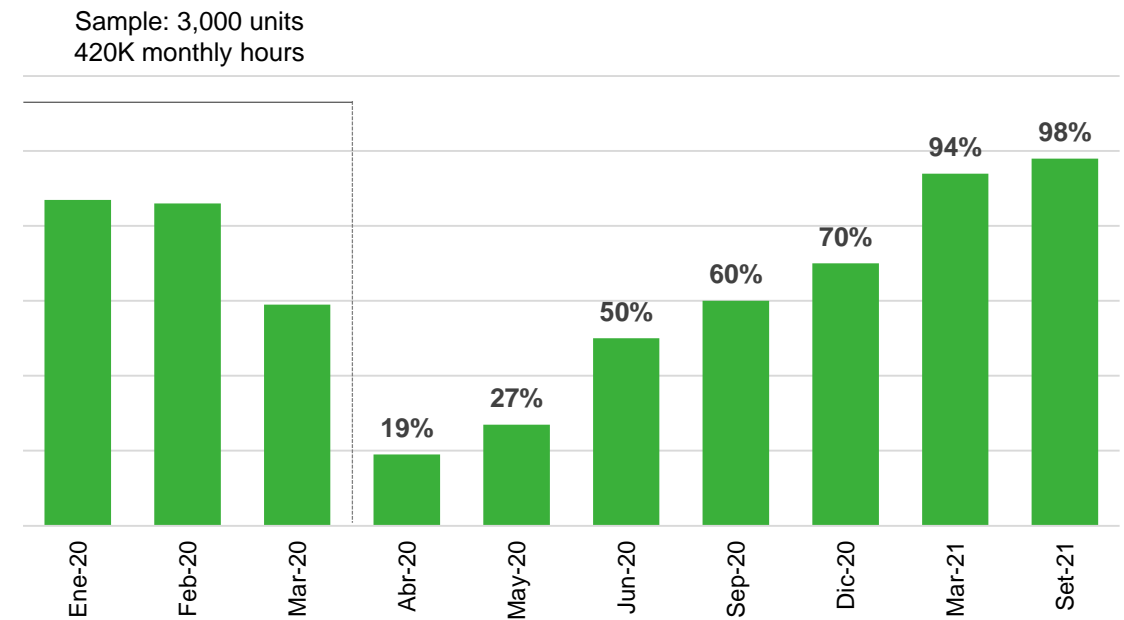
Recovery to pre pandemic levels



Open pit mining equipment
(Units)



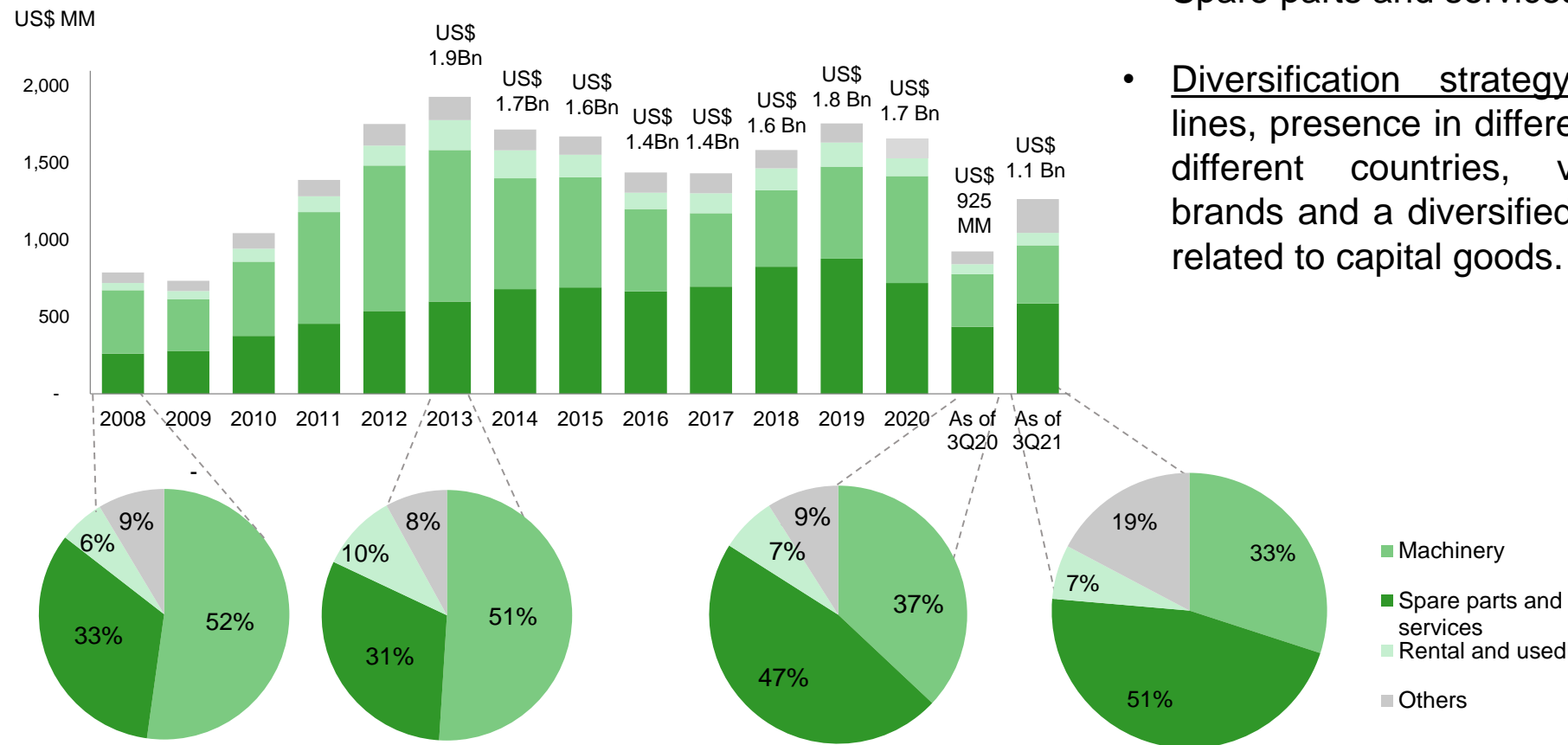
Heavy construction machines
(Monthly hours)



Resilient Business Model



Sales by Business Line



- Spare parts and services support business.
- Diversification strategy through business lines, presence in different economic sectors, different countries, various represented brands and a diversified portfolio of products related to capital goods.

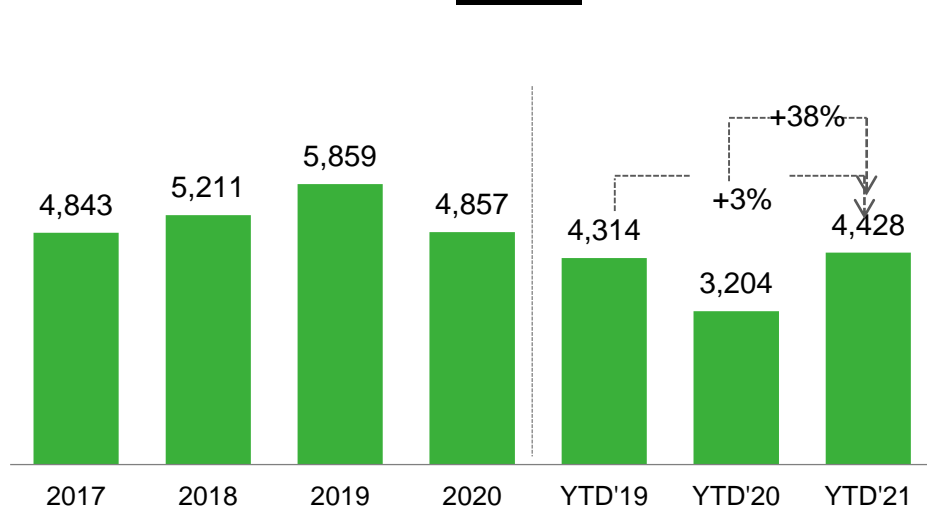
(*) Other lines include: logistic businesses, lubricants and consumables.

Reflected in strong financial results

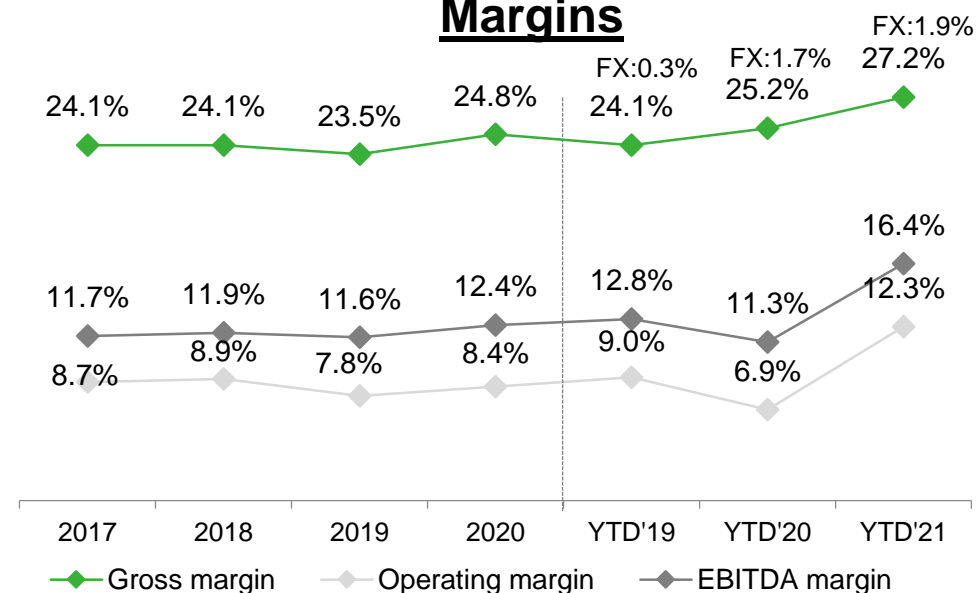


Million soles (S/ mm)

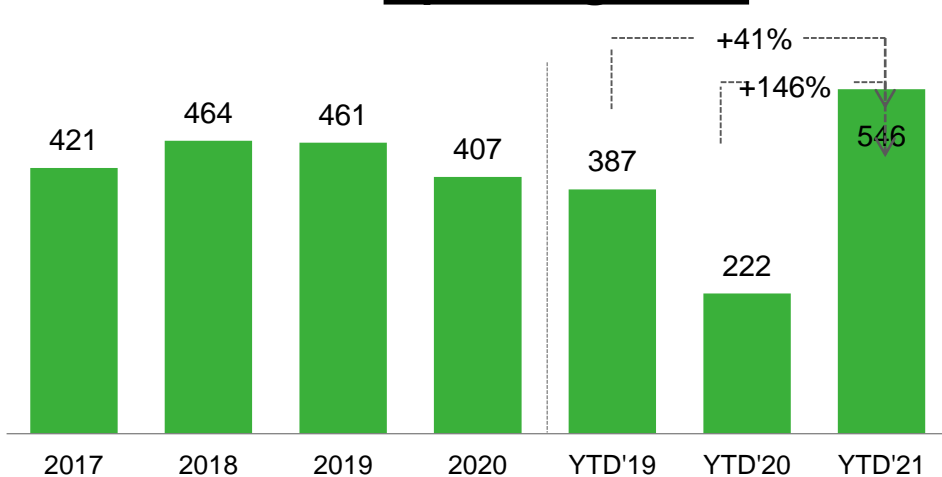
Sales



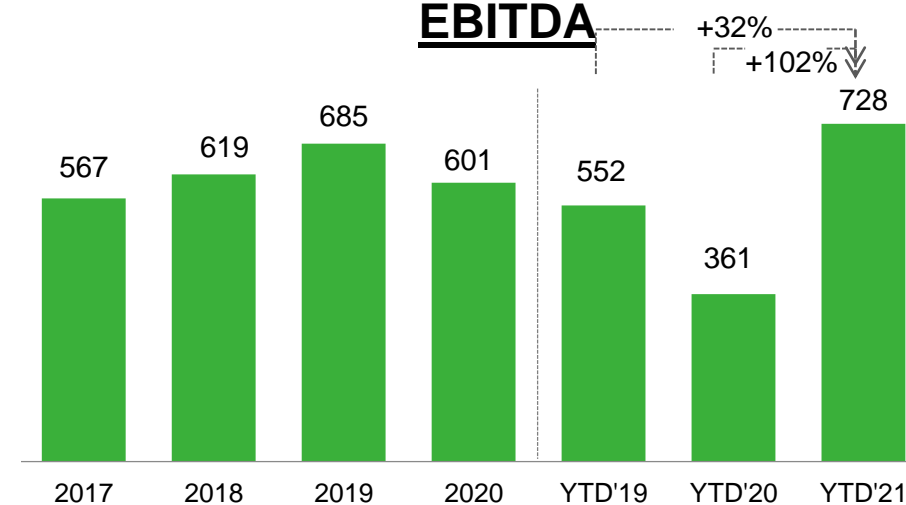
Margins



Operating Profit



EBITDA

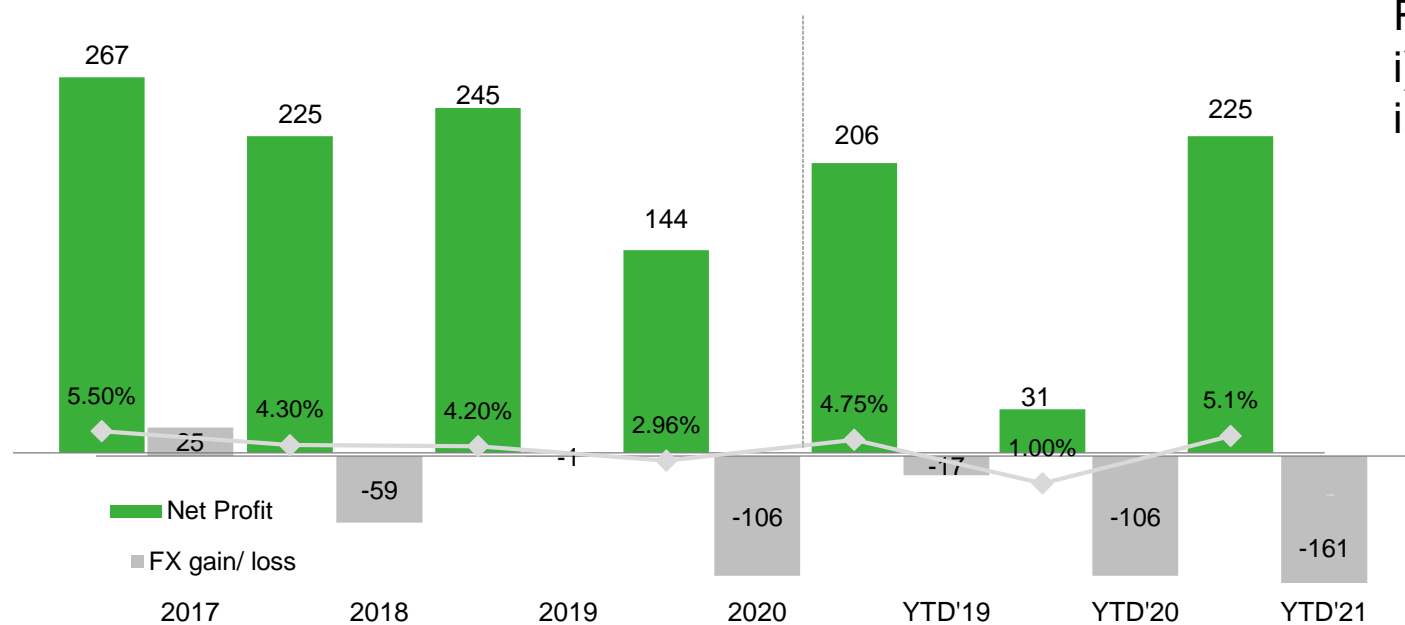


Net Profit impacted by FX Loss



Net Profit, Margin and FX Loss

(In million S/)



FX loss as of September 2021: S/ 161 million

Recovered through:

i) Gross margin: S/ 86 mm (1.9%)

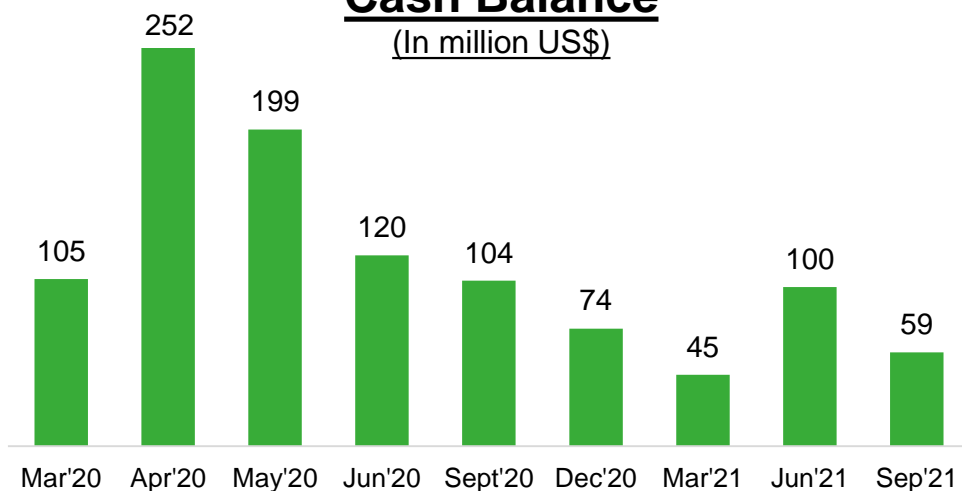
ii) Inventory reserve as of September: S/ 108 mm

Liquidity and working capital trends



Cash Balance

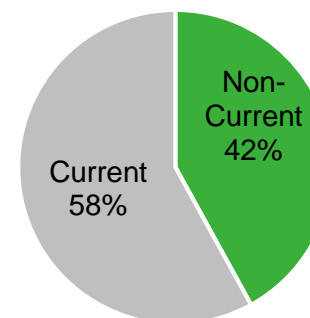
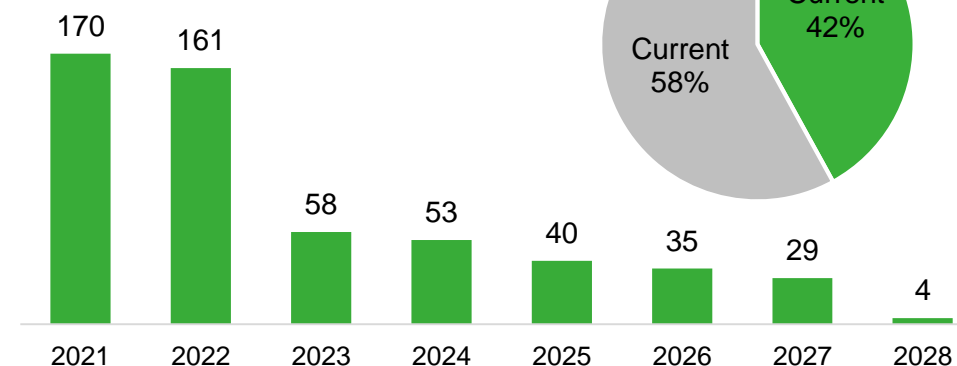
(In million US\$)



Target: 50% - 50%

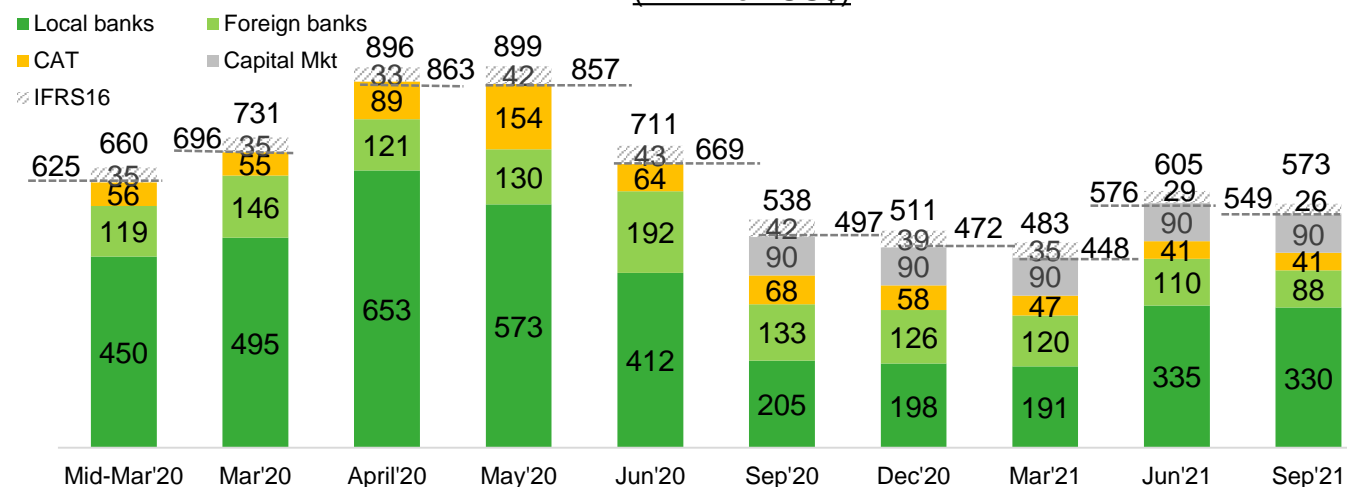
Debt Maturity

(In million US\$)



Debt

(In million US\$)



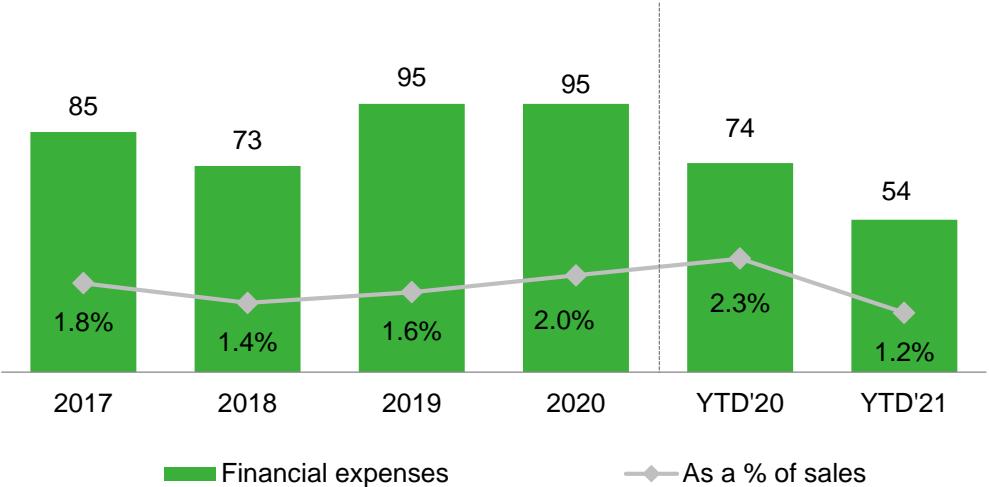
Ratios

	Dic-19	Mar-20	Jun-20	Set-20	Dic-20	Mar-21	Jun-21	Sep-21
Net debt / EBITDA	3.21	3.35	4.05	3.19	2.64	2.53	2.35	2.21
Adjusted Debt / EBITDA	2.36	2.5	3.22	3.07	2.37	1.92	1.71	1.69

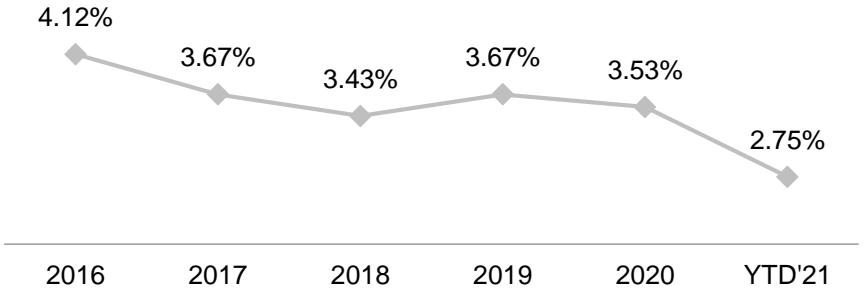
Financial expenses and controlled average cost of debt



Financial Expenses (In million S/)



Average cost of debt

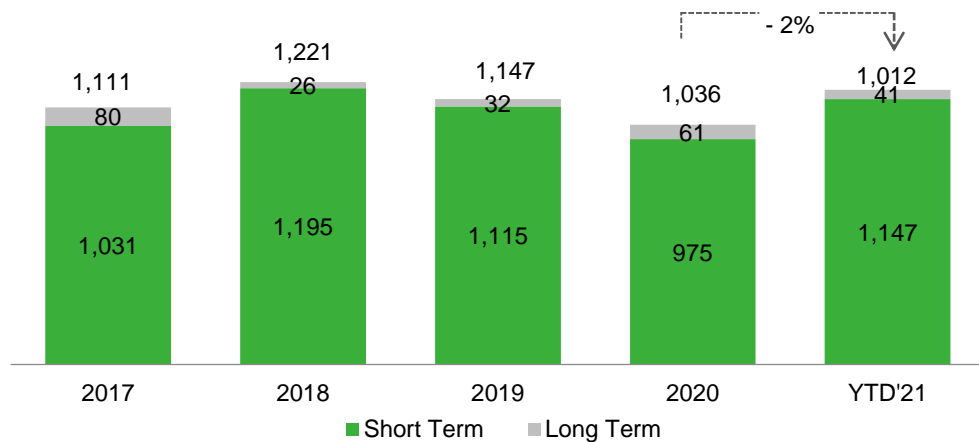


Controlling main assets and CAPEX



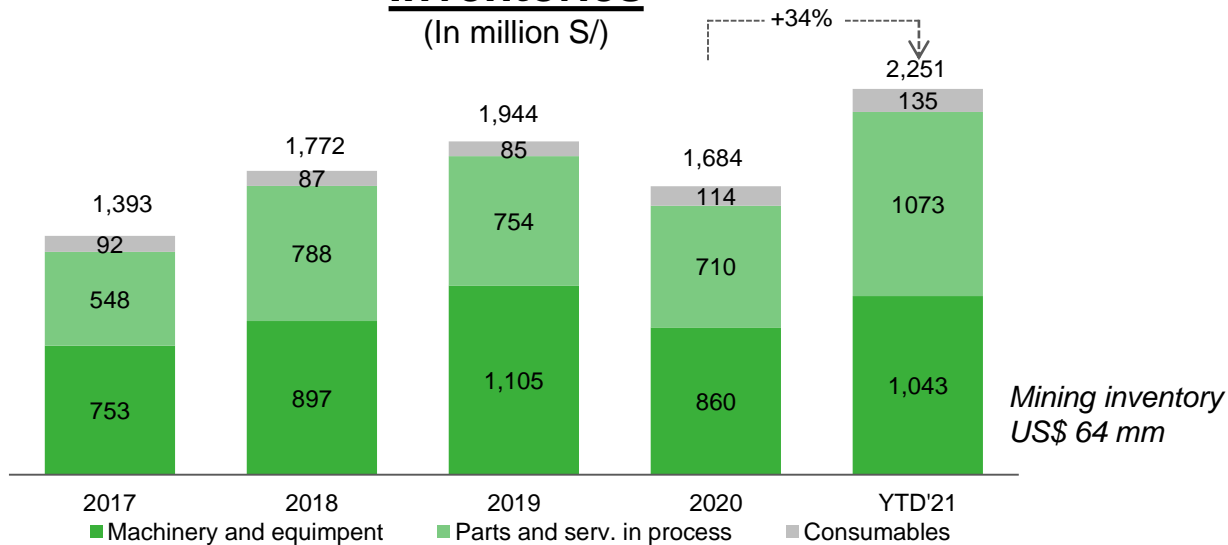
Account Receivables

(In million S/)



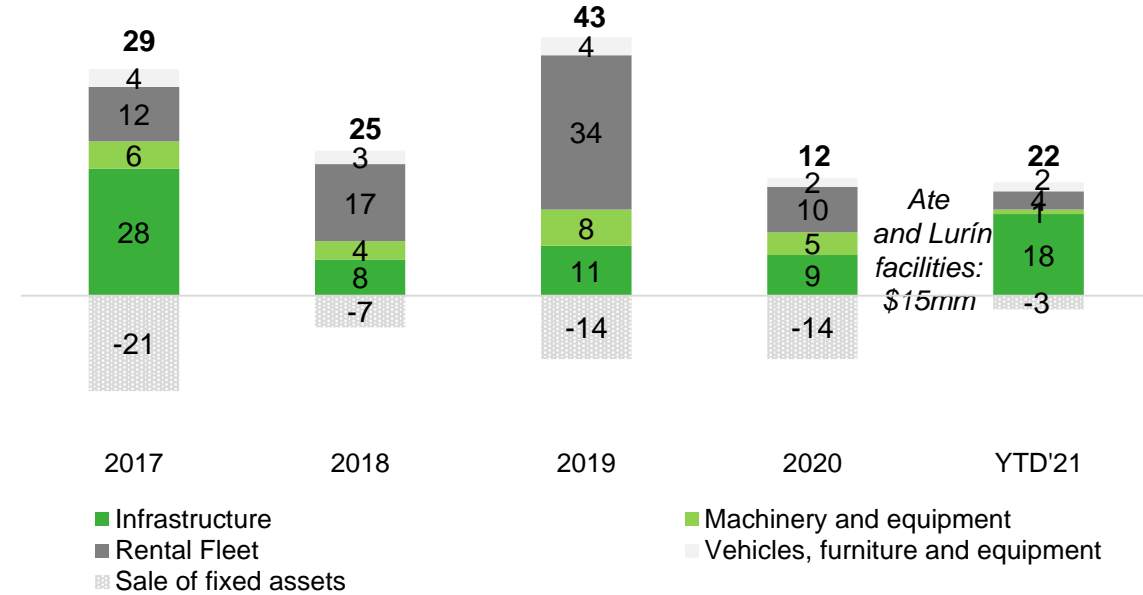
Inventories

(In million S/)



Capex

(In million US\$)



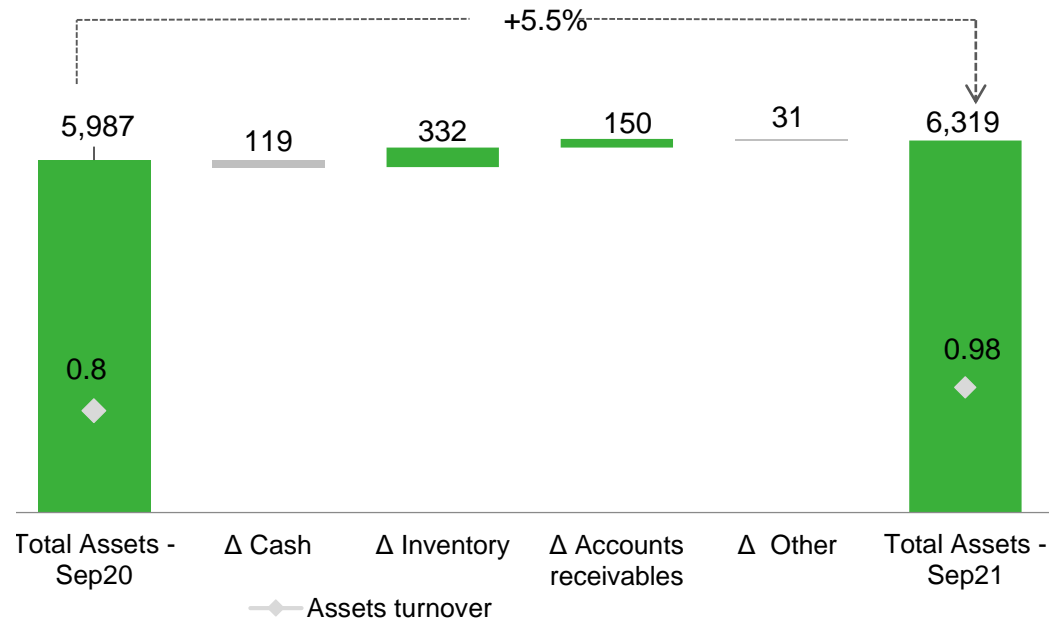
Budget 2021:
US\$ 30mm (fixed assets)
//US\$ 2mm (intangibles)

Important Investment in Assets



Total Assets

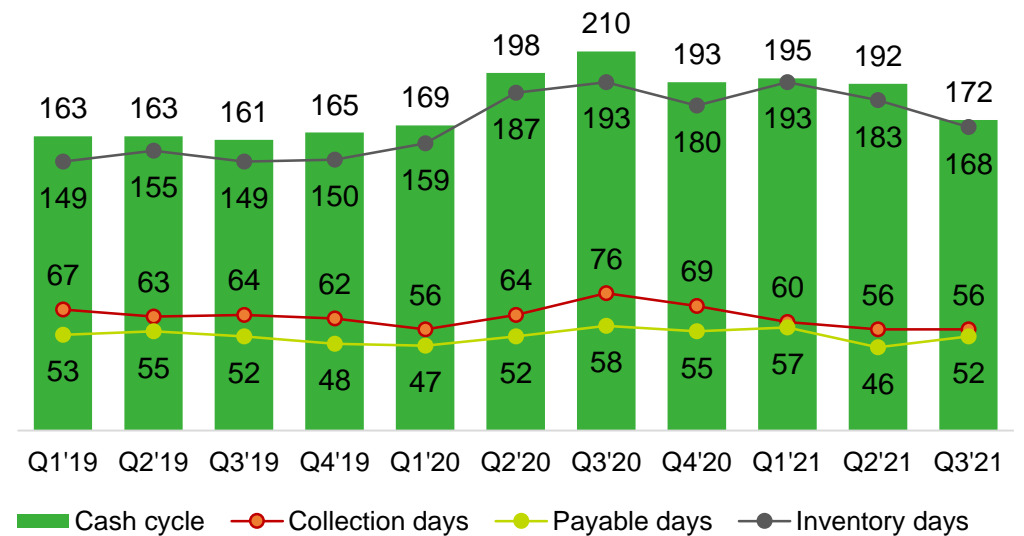
(In million S/)



Positive variations
Negative variations

Cash Cycle

(Days)



If we remove mining equipment from inventory, cash cycle would drop to 141 days.