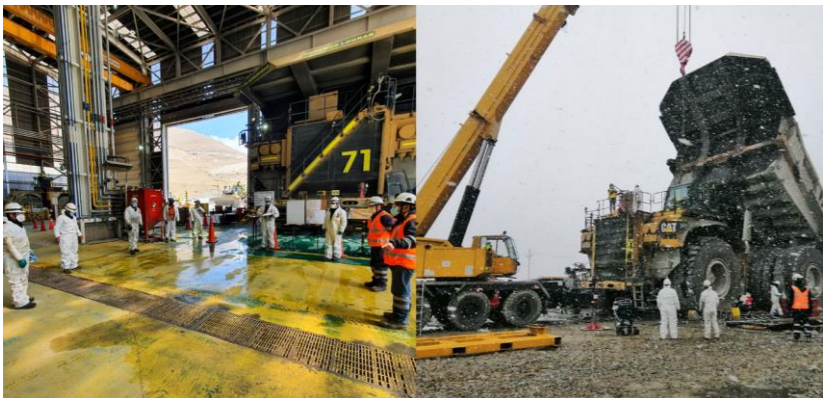


100 years creating development



JUNTOS CREANDO **DESARROLLO**



100 years creating development



TRACTORES
MAQUINARIA
Para Movimiento
de Tierras
MOTORES
Estacionarios
MOTORES
Marinos

CATERPILLAR

GRUPOS ELECTROGENOS

ENRIQUE FERREYROS y Cia. S.A.
Departamento Técnico

AZANGARO 387 TELEF. 32139




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.



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.

Operating Model of the Corporation

Coherence strategy, operational autonomy, and the search for synergies.


There are three roles:

- Corporate
- Subsidiary companies that operate businesses
- Shared services center.



Role of the corporation

Strategic Coherence

- 
- Business vision
 - Strategic planning and definition of businesses in which we participate
 - Positioning and brands
 - Financial resources
 - Guidelines, control, and supervision.

Role of the subsidiary businesses

Operational Autonomy

- Customer proximity and market coverage
- Business execution with operational excellence
- Profitability and financial health
- Innovation of its business and value proposition
- Best practices and promotion of synergies within the corporation.

Role of the shared services center

Standardization and Efficiencies

- Standardization of processes
- Synergies and efficiencies
- Non-core processes, back office: legal, auditing, human resources, finance, systems
- Critical mass to achieve better supplier conditions
- Subsidiaries as suppliers instead of CSC.

Ferreycorp's Strategy



Business pillars

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

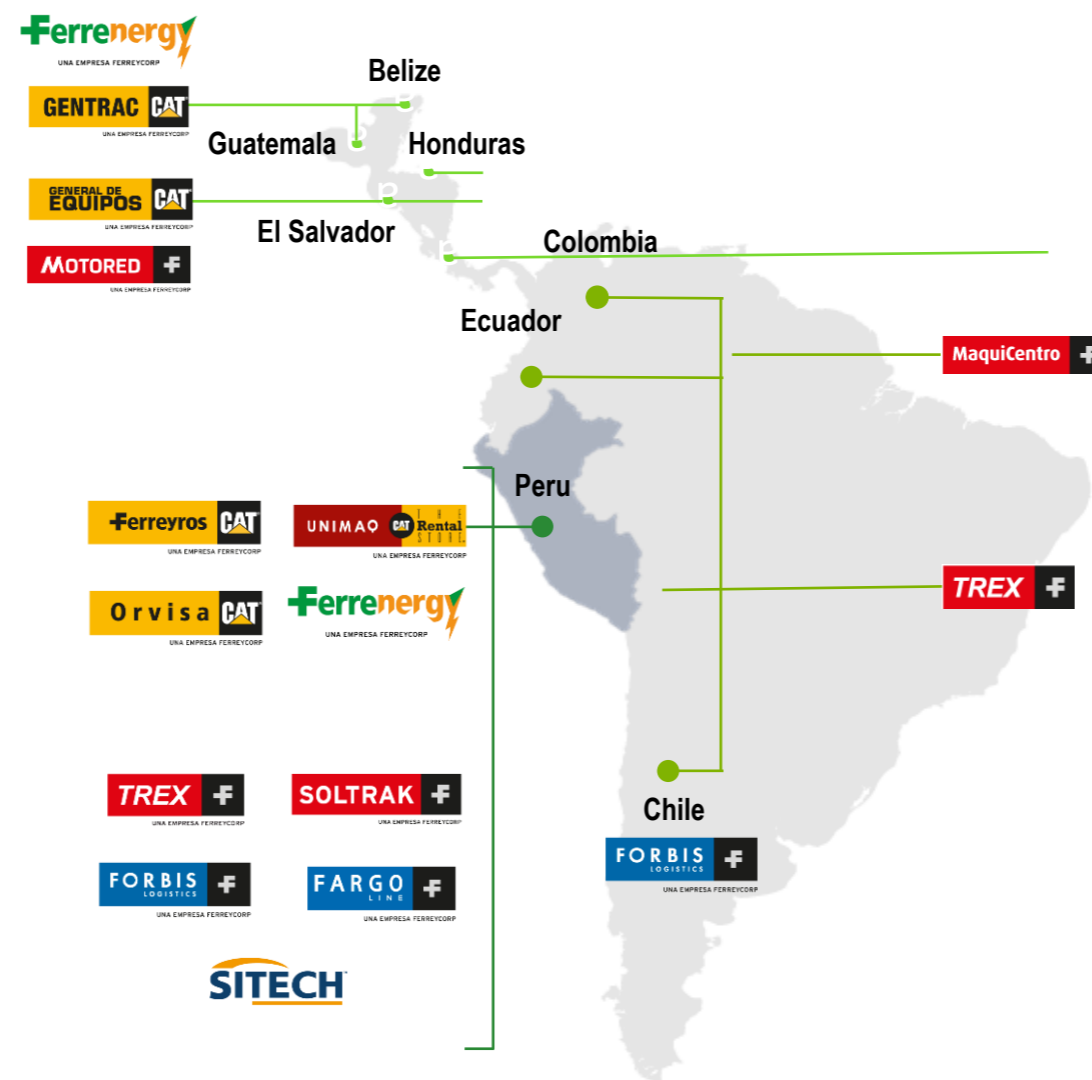
Analytics, digital and agility	Development of capacities for data management and analytical models, transversal to the organization.
Synergies	Maintain and continue to develop commercial synergies. Add value without losing segmentation and specialization. Shared services between companies.
Talent development	Permanent training and development to reinforce skills Have digital, analytics and agility capabilities Ensure performance aligned with the strategy

Global enterprises strategic alliance

Ferreycorp



Operations in Latin America

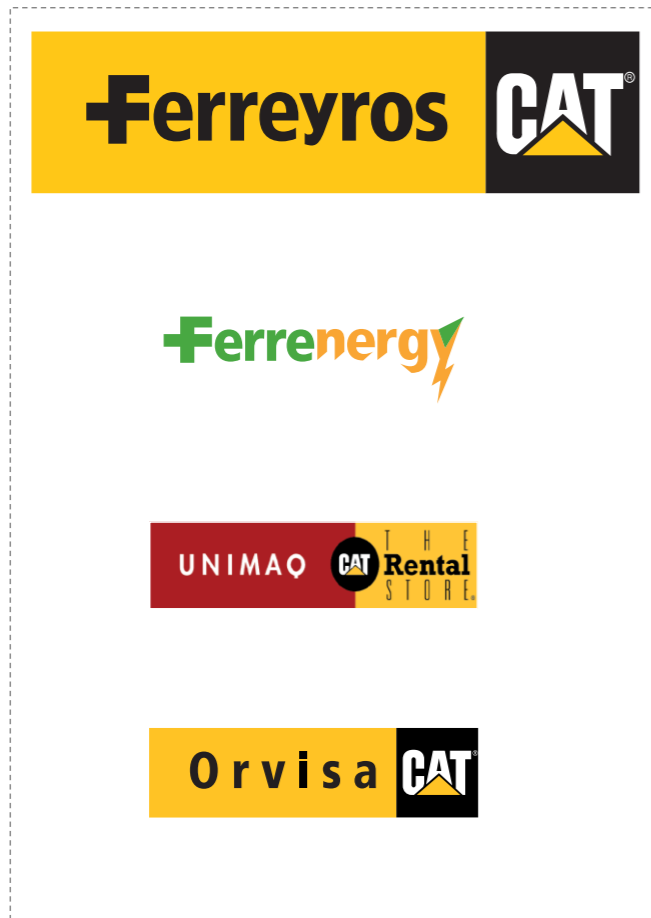


Organizational Structure

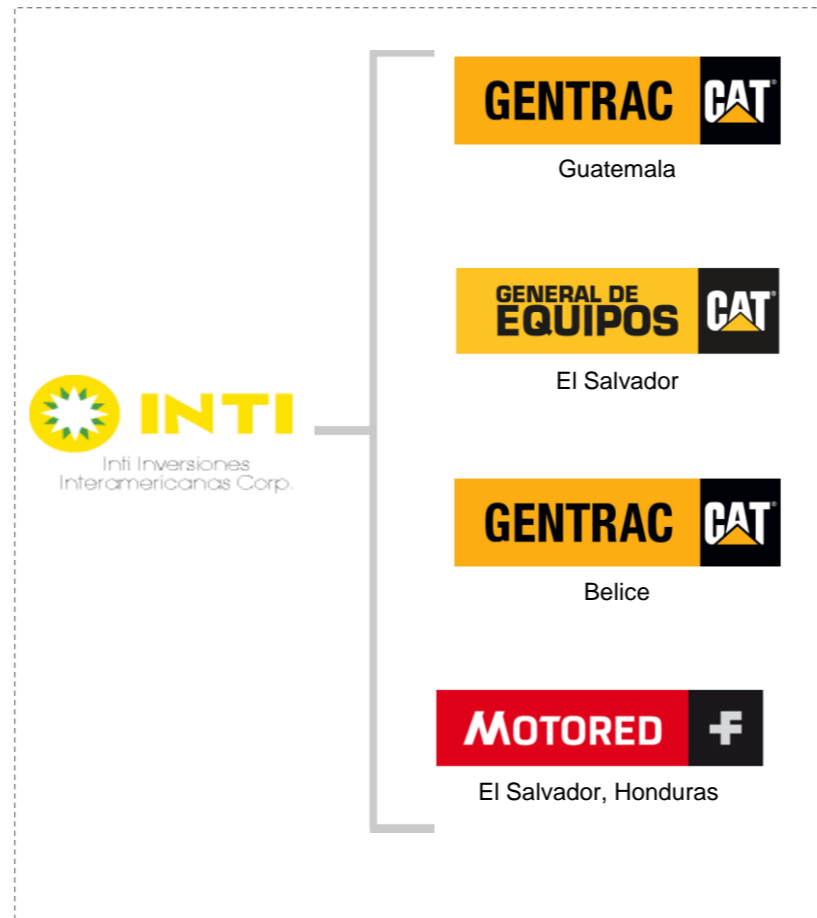


BVL: FERREYC1

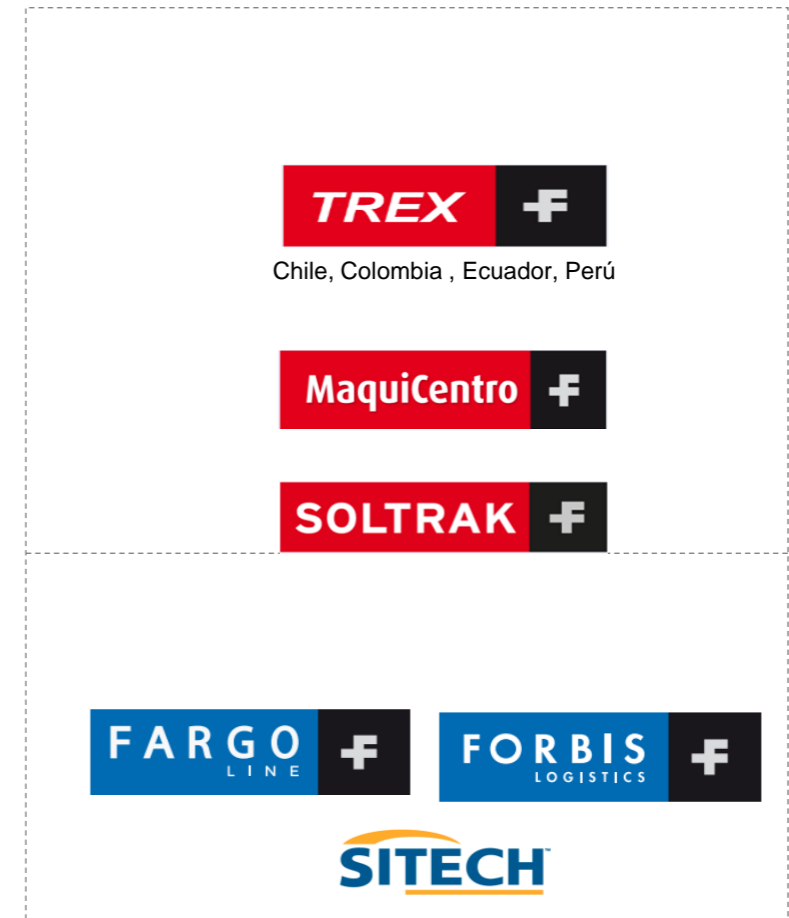
Caterpillar dealers and allied brands in Peru



Caterpillar dealers and allied Brand in Central America



Complementary businesses in Peru and abroad



Distribution of results by business group – 1Q23



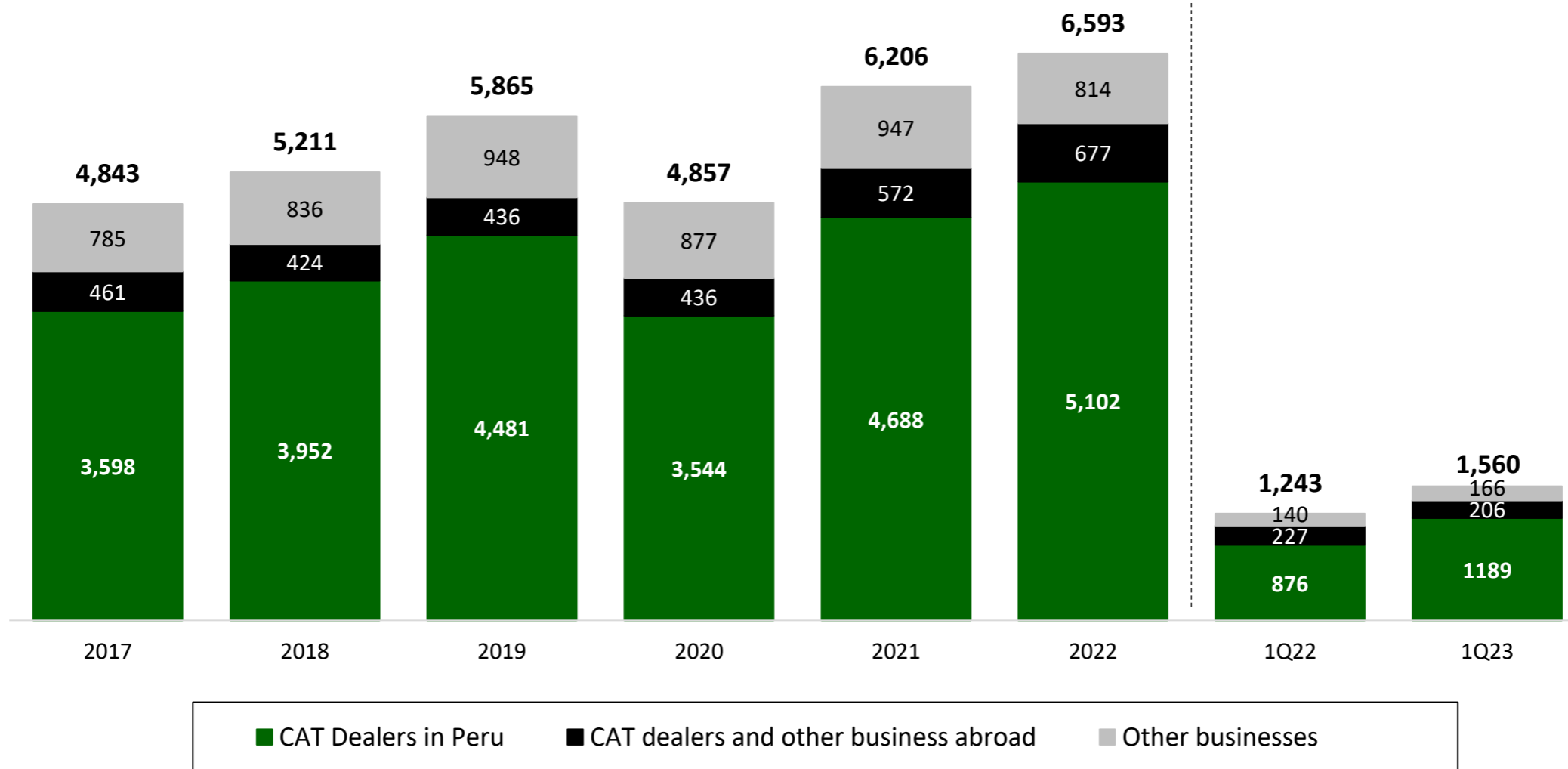
(S/. Millions)	Caterpillar dealers and allied brands in Peru	Caterpillar dealers and allied brands in Central America	Complementary businesses in Peru and abroad	Total
Sales	1,189	166	206	1,560
<i>% of Total Sales</i>	76%	11%	13%	100%
EBITDA	186	26	17	229
<i>% of total EBITDA</i>	81.2%	11.4%	7.4%	100%
EBITDA margin	15.7%	16.0%	8.2%	14.6%
# of workers	5,247	1,023	753	7,023
<i>% of total workers</i>	74.7%	14.6%	10.7%	100%

Sales by business group



Sales by business group

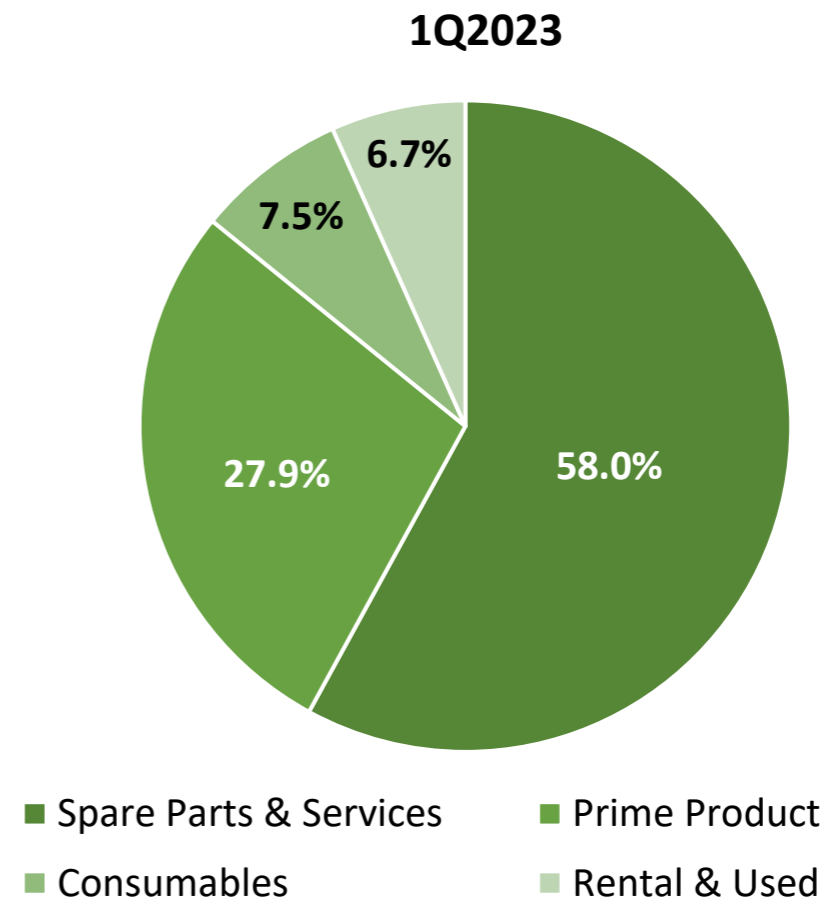
(In millions of S/)



% Sales by business line



Business Line	2020	2021	2022	1Q2022	1Q2023
Spare parts & Services	46.2%	49.7%	51.4%	50.5%	58.0%
Prime product	38.1%	34.0%	32.3%	31.7%	27.9%
Rental & used	7.2%	6.9%	7.0%	7.0%	6.7%
Others	8.6%	9.3%	9.3%	10.8%	7.5%

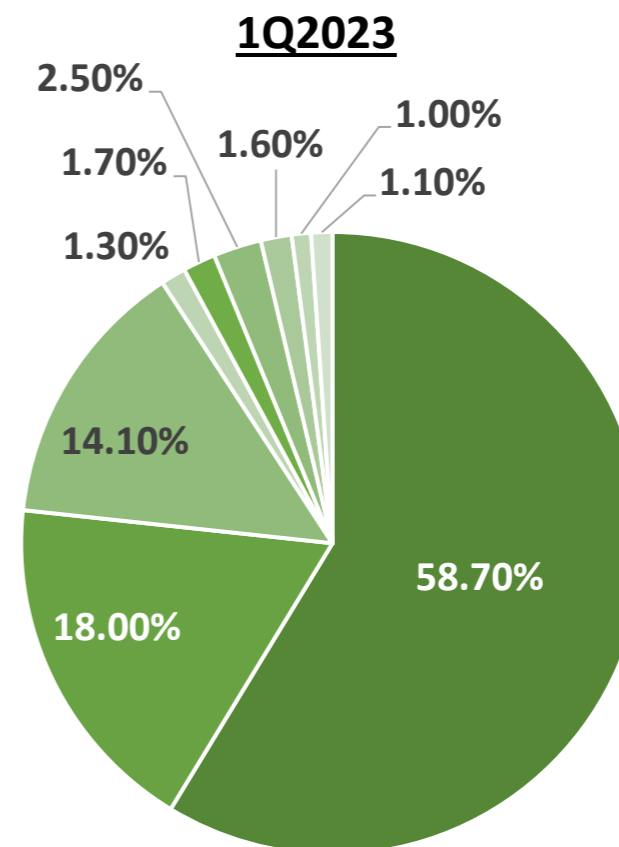


*Othes: Logistic and Digital services

Sales by economic sector



Sector	2020	2021	2022	1T2022	1T2023
Mining	50.7%	54.9%	56.0%	52.1%	58.7%
Construction	20.8%	17.8%	19.4%	19.2%	18.0%
Industry, Commerce & Services	13.2%	12.8%	13.1%	14.6%	14.1%
Govenment	2.5%	1.9%	2.2%	2.7%	1.3%
Transportation	3.7%	2.1%	2.1%	3.1%	1.7%
Agriculture & Forestation	3.0%	2.6%	2.9%	3.2%	2.5%
Fishing and Marine	1.6%	1.6%	1.7%	1.6%	1.6%
Hidrocarbones & energy	1.1%	0.9%	1.3%	0.8%	1.0%
Others	3.5%	5.2%	1.3%	2.7%	1.1%

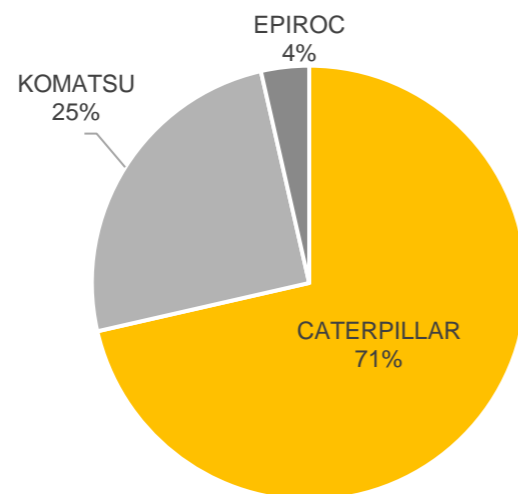


- Mining
- Industry, Commerce & Services
- Transportation
- Fishing and Marine
- Others
- Construction
- Govenment
- Agriculture & Forestation
- Hidrocarbones & energy

Caterpillar Market share in Peru – 1Q23

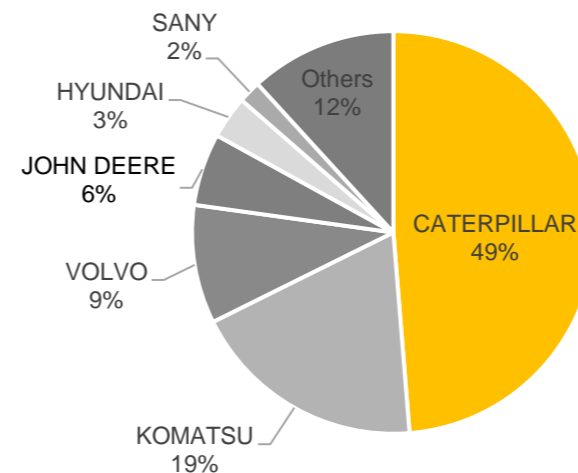


Open Pit Mining



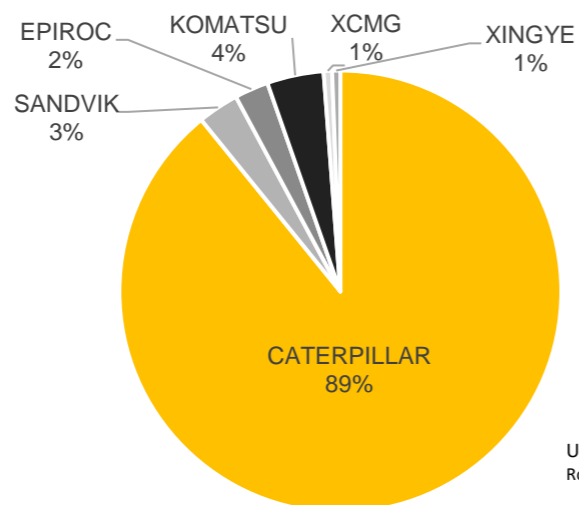
In units
Rolling 12-month - Jan. 2023

Heavy Construction



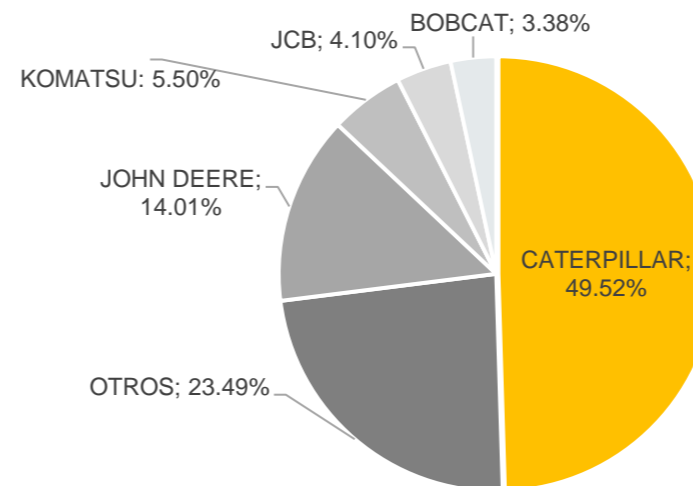
US\$ FOB
Rolling 12-month - Jan. 2023

Underground Mining



US\$ FOB
Rolling 12-month - Jan. 2023

Light Construction

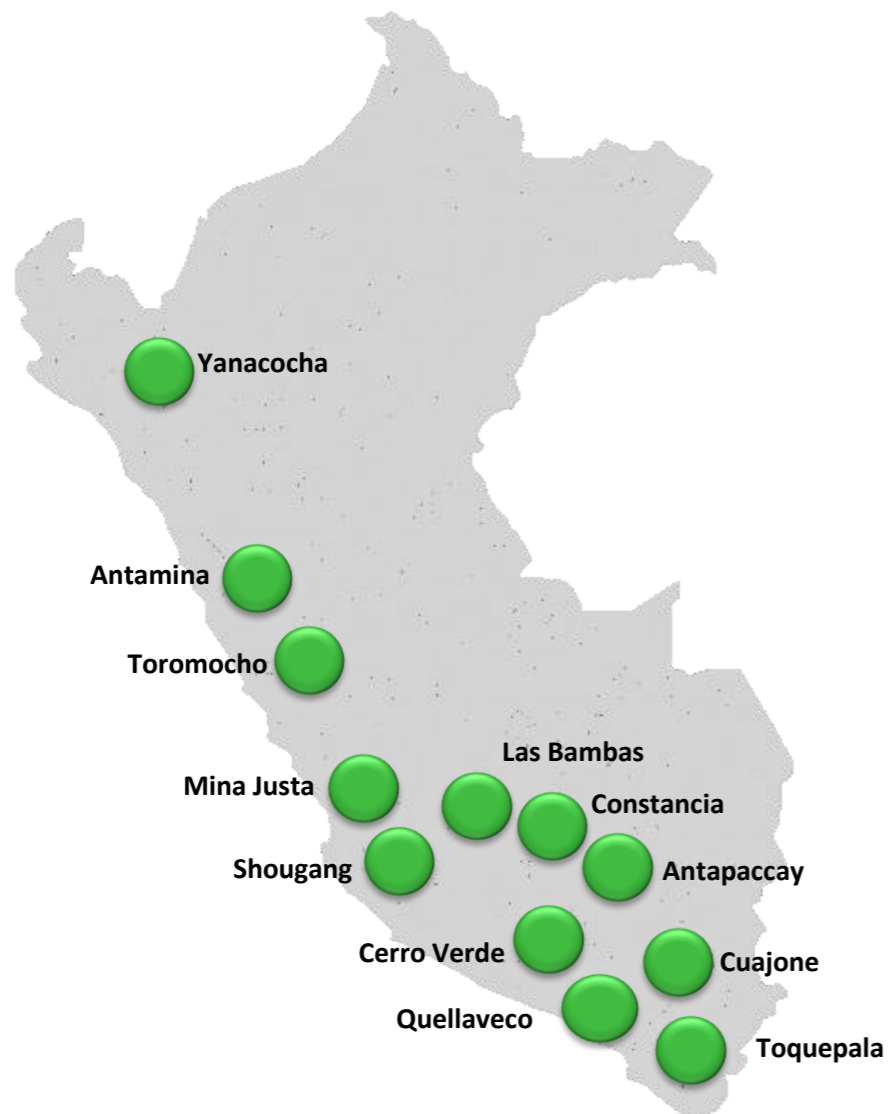


US\$ FOB
Rolling 12-month - Jan. 2023

Main clients - Open Pit Mining and Underground Mining: 58.7% of Sales in 1Q23



Large Open Pit Mining



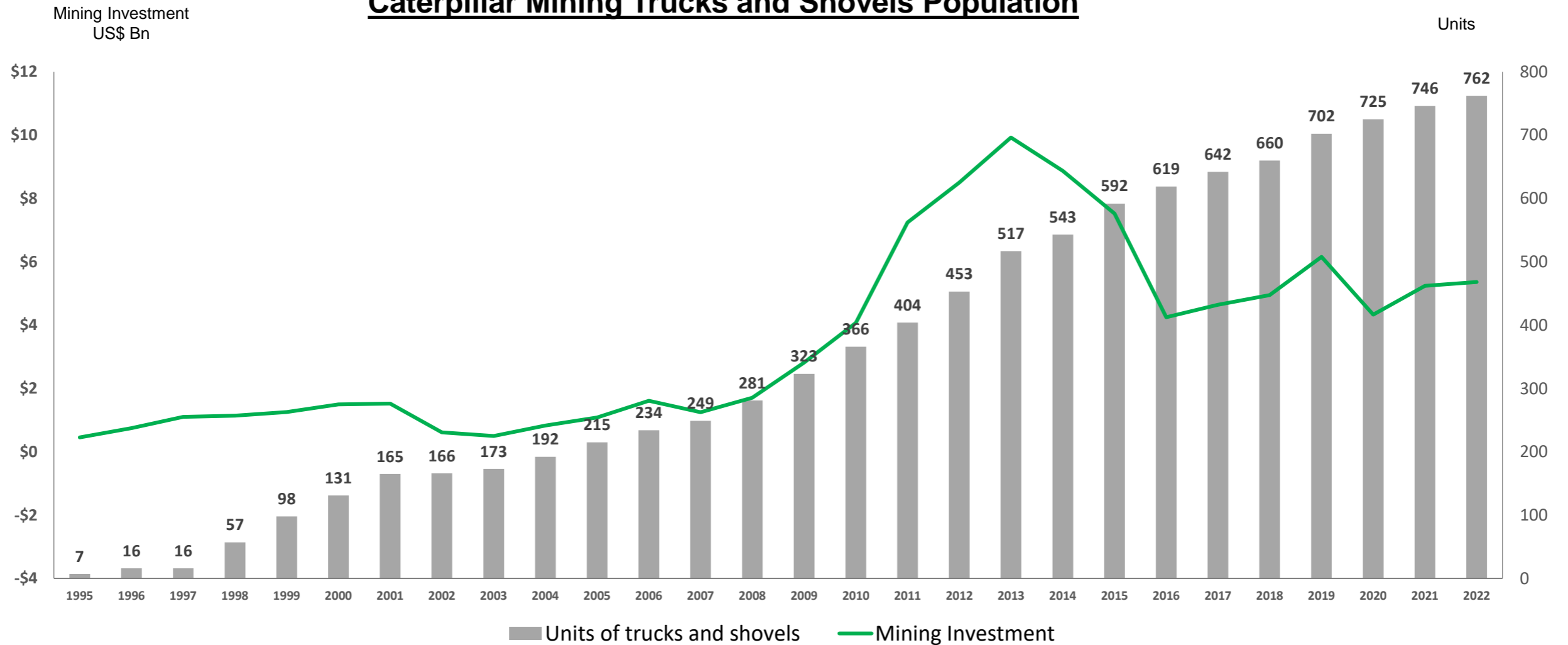
Medium-size and Underground Mining



Increasing Caterpillar mining trucks and shovels population over the years



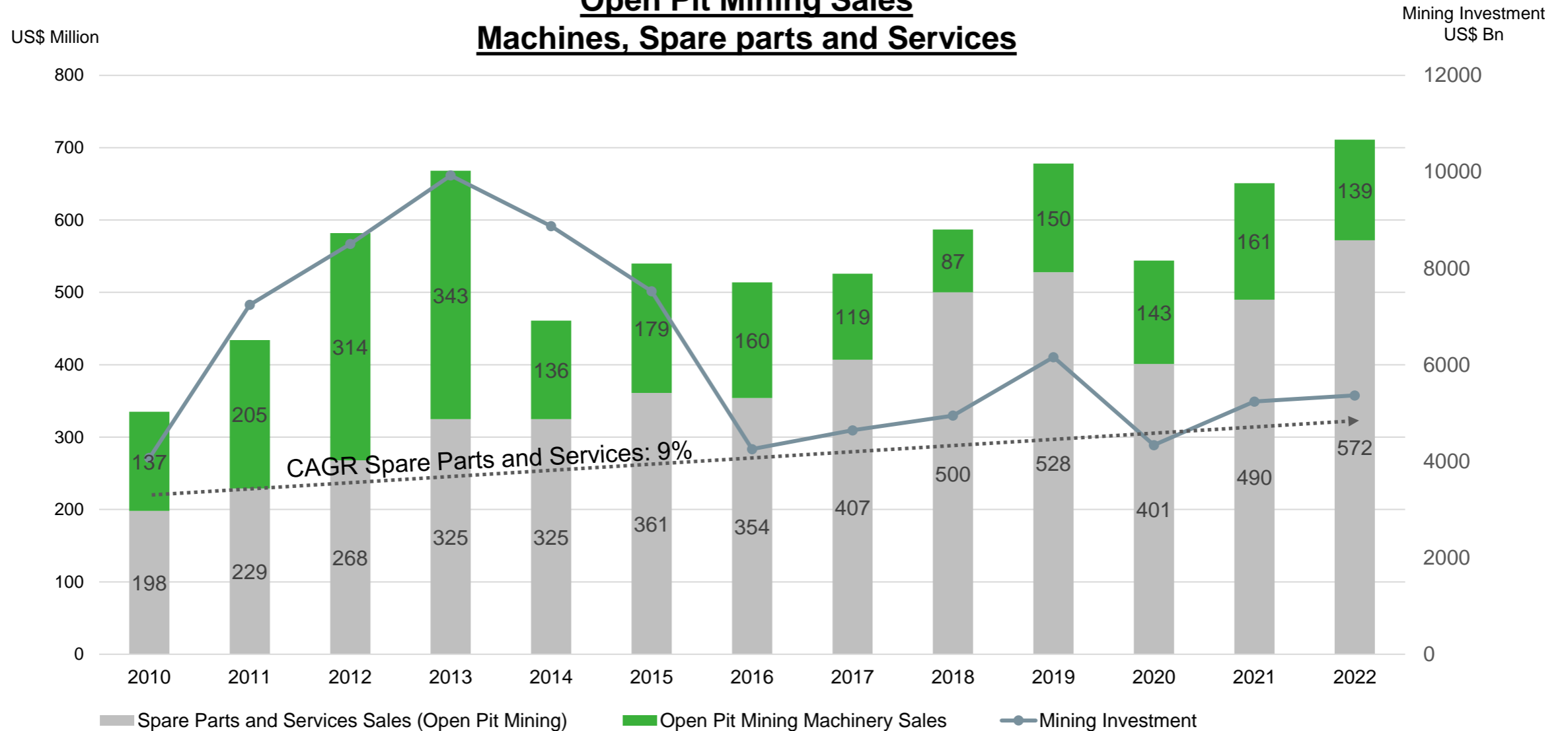
Caterpillar Mining Trucks and Shovels Population



Leverage our sales



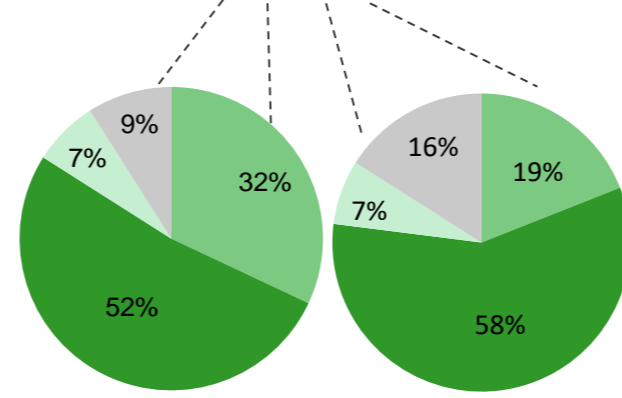
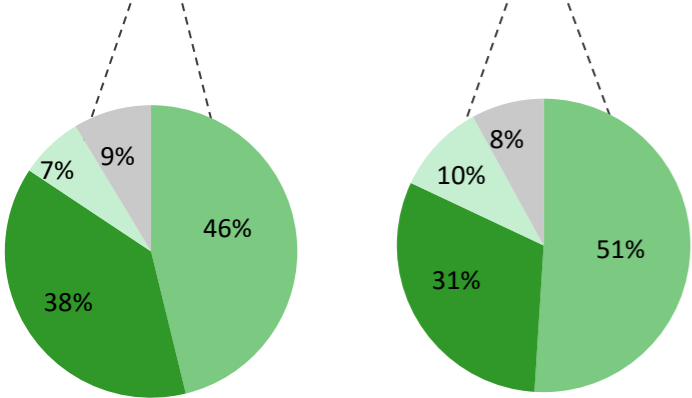
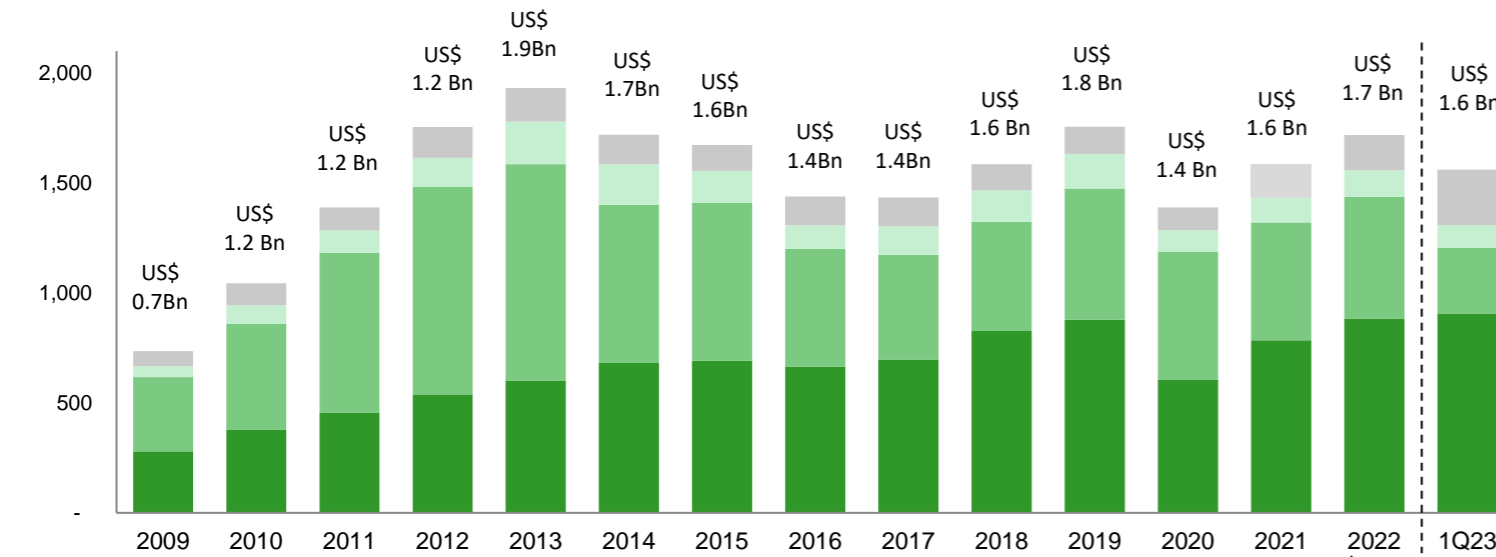
Open Pit Mining Sales Machines, Spare parts and Services



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.

■ Machinery
 ■ Spare parts and services
 ■ Rental and used
 ■ Others

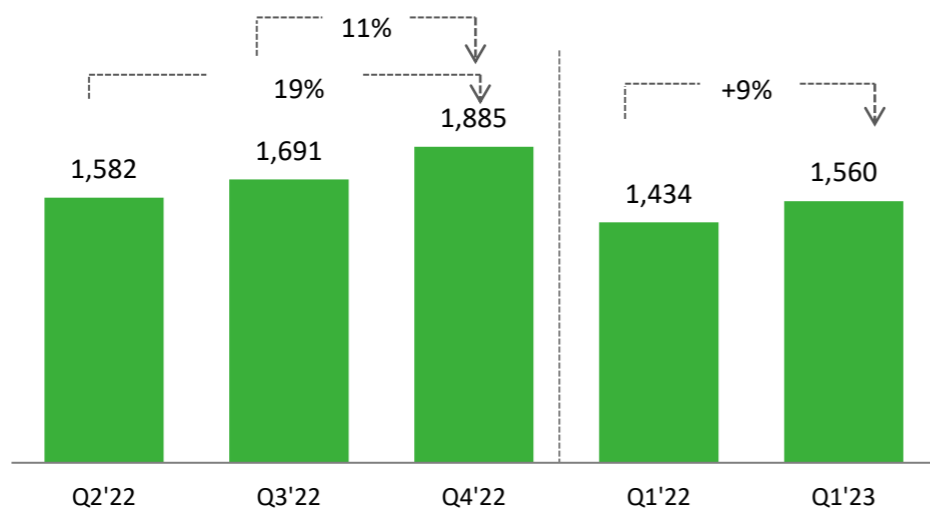
(* Other lines include logistic businesses, lubricants and consumables.

Reflected in strong financial results

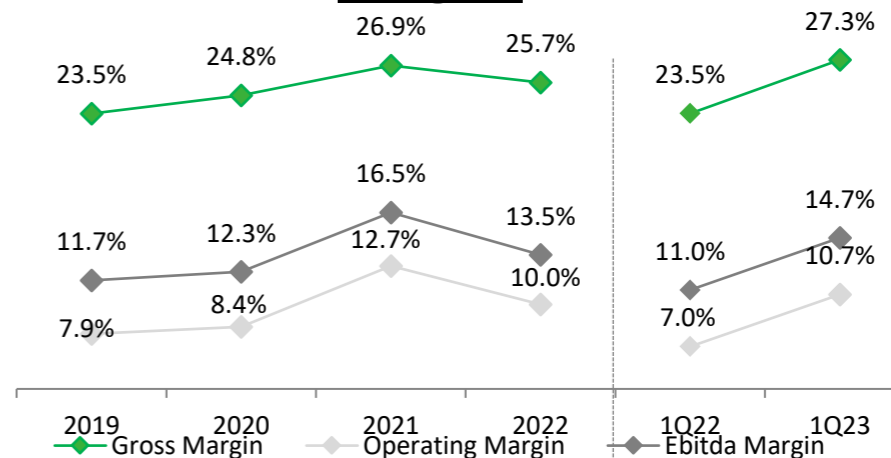


Million soles (S/ mm)

Sales

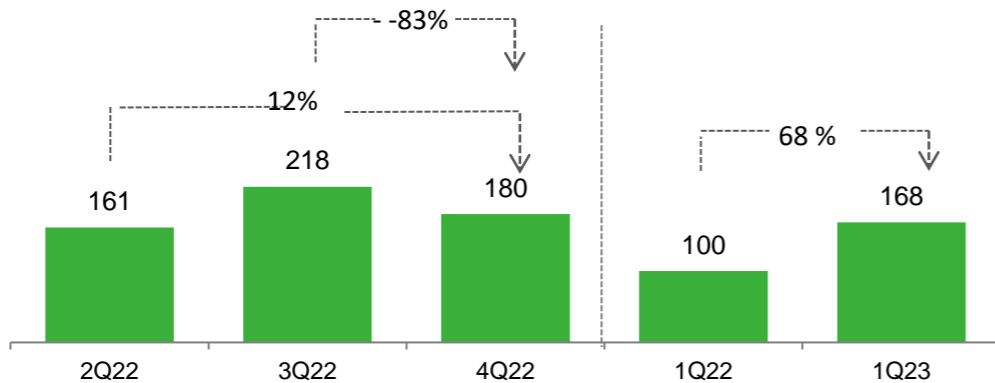


Margins

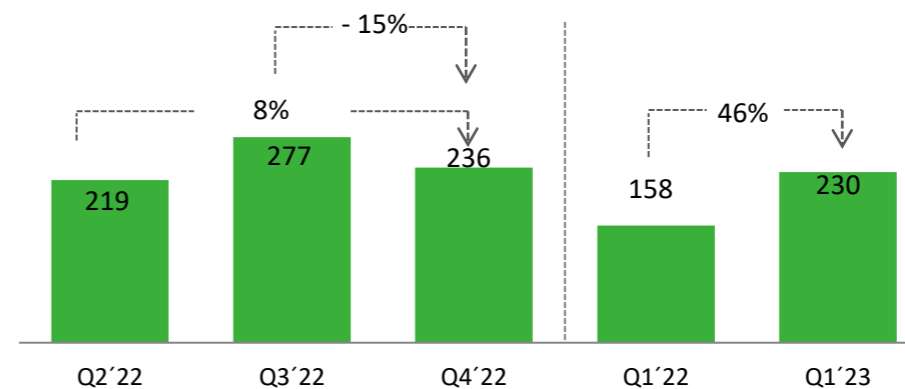


Adj Gross Margin 1Q23 = 28.2% / 1Q22 = 26.2%
 Operating Margin Adj. 1Q23 = 11.6% / 1Q22 = 9.6%
 Ebitda Margin Adj 1Q23 = 15.8% / 1Q22 = 15.1%

Operating Profit



EBITDA



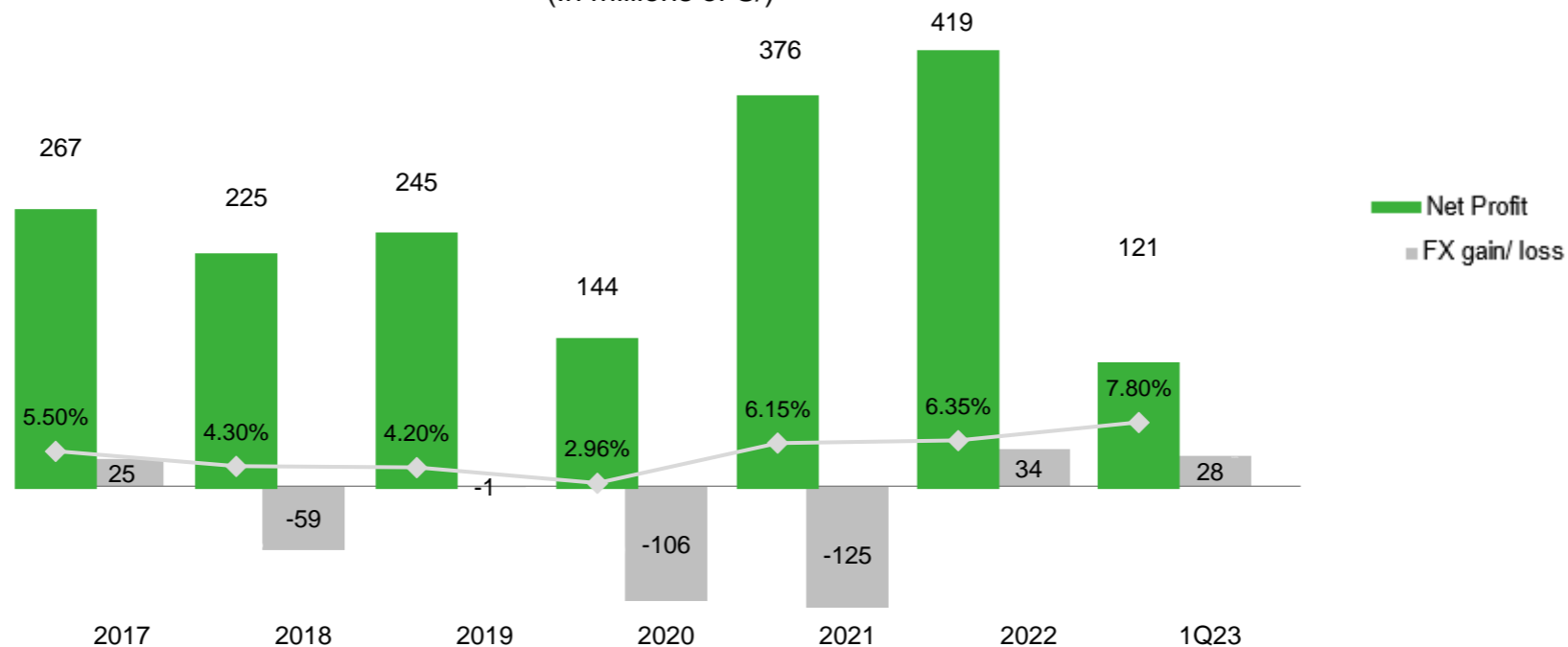
Axis Title

Net Profit impacted by FX Loss



Net Profit, Margin and FX Loss

(In millions of \$)

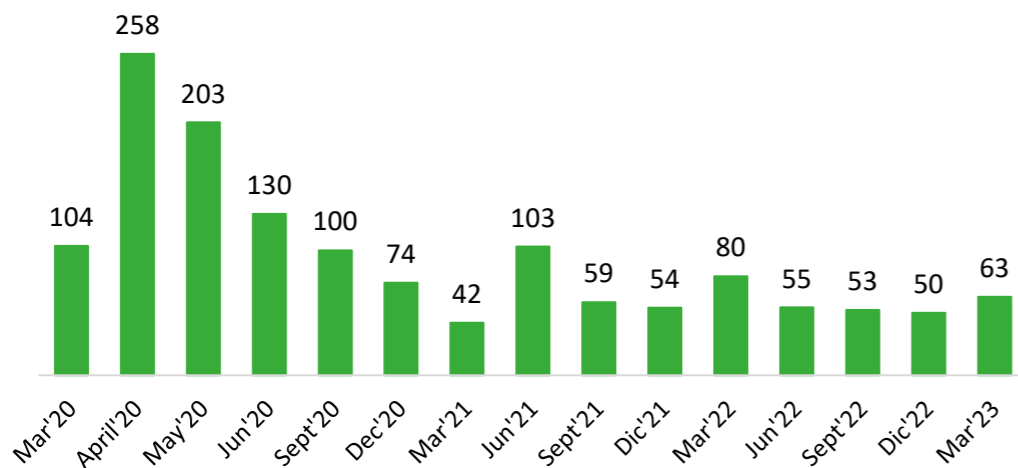


FX Gain as of March 2023: \$/ 27.7 millions

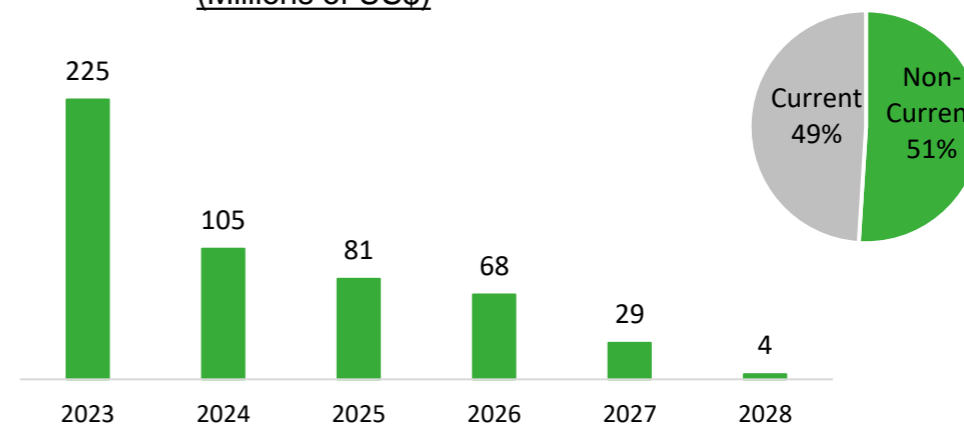
CASH GENERATION AND LIABILITY MANAGEMENT



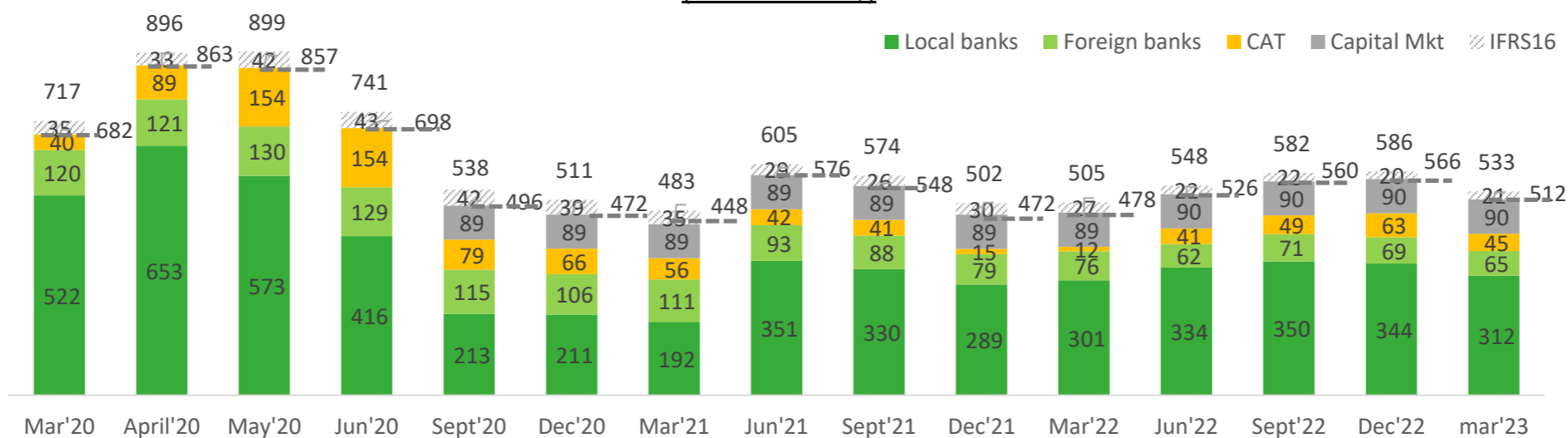
Cash
(Millions of US\$)



Debt Maturity
(Millions of US\$)



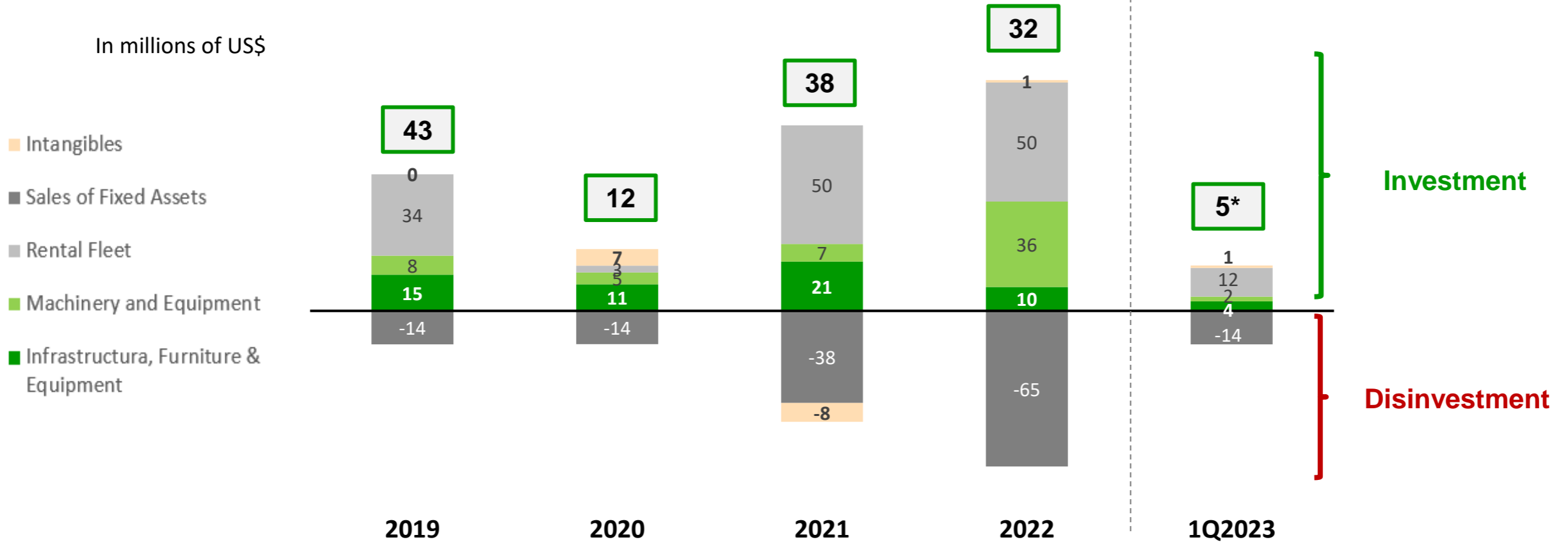
Debt Evolution
(Millions of US\$)



CAPEX



In millions of US\$



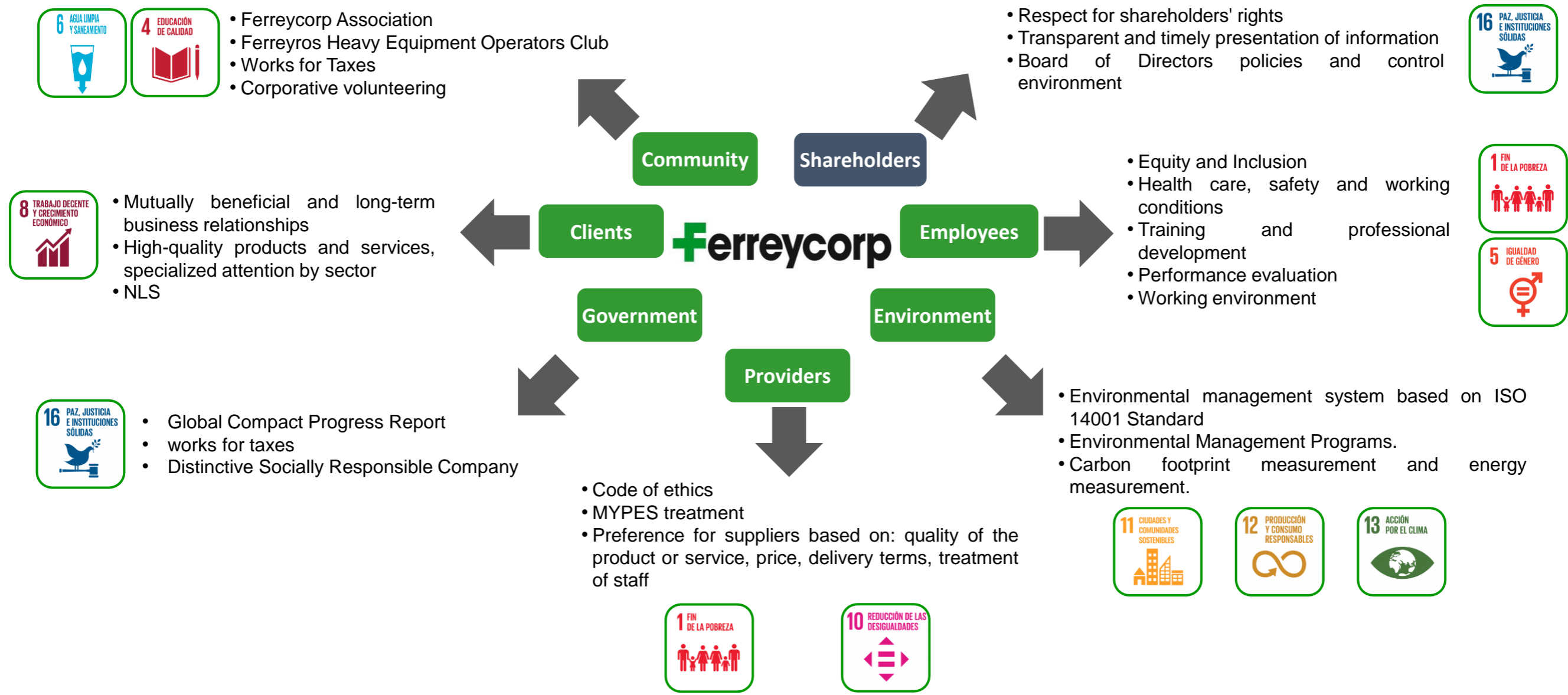
- Investment in intangible assets reached US\$ 0.5 million dollars as of March 2023

- * **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16

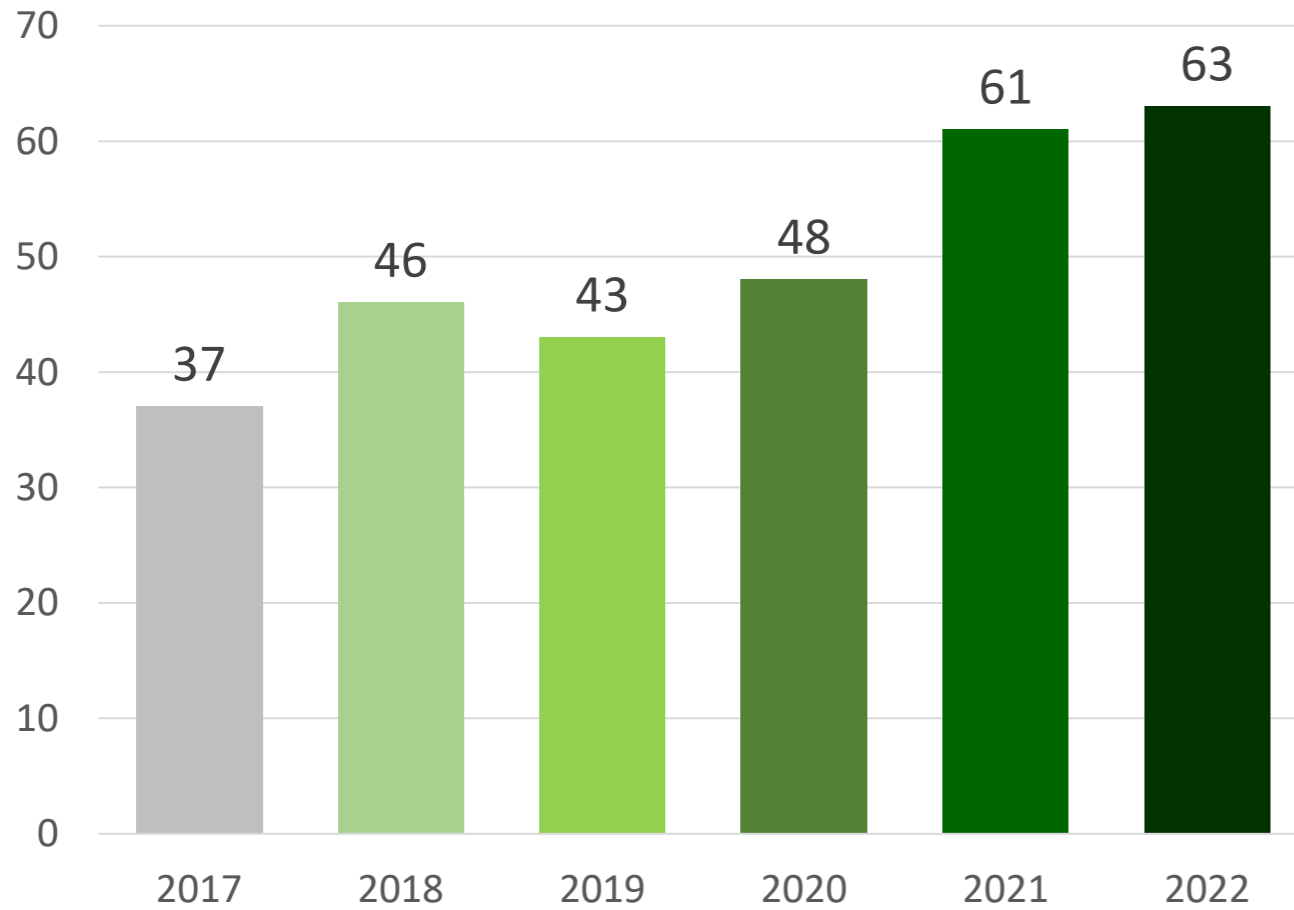


Sustainability program at Ferreycorp

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