

Earnings Presentation Second Quarter 2020

August 2020





Agenda

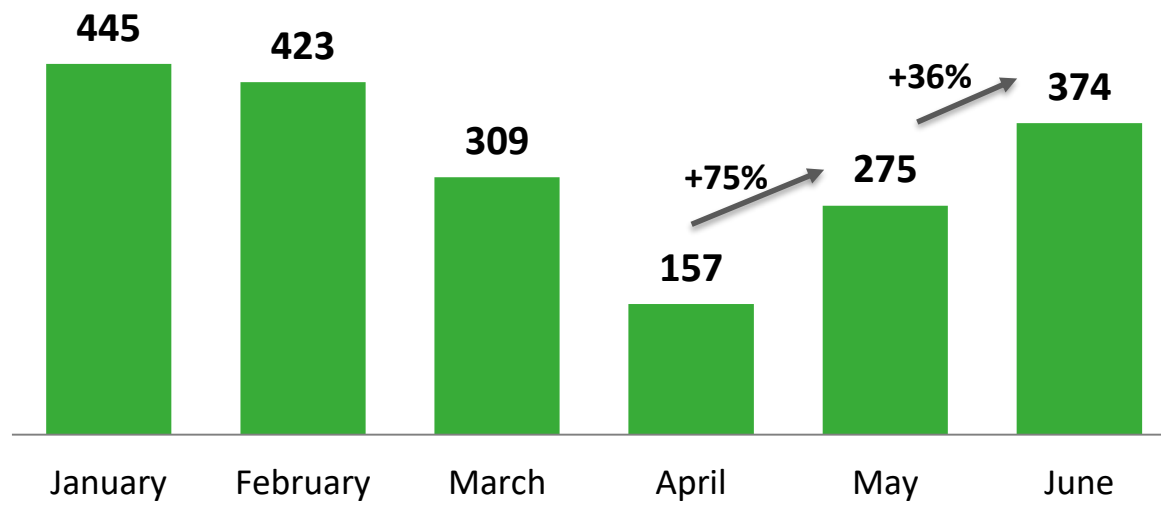
- 1. Introduction**
- 2. First semester and Q2'2020
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Introduction

INTRODUCTION

Monthly sales - January to June 2020
(Million S/)



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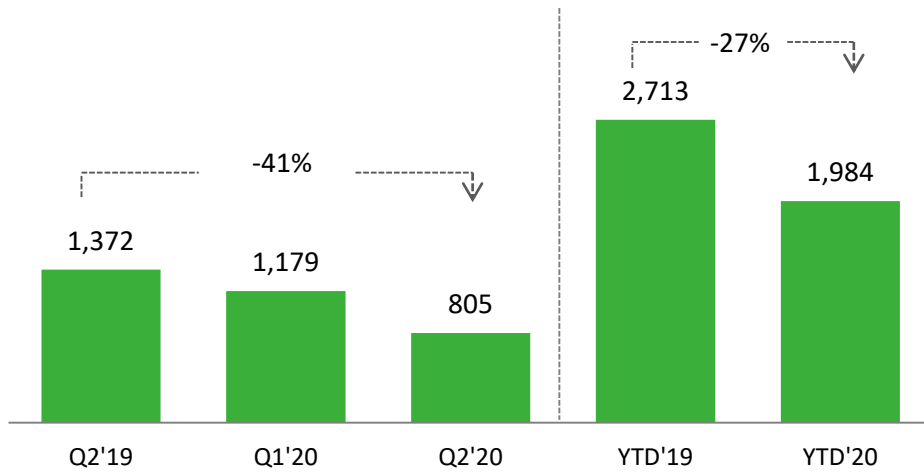


2. First semester and Q2'2020 Financial Highlights

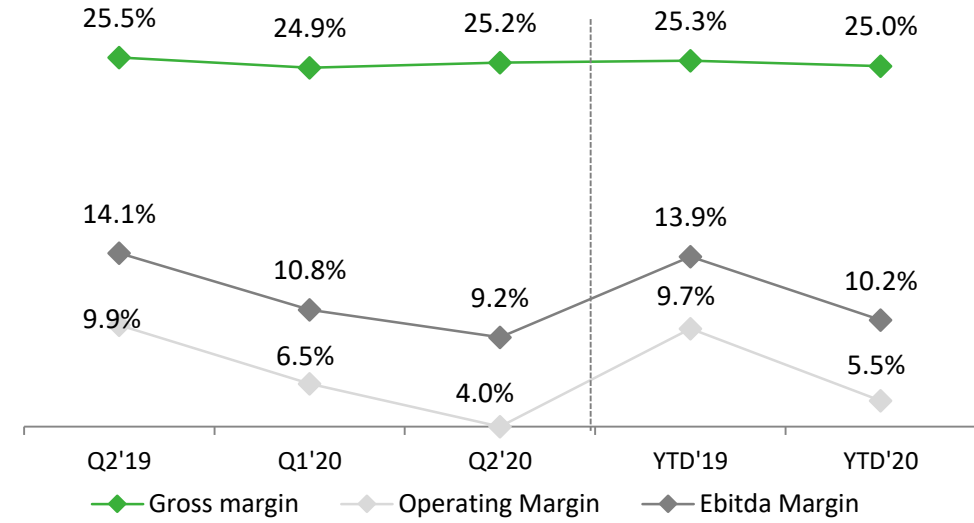
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

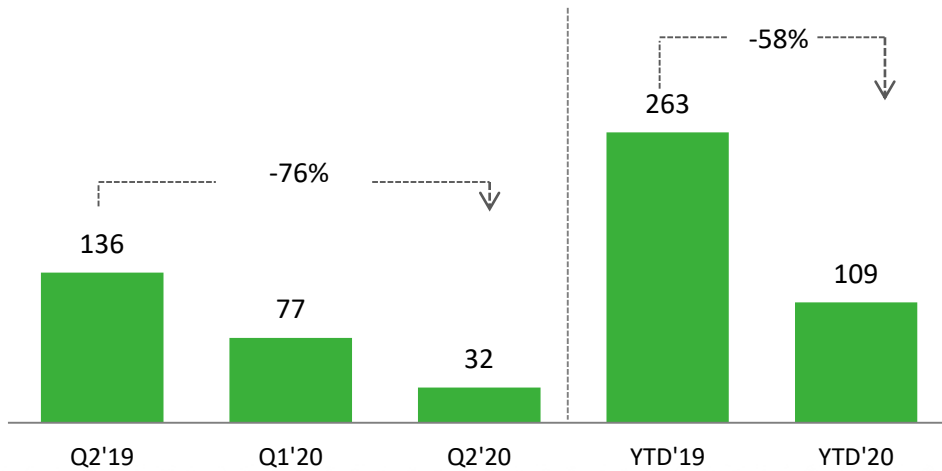
SALES



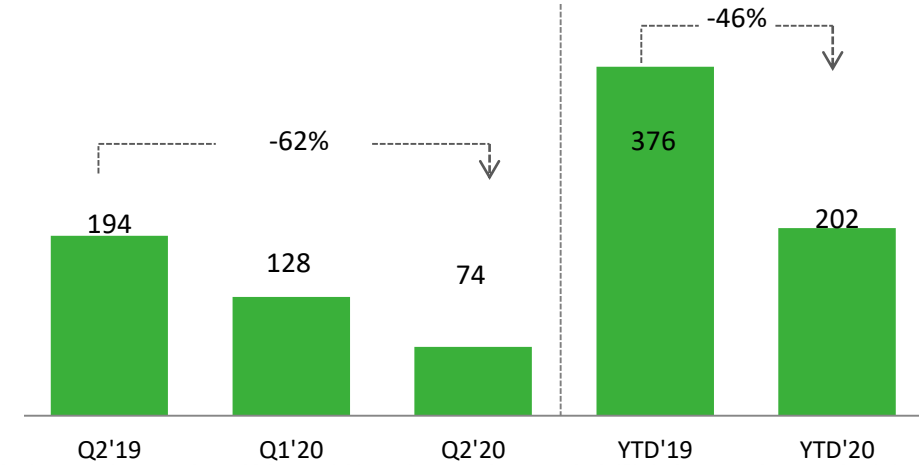
MARGINS



OPERATING PROFIT



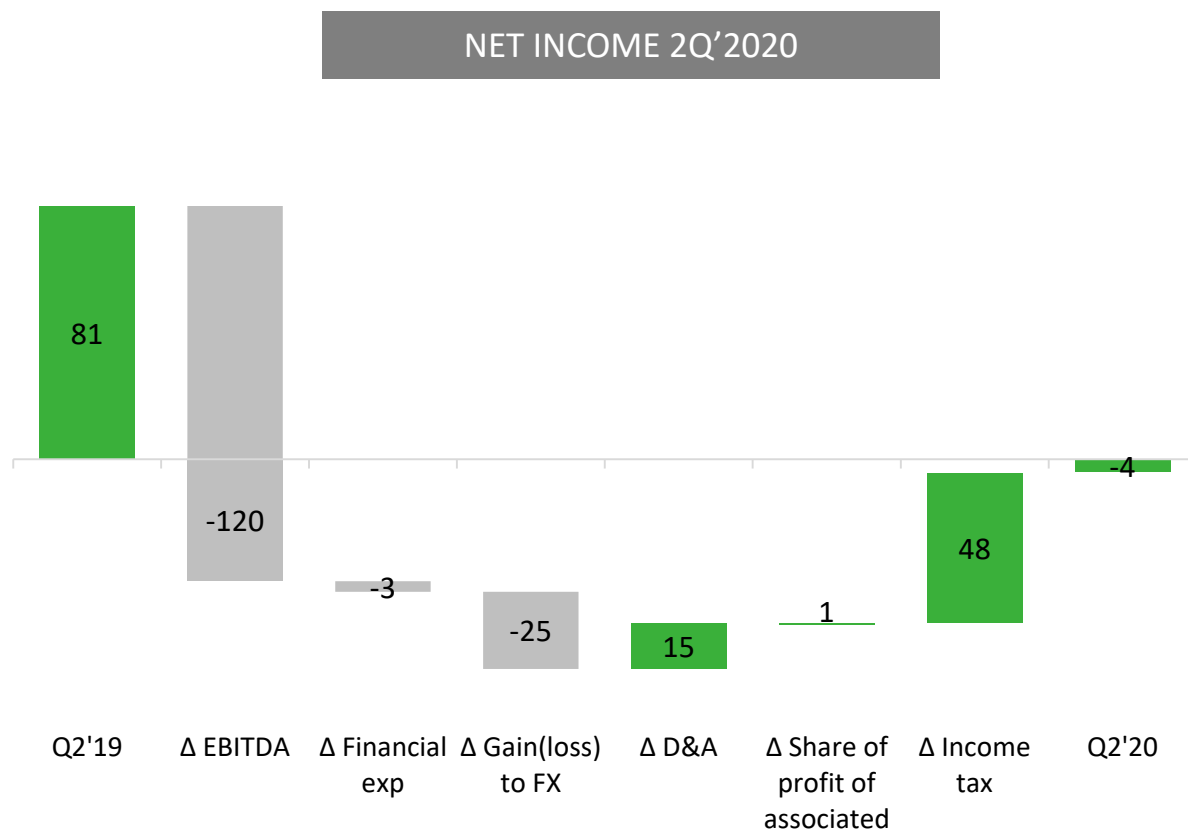
EBITDA



FINANCIAL HIGHLIGHTS

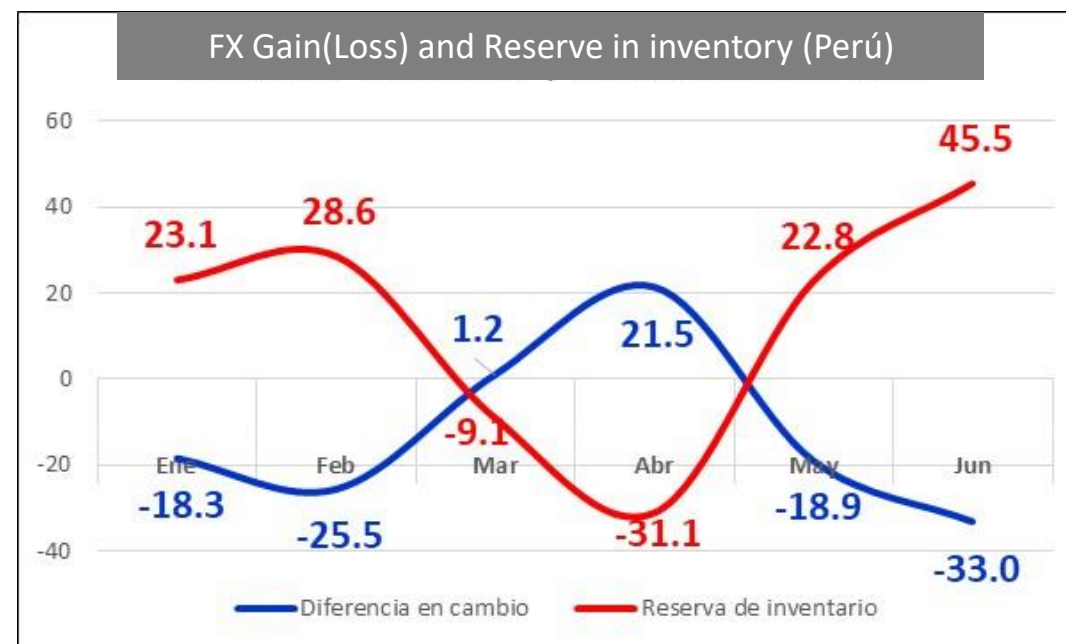
Million Soles (S/ mm)

NET INCOME 2Q'2020



■ Positive variations
■ Negative variations

FX Gain(Loss) and Reserve in inventory (Perú)



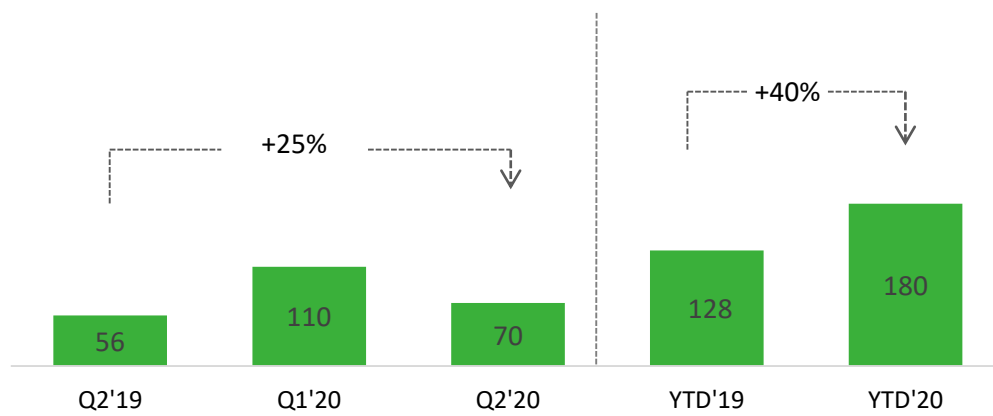


3. Commercial Performance

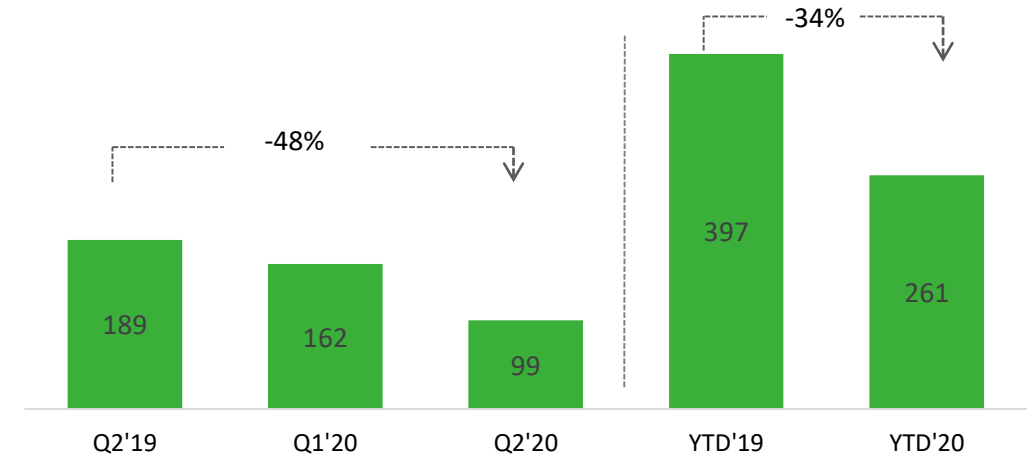
SALES BY BUSINESS LINES

Million Soles (S/ mm)

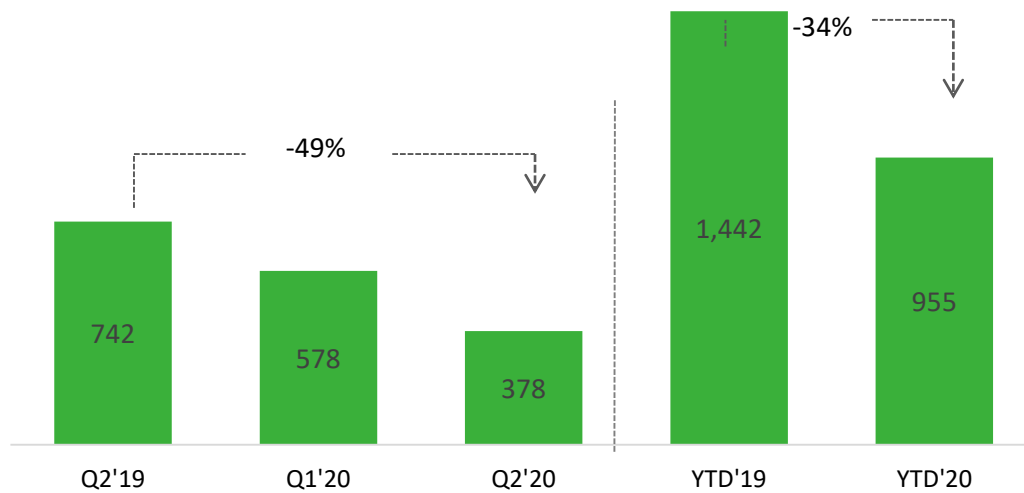
CAT MINING EQUIPMENT



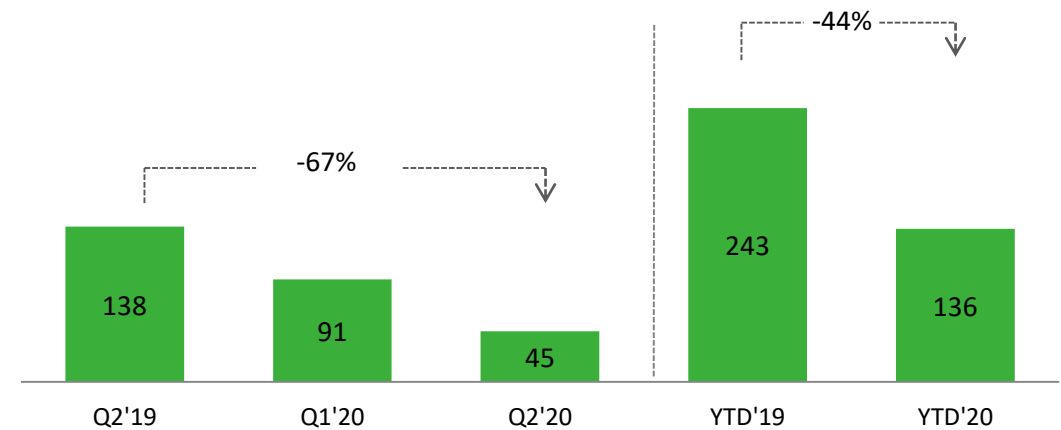
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



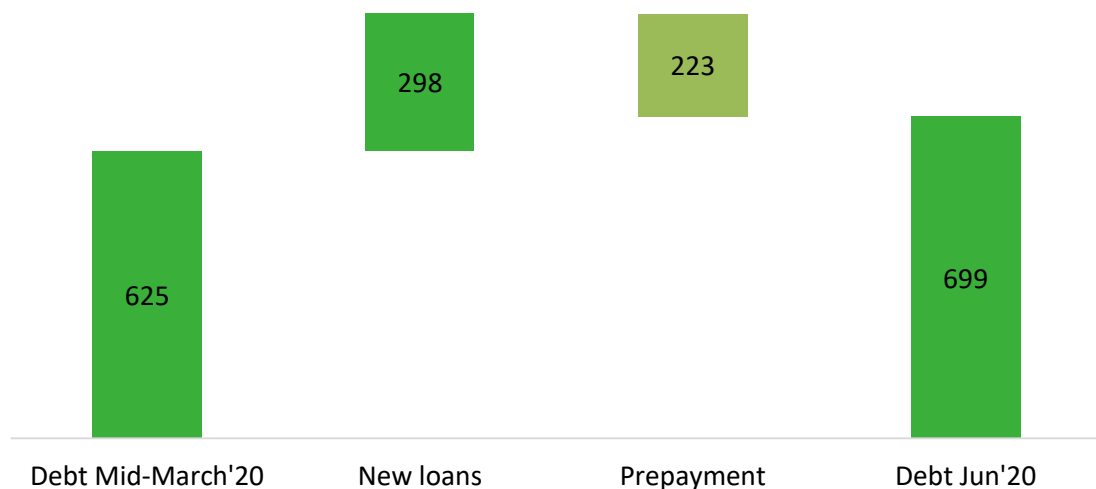
RENTAL AND USED



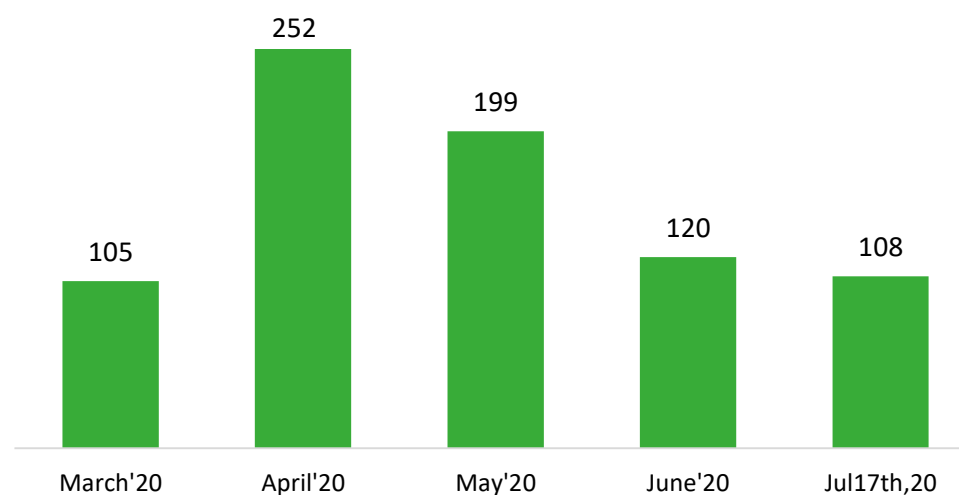
CASH GENERATION AND LIABILITY MANAGEMENT

Million Dollars (US\$ mm)

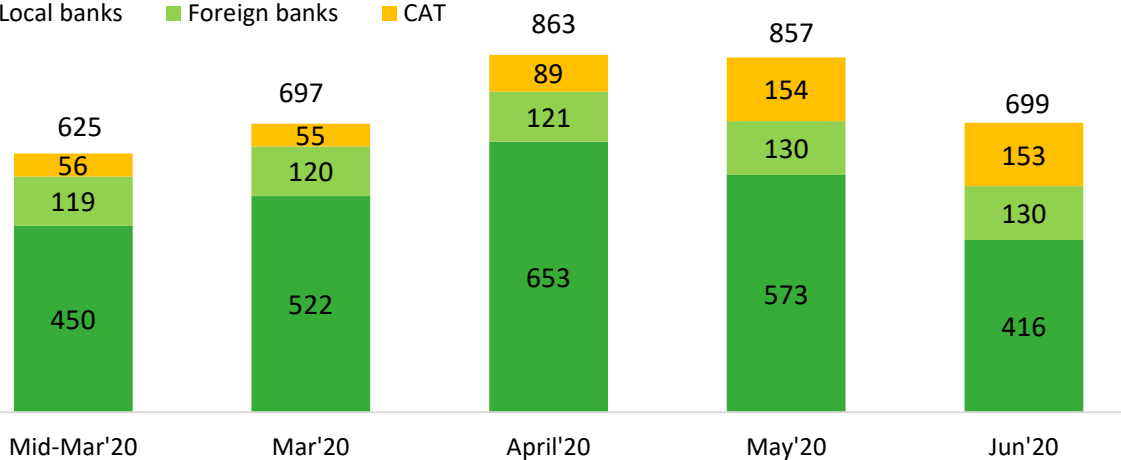
DEBT EVOLUTION



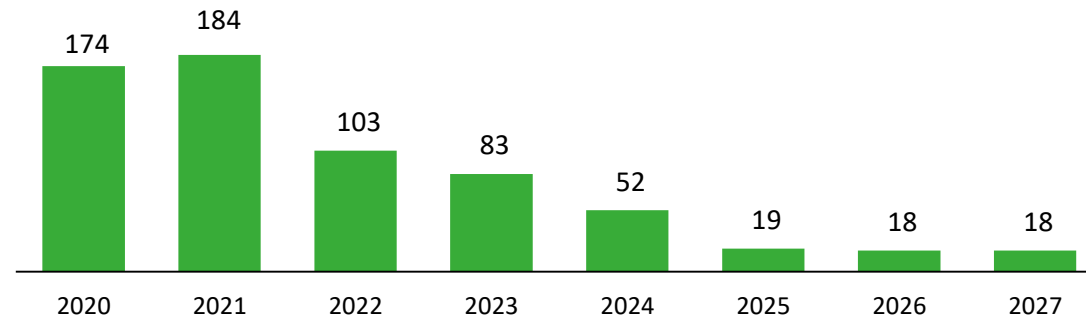
CASH BALANCE



Local banks Foreign banks CAT



DEBT MATURITY



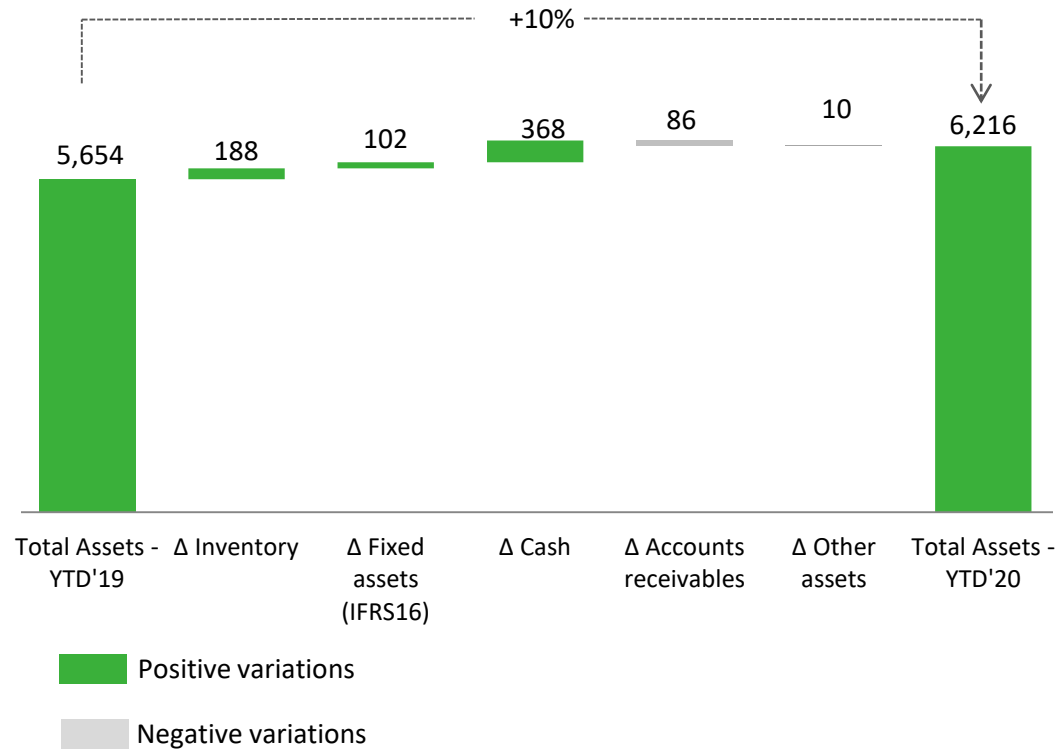


4. Financial Results

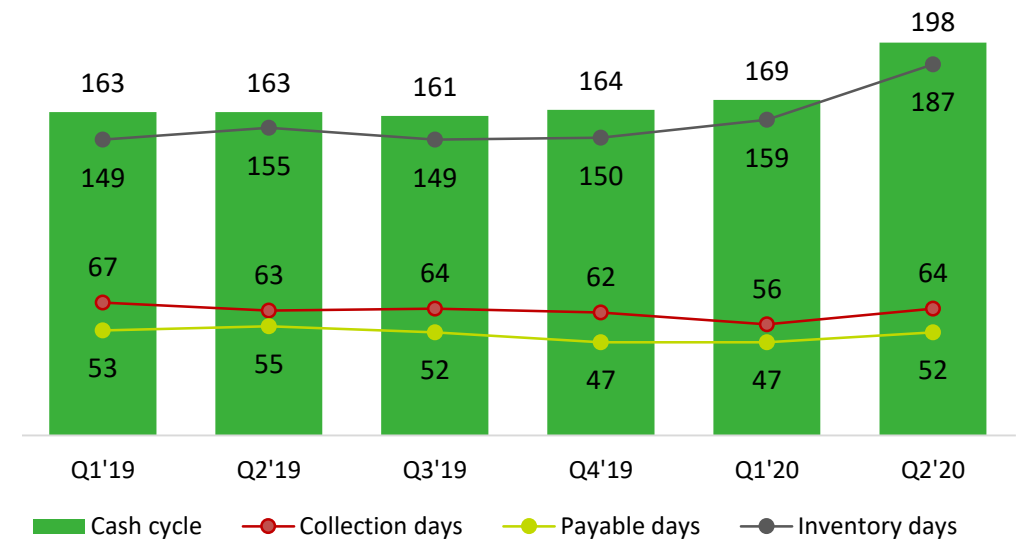
FINANCIAL RESULTS

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION

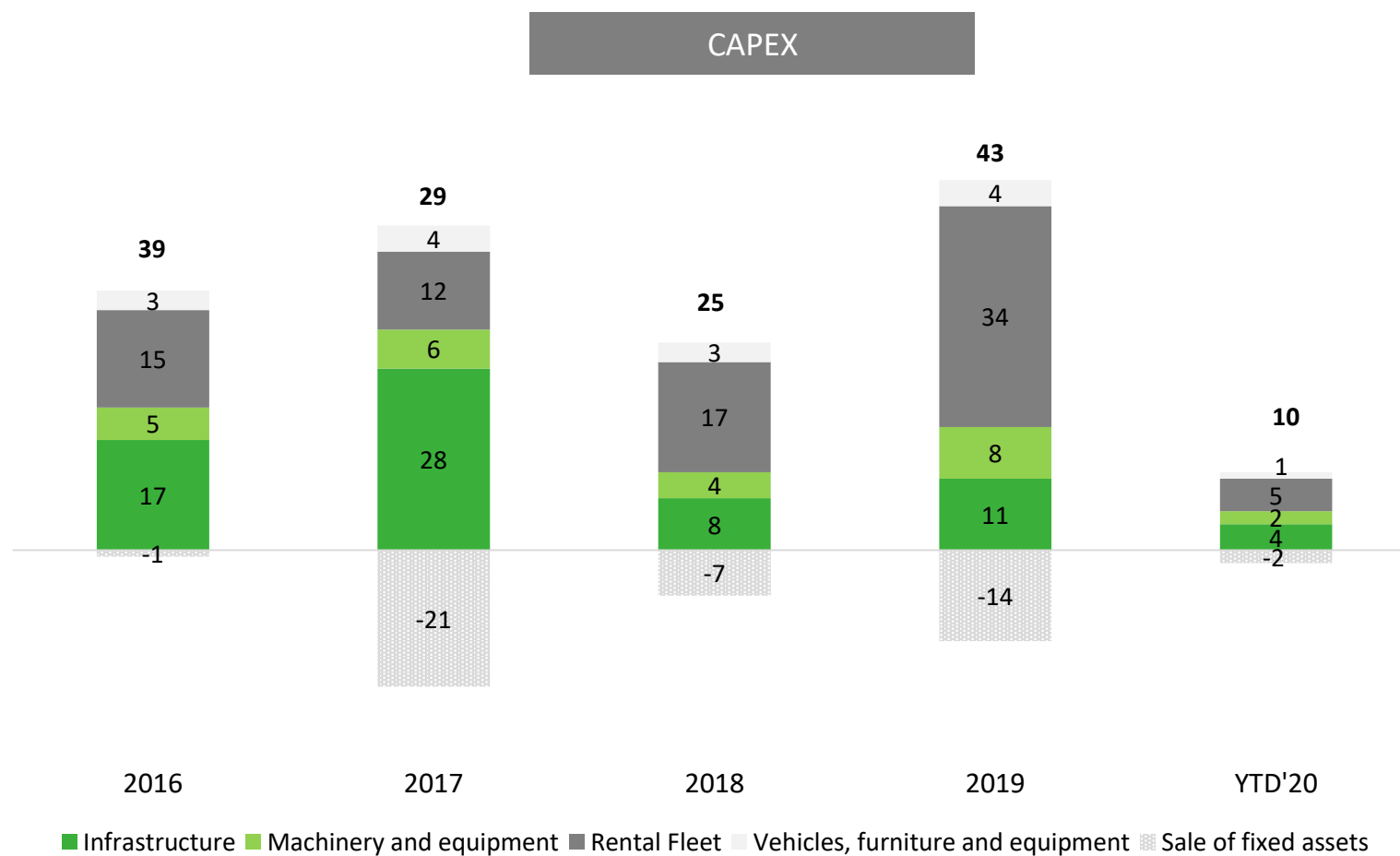


CASH CYCLE



CAPEX

Million Dollars (US\$ mm)



- Investment in intangible assets reached US\$ 8 million dollars as of June 2020 – SAP platform

+ferreycorp