

Earnings Presentation First Quarter 2020

May 2020



Agenda

- 1. Introduction**
- 2. Q1'2020 Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Introduction

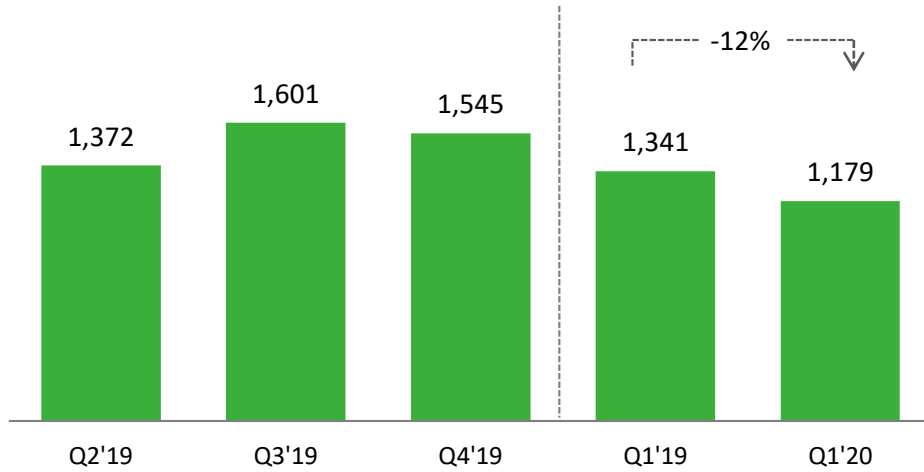


2. Q1'2020 Financial Highlights

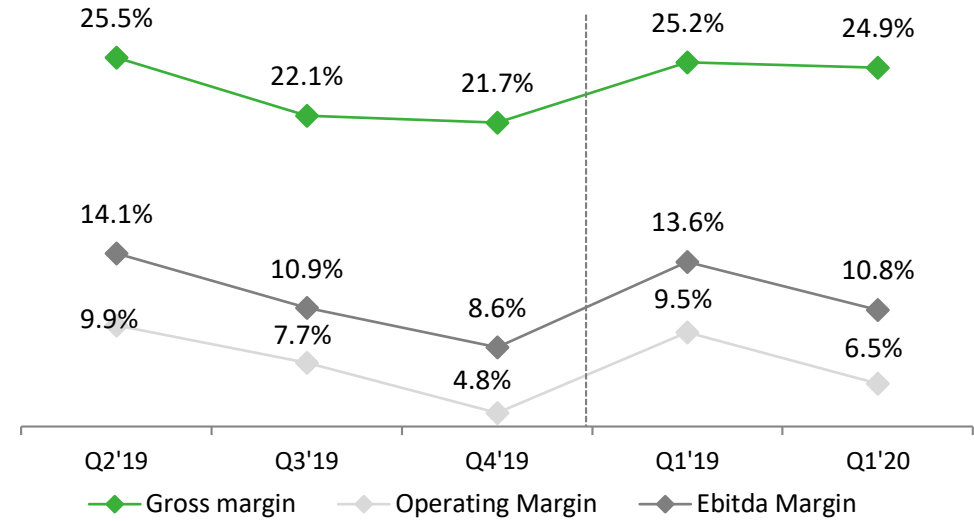
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

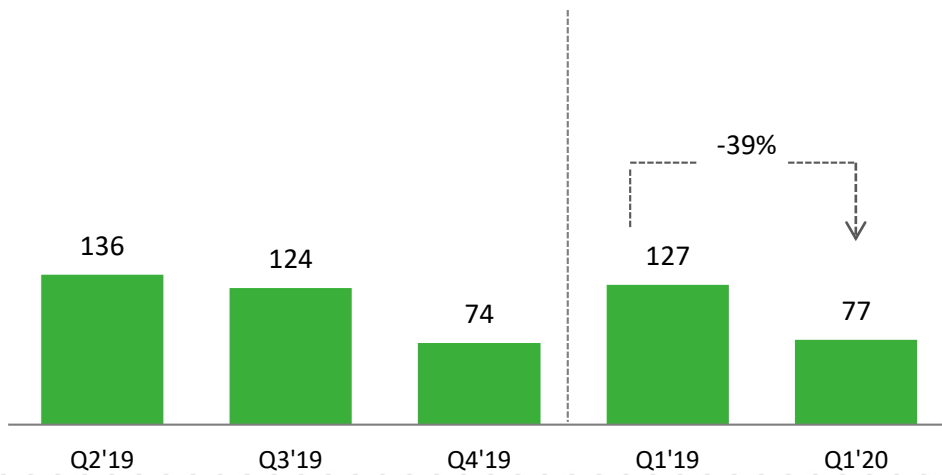
SALES



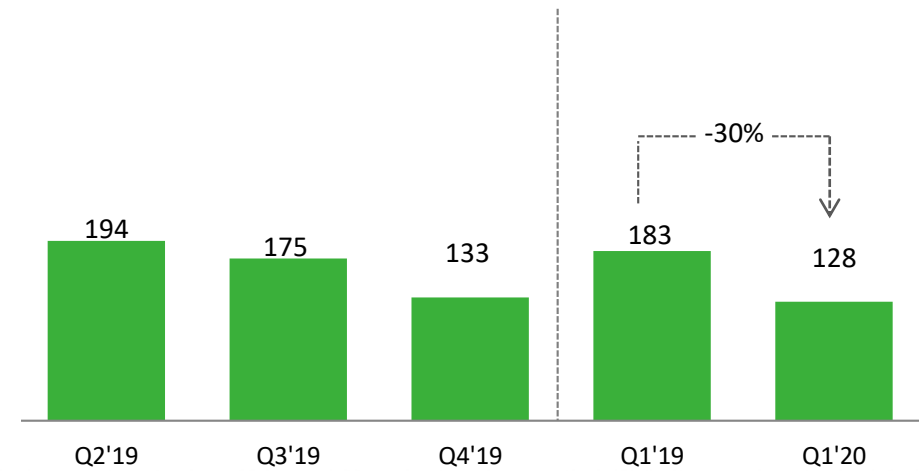
MARGINS



OPERATING PROFIT

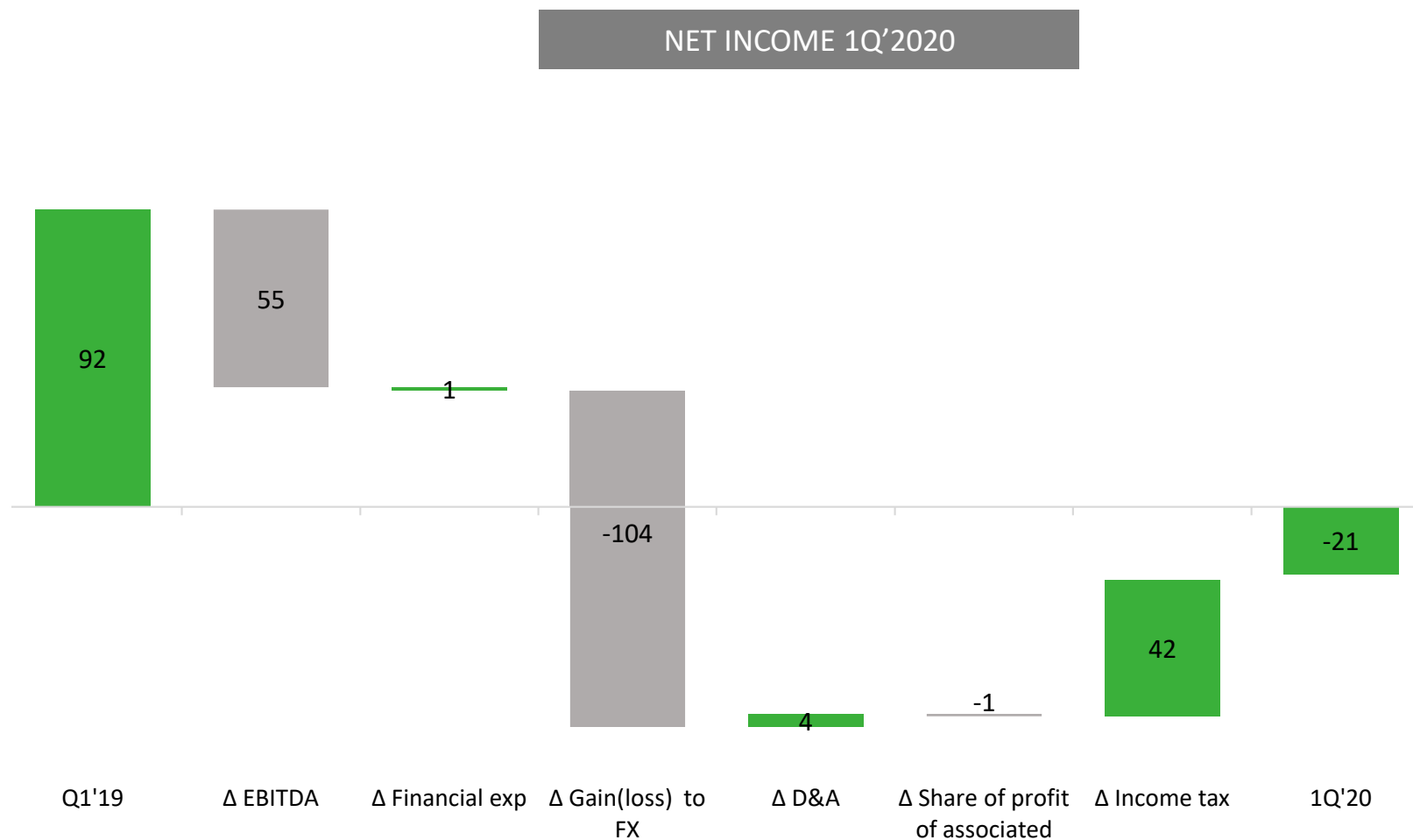


EBITDA



FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)



Positive variations
Negative variations

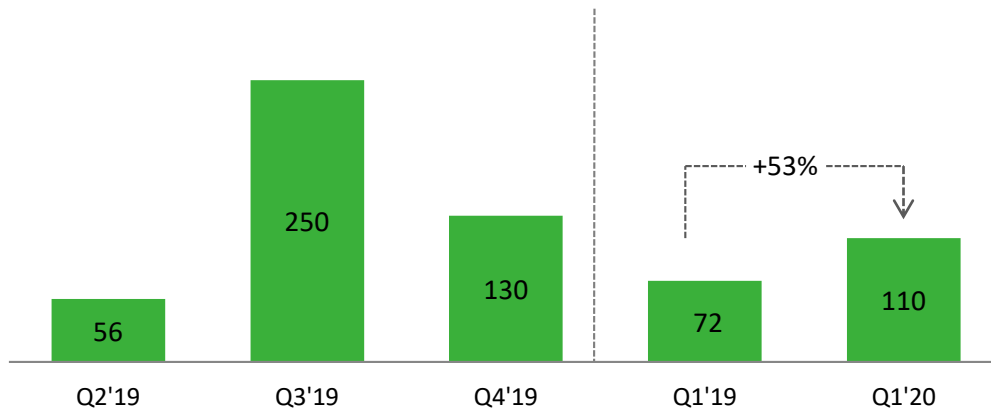


3. Commercial Performance

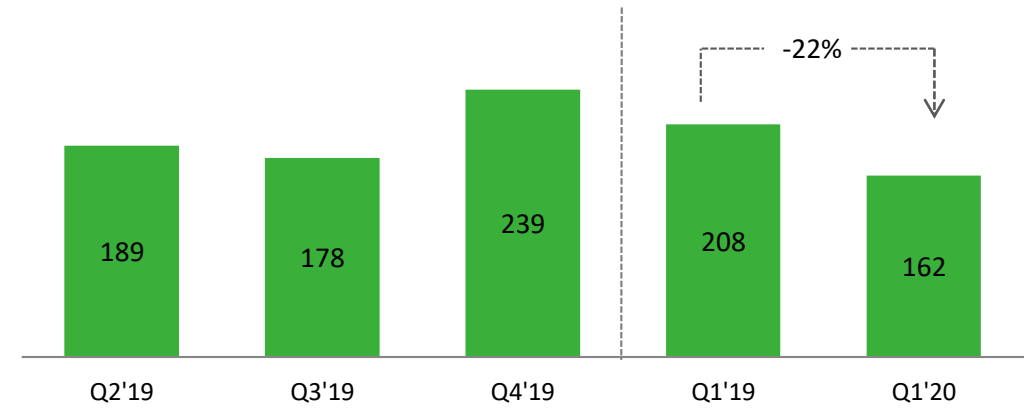
SALES BY BUSINESS LINES

Million Soles (S/ mm)

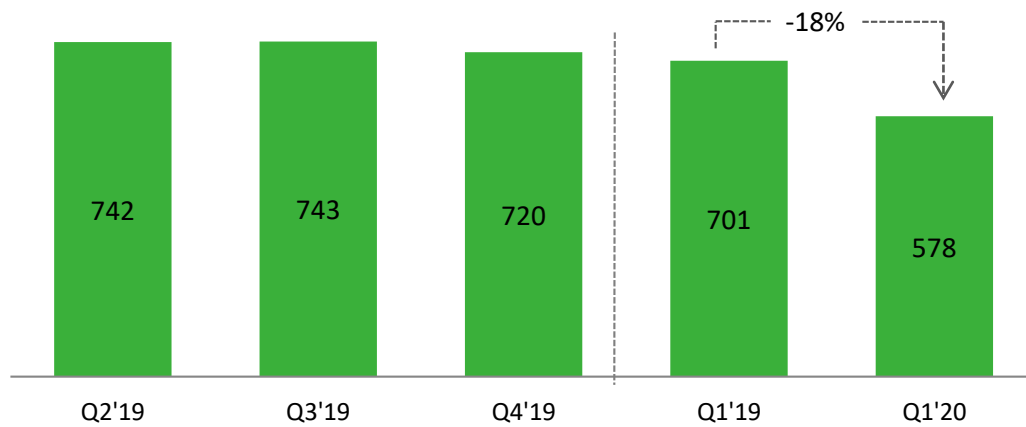
CAT MINING EQUIPMENT



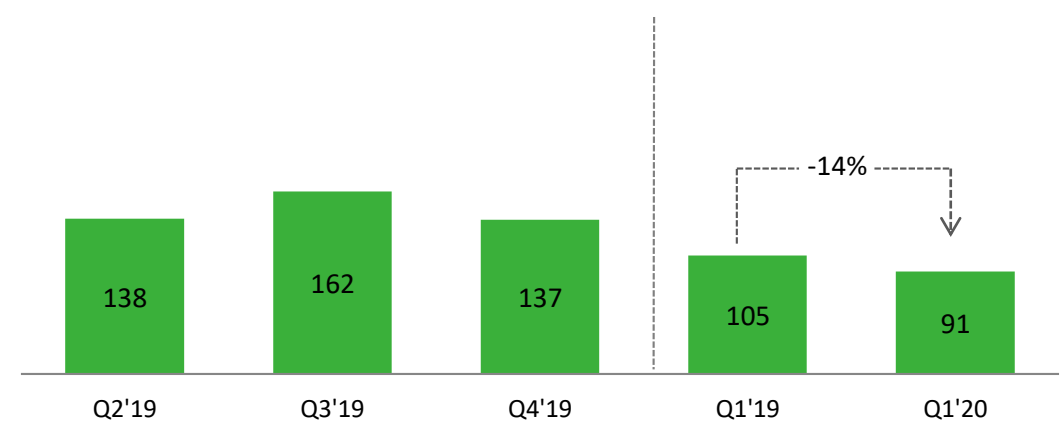
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



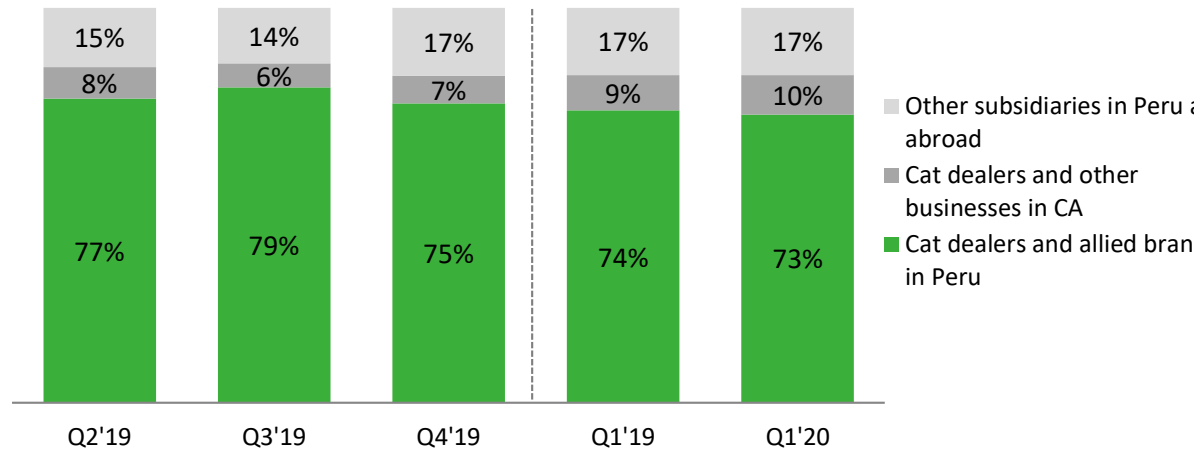
RENTAL AND USED



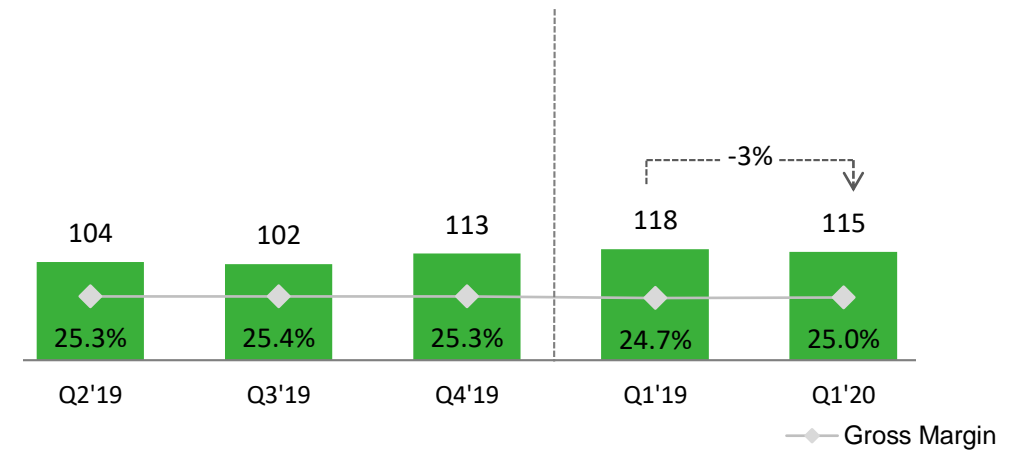
SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

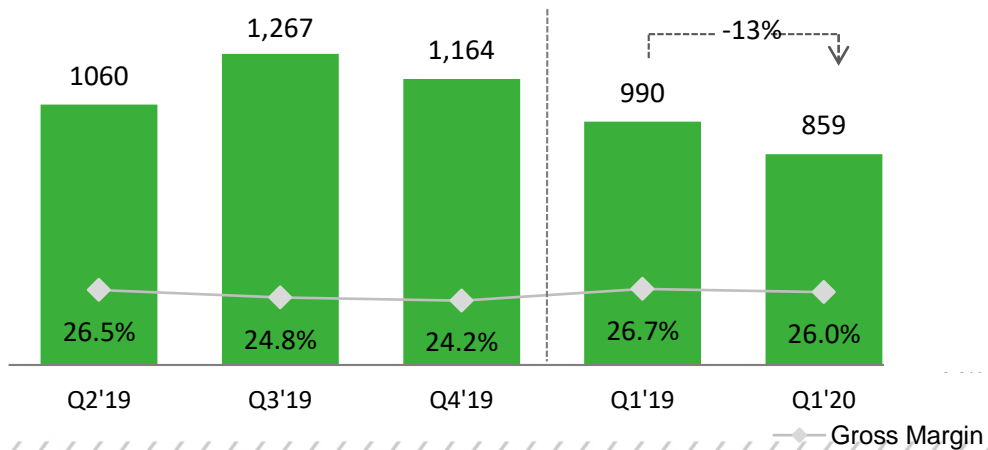
Sales by Group of Companies



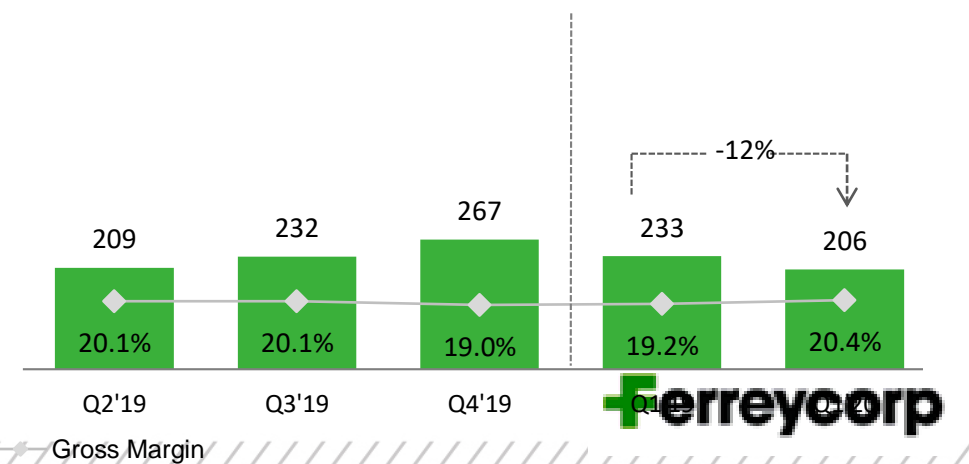
CAT dealers and other businesses in CA



CAT dealers and allied brands in Peru



Other subsidiaries in Peru and abroad



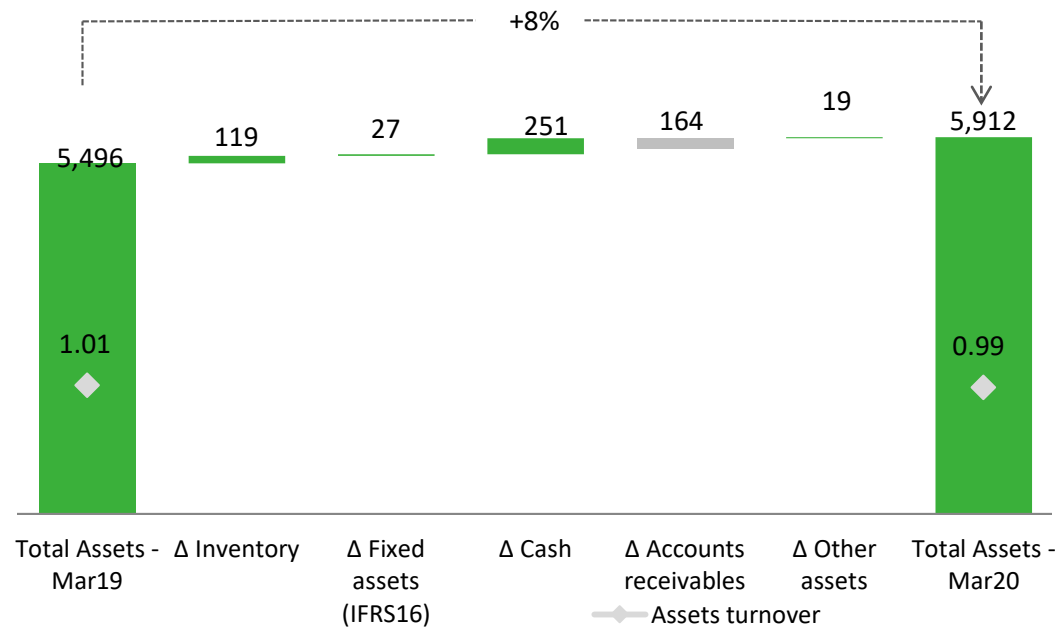


4. Financial Results

FINANCIAL RESULTS

Million Soles (S/ mm)

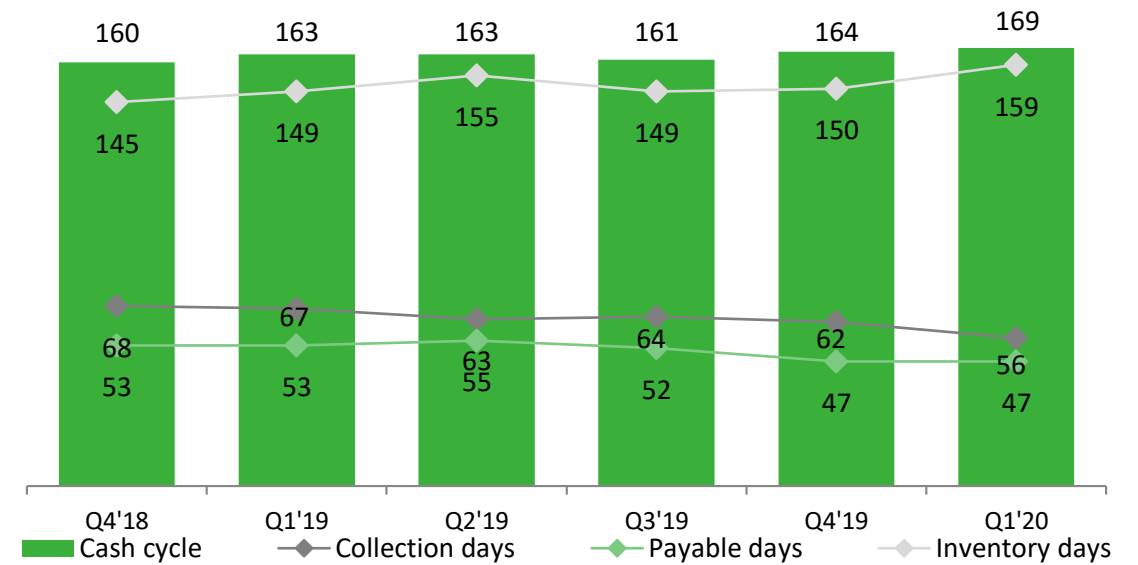
STATE OF FINANCIAL POSITION



Positive variations

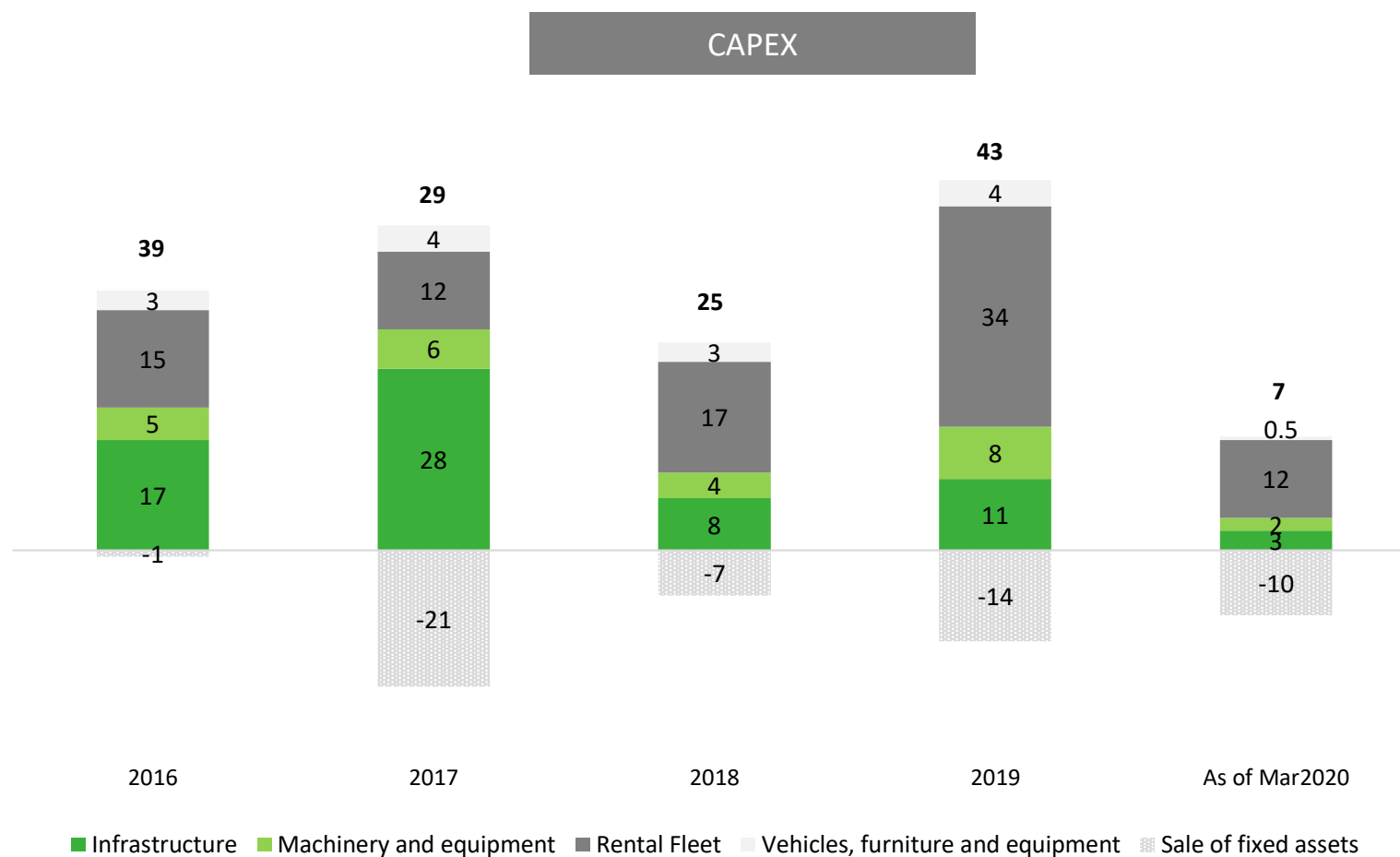
Negative variations

CASH CYCLE



CAPEX

Million Dollars (US\$ mm)

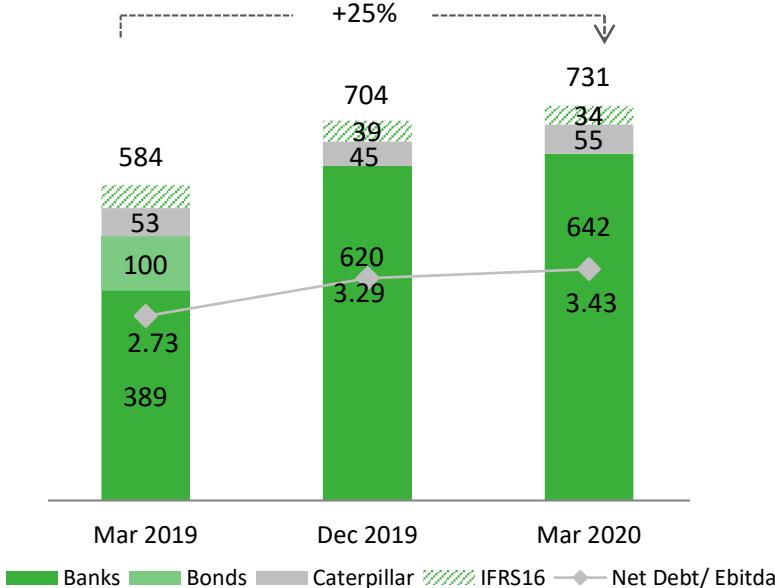


- Investment in intangible assets reached US\$ 3.6 million dollars as of March 2020 – SAP platform

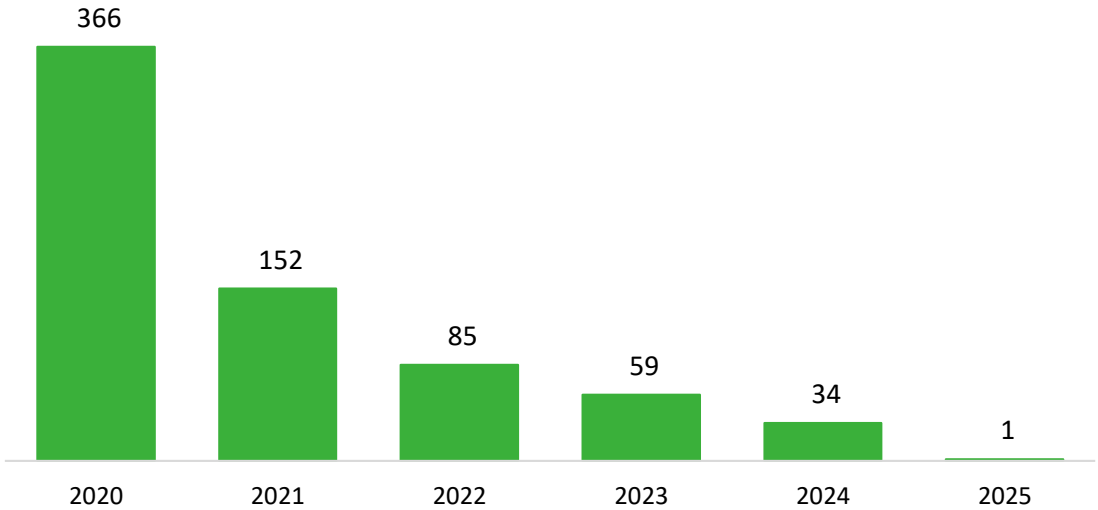
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

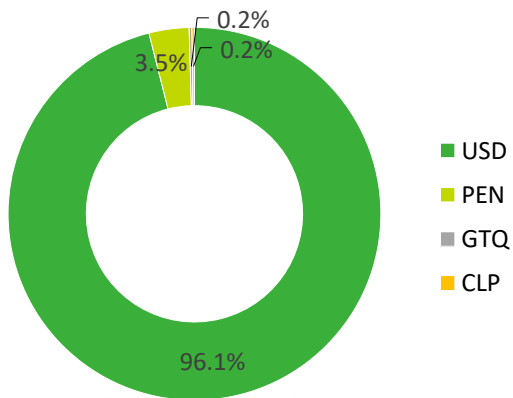
FINANCIAL DEBT



DEBT MATURITY

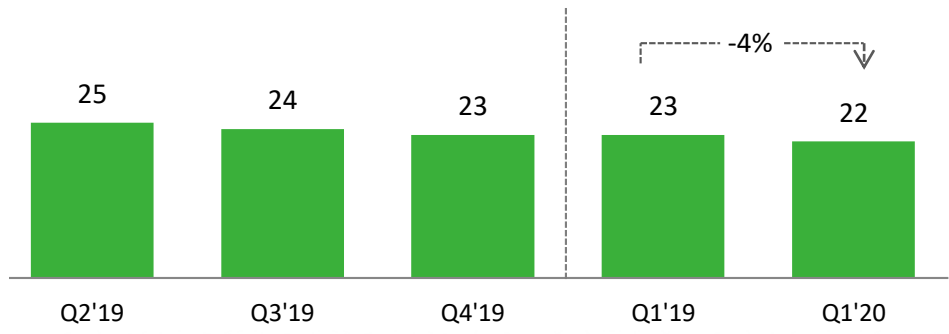


DEBT BY CURRENCY



FINANCIAL EXPENSES

(Million Soles S/ mm)



+ferreycorp