

# Earnings Presentation First Quarter 2023

April 2023



# HIGHLIGHTS



## **Approval of Board members for the 2023-2026 period**

- The shareholder's Meeting approved the new Board members for the next 3 years:
  1. Andreas von Wedemeyer Knigge.
  2. Manuel Bustamante Olivares;
  3. Raúl Ortiz de Zevallos Ferrand;
  4. Thiago de Orlando e Albuquerque;
  5. Mariela García Figari de Fabbri;
  6. Humberto Nadal del Carpio;
  7. Javier Otero Nosiglia;
  8. Alba San Martin Piaggio; y,
  9. Manuel del Rio Jimenez

## **Dividends' payment**

- On March 2023, the Shareholders' Meeting approved a cash dividend of S/251.3 million.
- This amount was defined by the upper limit of the dividend policy (60% of free disposal profits)
- On September 2022 an advance cash dividend of S/120 million was paid.
- The remaining amount to be paid is S/ 131.3 million, equivalent to thirteen cents per share (S/ 0.1390).
- Payment date: May 5, 2023 (the record day was April 19th).

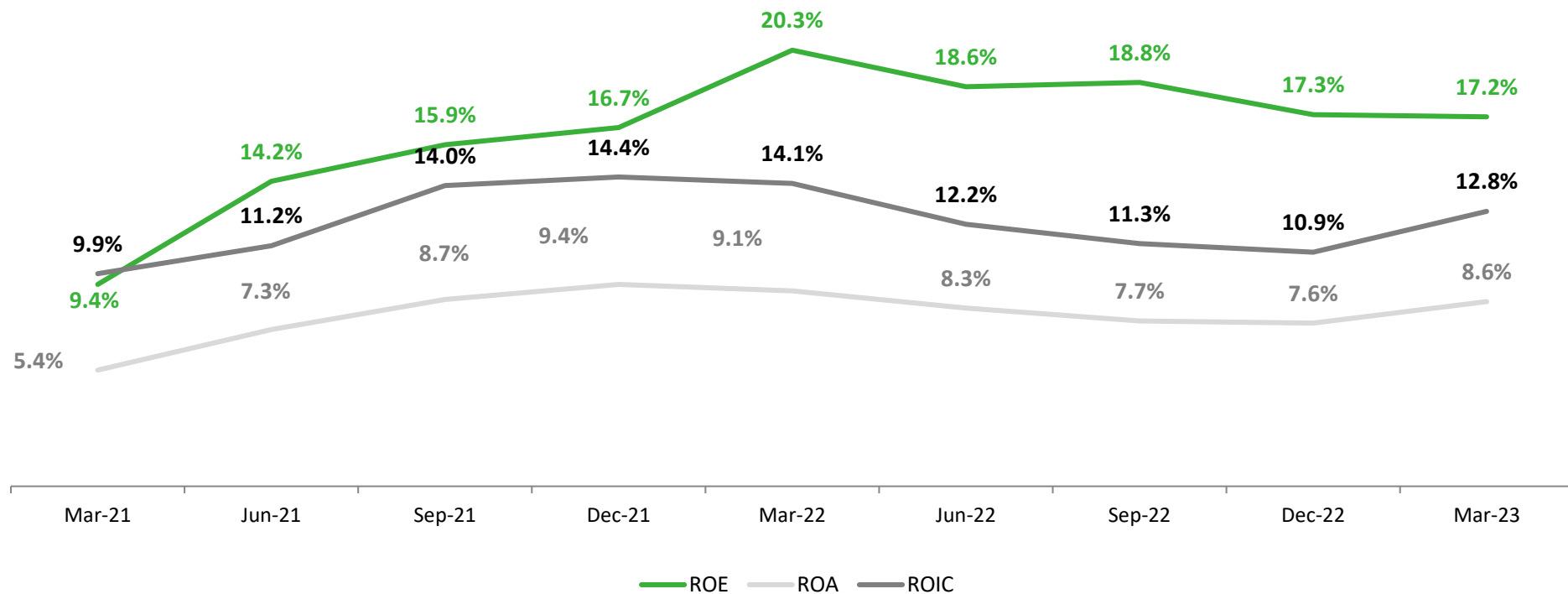
## **Actions against climate disasters**

- Peru faced some severe climate events with consequent floods and mudslides.
- Ferreycorp, through its subsidiaries Ferreyros and Unimaq, put some equipment to service coordinating with ministries and regional governments. We delivered 20 CAT machines and 8 water pumps.

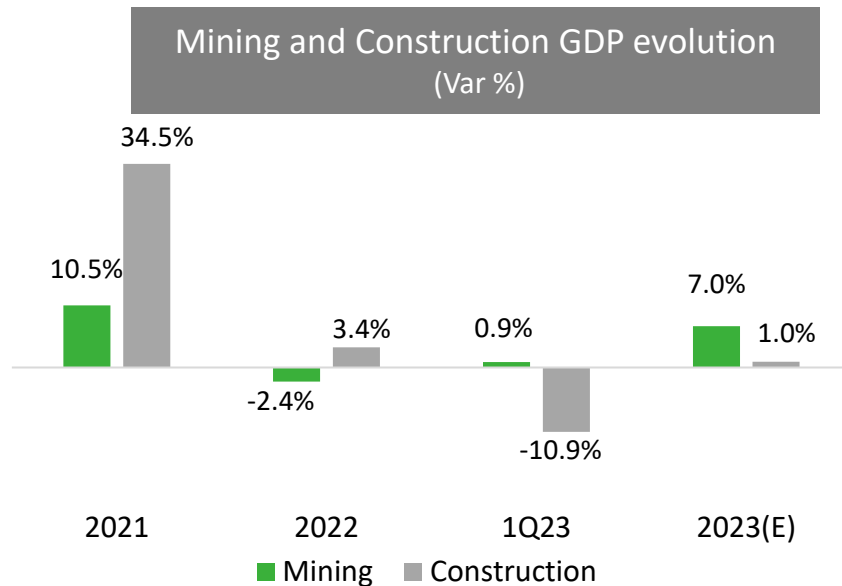
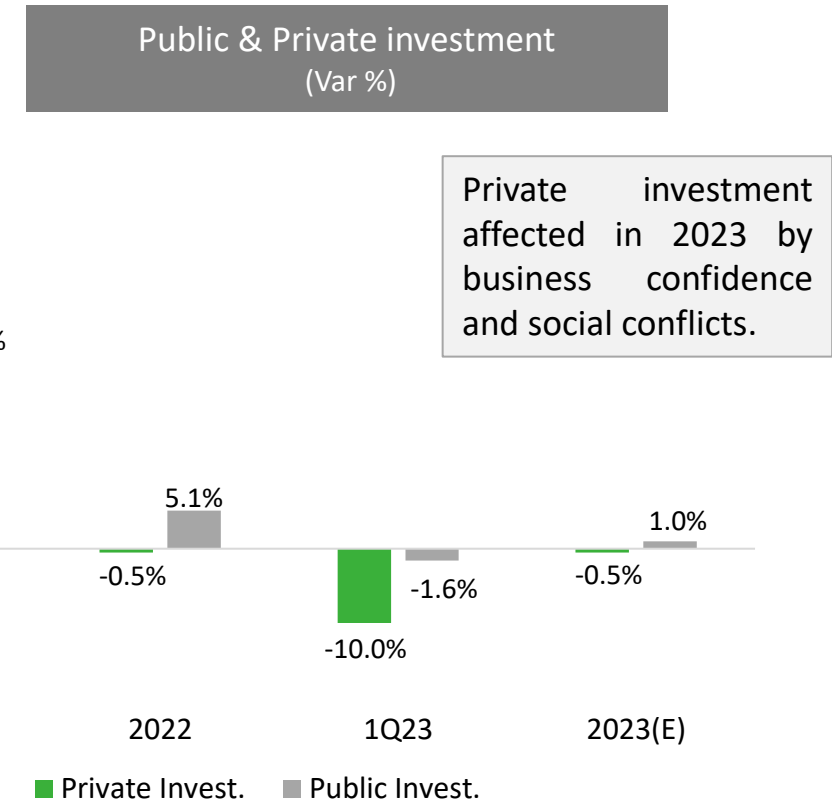
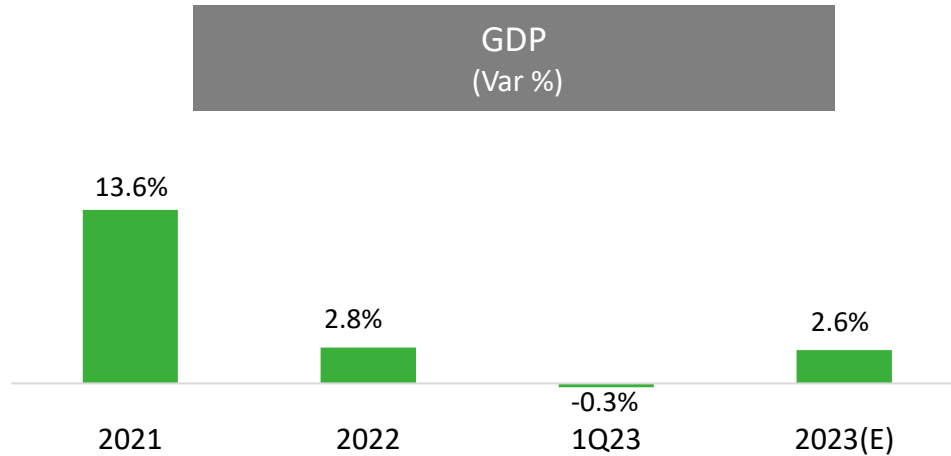
# INTRODUCTION



## Ferreycorp Profit Ratios



# INTRODUCTION



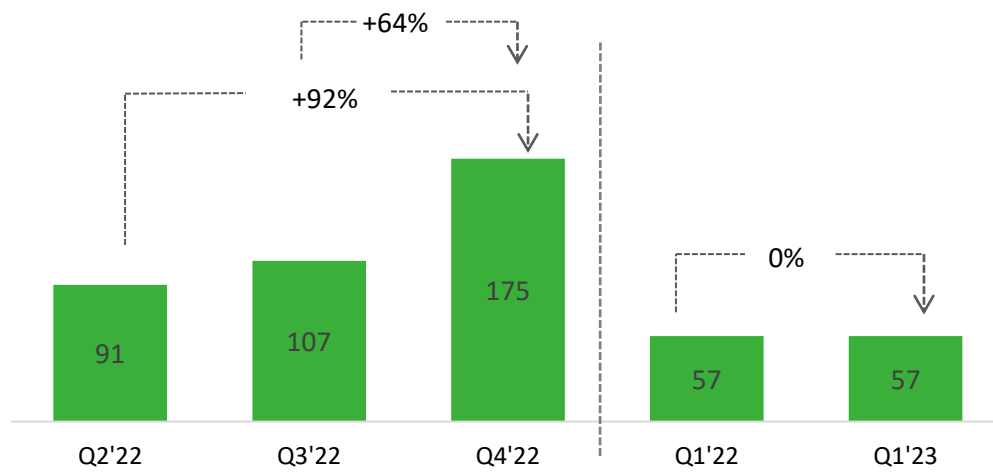
Sources: Central Bank Inflation Report as of March 2023 & Apoyo

# SALES BY BUSINESS LINES

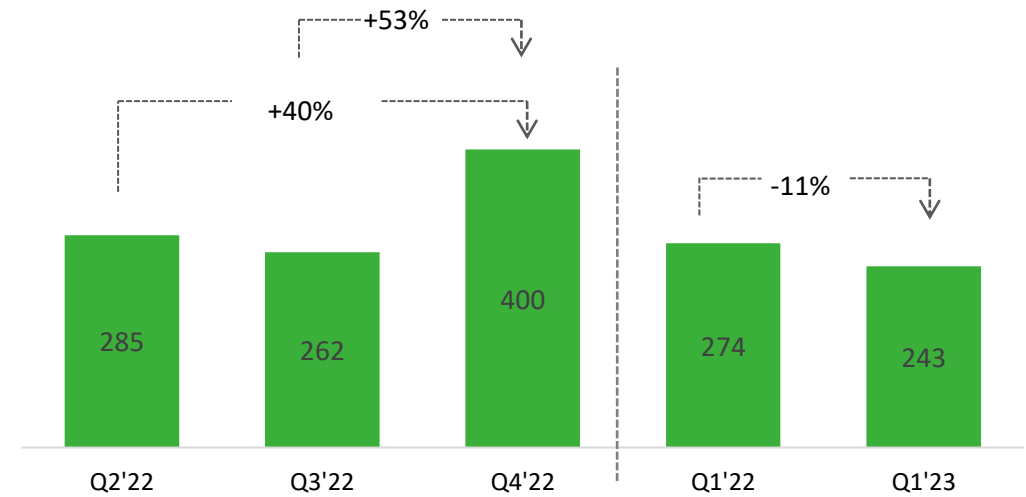


Million Soles (S/ mm)

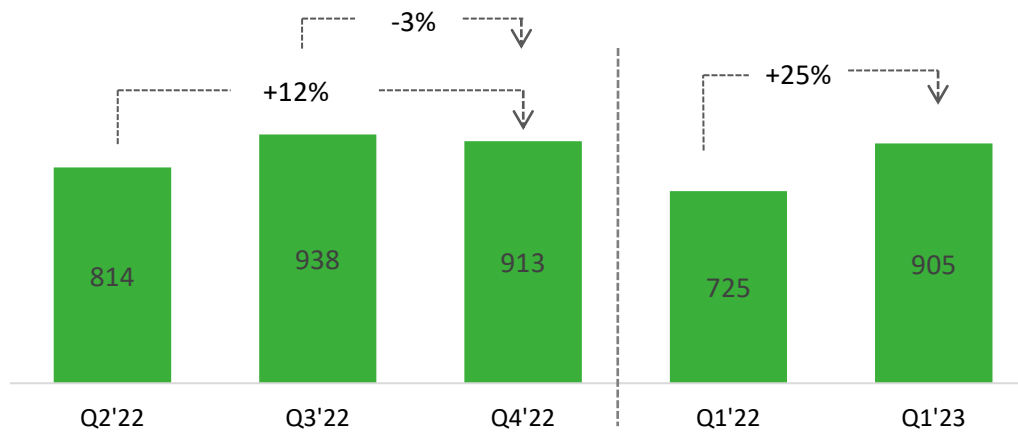
## CAT MINING EQUIPMENT



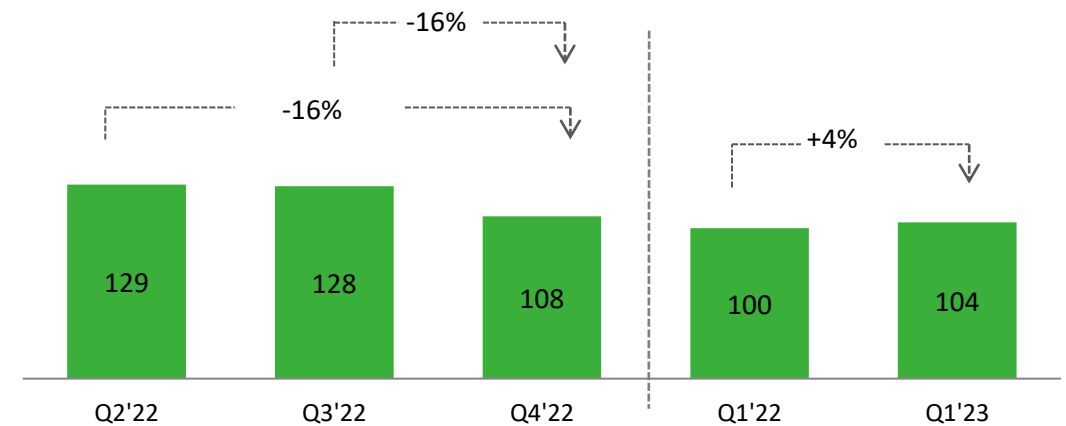
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



## RENTAL AND USED



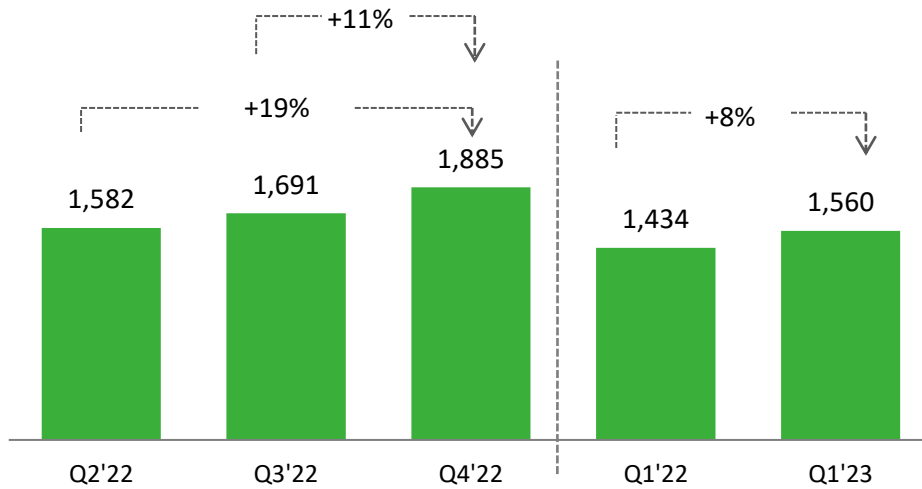
Gross Margin Adj. 1Q 2022 = 26.2%, 1Q 2023 = 28.2%  
 Operating Margin Adj. 1Q 2022 = 9.6% ; 1Q 2023 = 11.6%  
 Ebitda Margin Adj 1Q 2022 = 13.7% ; 1Q 2023 = 15.6%



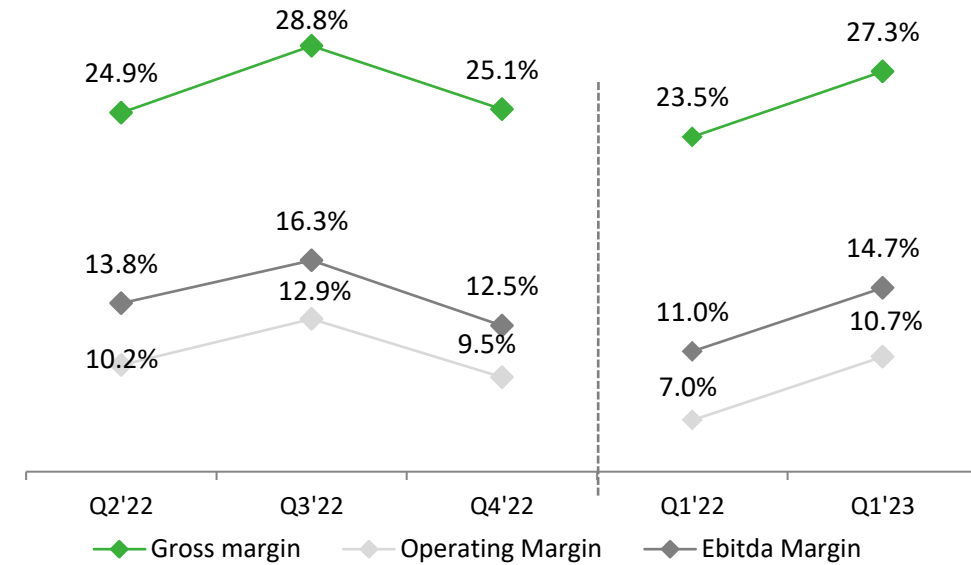
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

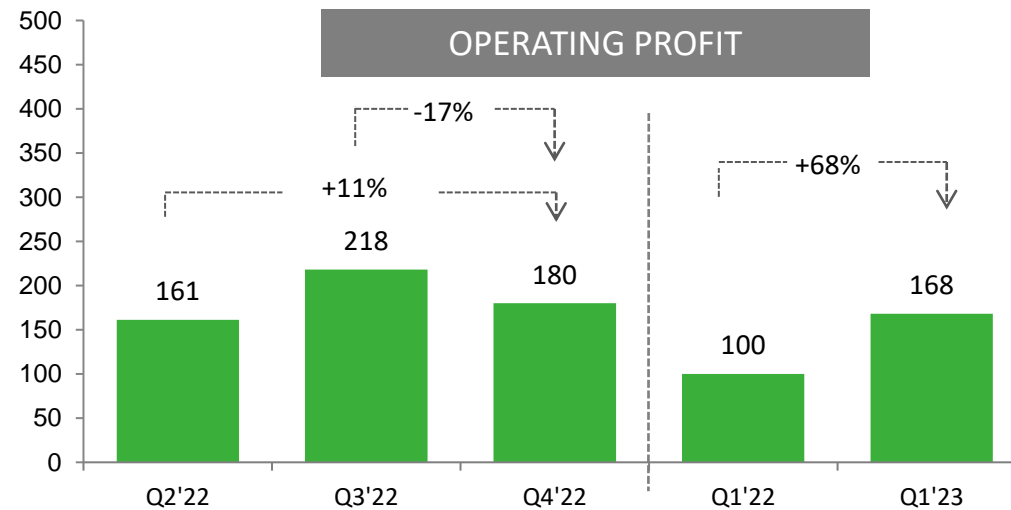
## SALES



## MARGINS



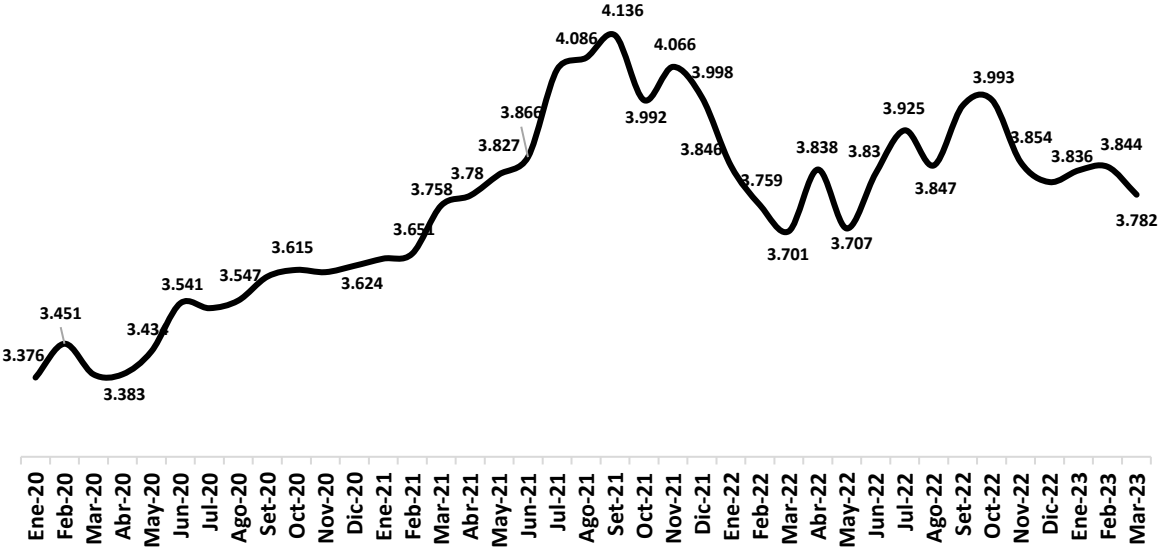
## OPERATING PROFIT



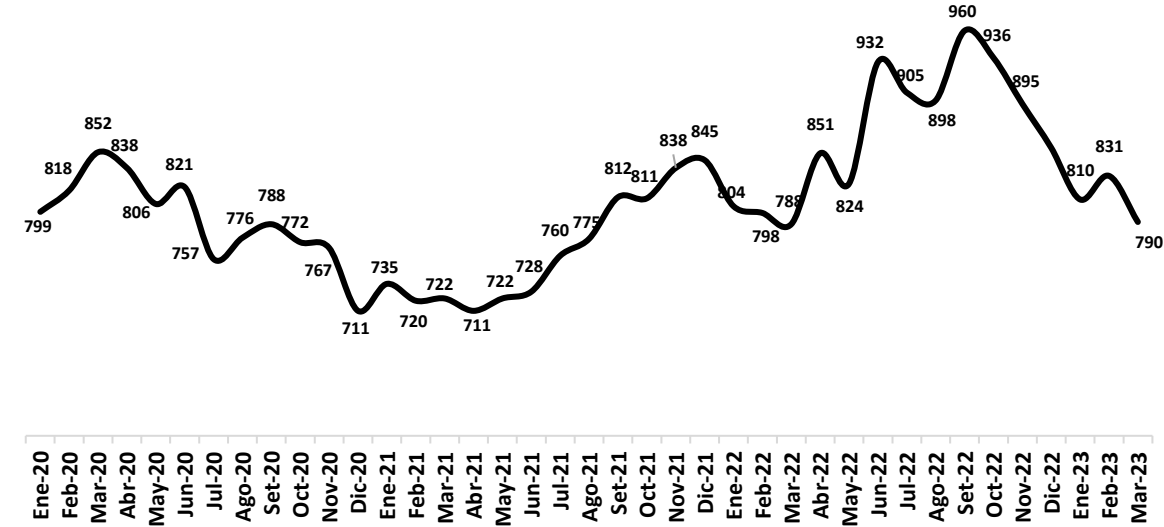
# EVOLUTION ON EXCHANGE RATES



Exchange Rate - Peru

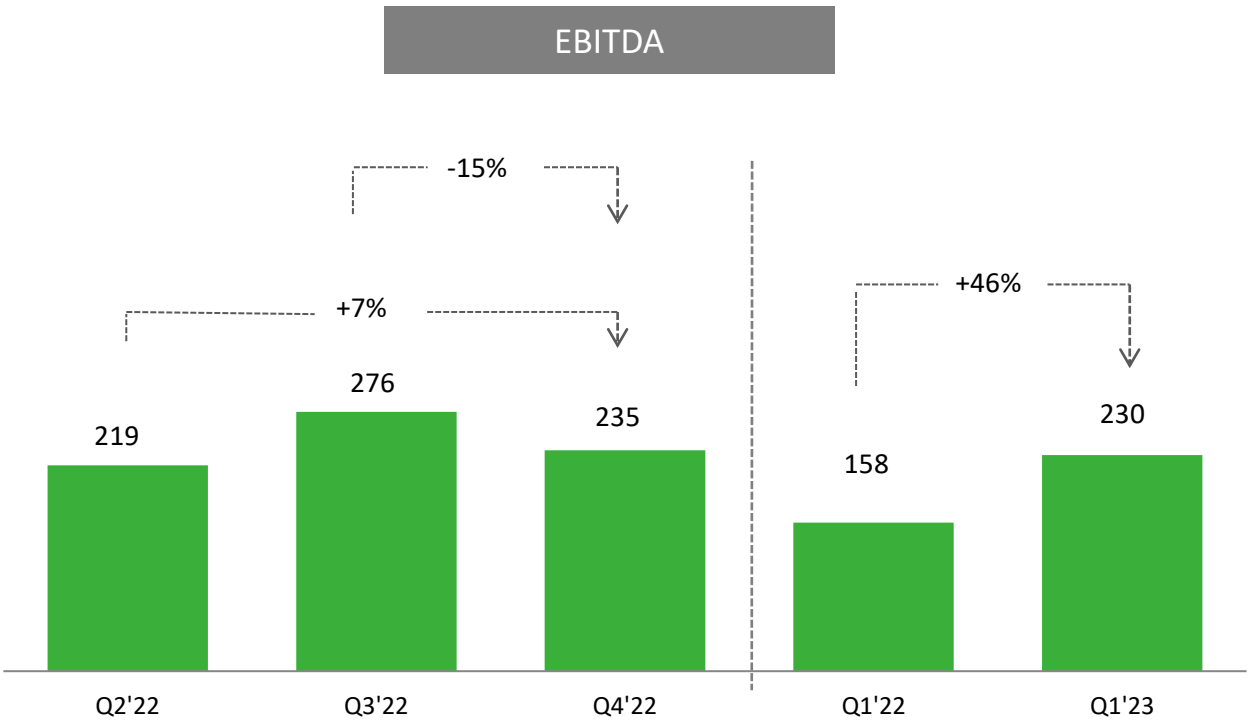


Exchange Rate - Chile



# FINANCIAL HIGHLIGHTS - EBITDA

Million Soles (S/ mm)



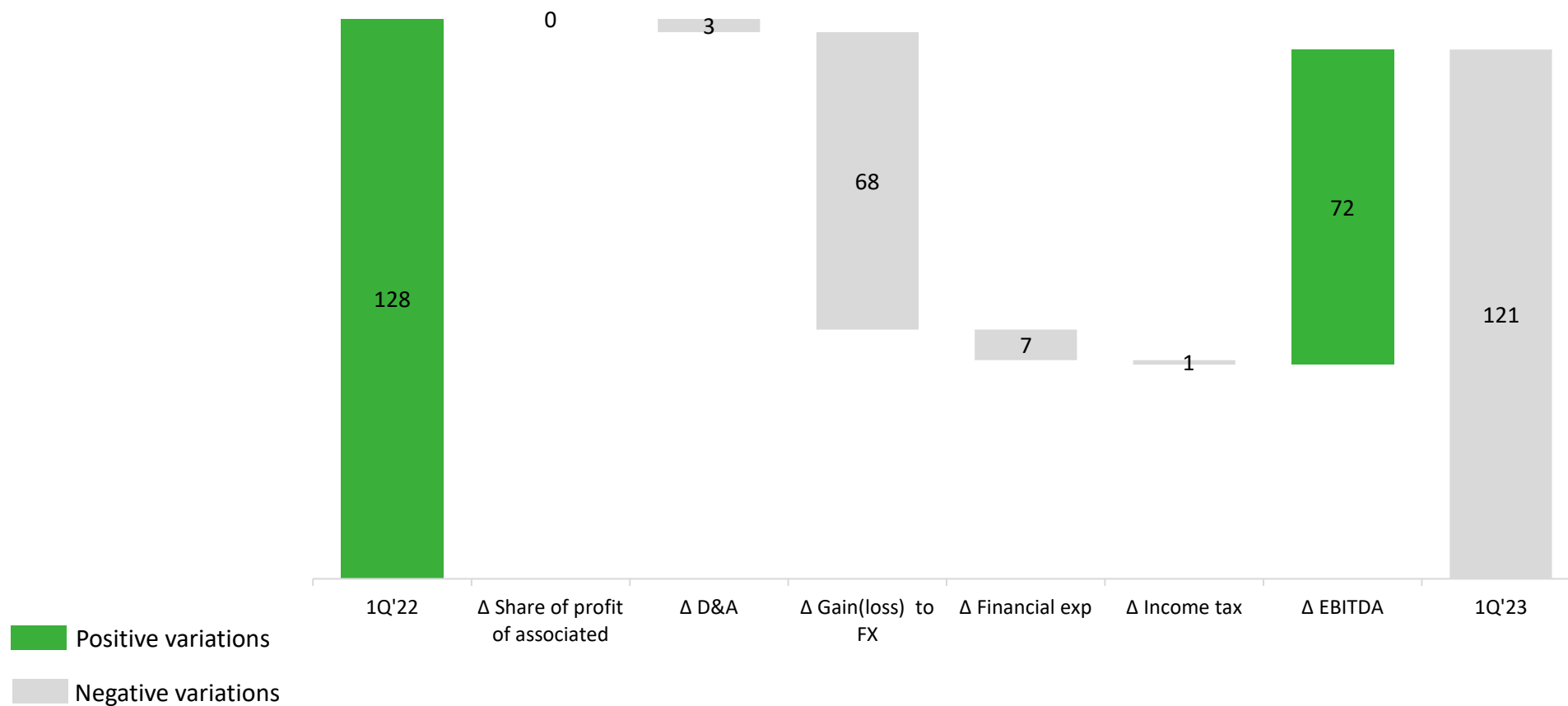


# NET INCOME

Million Soles (S/ mm)



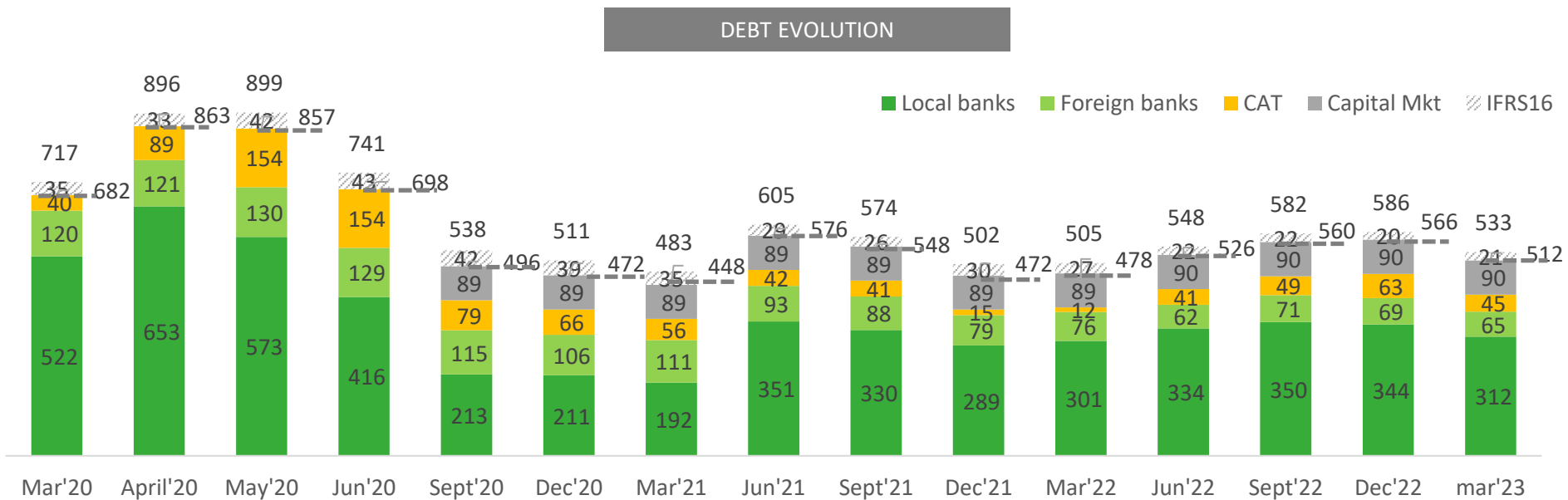
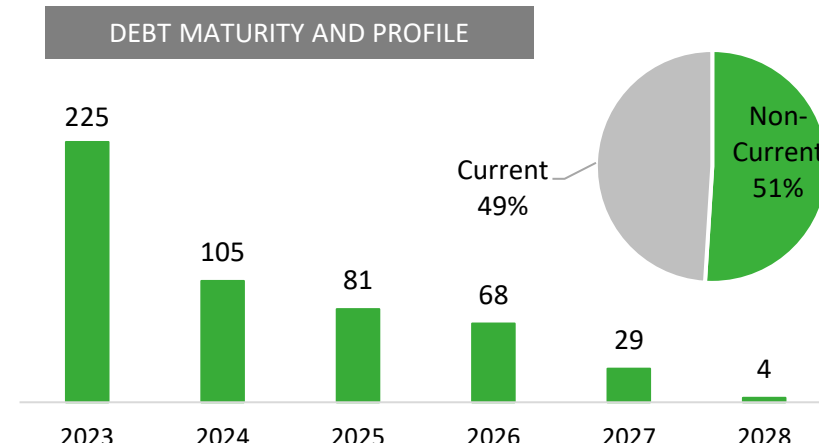
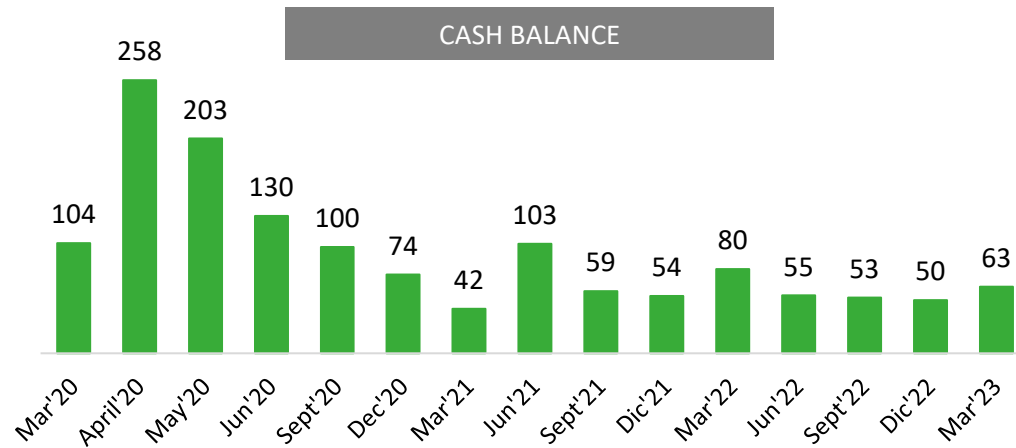
## NET INCOME 1Q2023



# CASH GENERATION AND LIABILITY MANAGEMENT



Million dollar (USD mm)

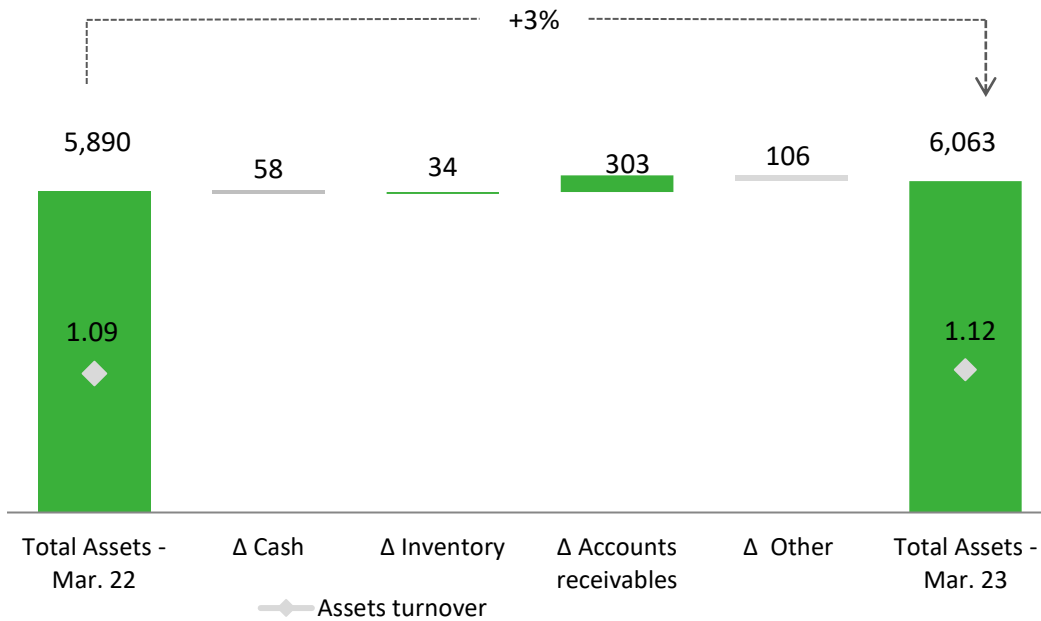


# TOTAL ASSETS AND CASH CYCLE

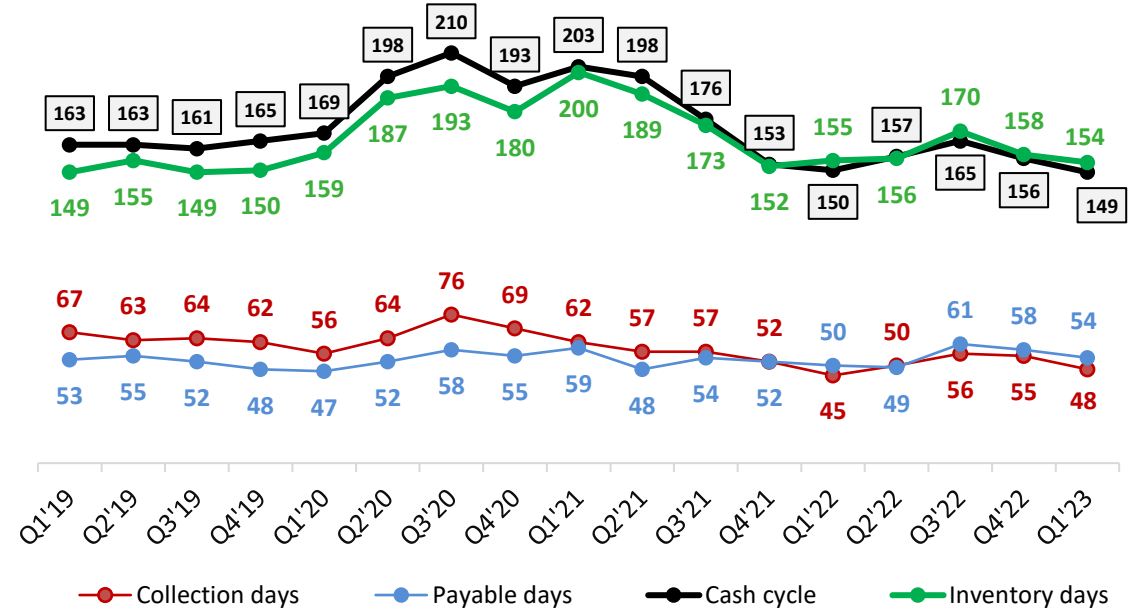
Million Soles (S/ mm)



## STATE OF FINANCIAL POSITION



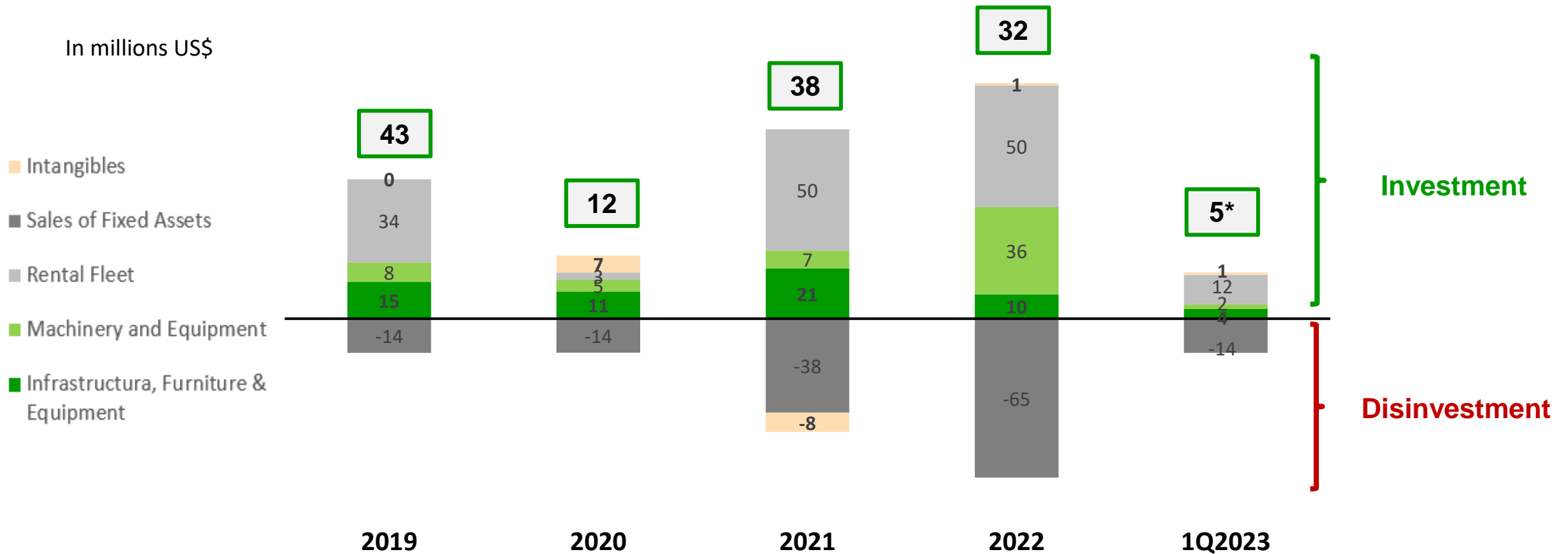
## CASH CYCLE



# CAPEX



In millions 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

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