

# Earnings Presentation Third Quarter 2018

November 5<sup>th</sup>, 2018



## **Agenda**

- 1. Market Conditions**
- 2. Accumulated and Q3'18  
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**

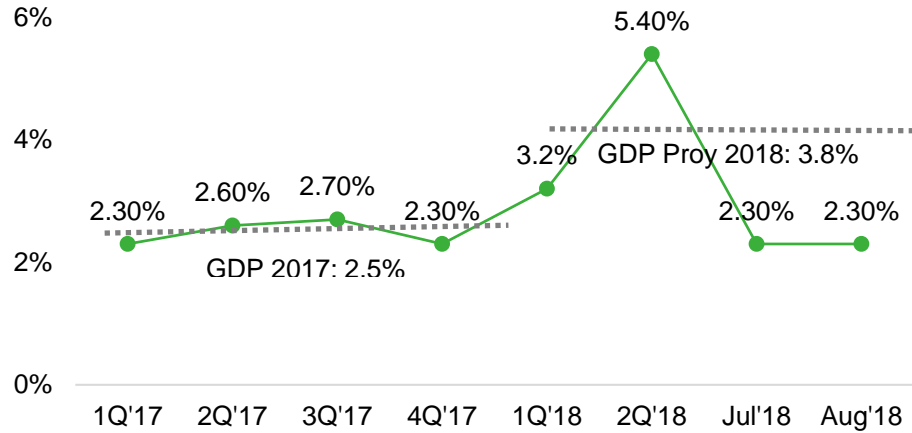




# 1. Market Conditions

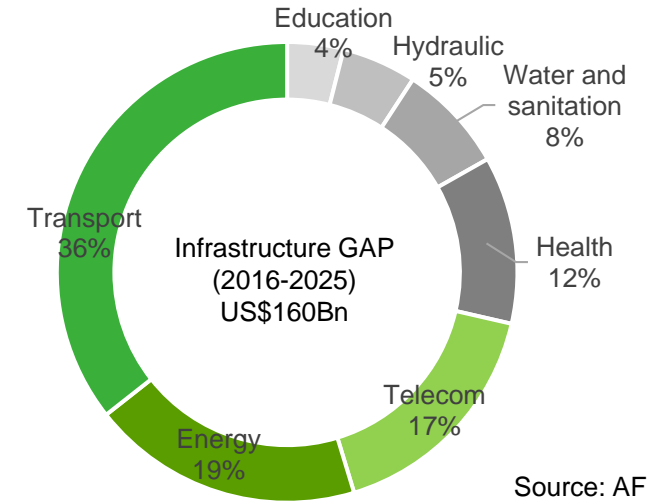
# MARKET CONDITIONS

### GDP (Var. %)



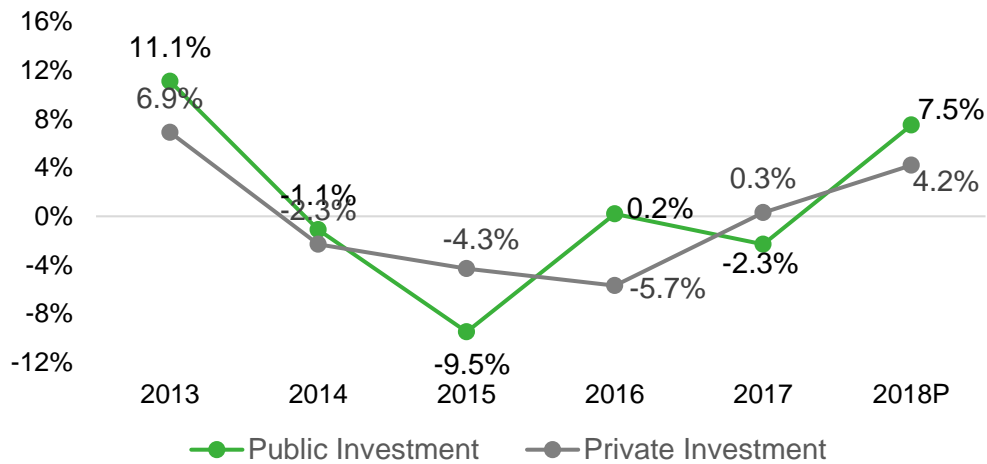
Source: Apoyo Consultoria

### Medium and long-term infrastructure gap



Source: AFIN

### Public and Private Investment (Var. %)



Source: Apoyo Consultoria

### Mining projects that will start construction in 2018

Project	Investment (US\$ MM)	Execution Period				
		2018	2019	2020	2021	2022
Quellaveco	5,300	█	█	█	█	█
Mina Justa	1,600	█	█	█	█	
Pampa del Pongo	2,500	█	█	█	█	█
Corani	585	█	█	█	█	
Ariana	125	█	█	█	█	
Toromocho exp.	1,300	█	█	█	█	
Pachapaqui exp.	117	█	█	█	█	█
San Rafael	200	█	█	█	█	
Quecher Main	300	█	█	█		
<b>Total</b>	<b>12,027</b>					

Source: Minem

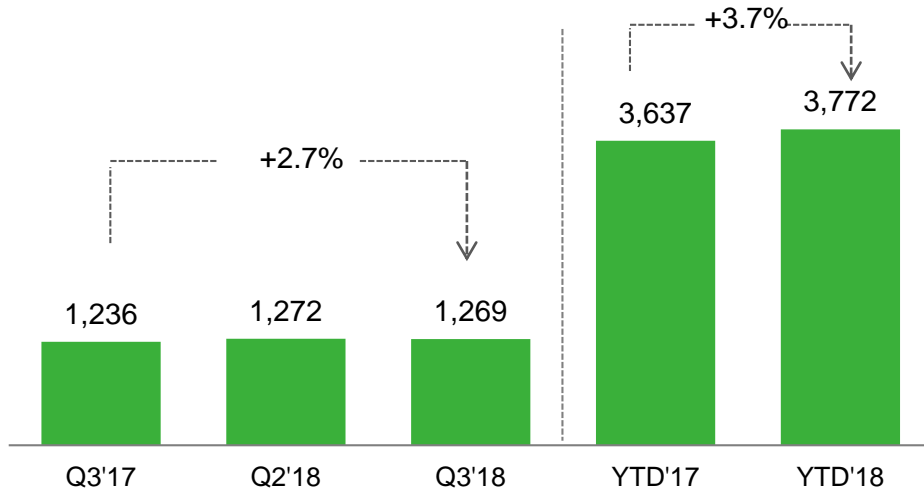


## **2. Accumulated and Q3'18 Financial Highlights**

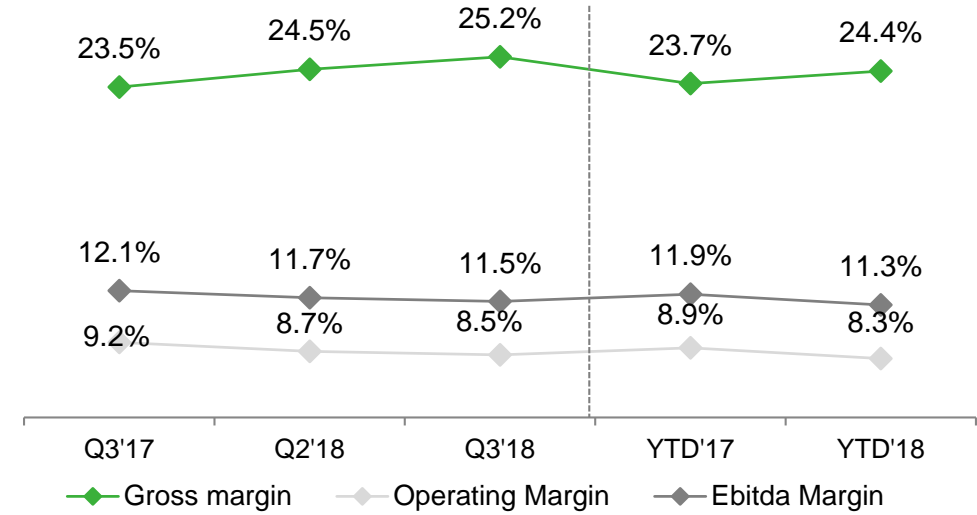
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

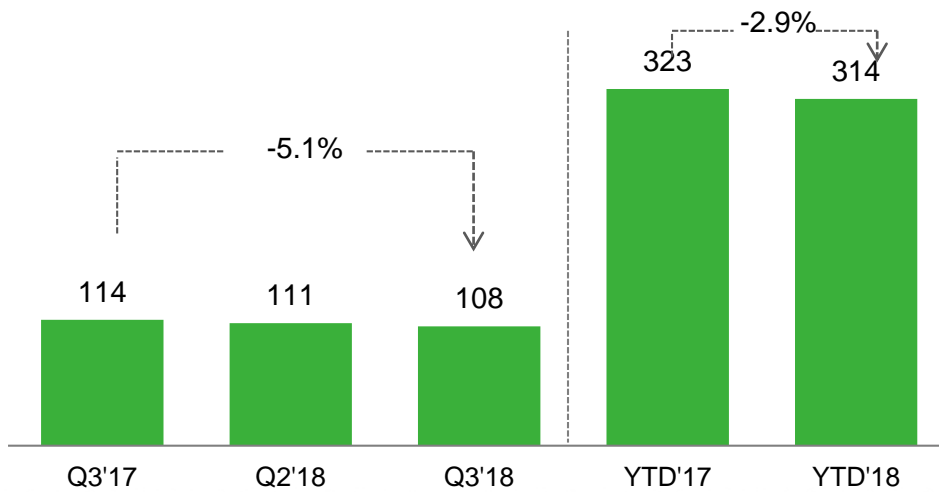
## SALES



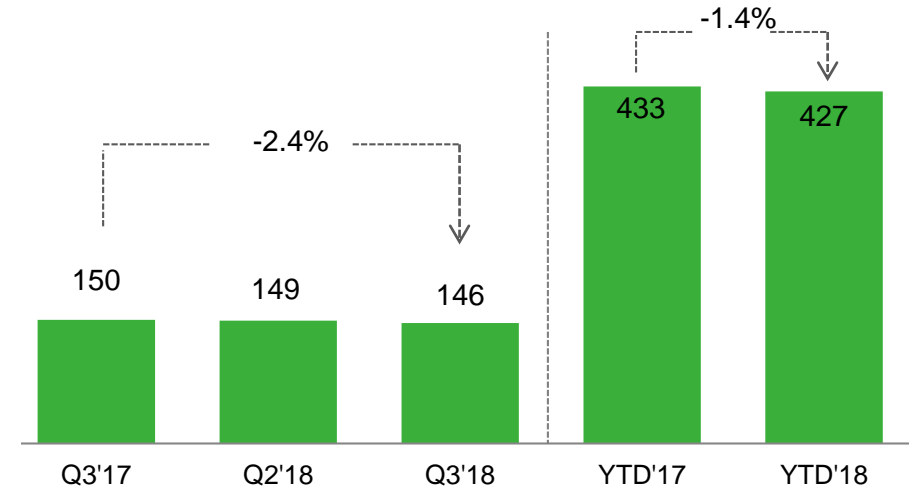
## MARGINS



## OPERATING PROFIT



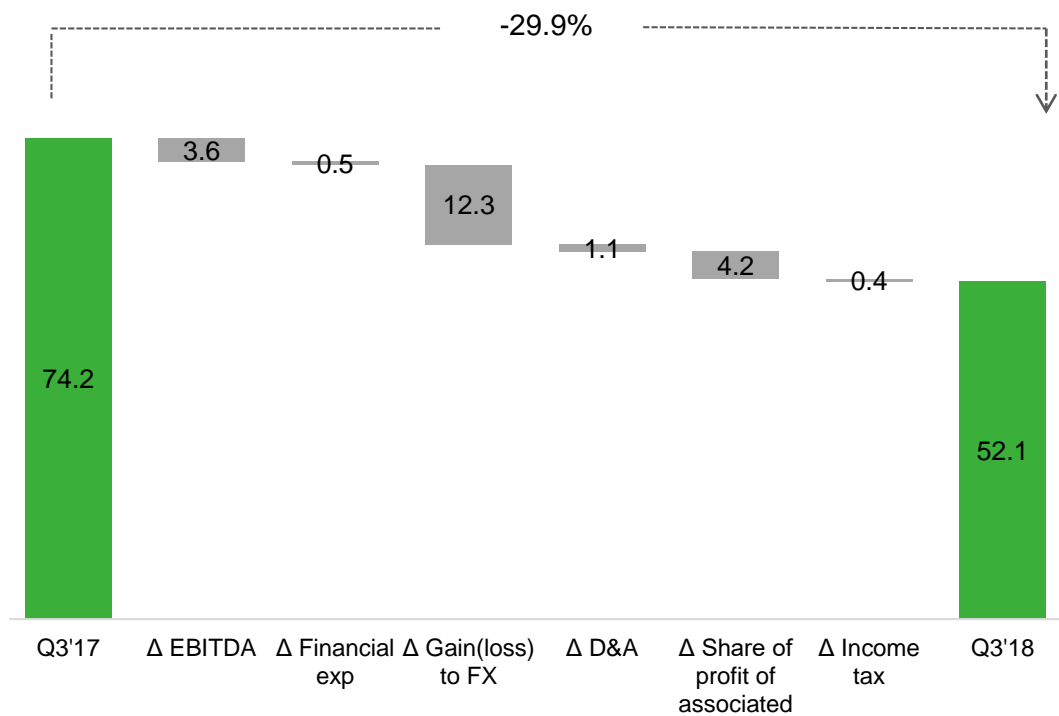
## EBITDA



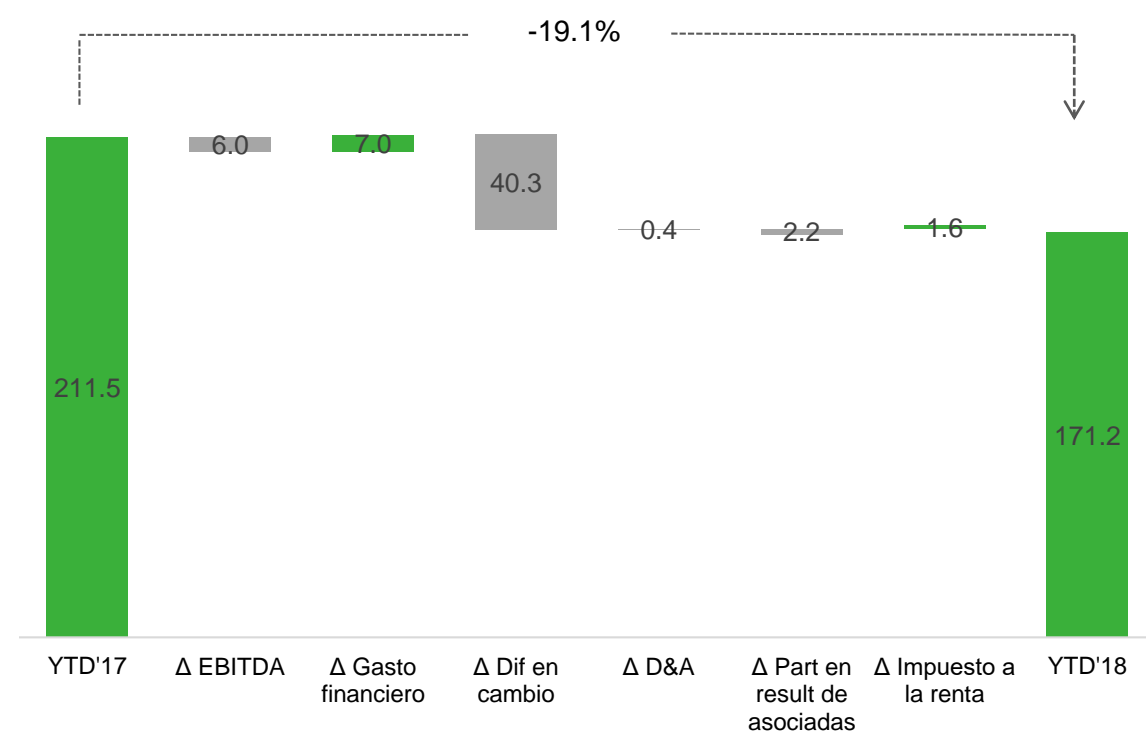
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

## NET INCOME Q3'18



## NET INCOME YTD'18



■ Positive variations

■ Negative variations





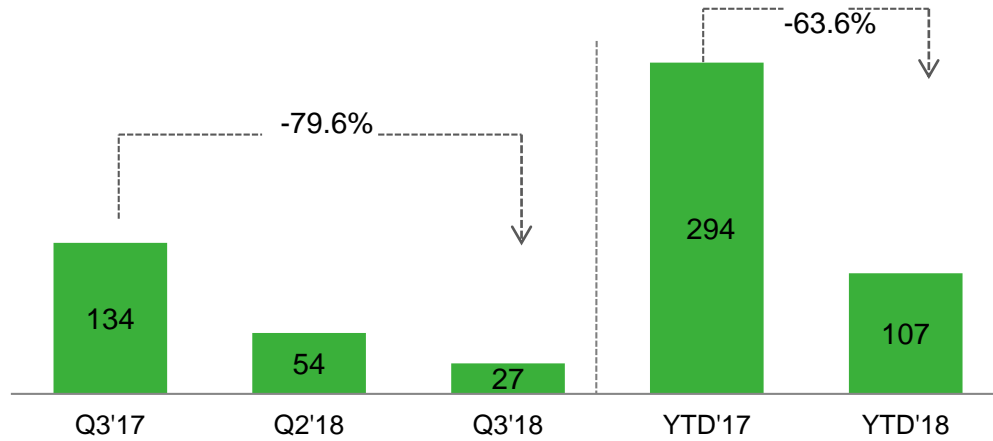
## 3. Commercial Performance



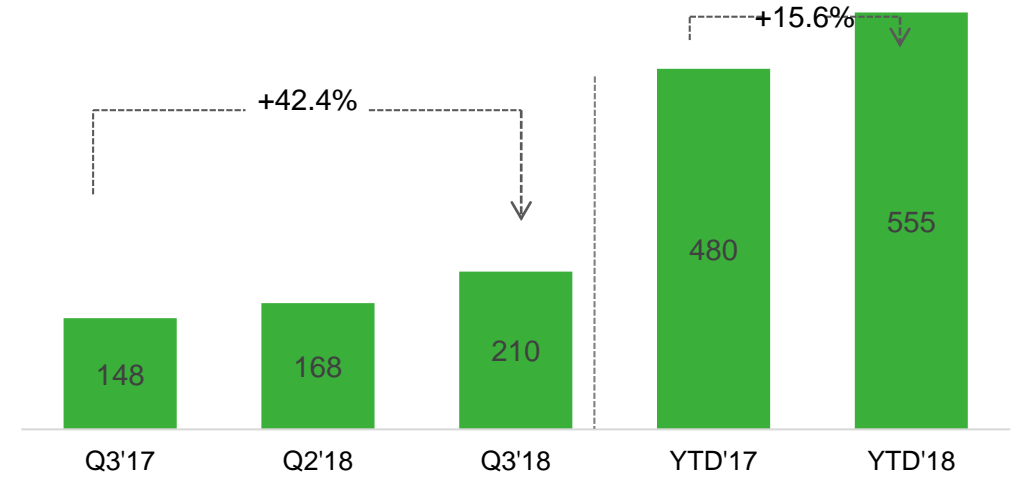
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

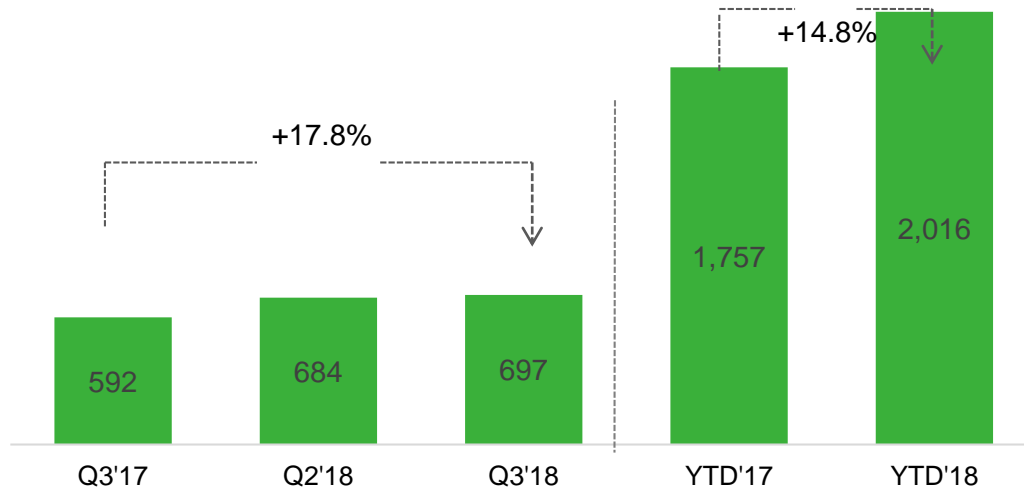
## CAT MINING EQUIPMENT



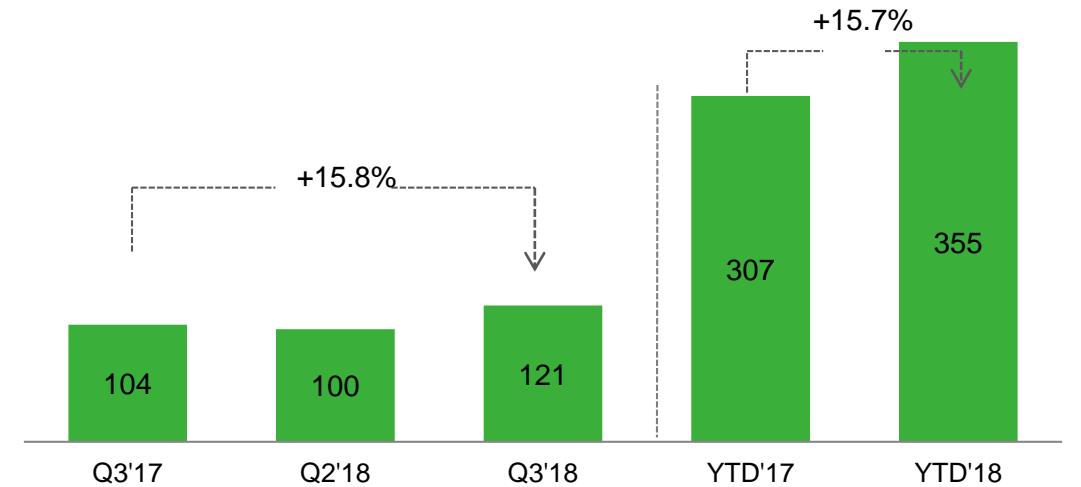
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



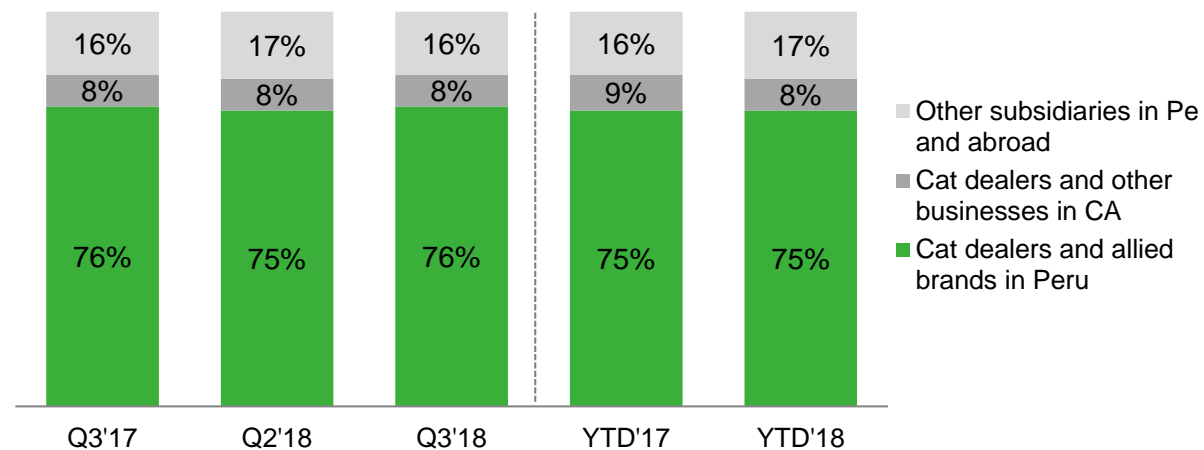
## RENTAL AND USED



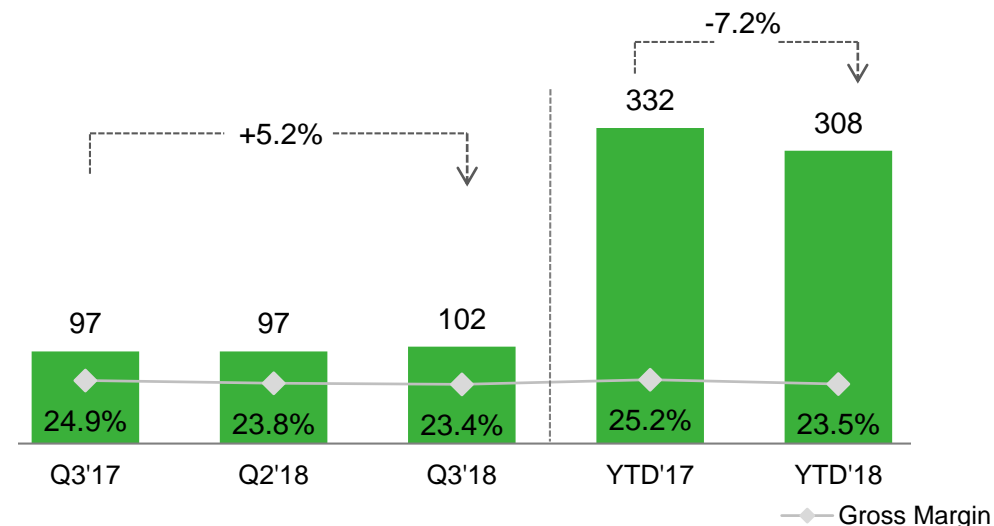
# SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

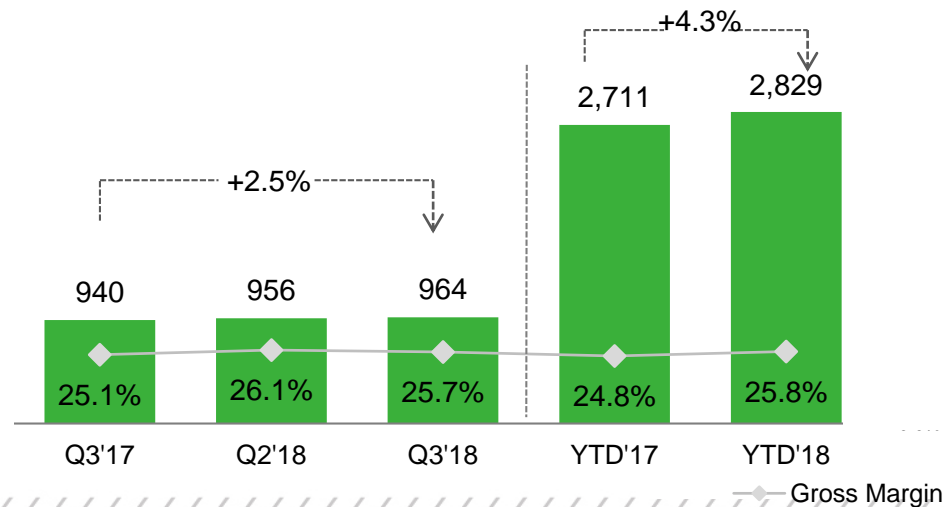
### Sales by Group of Companies



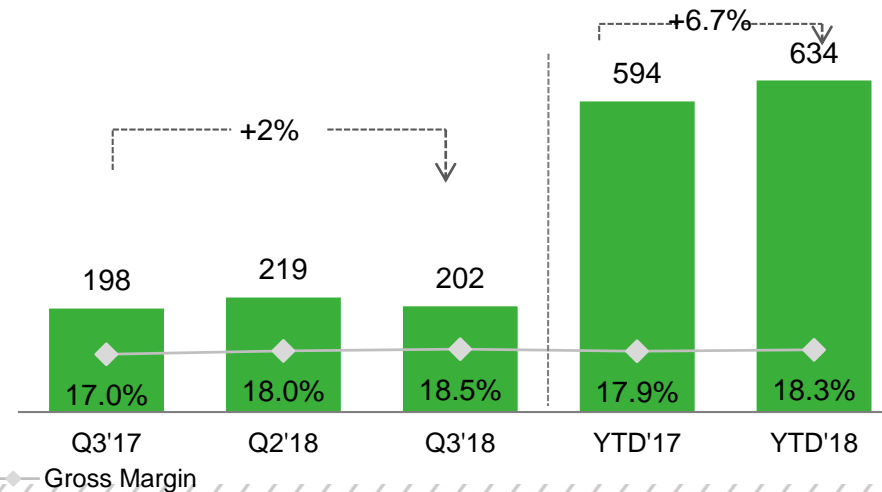
### CAT dealers and other businesses in CA



### CAT dealers and allied brands in Peru



### Other subsidiaries in Peru and abroad





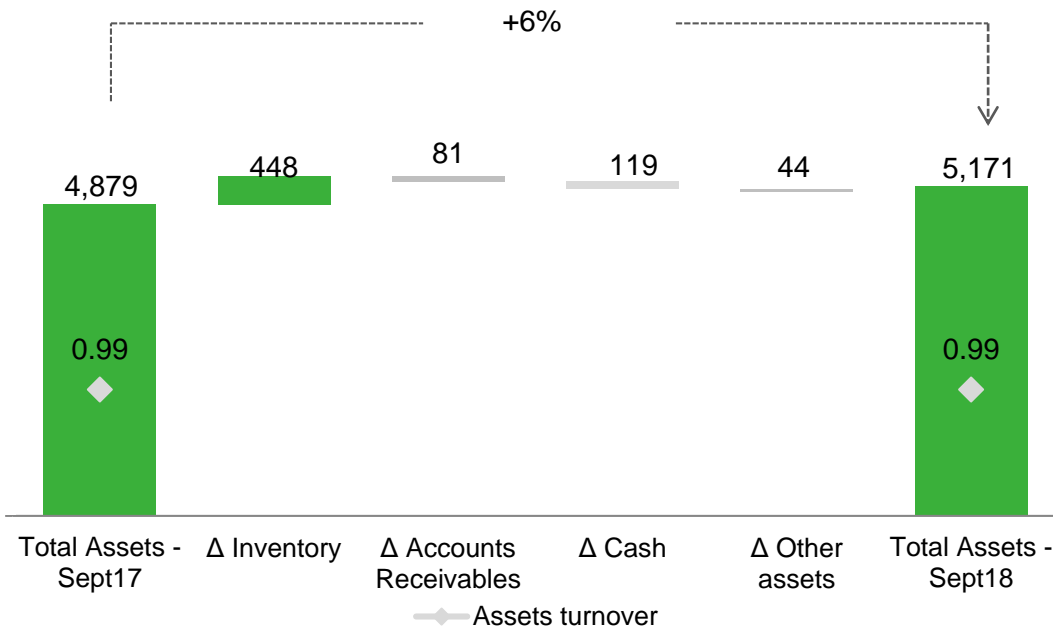


## 4. Financial Results

# FINANCIAL RESULTS

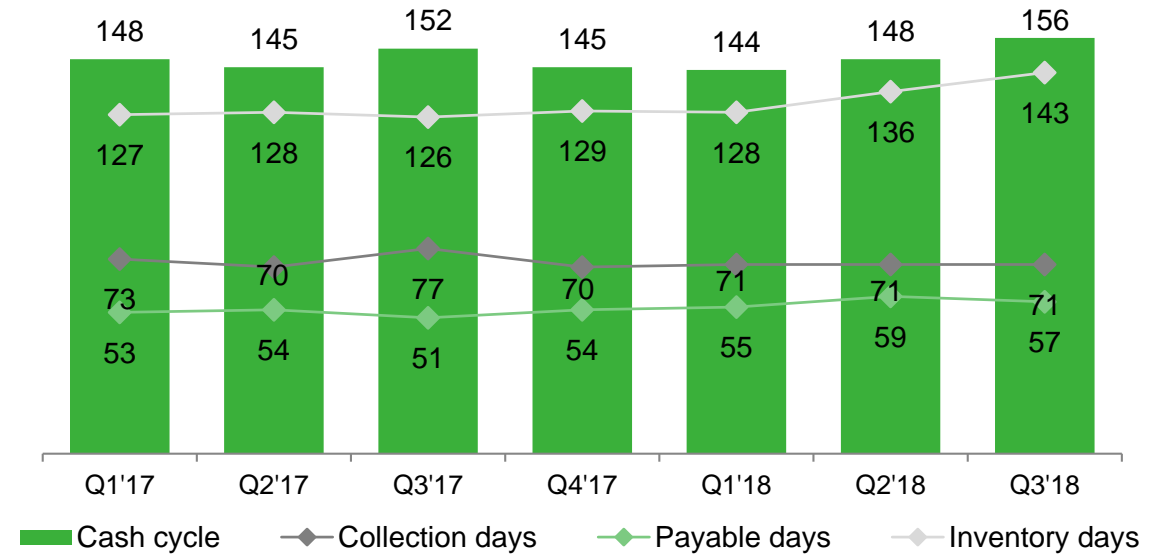
Million Soles (S/ mm)

## STATE OF FINANCIAL POSITION



■ Positive variations  
■ Negative variations

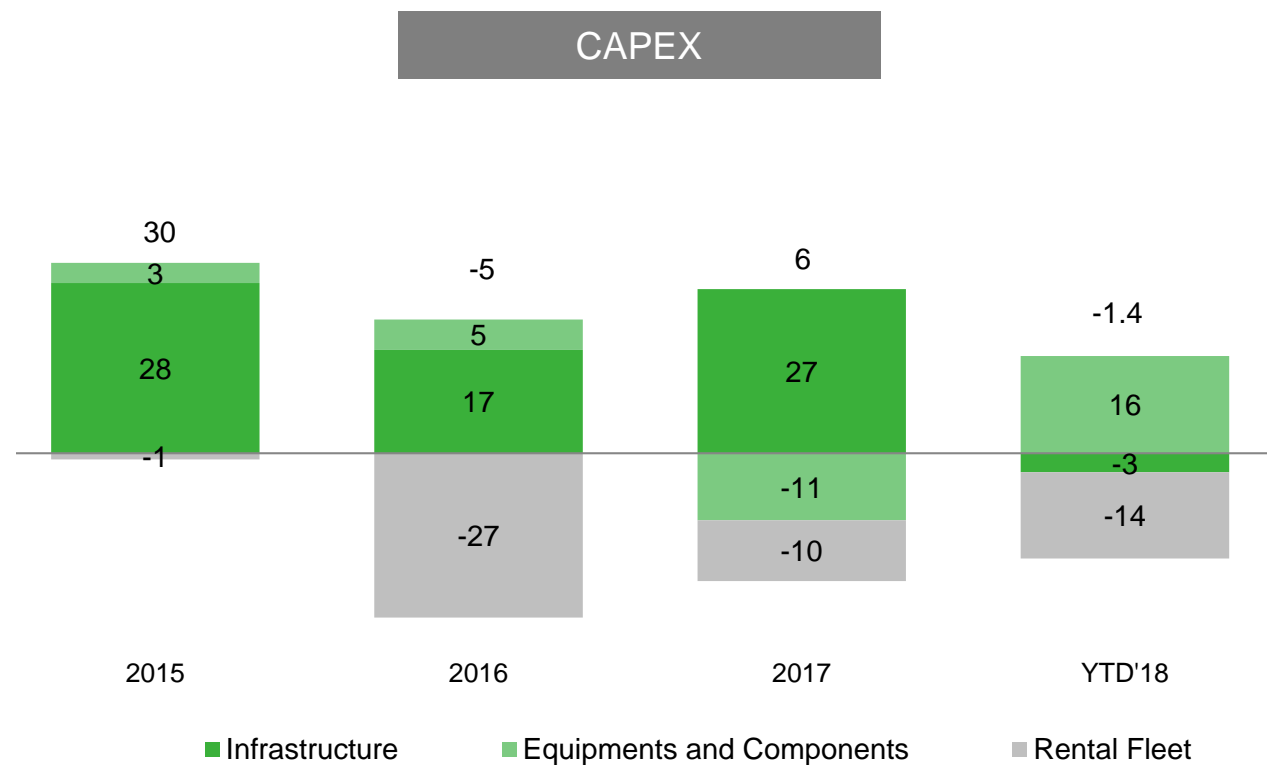
## CASH CYCLE





# CAPEX

Million Dollars (US\$ mm)

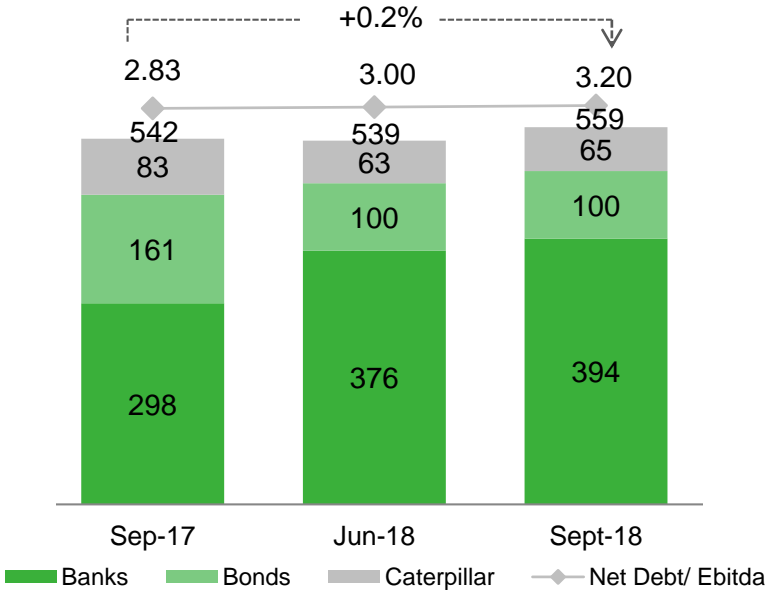


- Investment in intangible assets reached US\$ 14 million dollars – SAP platform

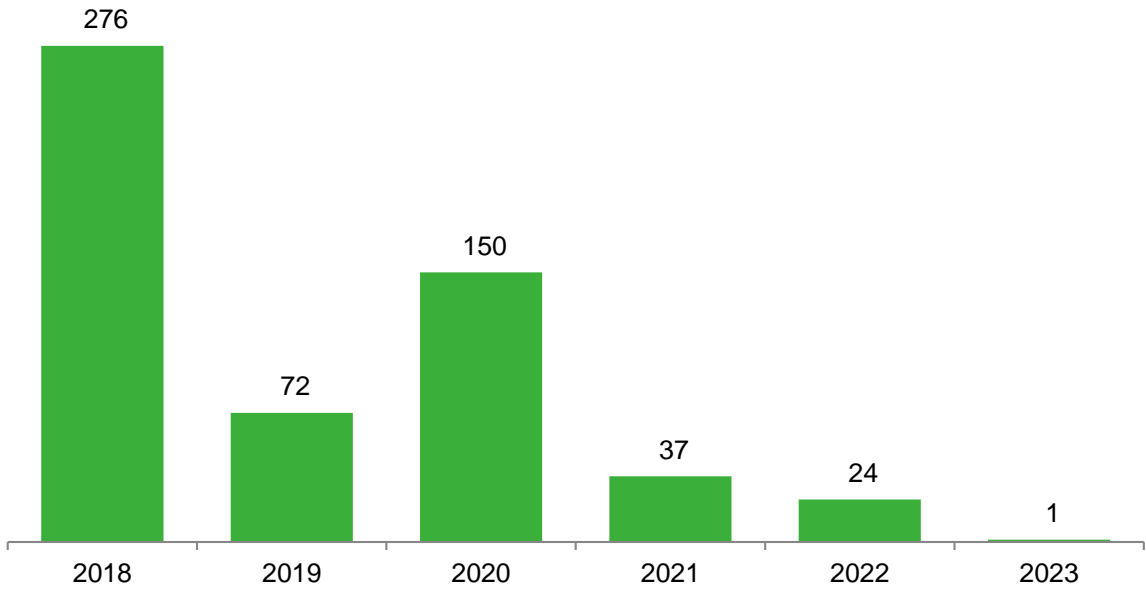
# CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

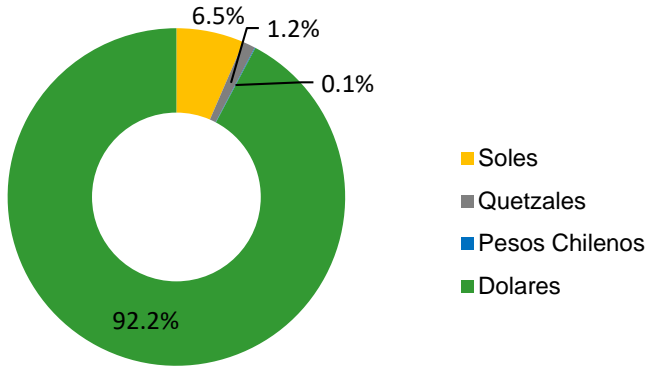
## FINANCIAL DEBT



## DEBT MATURITY

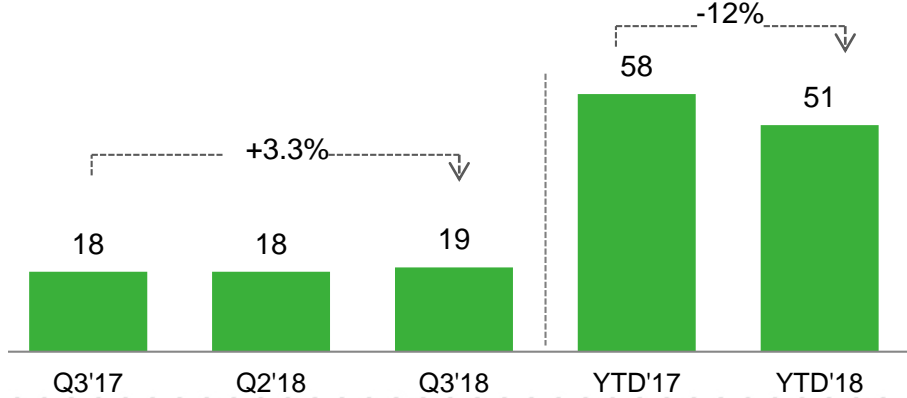


## DEBT BY CURRENCY



## FINANCIAL EXPENSES

Million Soles S/ mm)





**+ferreycorp**