

Earnings Presentation Fourth Quarter 2020

February 2021





Agenda

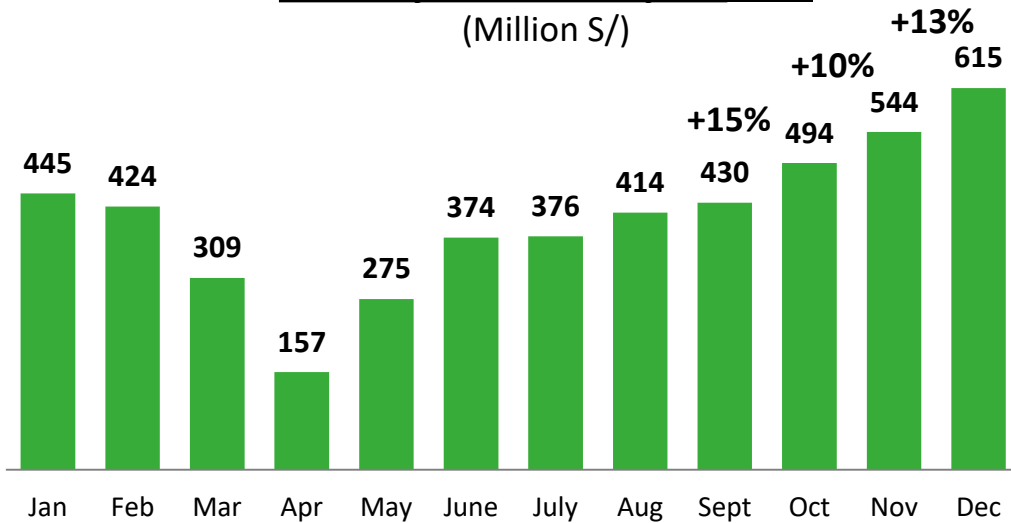
- 1. Introduction**
- 2. Full Year 2020 and Q4'20
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Introduction

INTRODUCTION

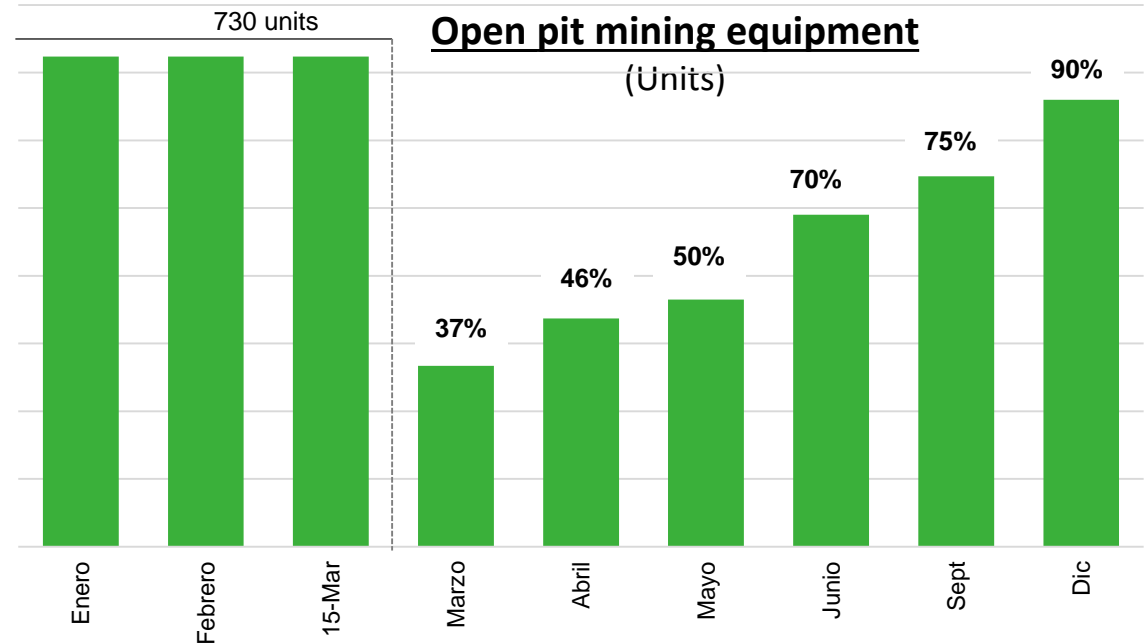
Monthly sales – Full year 2020
(Million S/)



Capacity Evolution: mining and construction

Open pit mining equipment

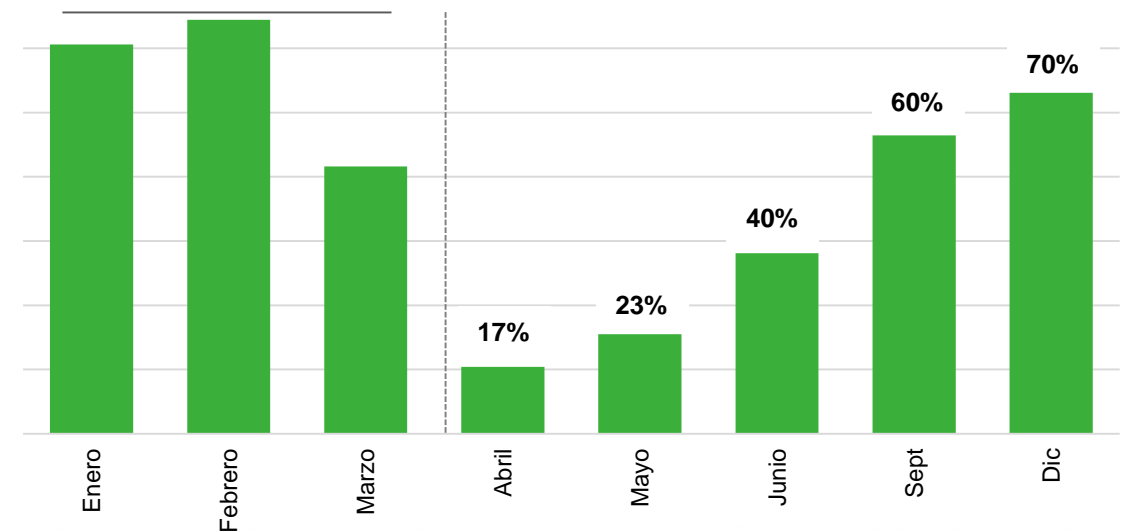
(Units)



Heavy construction machines

(Monthly hours)

Sample: 750 units
122,000 monthly hours

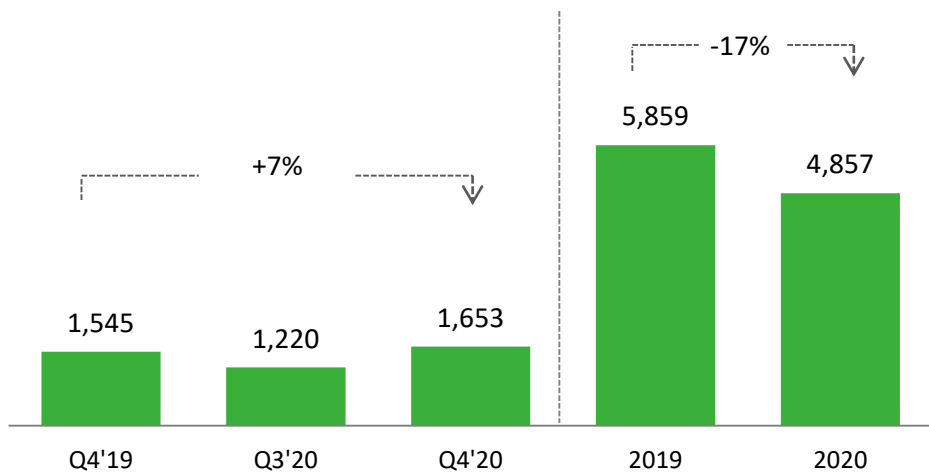


2. Full Year 2020 and Q4'20 Financial Highlights

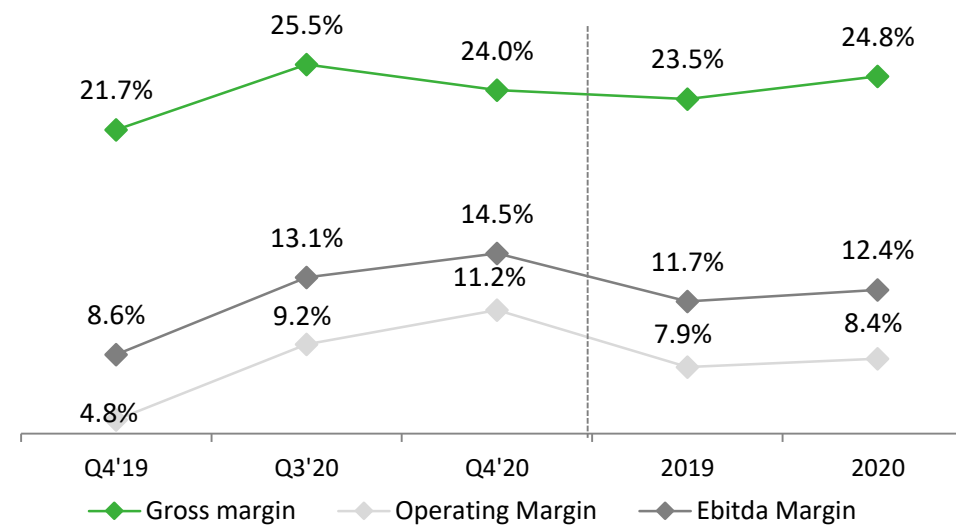
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

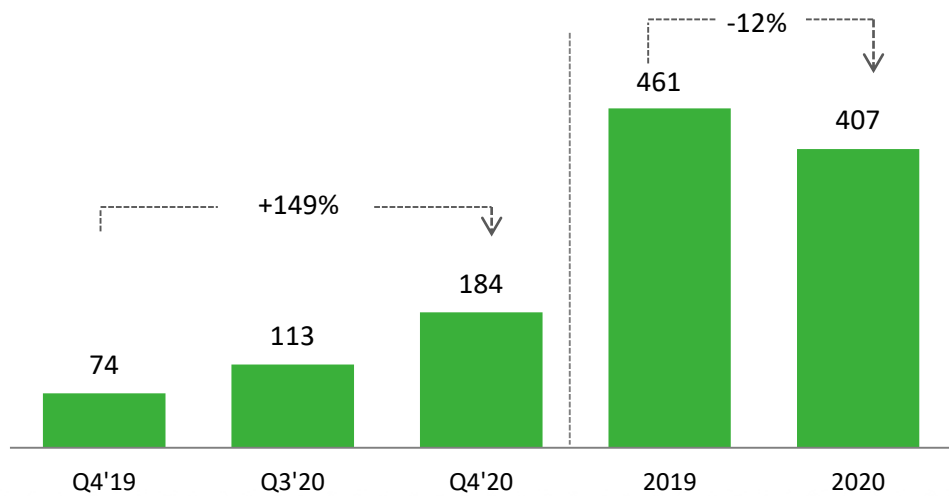
SALES



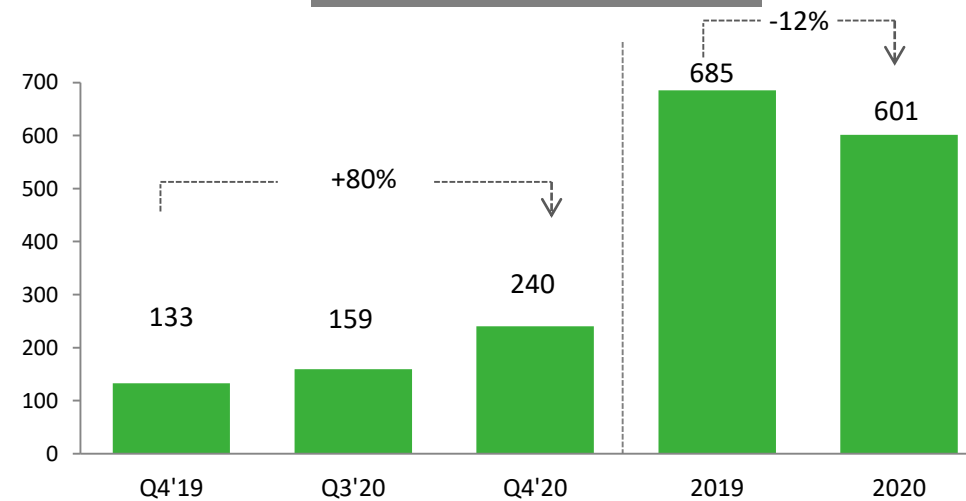
MARGINS



OPERATING PROFIT



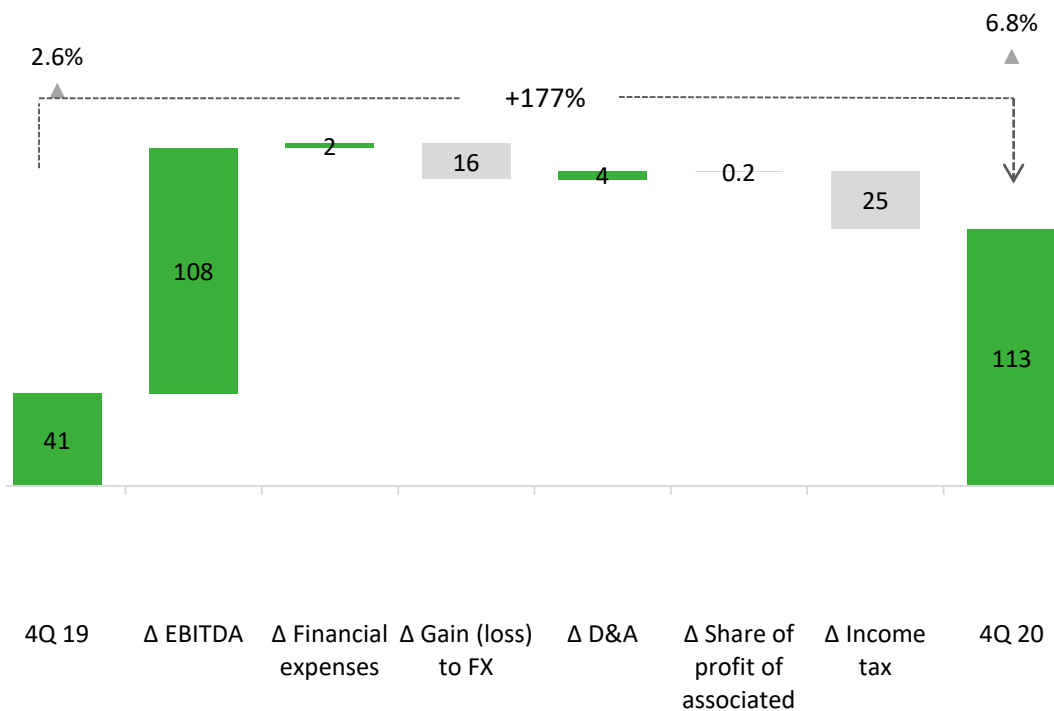
EBITDA



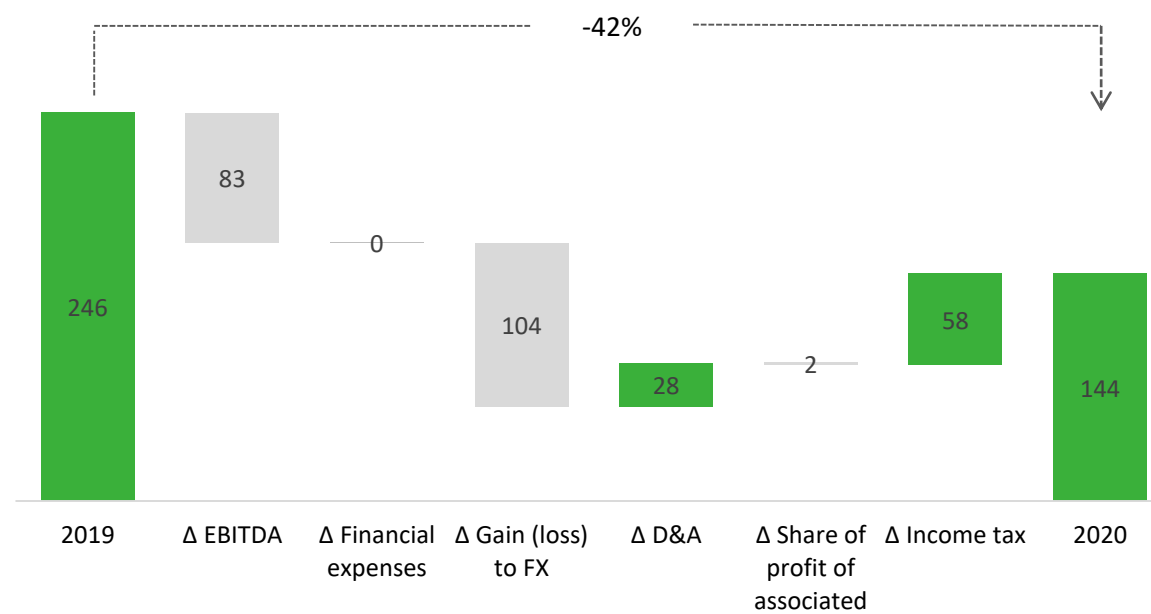
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME 4Q'20



NET INCOME 2020



■ Positive variations
■ Negative variations

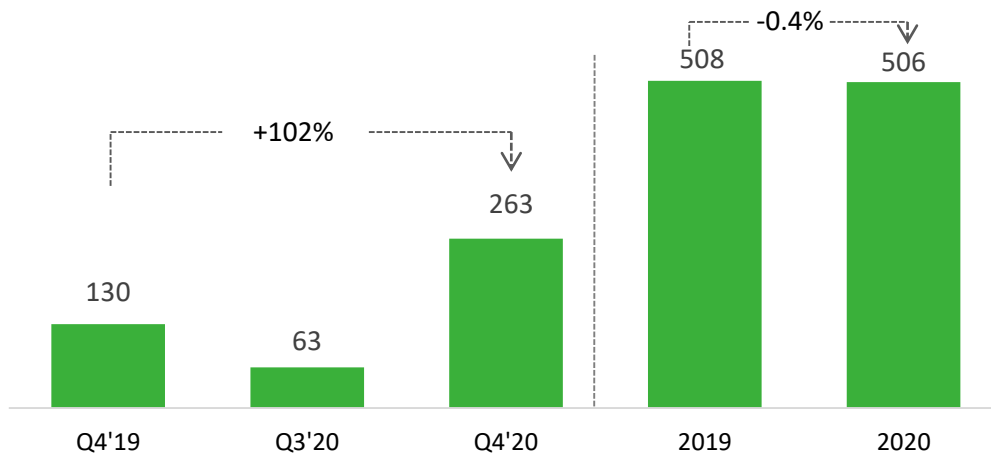


3. Commercial Performance

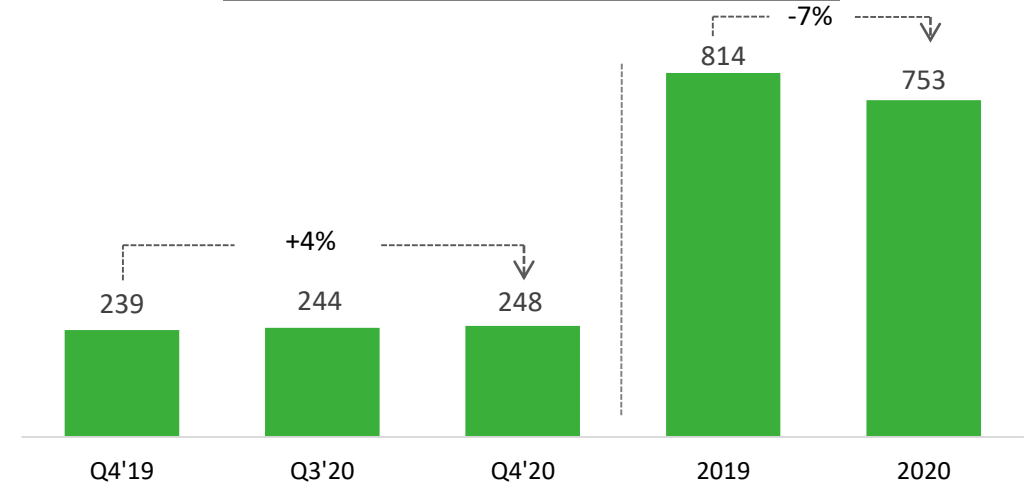
SALES BY BUSINESS LINES

Million Soles (S/ mm)

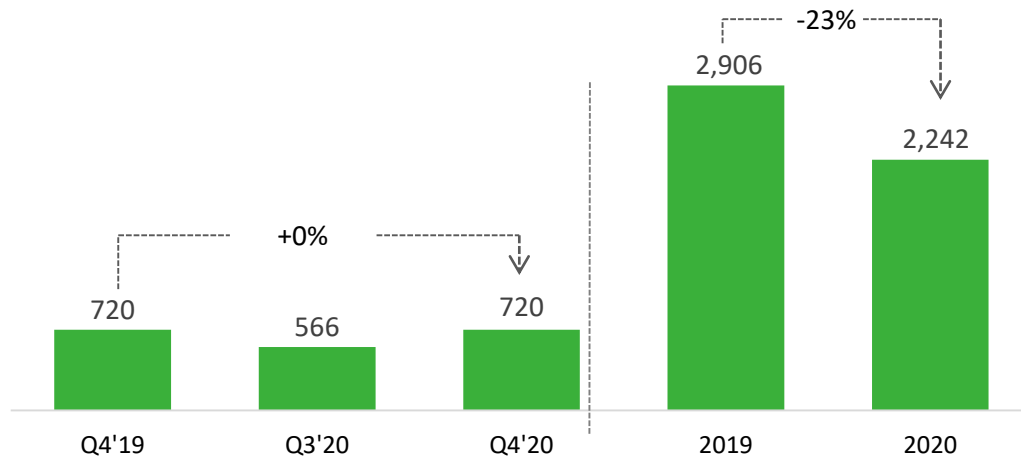
CAT MINING EQUIPMENT



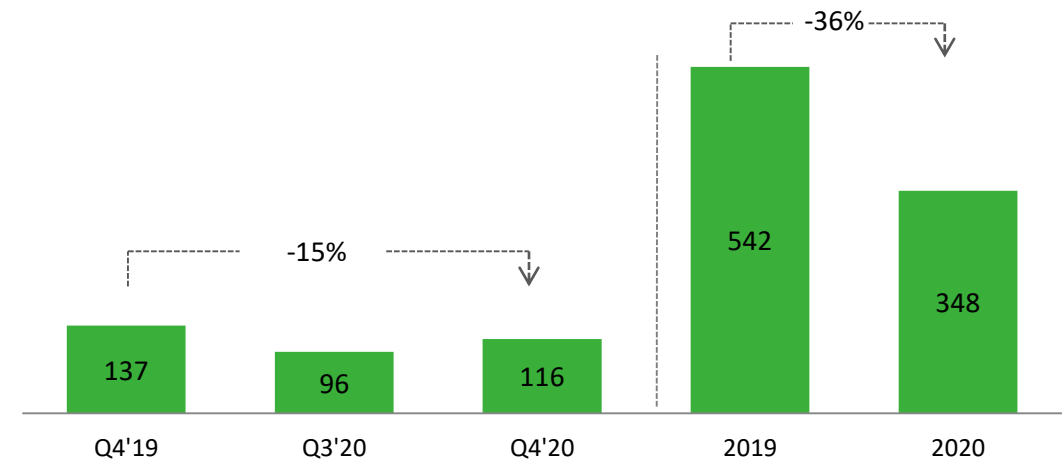
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



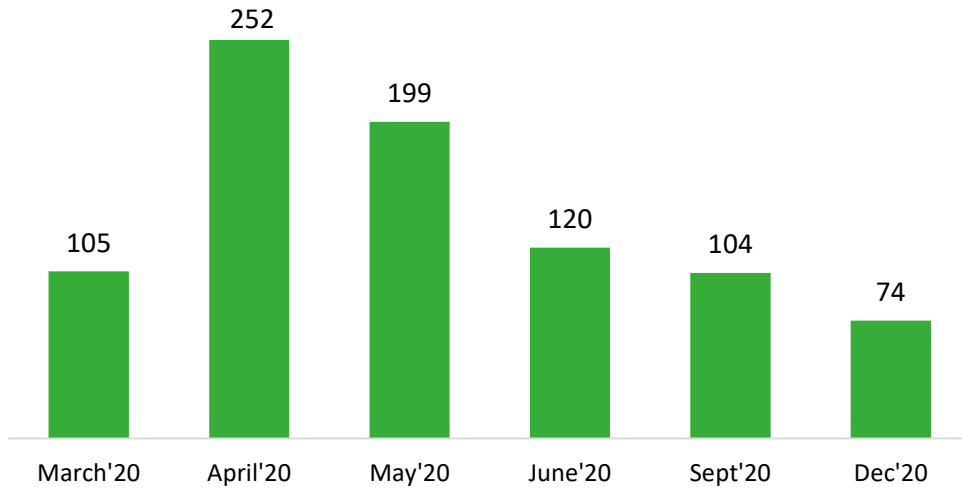
RENTAL AND USED



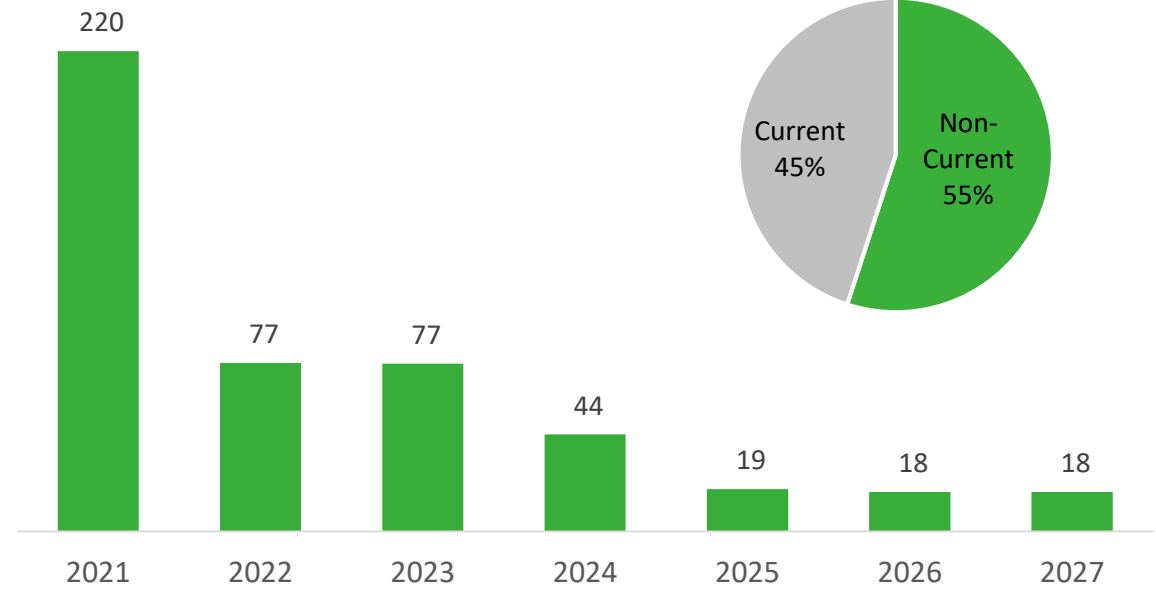
CASH GENERATION AND LIABILITY MANAGEMENT

Million Dollars (US\$ mm)

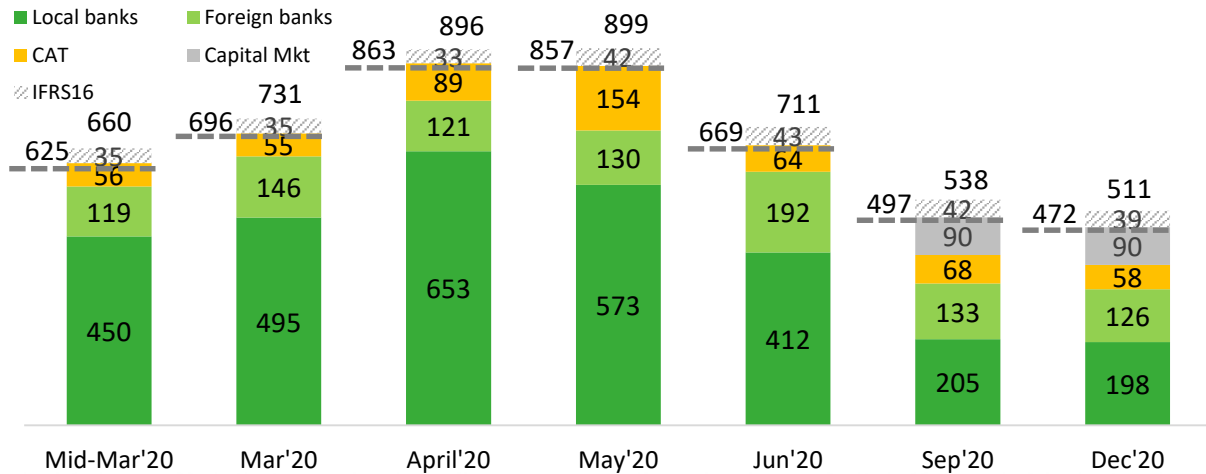
CASH BALANCE



DEBT MATURITY AND PROFILE



DEBT EVOLUTION



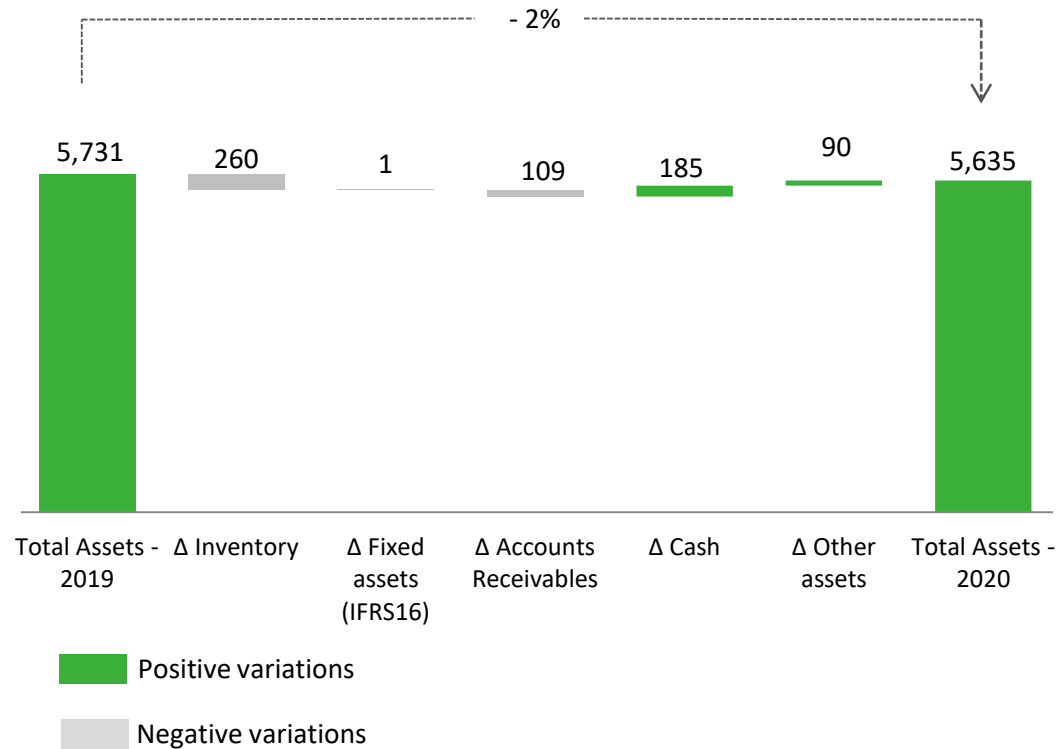


4. Financial Results

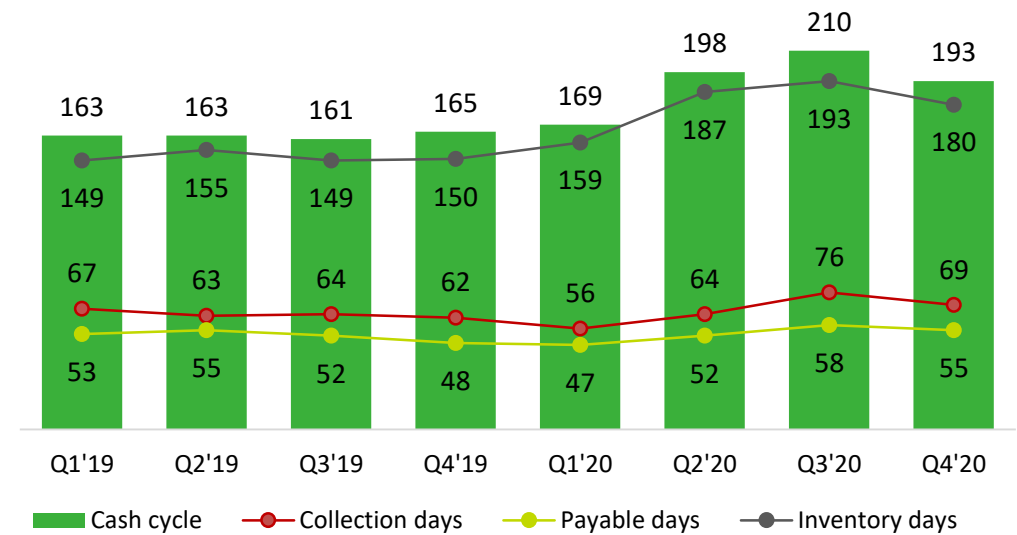
FINANCIAL RESULTS

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION

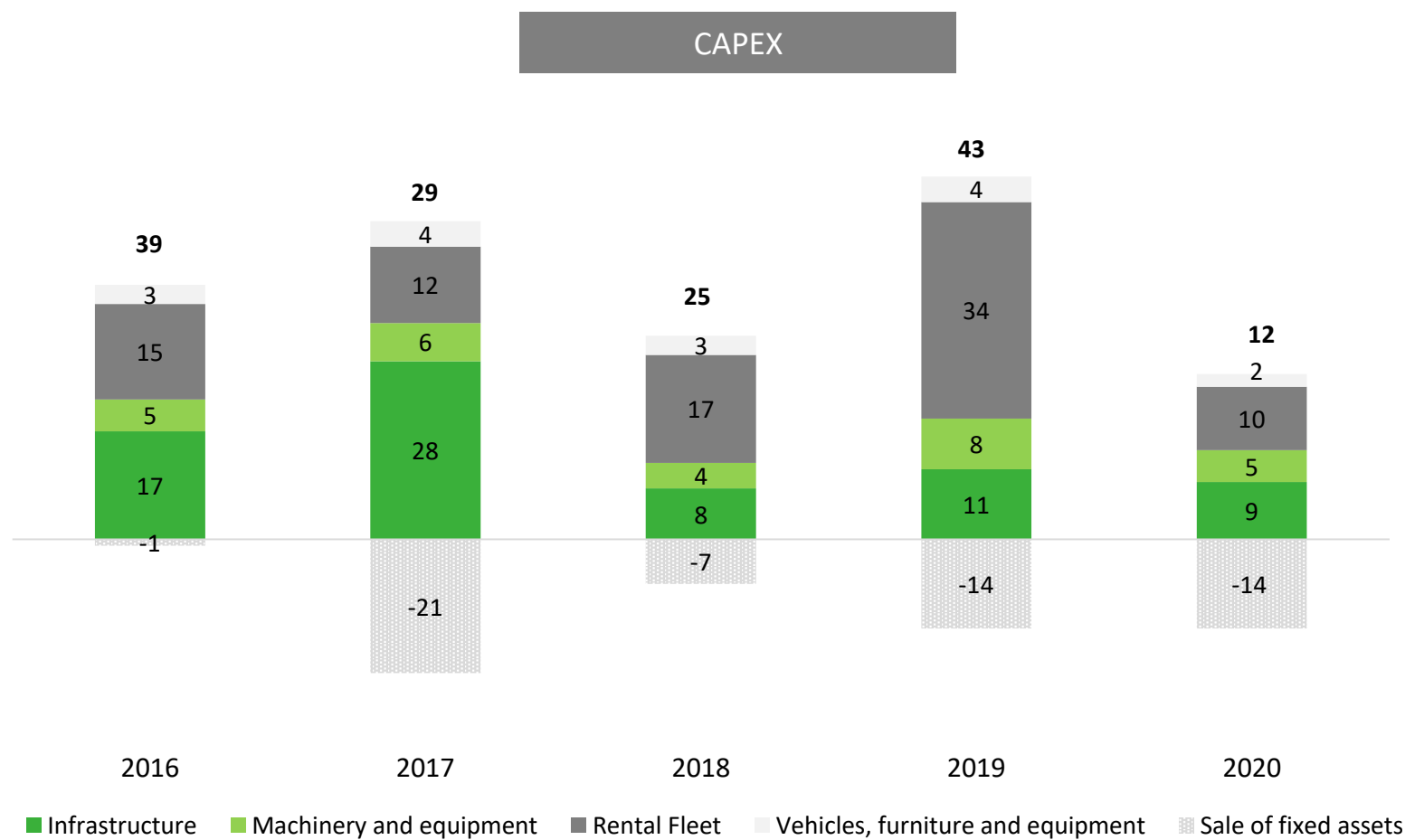


CASH CYCLE



CAPEX

Million Dollars (US\$ mm)



- Investment in intangible assets reached US\$ 18 million dollars for 2020 – SAP platform

+ferreycorp