

Earnings Presentation Third Quarter 2019

November 4th, 2019



Agenda

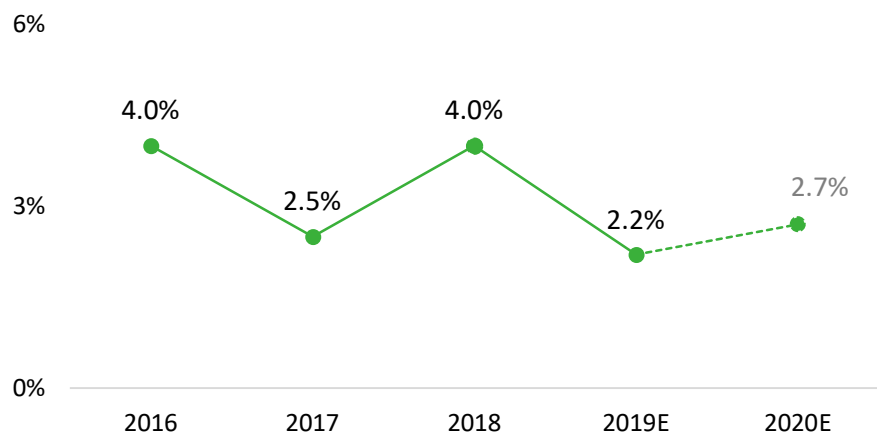
- 1. Market Conditions**
- 2. Accumulated and Q3'19
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Market Conditions

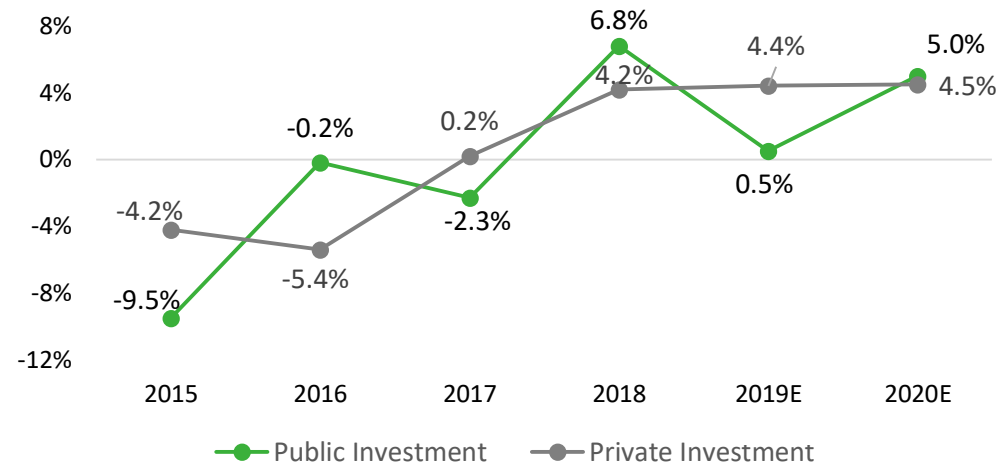
MARKET CONDITIONS

GDP (Var. %)



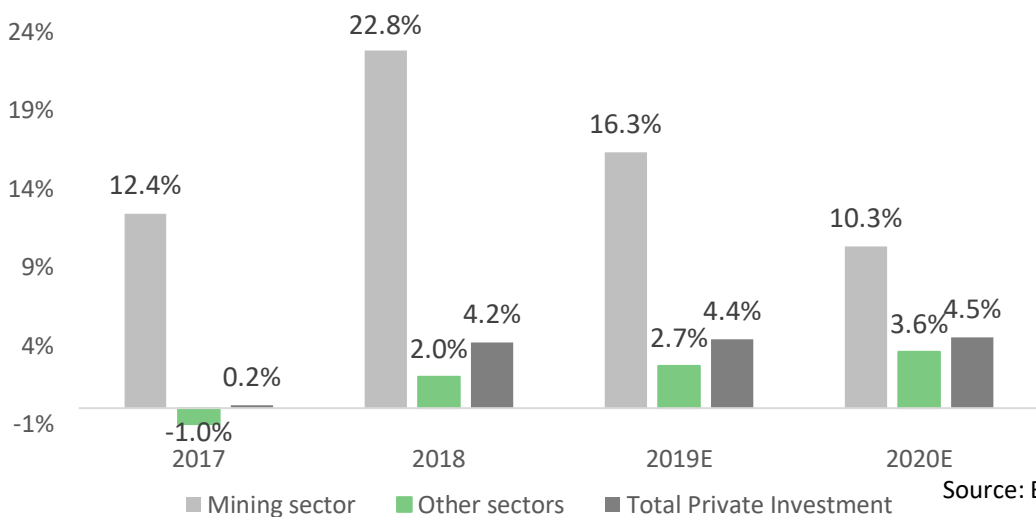
Source: BCRP

PUBLIC AND PRIVATE INVESTMENT (Var. %)



Source: BCRP

PRIVATE INVESTMENT (Var. %)



Source: BCRP

INFRASTRUCTURE PROJECTS

INFRASTRUCTURE PROJECTS UNDER CONSTRUCTION

PROJECT	TOTAL INVESTMENT (US\$ mm)	2019 (US\$mm)	2020 (US\$mm)
Linea 2 del Metro	5,350	400	400
Jorge Chavez Airport exp.	1,500	0	150
San Martín Port	260	120	130
Salaverry Port	230	20	20
First group of regional airports (Chiclayo and Piura)	400	20	40
	7,740	560	740

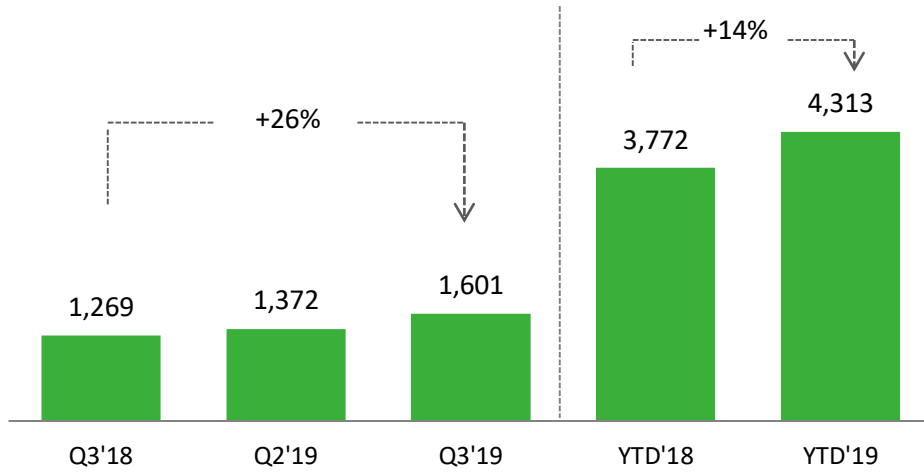
Source: Apoyo Consultoria

2. Accumulated and Q3'19 Financial Highlights

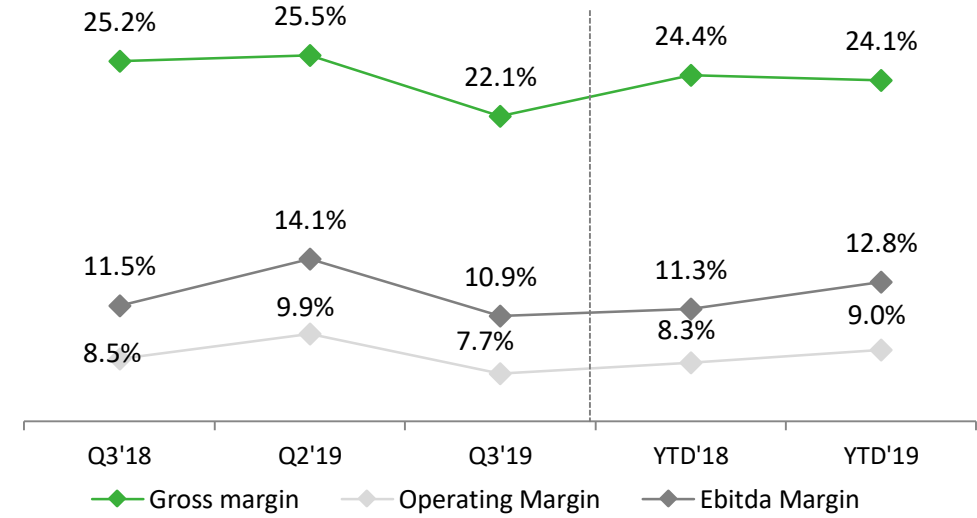
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

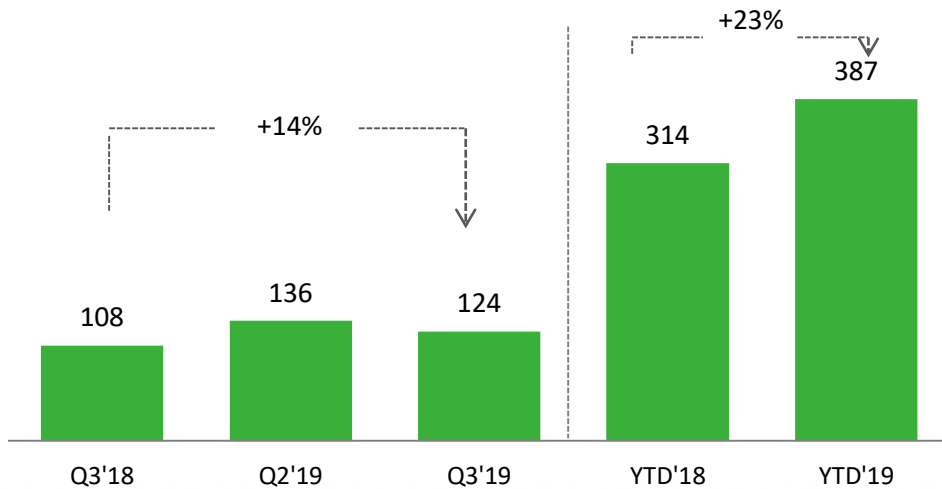
SALES



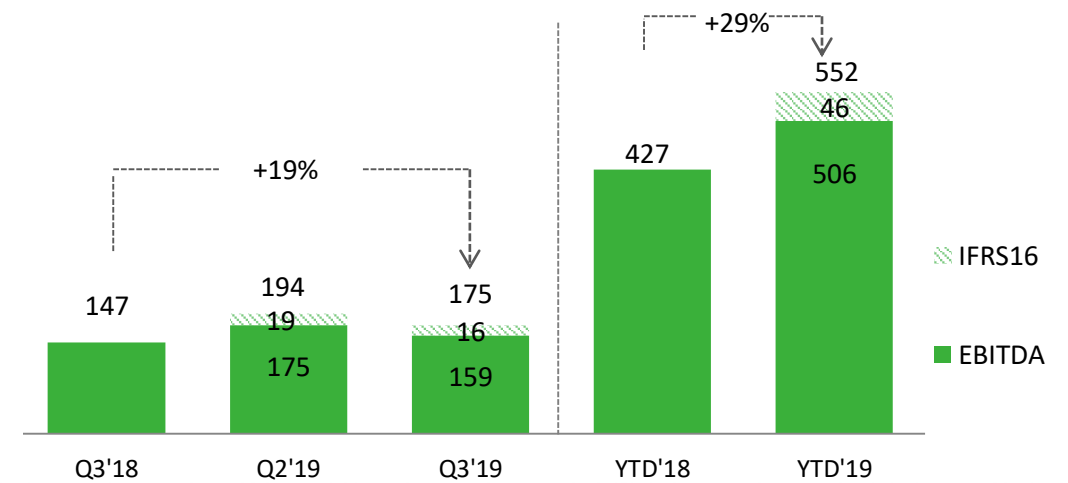
MARGINS



OPERATING PROFIT



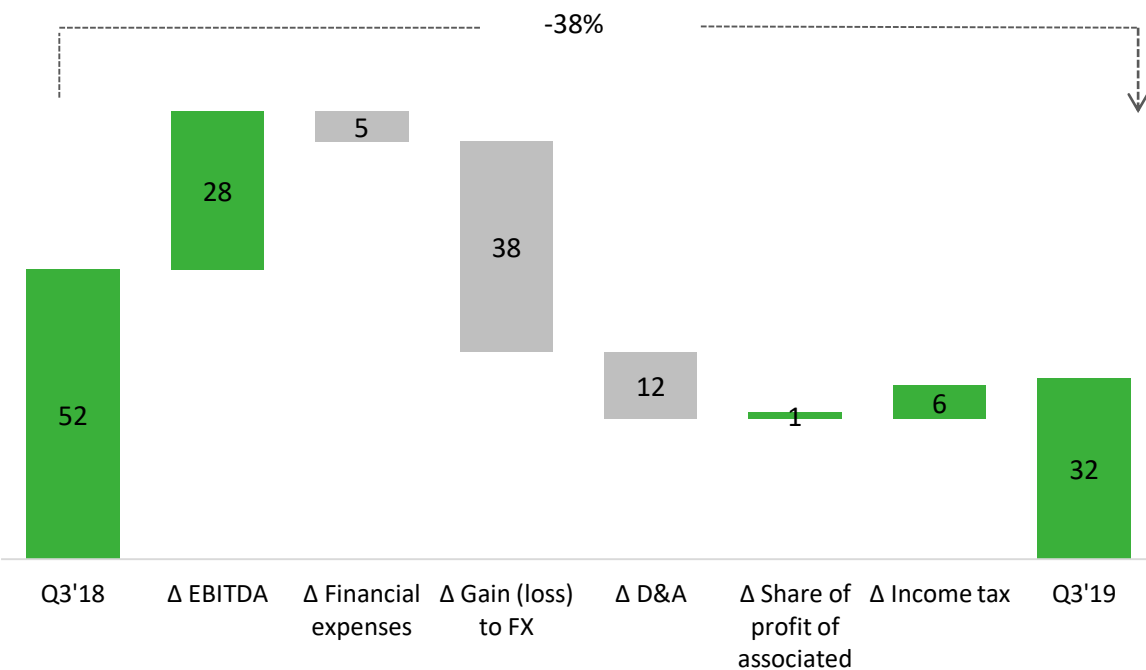
EBITDA



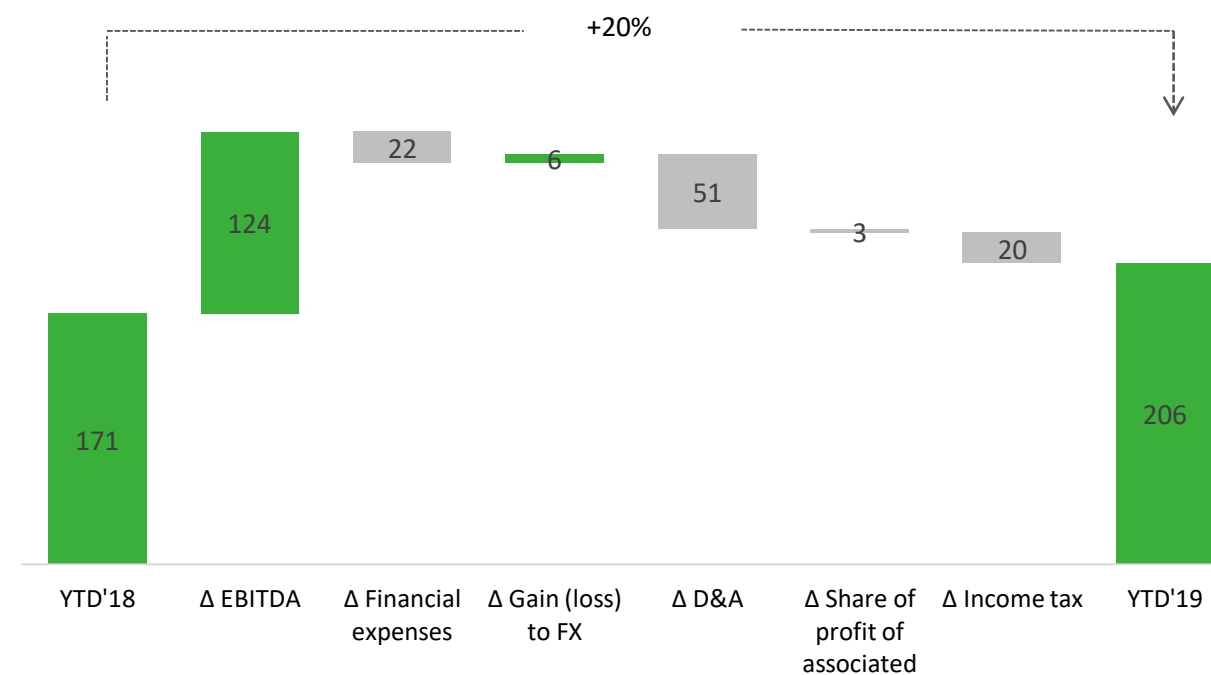
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME 3Q'19



NET INCOME YTD'19



Positive variations

Negative variations

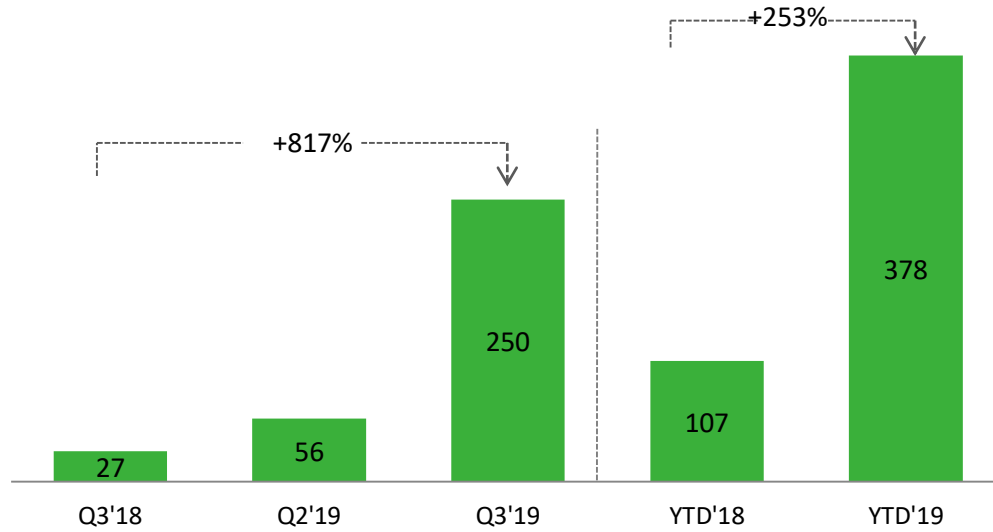


3. Commercial Performance

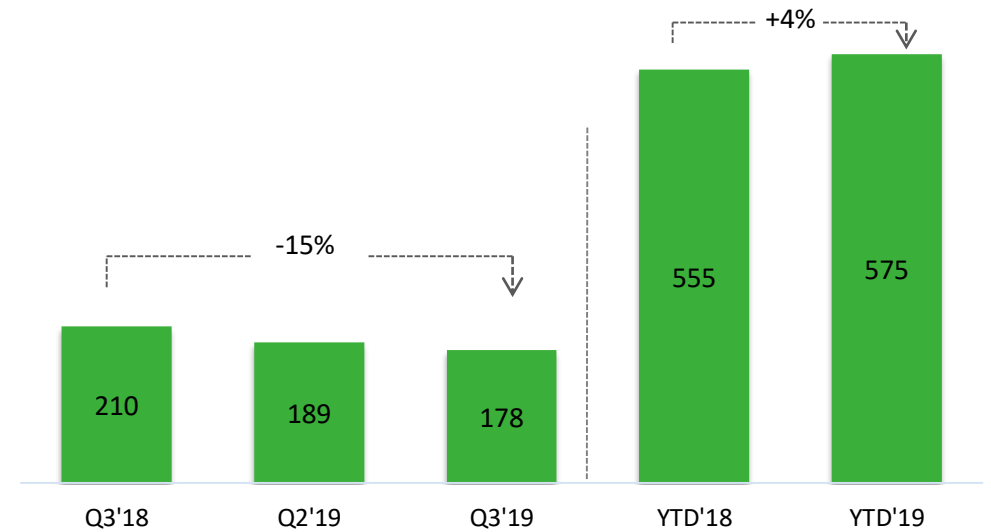
SALES BY BUSINESS LINES

Million Soles (S/ mm)

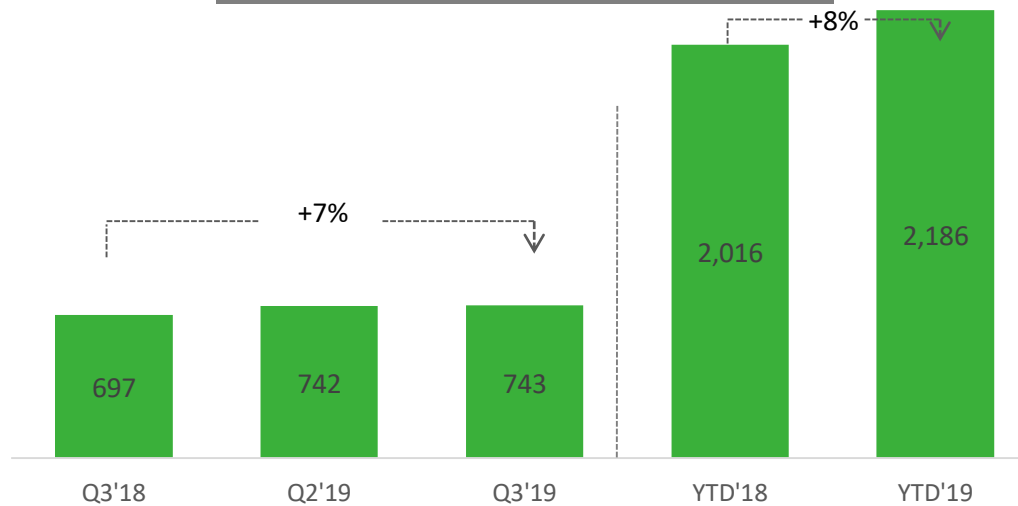
CAT MINING EQUIPMENT



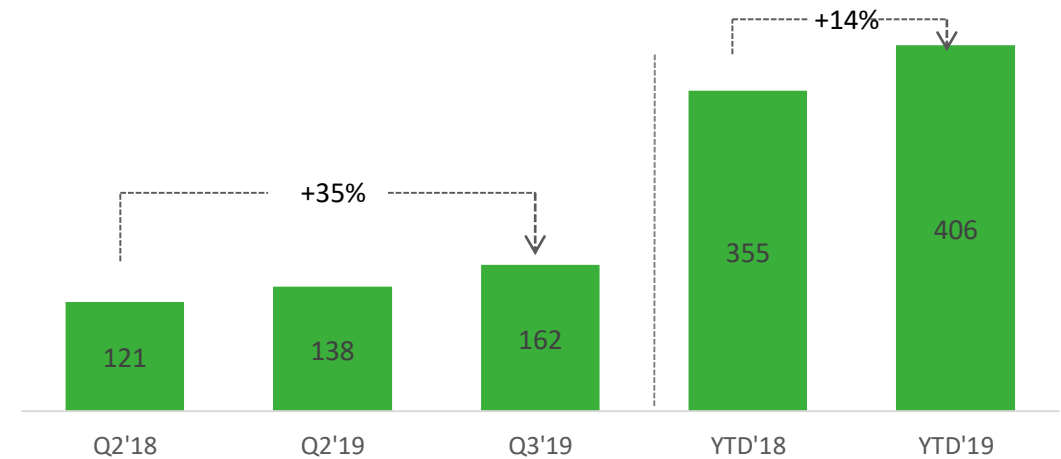
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



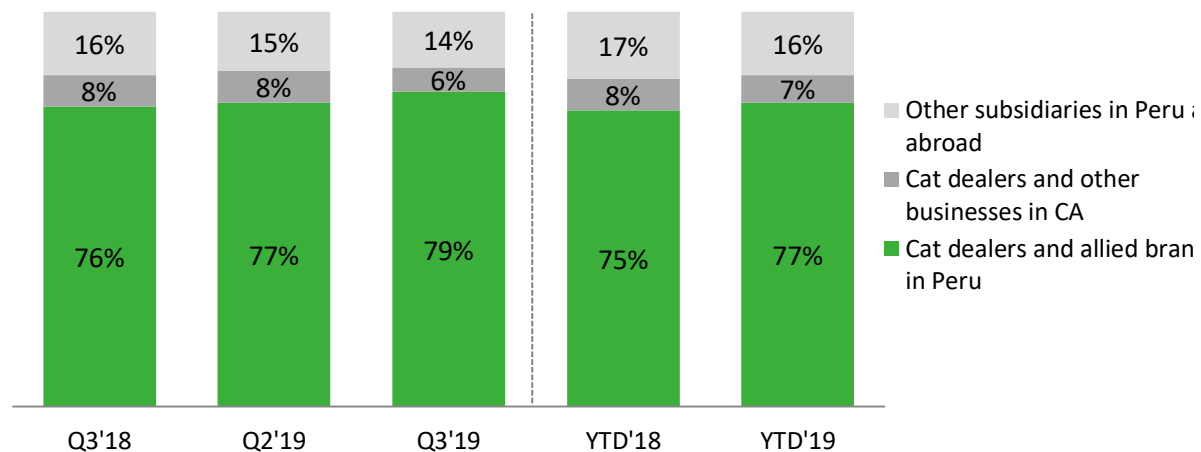
RENTAL AND USED



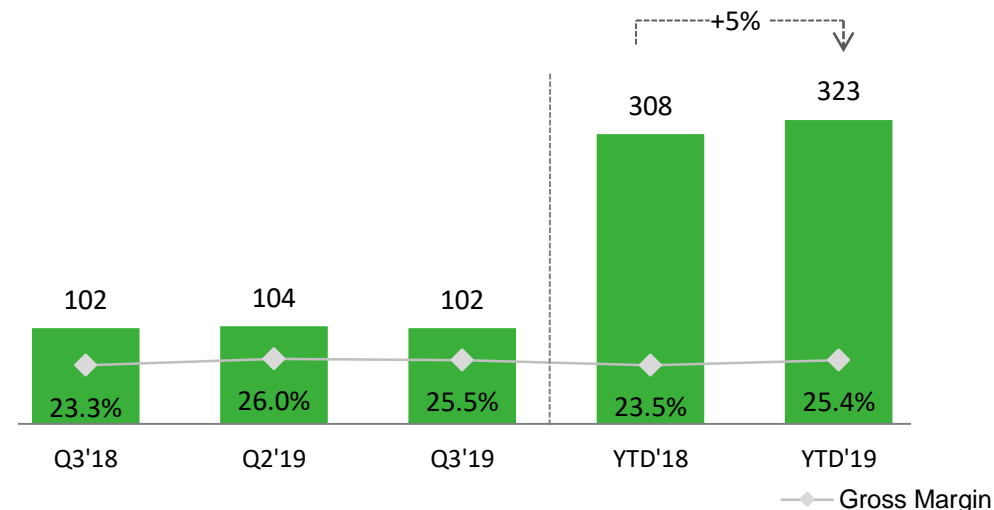
SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

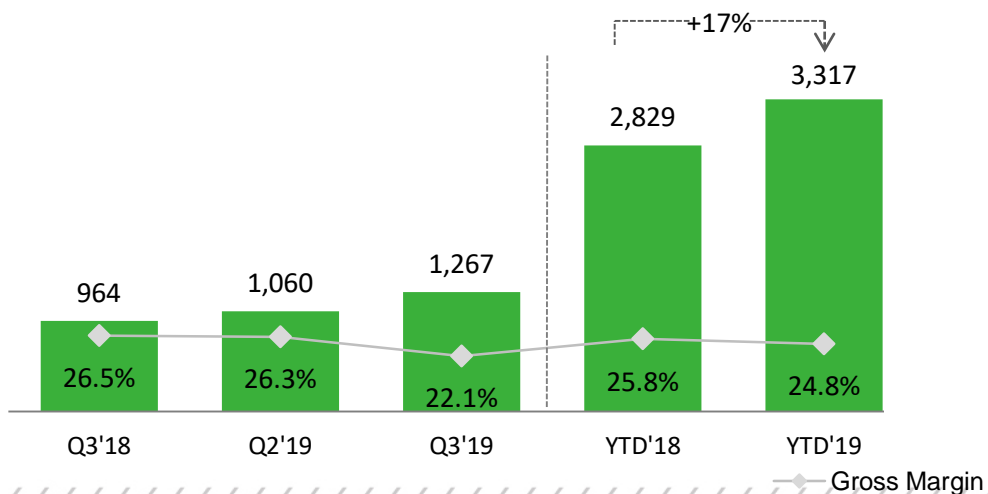
Sales by Group of Companies



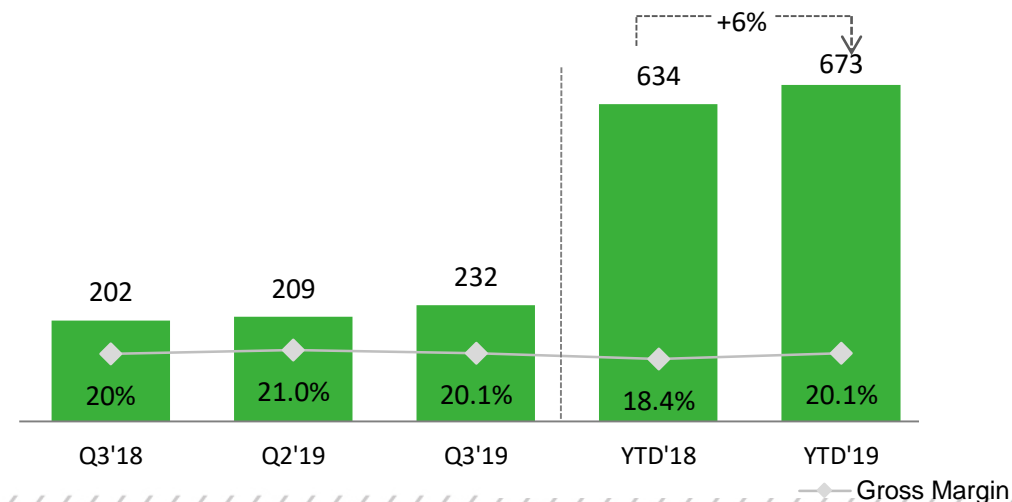
CAT dealers and other businesses in CA



CAT dealers and allied brands in Peru



Other subsidiaries in Peru and abroad



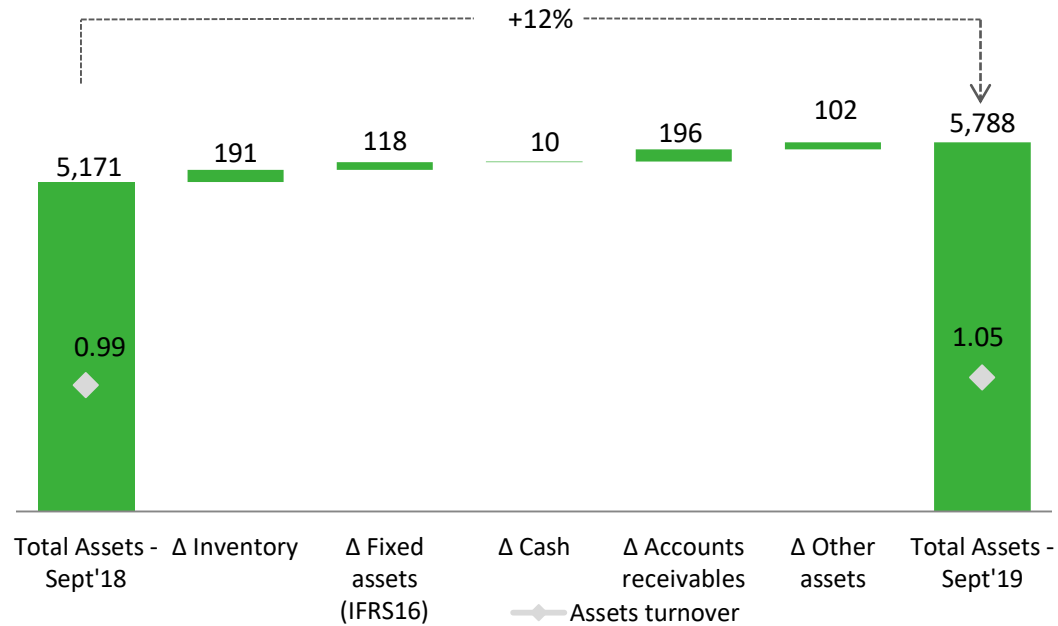


4. Financial Results

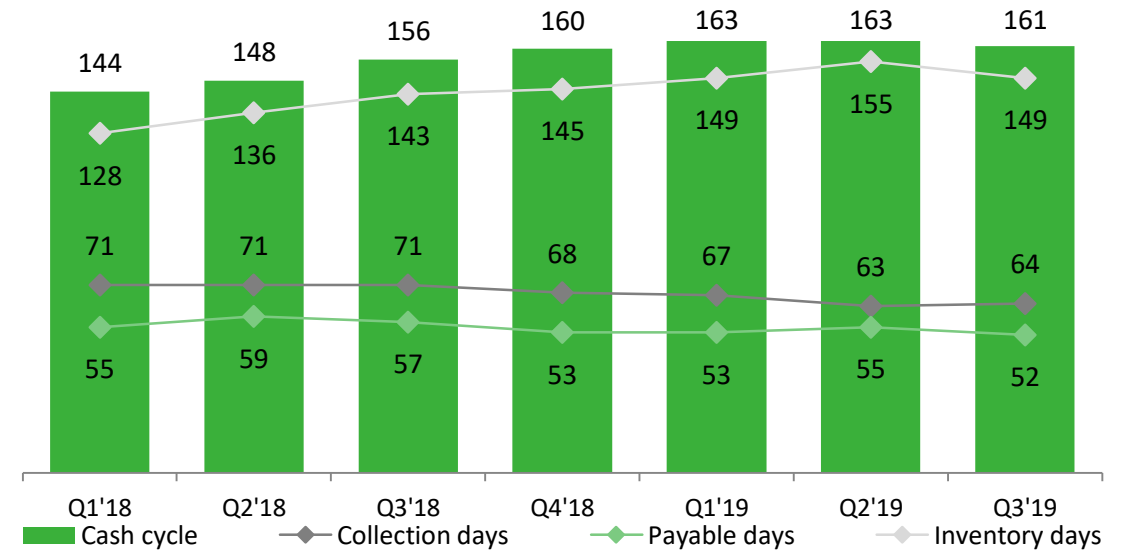
FINANCIAL RESULTS

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



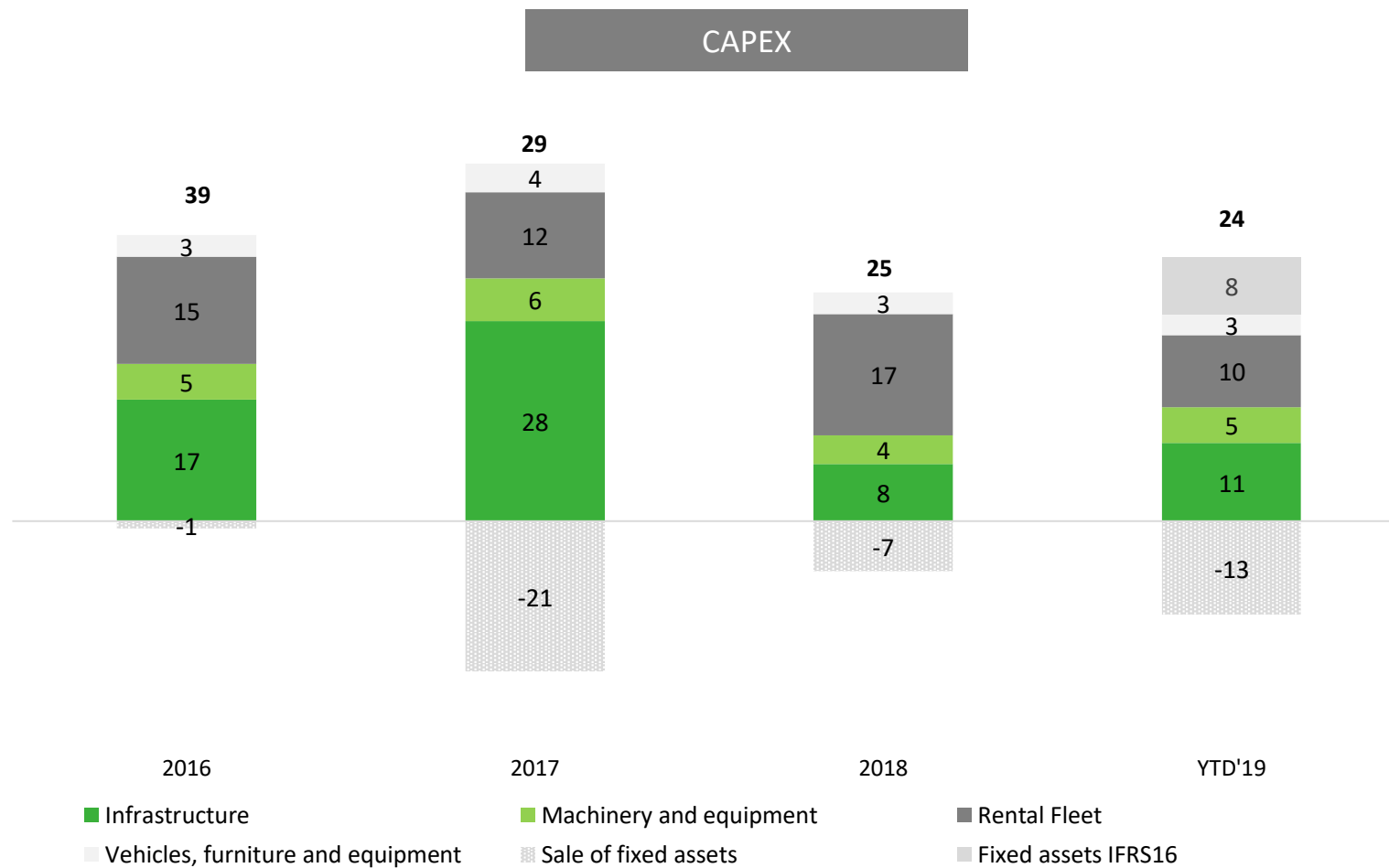
CASH CYCLE



- Positive variations
- Negative variations

CAPEX

Million Dollars (US\$ mm)

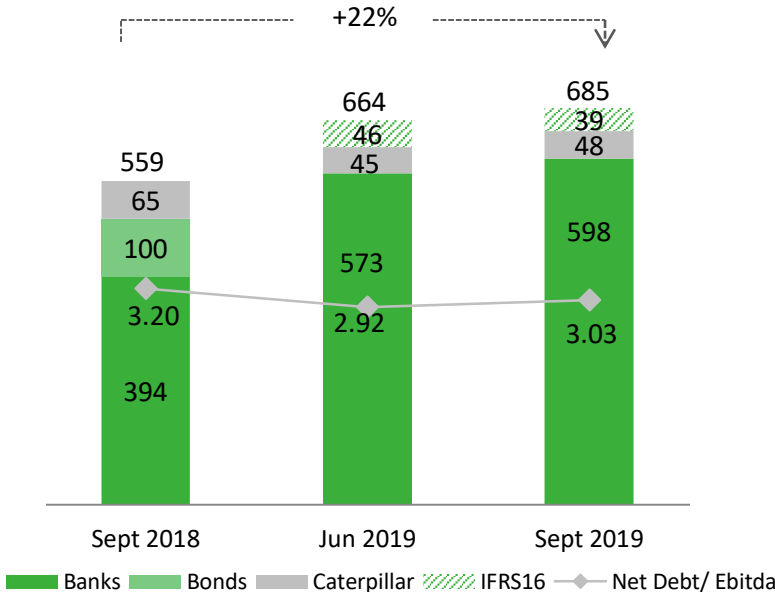


- Investment in intangible assets reached US\$ 18 million dollars as of September 2019 – SAP platform

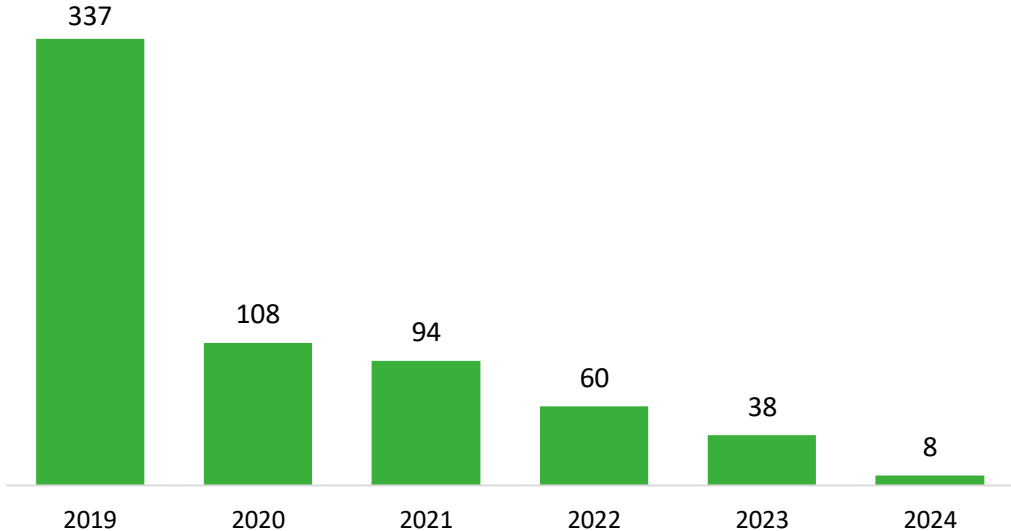
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

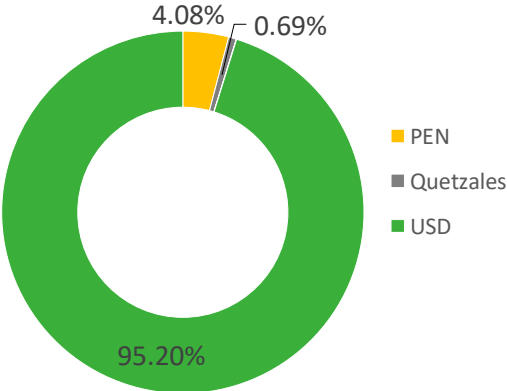
FINANCIAL DEBT



DEBT MATURITY

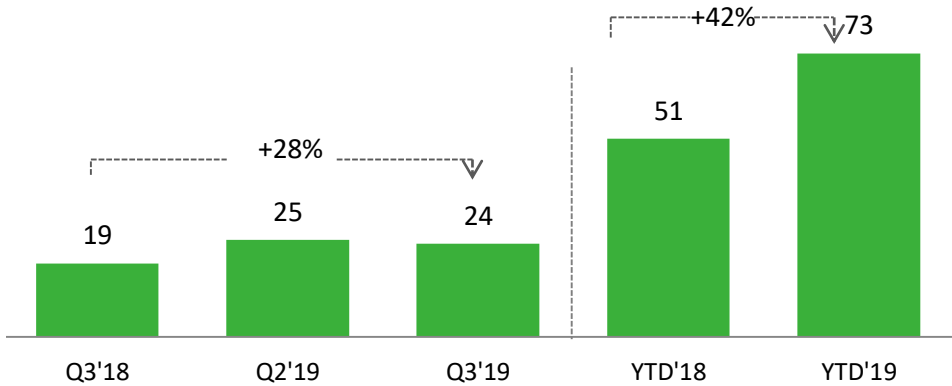


DEBT BY CURRENCY



FINANCIAL EXPENSES

(Million Soles S/ mm)



+ferreycorp