

Earnings Presentation First Quarter 2018

April 27th, 2018



Agenda

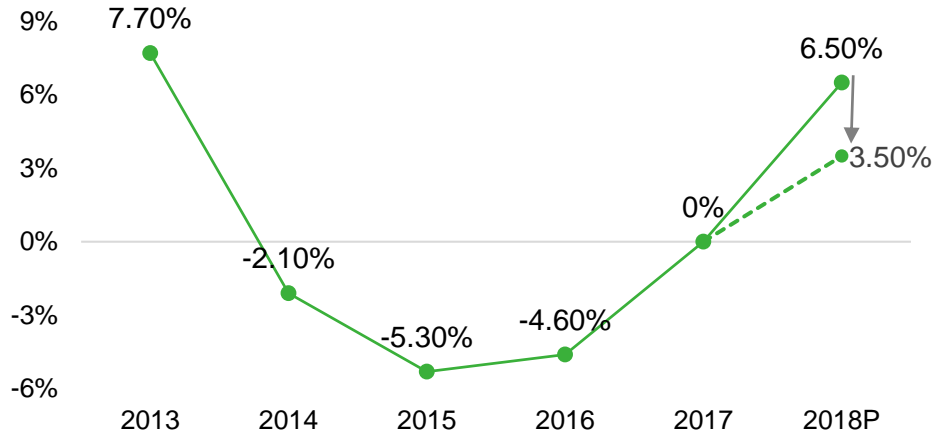
- 1. Market Conditions and Highlights**
- 2. Q1'18 Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Market Conditions and Highlights

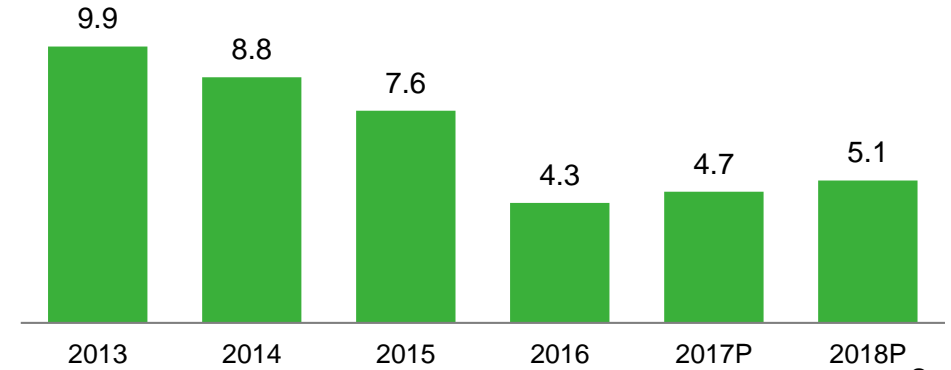
MARKET CONDITIONS

Total Investment (Var. %)



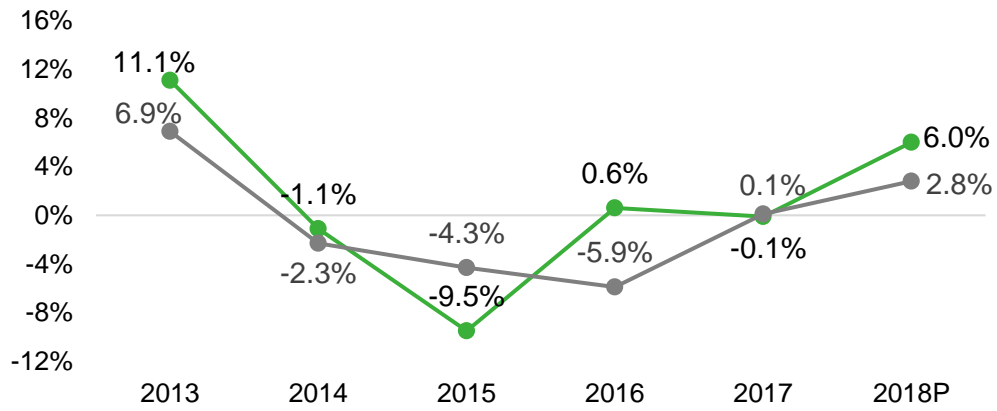
Source: Apoyo Consultoria

Mining Investment (US\$ Billion)



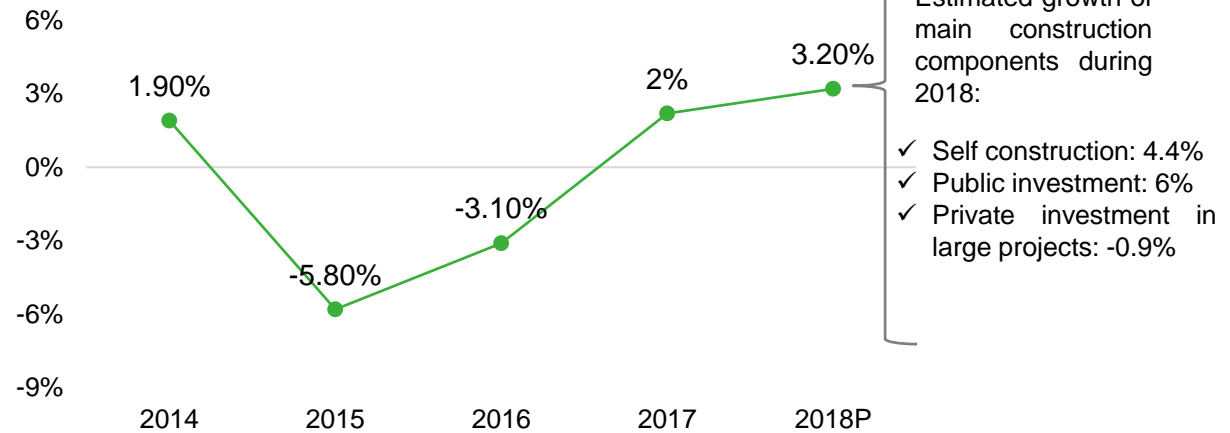
Source: BCRP

Public and Private Investment (Var. %)



Source: Apoyo Consultoria

Construction GDP (Var.%)



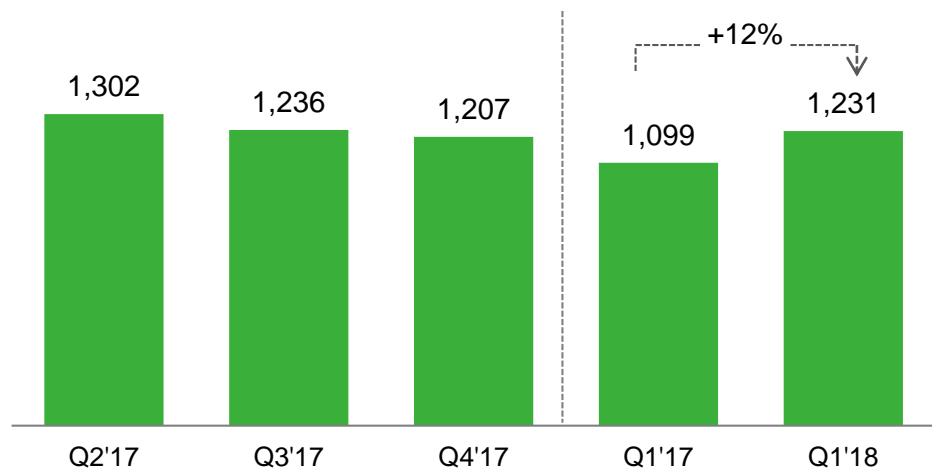
Source: Apoyo Consultoria

2. Q1'18 Financial Highlights

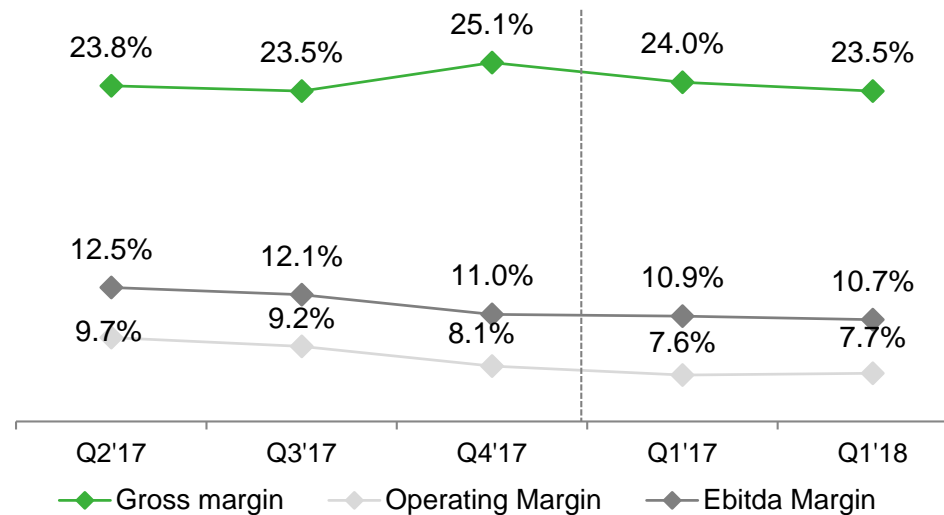
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

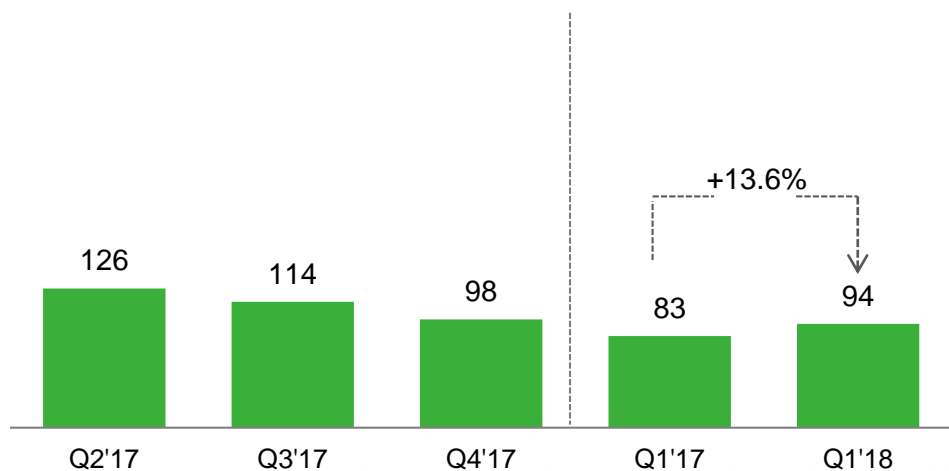
SALES



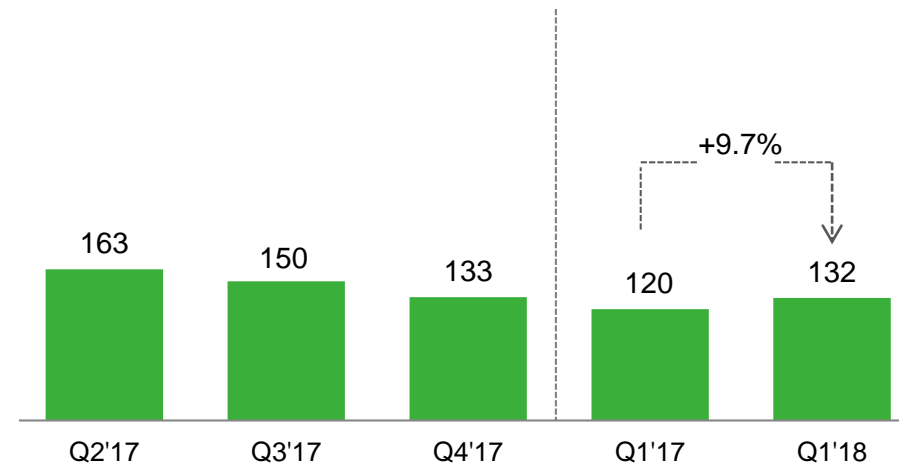
MARGINS



OPERATING PROFIT



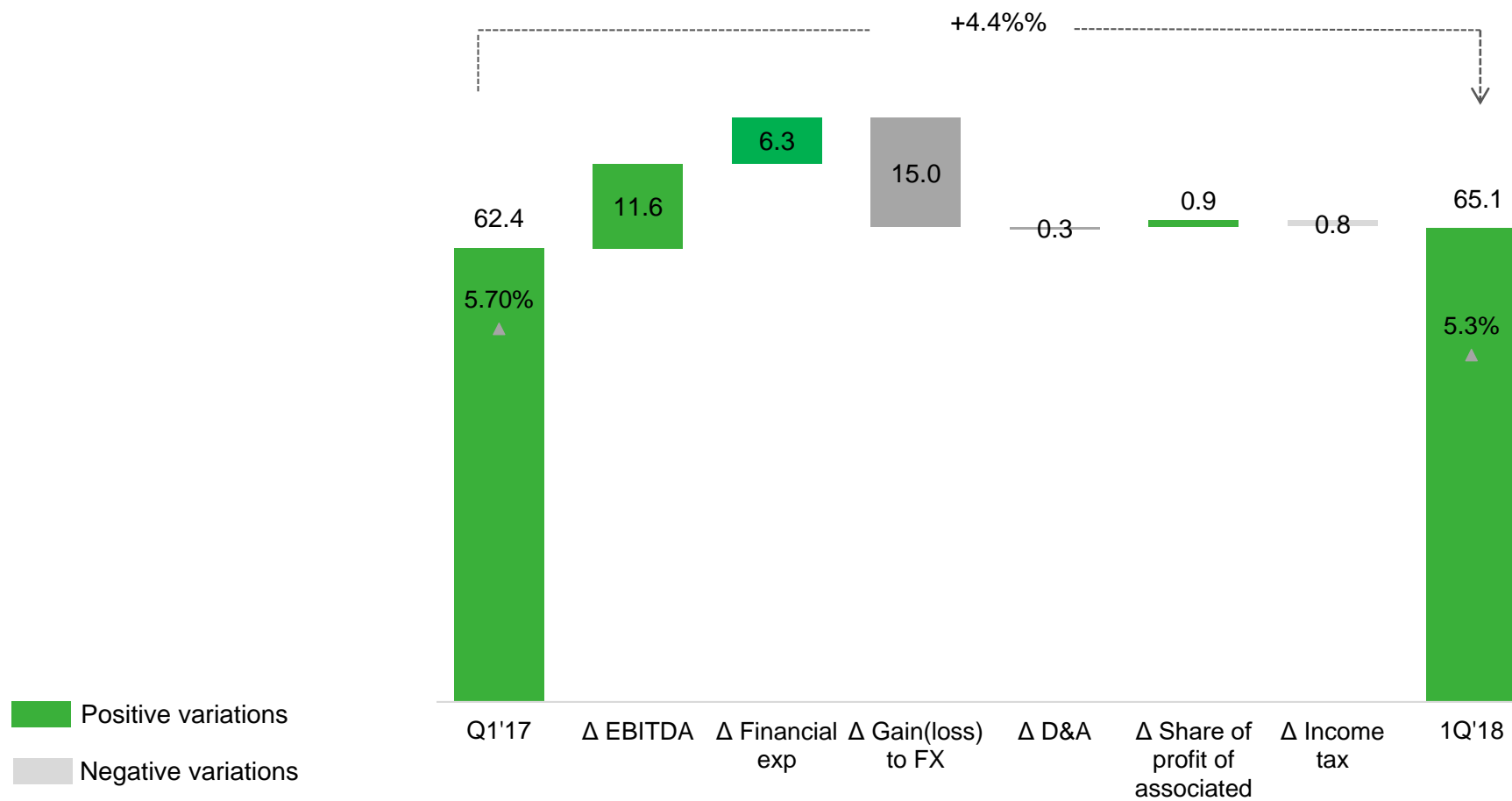
EBITDA



FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME Q1'18



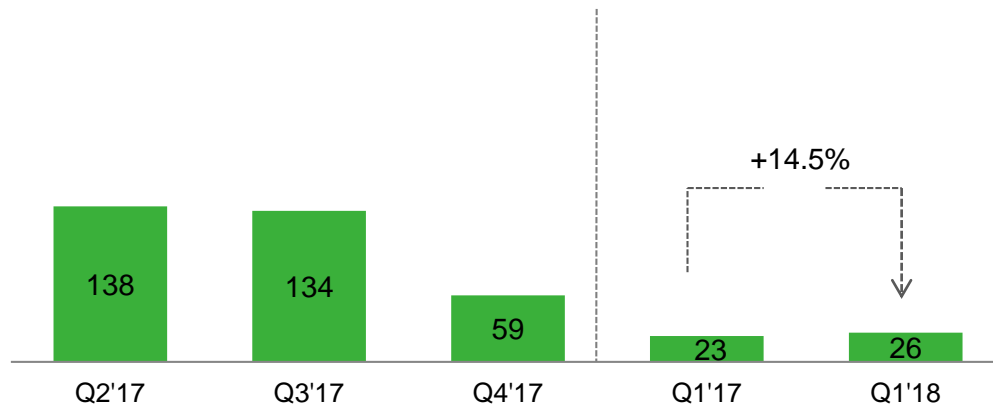


3. Commercial Performance

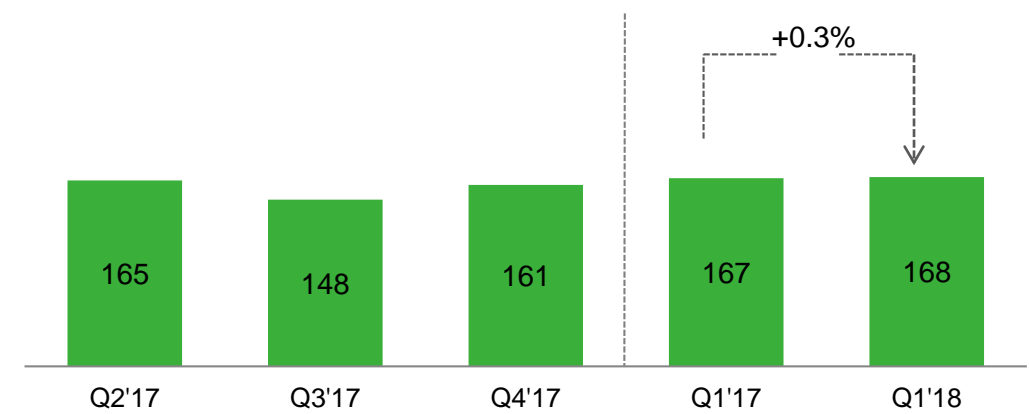
SALES BY BUSINESS LINES

Million Soles (S/ mm)

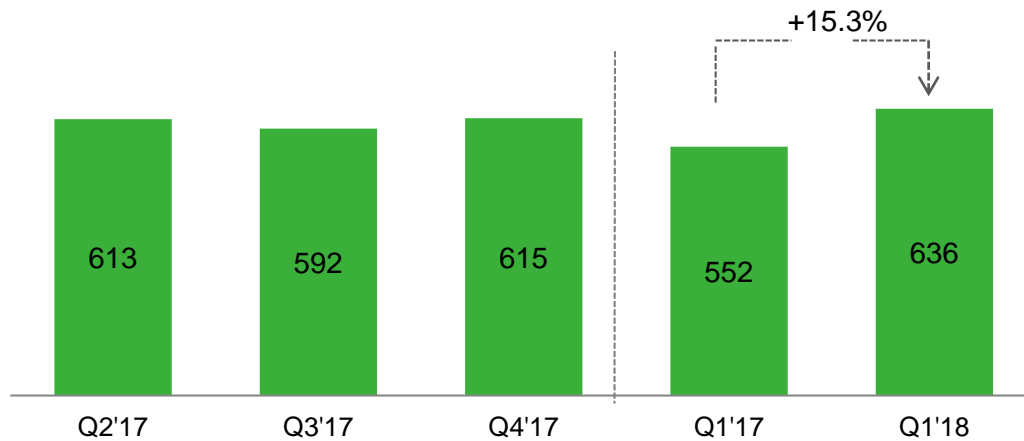
CAT MINING EQUIPMENT



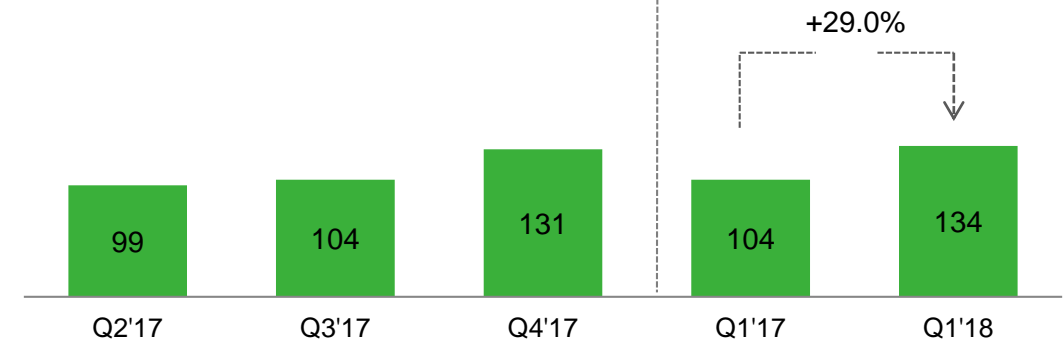
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



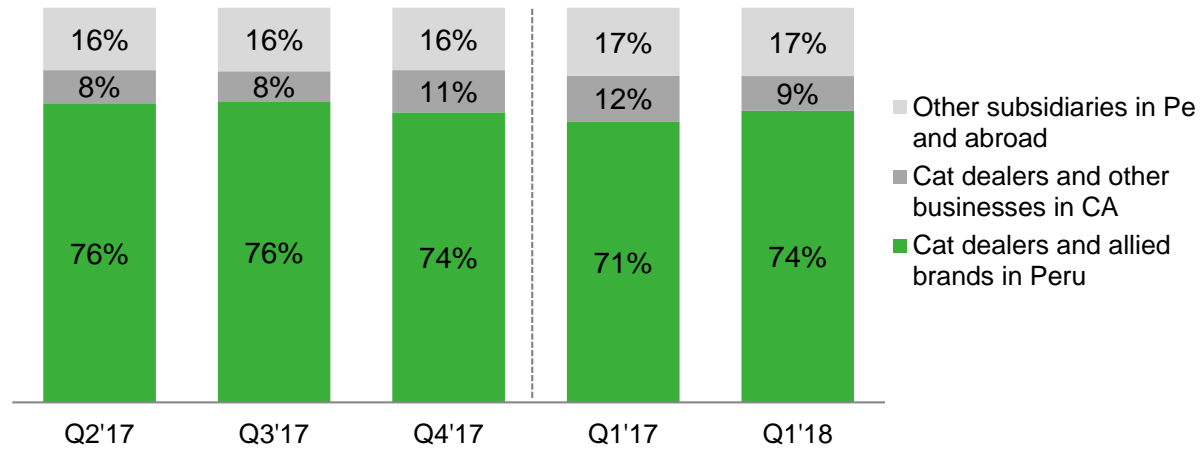
RENTAL AND USED



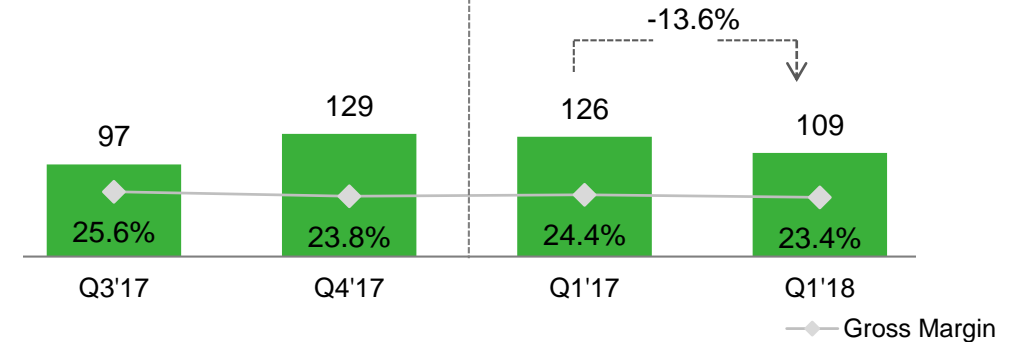
SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

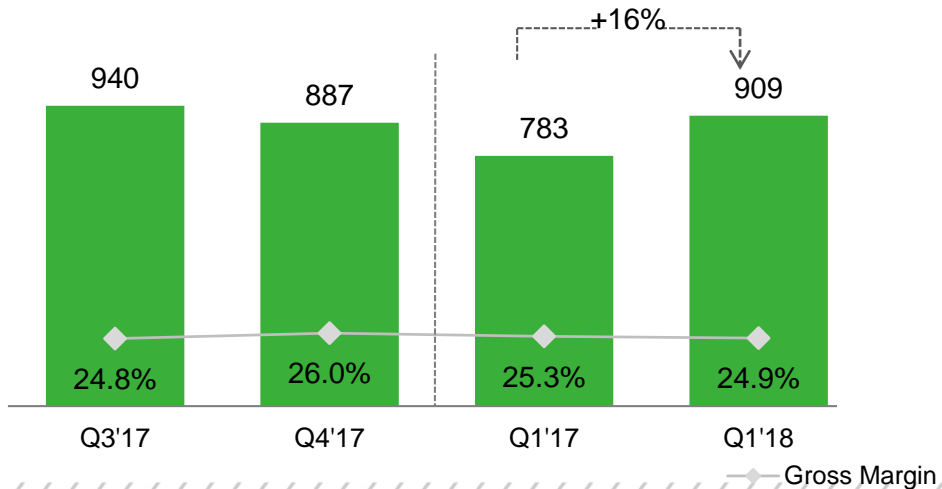
Sales by Group of Companies



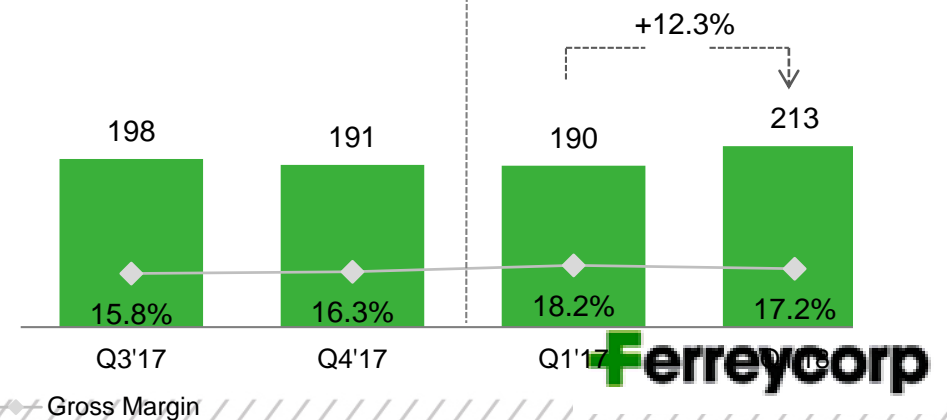
CAT dealers and other businesses in CA



CAT dealers and allied brands in Peru



Other subsidiaries in Peru and abroad



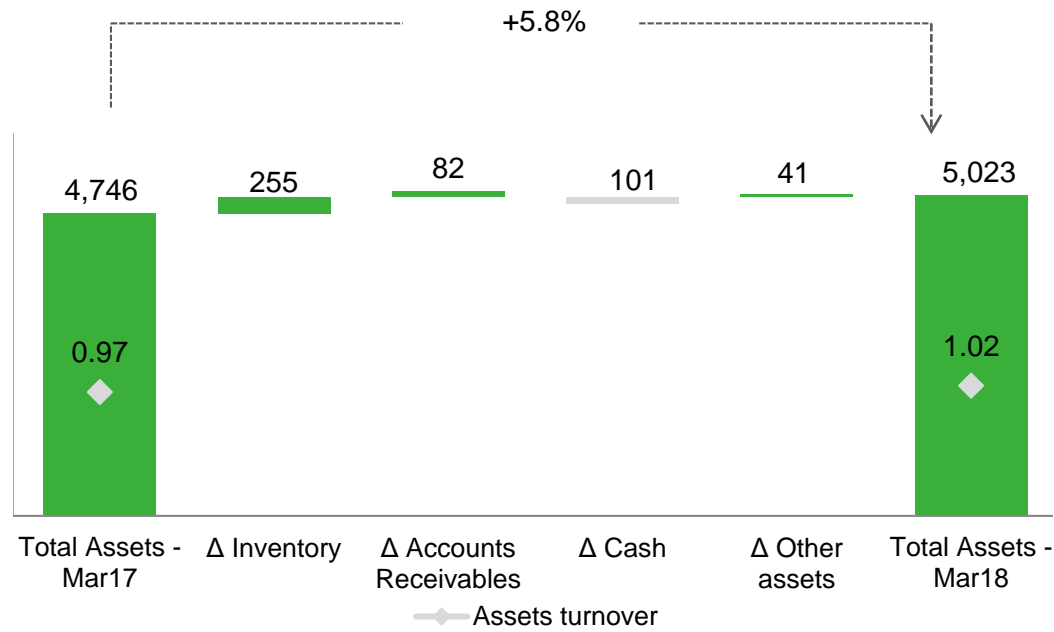


4. Financial Results

FINANCIAL RESULTS

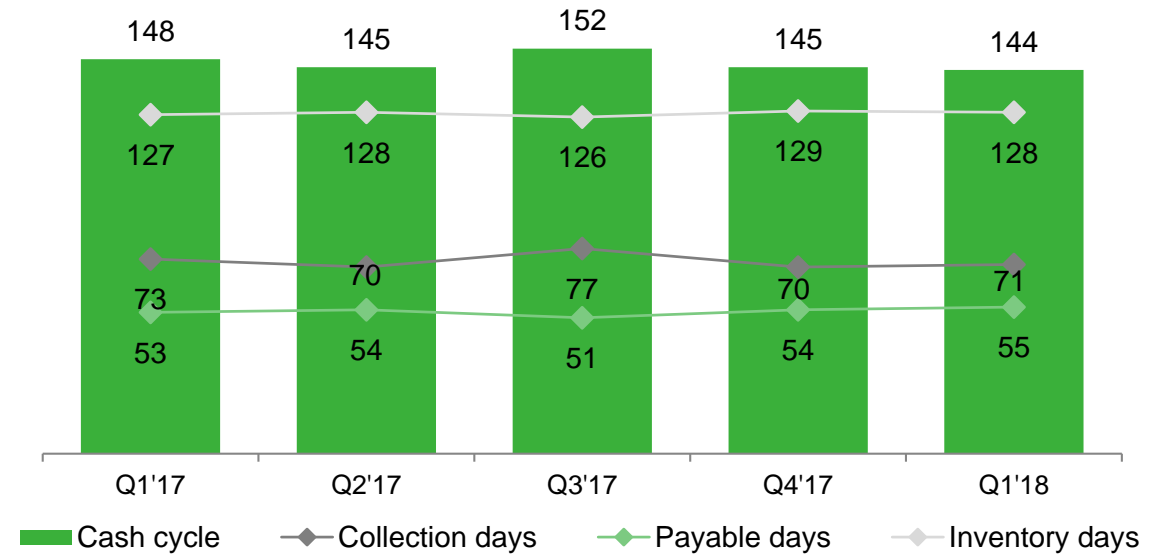
Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



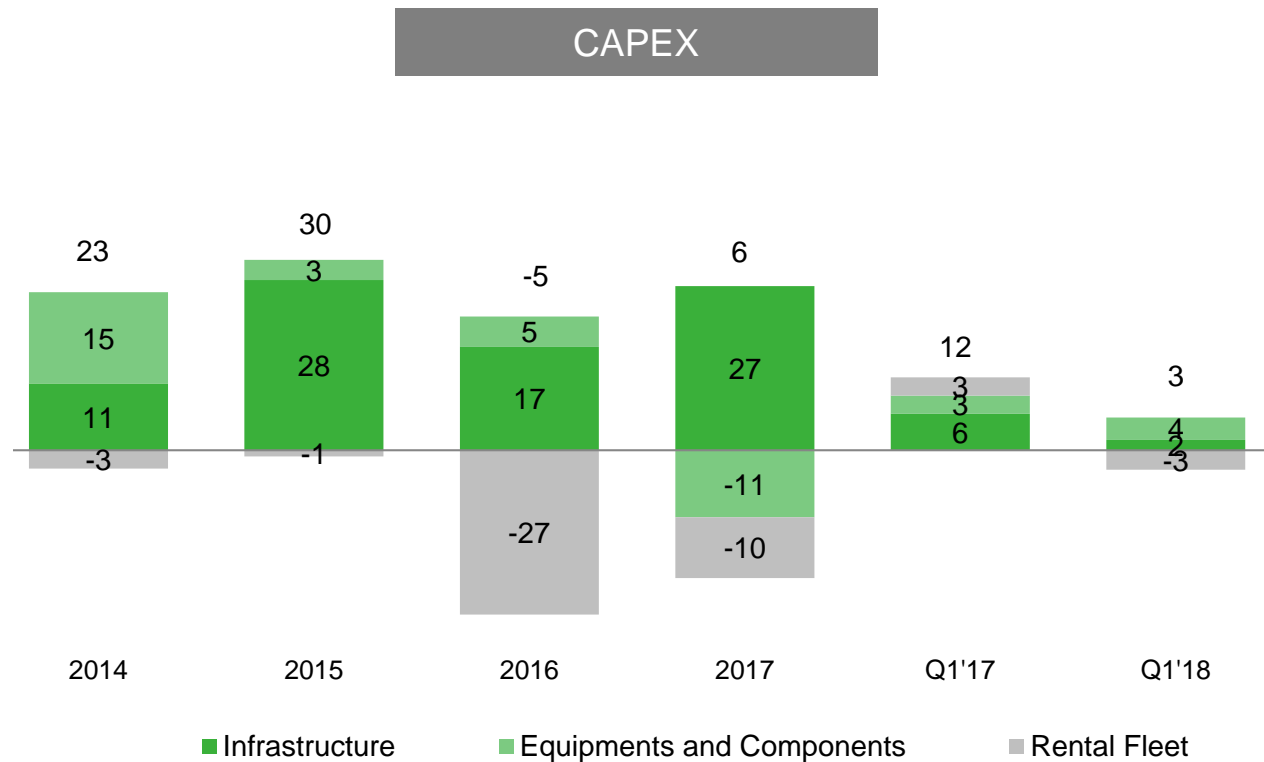
■ Positive variations
■ Negative variations

CASH CYCLE



CAPEX

Million Dollars (US\$ mm)

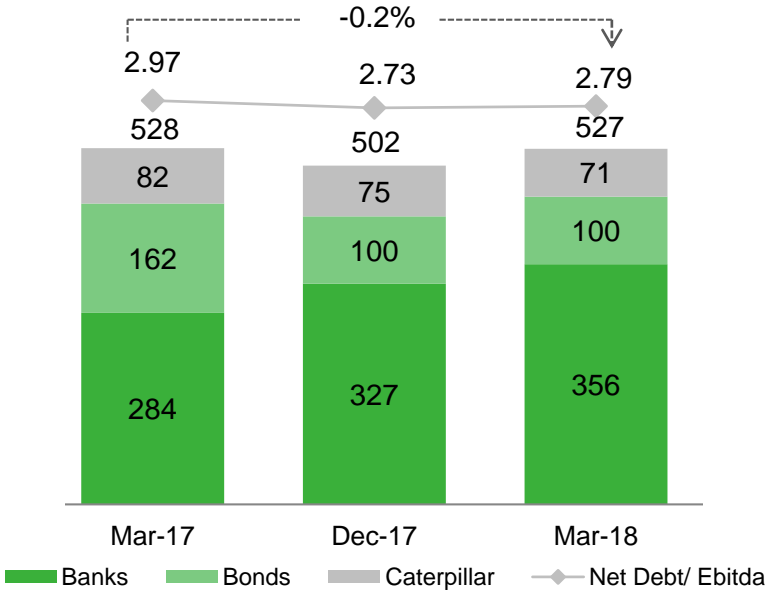


- Investment in intangible assets reached US\$ 3.3 million dollars – SAP platform

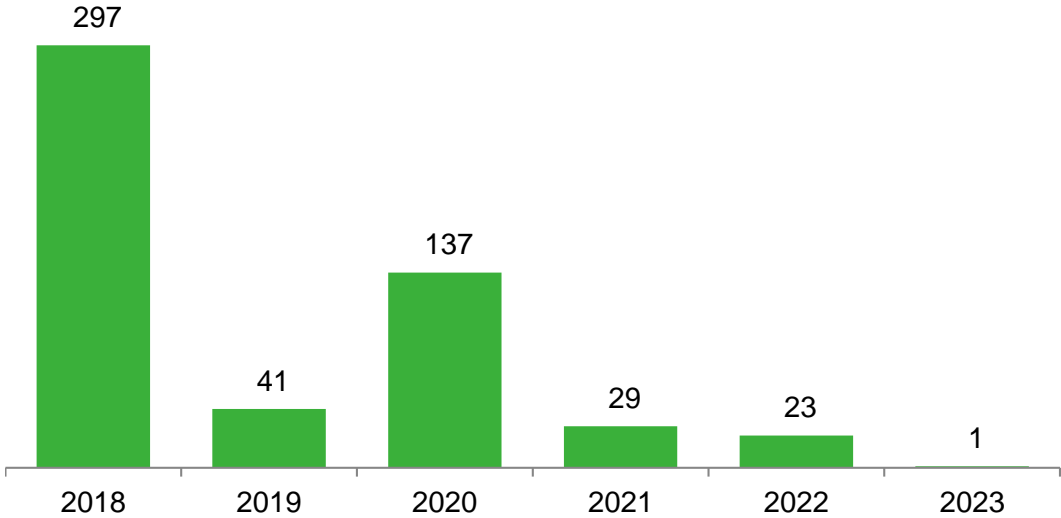
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

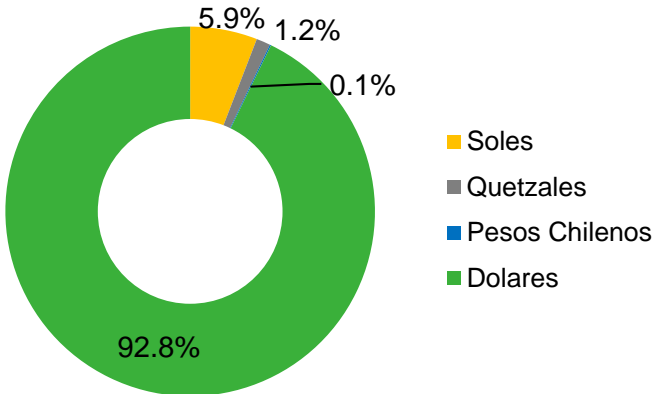
FINANCIAL DEBT



DEBT MATURITY

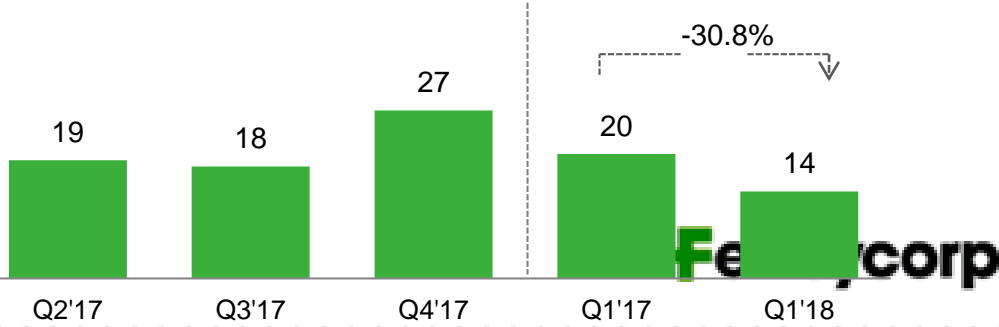


DEBT BY CURRENCY



FINANCIAL EXPENSES

Million Soles S/ mm)



+ferreycorp