

# Earnings Presentation First Quarter 2019

May 2<sup>nd</sup>, 2019



## **Agenda**

- 1. Market Conditions**
- 2. Q1'19 Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**

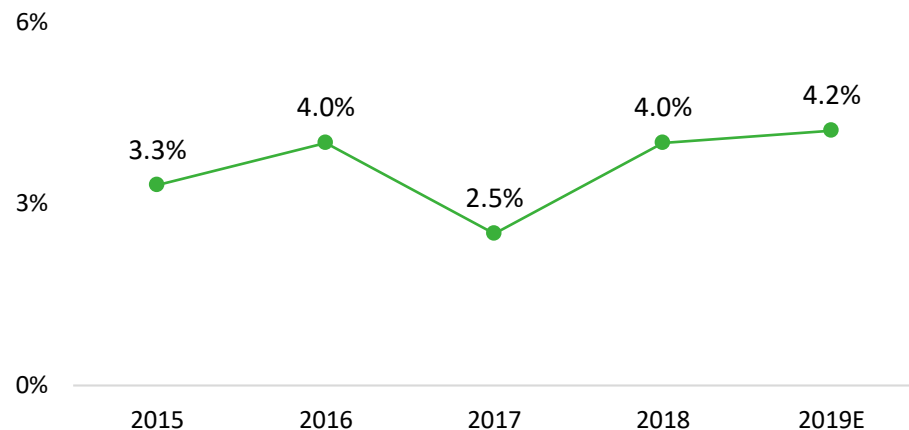




# 1. Market Conditions

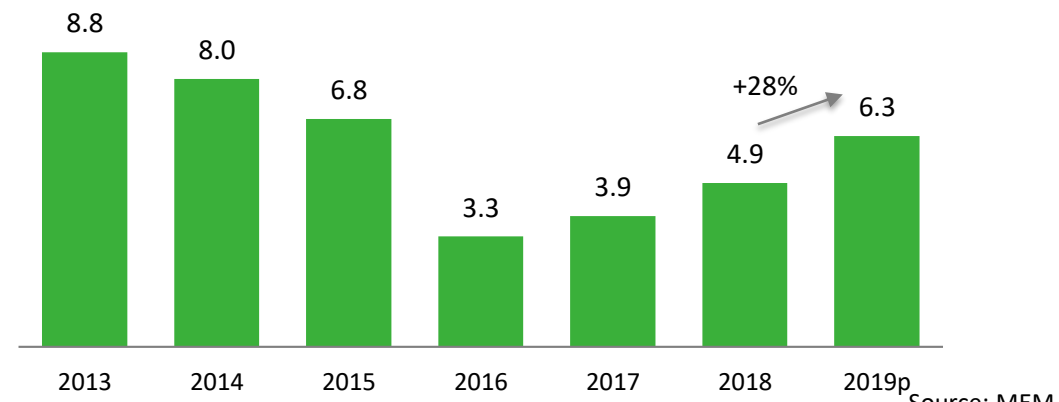
# MARKET CONDITIONS

GDP (Var. %)



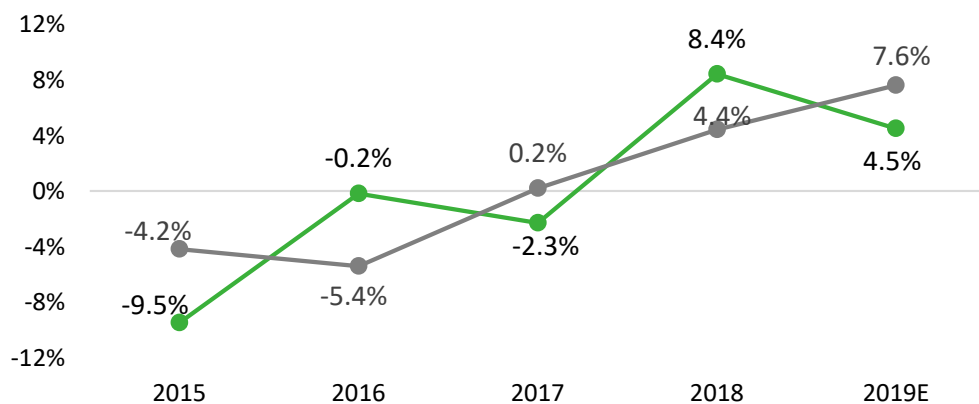
Source: MEF

Mining Investment (US\$ Billion)



Source: MEM

Public and Private Investment (Var. %)



● Public Investment ● Private Investment

Source: MEF

Infrastructure projects for 2019

Projects	Amount
San Martin Port	US\$ 249 mm
Salaverry Port	US\$ 270 mm
Jorge Chavez airport expansion	US\$ 1,500 mm
Metro de Lima - line 2	US\$ 5,346 mm
Six regional wide band connections	US\$ 422 mm
Chancay Port	US\$ 3,000 mm

Source: MEF

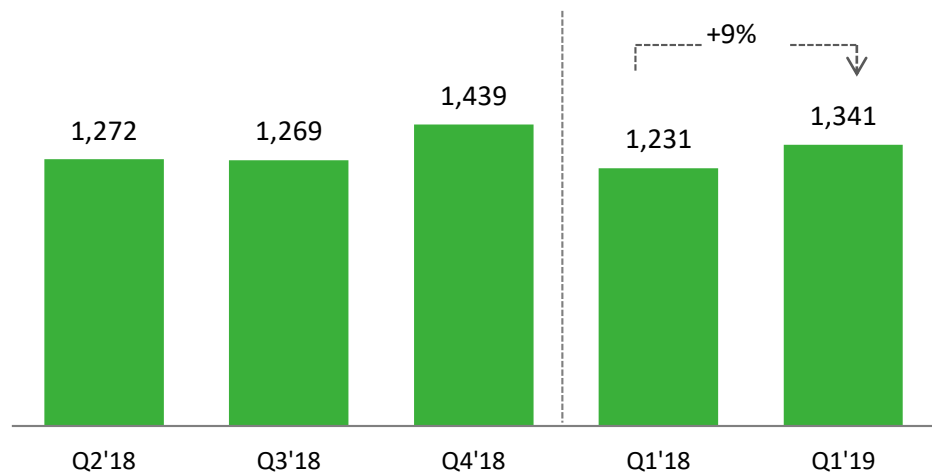


## 2. Q1'19 Financial Highlights

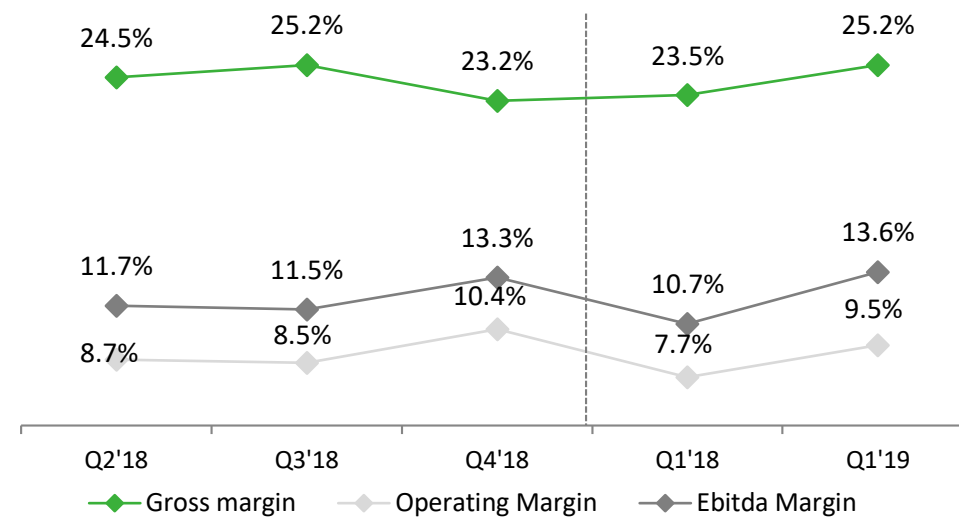
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

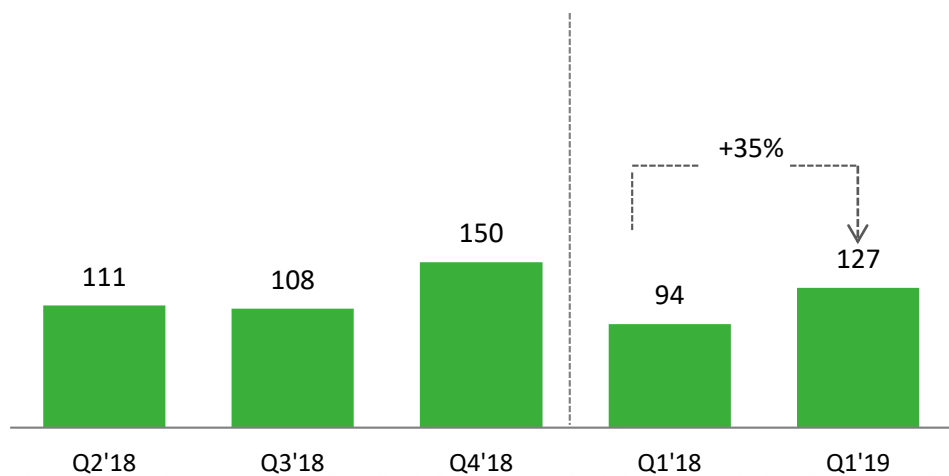
## SALES



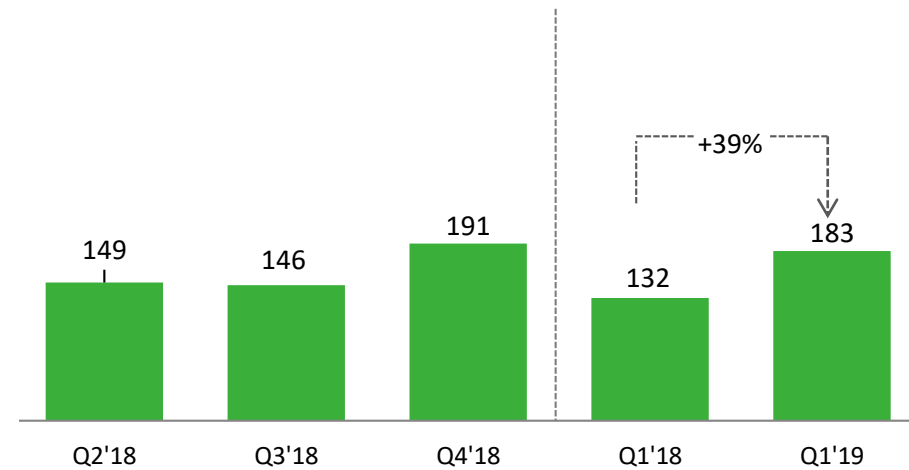
## MARGINS



## OPERATING PROFIT



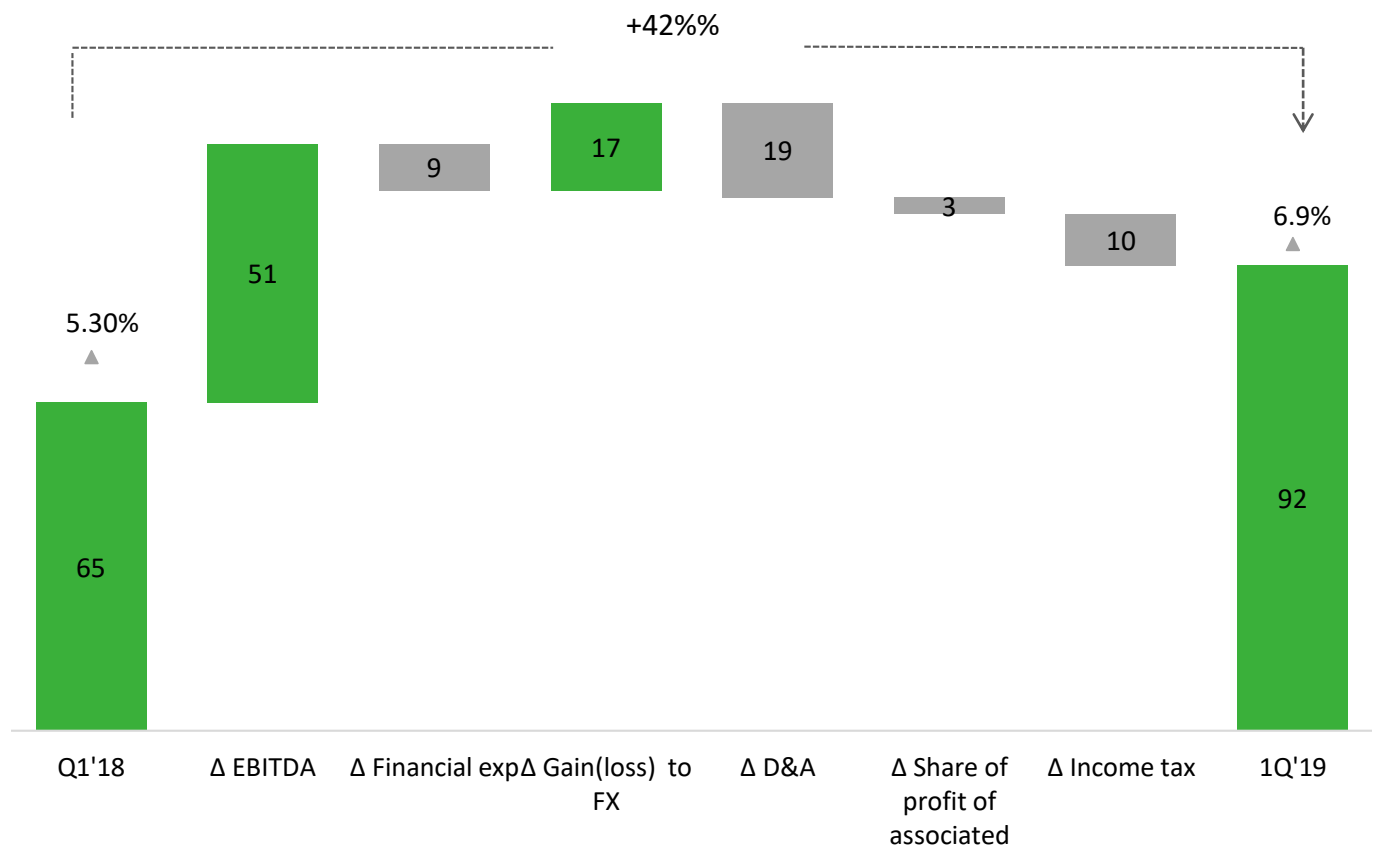
## EBITDA



# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

## NET INCOME Q1'19







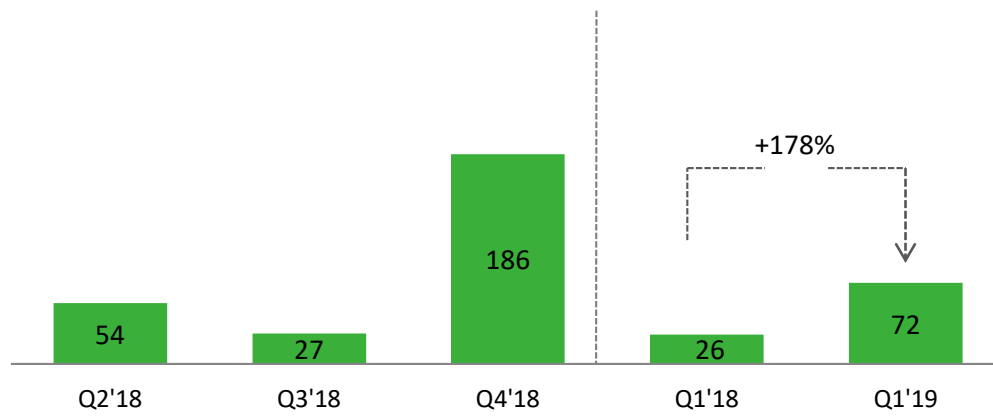
## 3. Commercial Performance



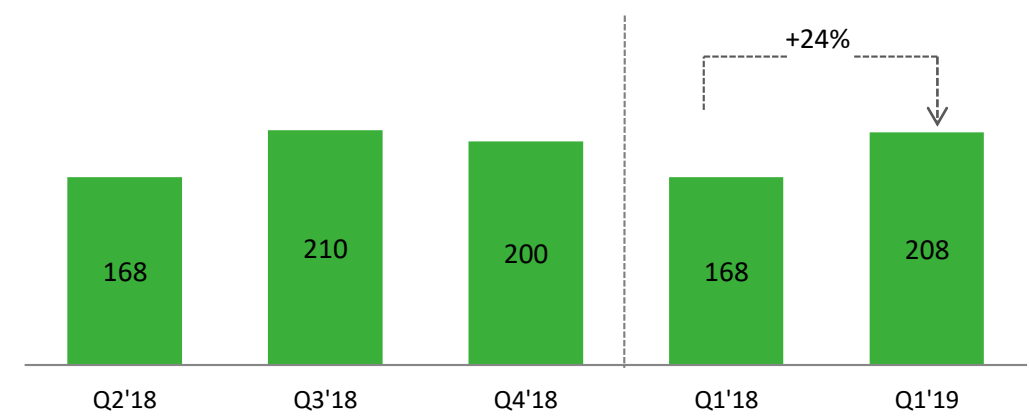
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

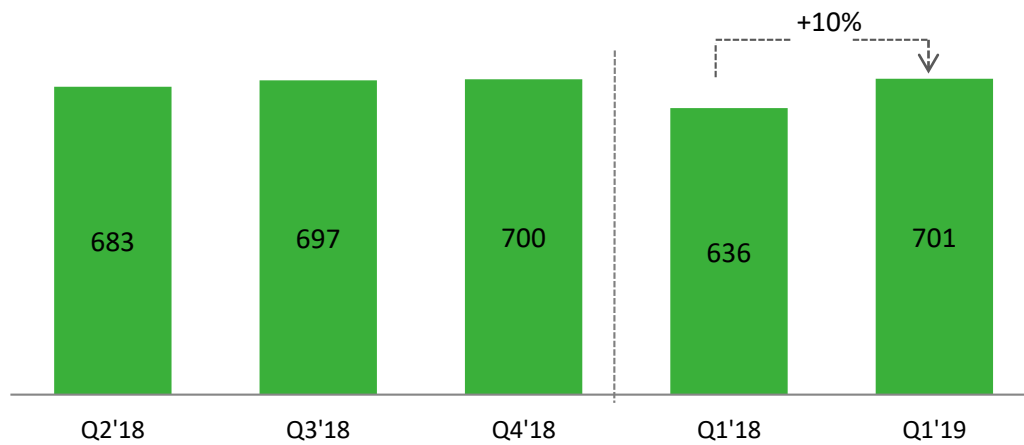
## CAT MINING EQUIPMENT



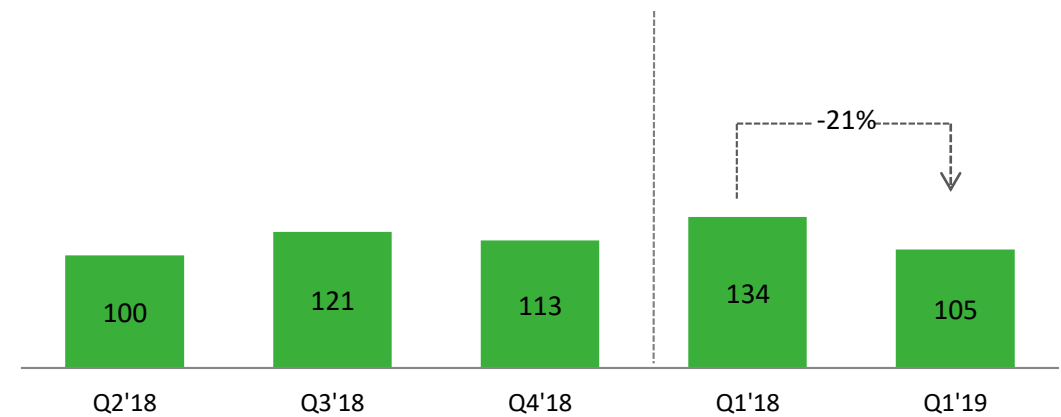
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



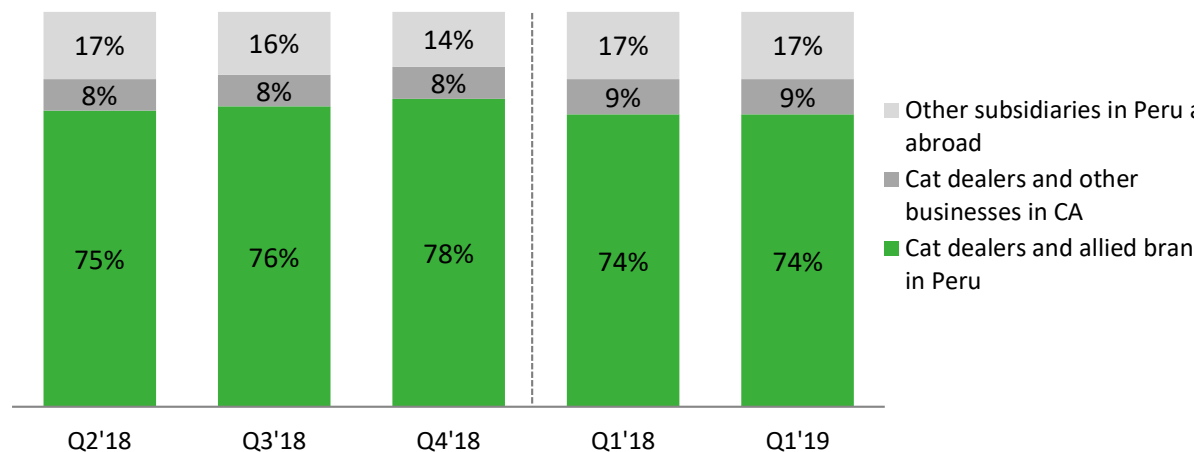
## RENTAL AND USED



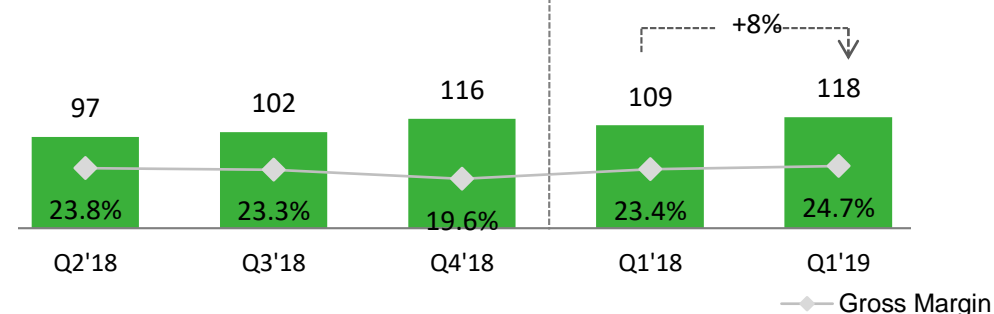
# SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

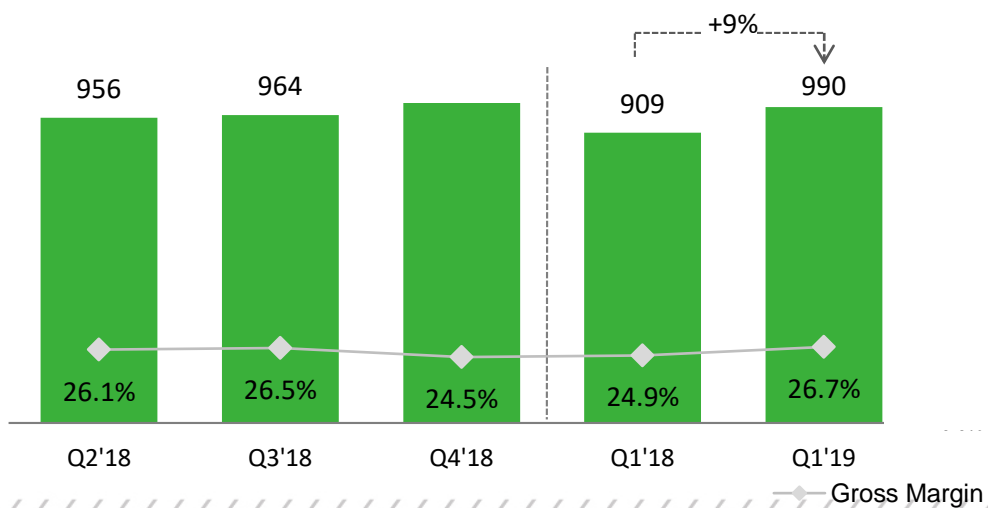
### Sales by Group of Companies



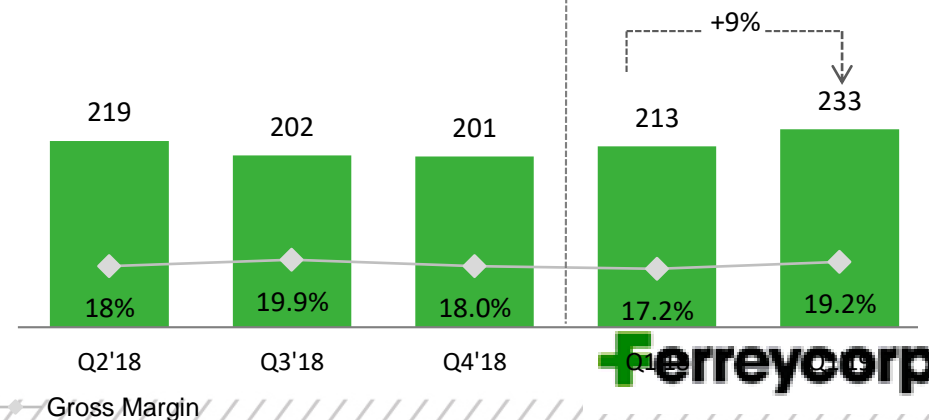
### CAT dealers and other businesses in CA



### CAT dealers and allied brands in Peru



### Other subsidiaries in Peru and abroad





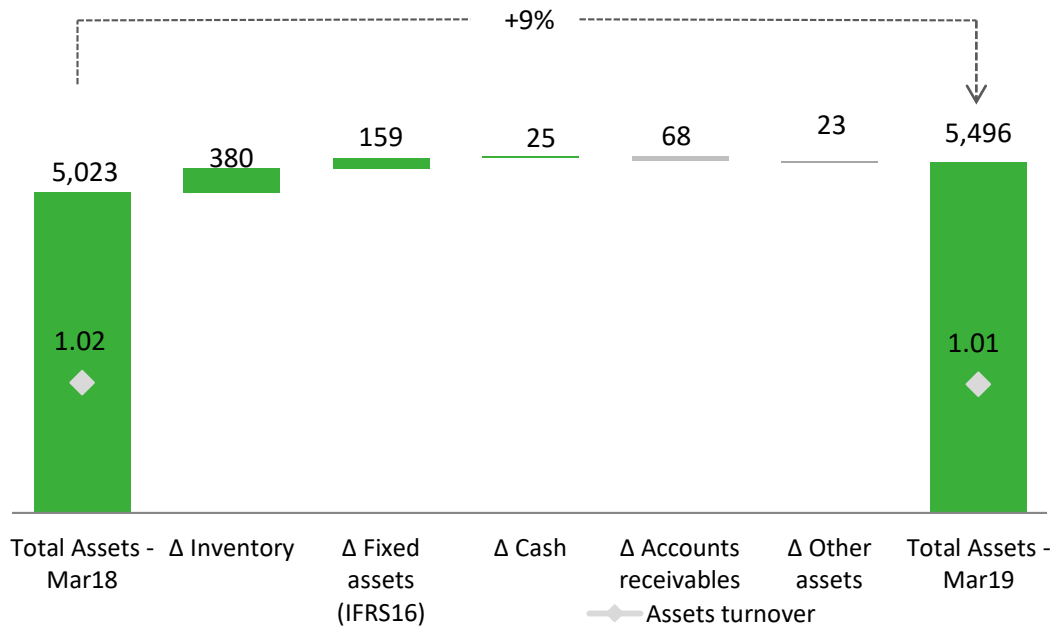


## 4. Financial Results

# FINANCIAL RESULTS

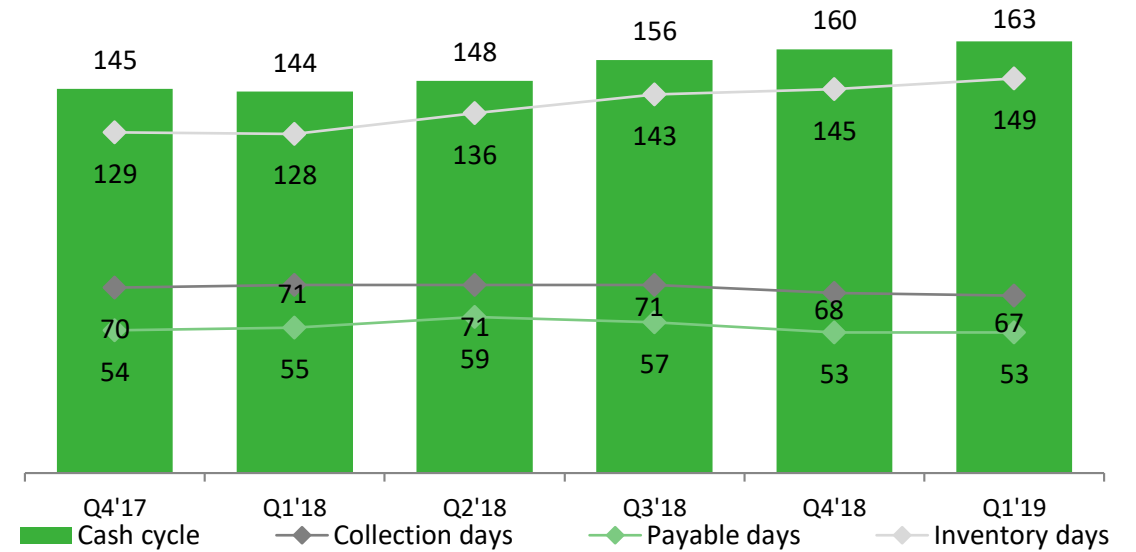
Million Soles (S/ mm)

## STATE OF FINANCIAL POSITION



■ Positive variations  
■ Negative variations

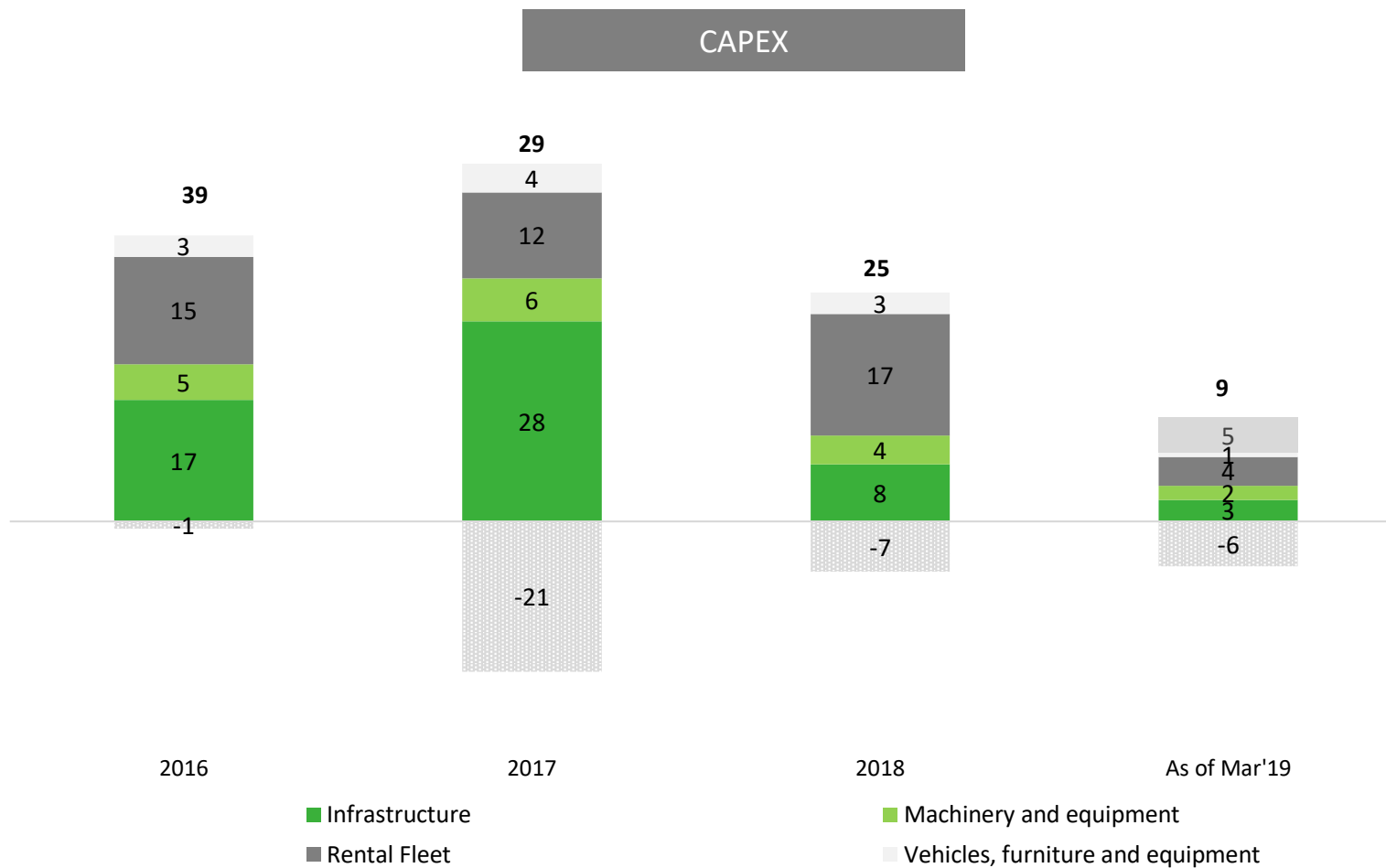
## CASH CYCLE





# CAPEX

Million Dollars (US\$ mm)

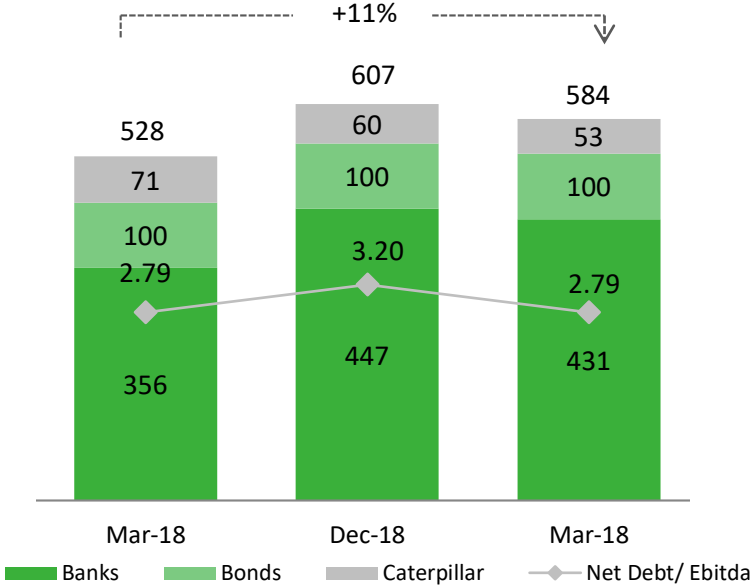


- Investment in intangible assets reached US\$ 4million dollars as of March 2019 – SAP platform

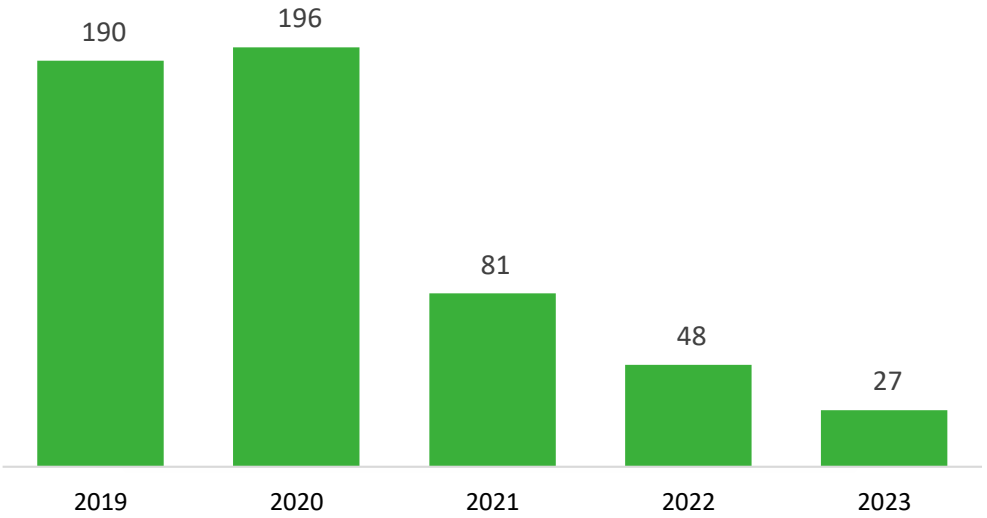
# CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

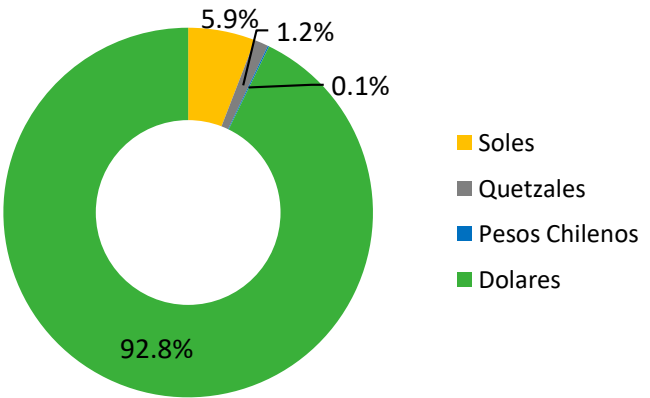
## FINANCIAL DEBT



## DEBT MATURITY

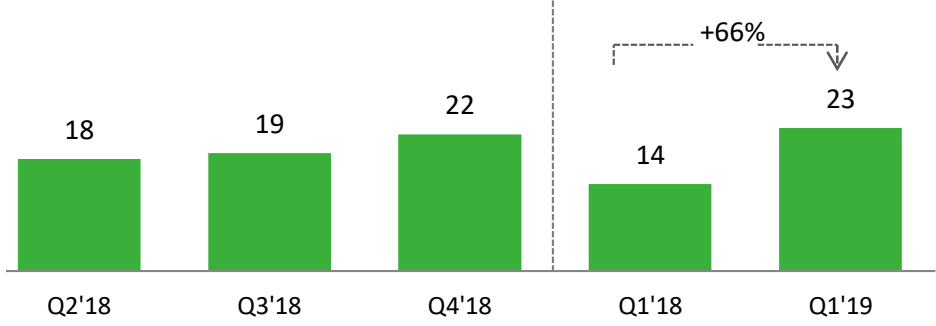


## DEBT BY CURRENCY



Million Soles S/ mm)

## FINANCIAL EXPENSES





**+ferreycorp**