

Earnings Presentation Second Quarter 2018

July 26th, 2018



Agenda

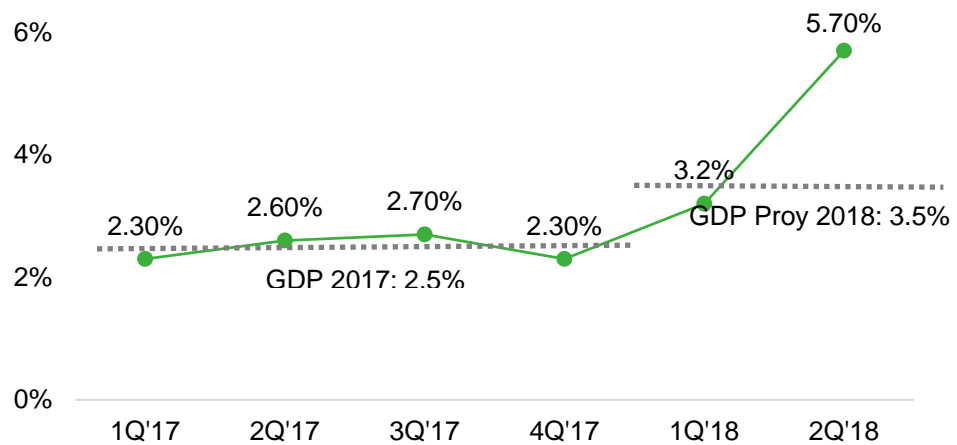
- 1. Market Conditions and Highlights**
- 2. Q2'18 Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Market Conditions and Highlights

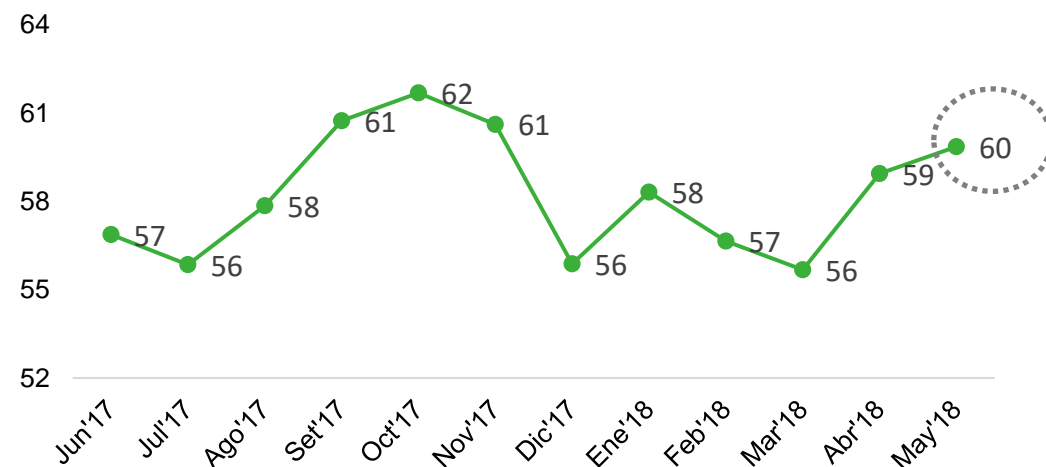
MARKET CONDITIONS

GDP (Var. %)



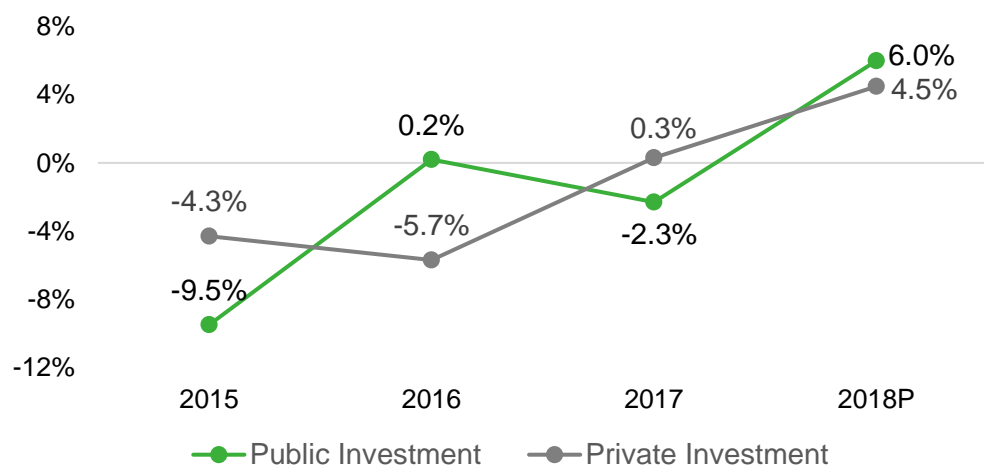
Source: Apoyo Consultoria

Business Sentiment Evolution



Source: BCRP

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	4,882	█	█	█	█	█
Mna Justa	1,348	█	█	█	█	
Pamap del Pongo	2,500	█	█	█	█	█
Corani	585	█	█	█	█	
Ariana	125	█	█	█		
Toromocho exp.	1,300	█	█	█		
Pachapaqui exp.	117	█	█	█	█	
San Rafael	200	█	█	█		
Quecher Main	300	█	█			
Total	11,357					

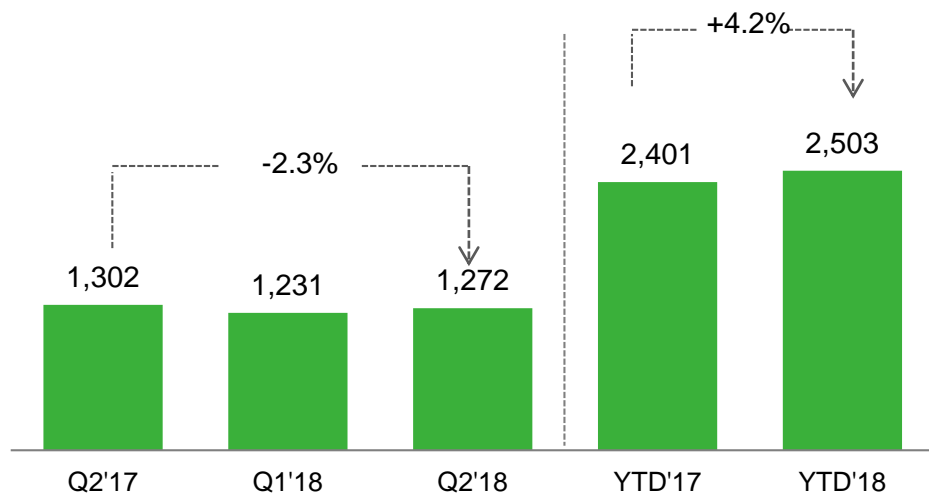
Source: Minem

2. Q2'18 Financial Highlights

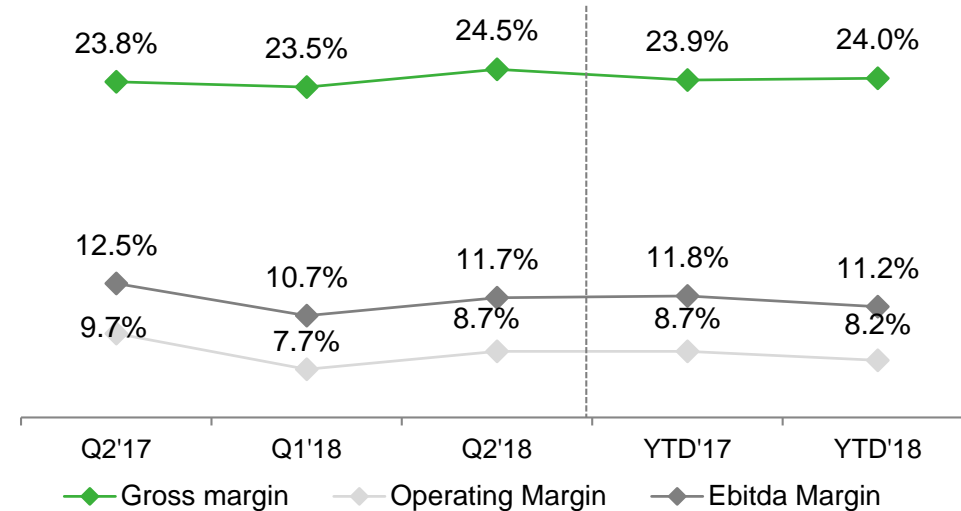
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

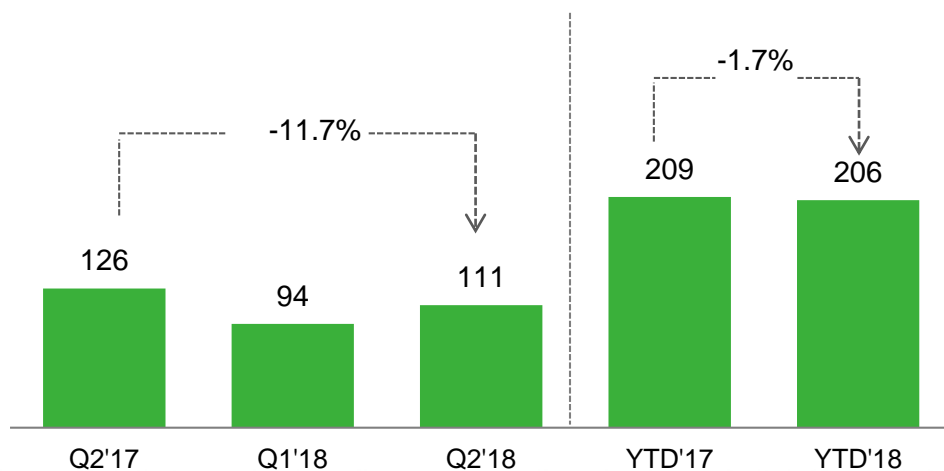
SALES



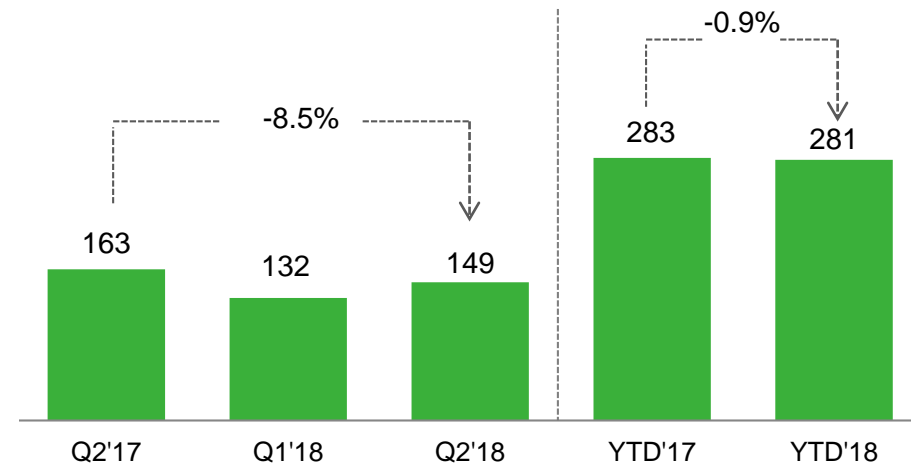
MARGINS



OPERATING PROFIT

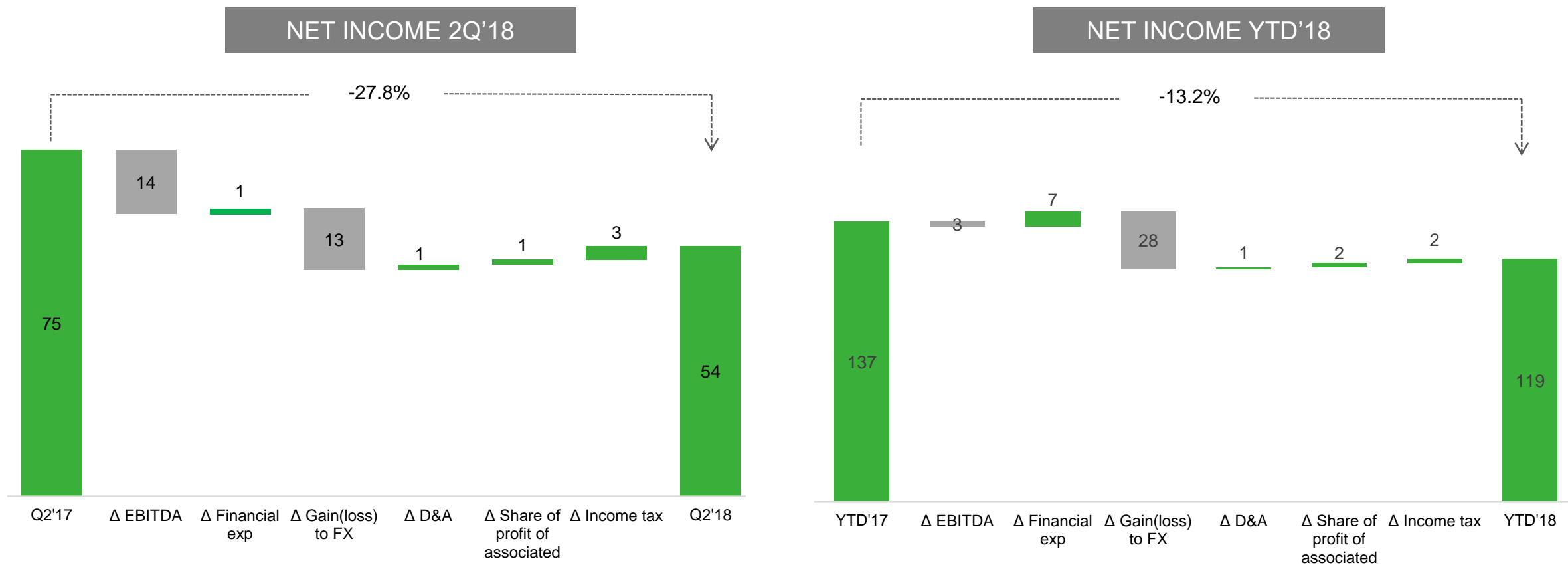


EBITDA



FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)



Positive variations

Negative variations

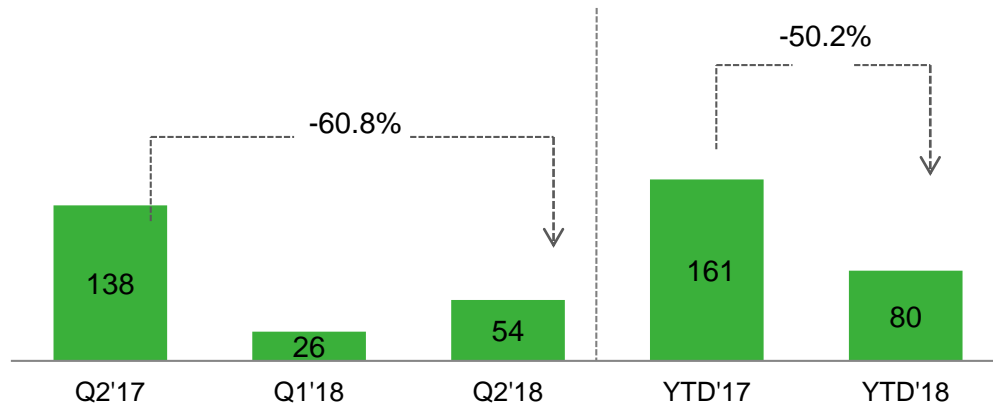


3. Commercial Performance

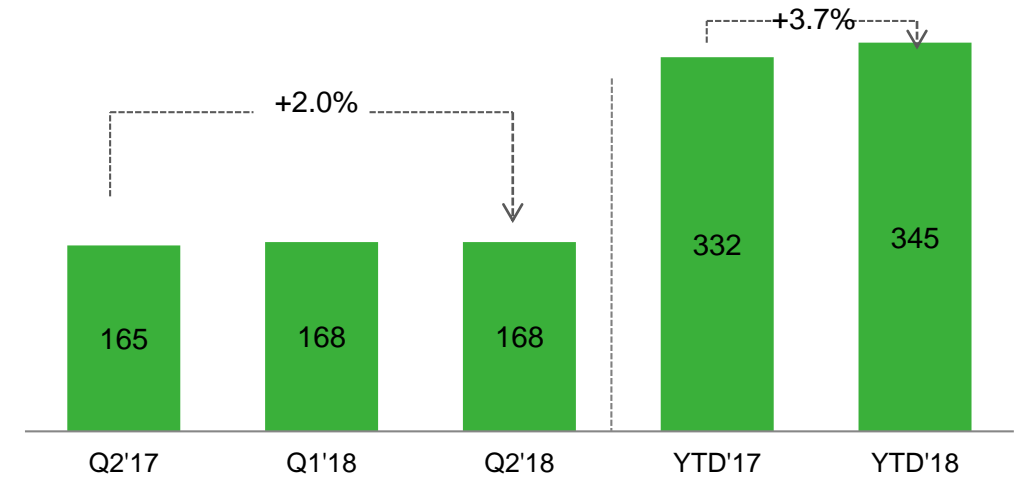
SALES BY BUSINESS LINES

Million Soles (S/ mm)

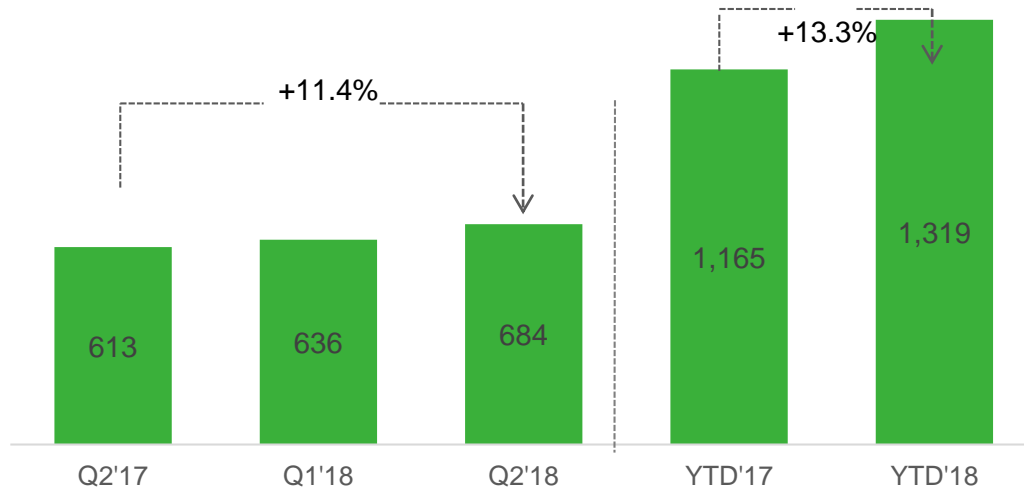
CAT MINING EQUIPMENT



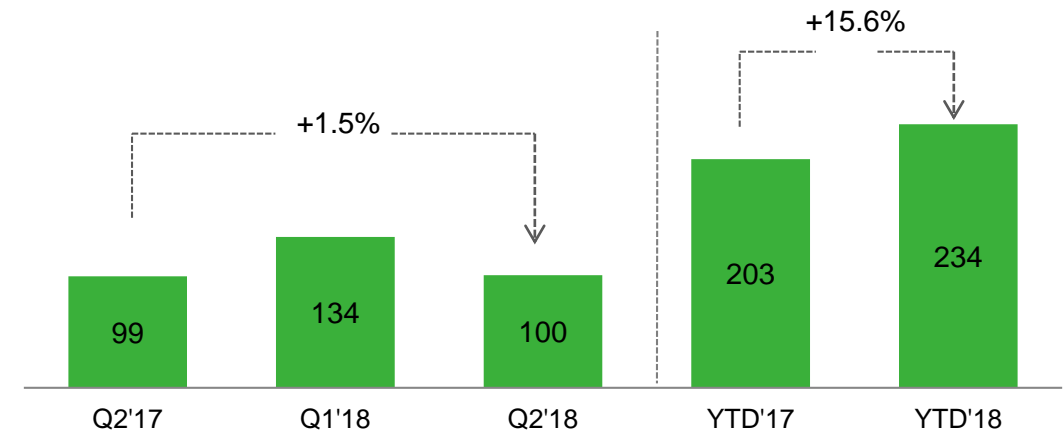
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



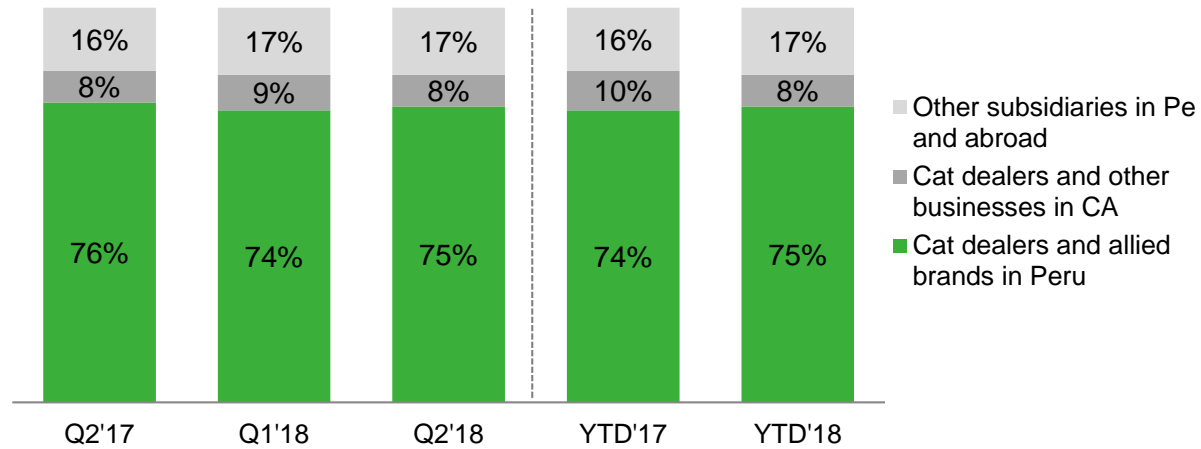
RENTAL AND USED



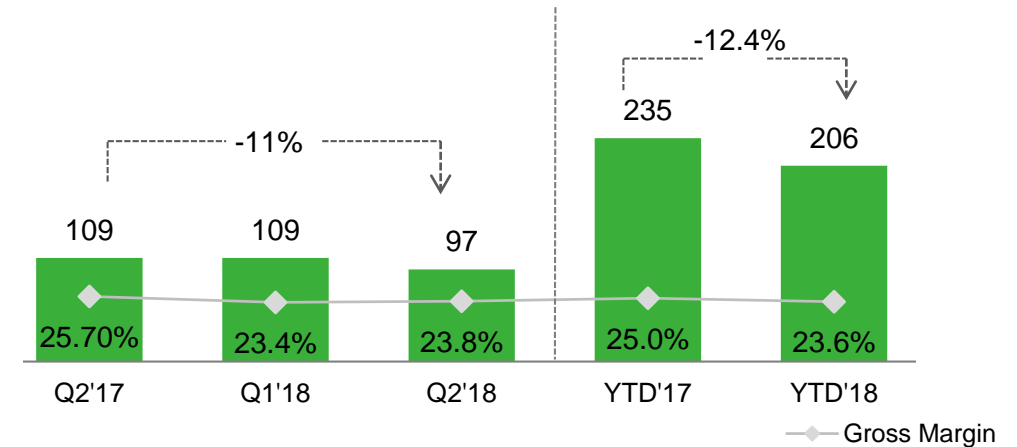
SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

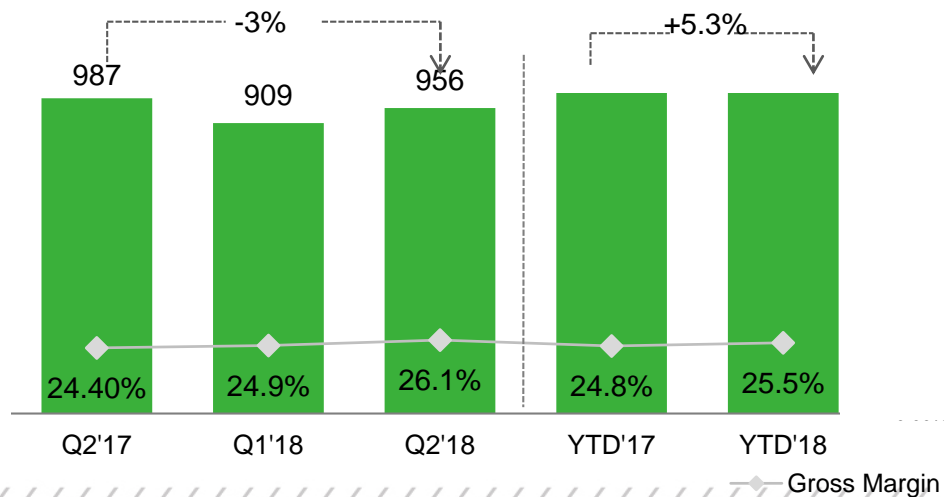
Sales by Group of Companies



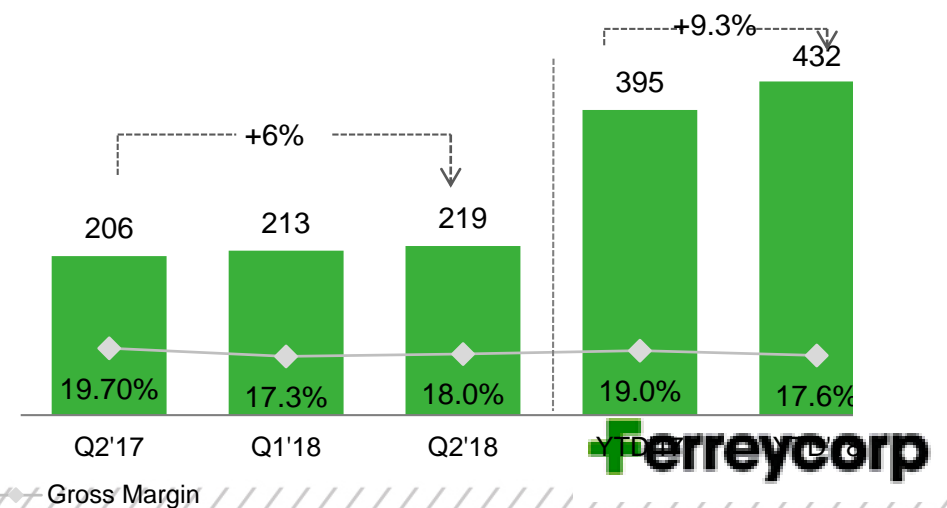
CAT dealers and other businesses in CA



CAT dealers and allied brands in Peru



Other subsidiaries in Peru and abroad



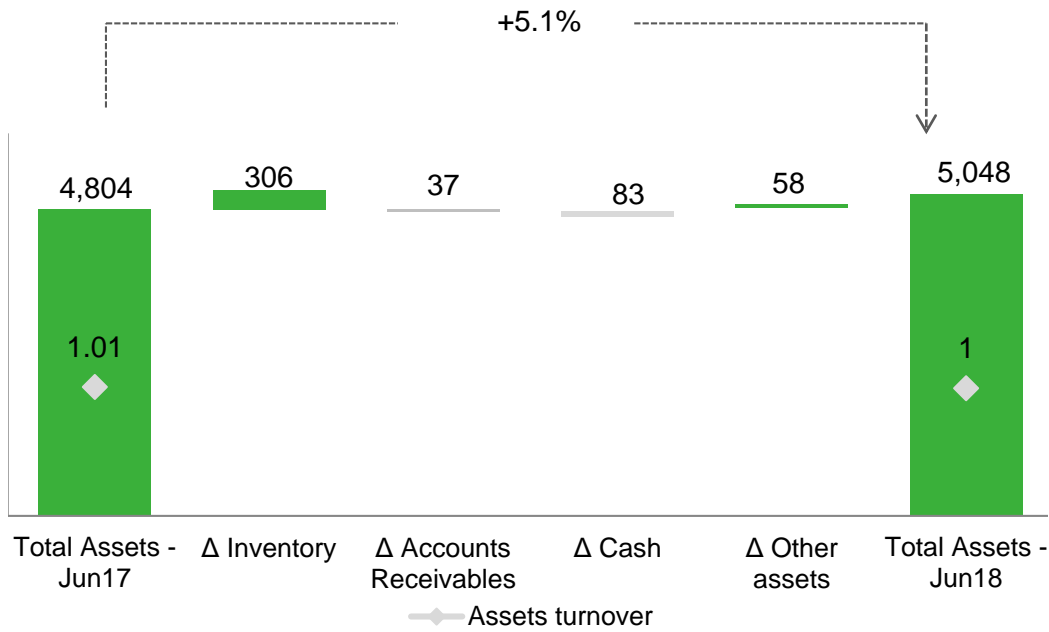


4. Financial Results

FINANCIAL RESULTS

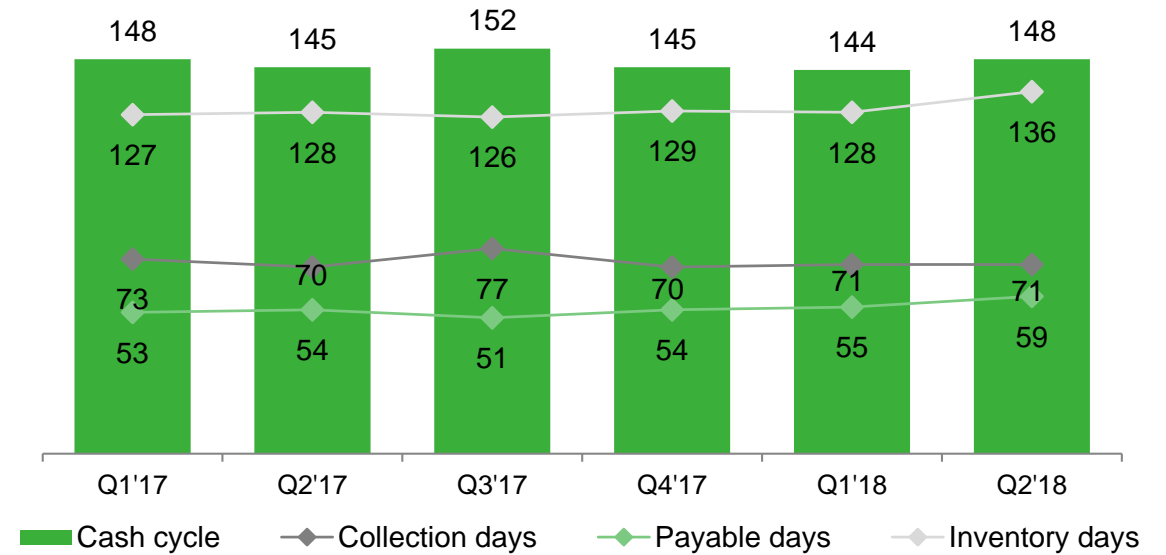
Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



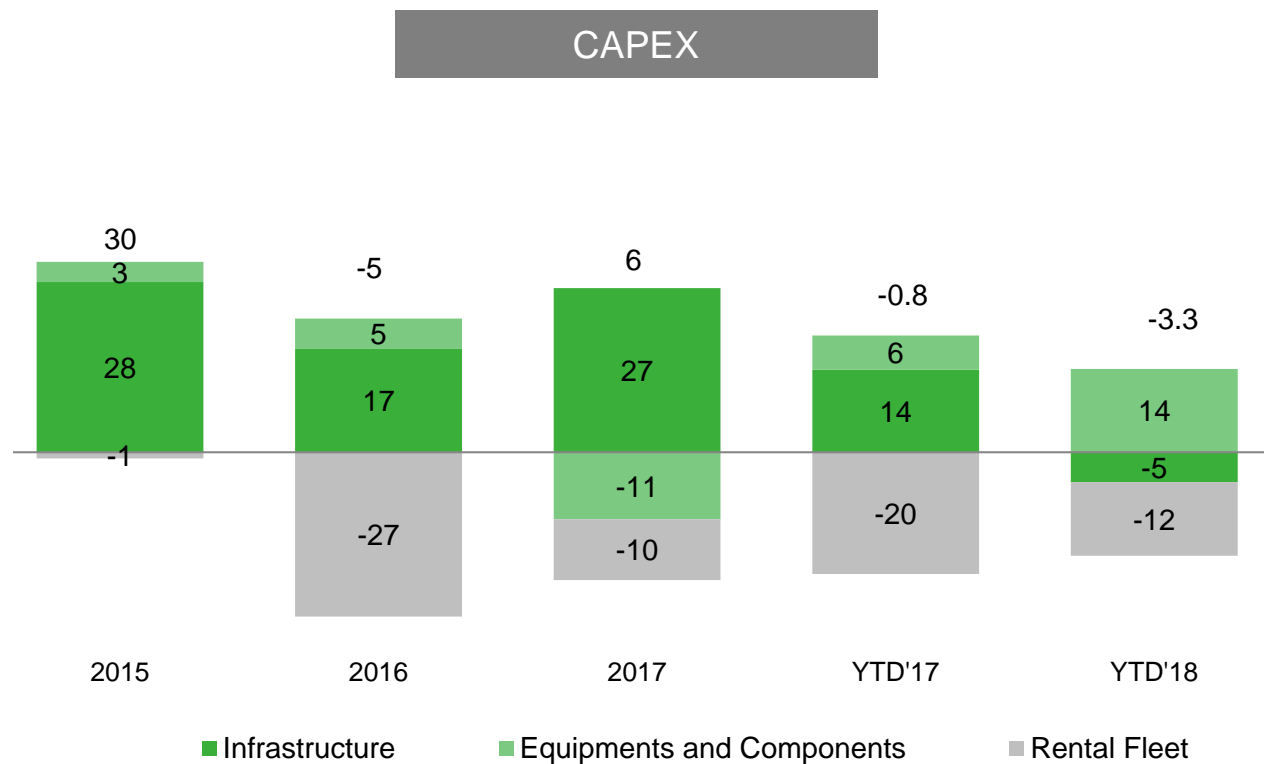
■ Positive variations
■ Negative variations

CASH CYCLE



CAPEX

Million Dollars (US\$ mm)

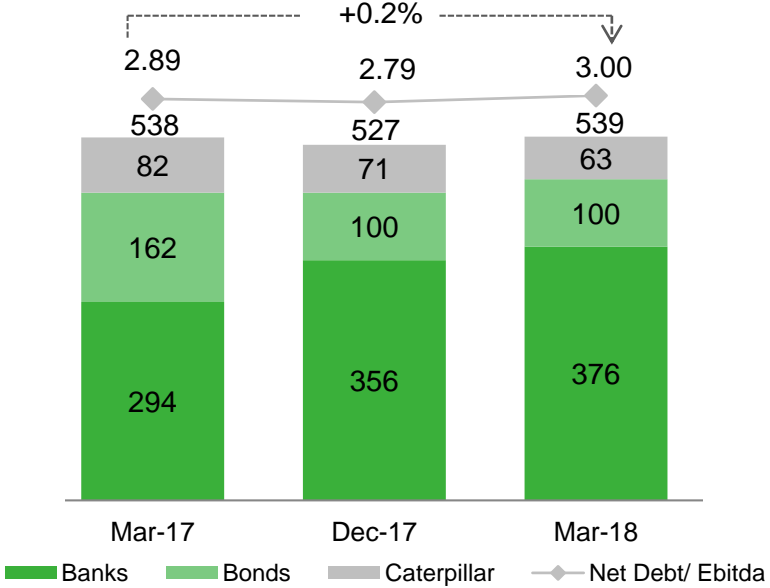


- Investment in intangible assets reached US\$ 6 million dollars – SAP platform

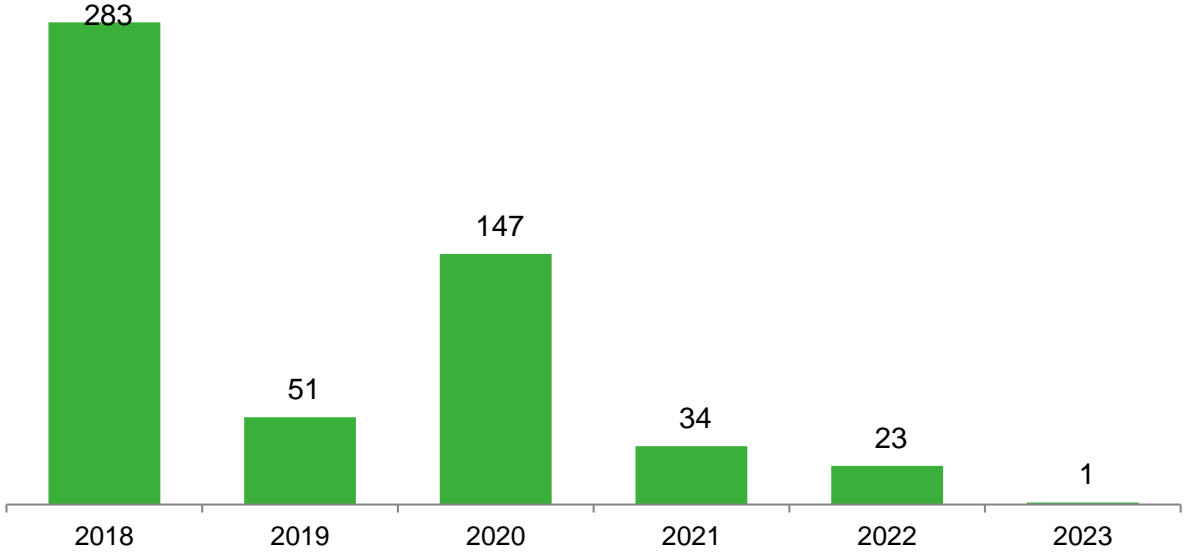
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

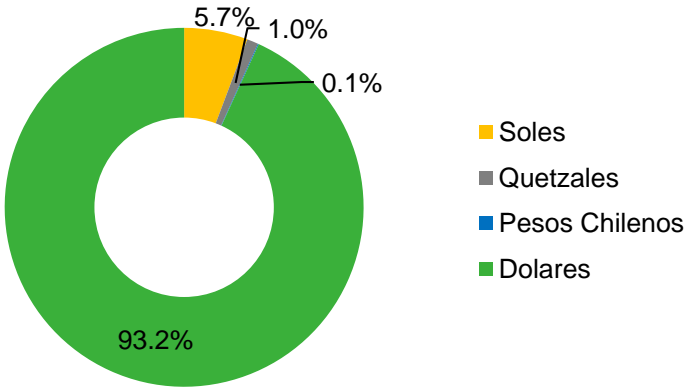
FINANCIAL DEBT



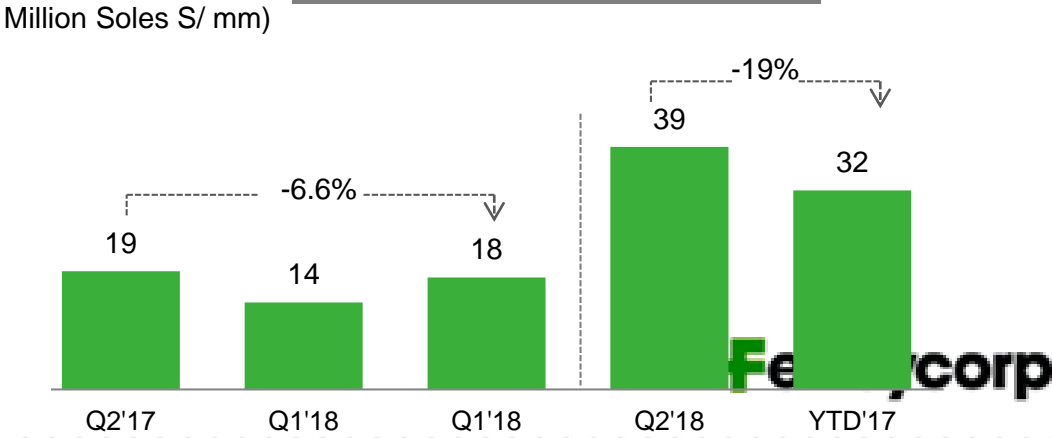
DEBT MATURITY



DEBT BY CURRENCY



FINANCIAL EXPENSES



+ferreycorp