

# Earnings Presentation Third Quarter 2021

October 2021



## **Agenda**

- 1. Introduction**
- 2. Accumulated and Q3'2021 Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**

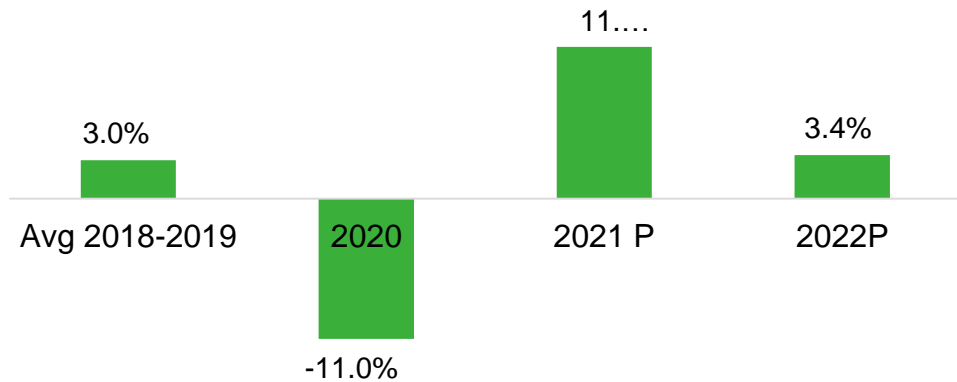




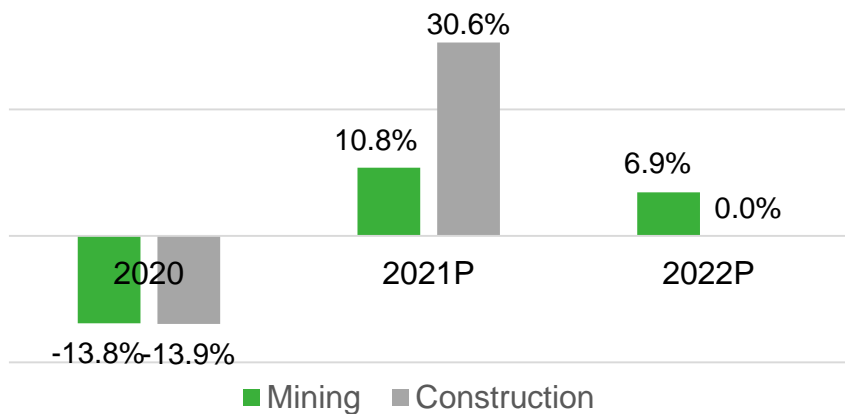
# 1. Introduction

# INTRODUCTION

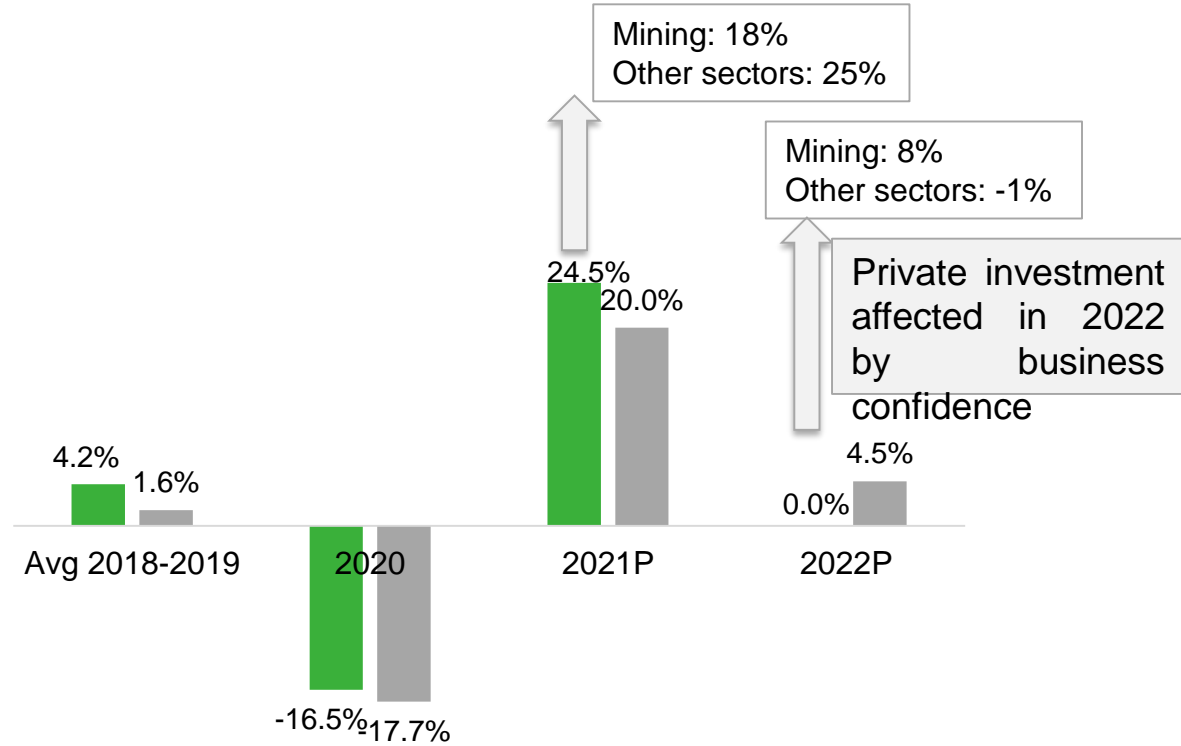
**GDP (Var %)**



**Mining and Construction GDP evolution**



**PUBLIC AND PRIVATE INVESTMENT**



Public investment in 2021 and 2022 is expected to grow driven by the Reconstruction projects, special public investment projects and Infrastructure National Plan for Competitiveness, transportation, among others.

Private investment affected in 2022 by business confidence

Source: Central Bank Inflation Report as of September 2021

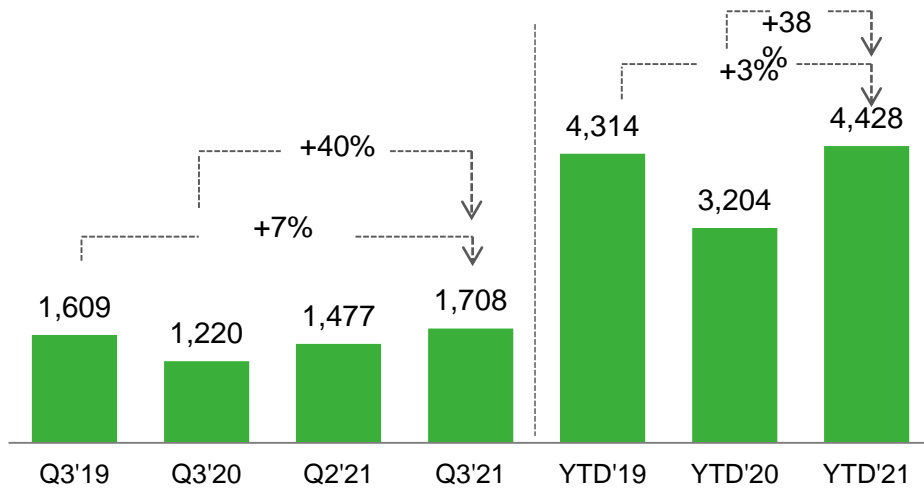


## **2. Accumulated and Q3'2021 Financial Highlights**

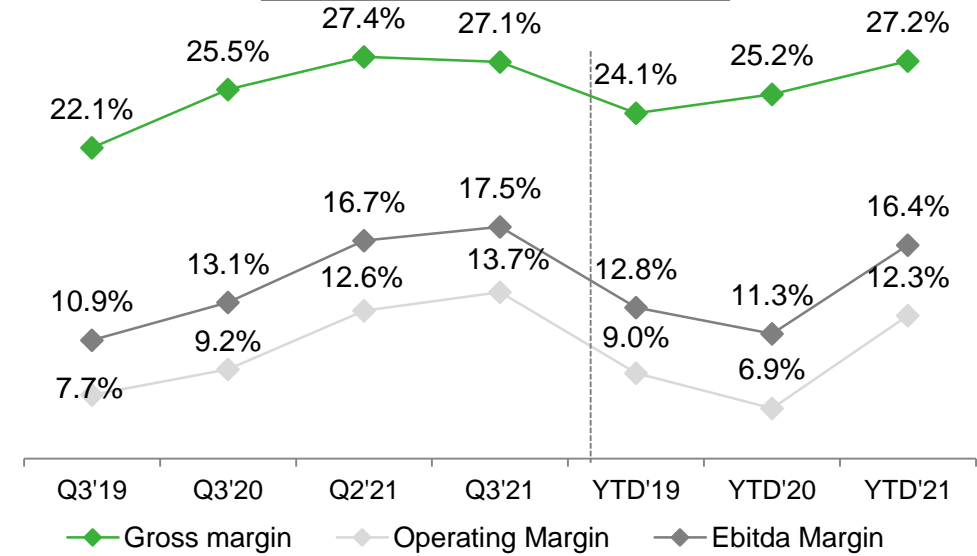
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

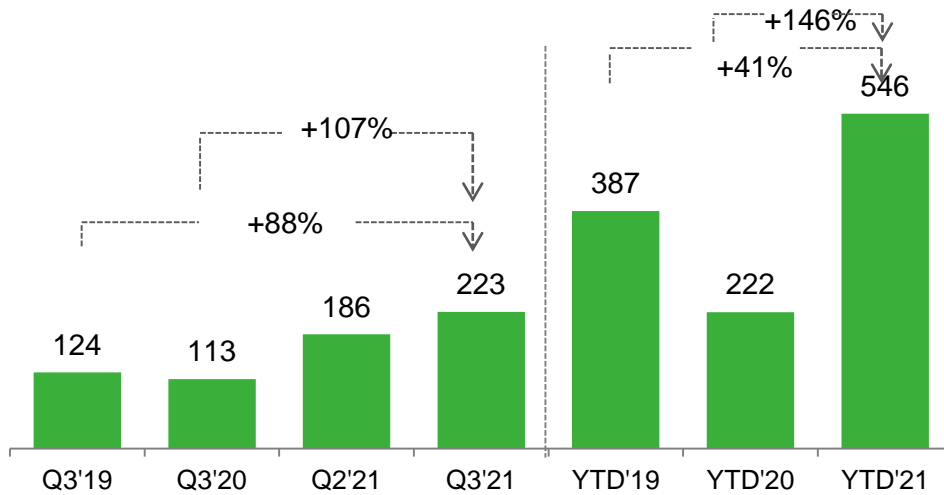
## SALES



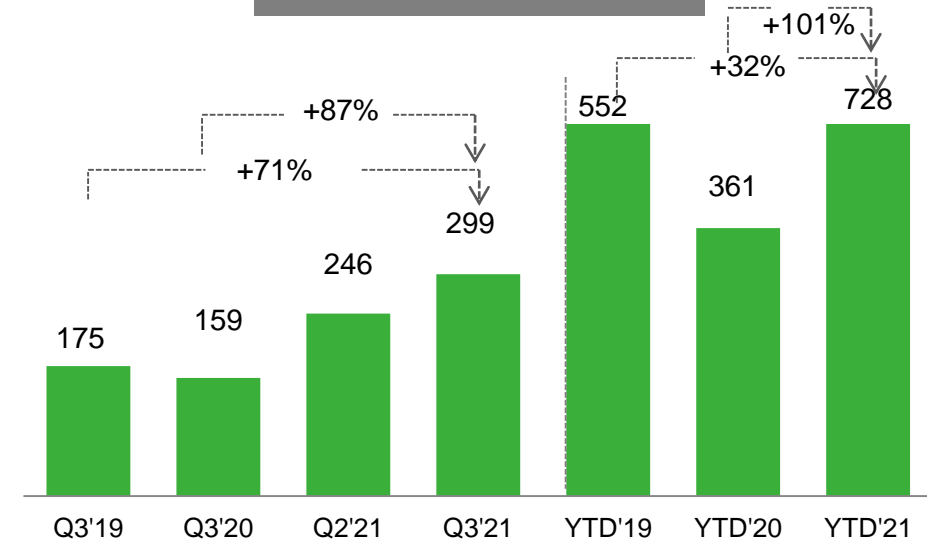
## MARGINS



## OPERATING PROFIT

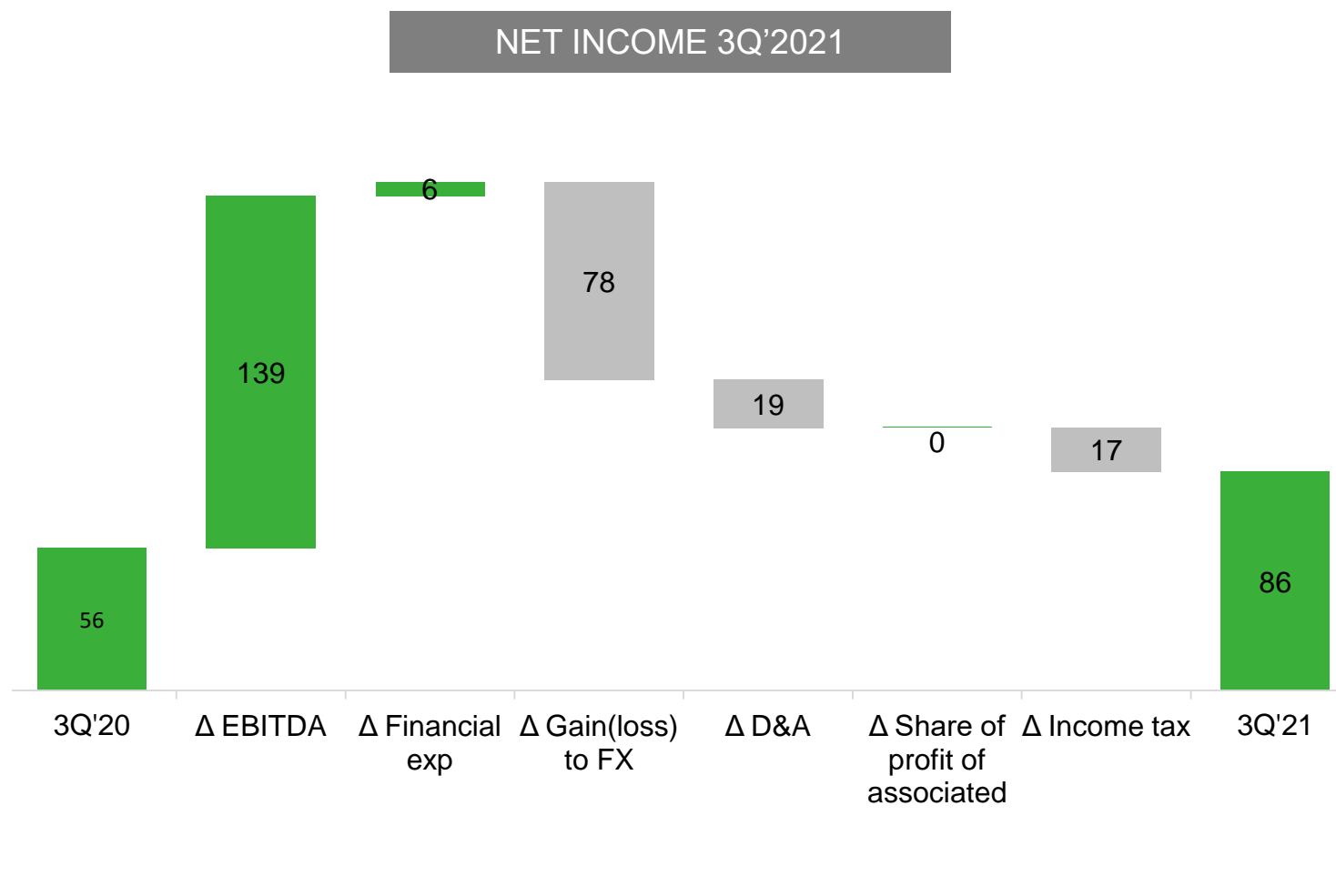


## EBITDA



# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)





## 3. Commercial Performance

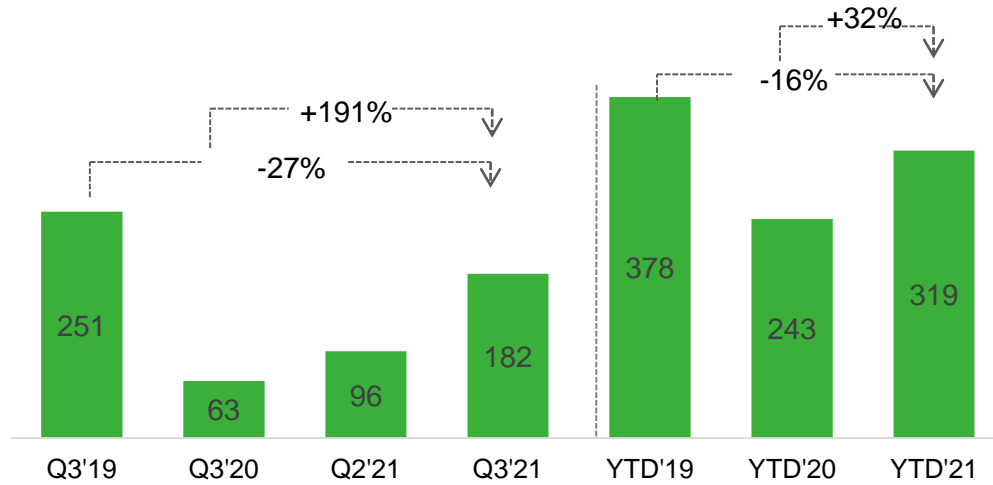




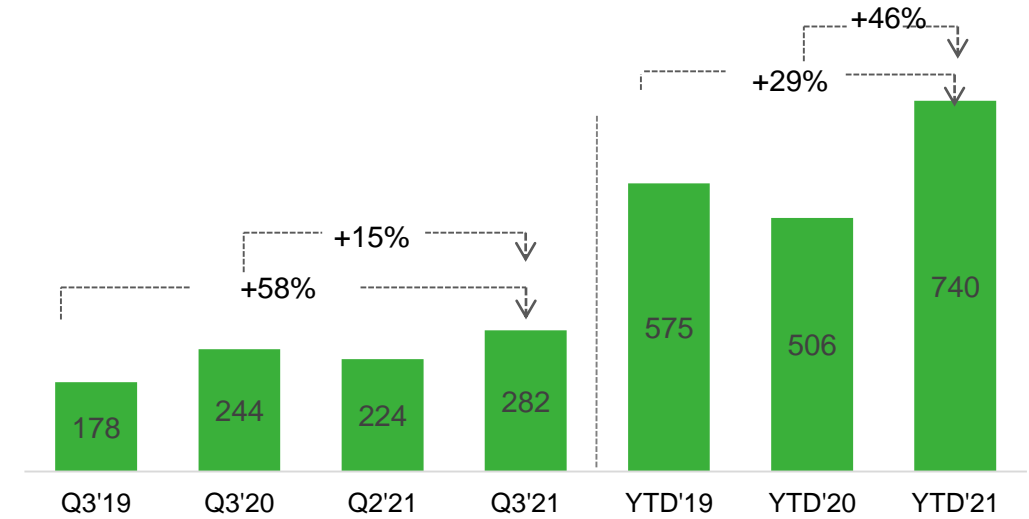
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

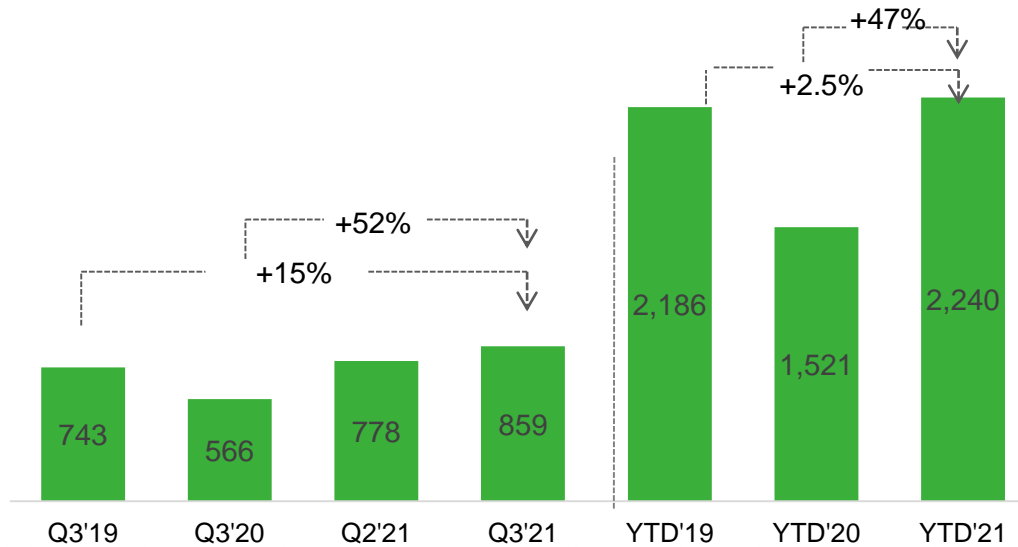
## CAT MINING EQUIPMENT



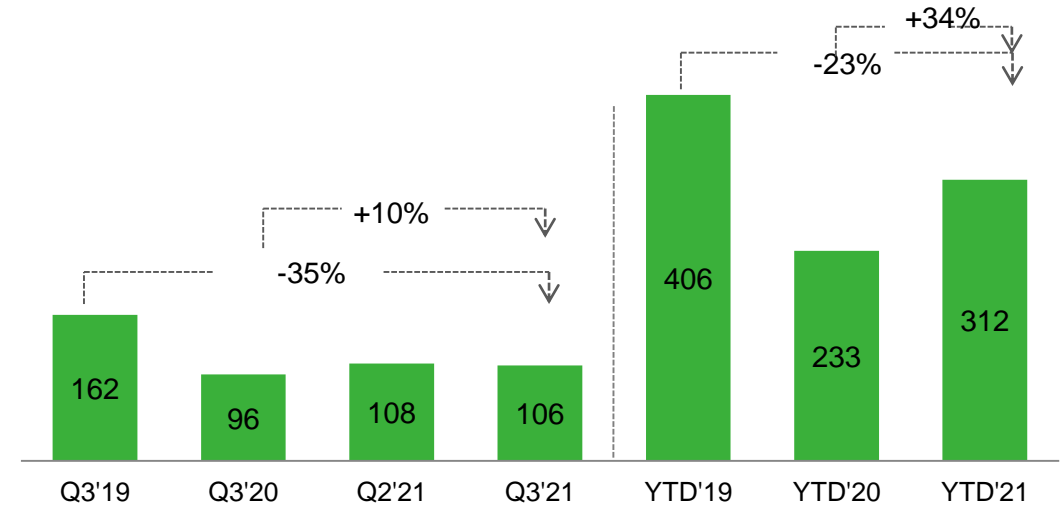
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



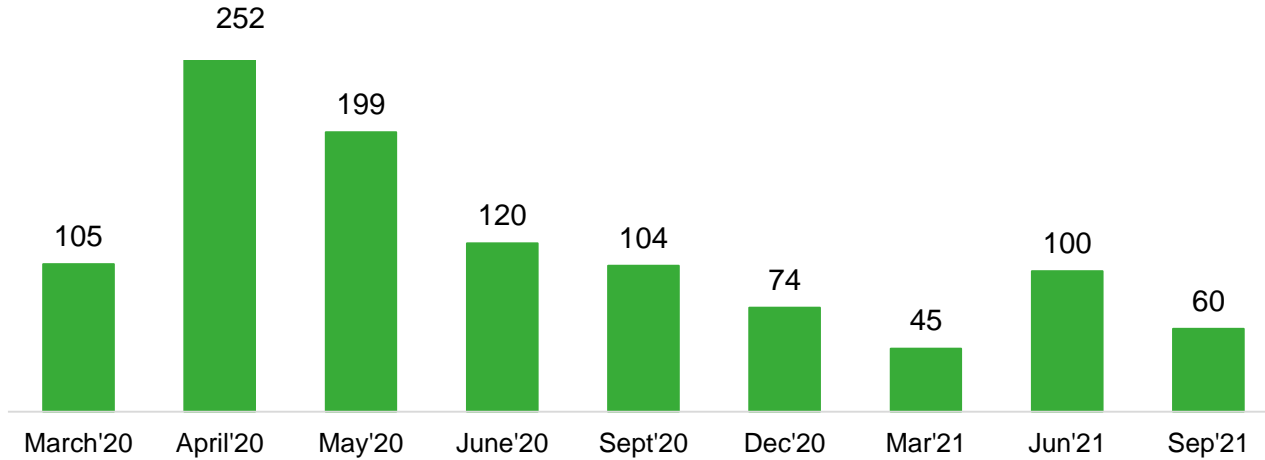
## RENTAL AND USED



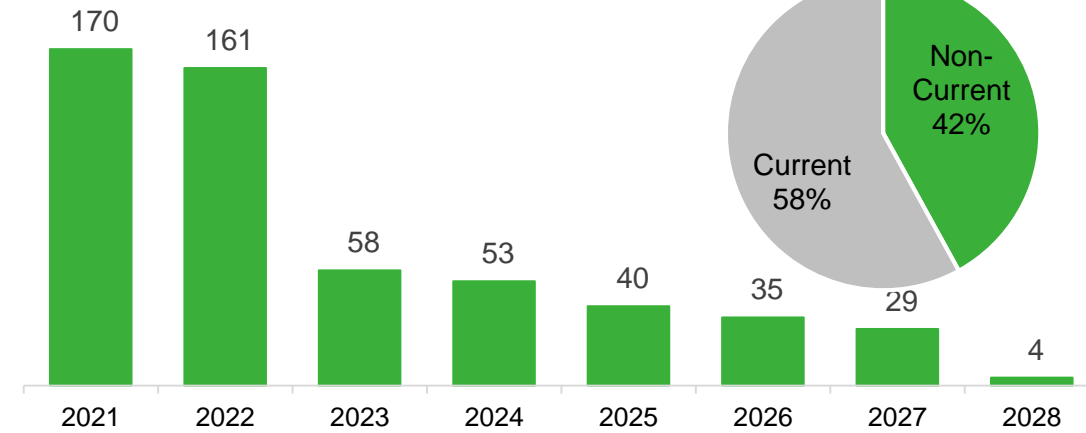
# CASH GENERATION AND LIABILITY MANAGEMENT

Million Dollars (US\$ mm)

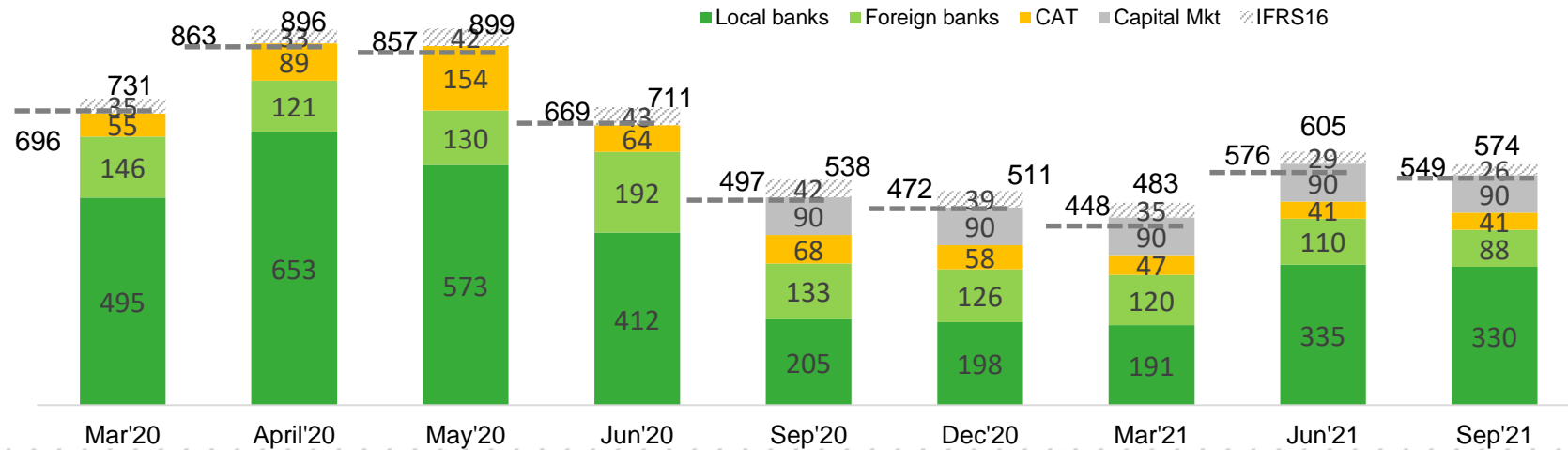
## CASH BALANCE



## DEBT MATURITY AND PROFILE



## DEBT EVOLUTION





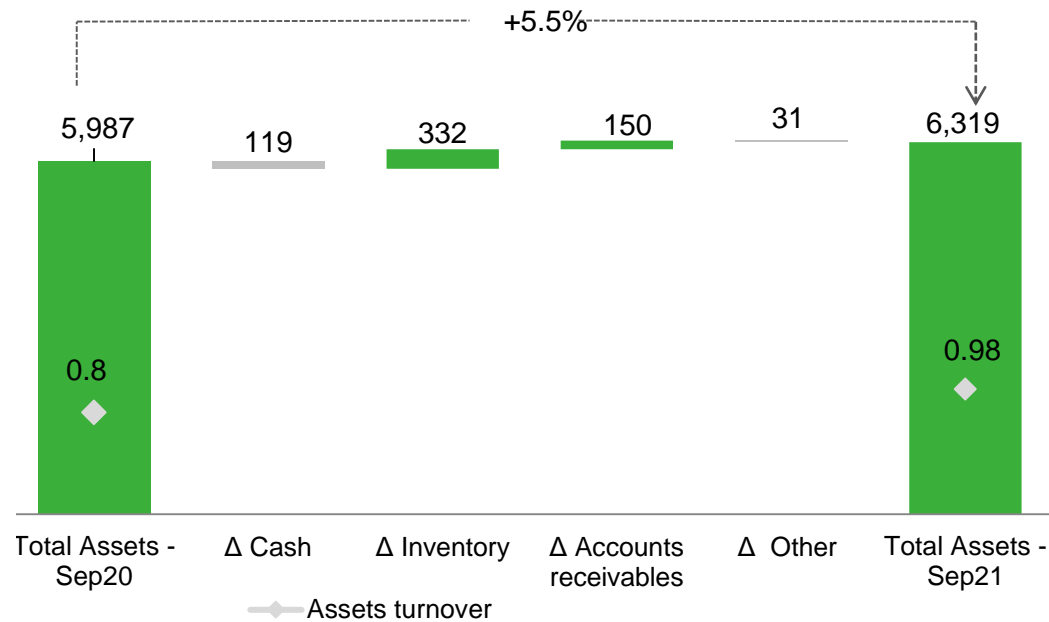


## 4. Financial Results

# FINANCIAL RESULTS

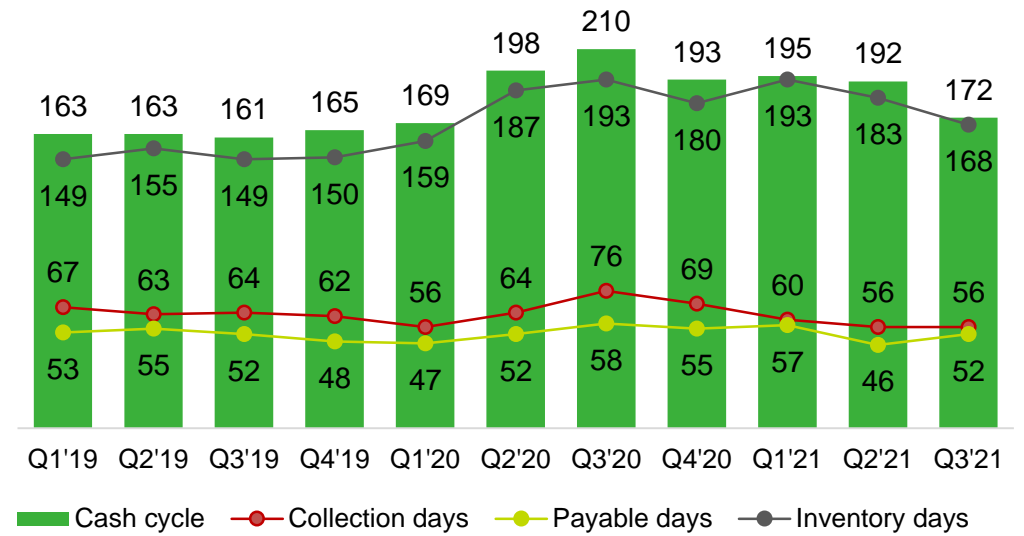
Million Soles (S/ mm)

## STATE OF FINANCIAL POSITION



Positive variations  
Negative variations

## CASH CYCLE

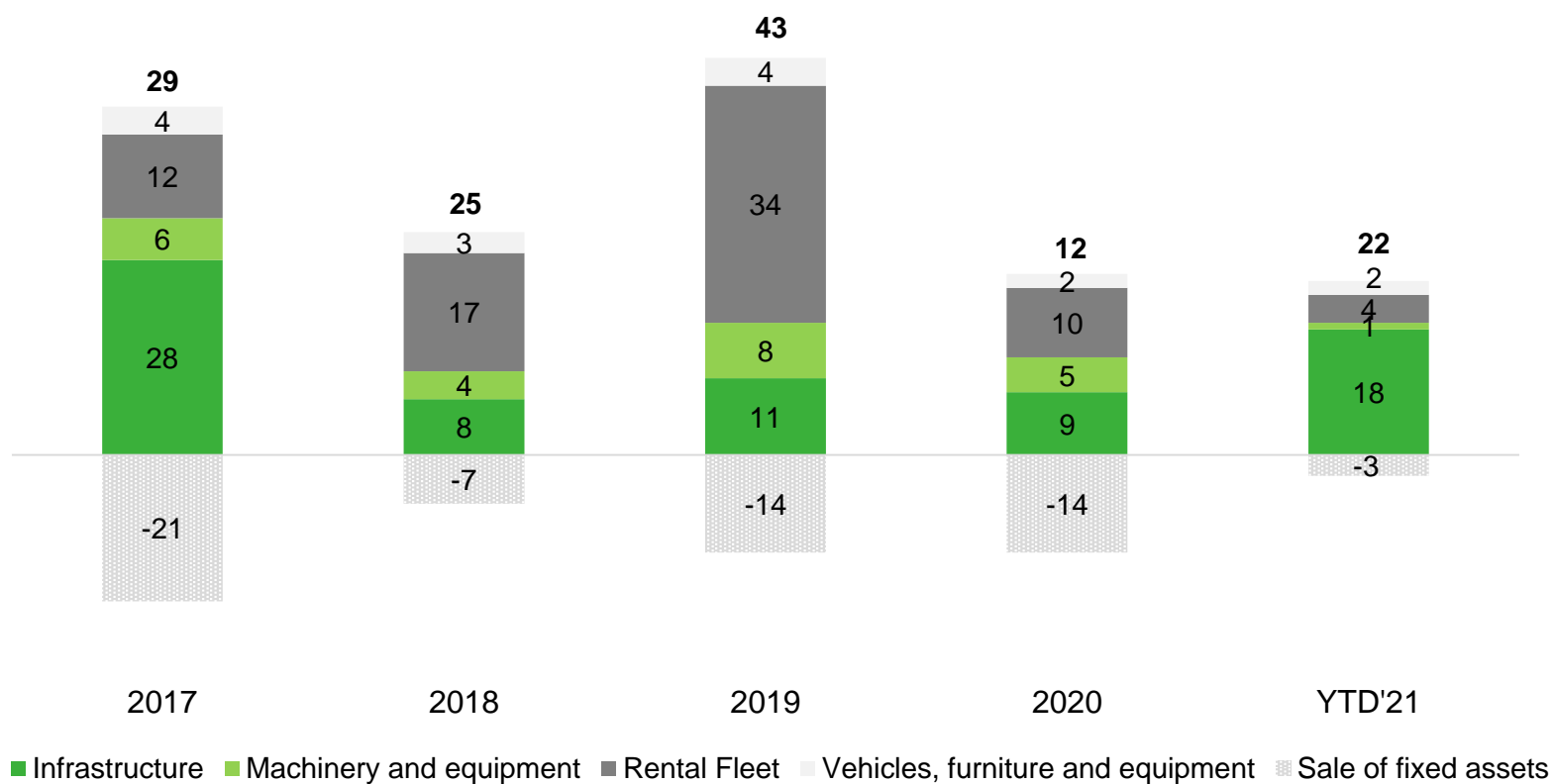




# CAPEX

Million Dollars (US\$ mm)

## CAPEX – FIXED ASSETS



- Investment in intangible assets reached US\$ 1.4 million dollars as of September 2021

**+ferreycorp**