

Earnings Presentation Third Quarter 2020

October 2020





Agenda

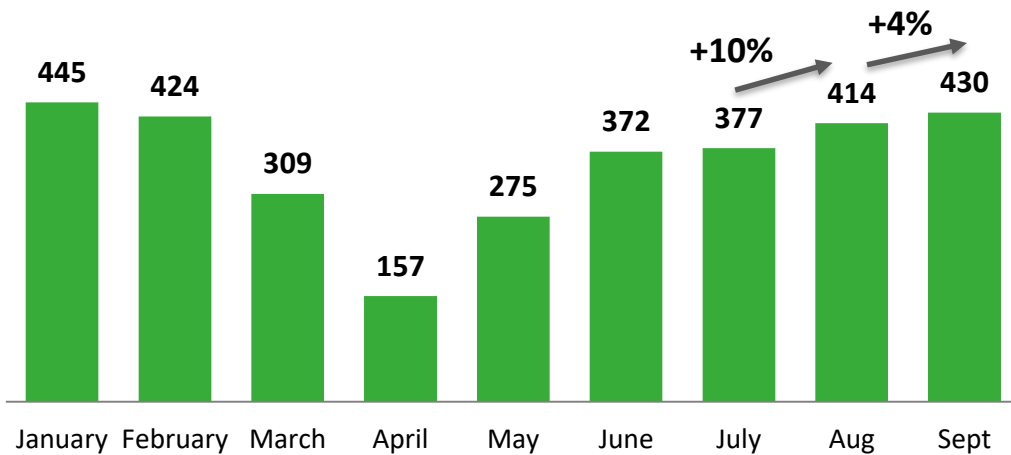
- 1. Introduction**
- 2. Accumulated and Q3'2020 Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Introduction

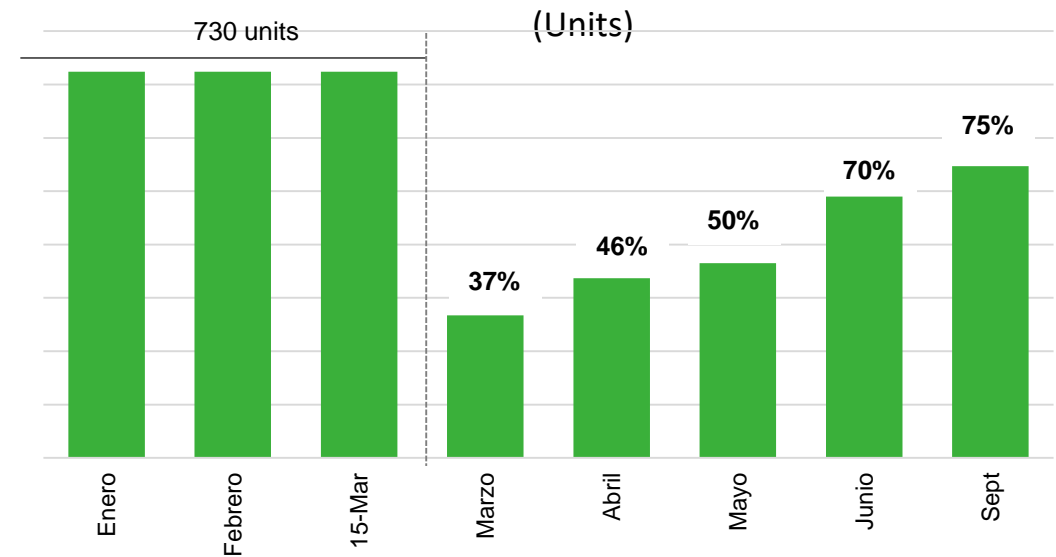
INTRODUCTION

Monthly sales - January to September 2020
(Million S/)

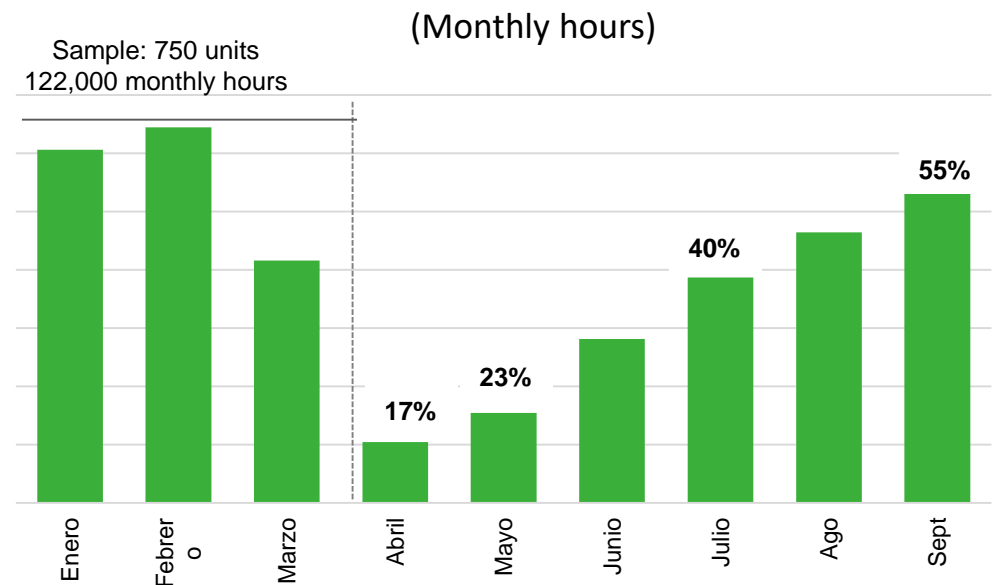


Capacity Evolution: mining and construction

Open pit mining equipment



Heavy construction machines

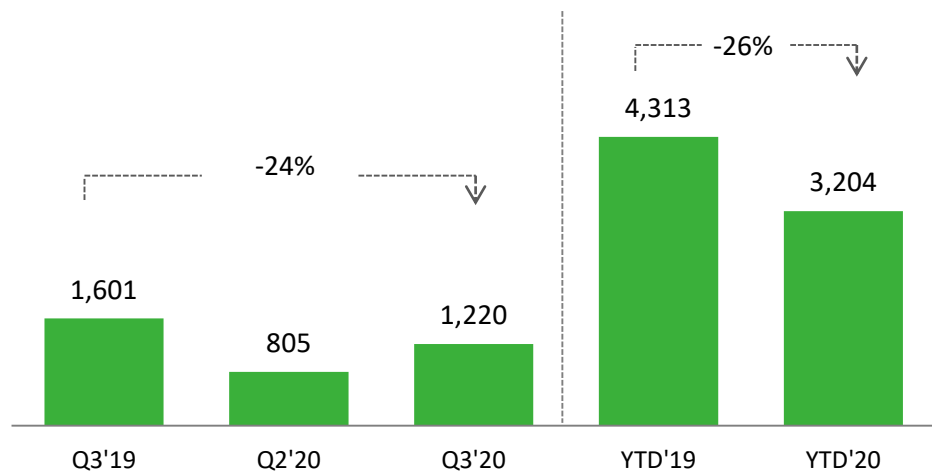


2. Accumulated and Q3'2020 Financial Highlights

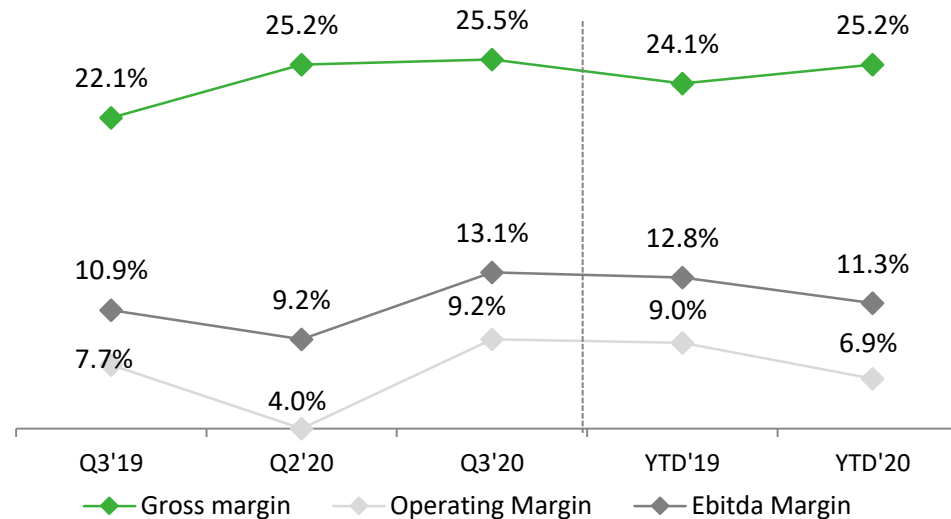
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

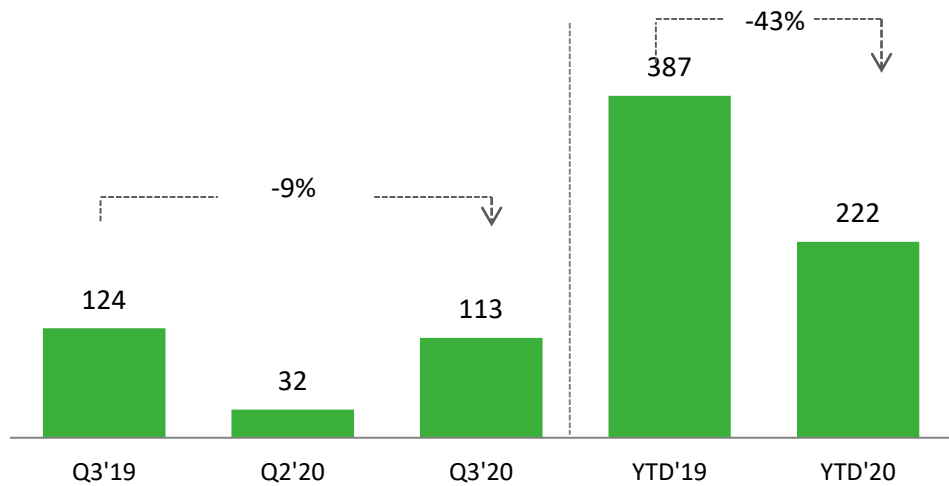
SALES



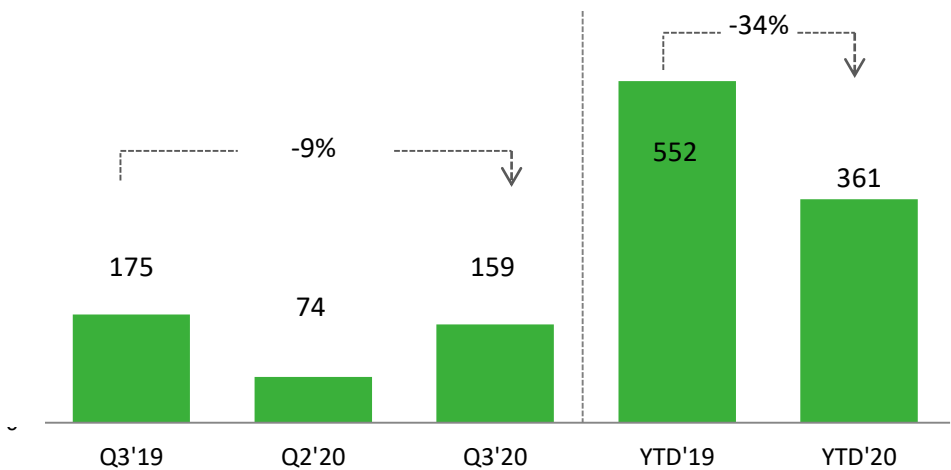
MARGINS



OPERATING PROFIT



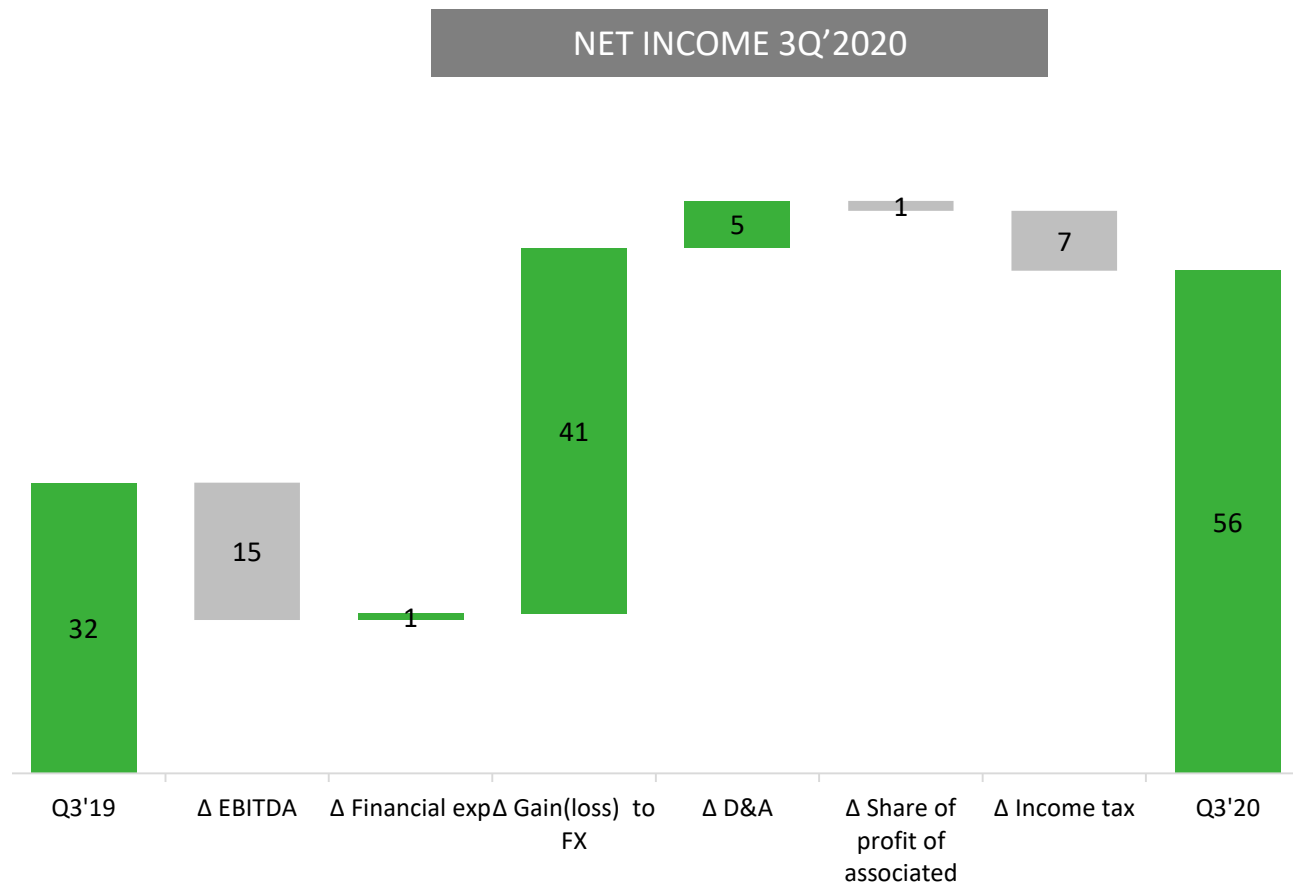
EBITDA



FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME 3Q'2020



Positive variations

Negative variations

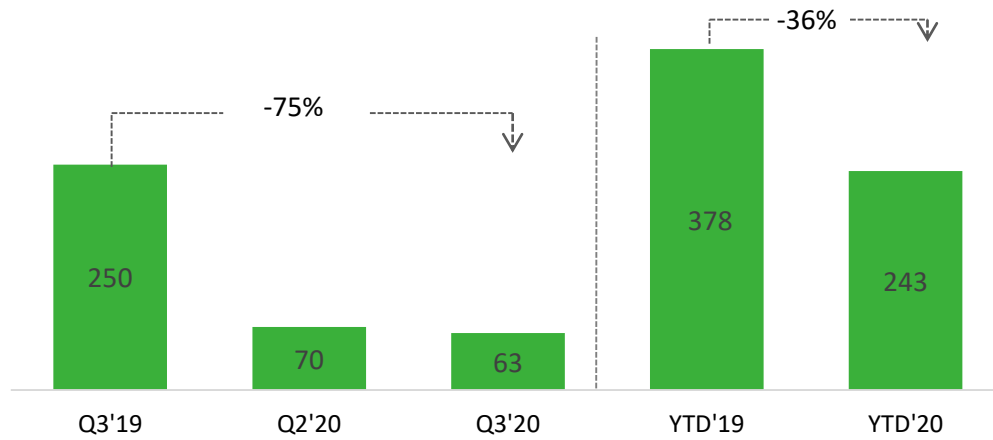


3. Commercial Performance

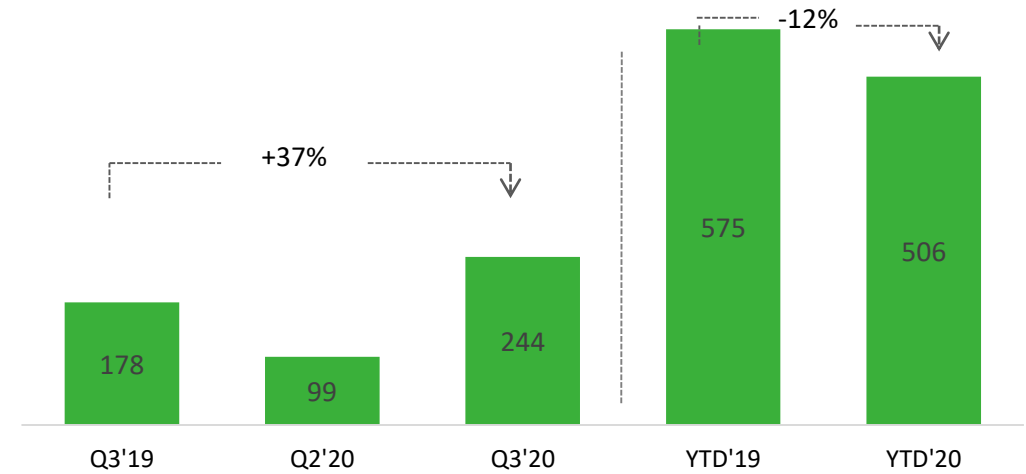
SALES BY BUSINESS LINES

Million Soles (S/ mm)

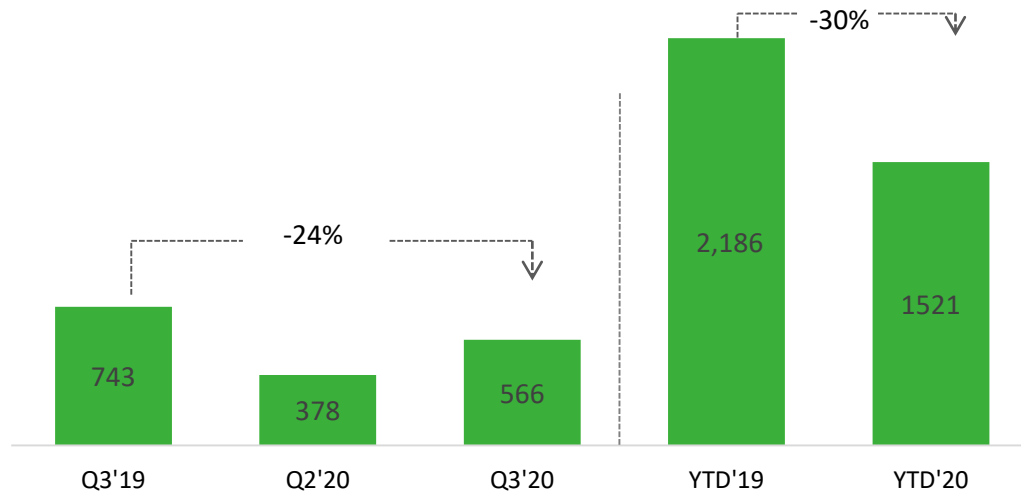
CAT MINING EQUIPMENT



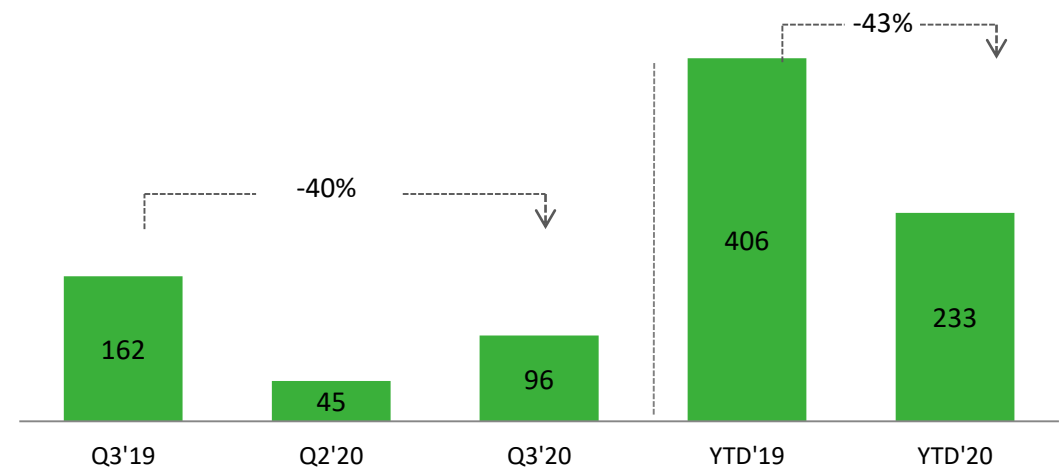
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



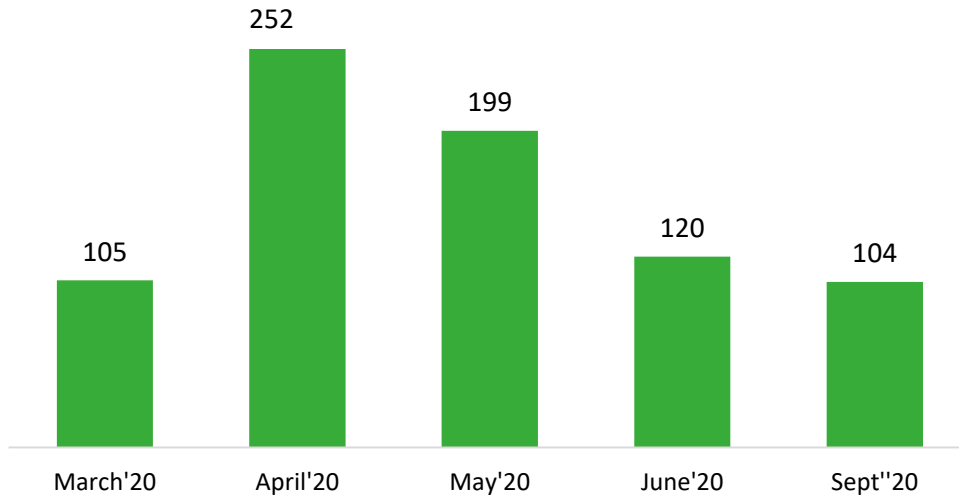
RENTAL AND USED



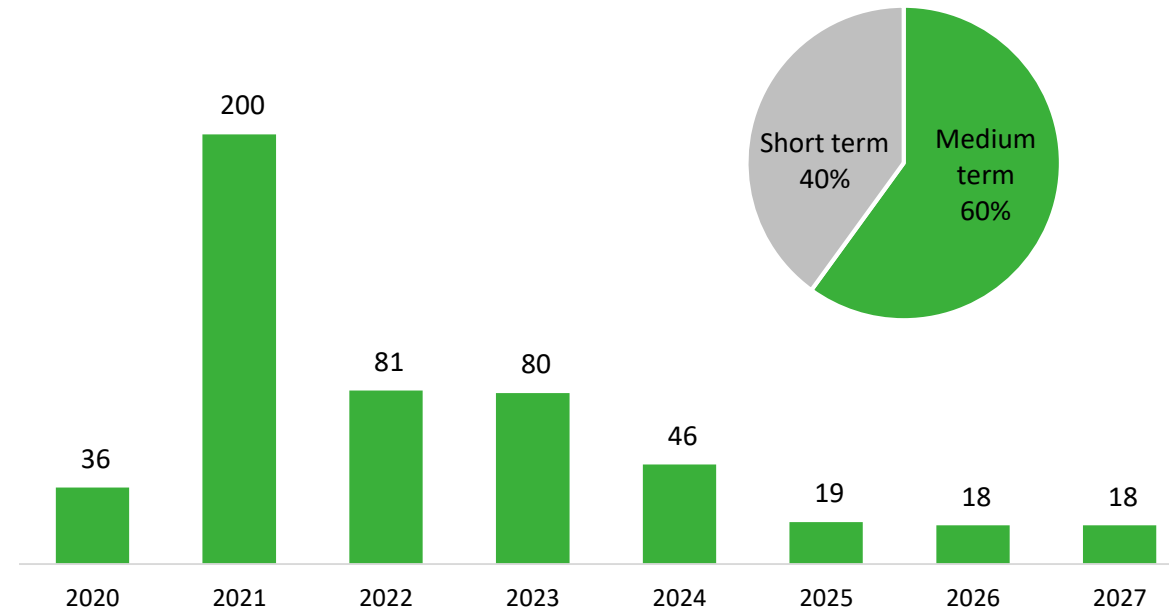
CASH GENERATION AND LIABILITY MANAGEMENT

Million Dollars (US\$ mm)

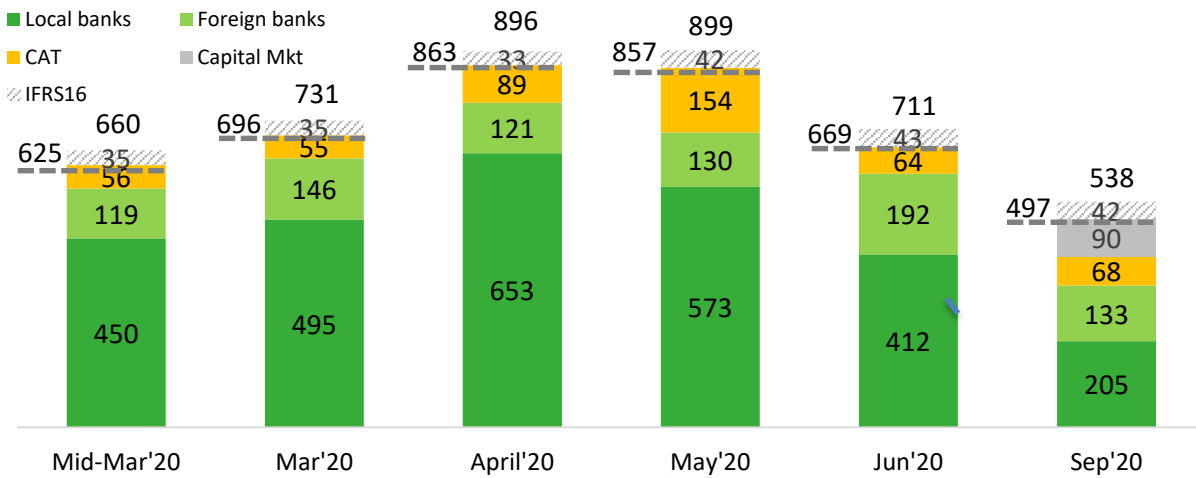
CASH BALANCE



DEBT MATURITY AND PROFILE



DEBT EVOLUTION



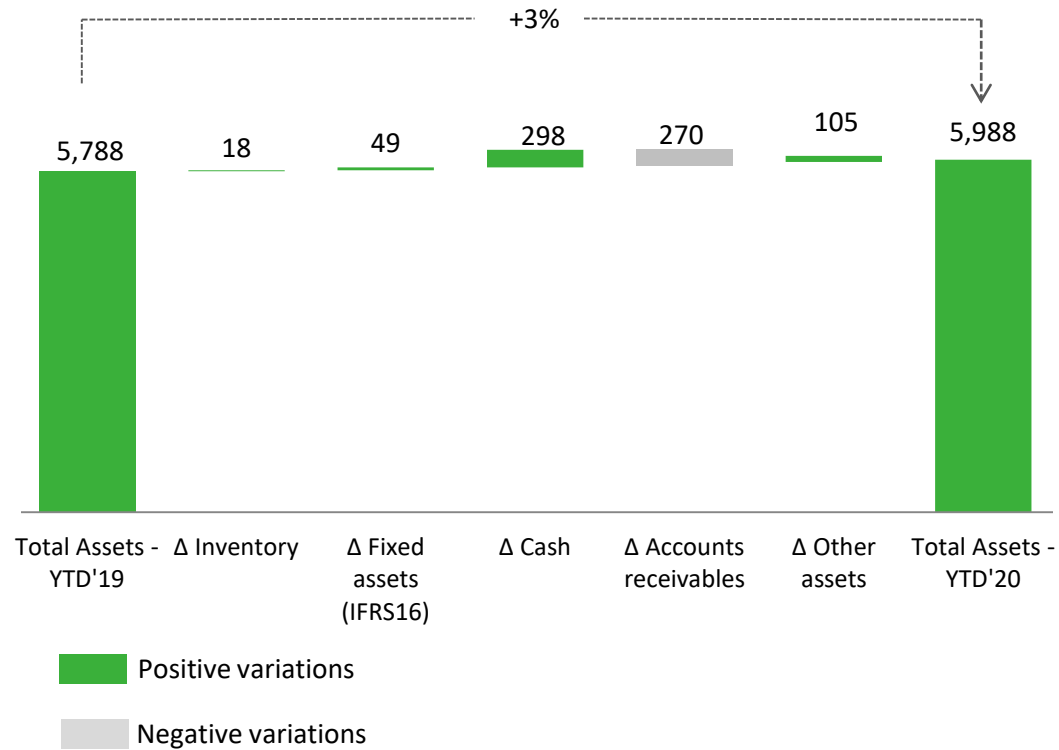


4. Financial Results

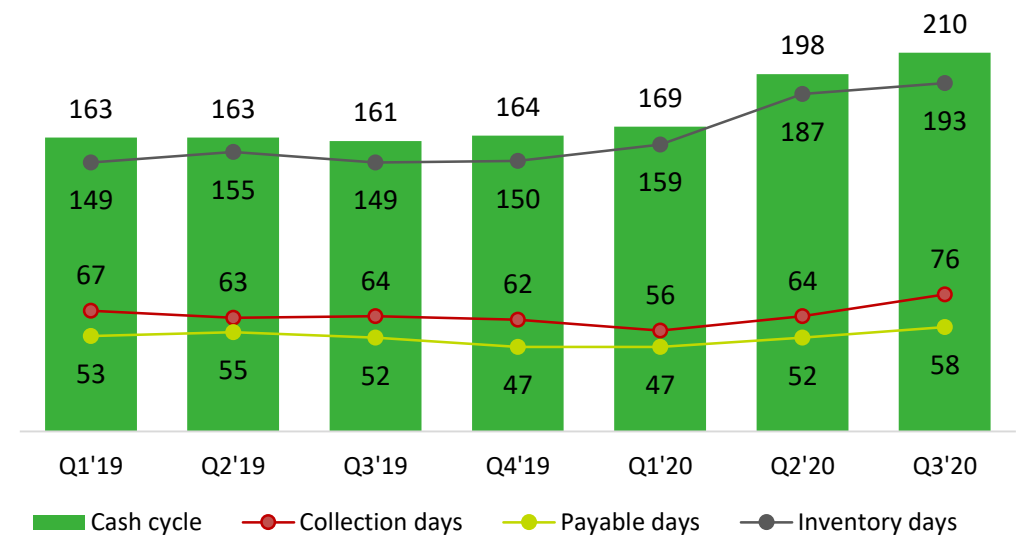
FINANCIAL RESULTS

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION

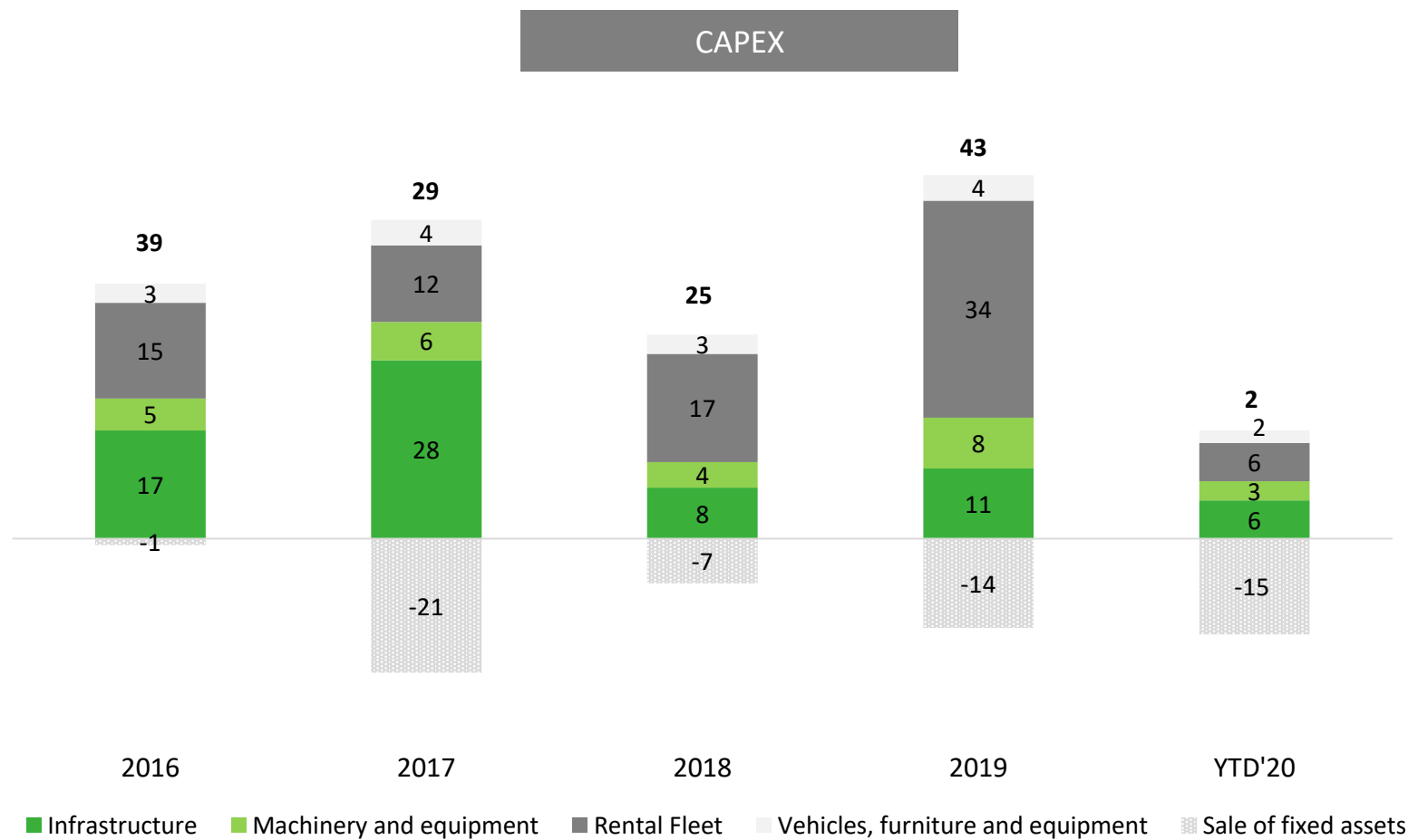


CASH CYCLE



CAPEX

Million Dollars (US\$ mm)



- Investment in intangible assets reached US\$ 14 million dollars as of September 2020 – SAP platform

+ferreycorp