

Earnings Presentation Second Quarter 2019

July 25th, 2019





Agenda

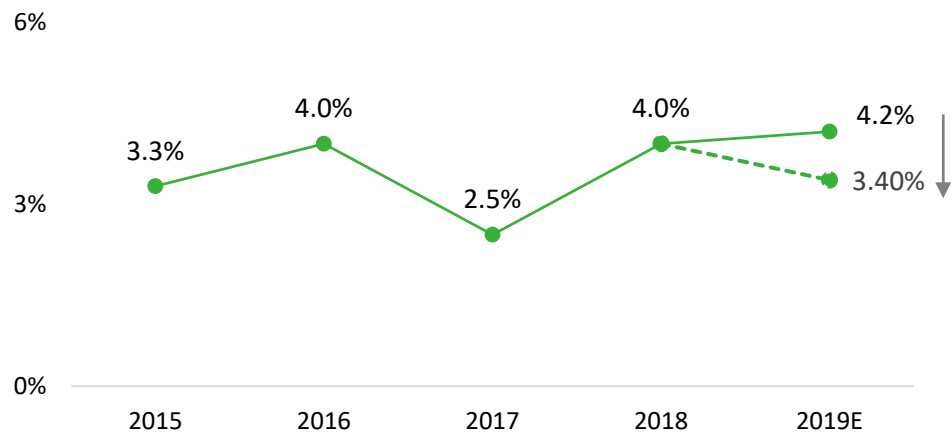
- 1. Market Conditions**
- 2. Q2'19 and First Semester 2019
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



1. Market Conditions

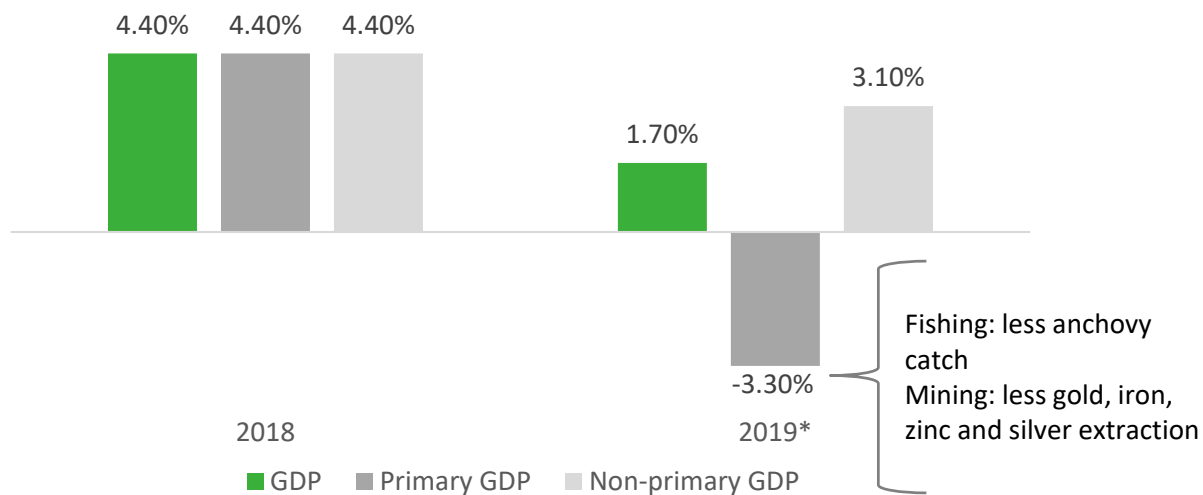
MARKET CONDITIONS

GDP (Var. %)

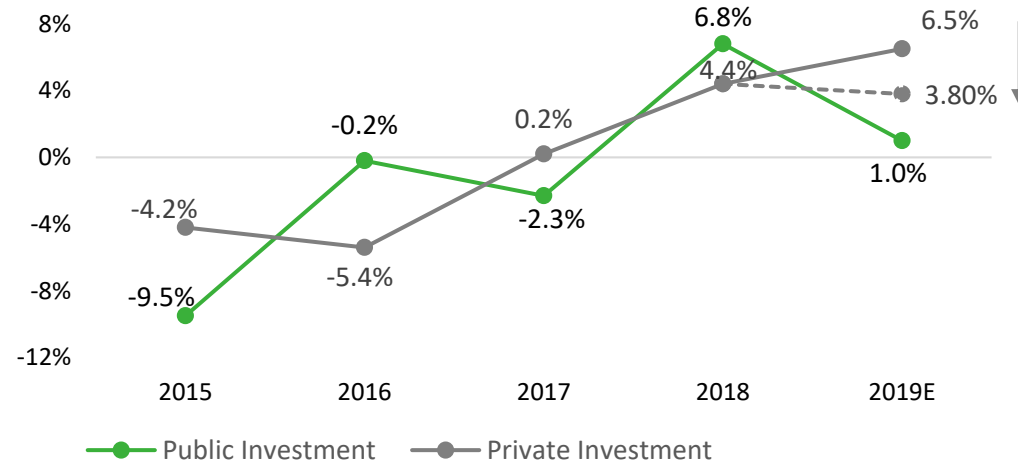


Source: BCRP

GDP Jan-April (Var. %)



Public and Private Investment (Var. %)



Source: BCRP

Public investment from the Government (Var. %)

	I Semester	II Semester	2018	I Semester 2019
Total	11.0	6.4	7.9	-0.5
National	24.2	1.1	8.8	1.2
Regional	4.0	5.8	5.2	-5.8
Local	3.8	11.0	8.5	1.1

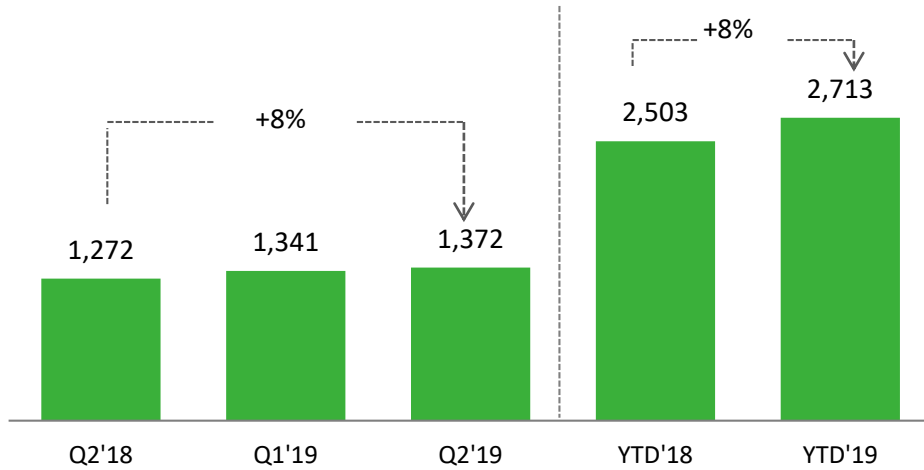
Source: BCRP

2. Q2'19 and First Semester 2019 Financial Highlights

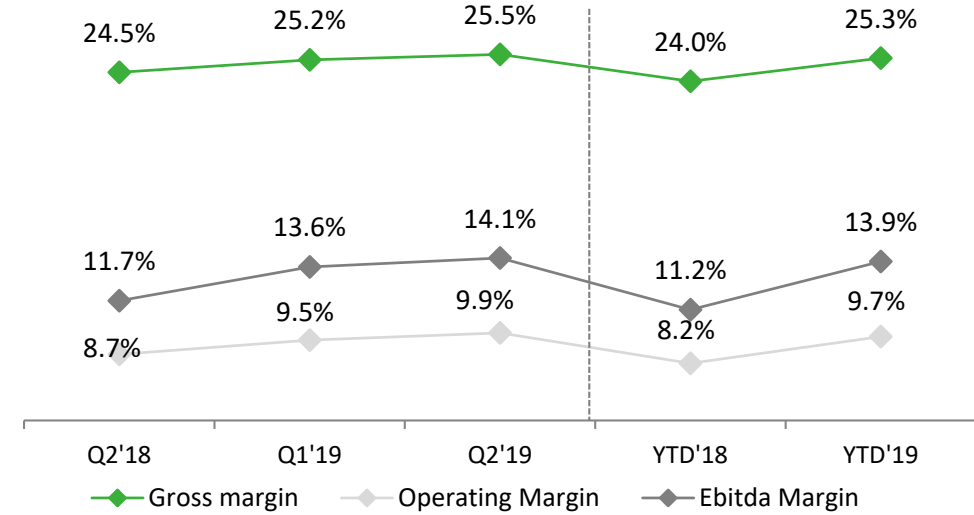
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

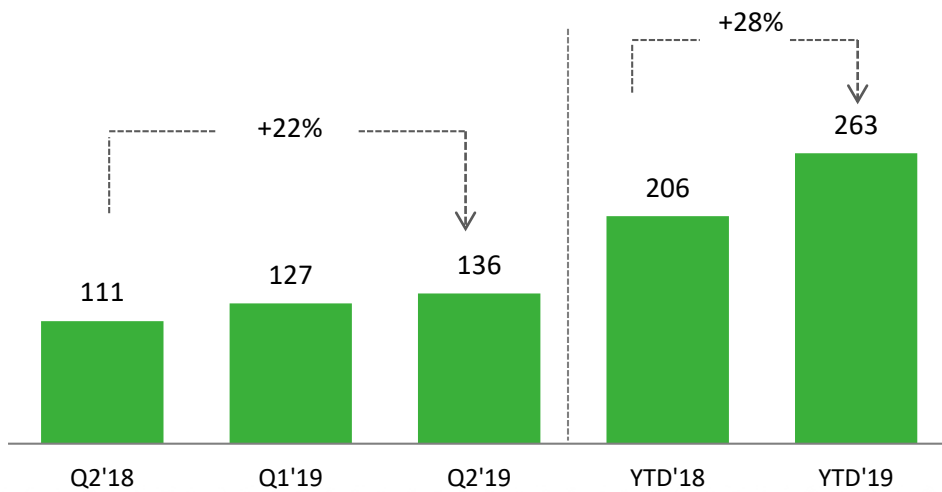
SALES



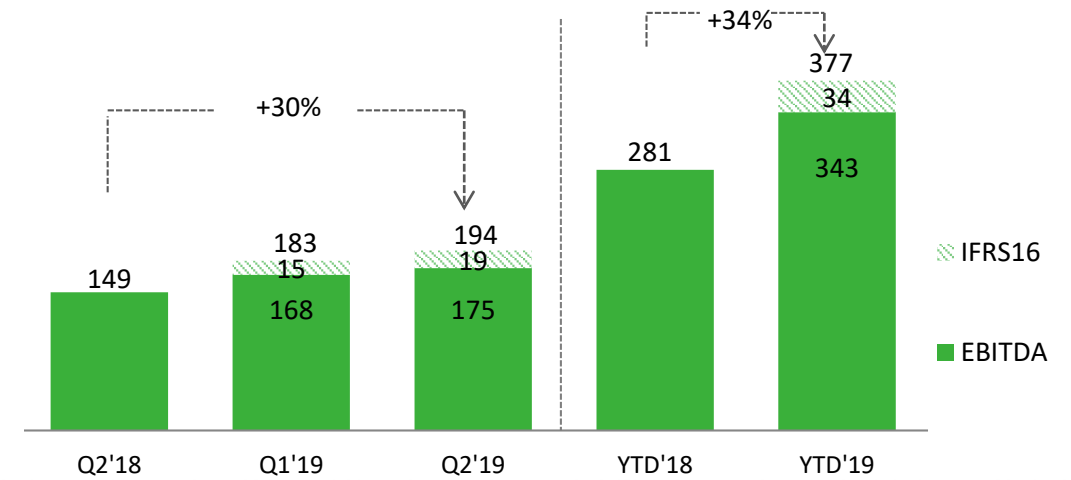
MARGINS



OPERATING PROFIT



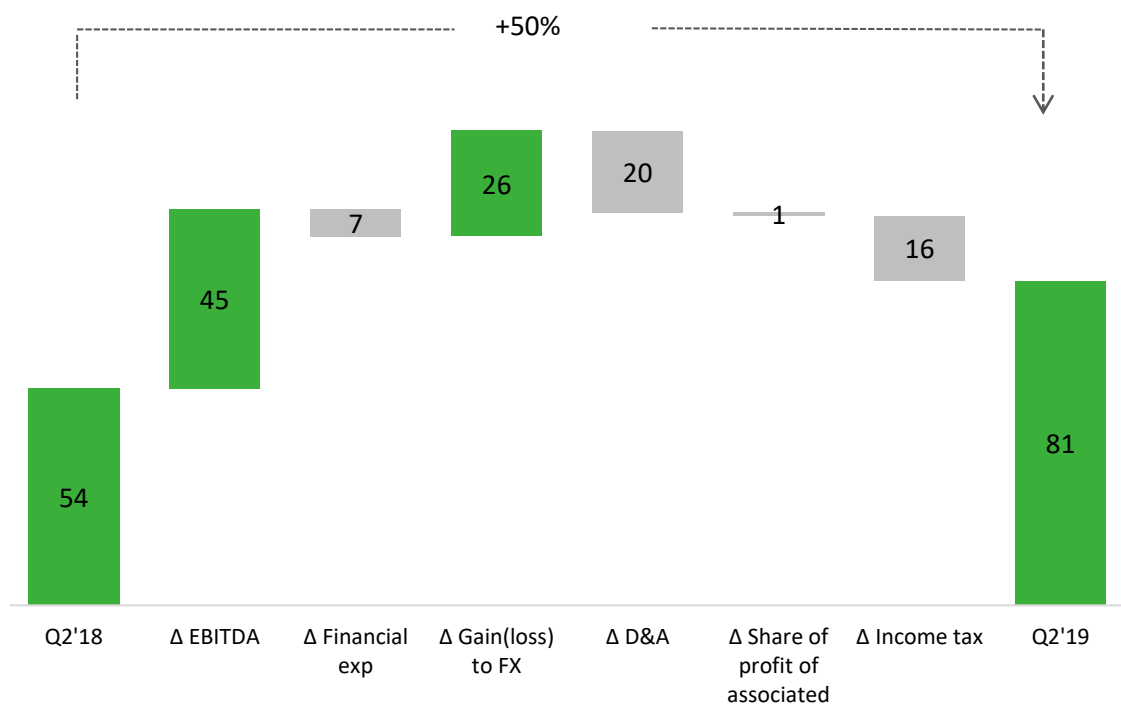
EBITDA



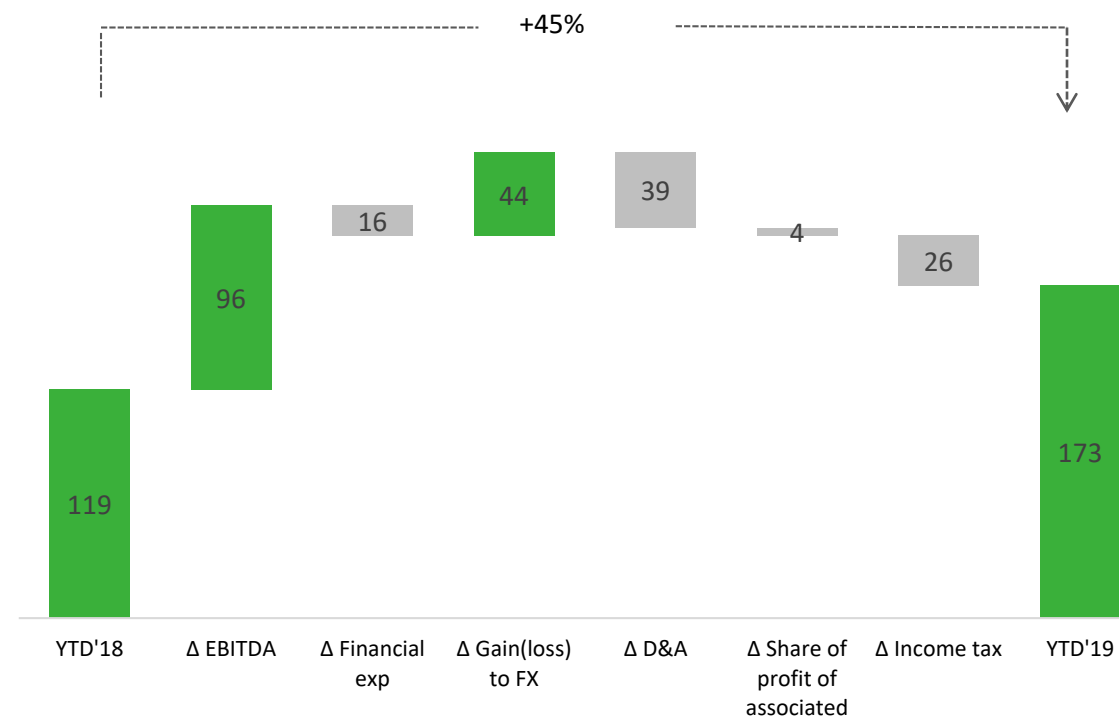
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME 2Q'19



NET INCOME YTD'19



Positive variations

Negative variations

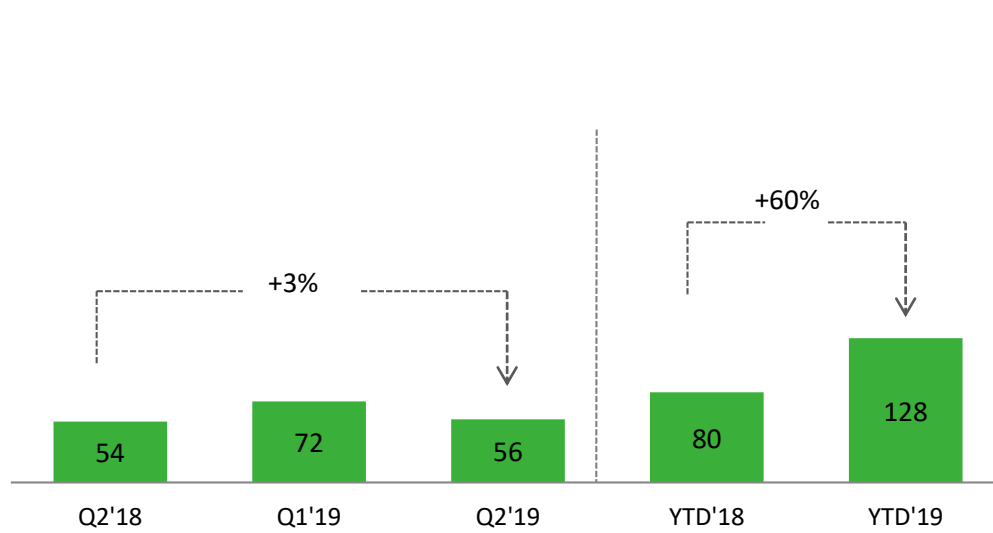


3. Commercial Performance

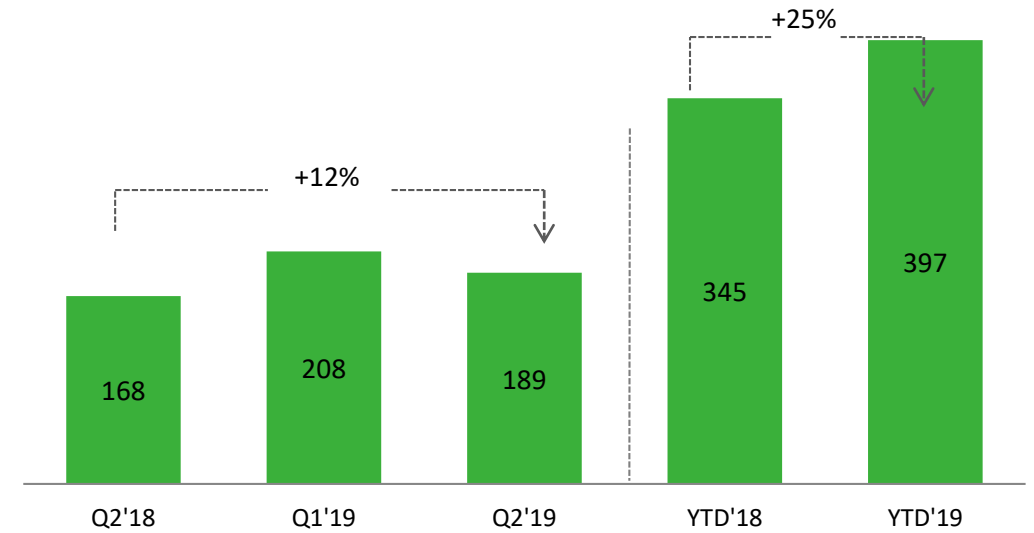
SALES BY BUSINESS LINES

Million Soles (S/ mm)

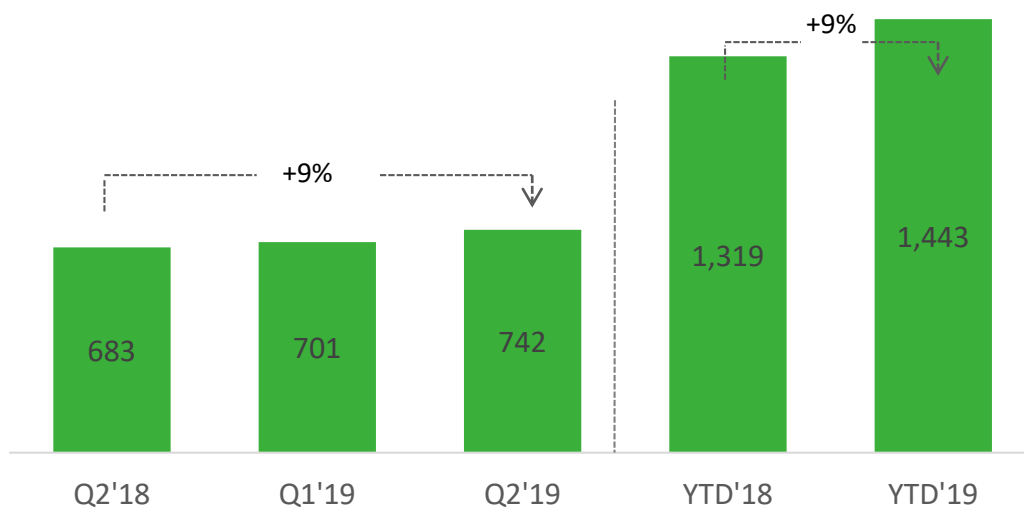
CAT MINING EQUIPMENT



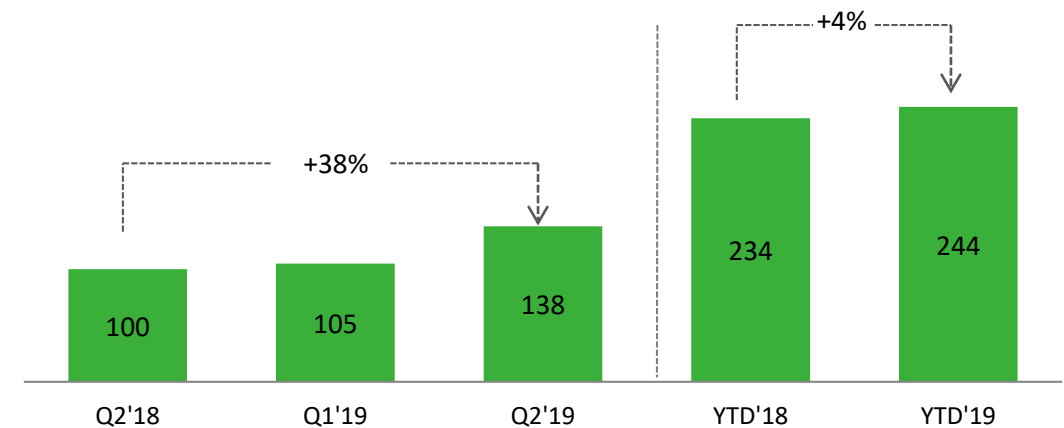
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



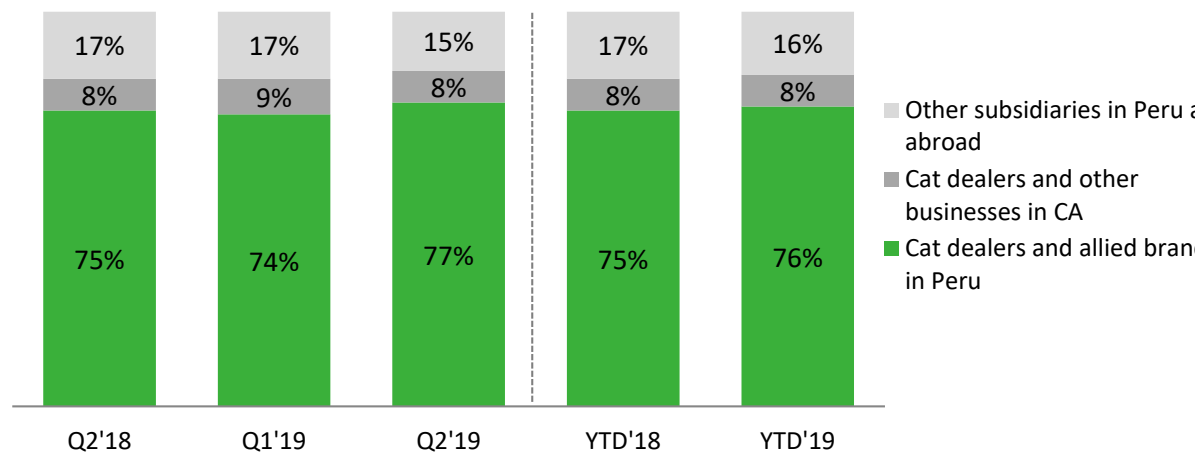
RENTAL AND USED



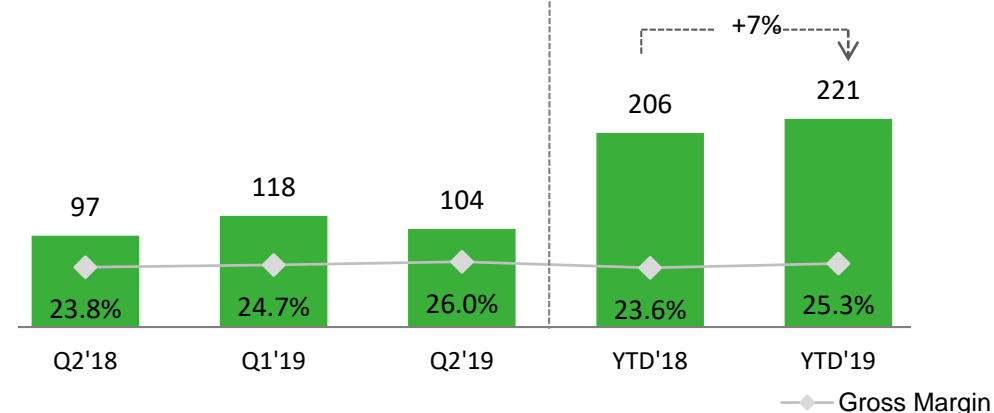
SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

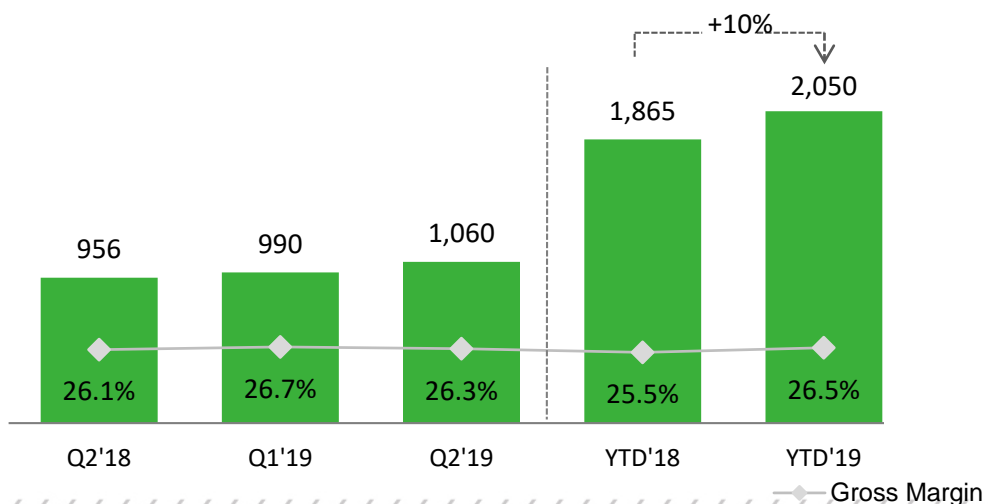
Sales by Group of Companies



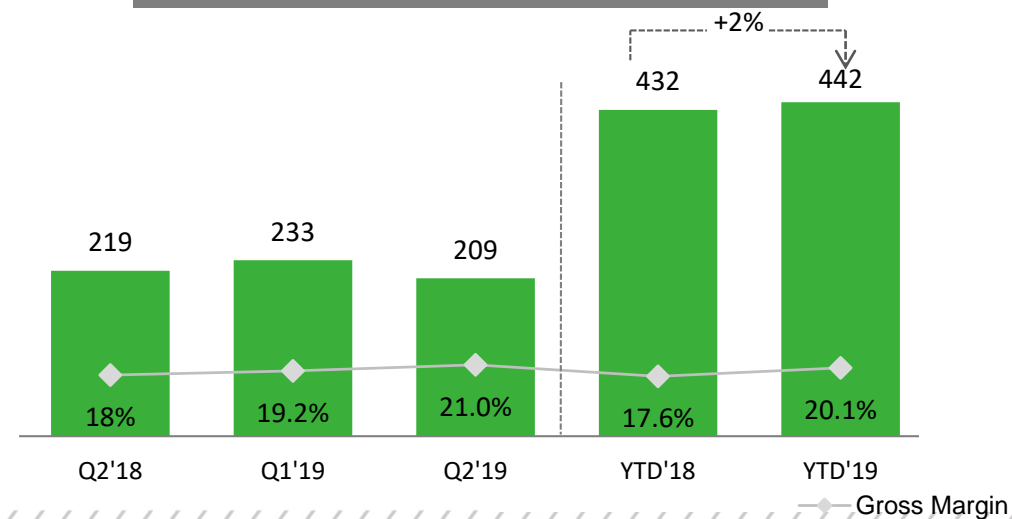
CAT dealers and other businesses in CA



CAT dealers and allied brands in Peru



Other subsidiaries in Peru and abroad



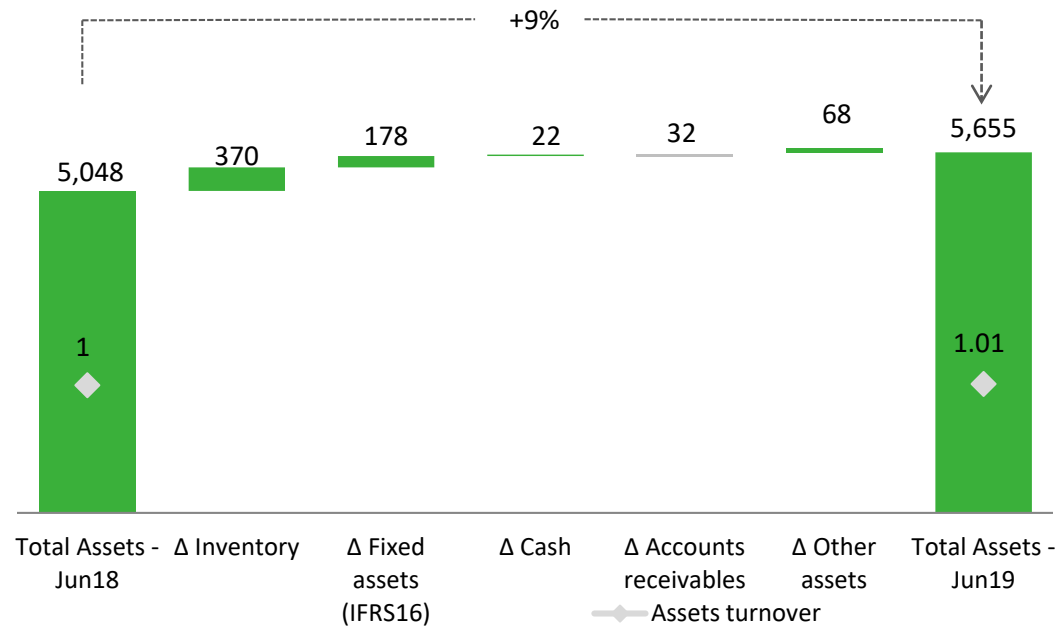


4. Financial Results

FINANCIAL RESULTS

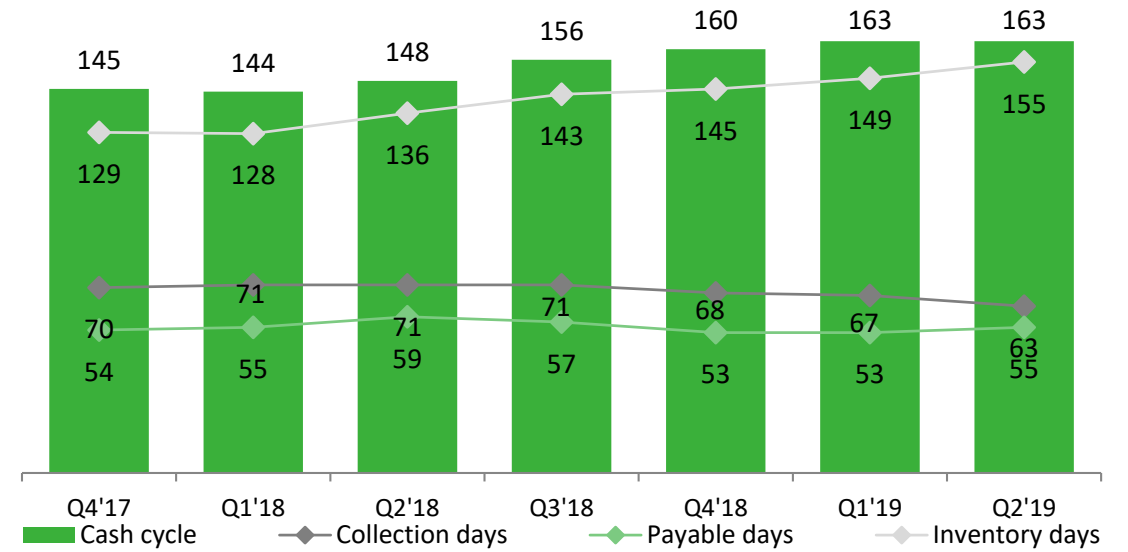
Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



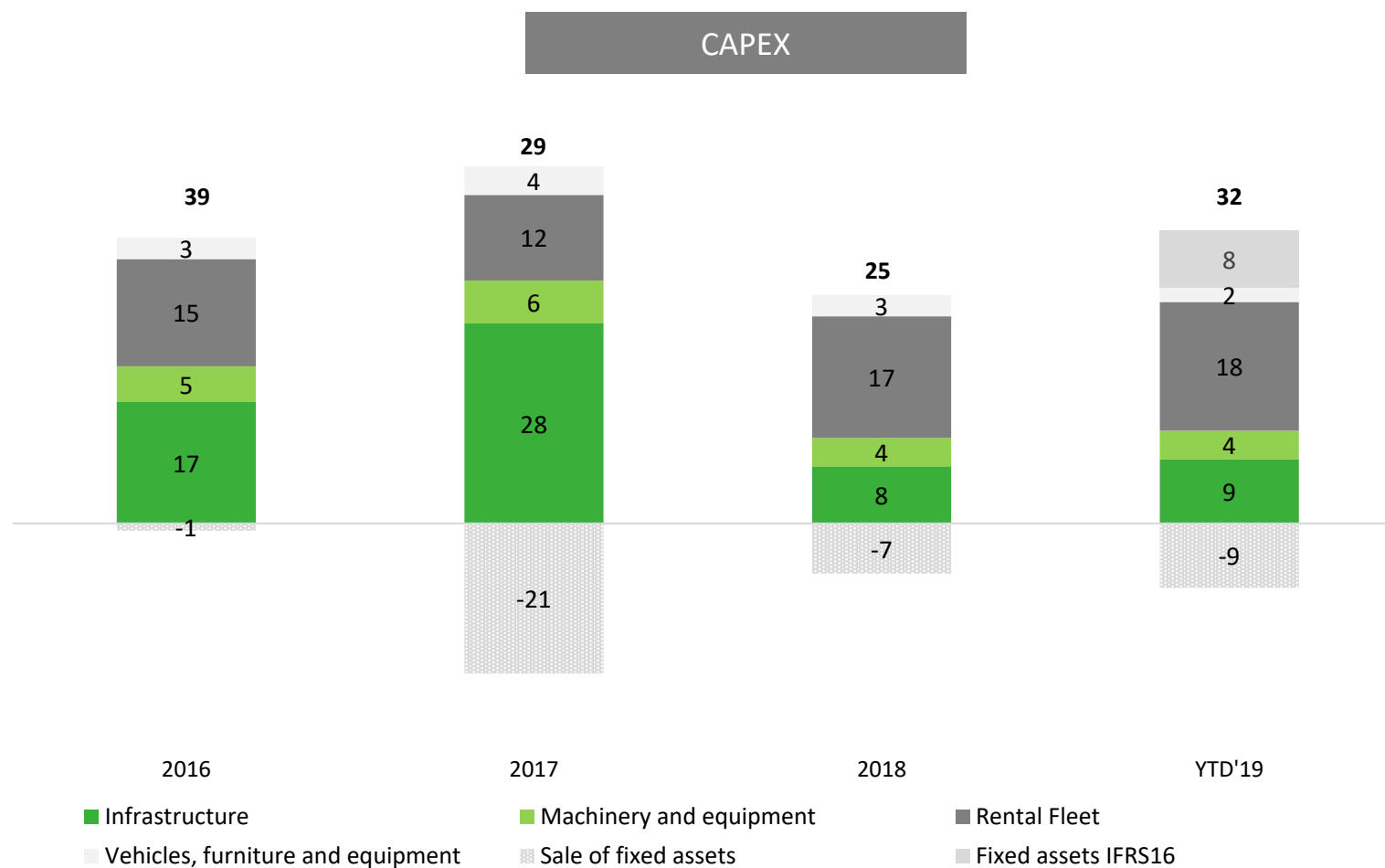
■ Positive variations
■ Negative variations

CASH CYCLE



CAPEX

Million Dollars (US\$ mm)

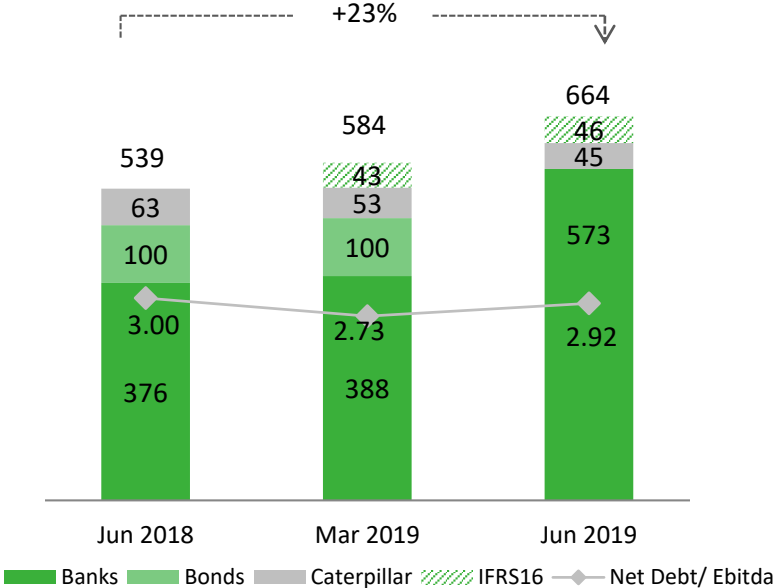


- Investment in intangible assets reached US\$ 11 million dollars as of June 2019 – SAP platform

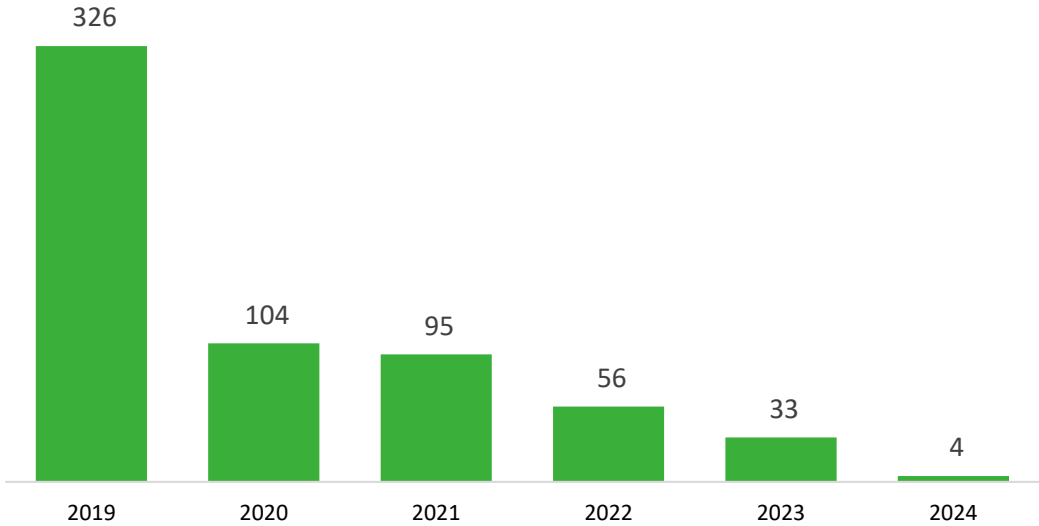
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

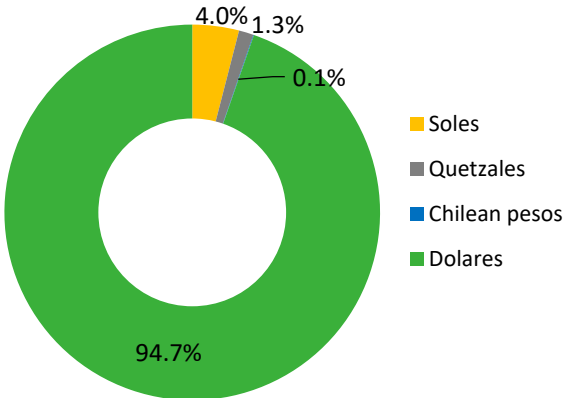
FINANCIAL DEBT



DEBT MATURITY

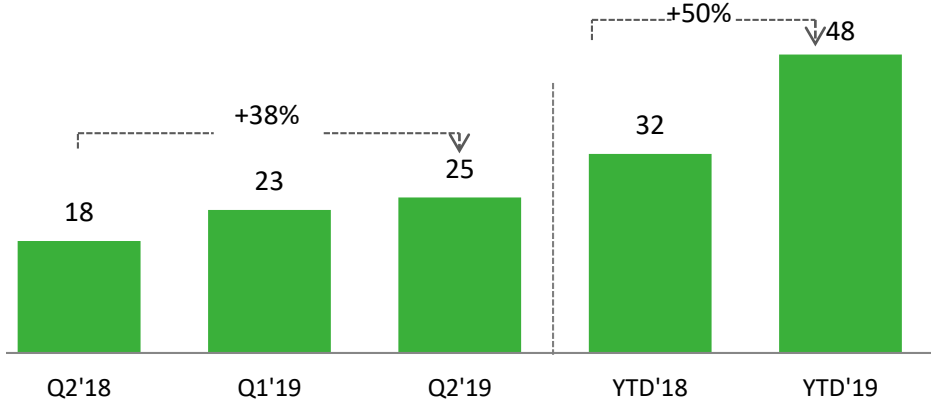


DEBT BY CURRENCY



FINANCIAL EXPENSES

(Million Soles S/ mm)



+ferreycorp