

Earnings Presentation Fourth Quarter 2019

January 30th, 2020



Agenda

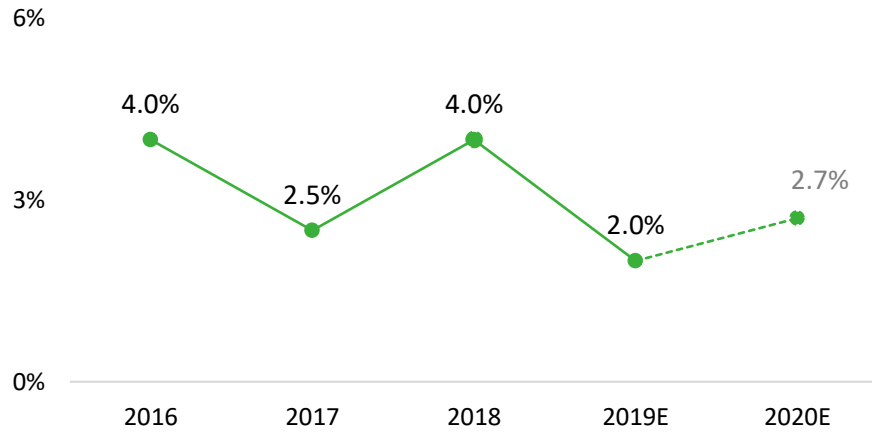
- 1. Market Conditions**
- 2. Q4'19 and Full Year 2019
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



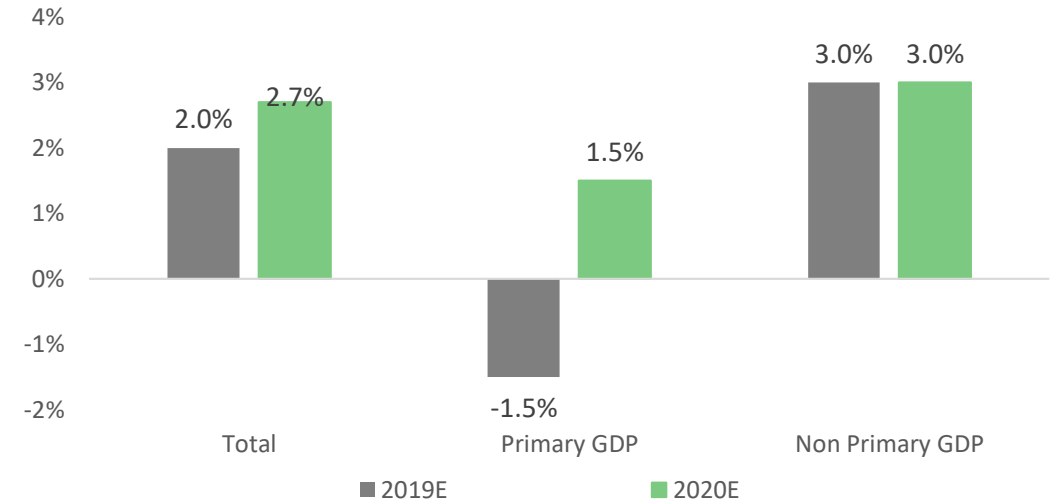
1. Market Conditions

MARKET CONDITIONS

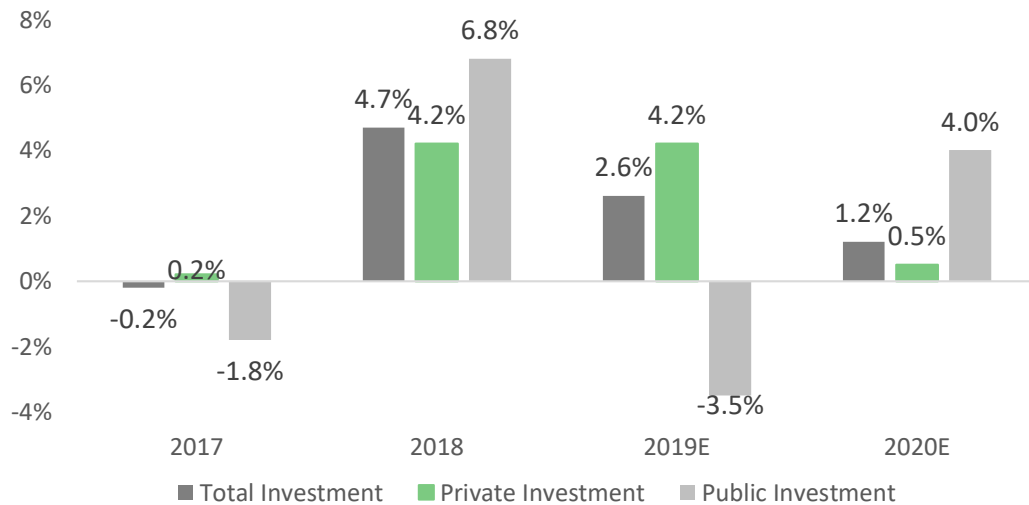
GDP (Var. %)



GDP BY TYPE (Var. %)



TOTAL INVESTMENT (Var. %)



MAIN INVESTMENT PROJECTS

PROJECTS AND INVESTMENT	2019 (US\$mm)	2020 (US\$mm)
Quellaveco	1,300	1,500
Toromocho Exp	500	550
Mina Justa	900	500
Linea 2 del Metro	350	400
Jorge Chavez Airport exp.	0	150
San Martín Port	85	130
6 highways	10	10
Reconstruction North	950	1,130
Talara Refinery	900	650
Total	4,995	5,020

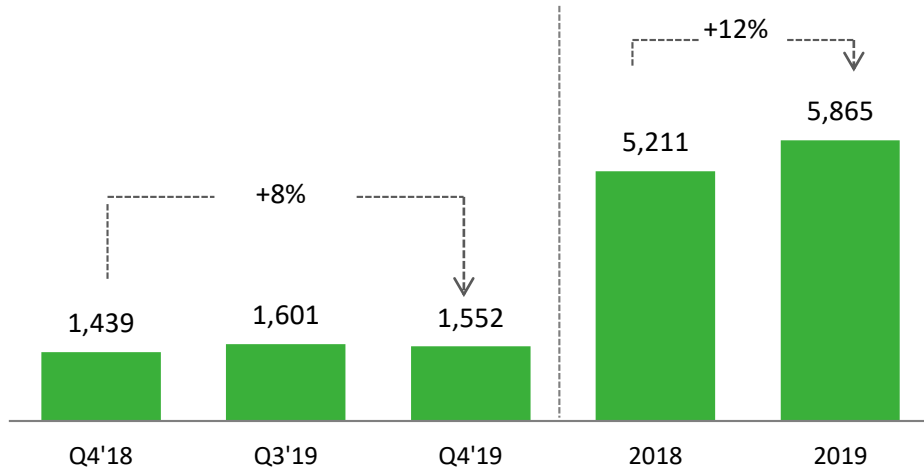
Source: Apoyo Consultoria

2. Q4'19 and Full Year 2019 Financial Highlights

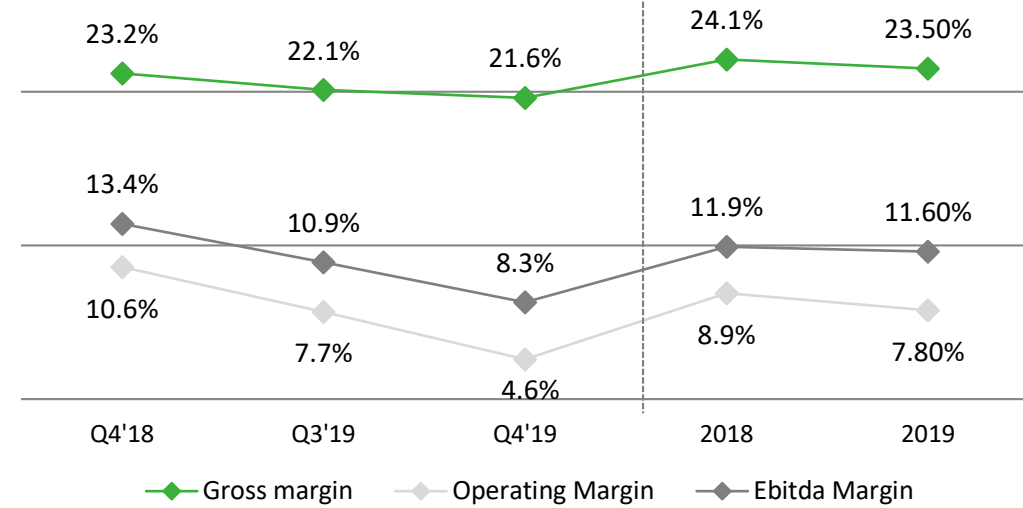
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

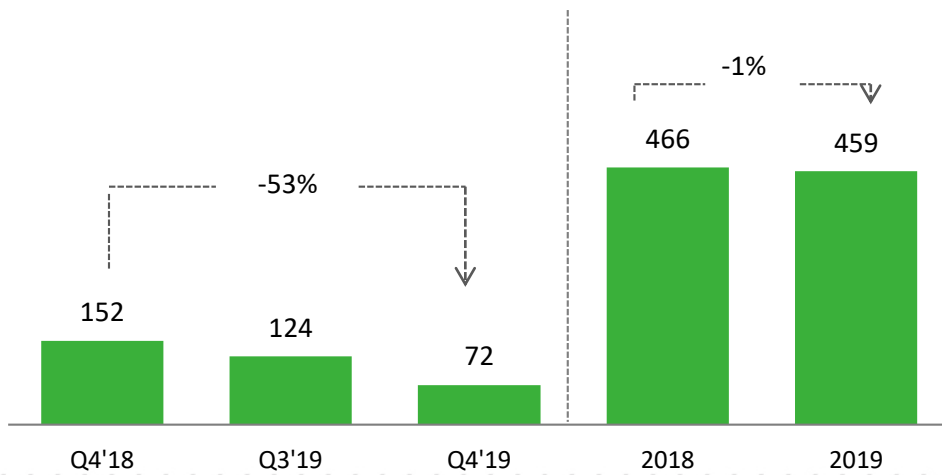
SALES



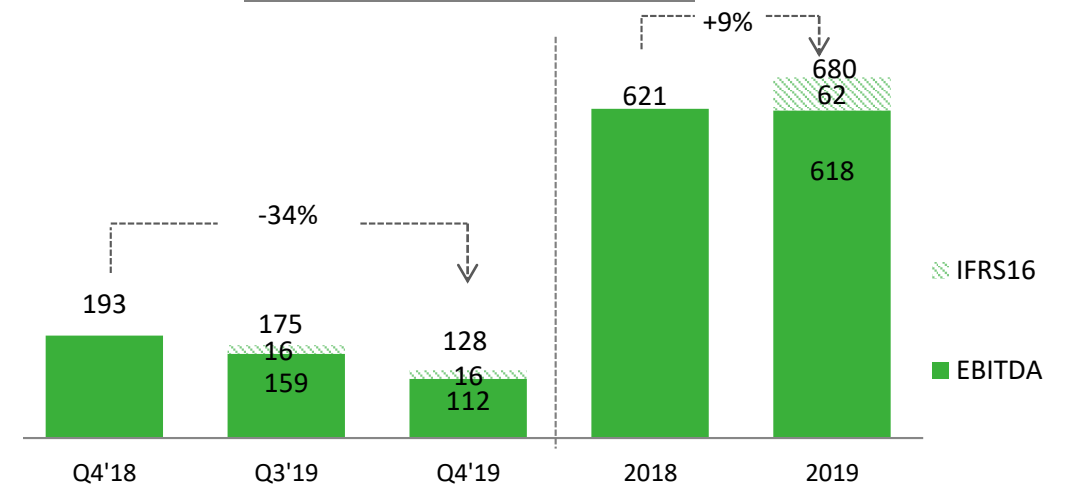
MARGINS



OPERATING PROFIT



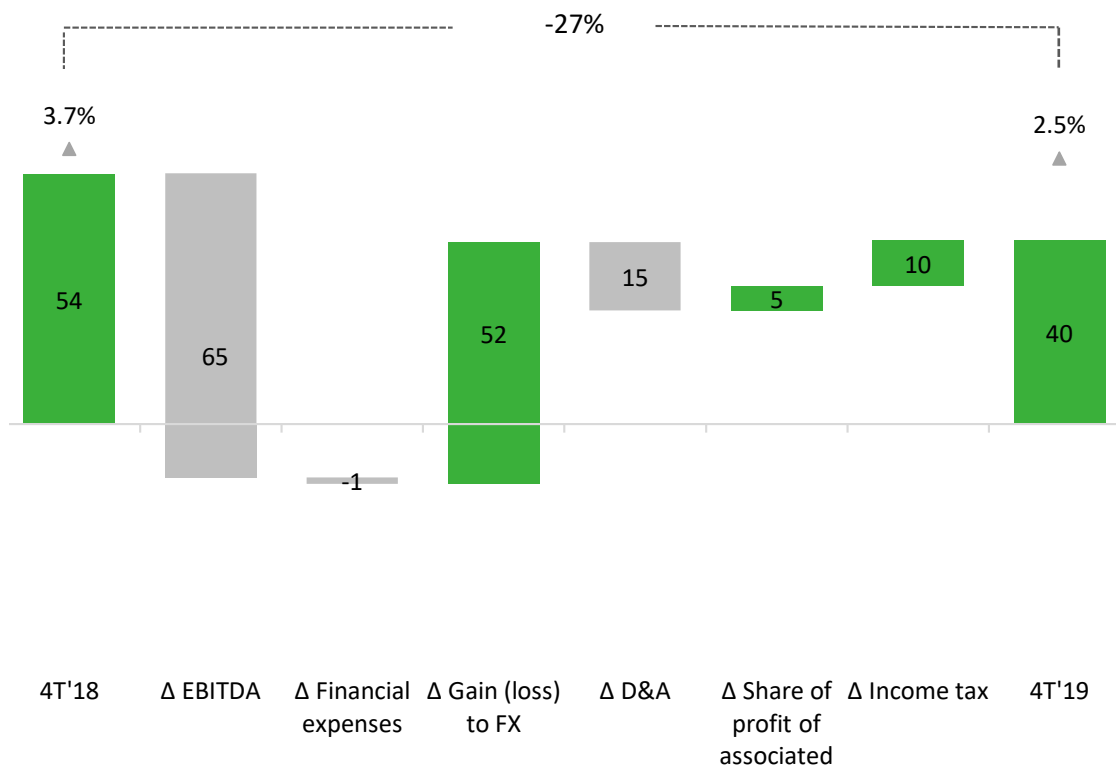
EBITDA



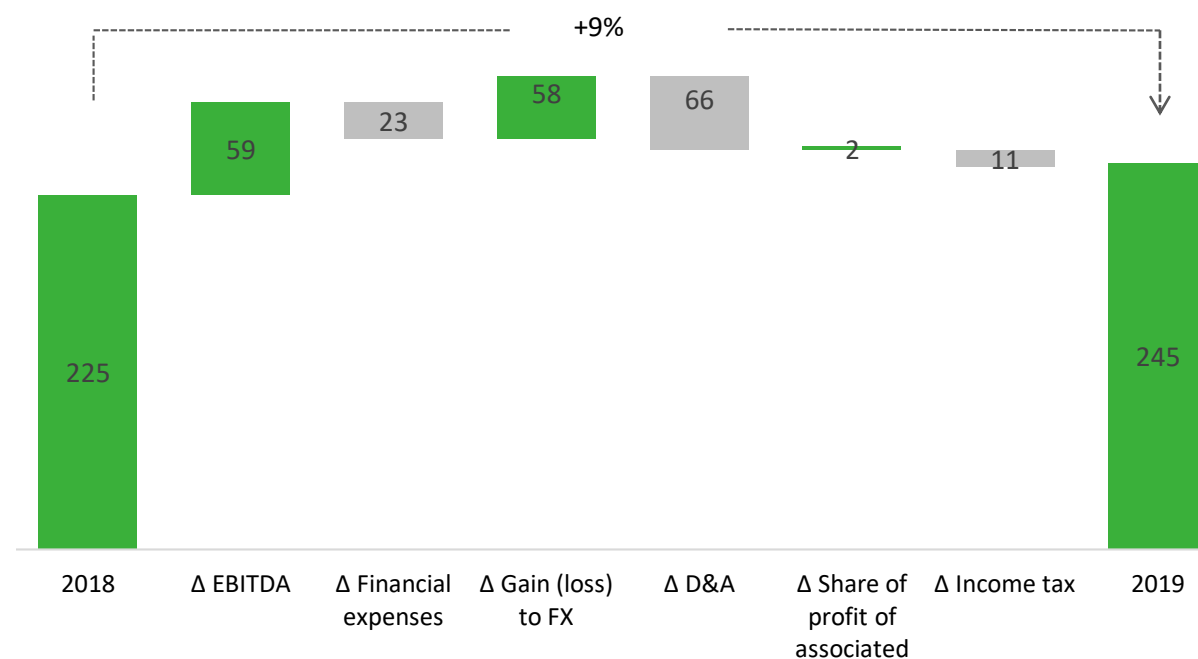
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME 4Q'19



NET INCOME 2019



■ Positive variations
■ Negative variations

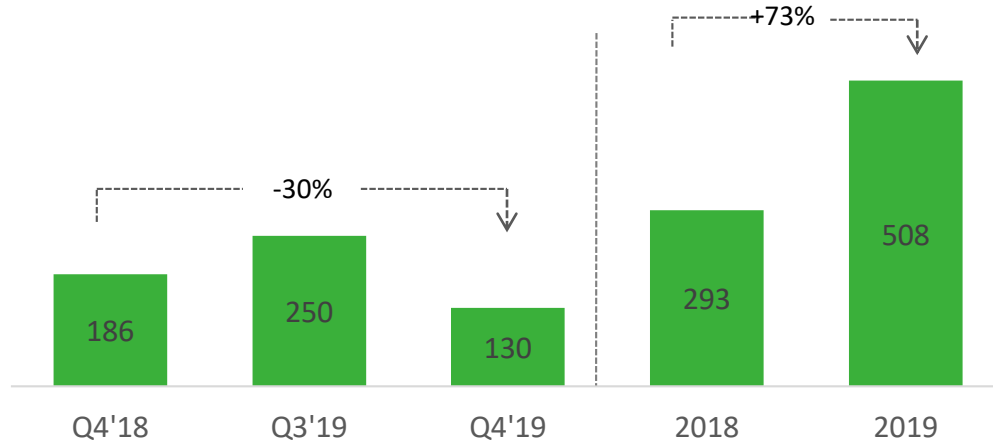


3. Commercial Performance

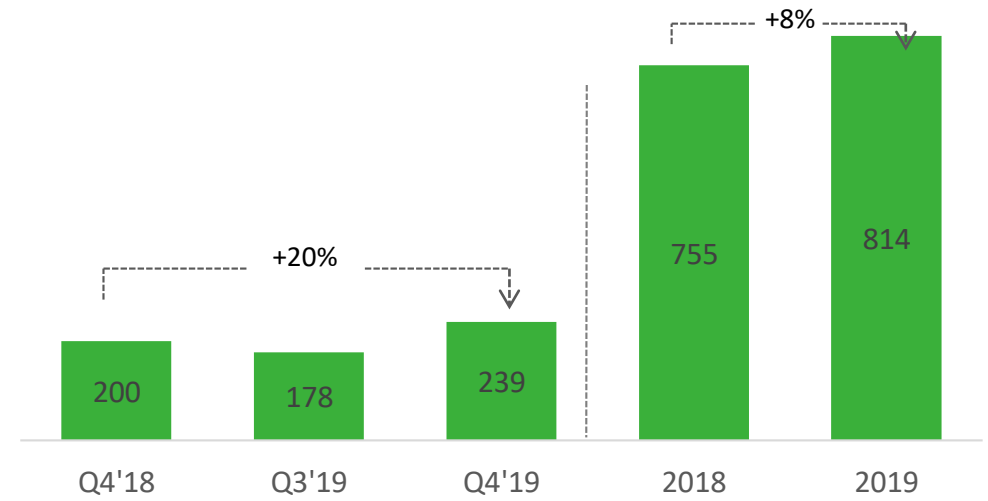
SALES BY BUSINESS LINES

Million Soles (S/ mm)

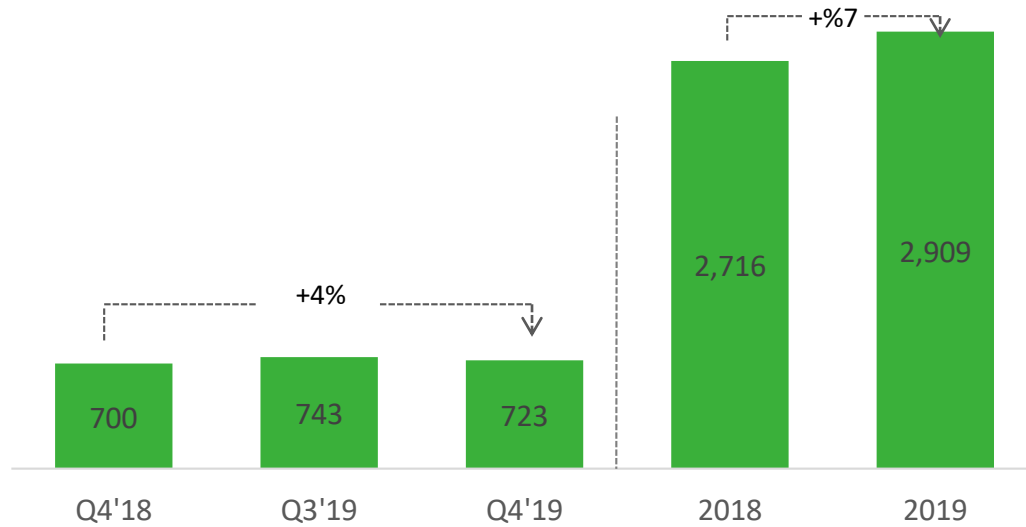
CAT MINING EQUIPMENT



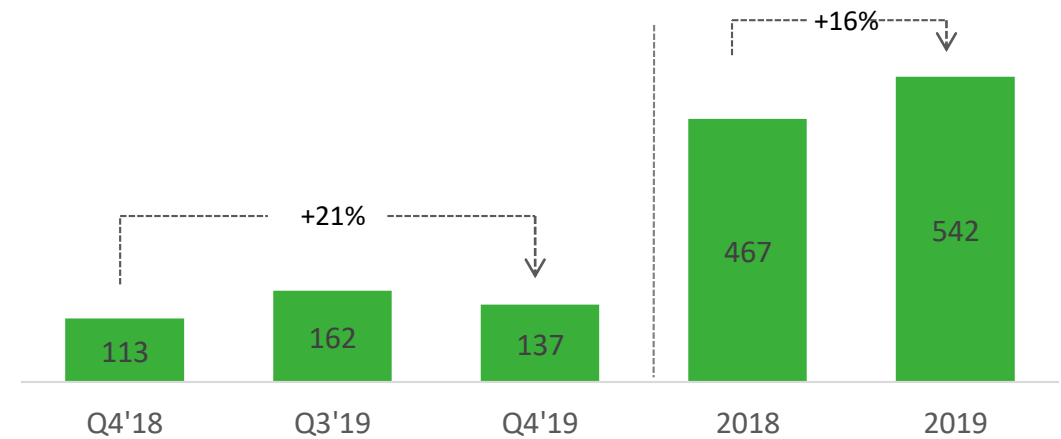
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



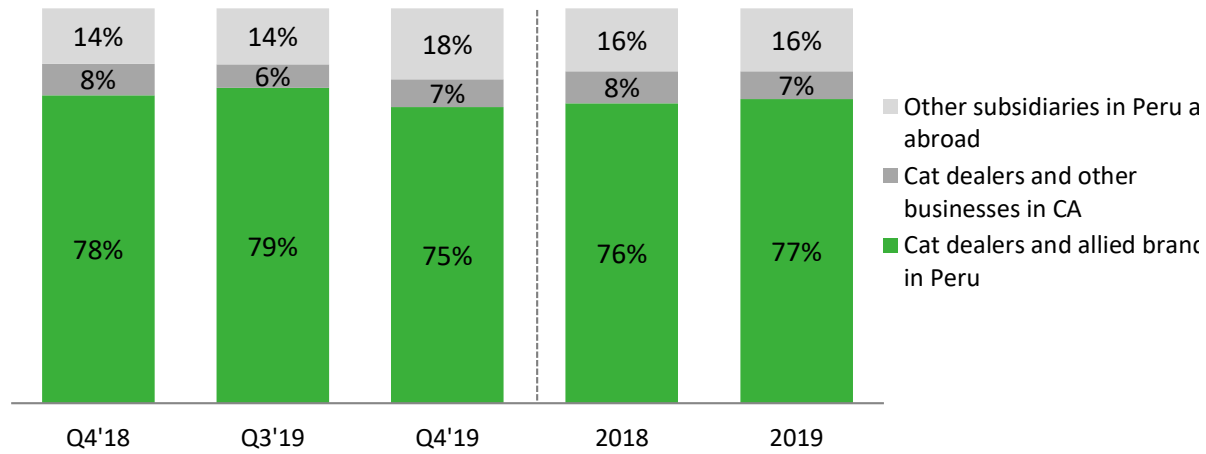
RENTAL AND USED



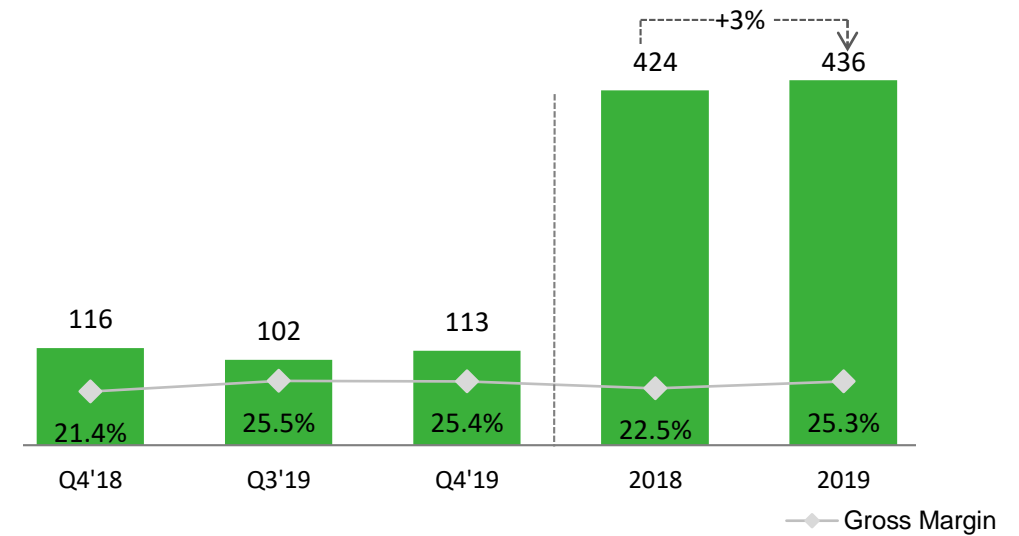
SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

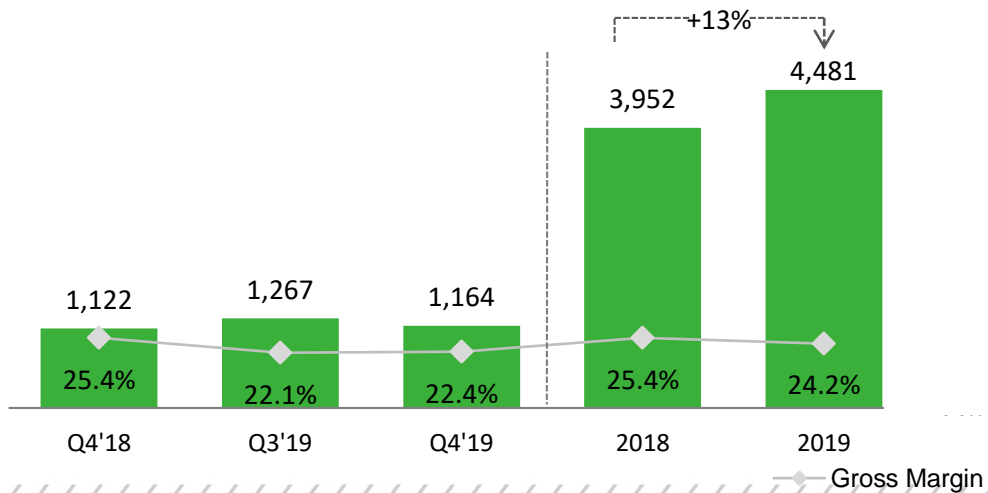
Sales by Group of Companies



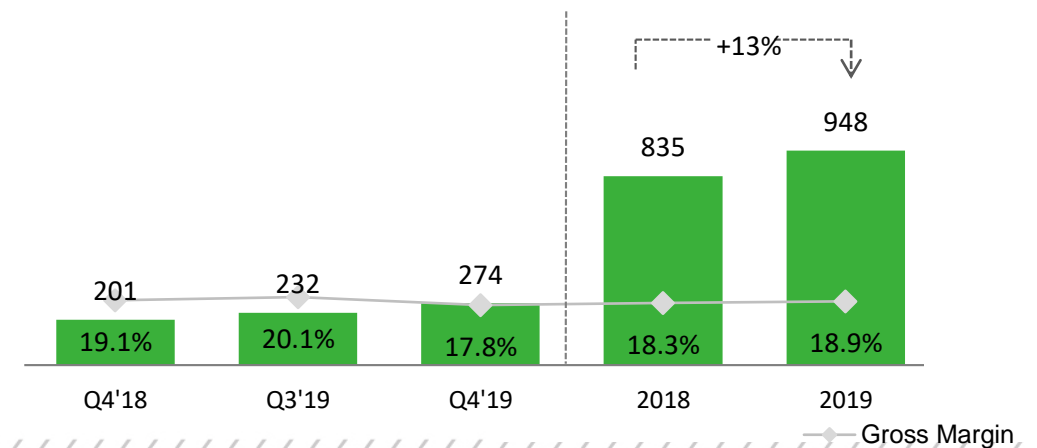
CAT dealers and other businesses in CA



CAT dealers and allied brands in Peru



Other subsidiaries in Peru and abroad



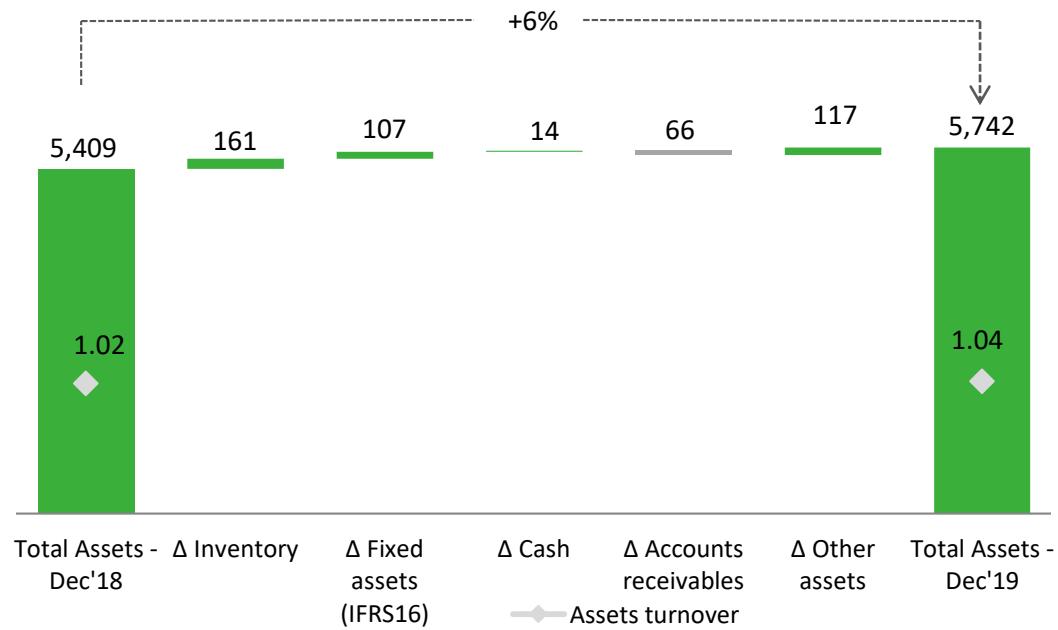


4. Financial Results

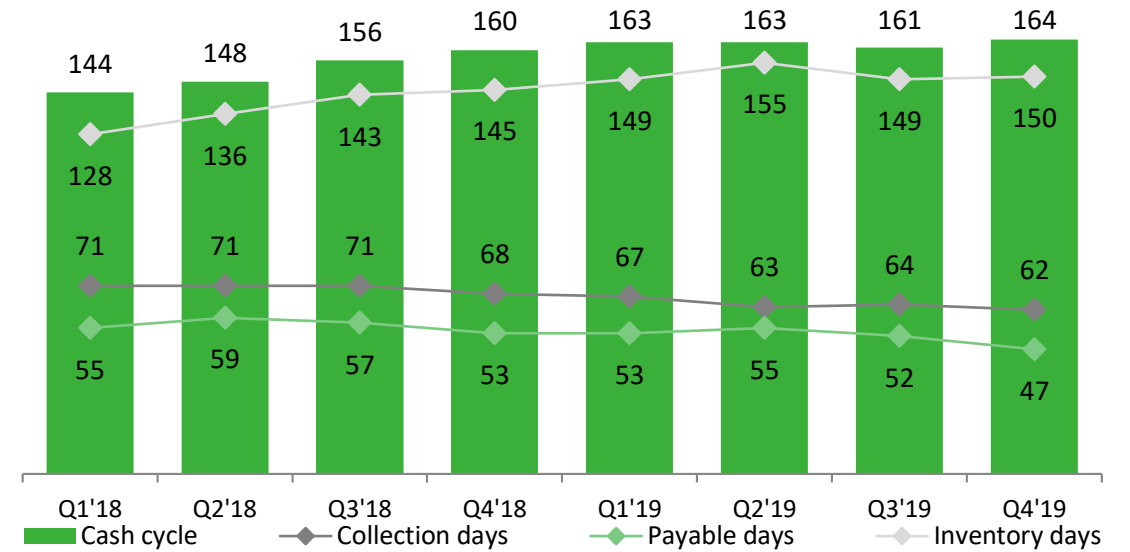
FINANCIAL RESULTS

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



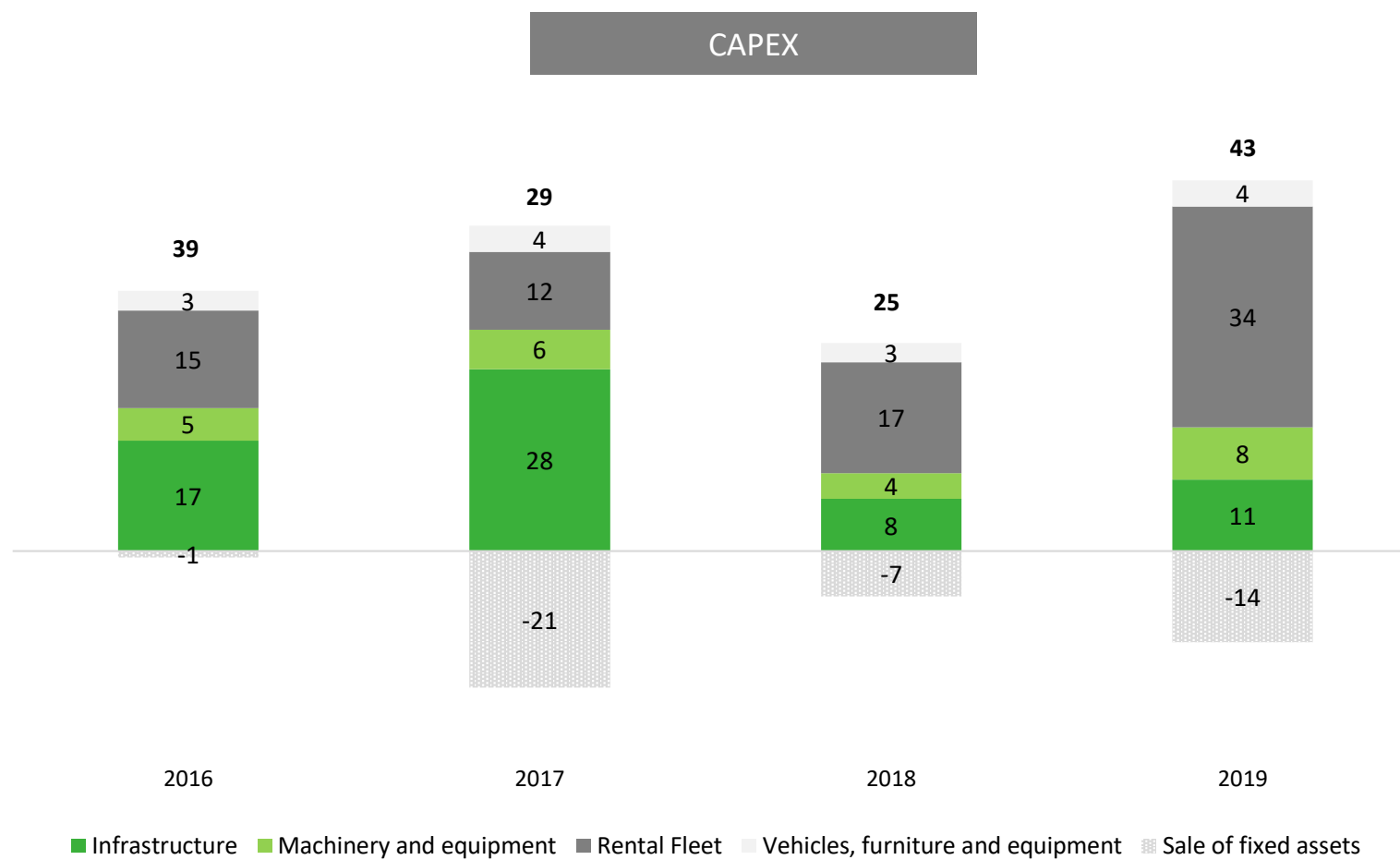
CASH CYCLE



■ Positive variations
■ Negative variations

CAPEX

Million Dollars (US\$ mm)

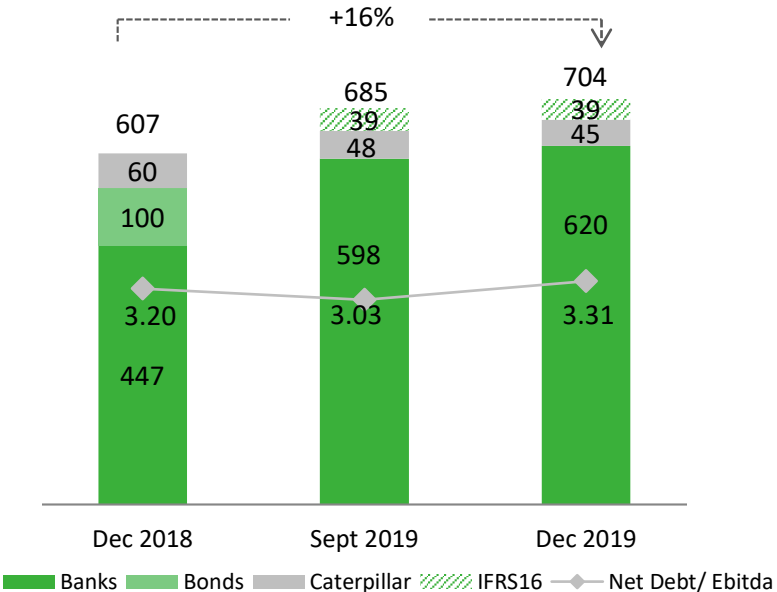


- Investment in intangible assets reached US\$ 24 million dollars as of December 2019 – SAP platform

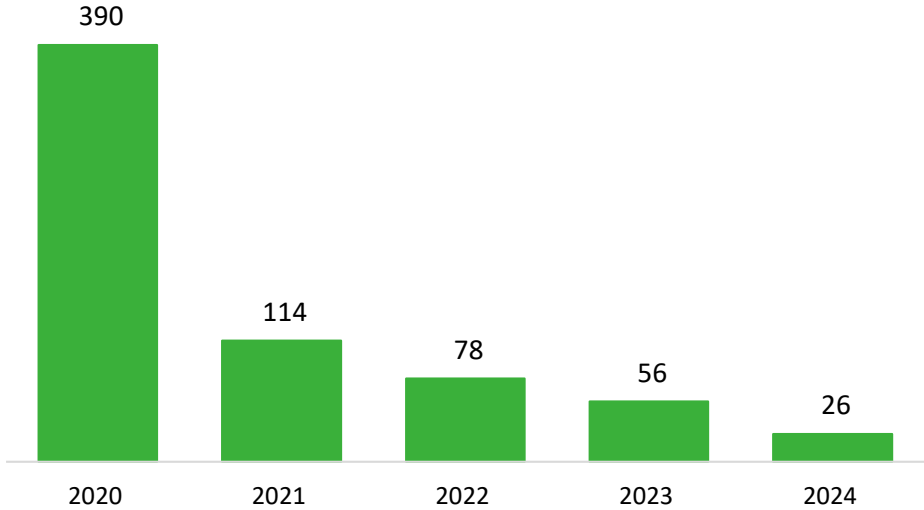
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

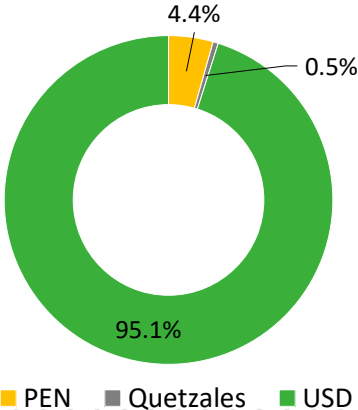
FINANCIAL DEBT



DEBT MATURITY

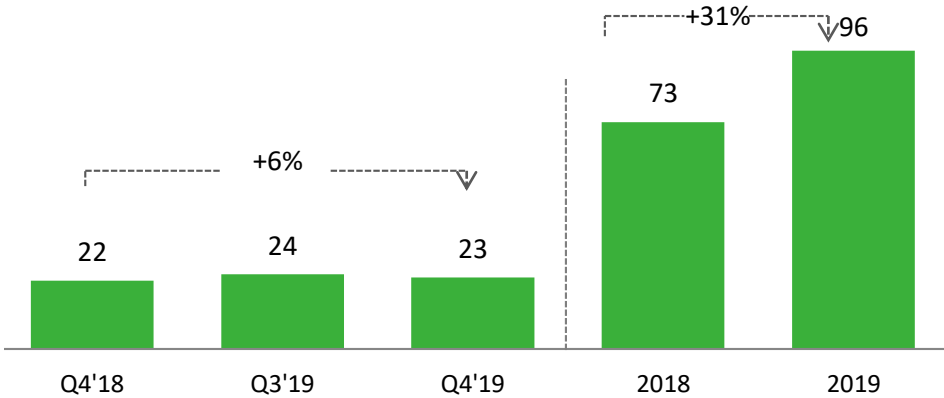


DEBT BY CURRENCY



FINANCIAL EXPENSES

(Million Soles S/ mm)



+ferreycorp