

# Earnings Presentation Fourth Quarter 2017

February 2<sup>nd</sup>, 2018



## **Agenda**

- 1. Market Conditions and Highlights**
- 2. Q4'17 and Full Year 2017  
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**

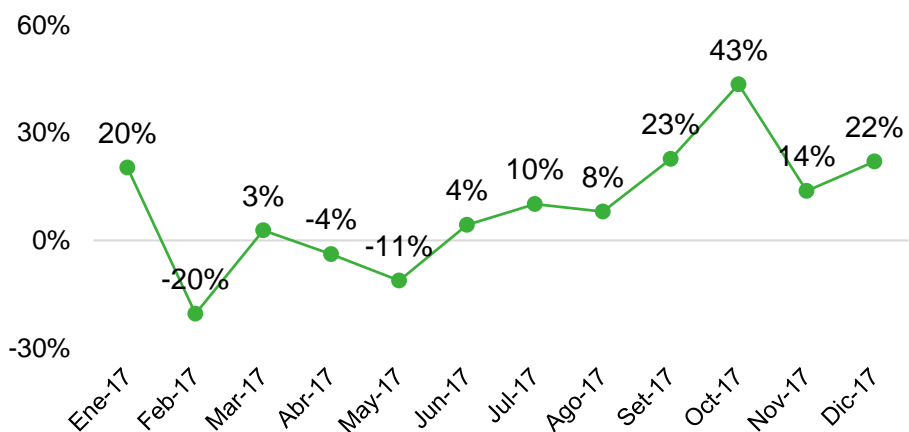


# 1. Market Conditions and Highlights

# MARKET CONDITIONS

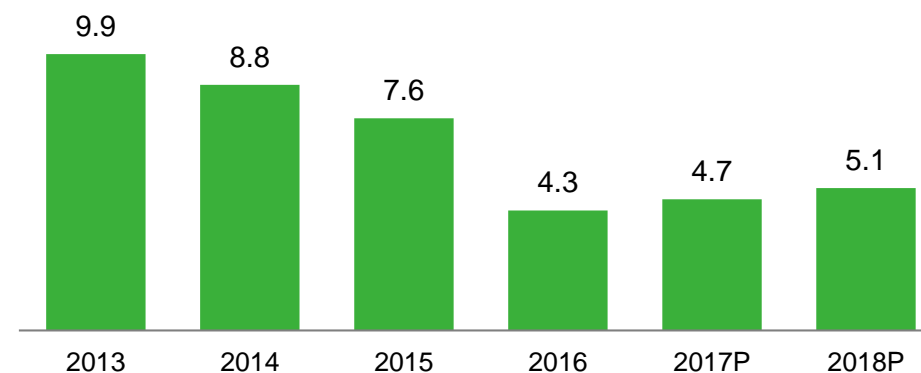
(Var%)

Public infrastructure expenditure



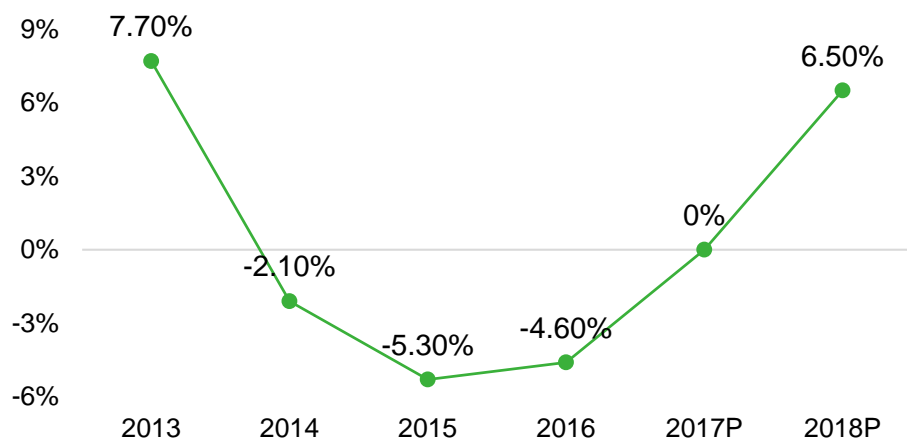
Source: Apoyo Consultoria

Mining Investment (US\$ Billion)



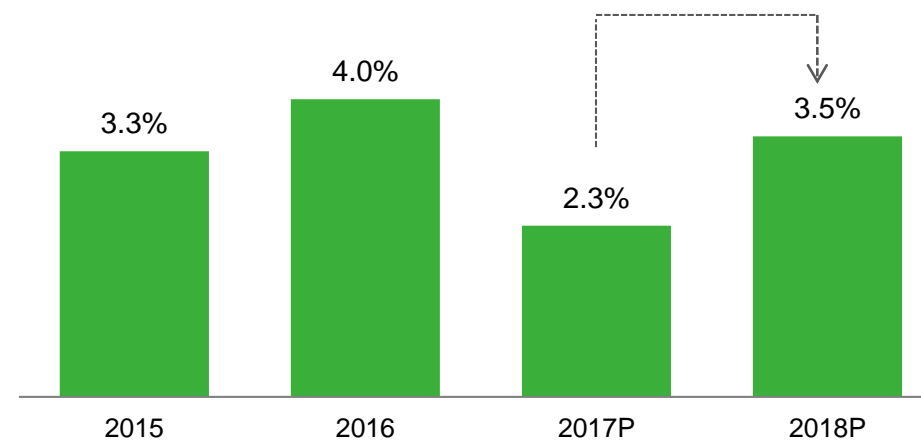
Source: BCRP

Total Investment



Source: Apoyo Consultoria

GDP Evolution



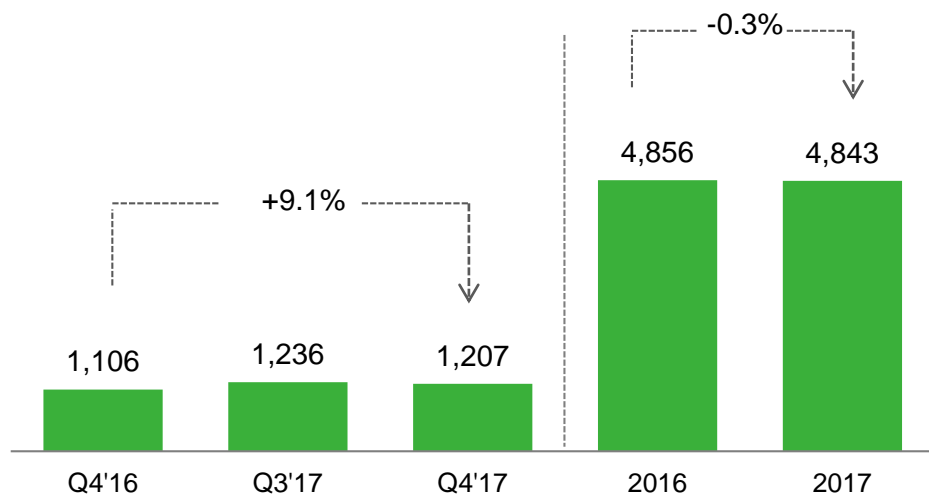
Source: Apoyo Consultoria

## **2. Q4'17 and Full Year 2017 Financial Highlights**

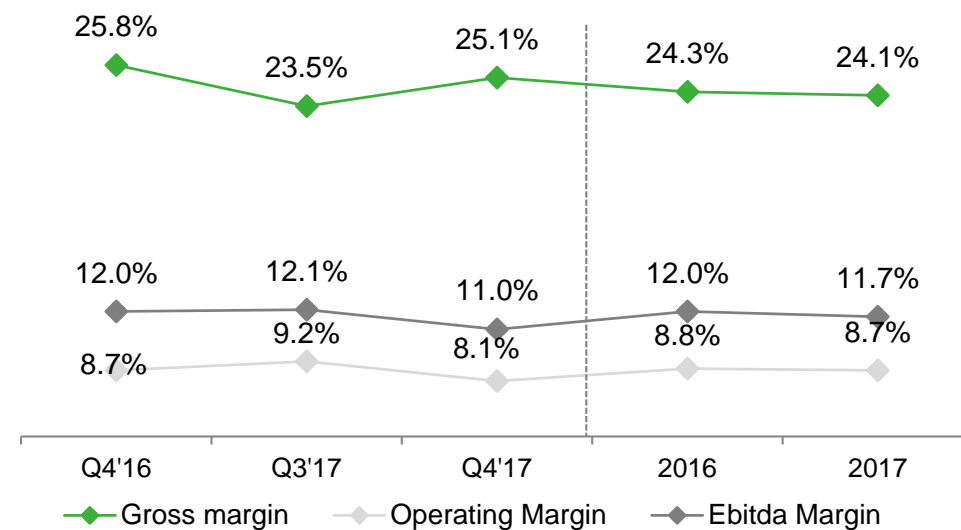
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

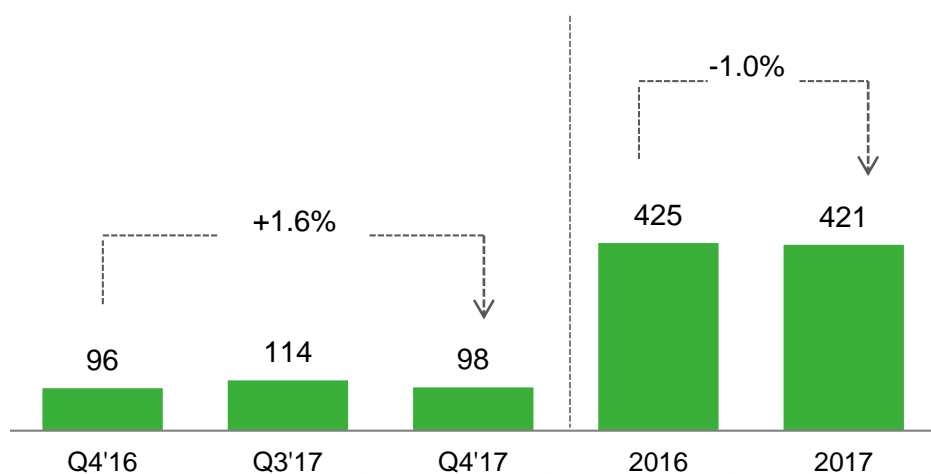
## SALES



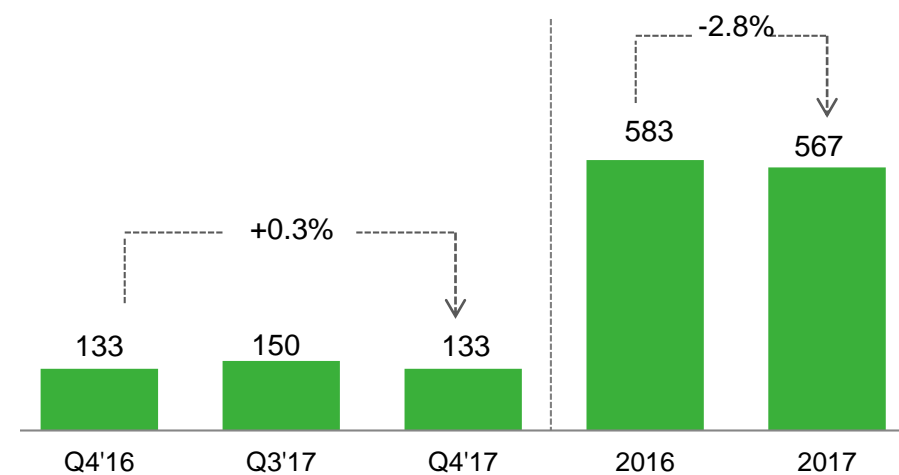
## MARGINS



## OPERATING PROFIT



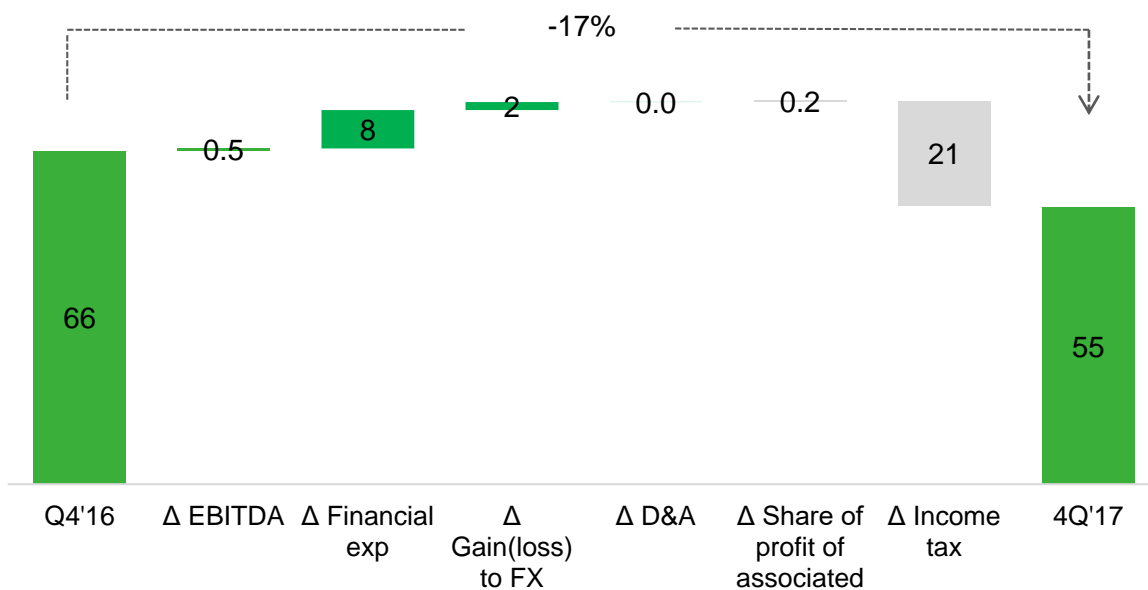
## EBITDA



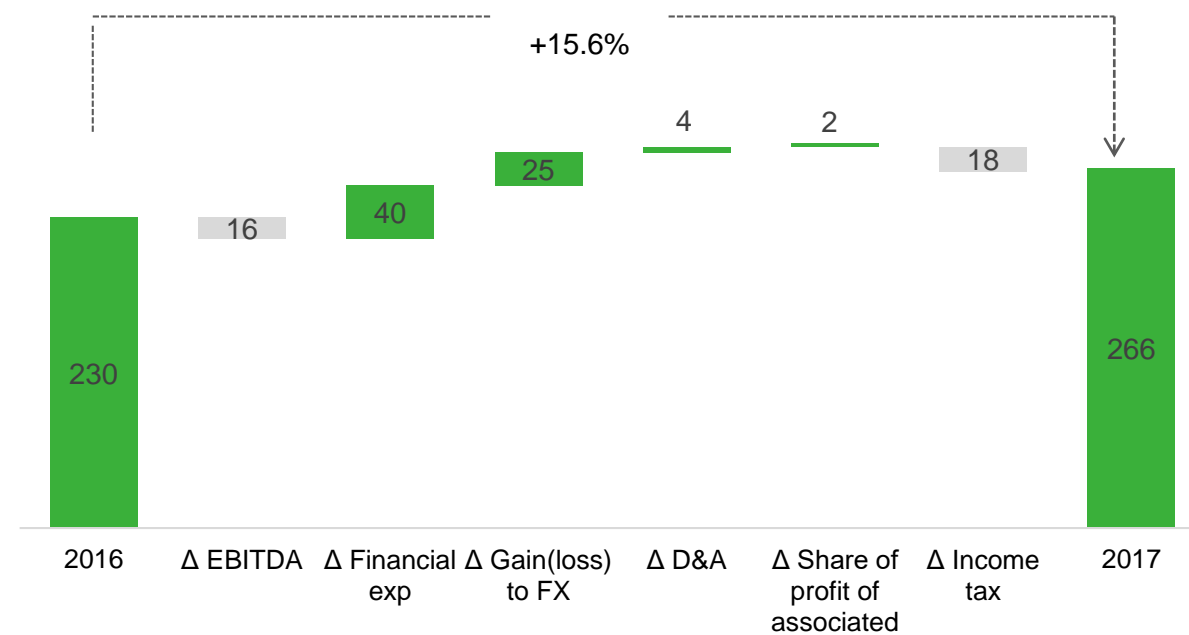
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

## NET INCOME 4Q'17



## NET INCOME YTD'17



■ Positive variations  
■ Negative variations



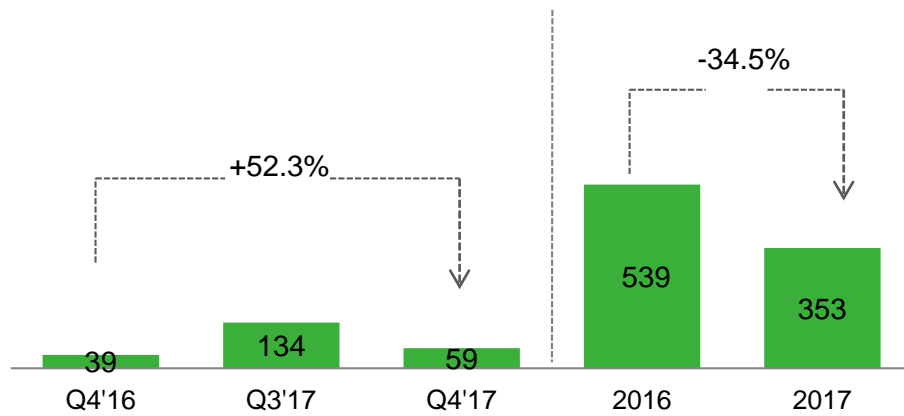
## 3. Commercial Performance



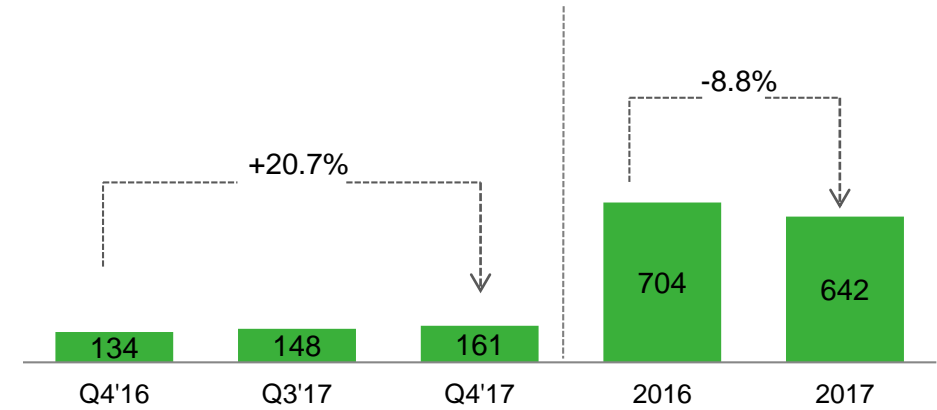
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

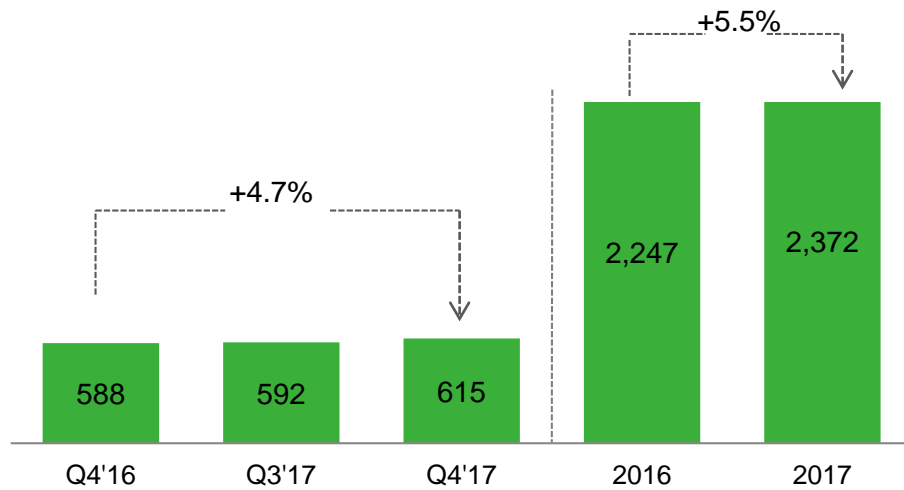
## CAT MINING EQUIPMENT



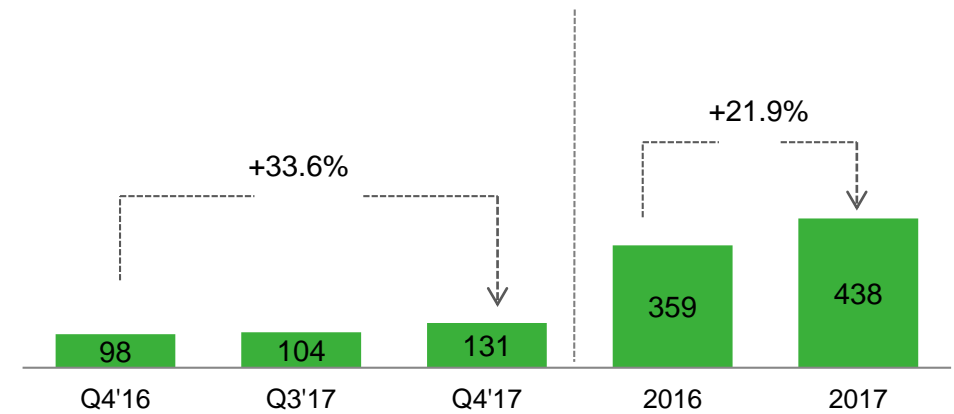
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



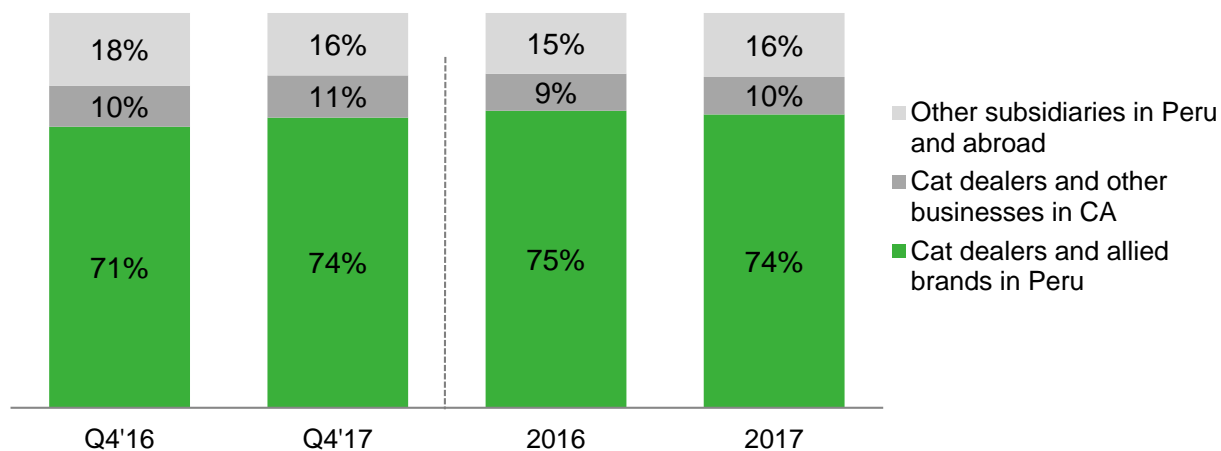
## RENTAL AND USED



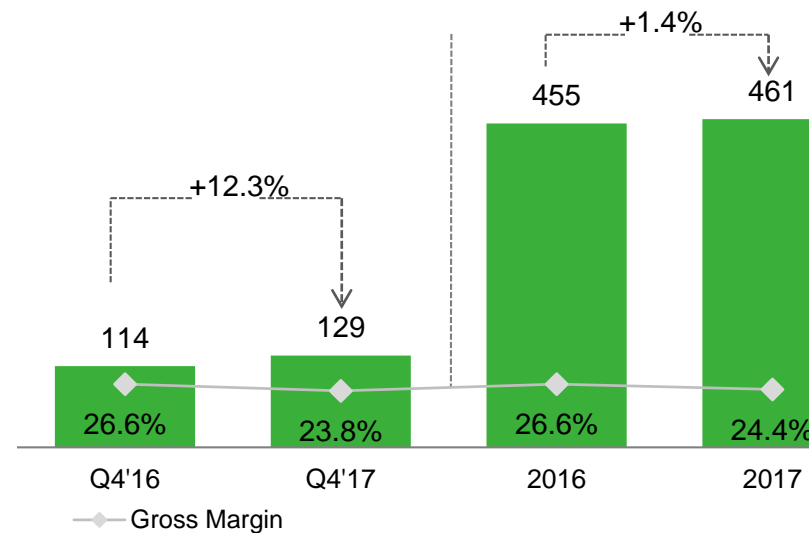
# SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

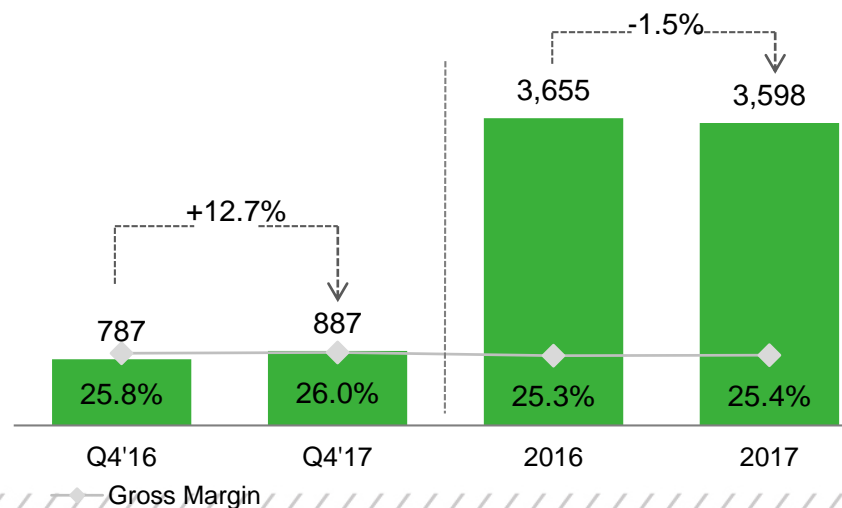
### Sales by Group of Companies



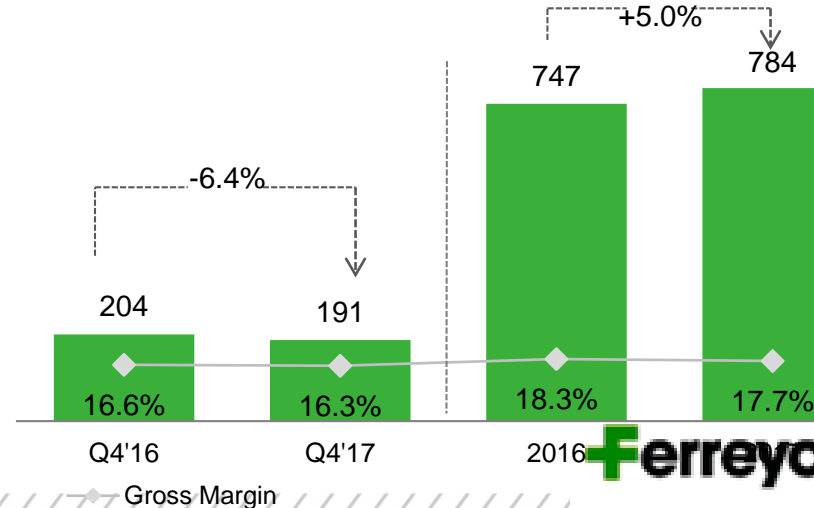
### CAT dealers and other businesses in CA



### CAT dealers and allied brands in Peru



### Other subsidiaries in Peru and abroad



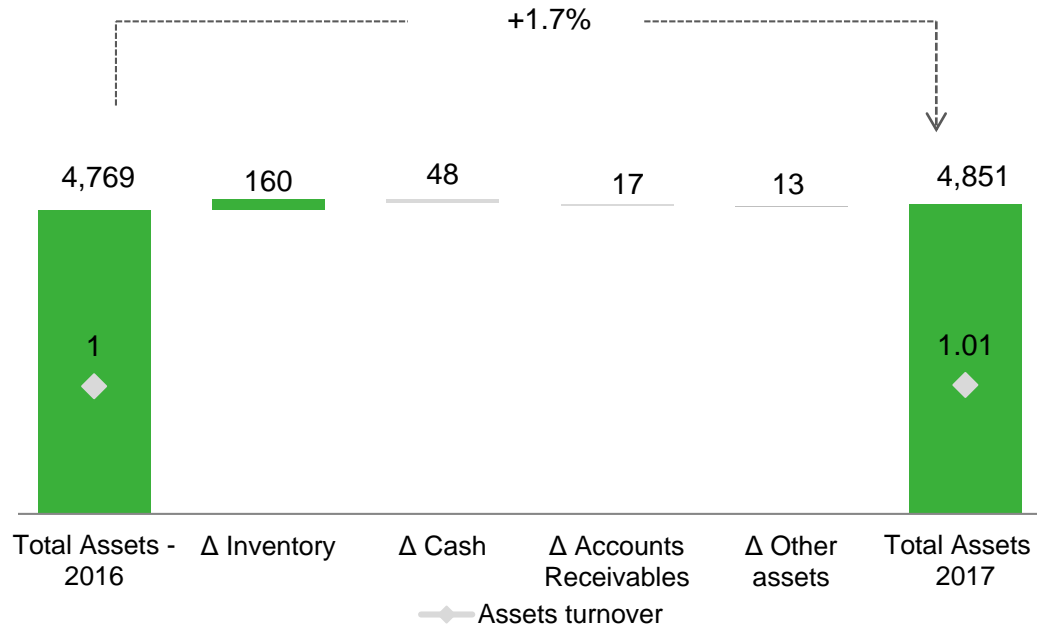


## 4. Financial Results

# FINANCIAL RESULTS

Million Soles (S/ mm)

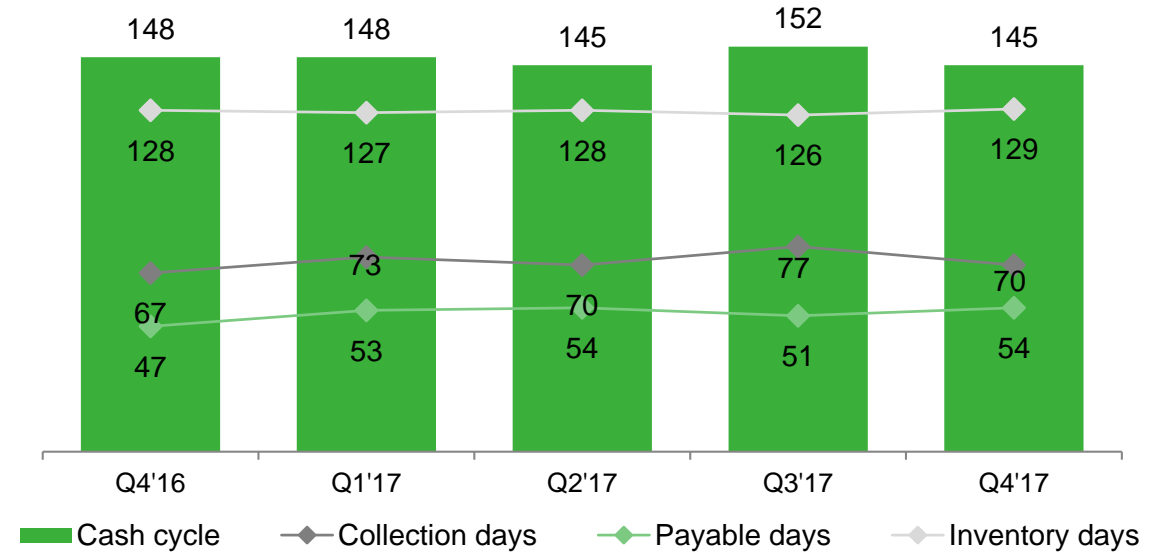
## STATE OF FINANCIAL POSITION



Positive variations

Negative variations

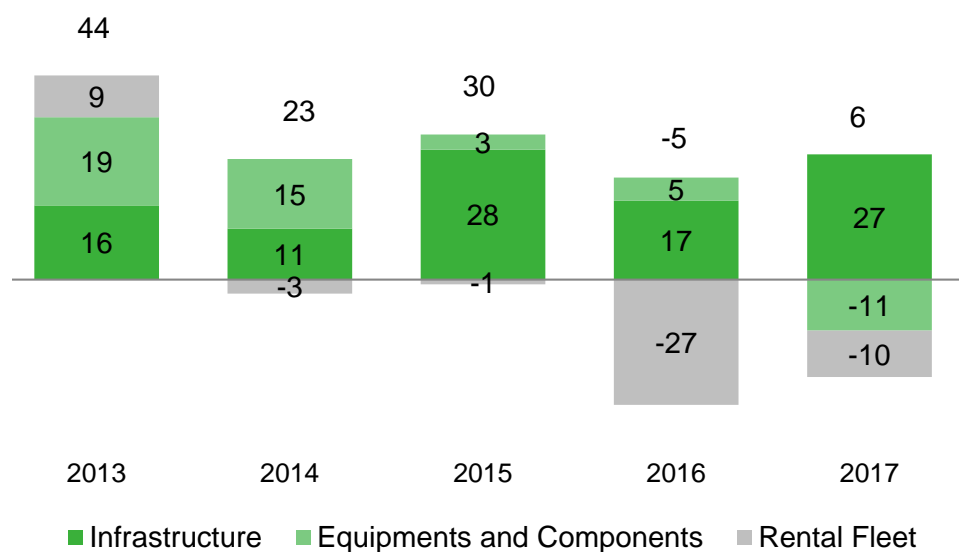
## CASH CYCLE



# CAPEX AND CASH FLOW BREAKDOWN

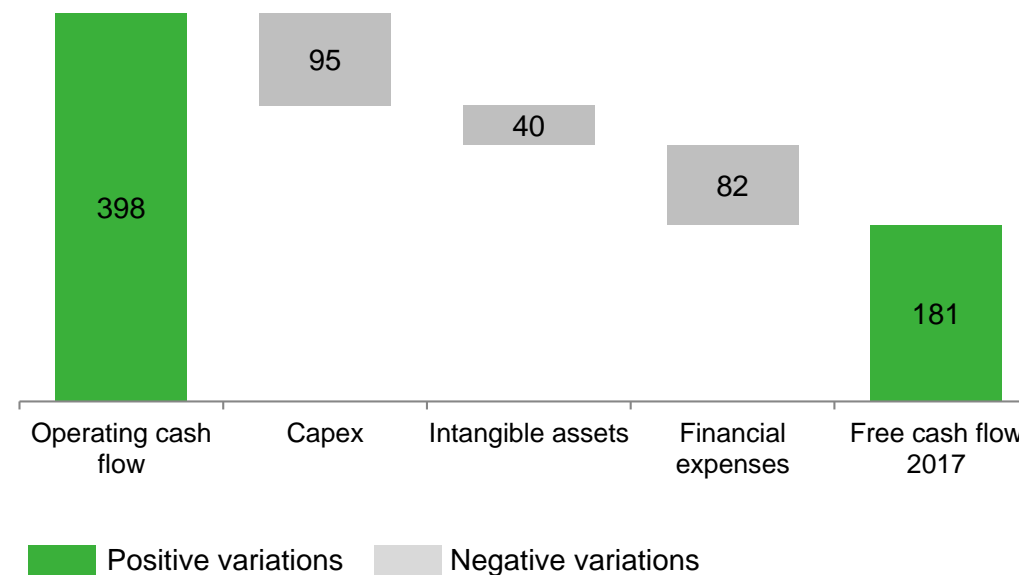
## CAPEX

Million Dollars (US\$ mm)



## FREE CASH FLOW

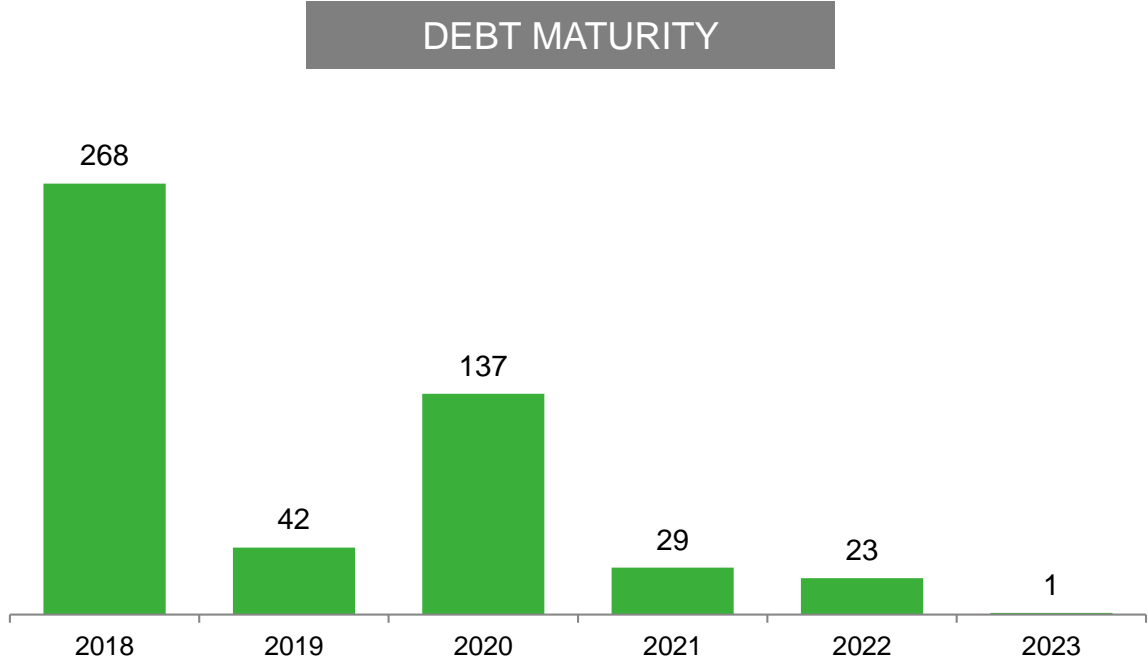
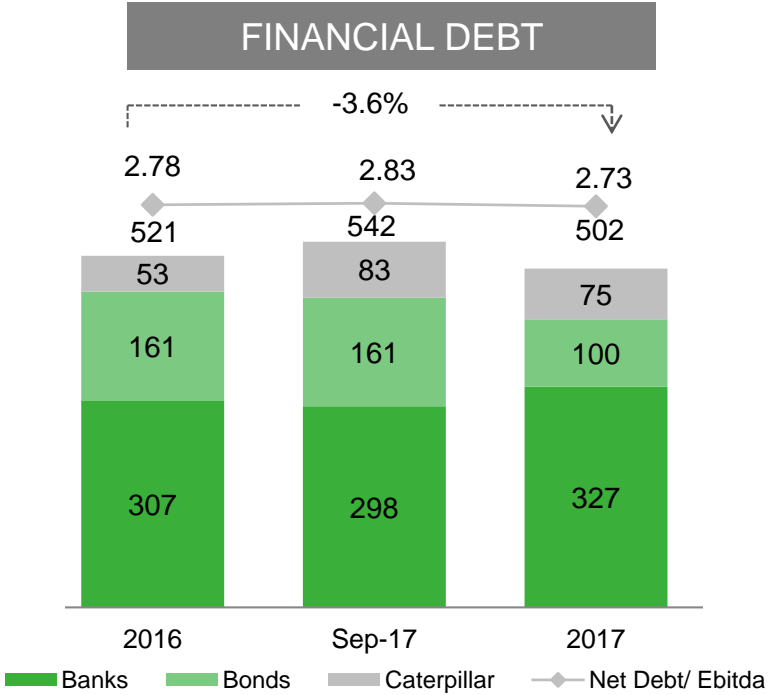
Million Soles (S/ mm)



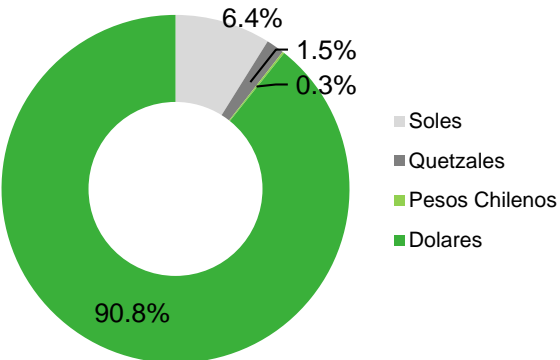
- Capex as of December 2017: S/ 21 million soles or US\$ 6.4mm

# CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

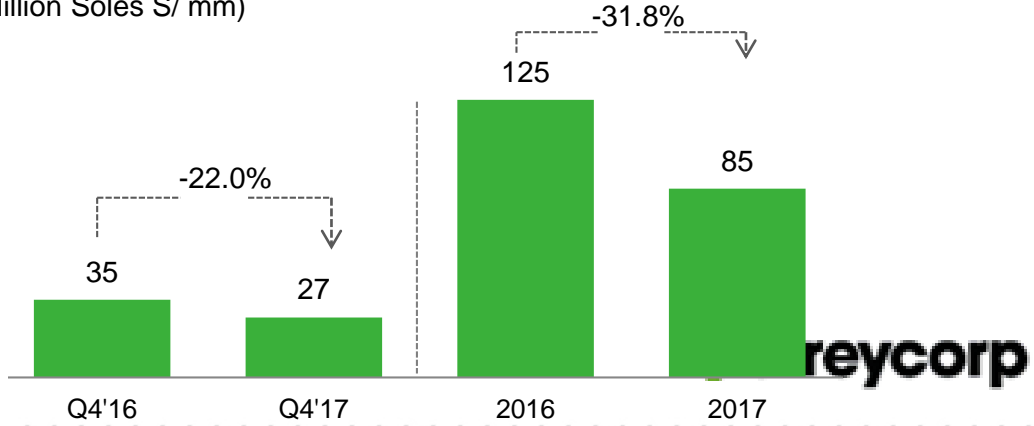


### DEBT BY CURRENCY



### FINANCIAL EXPENSES

Million Soles S/ mm)



**+ferreycorp**