

Earnings Presentation Third Quarter 2017

October 27th, 2017





Agenda

1. Q3'17 Financial Highlights
2. Commercial Performance
3. Financial Results

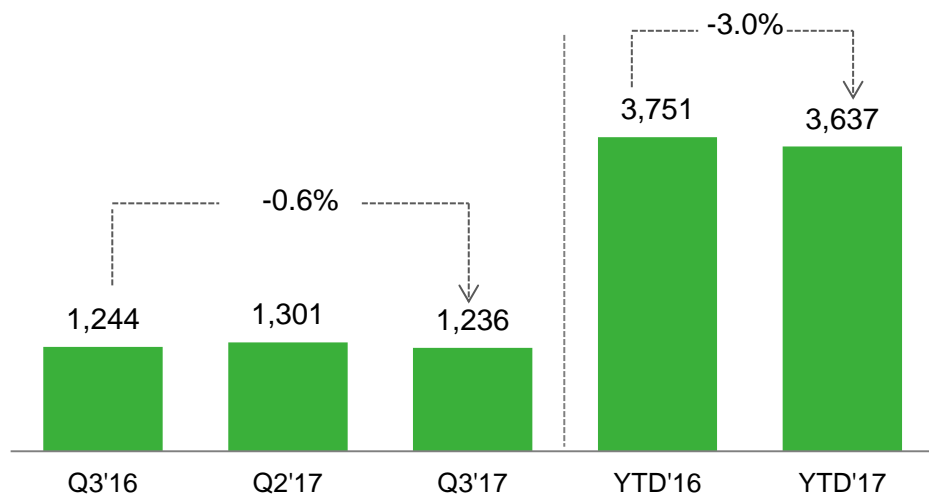


1. Q3'17 Financial Highlights

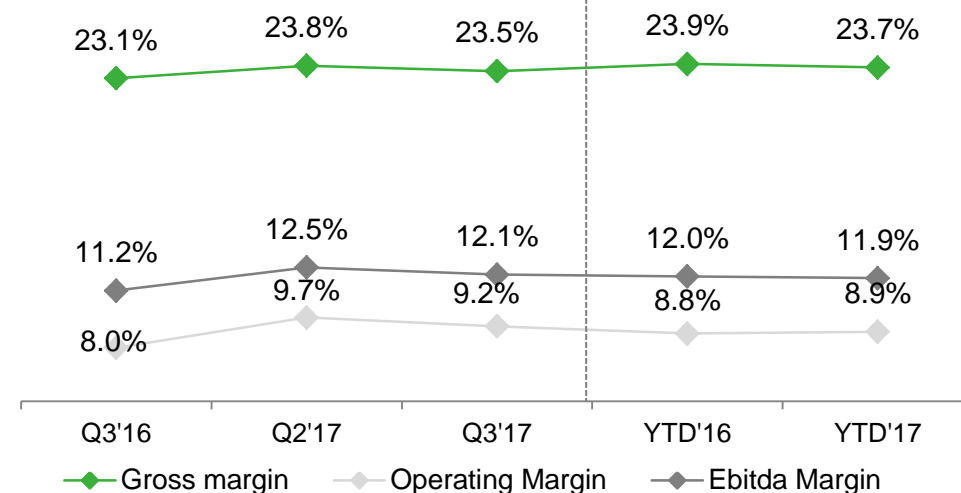
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

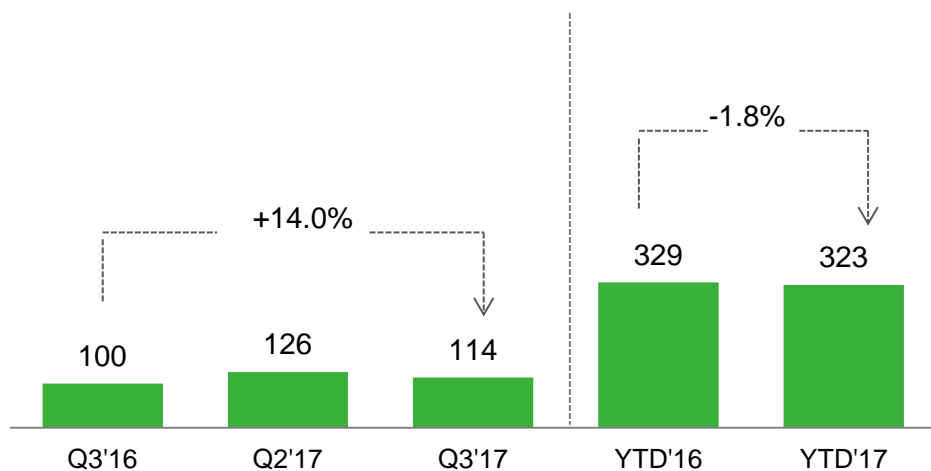
SALES



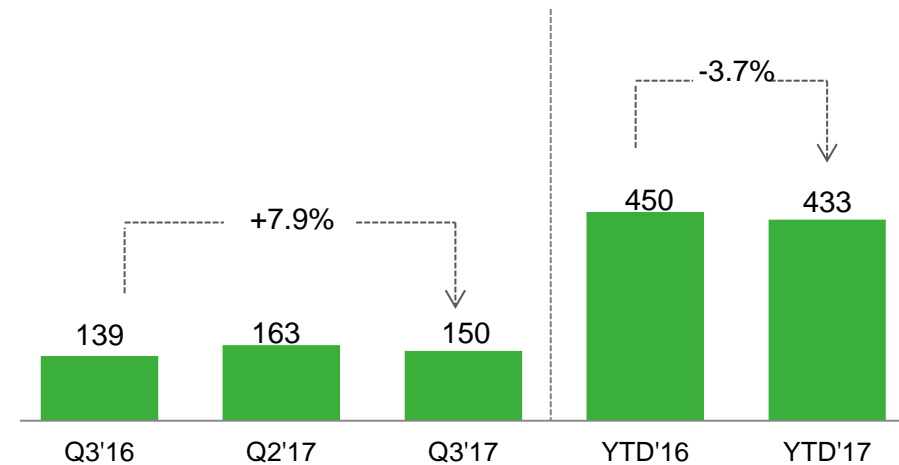
MARGINS



OPERATING PROFIT



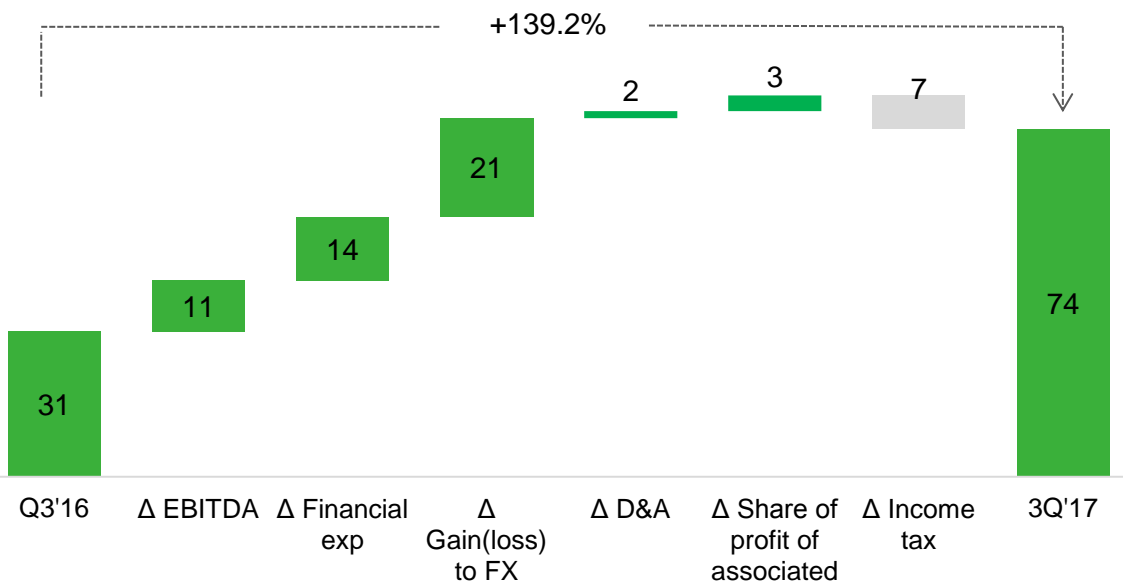
EBITDA



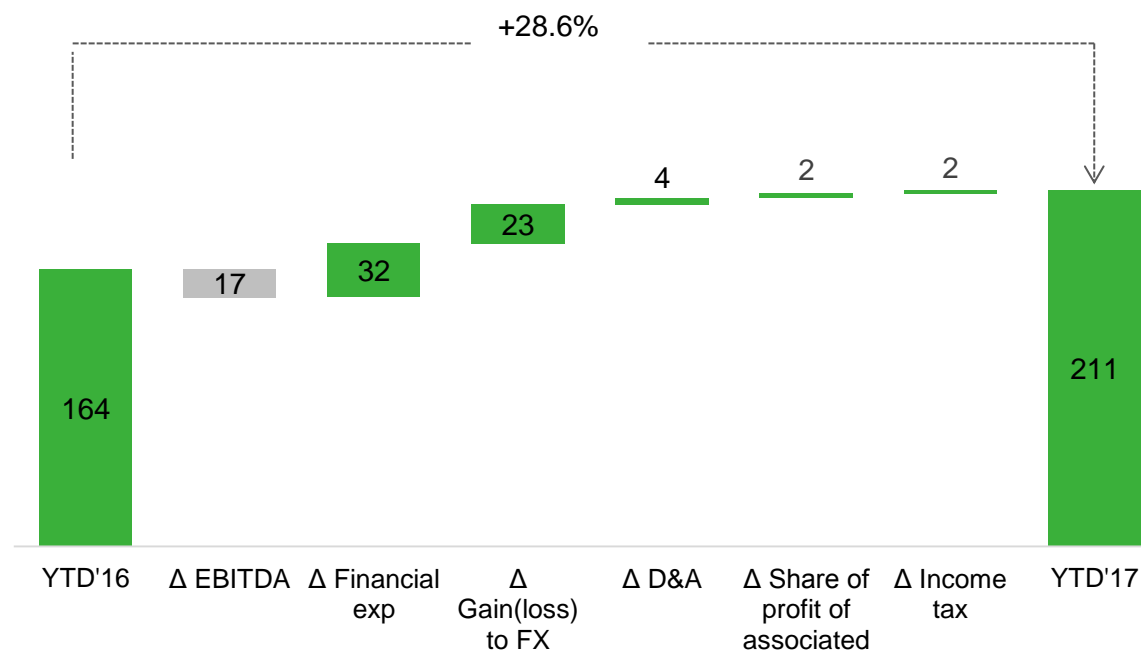
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME 3Q'17



NET INCOME YTD'17



- Positive variations
- Negative variations

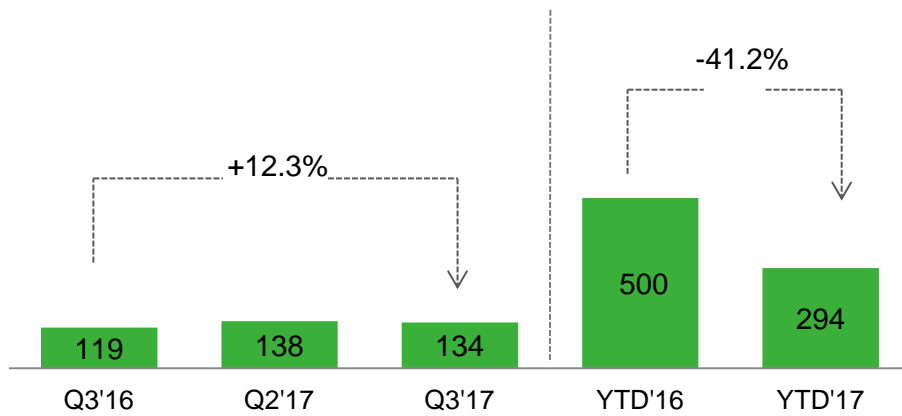


2. Commercial Performance

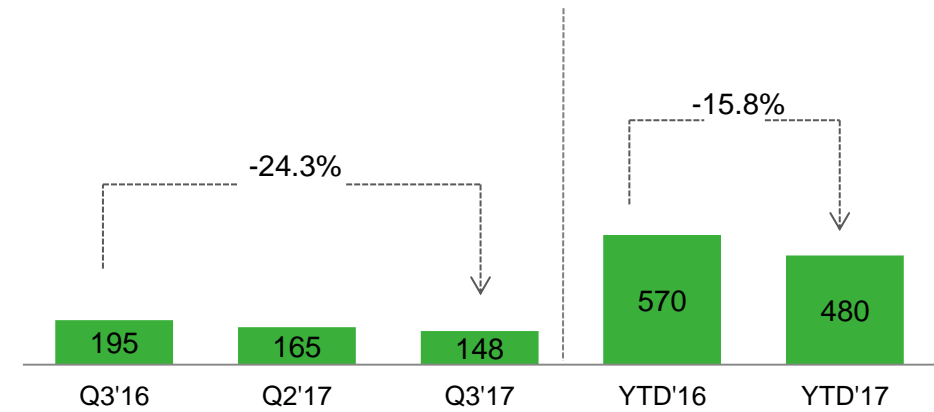
SALES BY BUSINESS LINES

Million Soles (S/ mm)

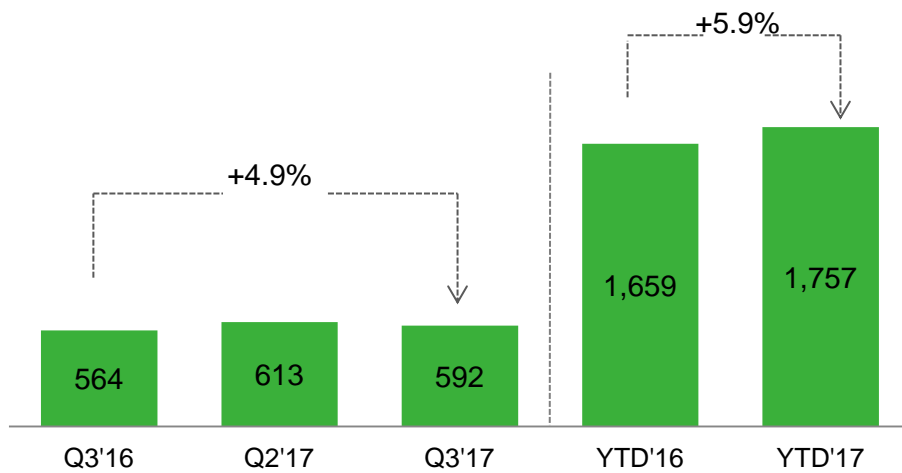
CAT MINING EQUIPMENT



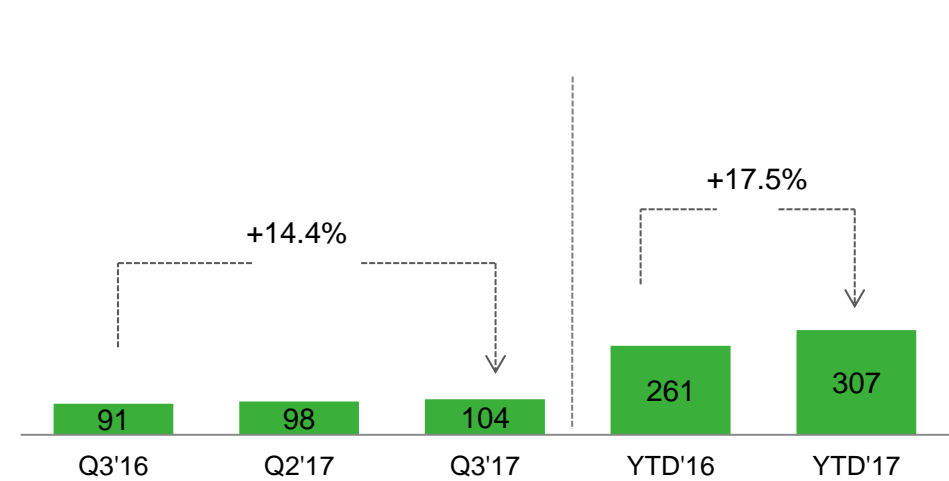
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



RENTAL AND USED

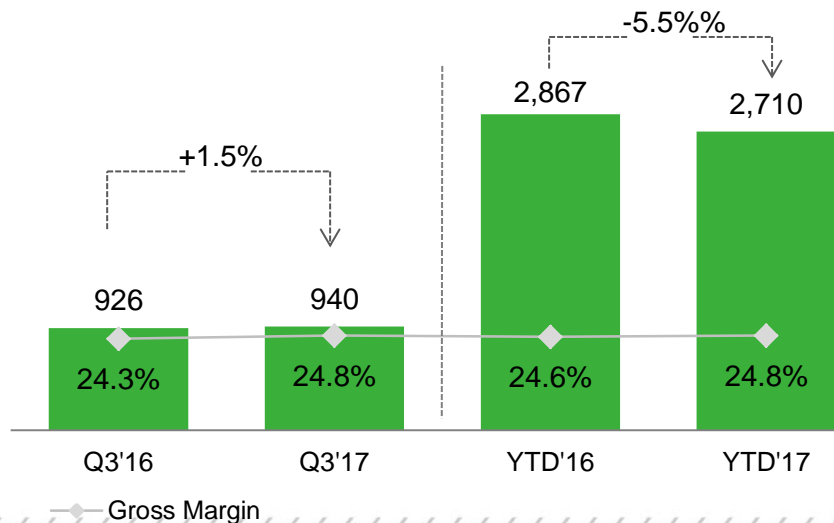


SALES BY GROUP OF COMPANIES

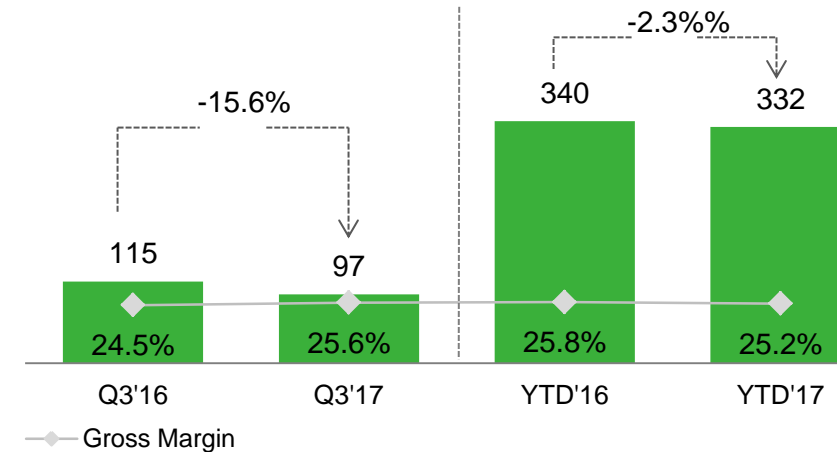
Million Soles (S/ mm)

- Caterpillar dealers in Peru, represent 76% of total sales and increased slightly by 1.5%
- The companies that carry Caterpillar business and other allied lines in Central America represent 8% of total sales and dropped by 15.6% compared to the third quarter 2016
- The local subsidiaries and businesses abroad that complement the Caterpillar's business represent 16% of total revenues and slightly decreased by 1.9%

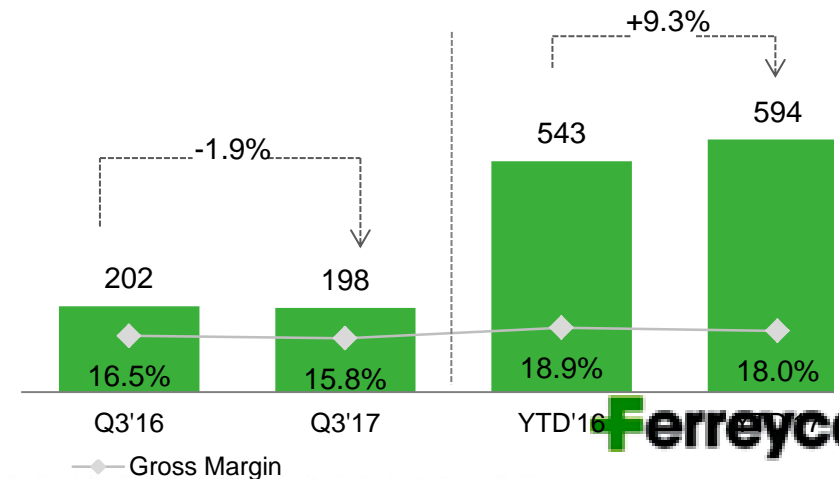
CAT dealers and allied brands in Peru



CAT dealers and other businesses in CA



Other subsidiaries in Peru and abroad



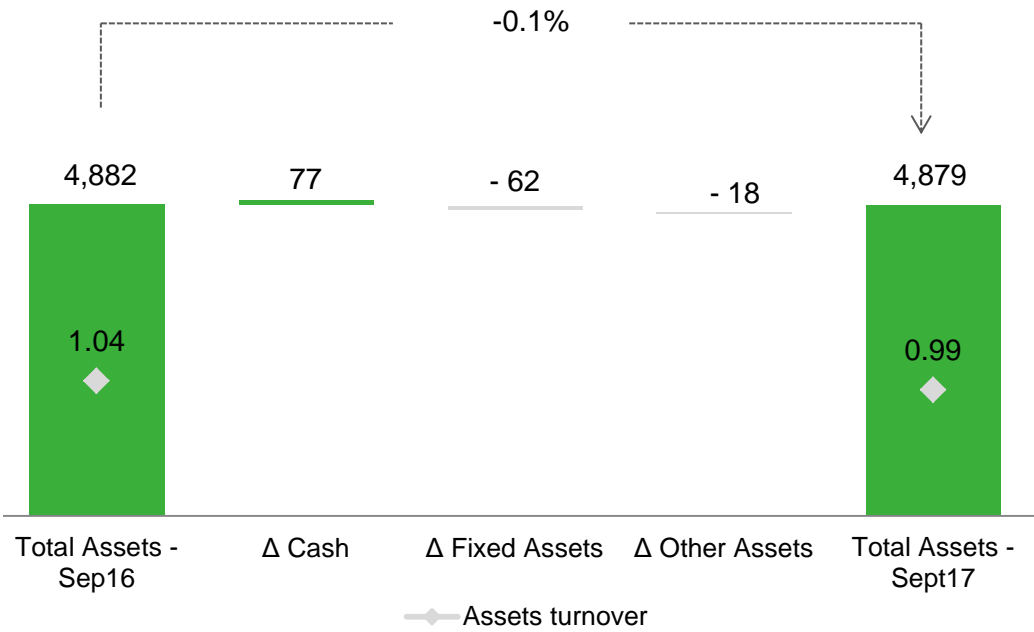


3. Financial Results

FINANCIAL RESULTS

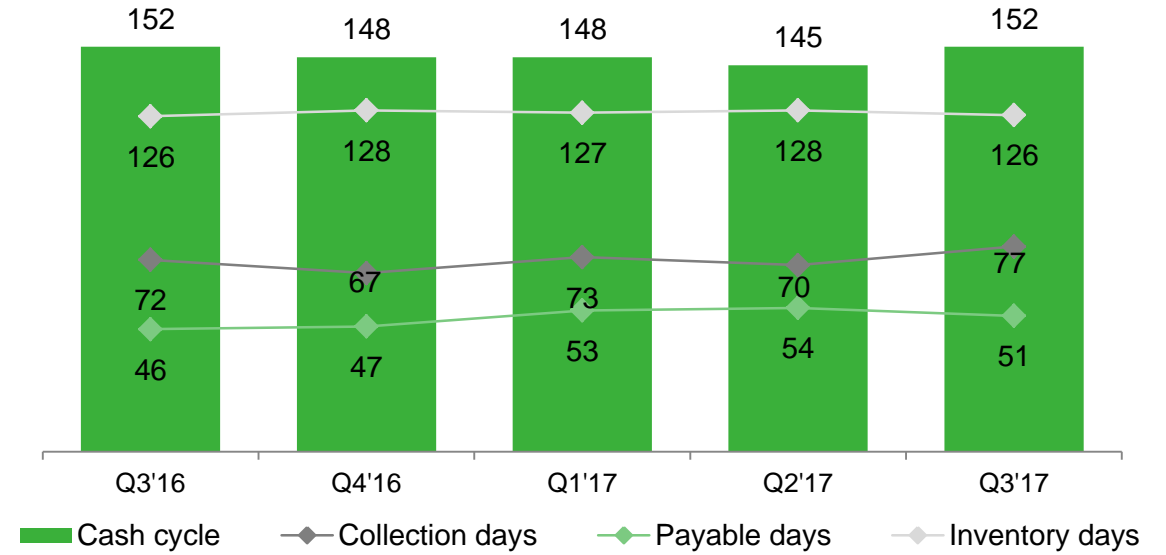
Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



■ Positive variations
■ Negative variations

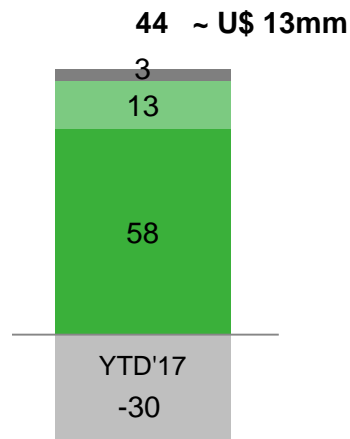
CASH CYCLE



CAPEX AND CASH FLOW BREAKDOWN

Million Soles (S/ mm)

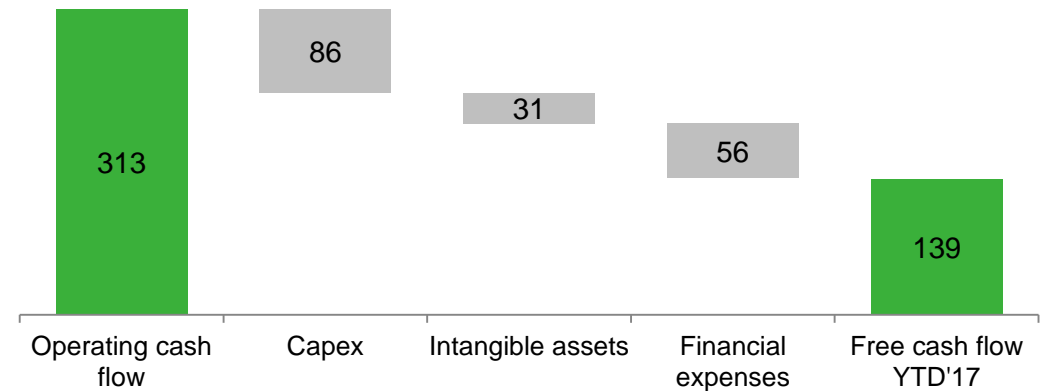
CAPEX



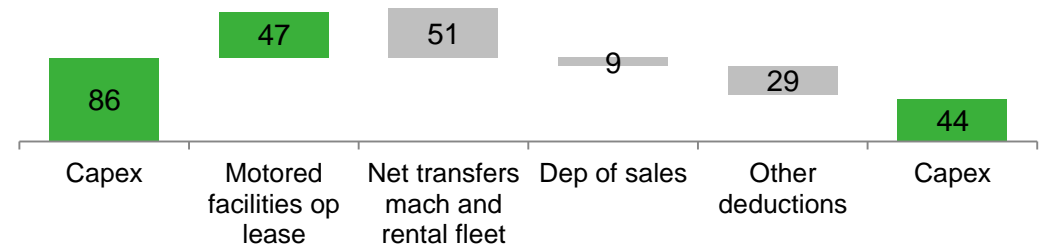
- Vehicle, furniture and fixtures
- Rental fleet
- Machinery and repair shops equipment
- Infrastructure

- Capex as of September 2017: S/ 44 million soles or US\$ 13mm (exclude Motored facilities operating lease).

FREE CASH FLOW



FCF CAPEX DETAIL

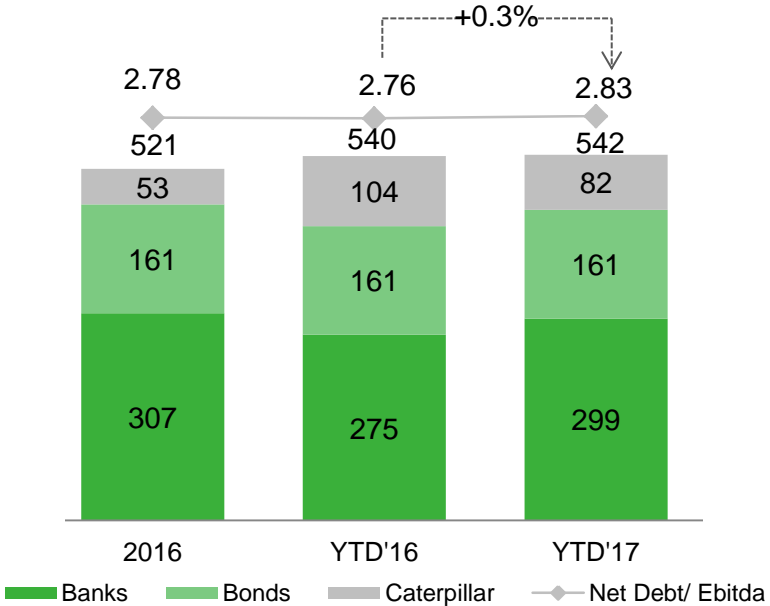


■ Positive variations ■ Negative variations

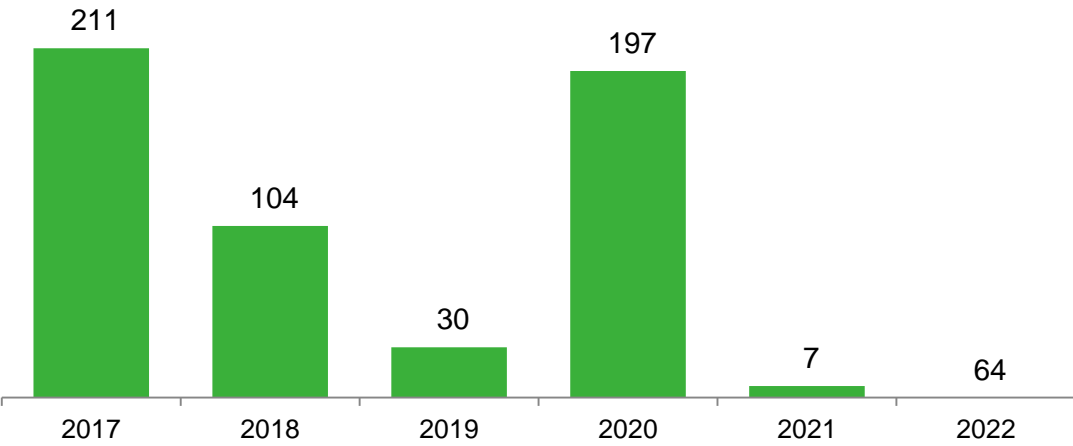
CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

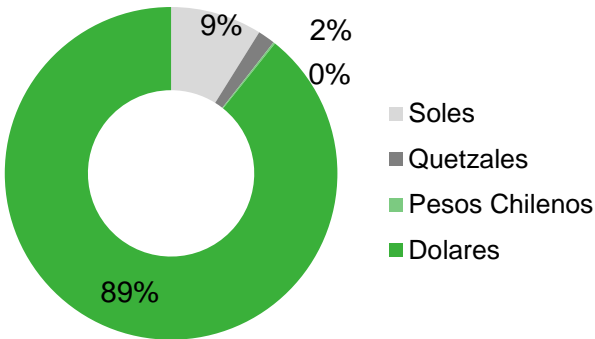
FINANCIAL DEBT



DEBT MATURITY

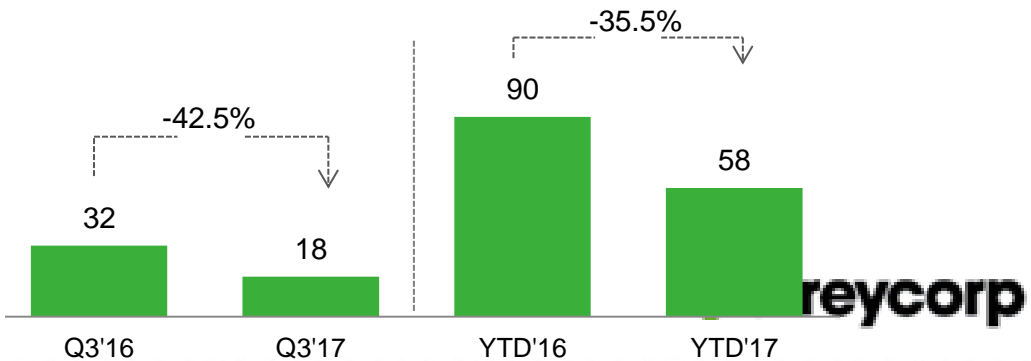


DEBT BY CURRENCY



FINANCIAL EXPENSES

Million Soles S/ mm)



+ferreycorp