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#### **METHODOLOGY**

Companies that have securities listed in the Public Registry of the Stock Market are obliged to disclose their good corporate governance practices to the public. For this purpose, they report their commitment to the principles contained in the Good Corporate Governance Code for Peruvian Companies<sup>2</sup>.

The information to be presented refers to the period ending December 31 of the previous calendar year, so any reference to "the fiscal year" must be understood to be in the period specified above, and is enclosed as an appendix to the Annual Report of the company under the electronic formats established by the Stock Market Superintendence (SMV) to facilitate forwarding the information of this report through the MVnet System.

Section A, includes a cover letter from the company highlighting the main progress achieved regarding corporate governance during the year.

Section B, shows the degree of fulfillment with the principles that make up the Code. To this end, the report is structured in accordance with its five pillars:

- **I.** Shareholders rights;
- II. General Shareholders Meeting;
- III. Board of Directors and Senior Management<sup>3</sup>;
- IV. Risk and Compliance;
- V. Information Transparency.

Each principle is reviewed under the following parameters:

a) Review "to comply or explain". The level of compliance achieved by the company must be indicated with an "x" mark, taking into account the following criteria:

Yes: The principle is fully fulfilled. No: The principle is not fulfilled.

Explanation: If the "No" option was selected, the company must explain in this field the reasons why it did not adopt the principle or the actions developed that allow it to consider progress towards compliance or partial adoption, as appropriate. Additionally, if deemed necessary, the company may provide information about compliance with the principle in cases where the "Yes" option was selected.

b) Support information: Information that provides detail as to how the company has implemented the principle.

Sección C sets forth the company's documents that regulate its policies, procedures or other relevant aspects related to the principles subject to evaluation.

Sección D includes additional information not developed in the previous sections or other relevant information that the company freely decides to mention so that investors and various stakeholders can have a better understanding of the good governance practices it implements.

- The Good Corporate Governance Code for Peruvian Companies (2013) can be consulted in the Guidance – Corporate Governance section of the Stock Market Portal www.smv.gob.pe..
- The term "Senior Management" includes the general manager and other managers.

### -Section A

Cover Letter

### -Section B

Evaluación del cumplimiento de los Principios del Código de Buen Gobierno Corporativo para las Sociedades Peruanas

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### -Section C

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#### REPORT ON THE COMPLIANCE OF THE GOOD CORPORATE GOVERNANCE **CODE FOR PERUVIAN COMPANIES (10150)**

#### **SECTION A: COVER LETTER**<sup>4</sup>

The Good Corporate Governance practices are basic elements that help companies to improve their performance and promote their sustainability. They can be defined as a set of policies and procedures that contribute to steer and control an organization. The action framework of solid and efficient corporate governance includes the management of the relationship with the shareholders-to which an equal treatment is given-, the Board and Senior Management. In addition, it comprises the development of better internal control and risk management environments, as well as transparency for information disclosure, matters that are, today, of special relevancy to the reputation of the companies.

The adoption of good governance practices in order to promote a win-win relationship with the different stakeholders promotes transparency, equity and competitiveness in the enterprise, in line with cultural principles, values and quality standards that perpetuate this vocation. The focus is clear: corporate governance is a never-ending task.

Ferreycorp was one of the first Peruvian companies to list its shares in the Lima Stock Exchange, in the decade of 1960. This took the organization to adopt attributes of Corporate Governance long before the popularization of the concept. Once the shares were made public, transparency and equal treatment to all shareholders,

notwithstanding their size, was actively promoted. In 1994, Ferreycorp started to actively participate in the Peruvian capital market, both in equity and fixed income. In 1997, it performed an international issue of shares (ADR) of only USD 20 million, which was favored by 50% of international shareholders. These events led Ferreycorp to optimize its internal processes to serve the shareholders, developing its capabilities. For example, by then we already had an Investors Relationship area that provided personalized service to shareholders, English-spoken teleconferences were held and quarterly press reports were issued. Initiatives in this area did not stop, but instead were assumed as a long-term effort: an ongoing process that requires full attention to market signals, will and permeability to continuously incorporate best practices in the field, counting with an active strategy from the highest levels of the corporation, the Board and the General Shareholders Meeting.

The Good Corporate Governance code for Peruvian Companies, updated in 2013, is divided into five pillars: i) Shareholders Rights; ii) General Shareholders Meeting, iii) Board of Directors and Senior Management; iv) Risk and Compliance and v) Information Transparency. Currently, this Code-which incorporates recommendations from the Organization for Economic Cooperation and Development (OECD),

which our country pursues joining-demands companies that have securities listed in the Lima Stock Exchange to report their adoption of good governance practices, but not their imperative compliance. Notwithstanding, Ferreycorp gives the highest priority to these matters, to such a point that it has established its governance guidelines in accordance to the aforementioned Good Corporate Governance Code for Peruvian Companies and other local and international principles, in line with the values developed during its 95-year existence.

Describes the main actions implemented during the fiscal year with regard to the terms of good practices in corporate governance that the corporation considers relevant to point out, in line with the five pillars that make up the Good Corporate Governance Code for Peruvian Companies (2013): Shareholder rights, General Shareholders Meeting, Board of Directors and Senior Management, Risks and Compliance and Information Transparency.

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#### REPORT ON THE COMPLIANCE OF THE GOOD CORPORATE GOVERNANCE **CODE FOR PERUVIAN COMPANIES (10150) / SECTION A**

#### **Shareholders and Investors Rights**

The corporation recognizes and protects the rights of its shareholders and investors, as well as an equal and egalitarian treatment among them all, independently of their participation (majority or minority) and origin (national or foreign). Ferreycorp is committed to continuously improving in this regard, in order to attract more investors as a result of its transparency, equity and seriousness in its relations with these important stakeholders. Ferreycorp has corporate documentation – such as Bylaws, regulations, internal policies and rules of procedure – that guides its actions on this matter.

Some key activities to safeguard the rights of our shareholders are providing them with relevant information on the corporation in a permanent manner, as well as planning and calling shareholder meetings with the aim of achieving as much participation as possible, be it through direct or remote presence, or through powers of attorney.

The corporation recognizes that one of the main rights of shareholders is to partake in the profits created by their investment. For more than 20 years, we have had a dividend policy with which we comply thoroughly, as well as entrance and exit mechanisms through the

Lima Stock Market (BVL). In addition, liquidity has been increased through the hiring of a market maker.

Every shareholder also has the possibility to make comments to management and formulate pertinent and legal proposals in order to improve the performance of the company, among other aspects.

Ferreycorp shareholders have the right to require and receive timely and trustworthy information. For this purpose, the corporation has an area exclusively dedicated to answer their queries: the Investor and Securities Relationship Management, which is part of Corporate Finance Management. In addition, the corporation is aware of market opinion, which is why it expects to establish a direct and transparent relationship with the issuing companies it is interested in, for investing or establishing a position or recommendation.

#### **General Shareholders Meeting**

We understand that one of the main rights of shareholders is to approve the corporation's annual management, the distribution of profits, changes to the Bylaws and Board members and external auditors election, among others, at the Annual General Shareholders Meeting, which is why this event is considered very important. On the other hand, if needed, another General Meeting can be called during the fiscal year to discuss a specific matter, by proposal of the Board and complying with the same General Meeting procedures.

Within this context, in 2017 two General Shareholders Meetings took place: the Annual General Meeting and a second General Meeting in which the proposal to redeem the Treasury shares held by Ferreycorp since 2015 – for which the legally allowed two-year period expired in 2017-was approved.

On March 29, 2017 we held the Annual General Shareholders Meeting, called with due anticipation through ads posted on the El Comercio and El Peruano newspapers, over the phone, on our website, by post and by e-mail. The calling detailed each of the agenda items, in order to promote an informed participation of shareholders in the assembly. It must be highlighted that shareholders did not only receive the agenda items, but also a detail of the proposals through a Proxy Statement document that was sent to the investors in order for them to vote with full knowledge of what is required to be approved. This allowed foreign proxy advisors to provide their voting intention.

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For Ferreycorp, the participation of the shareholders in the General Meeting is very important. Thus, the company have aimed to increase the quorum during the Annual General Meeting and that the highest possible number of shareholders, either present at the meeting or represented through powers of attorney sent in advance, approve agenda proposals.

We are aware that, as we have foreign investors, it is sometimes difficult to reach all shareholders, as there are bank and custody sequences between the company and the holder. For this reason, the company decided, four years ago, to hire Georgeson, a Spanish consulting firm leader in identifying shareholders in order to obtain participation at the meetings and improve the process of sending powers of attorney with voting intentions for each of the shareholders being represented.

Thus, we achieved the attendance of 129 shareholders, which added to those who granted powers of attorney, allowed the March 2017 meeting to hold a session with a 78.063% quorum. It is important to note that these powers of attorney were considered as an individual vote for each motion on the agenda.

Due to the good practices regarding the calling for the meeting, disclosure of the agenda and the proposals of

the Board, the two main international consultants who provided recommendations for the management of votes - Institutional Shareholder Services Inc. (ISS) and Glass, Lewis & Co. – recommended all investors to vote in favor of all the proposals made on the March 2017 Meeting agenda.

During this meeting, the General Manager – who is responsible for the compliance and supervision of the resolutions adopted at the previous meeting-informed shareholders of the compliance with the resolutions of the 2016 Annual General Shareholders Meeting, which had already been reported by the Board of Directors and disclosed to the market on that same day as an Important Fact, as well as being published in the Ferrevcorp website.

On that meeting, we carried out a detailed presentation to shareholders on the results and strategic vision of the corporation. In addition, during the assembly the audited financial statements, the annual report and the following agenda items were approved:

• The distribution of cash dividends to shareholders, in line with the corporation's dividends policy in place since 1997 that establishes the criteria for profit sharing, was approved. By recommendation

- of the Board, the cash dividend was PEN 0.128457 per share (12.8457%) and it was paid to shareholders on May 2017. It is worth mentioning that the corporation has been fully honoring its Dividend Policy for almost twenty years.
- The Board members election for the 2017-2020 period was approved. The Board, receiving the shareholders proposals, agreed to recommend to the Meeting the reduction of number of directors from ten to nine. Lastly, five dependent and four independent directors were elected.
- The Board's proposal to hire Gaveglio, Aparicio y Asociados Sociedad Civil de Responsabilidad Limitada, a member firm of PricewaterhouseCoopers (PwC), was approved, and the Board was delegated the negotiation of the conditions of their hiring. The firm was hired by Management on April 2017 for the 2017 fiscal year financial auditing.
- The merger by absorption of Inmobiliaria CDR S.A.C. by Ferreycorp S.A.A. was approved.

As mentioned before, in addition to the Annual General Shareholders Meeting, on November 24, 2017 a second General Shareholders Meeting was held in order to redeem the Treasury shares and thus reduce Ferreycorp's capital.

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In the same way as for the March meeting, the corporation published a Proxy Statement detailing the agenda items and a power of attorney template. The documents were sent to the shareholders, published as Important Facts and made available on the corporate website. Likewise, the proxy advisors recommended voting in favor of all the agenda items.

The Meeting was held with a 73.231% quorum and the presence of 79 shareholders, which unanimously approved the redeeming of 38,643,295 Treasury shares - each with a nominal value of PEN 1.00 - thus reducing the social capital from PEN 1,014,326,324.00 to PEN 975,683,029.00.

#### **Board of Directors Policies**

The Board provides a strategic vision to the corporation, thanks to the plurality of its members and the presence of independent directors. The directors do not only participate in monthly meetings, but also in three special committees (Auditing and Risks; Appointments, Remunerations and Corporate Governance; and Innovation and Systems), chaired by independent directors. At the same time, with a vision of continuous improvement, the Board performs a self-assessment of its duties

and participates in an assessment performed by an external consultant.

In Ferreycorp, we consider the Board's role to be fundamental in creating value for shareholders, as it, along with the Management, creates the strategic plan of the corporation and its subsidiaries, and monitors the execution of the action plans. This is how we guarantee the sustainability of the corporation and the maximization of the value created not only for shareholders but also for all the main stakeholder groups.

The policies and practices of the Board are defined in the Bylaws and its regulation procedures, which cover its responsibilities and functions, how it is made up and its selection criteria, the procedures of induction, the rules of the calling and the way sessions are carried out, the disclosure of information and the definition of its remuneration, among other aspects. It is worth mentioning that in Ferreycorp, the Board is assessed in a methodic and periodic way; the self-assessment of the Board is done annually, while an assessment by an external reviewer is done every two years.

The Annual General Shareholders Meeting held on March 29, elected the new members of the Board for a three-year period and approved the proposal to reduce the number of Board members from ten to nine.

The members of the new Board participated in an induction session and were introduced to the worksites and premises of the corporation. In addition, they participated in a de-centralized session in Central America.

In another area, it is worth mentioning that the Appointments, Remunerations and Corporate Governance Committee changed its name and function to include Sustainability matters. This broadening of its action scope reflects the growing importance that the capital market, including regulators, reviewers and investors, gives to including the management of the three aspects represented by the term "ESG": Environmental, Social and Governance.

On May 31, 2017, we launched an Important Event regarding the appointment of new Chairpersons of Board Committees to the Stock Market Superintendence (SMV). The following appointments of independent directors as Chairpersons of Board Committees were approved:

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- Auditing and Risks Committee: Mr. Javier Otero Nosiglia.
- Appointments, Remunerations, Corporate Governance and Sustainability Committee: Mr. Humberto Nadal del Carpio.
- Innovation and Systems Committee: Mr. Jorge Ganoza Durantt.

During 2017, we used the electronic platform developed by Diligent to manage Board meetings and the information distributed to directors, including the calling, the agenda items and the documents that must be made available to all directors before the meeting, as well as the minute drafts that must be approved by the directors, among other related matters

#### **Risk and Compliance**

An important highlight is the Integral Risk Management Policy, approved by the Board, which covers all companies in the corporation. The mapping of the risks and the process for their control or mitigation are reported to the Auditing and Risks Committee.

Moreover, the corporation understands the importance of the efficiency and independency of the control environments. Ferreycorp has an internal auditor that carries out auditing tasks exclusively for the corporation and is autonomous, experienced and specialized on the matters being independently assessed. The internal auditor reports to the Board through its Auditing and Risks Committee, on the annual auditing plan, the results obtained and actions taken. Within this context, the internal auditor presented the 2017 auditing plan to the Auditing and Risks Committee, and thereafter provided periodical reports on the results of the auditing for each company of the corporation.

Moreover, the corporation has an area dedicated to risk control, and employees strategically trained on risk analysis, crisis and business continuity, which review the strategic, operational and financial risks. During 2017, the mapping of risks of Ferreycorp subsidiaries and the process that defines the measures to control or mitigate them was presented to the Auditing and Risks Committee.

In addition, during 2017 the Auditing and Risks Committee approved updating the current risk management policy and requested changes to current policies. It is worth mentioning that General Management periodically monitors the risks to which the corporation is exposed to (Strategical, Compliance, Operational and Financial) and the Risk Area periodically updates the risks mapping and classifies them according to severity (critical, high, moderate and low).

Ferreycorp and its subsidiaries must hire the services of independent external auditors to obtain annual financial statements, both individual and consolidated. External auditors will deliver an expert opinion on the integrity of said statements. According to the internal policy of the companies, the external auditors will be able to rule the financial statements of the company for five consecutive years, and may be appointed an additional period, in case the services provided are satisfactory and in adequate economical terms.

Ferreycorp sustains the hiring policy of the auditing firm, which is appointed by the General Shareholders Meeting, as proposed by the Board. The hiring of external auditors will depend on the assessment made by the Board's Auditing and Risks Committee. The external auditors will evaluate the effectiveness and operability of the internal control system; their main mission is to offer an independent opinion on the corporation's annual accounting statements.



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It is important to highlight that in 2017, two Compliance Reports were generated that presented the progress made in Compliance areas during each semester to the Board, through the Auditing and Risks Committee. The reports presented an assessment of the level of compliance with the regulations on ten critical aspects of the business. The Compliance Report makes a statement on the compliance with the Code of Ethics, as well as on the regulations regarding the prevention of asset laundering, and reporting to the Unit of Financial Intelligence (UIF), illegal mining control, protection of personal data, public procurement, relationship with clients and providers, the stock market, information disclosure, tax declaration and payment, foreign commerce regulations and employees' labor rights, among others. The objective is to have a report by the end of the fiscal year and to have achieved progress towards the first semester.

During 2017, as part of the dissemination campaign of the new version of the Code of Ethics that was published in 2016, a new online course was developed and used to train the corporation's employees on the Code's contents and their practical application on daily tasks. Moreover, the corporation

has a complaints channel through which possible violations of the Code can be reported.

#### Information Transparency and Integrity

Ferreycorp guarantees the adequate management of information, through the correct and timely disclosure of all matters regarding the corporation that are relevant to shareholders, investors, other stakeholders groups and the market in general. It ensures that information on all relevant matters, including financial situation, business performance, market situation, information on the economic group and delivery of shareholder rights, among others, is presented in a precise and regular manner. It reports, among others, quarterly financial statements, annual report, press material, auditing reports and risk classifications, as well as dividend payment dates. It also has a clear policy that has been duly disclosed to the corporation on the treatment of information, including the definitions of Important Facts, inside information, and classified information.

In particular, related to the handling of inside information, the Information Confidentiality, Transparency and Disclosure to Capital Markets

Safeguarding Internal Norms of Conduct were upgraded to Corporate Norms. The "Blackout Period" was included in this norm; here it is established that all persons that due to their duties and functions have access to inside information cannot buy or sell shares of Ferreycorp and its subsidiaries during the days prior to the publishing of results.

Moreover, in response to the good practice of providing the market with several contact points to gather information, in 2017 Ferreycorp participated in various individual and group meetings with investors, many of which took place abroad, in addition to organizing a non-deal road show in London. We also continued with the quarterly publication of results, analyzing and discussing them, in both English and Spanish, and carrying out quarterly conference calls with institutional investors, investment banks and national and foreign analysts, including the implementation of a webcast to supplement the quarterly call. The General, Financial and Investor Relationships Managements participated in these meetings. The corporation considers that deploying these mechanisms of distribution of relevant information has enabled foreign funds to invest in the company and to keep their high participation of shareholding.

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It must be noted that the corporation produces its financial statements adhering to the International Financial Reporting Standards (IFRS).

#### Other relevant issues

In addition, the corporation describes below other relevant issues of its field:

#### **Transactions among Connected Subsidiaries**

Ferreycorp and its subsidiaries carry out commercial and financial transactions among themselves, which is why we have price regulations on the operations carried out among the companies of the economic group. Accordingly, market prices must be considered both in the margin of product sales among companies as in corporate services and shared services fees, rents and the collection of loan interests. These prices are fixed according to mechanisms approved by the auditing firm, which is in charge of preparing the transfer price report, determining minimum and maximum quartiles both for gross margins collected and interest rates. During 2017, the consulting specialist in transfer prices was changed, in order to have a

complementary opinion on the subject. Likewise, we have continued to regulate on this subject.

In 2017, the corporation has increased the services provided to its subsidiary companies, complying in all cases with the existing regulations. In addition, it submitted the transfer prices report to the National Superintendence of Tax Administration (SUNAT) without any objections.

#### Results of the Review of the Report on the **Compliance of Good Corporate Governance Principle**

It will be recalled that Ferreycorp hired MC&F to validate the review of the report for the 2015 and 2016 fiscal years. The results of the validation performed for the 2016 fiscal year gave 99.6% compliance, higher than the 97.18% level obtained the previous year.

#### **Participation in the Companies Circle**

For more than a decade, the corporation has been member of the Companies Circle at the Latin American Corporate Governance Round Table, formed by nine leading companies and change agents in corporate governance matters in the region. On

September 2017, Ferreycorp attended the fifteenth annual meeting of the Companies Circle, which took place in Lima (Peru), at the offices of Buenaventura. During this meeting, matters related to good governance, compliance and sustainability were covered, based on the experience and knowledge of the companies that comprise the Circle.

In this way, members of the Companies Circle continue to contribute to the agenda of corporate governance in the region, promoting the importance of good practices as a driving force towards creating value in organizations

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#### **Recognitions for Good Corporate Governance**

- Company with best corporate governance practices, winner of the Llave de la BVL ("Key of the Lima Stock Exchange") for the fifth time. This is a distinction created by the Stock Market a decade ago and takes into account the compliance with the Good Corporate Governance Principles, the stock liquidity and the position within the top five companies of the La Voz del Mercado ranking.
- Third place in the 2017 La Voz del Mercado ("The Voice of the Market") ranking, presented by Ernst & Young (EY) and the Lima Stock Market.
- Inclusion in the Good Corporate Governance Index (IBGC) for the tenth consecutive year.
- First place in the Leader Company in Corporate Governance category, distinguished by the 2020 Sustainable Leaders Agenda (ALAS20). In addition, first place in the Leader CEO in Sustainability category.

These distinctions confirm Ferreycorp's commitment with its stakeholders to be a transparent, trustworthy and sustainable company. The corporation is convinced that these good practices positively affect value generation by reducing risk and costs and creating competitive advantages.

The study that brings about the ranking is the result of an anonymous survey, carried out by GfK, where more than 360 specialists participated, among them institutional investors, financial analysts, risk consultants, company banking, regulators, company directors, scholars and business journalists.



### SECTION B: ASSESSMENT OF COMPLIANCE WITH THE PRINCIPLES OF THE GOOD GOVERNANCE CODE FOR PERUVIAN COMPANIES

PILLAR I: Shareholder Rights

**Principle 1: Parity treatment** 

QUESTION I.1	YES	NO	EXPLANATION:
Does the corporation recognize it gives all shareholders belonging to the same class and sharing the same conditions an egalitarian treatment? (*)?	X		The company has a single class of share: common share, which has the same rights and conditions for everyone.

<sup>(\*) &</sup>quot;Same conditions" refers to the particularities that distinguish shareholders, or results in them sharing a characteristic, in their relationship with the corporation (institutional investors, non-controlling investors, etc.). It must be noted that this by no means implies the use of inside information.

QUESTION I.2	YES	NO	EXPLANATION:
¿Does the society promote only the existence of voting share classes?	X	T. Control of the Con	The company only has one class of share and each share grants its holder the right to one vote.



#### a. Regarding the corporation's capital, specify:

Equity capital by the end of the fiscal year	Paid-up capital by the end of the fiscal year	Total number of shares representing the capital stock	Number of voting shares
\$/975,683,029.00	\$/975,683,029.00	975,683,029	975,683,029

#### b. In case the corporation has more than one class of stock, specify:

Class	Number of shares	Nominal value	Rights(*)

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QUESTION I.3	YES	NO	EXPLANATION:
In case the corporation has investment shares, does it promote redemption policies, or voluntary exchange of investment shares for ordinary shares?		Х	It does not apply; the corporation does not have investment shares.

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#### **Principle 2: Shareholder participation**

QUESTION 1.4	YES	NO	EXPLANATION:
Does the corporation establish the forms of share representation, and the person appointed for registering the shares in its corporate documentation?	X		The way the shares are represented is detailed in the Bylaws of the corporation, establishing that shares may be represented by certificates, book entries or any other legal means.  In addition, a person has been appointed in the Internal Conduct Regulations and in the job description of the Securities Executive for registering the shares.
b. Is the share registry permanently updated?	X		Every day, the Securities Department updates all data regarding share transfers as soon as it receives information from Cavali, including the number of shares, thus keeping the registry up to date. This information is verified every month against the Cavali reports.

State how often is the share registry updated after being notified of a variation.

FREQUENCY	Within the first forty-eight hours	X		
	Weekly			
	Others (describe) (in days)			





#### Principle 3: Non-dilution of participation in equity capital

QUESTION I.5	YES	NO	EXPLANATION:
a. Is it a policy of the corporation that proposals made by the Board with regard to corporate actions that may affect the non-dilution right of shareholders (i.e. mergers, spin-offs, equity increase, among others) shall be previously explained by the Board in a detailed report, with the independent review of a recognized, professional external adviser appointed by the Board?	Х		This policy is included in the 15th article of the Board's Rules of Procedure.  During the 2017 fiscal year, the General Shareholders Meeting approved the redemption of Treasury shares and the subsequent capital reduction. The company hired external consultants that presented their reviews to the Board.
b. Does the corporation have the policy of providing shareholders with the above- mentioned reports?	Х		The corporation has hired external consultants whenever it has issued securities, reorganized the corporation and reduced the capital, and their conclusions have been presented to the Board. Article 15 of the Board's Rules of Procedure states the corresponding policy, which includes making reports available to shareholders.

In case the corporation has carried out corporate operations under clause a) of Question I.5, and has independent directors (\*), explain if in all cases: NOT APPLICABLE

	YES	NO
Was there a positive vote from all independent directors for the appointment of an external adviser?		
Did all independent directors express clearly their approval of the previously mentioned report, and backed, if it were the case, the reasons for their unconformity?		

<sup>(\*)</sup> Independent directors are those who have been selected because of their professional experience, reputation, sufficiency and economic independence and disassociation with the corporation, its shareholders or directors.

#### Principle 4: Information and communications to shareholders

QUESTION I.6	YES	NO	EXPLANATION:
Does the corporation appoint the staff or means for shareholders to receive or require timely, trustworthy and truthful information?	X		Notwithstanding the information responsibilities of the General Manager, and according to the article 190 of the General Business Association Law, the Corporate Finance Manager and the Investors Relationships Executive receive and answer all information requests.  The people in charge of receiving, processing and answering information requests from shareholders are:  Fiorella Caro Gutierrez – Securities Officer, in charge of answering shareholders requests, especially on shareholding, cash dividend release, participation in the Shareholders Meeting, etc.  Elizabeth Tamayo Maertens – Investors Relationships Executive, in charge of handling information requests from shareholders, investors, analysts, rating agencies and public in general as well as guaranteeing the fulfillment of the Good Corporate Governance Principles, especially about information transparency matters.



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a. State through which means shareholders receive and/or request information about the corporation.

Means of Communication	Receive information	Request information		
E-mail	X	X		
Telephone	X	X		
Corporate website	X	X		
Post	X	X		
Informative Meetings	X	X		
Others (describe)	Stock Market Superintendence website			

b. Does the corporation have a maximum deadline for answering information requests presented by shareholders? If the answer is Yes, how long is it?

Maximum amount of time (days)

QUESTION I.7	YES	NO	EXPLANATION:
Does the corporation have any mechanisms in place for shareholders to express their opinion on its performance?	X		The definition of the mechanisms for shareholders and investors to express their opinion about the corporation's performance can be found in the Regulations of the
			General Shareholders Meeting.

If the answer to the previous question was Yes, describe the mechanisms the corporation has established for shareholders to express their opinion on its performance.

The Corporation has different mechanisms to receive the opinion of shareholders regarding its development: i) On the corporate website there is a link for shareholders to express their opinion, ii) The corporation has a toll-free line exclusively for shareholders through which they can speak to the executive in charge of the Securities Department; iii) Shareholders may get in touch via e-mail or phone with the person in charge of the Investors Relationships Department; iv) General Management, Finance Management, and the Investors Relationships Executive participate of meetings and conferences organized by investment banks and stockbroker agencies where they meet with investors and listen to their opinions; v) Investors may visit the offices and premises of the company; vi) The company encourages shareholders to participate in the General Meeting and invites them to make questions and comments.

#### **Principle 5: Dividends distribution**

QUESTION I.8	YES	NO	EXPLANATION:
a. Is the compliance with the dividend policy assessed over a defined period?	X		Every year, we publish on our corporate website a table with the distribution of profits approved by the General Shareholders Meeting and the dividends to be distributed. This same information is presented in each General Shareholders Meeting, when the distribution of profits is discussed.
b. Are shareholders aware of the dividend policy through the corporate website, among other means of communication?	X	1 1 1 1 1 1 1	

a. Describe the dividend policy of the corporation that applies on the fiscal year..

Approval date	26/03/2013
(criteria for the distribution of profits)	The policy establishes: "The dividends to be distributed in cash amount to 5% of the nominal value of the shares issued at the time the meeting is called, and may add up to 60% of the free access profits. In case 5% of the nominal value of the shares issued at the time the meeting is called is below 60% of the free access profits obtained at the end of the fiscal year, the meeting may distribute a greater dividend in cash, whose limit will be 60% of the free access profits."

b. State the dividends in cash and shares distributed by the corporation during the current fiscal year and the previous one.

		Dividends	Dividends per share			
Per share	Current fi	scal year	Previous 1	iiscal year		
	In cash	In shares	In cash	In shares		
Common share	0.128457	-	0.08866	-		

#### Principle 6: Takeover or change of control

QUESTION I.9	YES	NO	EXPLANATION:
Does the corporation have policies or agreements regarding not adopting any anti- absorption mechanisms?	X	i e	The corporation does not have any policies or agreements to adopt anti-absorption mechanisms.

State if your corporation has established any of the following measures:

	SÍ	NO
A minimum number of shares required to become a director		X
A minimum amount of years as director in order to be appointed Chairman of the Board		X
Compensation agreements for executives/officers for any changes resulting from a takeover bid.	1	Х
Other similar measures (describe)		

#### **Principle 7: Arbitration to solve disputes**

QUESTION I.10	YES	NO	EXPLANATION:
a. Does the corporation's Bylaws include a mediation agreement that recognizes that any disputes among shareholders or shareholders and the Board, as well as any dispute of agreements of the GSM and of the Board by the corporation's shareholders will be solved by legal arbitration?	X		After evaluating this innovation in the new Corporate Governance Principles, the 2016 General Shareholders Meeting approved a change in the Bylaws to include an arbitration clause.
b. Does that clause enable an independent third party to solve the disputes, except when an express legal reserve has been set by ordinary courts?	Х		The arbitration clause approved establishes that disputes will be solved by the unquestionable decision of an arbitration tribunal composed of three members. The arbitration shall be legal, and handled by the arbitration center of the Lima Chamber of Commerce or that of the Peru American Chamber of Commerce (Amcham-Peru) to be chosen by the person setting forward the dispute, which will subject to the Arbitration Regulations of the above mentioned center and will take place in Lima.





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In case any GSM or Board agreements have been disputed by any of the shareholders or any persons involved in the corporation during the fiscal year, state how many.

Number of disputes on GSM agreements	0
Number of disputes on Board Agreements	0

#### PILLAR II: General Shareholders Meeting

#### **Principle 8: Function and competence**

QUESTION II.1	YES	NO	EXPLANATION:
Is the approval of the Board's remuneration policy an exclusive and non-delegable function of the GSM?	X		The Board's remuneration policy is established in the Bylaws of the Corporation which was approved by the GSM

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State if the following functions are exclusive of the GSM; if the answer is No, explain which body is in charge of them.

	YES	NO	BODY
Arranging special investigations and audits	X		This is not an exclusive power of the GSM; it can also be exercised by the Board or Management.
Agreeing modifications to the Bylaws	X		
Agreeing to increase the equity capital	Х		
Agreeing to distribute advance dividends	Х		
Appointing external auditors	Х		

#### Principle 9: Regulations of the General Shareholder's Meeting

QUESTION II.2	YES	NO	EXPLANATION:
Does the corporation have Regulations for the GSM, which are binding, and whose non-compliance shall give rise to liabilities?	Х		The Regulations of the GSM specify that the application of both the Bylaws and the Internal Regulations of the General Shareholders Meeting are mandatory for their corresponding instances and are therefore binding, meaning that non-compliance will give rise to liabilities.

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If there are GSM Regulations, specify if they establish procedures for:

	YES	NO
Calling the meeting	X	
Shareholders to add items to the agenda	Х	
Providing shareholders with additional information before the meeting	Х	1
Development of the meetings	Х	
Appointment of the members of the Board	Х	
Other relevant actions (describe)		

#### Principle 10: Calling mechanisms

QUESTION II.3	YES	NO	EXPLANATION:
Beyond the calling mechanisms established by law, does the corporation have calling mechanisms that enable it to establish contact with the shareholders, particularly those that do not participate of the control or management of the corporation?	X		The company prepares a letter for shareholders, a proxy statement with the agenda items, and a power of attorney template. These documents are given to shareholders, posted on the website, and sent to the SMV as an "Important Fact". The company then contacts the proxy voting team of investors in order to solve any doubts that may arise about the agenda items, and to ensure not only suitable quorum but also quality voting. In all meetings with investors, it is announced that the GSM will take place in March in order to ensure participation.  Moreover, the person in charge of the Securities Department personally calls all shareholders and engages in following up their attendance to the meeting.

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a. Complete the following information for each of the Meetings that have taken place during the fiscal year:

Calling	Meeting		Type of	Type of meeting Universal Meeting		m% areholders		Participation (%) of the total amount of shares with voting rights			
date	date	Venue of the Meeting	Special	General	Yes	Š	Quoru	Number of sh	Through power of aff.	Direct exercise (*)	Didnotuse their right to vote
MAR 03 2017	MAR 29 2017	Jr. Cristobal de Peralta Norte 820, Monterrico, Santiago de Surco (Ferreycorp institutional site)	 	Х	 	Х	78.063%	129	32.91%	45.15%	21.94%

Calling	Meeting		Type of	Type of meeting		ype of meeting Universal Meeting		% <b>w</b>	Participation (%) of the total of shares with voting right		1
date	date	Venue of the Meeting	Special	General	Yes	Š	Quoru	Number of sh	Through power of aff.	Direct exercise (*)	Did not use their right to vote
OCT 29 2017	NOV 24 2017	Jr. Cristobal de Peralta Norte 820, Monterrico, Santiago de Surco (Ferreycorp institutional site)		х	1	Х	72.953%	77	34.34%	38.62%	27.05%

<sup>(\*)</sup> Direct exercise includes voting by any means or modalities that do not imply representation.



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a. Which means, beyond those mentioned in article 43 of the Law of Business Associations and those covered by the Important Facts and Classified Information regulations, did the corporation use to disclose the callings for the Meetings during the fiscal year?

E-mail	X	Post	Х
Telephone	X	Social media	
Corporate website	X	Others (describe)	X

QUESTION II.4	YES	NO	EXPLANATION:
Does the corporation provide shareholders with all the information regarding the agenda items of the GSM, and the proposals (motions) of the agreements to be taken?	X		Shareholders are provided, before the meeting, with the agenda items to be discussed and the development of the motions and documents to be approved, such as the Annual Report Minutes and Financial Statements, which are communicated as "Important Facts".  At the meeting, they receive a printed copy of the Annual Report to be approved, as well as the audited Financial Statements.

Did the callings made by the corporation during the fiscal year:

	YES	NO
Specify where to find the information regarding the agenda items to be discussed at the meetings?	Х	
Include agenda items such as "Other matters", "Miscellaneous" or other such terms?		Х

QUESTION II.5	YES	NO	EXPLANATION:
Do GSM Regulations include mechanisms that enable shareholders to exercise their right to propose agenda items to be discussed at the GSM, and procedures in order to accept or refuse those proposals?	X		The GSM Regulations establish that shareholders may contact the Chairman of the Board by letter, e-mail or Ferreycorp's website, preferably before February 15 and at the latest by the calling closing date, asking to include any matters of relevant importance that may affect the rights of shareholders. The Chairman will submit it to the Board, which will approve the calling to the General Meeting and establish the agenda items. The Board will evaluate the shareholder's requests, and if they consider they are of social interest, will proceed to include them in the agenda. In case the Board dismisses any of these requests, it will let the requesting shareholder know through a written communication of its Chairman, justifying the decision, on the day following the Board's meeting.

a. State the number of requests to include items in the agenda of the GSM presented by shareholders during the fiscal year and their outcomes:

Number of requests 9 1					
Received	Accepted	Rejected			
0	0	0			



b. In case any requests to include items in the agenda of the GSM have been dismissed during the fiscal year, state whether the corporation justified this decision to the requesting shareholders.

NOT APPLICABLE

YES NO	
--------	--

#### **Principle 12: Procedures for voting**

QUESTION II.6	YES	NO	EXPLANATION:
Does the corporation have mechanisms that enable shareholders to vote in spite of physical distance by secure electronic or postal means, which guarantee that the person casting the vote is actually the shareholder?	Х		Shareholders who do not attend the GSM may vote remotely through their custodian bank, which receive their voting instructions and represent them at the meeting. In addition, shareholders are entitled to send their powers of attorney by post where they may state their voting intentions.

a. If applicable, state the mechanisms or means the corporation has in place for remote voting.

Voting by electronic means	х	Voting by postal means	
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b. In case remote voting has taken place during the fiscal year, provide the following information:

		Percentage remote voting / total			
Meeting date	<b>F</b> -mai	Corporate	Post	Others	
MAR 29, 2017				100	0.3585
NOV 24, 2017		 	1	100	3.2874

QUESTION II.7	YES	NO	EXPLANATION:
Does the corporation have corporate documents that clearly specify that shareholders may vote separately on those matters that are substantially independent, so that they may cast their votes separately?	Х		The shareholders meeting regulation, in article 15, state that shareholders may vote separately on those matters that are substantially independent, so that they may cast their votes separately



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State whether the corporation has corporate documents that clearly specify that shareholders may vote separately for:

	YES	NO
The appointment or ratification of the directors by voting individually for each of them.	Х	
ne amendment of the Bylaws, for each article, or article group that are substantially independent.		
Others (describe)		

QUESTION II.8	YES	NO	EXPLANATION:
Does the corporation enable those who represent several shareholders to cast			
differentiated votes for each shareholder, in order to allow them to comply with the	X		
instructions of each person being represented?			

#### **Principle 13: Delegation of voting rights**

QUESTION II.9	YES	NO	EXPLANATION:
Does the corporation's Bylaws enable shareholders to delegate their vote to anyone?	X		



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If the answer to the previous question was No, state whether the Bylaws limits the right of representation to any of the following persons: **NOT APPLICABLE** 

	YES	NO
Another shareholder		
Adirector		
Amanager		

QUESTION II.10	YES	NO	EXPLANATION:
a. Does the corporation have in place procedures that describe the conditions,     means and formalities to be complied when votes are delegated?	X		
b. Does the corporation provide shareholders with a standard letter of representation, including data on the representatives, the items the shareholder is delegating their vote on, and when applicable, their likely vote for each of the proposals?	X		For the General Shareholders Meetings that were carried out through 2017, shareholders received a proxy statement including the agenda and a model letter of representation, with a space for each shareholder to include data on the person representing them at the meeting, as well as the agenda items and a space to state their likely vote.



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Describe the requirements and formalities needed for a shareholder to be represented at the Meeting:

Formality (state if the corporation demands a simple letter, notarized letter, public deed or other).	Simple letter
Anticipation (how many days before the Meeting must the power of attorney be presented).	1
Cost (state whether a payment must be made to the corporation for this purpose, and how much is it).	None

QUESTION II.11	YES	NO	EXPLANATION:
a. Does the corporation have a policy on limiting the percentage of votes delegated to members of the Board and Senior Management?	X		Article 10 of the General Shareholders Meeting Regulations was amended in order to limit the percentage of votes delegated to members of the Board and Senior Management. It establishes that whenever vote representation or delegation is conferred to the Chairman of the Board, a board member, or the General Management of the corporation, they may represent an amount of shares representing a maximum of 20% of the capital. The allocation of powers of attorney will take place according to the date and time the powers of attorney are received by the corporation. In case 20% is exceeded, the corporation will establish a secondary representative for those votes, in case the shareholder did not appoint another person to that end, as specified on the representation template.  For the 2017 GSMs, the power of attorney template sent to shareholders included a paragraph mentioning the limit.
c. Whenever votes are delegated to members of the Board or Senior Management, does the corporation have the policy that shareholders delegating their votes should clearly state their likely vote?	Х		This policy has been included in the general Shareholders Meeting Regulations. The policy states that all shareholders should express their likely vote, not only those who give power of attorney to members of the Board and Senior Management.

#### **Principle 14: Monitoring GSM agreements**

QUESTION II.12	YES	NO	EXPLANATION:
a. Does the corporation monitor the agreements reached at the GSM?	X		During the 2017 fiscal year, we monitored the Important Fact published on March 30 announcing the agreements of the meeting: the approval of the Financial Statement and Annual Report Minutes, payment of dividends in cash, Board members election, appointment of external auditors and the merger through absorption of Inmobiliaria CDRS.A.C. by Ferreycorp S.A.A.
b. Does the corporation issue periodical reports to the Board that are then available to shareholders?	X		Management issues a report to the Board's Appointments, Remunerations, Corporate Governance and Sustainability Committee, to inform on the progress of the agreements made at the General Shareholders Meeting, which is then published on the corporate website so shareholders may access it.

If applicable, state which is the area and/or person in charge of monitoring the agreements reached at the GSM. In case a person is in charge, specify their position and area of work.

Area in charge		General Management	
	Person in charge		
Name	Position	Area	
Mariela Garcia Figari de Fabbri	General Manager	General Management	





Pilar III: Board of Directors and Senior Management

**Principle 15: Board composition** 

QUESTION III.1	YES	NO	EXPLANATION:
Is the Board made up by people with different specialties and competences, who are honorable, ethical, economically independent, have enough availability and other relevant qualities for the corporation, so that there are various approaches and opinions?	X		



a) Provide the following information about the members of the corporation's Board during the fiscal year:

	DA	ATE	SHAREHOLD	ING (****)	
NAME	PROFESSIONAL TRAINING (*)	START (**)	END (***)	N° OF SHARES	PART. (%)
Directors (excluding independ	dent ones)				
Óscar Espinosa Bedoya	Civil Engineer, Universidad Nacional de Ingenieria; Postgraduate degrees in Engineering, Economics and Business Administration with different titles and diplomas from Harvard University, North Carolina State University, ISVE Italia, Kellogg School of Northwestern University, Institute of Economy of University of Colorado, PAD of the Universidad de Piura.  He participates in 21 other boards, 16 of them of companies belonging to the economic group.	JUL01, 1987			
Carlos Ferreyros Aspíllaga	Business Administrator, Princeton University. He participates in 2 other boards, one of them of a company belonging to the economic group.	JAN 10, 19711			
Manuel Bustamante Olivares	Attorney, Law Faculty of the Pontificia Universidad Catolica del Peru. He participates in 11 other boards, one of them of a company belonging to the economic group.	MAR31, 2011			
Juan Manuel Peña Roca	Civil Engineer, Universidad Nacional de Ingenieria. He participates in 8 other boards, one of them of a company belonging to the economic group.	DEC 28, 1984			



NAME PROFESSIONAL TRAINING (*)	DA	ATE	SHAREHOLD	ING (****)	
INAIVIE	PROFESSIONAL TRAINING (*)	START (**)	END (***)	N° OF SHARES	<b>PART. (%)</b>
Directors (excluding indepen	dent ones)				
Andreas von Wedemeyer Knigge	Es administrador de empresas, graduado en Hamburgo, Alemania, Business Administrator, Hamburg University, Germany. He studied in the Program for Management Development at the Harvard Business School and at Universidad de Piura.  He participates in 19 other boards, one of them of a company belonging to the economic group.	JUL 07, 2003			
Independent Directors					
Humberto Nadal del Carpio	Economist, Universidad del Pacifico. He has an MBA from Georgetown University. He participates in 6 other boards.	MAR 29, 2017			
Jorge Ganoza Durant	Geologist Engineer, New Mexico Institute of Mining and Technology. He participates in 3 other boards, one of them of a company belonging to the economic group.	MAR 29, 2017			
Gustavo Noriega Bentín	Business Administrator, Universidad del Pacifico and MBA, IESE Business School of Universidad de Navarra, Spain. He participates in 2 other boards, one of them of a company belonging to the economic group.	MAR 29, 2017			





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NAME	PROFESSIONAL TRAINING (*)	DATE		SHAREHOLDING (****)	
NAIVIE PROFESSIONAL IRAINING ( )		START (**)	END (***)	N° OF SHARES	<b>PART. (%)</b>
Directors (excluding independent ones)					
Javier Otero Nosiglia	Economics and Administration bachelor, Universidad de Malaga, Spain. He participates in 2 other boards.	MAR 29, 2017			

- (\*) State whether the director participates of other Boards, specifying how many and whether they belong to the economic group of the corporation. For this purpose, use the definition of economic group included in the Indirect Property, Association and Economic Groups Regulations.
- (\*\*) Corresponds to their first appointment in the corporation.
- (\*\*\*) To be completed only in case they have vacated the position of director during the fiscal year.
- Only applicable for directors whose capital stock is equal to or greater than 5% of the shares of the corporation.

i i		i i		i i
	Percentage of shares held by directors		1.45	
i i	reicei lage of strates held by difectors	i i	1.40	i i
1		The state of the s		The second secon

State the number of directors of the corporation who belong to each of the following age-ranges:

Under 35	Between 35 and 55	Between 55 and 65	Over 65
0	3	2	4





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a. State whether there are specific requirements to become Chairman of the Board, beyond those needed to be appointed director:

TES   NO	Χ	
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If the answer to the previous question was Yes, specify those requirements.

b. Does the Chairman of the Board have a casting vote?

s X

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QUESTION III.2	YES	NO	EXPLANATION:
Does the corporation avoid appointing deputy or alternate directors, especially because of quorum?	X		



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In case there are alternate or deputy directors, specify:

Full name of alternate or deputy director	Start (*)	End (**)

- (\*) Corresponds to the first appointment as alternate or deputy director of the corporation (\*\*) To be completed only in case they have vacated the alternate or deputy director position during the fiscal year.

QUESTION III.3	YES	NO	EXPLANATION:
Does the corporation disclose the names of the directors, their independent status and their resumes?	X		

Indique bajo qué medios la sociedad divulga la siguiente información de los Directores:

	E-mail	Corporate website	Post	<b>Not informed</b>	Others (describe)
Name of directors		Х			Annual report / Other reports
Their independent status		Х			Annual report / Other reports
Resume		Х			Annual report / Other reports

#### Principle 16: Functions of the Board

QUESTION III.4	YES	NO	EXPLANATION:
Is it a function of the Board:  a. To approve and lead the corporation's strategy?	Х		
b. To establish objectives, goals and plans of action including annual budgets and business plans?	X		
c. To control and supervise the management and be responsible for the governance and administration of the corporation?	Х		
d. To supervise good corporate governance practices and establish the policies and measures needed in order to improve their application?	X		

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#### REPORT ON THE COMPLIANCE OF THE GOOD CORPORATE GOVERNANCE CODE FOR PERUVIAN COMPANIES (10150) / SECTION B

- a. Specify other relevant powers of the corporation's Board.
  - a). Call the General Shareholders Meeting.
  - b). Establish regulations for its own operation.
  - c). Evaluate, approve and lead the corporate strategy, the business plan and the annual budgets of the corporation and its subsidiaries, as the main activity of the corporation is to invest on the business of its subsidiary companies, having up to a 99% of shareholding in some of them.
  - d). Establish the Board Committees and appoint their members, among which independent directors must be included.
  - e). Present every year the annual report, the general balance and the profit and loss statements to the shareholders, with recommendations on how to apply the profits.
  - f). Ensure the integrity of the financial statements and the accounting systems, as well as the existence of risks control systems.
  - g). Accept the resignations of its members and fill the vacancies in all cases stipulated by the law and the Bylaws.
  - h). Appoint and remove the general manager and, if it considers it is convenient or necessary, all other officers of the corporation, determining

- their obligations and granting or withdrawing powers with the responsibilities they consider appropriate
- i). In general, grant the powers of attorney it considers appropriate.
- j). Supervise all the corporation's businesses, having the power to control all the corporation's ledgers, particularly those of its subsidiary companies.
- k). Agree the distribution of advanced dividends on account of the results of the fiscal year, whenever the General Shareholders Meeting delegates that power to the Board.
- l). Decide on all commercial, financial, and administrative matters that are convenient for achieving the corporate purposes, without any restrictions regarding amount.
- m). Alienate and or dispose of assets of the company, as long as their book value at the time of extrication is not more than 50% of the corporation's capital.
- n). Establish security arrangements, such as personal property guarantees, mortgages, bonds, warrants, and endorsements, among others, for movable and immovable assets of the corporation in order to secure the various operations of the corporation and its subsidiaries

- or affiliates, as well as modifying the terms of the guarantees given and agree the adherence of the corporation to the necessary documentation for the constitution, modification and cancellation of those guarantees.
- o). Supervise compliance with the established policy for the management of confidential information, be it classified or inside information, according to the norms agreed by the corporation and the regulatory entities and bodies.
- p). Ensure compliance with the corporation's Code of Ethics, and approve its amendments and modifications.
- q). Delegate the power to execute agreements made by the Board on directors and/or officers, giving them authorization to sign all public and private documents required for the exercise of such legal representation and to carry out the processes and procedures needed to implement those agreements.
- r). Evaluate regularly its own management.
- s). Exercise other powers that appear expressly or implicitly in the Bylaws.





1	b. Does the Board delegate any of its functions?		
	YES	NO X	
;	State, if applicable, which are the main functions of the Board that have been delegated, and to which b	ody they have been delegated:	
	State, if applicable, which are the main functions of the Board that have been delegated, and to which b  Functions	Body / area those functions have been delegated to	

#### Principle 17: Duties and rights of the members of the Board

QUESTION III.5	YES	NO	EXPLANATION:
Are the members of the Board entitled to:  a. Request assistance or input from experts to the Board?	X		
b. Participate in induction programs on their powers and responsibilities and to be duly informed on the organizational structure of the corporation?	X		The induction session for the new directors elected for the 2017-2020 period was held on April 11, 2017.
c. Receive remuneration for their work, which combines recognition of their professional experience and the dedication they show to the corporation with a rational criteria?	X		



In case specialized advisers were hired during the force corporation's decision-making, has been made available.		he Board, who have worked during the fiscal year to help with the
Y	ES	NO
State, if applicable, whether any of the specialized a NOT APPLICABLE	dvisers is related in any way to a member of the Board and	/or Senior Management (*).
Y	ES	NO
(*) For relationship purposes we apply the relation criteria included in	the Indirect Property, Association and Economic Groups Regulations.	
a. State whether the corporation carried out induc	tion programs for the new members that entered the corp	oration.
v	FS X	NO



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b. State the percentage representing the total amount of payments and annual bonuses given to the directors with regard to the gross income, according to the corporation's financial statements.

Payments	Payments Gross Income Percentage		Gross Income Percentage
Directors (excluding independent ones)	0.056%	Delivery of shares	
Independent directors	0.044%	Delivery of options	
		Delivery of money	
		Others (describe)	

#### **Principle 18: Board Regulations**

QUESTION III.6	YES	NO	EXPLANATION:
Does the corporation have Regulations for the Board that are binding and whose non-compliance shall give rise to liabilities?	X		



State whether the Board Regulations include:

	YES	NO
Policies and procedures for its operation	X	
Board's organizational structure	X	
Functions and responsibilities of the Chairman of the Board	Х	
Procedures for identifying, evaluating and nominating candidates to members of the Board, proposed at the GSM	X	
Procedures in case of vacancy, cessation and succession of directors.	Х	
Others (describe)		

#### **Principle 19: Independent directors**

QUESTION III.7	YES	NO	EXPLANATION:
Is at least one-third of the Board constituted by independent directors?	X		





State which of the following conditions the corporation considers when classifying their directors as independent:

	SÍ	NO
Not being a director or employee of a company of the same business group, unless three or five years, respectively, have passed since the termination of that relationship.	Χ	
Not working for a shareholder whose stock ownership amounts to, or is more than, 5% of the corporation. Included in GSM Regulations	Х	1
Not exceeding eight consecutive years as independent director of the corporation.		X
Not having or having had within the last three years a commercial or contractual business relation, be it direct or indirect and of a significant nature (*), with the corporation or any other company of the same group. Included in GSM Regulations	Х	 
Not being spouse, or having any family relationship in first or second degree of consanguinity, or in first degree of affinity, with shareholders, members of the Board or the Senior Management of the corporation. Included in GSM Regulations	Х	 
Not being director or member of the Senior Management of another company in which any director or member of the Senior Management is part of the Board.		X
Not having been in the last eight years member of the Senior Management or employee of the corporation, of companies of the same group or of companies that own shares of the corporation. Included in GSM Regulations	Х	 
Not having been in the last three years partner or employee of the external Auditor of any corporation of the same group.	Х	 
Others (describe)		1

QUESTION III.8	YES	NO	EXPLANATION:
a. Does the Board state that the candidate it proposes is independent based on the inquiries it carries out and on the candidate's own declarations?	X		At the most recent Board election in 2017, the resumes of the candidates to the Board were published in the Proxy Statement.  A form has been created for directors to provide information that determines their Independence condition.
b. To become independent directors, do candidates state their condition of independence to the corporation, its shareholders and managers?	X		For the March 2017 Board election, the directors signed a Code of Conduct that contained a declaration that included criteria to determine their Independence condition.

#### **Principle 20: Board's operability**

QUESTION III.9	YES	NO	EXPLANATION:
Does the board have a working plan that contributes to the efficiency of its functions?	Х		



QUESTION III.10	YES	NO	EXPLANATION:
Does the corporation provide its directors with the channels and procedures needed in order to participate more efficiently of Board meetings, even in a remote manner?	Χ	 	

a. State, in regard to the Board meetings carried out during the fiscal year:

Number of sessions carried out	16
Number of sessions without calling (*)	0
Number of sessions in which the Chairman of the Board was not present	0
Number of sessions in which one or more directors were represented by deputy or alternate directors	0
Number of senior directors who were represented at least once	0

(\*) On this field, the number of sessions that have taken place under the provisions of the last paragraph of article 167 of the Law of Business Associations must be mentioned.

b. State the percentage of assistance of directors to the Board meetings during the fiscal year.

Name	% of attendance
Óscar Espinosa Bedoya	100%
Carlos Ferreyros Aspíllaga	73%
Manuel Bustamante Olivares	82%
Juan Manuel Peña Roca	100%
Andreas Von Wedemeyer Knigge	91%
Jorge Ganoza Durant	82%
Humberto Nadal del Carpio	91%
Gustavo Noriega Bentín	82%
Javier Otero Nosiglia	100%

c. State how long before the Board meeting are directors provided with all the information about the points to be discussed at the meeting.

	Under 3 days	Between 3 and 5 days	More than 5 days
Non-confidential information			X
Confidential information			X





QUESTION III.11	YES	NO	EXPLANATION:
a. Does the Board carry out at least once a year an objective assessment of the performance of its members, and of itself acting as a body?	х		
b. Is self-assessment alternated with assessments made by external advisers?	Х		An external adviser was hired for the evaluation of the Board's performance for the 2016 fiscal year. The Board evaluation by external advisers is done every two years; it will be performed again on 2018.

a. State whether the Board's performance has been assessed during the fiscal year.

	YES	NO	
Acting as body	X		
Assessment of its members	X		

If the answer to the previous question was Yes for any of the fields, provide the following information for each assessment:

Assessment	Self-ass	Self-assessment		External assessment		
	Date	Published (*)	Date	Entity in charge	Published (*)	
	DEC 20, 2017	No	JUN 9, 2017	PCR	No	

#### 2017

#### **Principle 21: Special committees**

QUESTION III.12	YES	NO	EXPLANATION:
a. Does the Board create special committees to focus on the analysis of the most relevant aspects for the corporation's performance?	Х		
b. Does the Board approve the Regulations for each of the special committees it creates?	Х		
c. Do independent directors chair special committees?	Х		All the special committees (Appointments, Remunerations, Corporate Governance and Sustainability; Auditing and Risks; Innovation and Systems) are chaired by independent directors.
d. Are budgets assigned to the special committees?		Х	



QUESTION III.14	YES	NO	EXPLANATION:
Does the corporation have an Auditing Committee that supervises the efficiency and suitability of the system of internal and external control of the corporation, the corporation's auditing work or the independent auditor, as well as the compliance with the legal and professional independence regulations?	x		The Auditing and Risks Committee meets with internal and external auditors.

 $a. \ \ State\,whether\,the\,corporation\,also\,has\,in\,place\,the\,following\,special\,committees:$ 

system of remunerations and incentives?

	YES	NO
Risks Committee	X	
Corporate Governance Committee	Х	

b. In case the corporation has special committees, provide the following information about each committee:

Committee name:	Appointments, Remunerations, Corporate Governance and Sustainability Committee			
Creation date:	JAN 26,2005			
Main functions:	<ul> <li>b). Reviewing the repothers, and draft reconstructions.</li> <li>c). Reviewing reports on its performance.</li> <li>d). Ensuring the effecte.</li> <li>e). Reviewing the self-f). Approving the poland Inside or Class.</li> <li>g). Identifying the polantters.</li> <li>h). Receiving and profits.</li> <li>j). Approve Social and Proving Suggesting a policy.</li> </ul>	orts presented by the manageme ecommendations accordingly, to on the hiring of the main executive e. tiveness of governance practices assessment of the Principles of Goicy of information through the Intersified Information.	ration of the Board.	
Mambara of Cammittae (*)	Dates			
Members of Committee (*): Names	Start (**)	End (***)	Position in committee	
Humberto Nadal del Carpio	Apr 26, 2017		Chairman	
Óscar Espinosa Bedoya	Jan 26, 2005		Regular Member	
Carlos Ferreyros Aspíllaga	Jan 26, 2005		Regular Member	

Regular Member

Andreas von Wedemeyer Knigge

Apr 26, 2017



Jorge Ganoza Durant Apr 26, 2017	Regular Member			
% of independent directors in the committee	40%			
Number of sessions during the fiscal year:	5			
Has delegated faculties according to the article 174 of the Law of Business Associations:	YES X			
The committee or its chairman participate in the GSM	YES X			

Committee name:	Auditing and Risks Co	Auditing and Risks Committee				
Creation date:	Jan 26, 2005	an 26, 2005				
Main functions:	be aware of the de external auditing. b). Reviewing and and					
Members of Committee (*):	Date			Pasition in committee		
Names	Start (**)	End (***)		Position in committee		
Javier Otero Nosiglia	Apr 26, 2017		Chairman			
Óscar Espinosa Bedoya	Jan 26, 2005		Regular Member			
Carlos Ferreyros Aspíllaga	Jan 26, 2005	Regular Member				
Andreas von Wedemeyer K.	Jan 26, 2005		Regular Member			





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The committee or its chairman participate in the GSM		YES X		NO NO		
Has delegated faculties according to article 174 of the Law of Business Associations:		YES X		NO		
Number of sessions during the fiscal year:			4			
% of independent directors in the commi	ittee			33%		
Gustavo Noriega Bentín	Apr 26, 2017		Regular Member			
Juan Manuel Peña Roca	Aug 31, 2016		Regular Member			

#### The following committee has met since 2015:

Committee name:	Innovation and Systems Committee
Creation date:	08/27/2014
	<ul> <li>a). Contributing towards creating and strengthening the innovation strategy of the corporation, in line with its long-term development.</li> <li>b). Giving the Board's support to the creation of corporate innovation processes and providing them with the resources they need.</li> <li>c). Supporting actions aimed at mitigating technological and information security risks.</li> <li>In particular it has the following functions:</li> <li>a). To review management reports on the corporation's innovation and technology strategies, as well as those of its subsidiaries, which must be clearly in line with the goals of the business and the improvement of competitiveness.</li> <li>b). To receive reports from the management on the implementation of the innovation plan in different areas of the business and on the technological projects portfolio.</li> <li>c). To make recommendations to the Board for the allocation of resources and actions required for the optimum implementation of the innovation plan and of the technological project portfolio.</li> <li>d). To provide advice to the Board for the compliance of its responsibilities on technological matters, providing them with reports which analyze and review the technological and information security risks as well as proposing actions to mitigate them.</li> </ul>



Members of Committee (*):	Date		Position in committee		
Names	Start (**)	End (***)	Position in Committee		
Jorge Ganoza Durant	Apr 26, 2017		Chairman		
Óscar Espinosa Bedoya	Aug 27, 2014	 	Regular Member		
Manuel Bustamante Olivares	Aug 27, 2014		Regular Member		
Humberto Nadal del Carpio	Apr 26, 2017		Regular Member		
Gustavo Noriega Bentín	Apr 26, 2017		Regular Member		
% of independent directors in the committee			60%		
Number of sessions during the fiscal year:			2 YES X NO		
Has delegated faculties according to the article 174 of the Law of Business Associations:		ss Associations:	YES X		
The committee or its chairman participate in the GSM					

 $<sup>(\</sup>begin{tabular}{ll} (\begin{tabular}{ll} (\begin$ 

<sup>(\*\*)</sup> Corresponds to the first appointment as member of the committee of the corporation.

<sup>(\*\*\*)</sup> To be completed only in case they have ceased to be members of the committee during the fiscal year.

#### **Principle 22: Code of Ethics and conflicts of interests**

QUESTION III.15	YES	NO	EXPLANATION:
Does the corporation have measures in place to prevent, detect, manage and expose any conflicts of interests that may arise?	×		Detailed in the conflict of interests chapter of the Code of Ethics

Specify, if applicable, the area and/or person responsible for follow-up and control of possible conflicts of interests. If there is a person in charge, specify their position and work area.

Area in charge		Corporate Affairs Management			
Person in charge					
Name	Position	Area			
Eduardo Ramirez del Villar	Corporate Affairs Manager - Ethics and Compliance Officer	Corporate Affairs			



QUESTION III.16 / COMPLIANCE	YES	NO	EXPLANATION:
<ul> <li>a. Does the corporation have a Code of Ethics (*) that comprises ethical criteria and professional responsibility, including how to handle possible conflicts of interests, and whose compliance is mandatory for the corporation's directors, managers, officials and all employees(**)?</li> </ul>	Х		The corporation has a Code of Ethics that is published and provided to all of the corporation's employees through the Intranet; it is part of the induction process for new personnel. The Code of Ethics is mandatory for all directors, managers, officials and employees.
b. Does the Board or General Management approve training programs for Code of Ethics compliance?	X		General Management approved the publication of the Code of Ethics in the corporate Intranet so that it is available for all the corporation's employees. It was also included as a discussion topic in the induction process for new employees. Virtually all of the corporation's employees (99.2%), both in Peru and abroad received training during June and July 2017 through an online course that covered subjects related to the Code: principles and values that sustain the employees' ethical behavior and how to access the complaints channel.

 $<sup>\</sup>begin{tabular}{ll} (*) & The Code of Ethics can be part of the Internal Business Conduct Guidelines. .. \end{tabular}$ 

<sup>(\*\*)</sup> The term "employees" is applicable to all persons that have a work relationship with the corporation, regardless of their regime or work system.





If the corporation has a Code of Ethics, specify the following information: The Code of Ethics is available to:

	YES	NO
Shareholders	X	
Other persons to whom it is applicable	X	
General public	Χ	

a. Specify the area and/or person responsible for follow-up and control of the Code of Ethics. If a person is in charge, specify their position, work area and to whom they report.

Area in	charge	Corporate Affairs Management		
	Persona en	ncargada		
Name	Position	Area	Reports to	
Eduardo Ramirez del Villar	Corporate Affairs Manager - Ethics and Compliance Officer	Corporate Affairs	General Management	



	- 1		
h	Is there a record of Code of Ethics non-	compliance cacec	
υ.	13 there a record of Gode of Littles from	COMPHANCE Cases:	

YES	Χ	NO	

c. Specify the number of Code of Ethics non-compliance cases detected or reported during the fiscal year.

Number of non-compliances	1	12
	i control of the cont	

QUESTION III.17	YES	NO	EXPLANATION:
Does the corporation have mechanisms in place to allow reporting illegal or unethical behavior, in such a way that the anonymity of the complainant is guaranteed?	X		The corporation has designated an official that is in charge of ensuring the compliance of the Code, the Ethics and Compliance Officer, to whom the directors, employees or any other person must report immediately any event, situation or behavior that breaches the Code.  During 2017, the Ethics channel has been reinforced with the implementation of new channels such as an e-mail box, a dedicated phone line, the intranet and a physical mailbox.
b. Are the complaints presented directly to the Audit Committee when they are related to accounting issues, or when Finance Management or General Management is involved?	X		The Code of Ethics specifies that when complaints are related to accounting issues, to General Management or to any director, they must be presented to the Boards' Auditing and Risks Committee or directly to the Board.

QUESTION III.18	YES	NO	EXPLANATION:
<ul> <li>a. Is the Board responsible to follow-up and control possible conflicts of interests that may arise within the Board?</li> </ul>	X		
b. In case the corporation is not a financial institution, is it established as a policy that the Board members are prohibited from receiving loans from the corporation or any company from the group, except when explicitly authorized by the Board?	X		Article 10 of the Board Regulation is related to the salary of the Board members and specifies that during the current period it is possible to arrange advance payments. In case the advance payments exceed the annual allowance, or when they are given for a period that exceeds the following Board allowance, they will be considered a loan and thus must be approved by the Appointments, Remunerations and Corporate Governance and Sustainability Committee.
c. In case the corporation is not a financial institution, is it established as a policy that the Senior Managers are prohibited from receiving loans from the corporation or any company from the group, except when explicitly authorized by the Board?	Х		The Board has approved a regulation through which it delegates approval of loans for Senior Management to its Chairman and to the General Manager.

a. Specify the following information for Senior Managers that are shareholders of the corporation with a 5% or higher participation. **NOT APPLICABLE** 

Name	Position	Number of shares	Participation%
No Senior Manager has a 5% or higher participation			
Percentage of shares held by Senior Management			





b. Specify if any members of the Board or of Senior Management is spouse or parent in first or second degree of any shareholders, other directors or Senior Managers: NOT APPLICABLE

Name	Related to:			Name of shareholder / director / manager		Additional
Name	Shareholder(*) Director Senior Mgmt		Information (***)			
No member of the Board or of Senior Management satisfies this condition						

- (\*) Shareholders with 5% participation or greater.
- (\*\*) For relationship purposes, we apply the relation criteria included in the Indirect Property, Association and Economic Groups Regulations.
- (\*\*\*) If there exists a relationship with any shareholder, specify their participation percentage. If the relationship is with a manager, specify their position.
- c. In case any member of the Board holds or has held any management role in the corporation during the fiscal year applicable for this report, specify the following information: **NOT APPLICABLE**

Namo	Managamentralahald	Period in Management role		
Name	Management role held	End (**)	Término (**)	
No member of the Board has held a management position				

- $(*) \quad \textit{Corresponds to the first appointment to a management role within the corporation}.$
- (\*\*) To be completed only if the person left the management role during the fiscal year.

d. In case any member of the Board or of Senior Management has had any important (according to its amount of nature) commercial or contractual relationship with the corporation during the fiscal year, specify the following information:

NOT APPLICABLE

Name	Relationship type	Brief Description
No member of the Board or of Senior Management satisfies this condition		

#### **Principle 23: Operations with parties**

QUESTION III.19	YES	NO	EXPLANATION:
a. Does the Board have procedures and policies to assess, approve and disclose certain operations between the corporation and related parties, as well as to learn about commercial, personal, direct or indirect relationships that directors have between themselves or with the corporation, suppliers, clients and other stakeholders?	X		Ferreycorp has procedures and policies at Board level to assess, approve and disclose certain operations between the corporation and related parties, as well as to disclose about commercial, personal, direct or indirect relationships that directors have between themselves or with the corporation, suppliers, clients and other stakeholders.  1. There is a formal definition of parties that have a relationship with or within the corporation.  2. Transactions between related parties, according to that definition, have been identified and disclosed during the year being validated. In addition, corporate rules related to transfer prices between related companies, to loans to Ferreycorp's related companies and to the granting of guarantees to Ferreycorp's subsidiaries, have been published.
b. In case of operations of special importance or complexity, is the intervention of external, independent consultants considered for the assessment?	Х		





2017

a. If the answer to part a) of Question III.19 was Yes, specify the areas of the corporation responsible for managing operations between parties for the following matters:

Matter	Area in charge
Assessment	An external consultant creates a report of transfer prices, in coordination with Corporate Finance Management.
Approval	Ferreycorp General Management
Disclosure	Board of Directors

b. Specify the procedures to approve transactions between related parties:

We consider market value prices and a report of transfer prices between the corporation and its subsidiaries.

 $c. \quad Specify the operations that have been carried out during the fiscal year, which are important due to their amount or subject matter, between the corporation and its related parties.\\$ 



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Name or social denomination of related party	Relationship nature(*)	Operation type	Amount (PEN)
Ferreyros S.A.	Subsidiary, 99.99%	Rental of premises	27,142,940
Ferreyros S.A.	Subsidiary, 99.99%	Sale of premises	17,884,648
Ferreyros S.A.	Subsidiary, 99.99%	Interests for Granted Loans	6,412,084
Inti Inversiones Interamericanas Corp.	Subsidiary, 99.99%	Interests for Granted Loans	6,241,586
Unimaq S.A.	Subsidiary, 99.99%	Interests for Granted Loans	5,809,437
Ferreyros S.A.	Subsidiary, 99.99%	Enterprise support	3,228,085
Soltrak S.A.	Subsidiary, 99.99%	Interests for Granted Loans	2,033,361
Orvisa S.A.	Subsidiary, 99.99%	Interests for Granted Loans	1,725,632
Ferreyros S.A.	Subsidiary, 99.99%	Enterprise support	1,401,251
Ferreyros S.A.	Subsidiary, 99.99%	TPI Services	1,347,316
Maquicentro S.A.	Subsidiary, 99.99%	Interests for Granted Loans	1,048,449
Ferreyros S.A.	Subsidiary, 99.99%	Rechargeable expenses	1,007,937

<sup>(\*)</sup> For relationship purposes, we apply the relation criteria included in the Indirect Property, Association and Economic Groups Regulations.

#### $d. \ \ Specify if the corporation sets limits to operations with related parties:$

YES

NO





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#### **Principle 24: Senior Management functions**

QUESTION III.20 / COMPLIANCE	YES	NO	EXPLANATION:
a. Does the corporation have a clear policy of separation of duties between the     Board's management or governance, Senior Management's functions and     General Manager's leadership?	X		
<ul> <li>b. Are different persons appointed as General Manager and Chairman of the Board of the corporation?</li> </ul>	X		
c. Does Senior Management have enough autonomy to carry out its assigned duties, within the framework of the policies and guidelines defined by the Board, and under their control?	Х		
d. Is General Management responsible for complying with, and ensuring compliance with, the policy of providing information to the Board and its directors?	Х		
e. Does the Board annually assess the performance of General Management according to well-defined standards?	Х		
f. Does the General Management compensation contain fixed and variable components that consider the corporation's results, based on taking risks in a cautious and responsible manner, and in the achievement of goals outlined in the corresponding plans?	X		



a. Specify the following information related to the General Manager and management team's compensations (including bonuses)

Position	Compensation (*)		
POSITION	Fixed	Variable	
General Manager and management team	0.39%	0.12%	

(\*) Specify the percentage that corresponds to the total amount of annual compensations of members of Senior Management as compared to the level of gross income, according to the corporation's financial statements

b. If the corporation grants bonuses or reparations different from those determined by law to Senior Management, specify the way in which these are paid.

	General Manager	Managers
Shares granting	No	No
Options granting	No	No
Moneygranting	Yes	Yes
Others (describe)		

c. If the compensation contains a variable component, specify the main criteria used to determine it.

The variable component is first determined according to the company's results and then considering the person's performance. Criteria such as accomplishment of goals, value generation impact, constant improvement contribution, as well as leadership elements, interpersonal relationships and communication skills are considered.

d. Specify whether the Board assessed General Management's performance during the fiscal year.

YES



NO

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PILLAR IV: Risk and Compliance

#### Principle 25: Risk management system framework

QUESTION IV.1	YES	NO	EXPLANATION:
a. Does the Board approve an integral risk management policy according to its size and complexity, promoting a risk management culture within the corporation, from the Board and Senior Management to all employees?	X		Yes, this policy defines the framework for integral risk management and guarantees its implementation in Ferreycorp and all its subsidiaries. It is reviewed every two years or when it is deemed necessary to make updates, according to the risk management guidelines, standards and best practices.  The risk policy was updated and the approved by the Auditing and Risks Committee during the 2017 fiscal year.
b. Does the integral risk management policy cover all companies within the group and does it provide a global view of critical risks?	Х		The risk policy is a corporate one and covers all companies within the corporation.

Does the corporation have a risk management delegation policy that defines the risk limits that can be managed at each company level?

YES	Χ
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NO

YES



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QUESTION IV.2	YES	NO	EXPLANATION:
a. Does General Management handle the risks to which the corporation is exposed,     and provides the information to the Board?	X		Yes, through the Board's Auditing and Risks Committee.
b. In case a Risk Committee or a Risk Management does not exist, is General Management responsible for the risk management system?	X		The responsibility to follow up and handling risks belongs to Corporate Finance Management, for which a Risks Executive, in charge of monitoring and presenting to the Board's Auditing and Risks Committee (which approves the integral risk policy and monitors the main risks to business objectives) has been appointed. In addition, Internal Audit Management has established a control system. Both systems are presented to the Board, directly or through its Auditing and Risks Committee.

Does the corporation have a Risk Manager?

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If the answer to the previous question was Yes, specify the following information:

Marra	Period in position		Reports to	
Name	e Start (*) End (**)			
Elizabeth Guardamino	Jan 06, 2017	1	The Risks Executive is in charge of following up corporate risks; she reports to Corporate	
EIZADEITI GUAITAATTII 10	Jul 100, 2017	1 	Finance Management and to the Auditing and Risks Committee.	

- (\*) Corresponds to the first appointment within the corporation
- (\*\*) To be completed only if the person left the role during the fiscal year.

QUESTION IV.3	YES	NO	EXPLANATION:
Does the corporation have an internal and external control system, and does the		 	
Board supervise its efficiency and suitability?	X	 	



QUESTION IV.4	YES	NO	EXPLANATION:
a. Is the internal auditor dedicated exclusively to performing audits, with autonomy, experience and specialization in the domain areas and Independence for the follow-up and the assessment of the efficiency of the risk management system?	X		
b. Does the internal auditor have the functions to continuously assess if the financial information generated or recorded by the corporation is valid and trustworthy, and to verify the efficiency of the compliance with standards?	Х		Internal Audits in Ferreycorp: independent area of the corporation that continuously analyzes, assesses and controls the policies, procedures, practices and activities that comprise the corporation's internal control system.
c. Does the internal auditor directly report to the Audit Committee the plans, budgets, activities, progresses, results, and actions?	X		

a.	Specify if the con	poration has	an independent are	a dedicated to interna	al audits
----	--------------------	--------------	--------------------	------------------------	-----------

YES X NO

If the answer to the previous question was Yes, specify the area to which internal audits reports within the corporation's hierarchical organization:

Reports to:	The internal auditor reports to the Chairman of the Board and regularly makes presentations to the Board's Auditing and Risks Committee.



a.	Specify if the	corporation has	a Corporate Interr	nal Auditor.

YES	Χ	NO	
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Specify the main responsibilities of the internal auditor and if he/she performs other duties other than internal auditing.

i) Manages internal and information systems audits, in the main premises, branches, mining and subsidiaries ii) Assesses the internal control system for money and asset laundering, according to current SBS (Banks and Assurance Superintendence) financial intelligence unit regulations, presenting the final report to the compliance officer iii) Regularly reports to Senior Management and Management Committee the results of the internal audits activities iv) Considers the reviews performed by external auditors to develop work plans v) Creates a report for each performed audit, that contains the control deviations detected and the agreed suggestions with the audited area to correct the deviations, among others.

QUESTION IV.5	YES	NO	EXPLANATION:
Does the Board appoint and dismiss the internal auditor based on proposals of the	1		Article 14 of the Board's and Board Committees' Internal Regulation specifies that the
Audits Committee?	X		Board has the power to appoint, assess and dismiss the internal auditor, according to recommendations of the Auditing and Risks Committee.
			Likewise, Article 23 of the same Regulation specifies that one of the duties of the
			Auditing and Risks Committee is to propose to the Board an internal auditor when a change is required.





#### **Principle 27: External auditors**

QUESTION IV.6	YES	NO	EXPLANATION:
Does the General Shareholders Meeting, upon request from the Board, assign an auditing firm or an independent auditor that is clearly independent from the corporation?	Х		The Board, aware of the recommendations that arise from the new Principles of Good Corporate Governance for Peruvian Companies, proposes that the General Shareholders Meeting assigns the auditing firm for the period, delegating to the Board the negotiation and approval of the contractual conditions.

₹.	Does the corporation	have a policy :	tor assigning the	external auditor?	

YES X

b. If the auditing firm has performed other services different from account audits, specify if the corresponding contract was informed to the General Shareholders Meeting, including the percentage that the billing of those services represent when compared to the total billing of the auditing firm to the company.

YES X

c. Do the persons or entities from the auditing firm provide services to the corporation other than account auditing?

YES X



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If the answer to the previous question was Yes, specify the following information related to additional services provided by persons or entities from the auditing firm during the fiscal year.

Name or legal name	Additional Services	Percentage of compensation (*)
Gaveglio, Aparicio y Asociados Sociedad Civil	Transfer Prices Studies	19.1%
de Responsabilidad Limitada, a member firm of PricewaterhouseCoopers (PwC)	Review of Income tax Sworn Statements	21.2%
	Diagnostic for IFRS adoption	13.5%

- (\*) Billing of additional services over billing of auditing services.
- d. Specify if the auditing firm assigned different teams in case additional services, other than account auditing, were provided.

s X



QUESTION IV.7	YES	NO	EXPLANATION:
a. Does the corporation have a renewal policy for its independent auditor or auditing firm?	X		The Company policy is that the same auditing firm can review the financial statements for up to five consecutive years; this can be extended for an additional period if the provided services were satisfactory and adequate in economic terms; in that case, a more comprehensive assessment must be done by the Board's Auditing and Risks Committee and the Board. The partner, the auditor responsible for the work and the members of the external audit team must be regularly changed.  The auditing firm to be hired is assigned by the General Shareholders Meeting.
b. If the renewal policy defines larger renewal periods, is the work team from the auditing firm changed at least every five years?	Х		In line with the external auditors renewal policy, the General Shareholders  Meeting approved the hiring of Gaveglio, Aparicio y Asociados Sociedad Civil de Responsabilidad Limitada, a member firm of PricewaterhouseCoopers (PwC) for the 2016 financial statements audit and it was selected again in the March 2017 Meeting for the 2017 financial statements audit.



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Specify the following information for the auditing firms that have provided services to the corporation during the last five years.

LEGAL NAME OF AUDITING FIRM	SERVICE PROVIDED	PERIOD	PAYMENT (USD)
Gaveglio, Aparicio y Asociados Sociedad Civil de Responsabilidad Limitada, a member firm of PricewaterhouseCoopers (PwC)	Financial statements audit	2017	60%
	Transfer Prices Study Income tax sworn statement review Diagnostic for IFRS adoption	2017	
	Financial statements audit	2016	68.87%
	Transfer prices study Income tax sworn statement review		
Medina, Zaldivar, Paredes & Asociados S.C.R.L.	Financial statements audit	2015	100.00%
	Financial statements audit	2014	100.00%
	Financial statements audit	2013	83.80%
	Asset laundering prevention audit Others	2013	
Dongo-Soria Gaveglio y Asociados Sociedad Civil, a member firm of PricewaterhouseCoopers (PwC)	Accounting consultancy IFRS training	2014	
Deloitte & Touche S.R.L.	Tax consultancy	2016	 





RAZÓN SOCIAL DE LA SOCIEDAD AUDITORA	SERVICIO	PERIODO	RETRIBUCIÓN (US\$)
Deloitte & Touche S.R.L.	Tax and Transfer prices consultancy	2015	
	Tax consultancy	2014	
	Simple reorganization		
	Personnel selection	2008-2013	
	Risk management implementation		
KPMG Asesores Sociedad Civil de R.L.	Tax consultancy	2015	
	PPA for Trex acquisition	2014	
	PPA for Tecseg, Mercalsa and Mobil business acquisitions	2013	

 $<sup>(*) \</sup>quad \textit{Include all types of services}, \textit{such as expert opinions for financial information, accounting assessment, operational audits, systems audits, tax audits and other services.}$ 

<sup>(\*\*)</sup> From the total amount paid to the auditing firm for all concepts, specify the percentage that corresponds to financial audits services.





QUESTION IV.8	YES	NO	EXPLANATION:
In the case of economic groups, is the external audit the same for the whole group, including offshore subsidiaries?	X	1 1 1 1 1	

Specify if the auditing firm hired to dictate the financial statements of the corporation for the fiscal year subject of the present report did also dictate the financial statements for other companies of your economic group.

YES

Х

NO





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If the answer to the previous question was Yes, specify the following information:

Legal name of the companies in the economic group
Ferreyros S.A.
Orvisa S.A. and subsidiaries
Unimaq S.A.
Motored S.A.
Fargoline S.A.
Forbis Logistics S.A.
Soltrak S.A.
Inti Inversiones Interamericanas Corp. and subsidiaries
Maquicentro S.A.
Soluciones Sitech Peru S.A.
Trex Latinoamérica and subsidiaries
Motriza S.A.
Ferrenergy S.A.C.

### PILLAR V: Information Transparency

#### **Principle 28: Information policy**

QUESTION V.1	YES	NO	EXPLANATION:
Does the corporation have an information policy for shareholders, investors, other stakeholders and the market in general, in which it defines in a formal, integral and orderly way the guidelines, standards and criteria that will be applied for handling, compiling, developing, classifying organizing and distributing the information that the corporation generates or receives?	Х		

a. If applicable, specify if according to your information policy the corporation distributes the following:

	YES	NO
Corporation objectives	Х	
Board and Senior Management members	Х	
Shares structure	X	
Economic group description	X	
Financial statements and annual report	X	
Others (describe)	1	



b.	Does the cor	poration have	e a corporate webs	ite?
----	--------------	---------------	--------------------	------

YES	Χ	NO	
-----	---	----	--

The corporate website includes:

YES	NO
Х	 
Х	
Х	
Х	
Х	
X	
Х	
Х	
X	1
	x x x x x x x x





QUESTION V.2	YES	NO	EXPLANATION:
Does the corporation have an investor relations office?	X	1 1 1 1	

In case an investors' relationships office exists, specify the person in charge.

Person in charge of investors' relationships office

In case an investor relations office does not exist, specify which is the unit (department or area) or person in charge of receiving and handling the request for information of the corporation's shareholders and public in general. If a person is in charge, specify their charge and work area.

Area in charge

Person in charge							
Name	Position	Area					

#### **Principle 29: Financial Statements and Annual Report**

If there are exceptions in the external auditor's report, have these been explained or justified to the shareholders? NOT APPLICABLE, THERE ARE NO EXCEPTIONS

YES NO

#### Principle 30: Shares structure information and agreements between shareholders

QUESTION V.3	YES	NO	EXPLANATION:
Does the corporation disclose the ownership structure, taking into account the		 	Ferreycorp has a single class of share, the Common Share, and reports the structure
different classes of shares and, if applicable, the joint participation of a given	X	 	in accordance to current regulation, identifying particular shareholders with a 4% or
economic group?	1	1 1 1	higher participation.

Specify the composition of the corporation's share structure at fiscal year closing.

Ownership of shares with right to vote	Number of owners (at fiscal year close)	Participation percentage
Less than 1%	2,401	35.68%
Between 1% and 5%	17	44.05%
Between 5% and 10%	3	20.28%
Higherthan 10%	0	0%
Total	2,421	100%



Percentage of shares in portfolio as compared to social capital:



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Ownership of shares without right to vote (if applicable)	Number of owners (at fiscal year close)	Participation %
Less than 1%		
Between 1% and 5%		
Between 5% and 10%		
Higherthan 10%		
Total		
Ownership of investment share (if applicable)	Number of owners (at fiscal year close)	Participation %
Ownership of investment share (if applicable) Less than 1%	Number of owners (at fiscal year close)	Participation%
	Number of owners (at fiscal year close)	Participation %
Less than 1%	Number of owners (at fiscal year close)	Participation %
Less than 1%  Between 1% and 5%	Number of owners (at fiscal year close)	Participation %
Less than 1%  Between 1% and 5%  Between 5% and 10%	Number of owners (at fiscal year close)	Participation %





QUESTION V.4	YES	NO	EXPLANATION:					
Does the corporation disclose information about agreements or pacts between shareholders?			There have not been any agreements or pacts between shareholders.					
a. Does the corporation keep a record of current pacts between shareholder	rs?							
YES			NO X					
b. In case there was any agreement or pact between shareholders that was	informed to the co	orporation during	the fiscal year, specify their subject matter.					
Election of Board members								
Voting rights at assemblies								
Restrictions to free transferability of shares								
Changes in the corporation's Articles of Incorporation or charter								
Others (describe)								

#### **Principle 31: Corporate governance report**

QUESTION V.5	YES	NO	EXPLANATION:
Does the corporation disclose the adopted standards on corporate governance in an annual report, whose content is responsibility of the Board, based on a prior report from the Auditing Committee, the Corporate Governance Committee or an external consultant?	Х		The corporation discloses the standards adopted on corporate governance in the Annual Report.

 $a. \ \ Does the corporation have mechanisms in place for the internal and external disclosure of corporate governance practices?$ 

YES X

If the answer to the previous question was Yes, specify those mechanisms.

The corporation discloses the corporate governance practices through its website, its Intranet, its standards and procedures, its Annual Report, its events and presentations to investors, and when it participates in tenders.

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#### **SECTION C: CORPORATION DOCUMENTS' CONTENTS**

Specify in which of the following corporation documents these subjects are regulated:

		PRINCIPLE	BYLAWS	INTERNAL REGULATIONS (*)	MANUAL	OTHERS	NOTREGULATED	NOTAPPLICABLE	DOCUMENT NAME (**)
1.	Policy for payment or exchange of non-voting right shares	1						Х	
2.	Method to record the rights of share ownership and who is responsible of recording	2	Х		Х	Х			
3.	Procedures for selection of external consultant to give independent opinion on the Board's proposals for corporate operations that may affect the shareholders' non-dissolution right	3		Х			 	 	
4.	Procedure to receive and handle the requests for information and opinions of shareholders	4	Х	Х					
5.	Dividends policy	5			 	Х	 	 	
6.	Politics or agreements to avoid adopting anti-takeover mechanisms	6				 	1	Х	
7.	Arbitration agreement	7	Х		 	 	1	 	
8.	Policy to select corporation directors	8	Х	Х	 	 	 	 	

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		PRINCIPLE	BYLAWS	INTERNAL REGULATIONS (*)	MANUAL	OTHERS	NOTREGULATED	NOT APPLICABLE	DOCUMENT NAME (**)
9.	Policy to assess compensations of the corporation directors	8	Х	 	1				
10.	Mechanism to make available to shareholders information related to the contents of the General Shareholders Meeting agenda and agreed proposals	10		Х	 				
11.	Means used by the corporation to call meetings, additional to those established by law	10		Х	 				
12.	Additional mechanisms for shareholders to propose agenda items to be discussed at the General Shareholders Meeting	11		Х	 				
13.	Procedures to accept or dismiss shareholders' proposed agenda items to be discussed at the General Shareholders Meeting	11	Х	Х	 				
14.	Mechanisms to allow remote participation of shareholders	12		Х	 				
15.	Procedures for shareholders' differential voting	12		Х	 				
16.	Procedures for vote delegation	13		Х	 				
17.	Requirements and formalities for a shareholder to be represented in a Meeting	13	Х	Х	 				

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		PRINCIPLE	BYLAWS	INTERNAL REGULATIONS (*)	MANUAL	OTHERS	NOTREGULATED	NOT APPLICABLE	DOCUMENT NAME (**)
18.	Procedures for vote delegation to Board or Senior Management members	13	1 1 1 1	X			 		
19.	Procedures to follow-up the General Shareholders Meeting's agreements	14	 	Х			 		
20.	Minimum and maximum number of directors to be included in the corporation's Board	15	Х	Х			1 1 1 1		
21.	Duties, rights and functions of the corporation's directors	17	X	X			 		
22.	Types of bonuses that the Board receives for accomplishment of the corporation's goals	17	 	 			 	Х	
23.	Hiring policy for consultancy services for directors	17	 	 			 		
24.	Induction policy for new directors	17	X	X			 		
25.	Special requirements to be appointed independent director	19	 	X			 		
26.	Criteria for assessment of performance of the Board and its members	20	 	 					
27.	Policy to determine, follow-up and control possible conflicts of interests	22	 			Х			

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		PRINCIPLE	BYLAWS	INTERNAL REGULATIONS(*)	MANUAL	OTHERS	NOTREGULATED	NOT APPLICABLE	DOCUMENT NAME (**)
28.	Policy to define the procedure to assess, approve and disclose operations between related parties	23	 			Х	 		
29.	Responsibilities and duties of the Chairman of the Board, Executive President, General Manager and other Senior Management members	24	Х	Х			 		
30.	Criteria to assess performance of Senior Management	24		Х					
31.	Policy to set and assess Senior Management's compensations	24		Х					
32.	Integral risks management policy	25			Х		 		
33.	Responsibilities of the internal auditor	26	 		Х		1		
34.	Policy for assigning external auditor, determining contract duration and criteria for renewal	27	 			Х	 		
35.	Policy for information disclosure and communication to investors	28		Х	Х				

 $<sup>\</sup>begin{tabular}{ll} (*) & Includes GSM Regulation, Board Regulation and others published by the corporation. \end{tabular}$ 

<sup>(\*\*)</sup> Specify the document name, except in the case of the corporation Bylaws.

CREATION, STRATEGIC CONCEPT AND DESIGN—





