

# Earnings Presentation Fourth Quarter 2018

January 31<sup>st</sup>, 2019



## **Agenda**

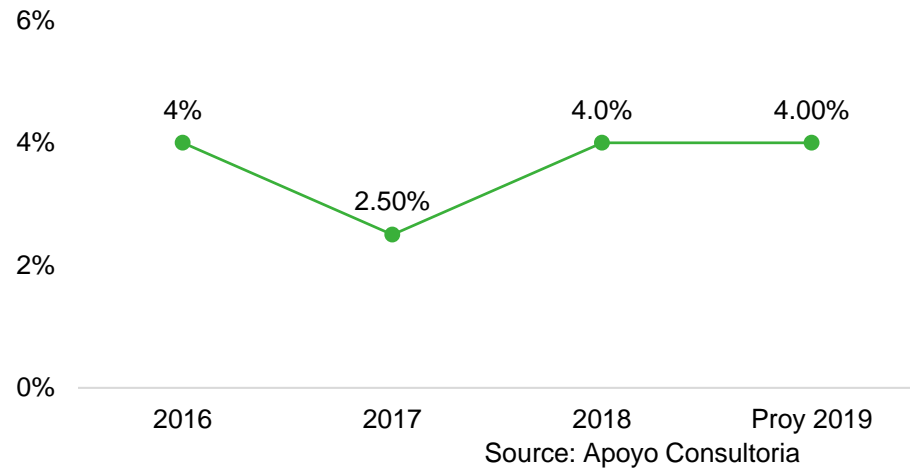
- 1. Market Conditions**
- 2. Q4'18 and Full Year 2018  
Financial Highlights**
- 3. Commercial Performance**
- 4. Financial Results**



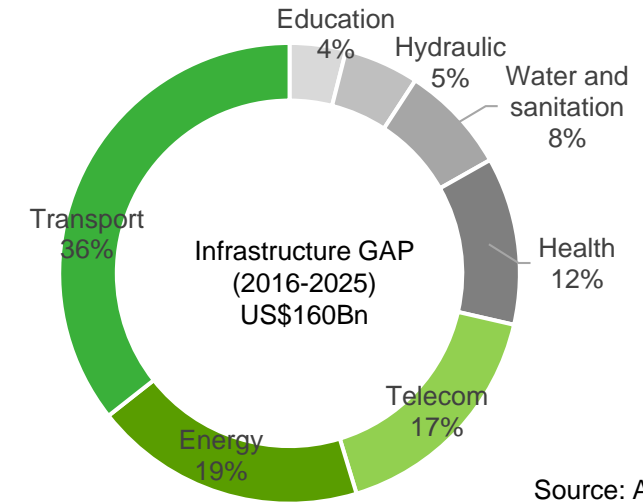
# 1. Market Conditions

# MARKET CONDITIONS

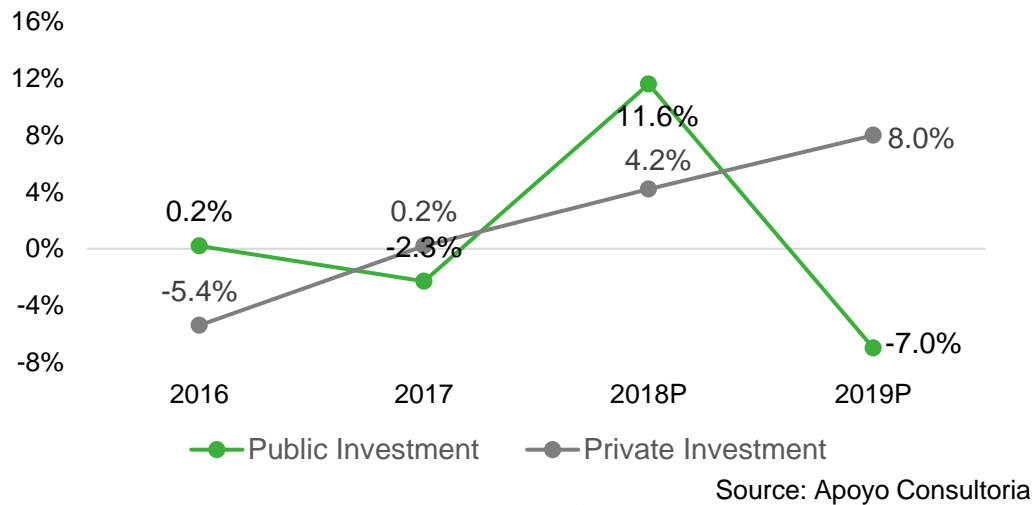
### GDP (Var. %)



### Medium and long-term infrastructure gap



### Public and Private Investment (Var. %)



### Investment projects expected for 2019-2020

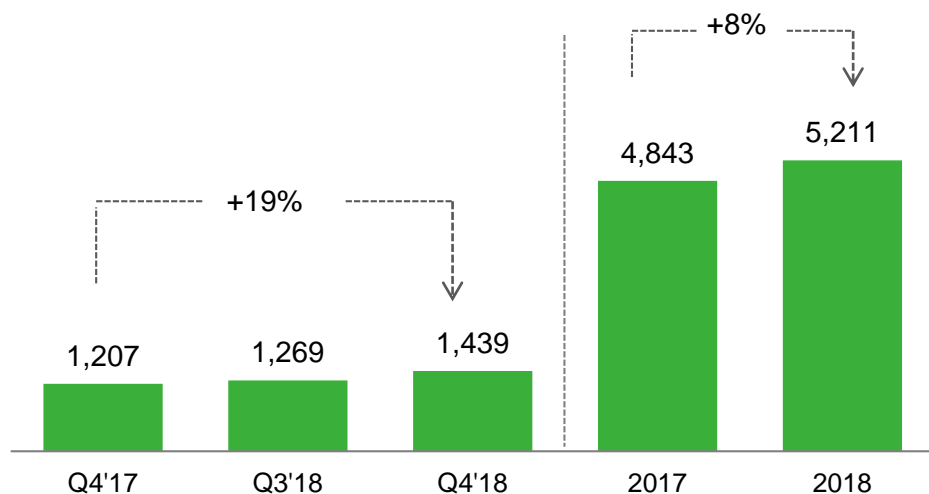
Million US\$	Projects
Mining (US\$9,800)	Quellaveco
	Mina Justa
	Toromocho expansion
Infrastructure (US\$ 4,427)	Metro de Lima - line 2
	Jorge Chavez airport expansion
	Ports - Chancay, Salaverry, San Martin
Hydrocarbons (US\$ 1,315)	Widespread Gas (Calidda)
	Exploration Lote Z-38
	Expansion of transport capacity (Pluspetrol)
Electricity (US\$ 965)	Mantaro-Nueva Yanango - Carapongo connection
	Santa Teresa 2 (Luz del Sur)
Industrial (US\$ 346)	Infrastructure improvement (Lindley)
	Plant expansion in Pisco (Aceros Arequipa)
	Plant construction in Chilca (Precor)
Other sectors (US\$ 2,436)	Development of services and 4G networks
	Mall constructions
	Real state investment

## **2. Q4'18 and Full Year 2018 Financial Highlights**

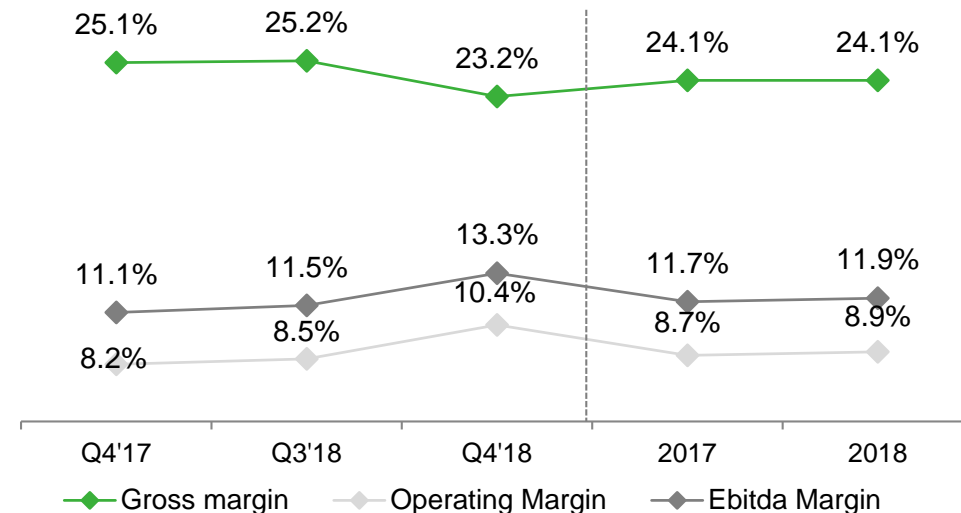
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

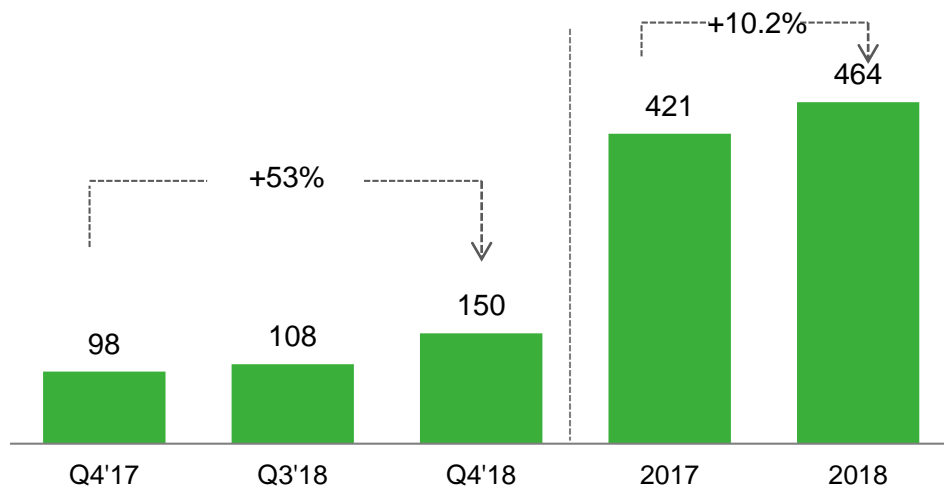
## SALES



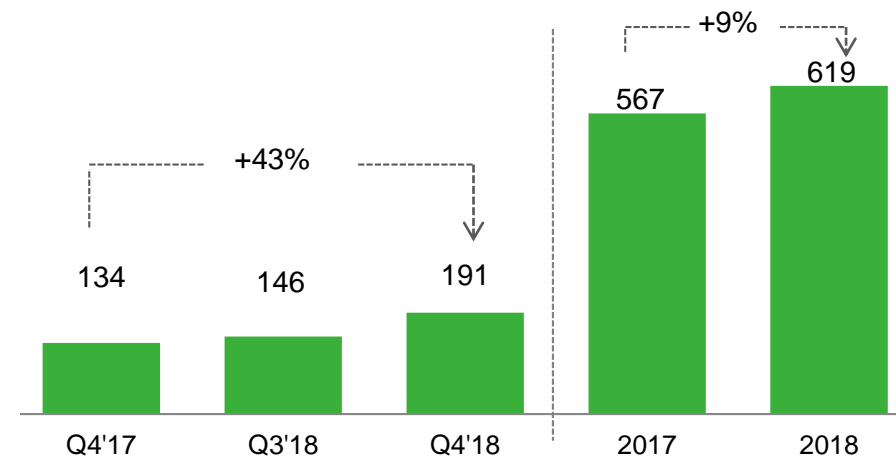
## MARGINS



## OPERATING PROFIT



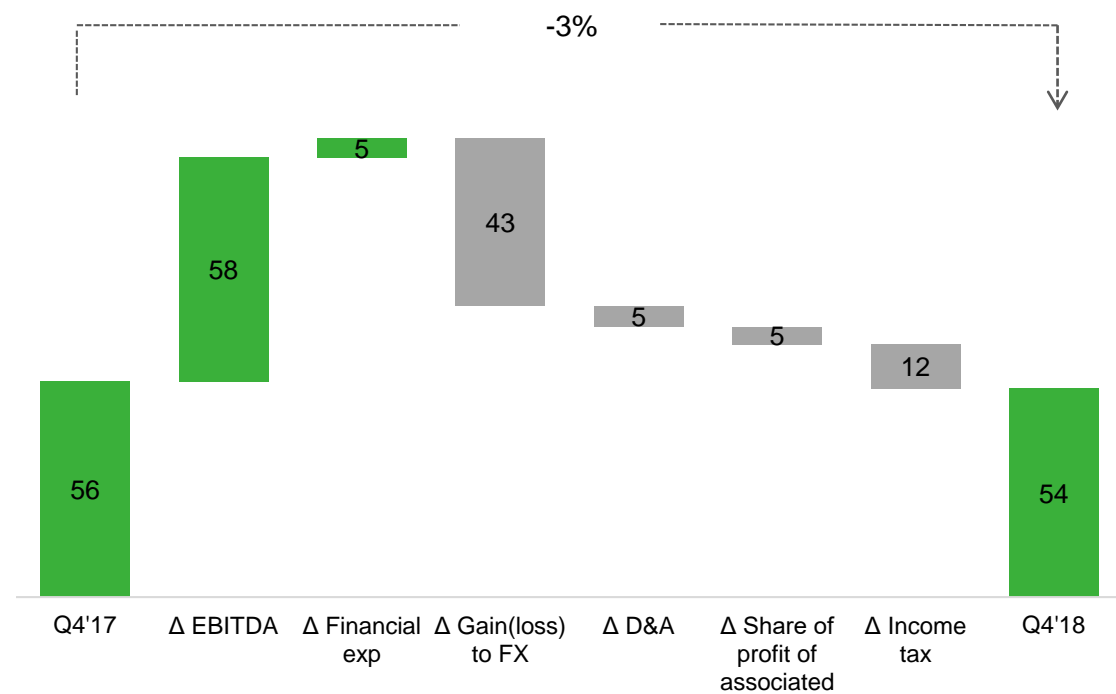
## EBITDA



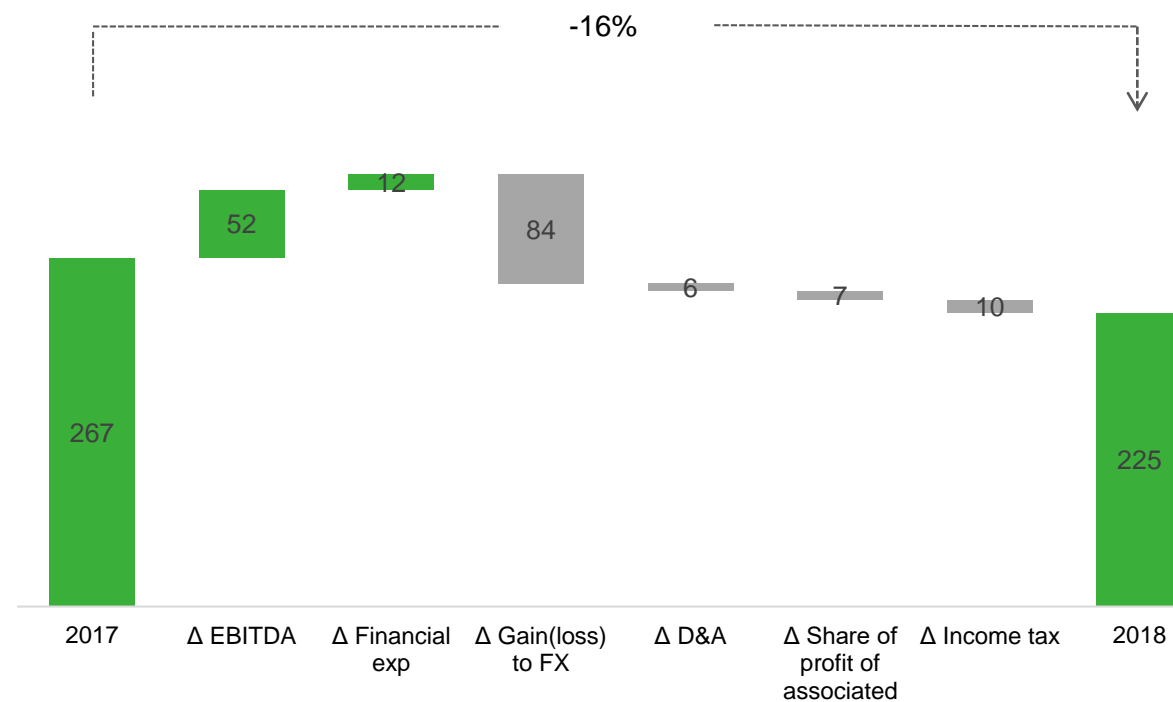
# FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

NET INCOME Q4'18



NET INCOME 2018



Positive variations

Negative variations



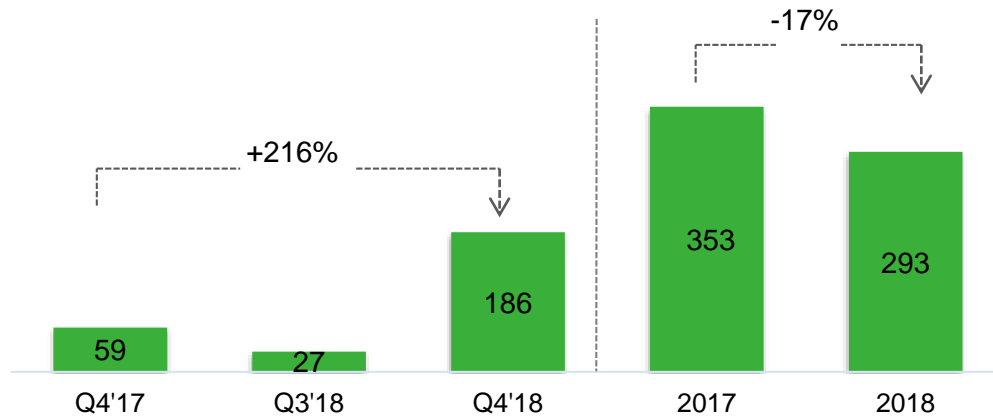
## 3. Commercial Performance



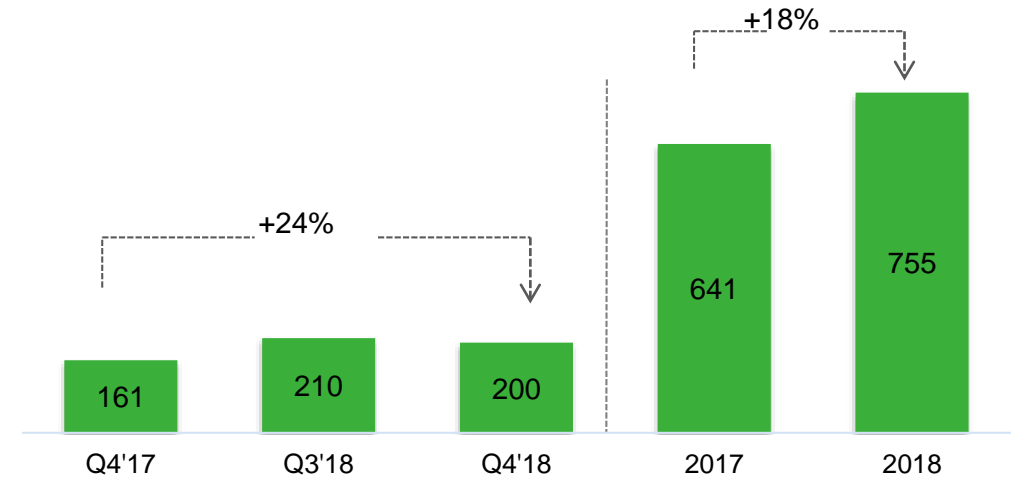
# SALES BY BUSINESS LINES

Million Soles (S/ mm)

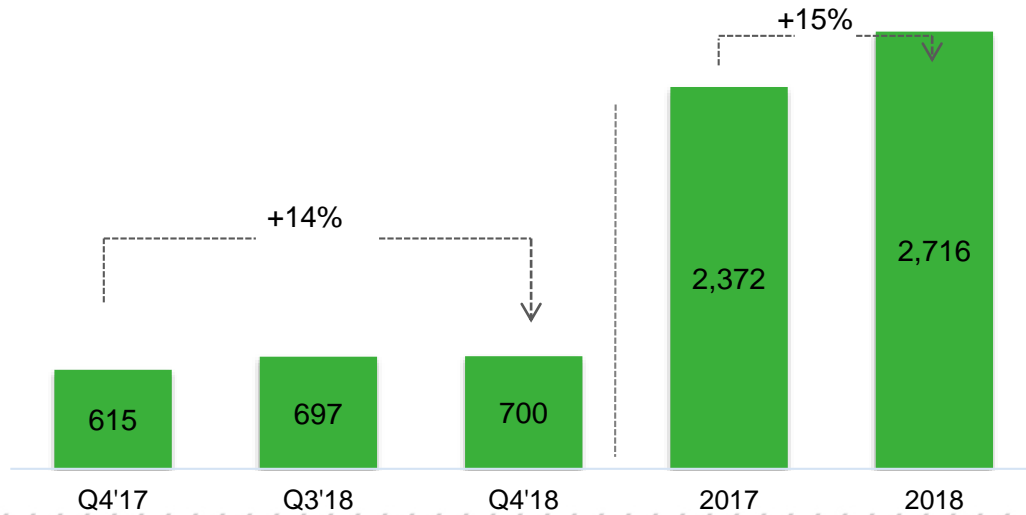
## CAT MINING EQUIPMENT



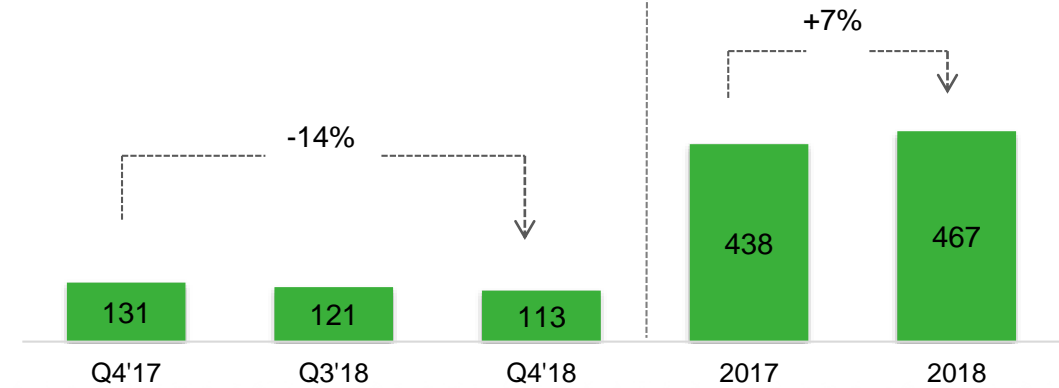
## CAT MACHINES AND ENGINES



## SPARE PARTS AND SERVICES



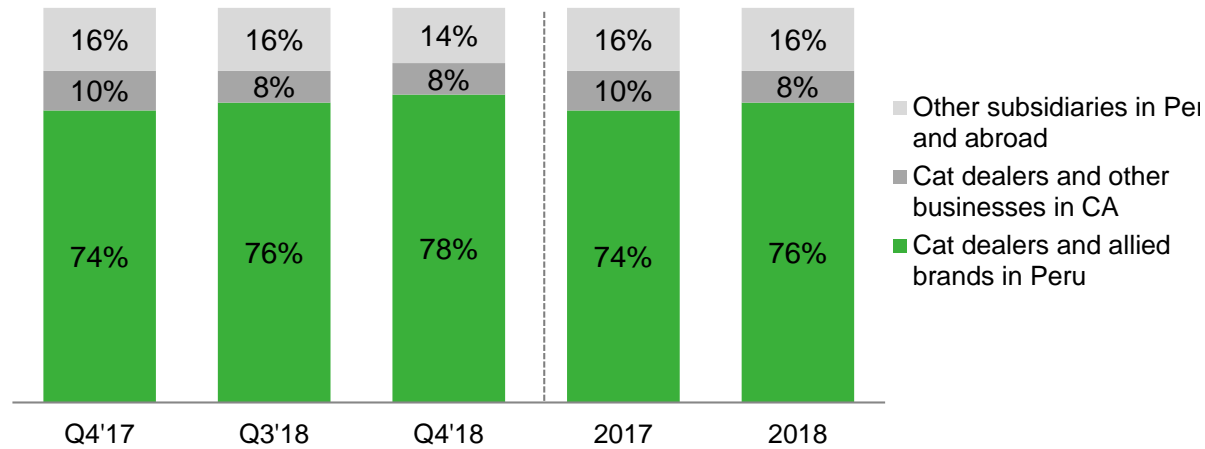
## RENTAL AND USED



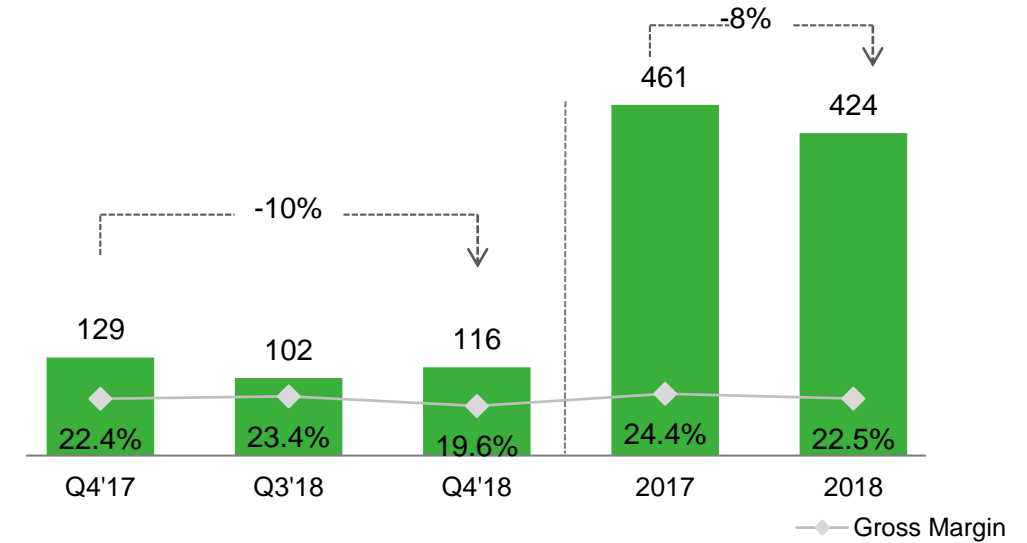
# SALES BY GROUP OF COMPANIES

Million Soles (S/ mm)

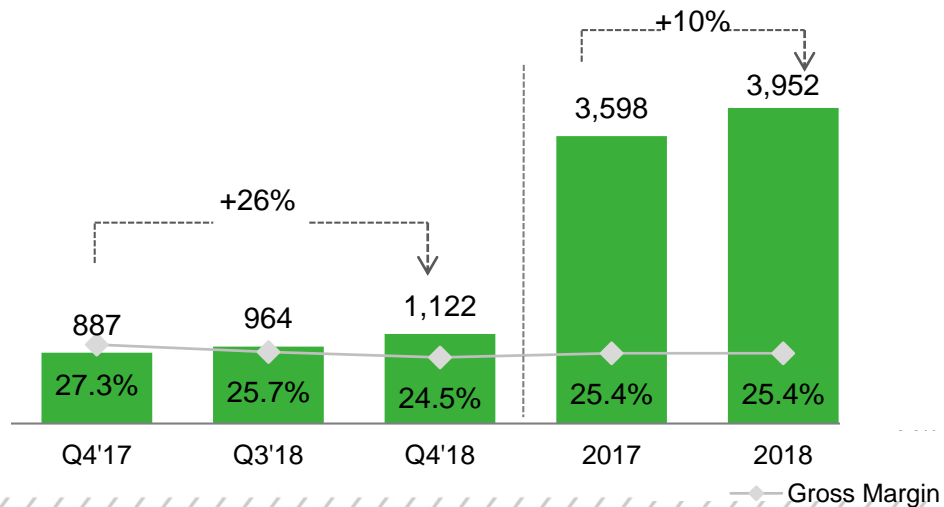
### Sales by Group of Companies



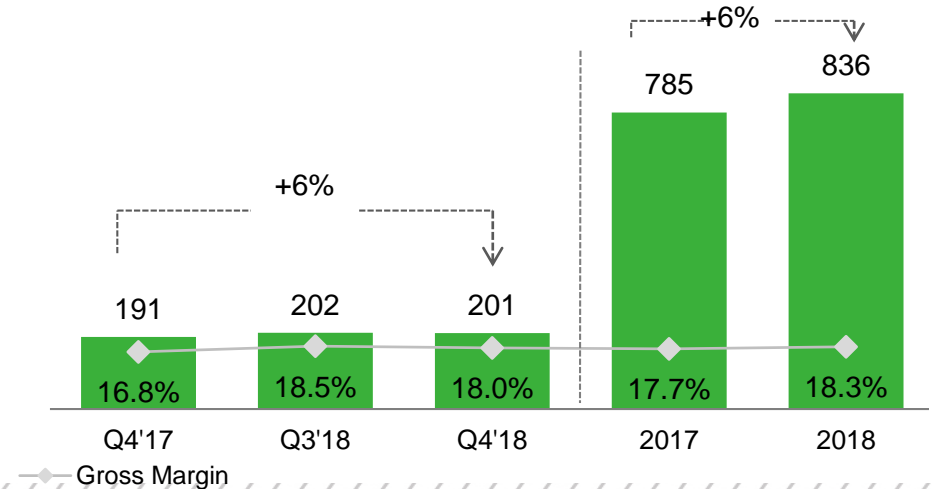
### CAT dealers and other businesses in CA



### CAT dealers and allied brands in Peru



### Other subsidiaries in Peru and abroad



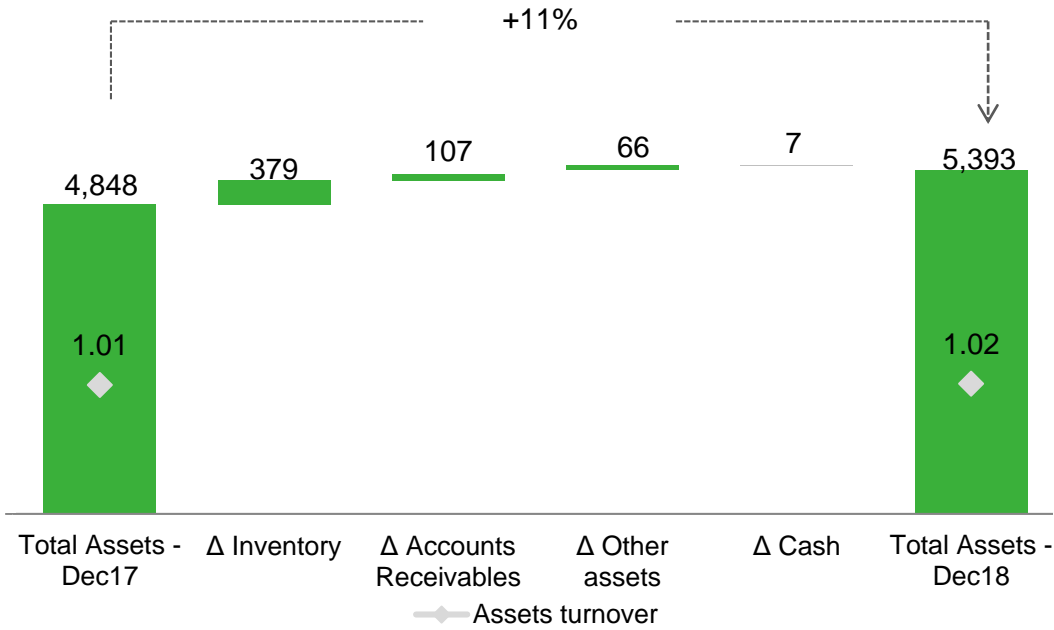


## 4. Financial Results

# FINANCIAL RESULTS

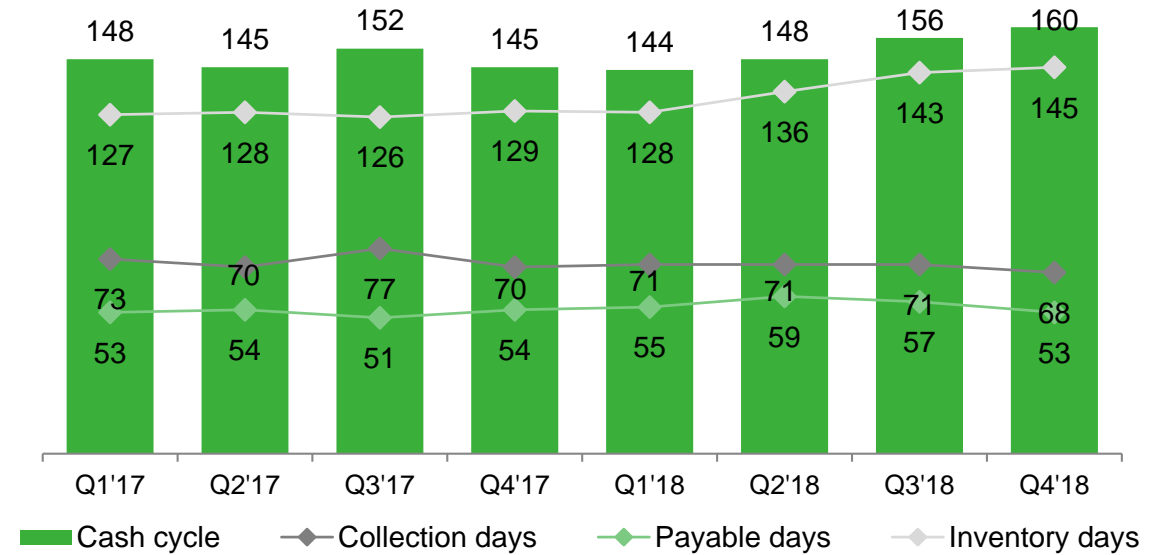
Million Soles (S/ mm)

## STATE OF FINANCIAL POSITION



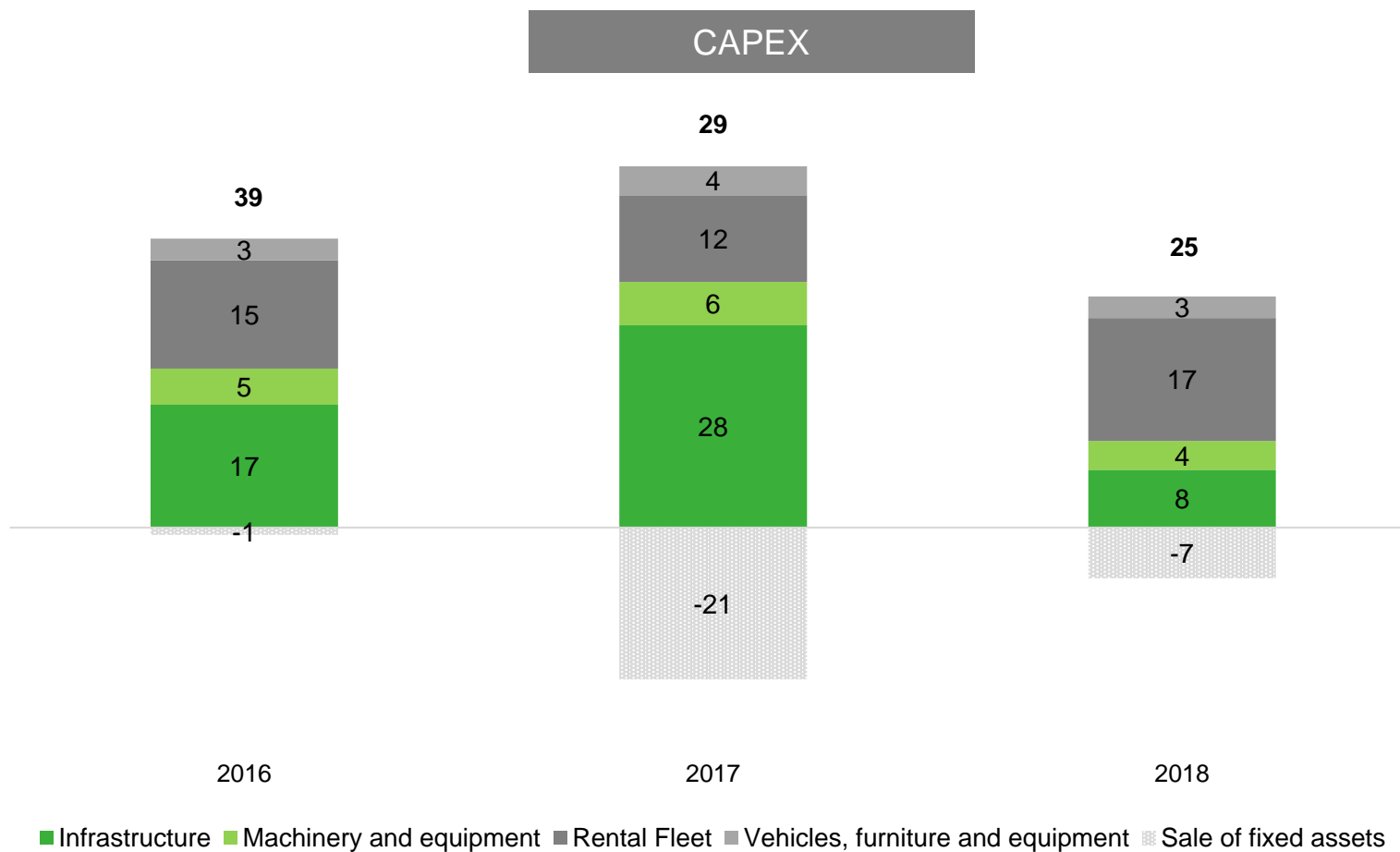
Positive variations  
Negative variations

## CASH CYCLE



# CAPEX

Million Dollars (US\$ mm)

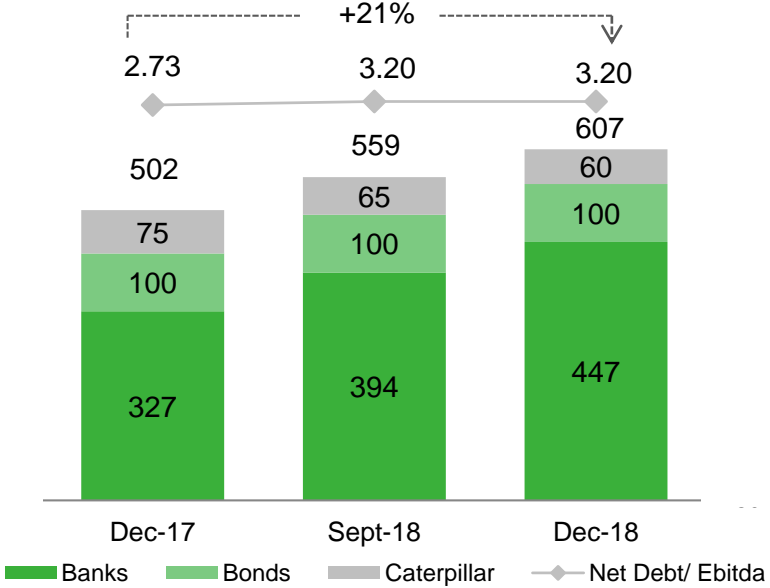


- Investment in intangible assets reached US\$ 23 million dollars – SAP platform

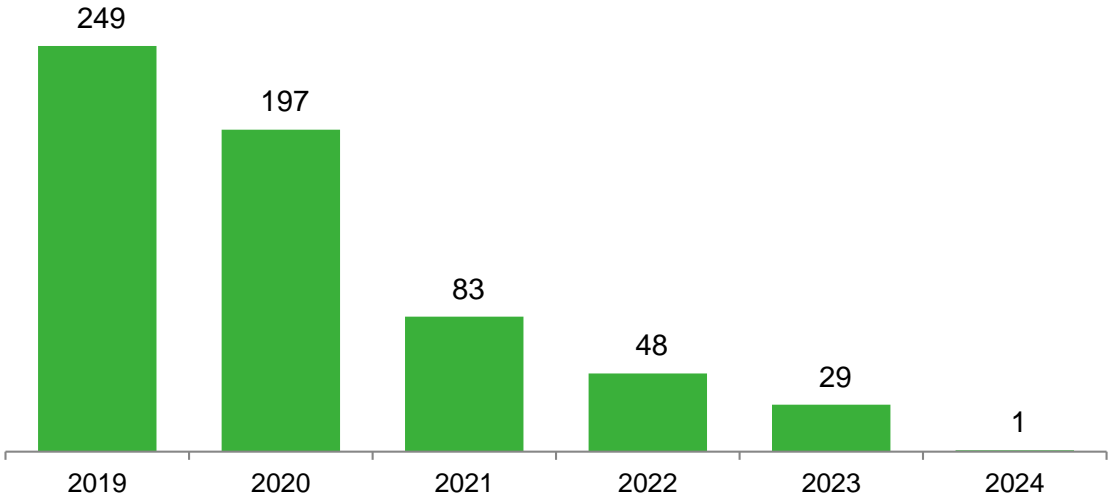
# CONSOLIDATED FINANCIAL DEBT

Million Dollars (US\$ mm)

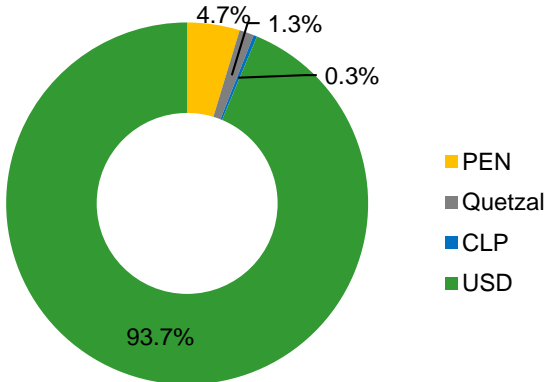
## FINANCIAL DEBT



## DEBT MATURITY

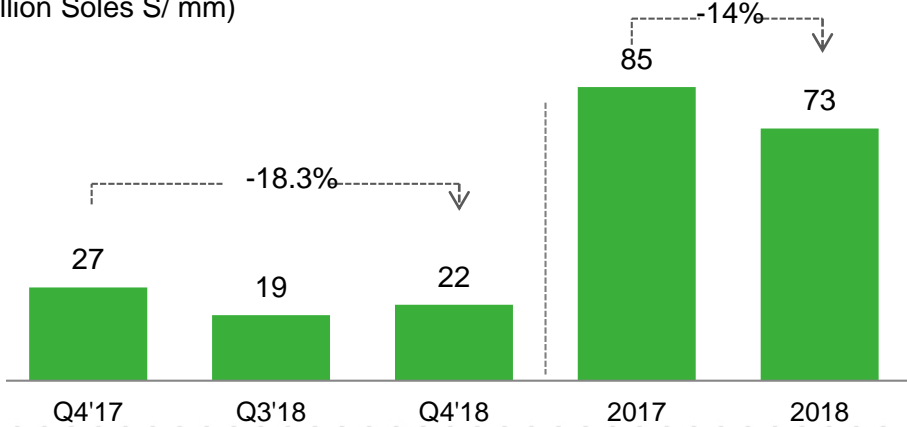


## DEBT BY CURRENCY



## FINANCIAL EXPENSES

Million Soles S/ mm)



**+ferreycorp**