

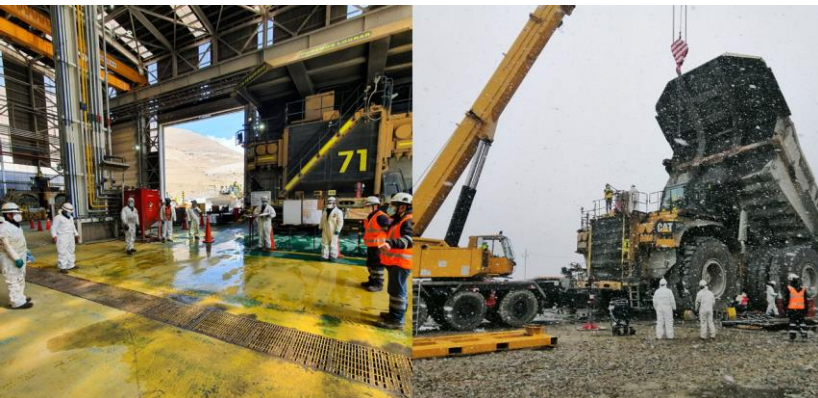
Corporate Presentation

Ferreycorp

May 2022



JUNTOS CREANDO **DESARROLLO**



COVID 19



- Since May 2020, the corporation resumed its in-person operations when those activities required so; approximately 70% of the activities.
- By the end of 2021: 81% of employees were under a hybrid regime, while 18% were totally at home-office and 1% under license.
- Since March, post omicron, the in-person activities has been restored.
- As of February 2022, 91% of its personnel is vaccinated.
- Ferreycorp follows strict sanitary protocols for visiting facilities: Mask, temperature control, disinfection, random testing, social distancing.
- Ferreycorp supports its employees by offering:
 - Medical and Psychological care
 - Regular webinars & Events with specialists.
 - Information channels
 - Case and vaccination follow up

Overview of the Company



- Ferreycorp was established in 1922 focusing in commercialization of consumption products.
- In 1942 , the company assumes the representation and strategic alliance with Caterpillar Tractor (almost 80 years ago) in Peru and entered the capital goods field.
- In the same decade, aiming to achieve greater market coverage, began its decentralization and the expansion of its footprint: establishes offices in provinces as well as several subsidiaries.
- In 2010 Ferreycorp acquired the Caterpillar dealers in Guatemala, El Salvador and Belize.
- Brands other than Caterpillar in portfolio: Metso, Paus, Kenworth, Iveco, Chevron, 3M, Good Year, Genie, Terex, Wacker, Carmix.
- Ferreycorp is a proxy of the Peruvian economy and serves all economic sectors: mining, construction, agriculture, fishing, industry, commerce, telecom, oil, transportation.
- Ferreycorp and its subsidiaries have 6,600 employees.

Portfolio Diversification



Thanks to the experience and knowledge acquired with Caterpillar, the corporation and its subsidiaries have established strong long-term relationships with a number of global brands. Ferreycorp has consolidated as a prestigious portfolio of represented brands, becoming the leader in its field.





Ferreycorp Strategy and Capabilities

 **Ferreycorp**

Corporation's Operating Model



Role of Parent Company

STRATEGIC COHERENCE

- ❑ Business vision
- ❑ Strategic planning and definition of the businesses to participate
- ❑ Brands & Positioning
- ❑ Human Resources
- ❑ Control & Supervision

Role of subsidiary companies

OPERATIONAL AUTONOMY

- ❑ Customer proximity and market coverage
- ❑ Business execution with operational excellence
- ❑ Profitability and financial health
- ❑ Business innovation and value proposition
- ❑ Best practices and search for synergies

Shared services center

STANDARDIZATION AND EFFICIENCIES

- ❑ Standardization of processes
- ❑ Synergies & efficiencies
- ❑ Non-core processes, back office: legal, audit, human resources, finance, IT.
- ❑ Critical mass for better supplier conditions

Corporate Structure



BVL: FERREYC1

Caterpillar Dealers and Allied Brands in Peru



Caterpillar Dealers and Other Businesses in Central America



Guatemala, Belice



El Salvador



Nicaragua



El Salvador, Honduras

Other Subsidiaries in Peru and Abroad



Chile, Colombia, Ecuador, Perú



Allows achieve diversification



YTD 2021
(S/. Million)

Caterpillar Dealers and Allied
brands in Peru

Caterpillar Dealers and other
businesses in Central America

Other Subsidiaries in Peru
and Abroad

Sales

1,065

160

209

% of Total Sales

74%

11%

15%

EBITDA

111

25

26

% of Total EBITDA

69%

15%

16%

EBITDA Margin

10%

16%

12%

of employees

4,889

768

987

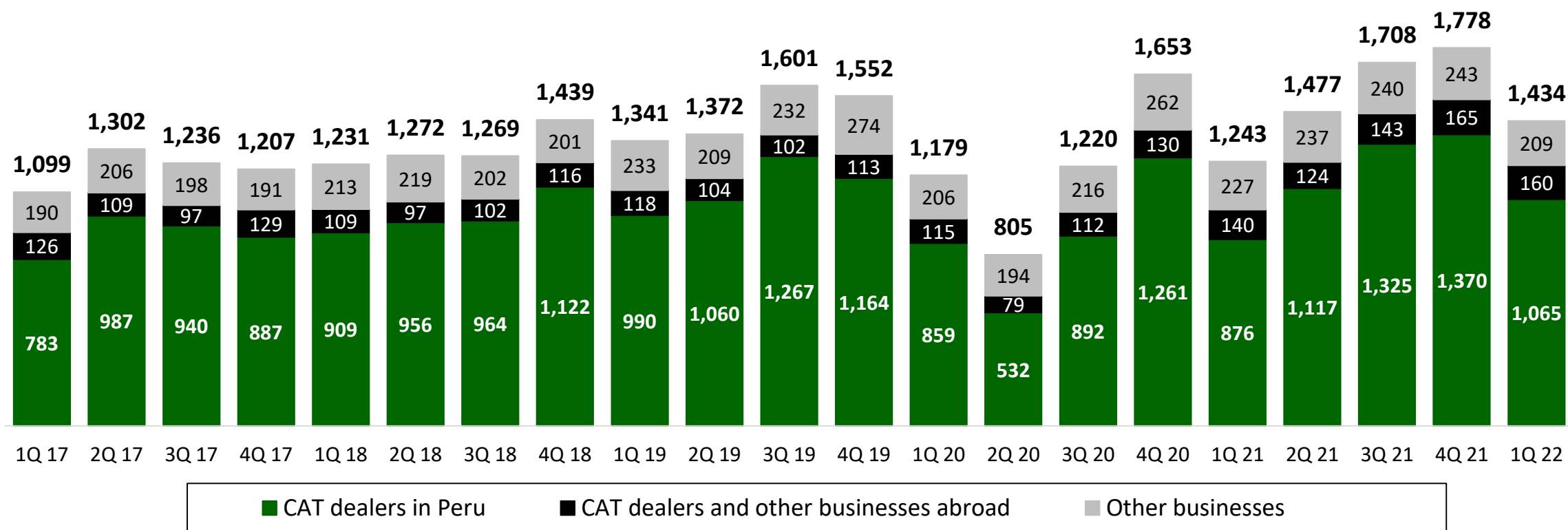
Third group of companies is increasing their share in total sales: 2013 (10%), 2014 (11%), 2015 (12%), 2017, 2018 and 2019 (16%), 2020 (21%), 2021 (23%) – as a result of diversification strategy through complementary businesses.

Sales by Group of Subsidiaries

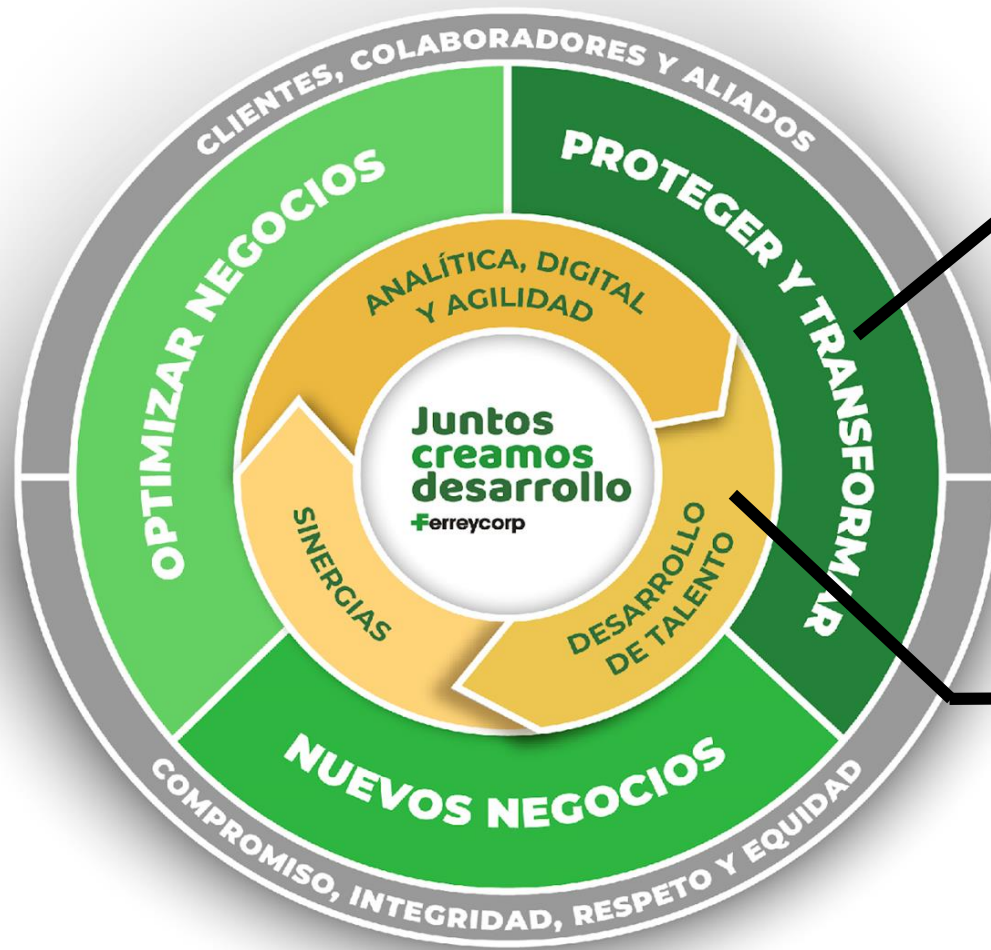


Sales by Group of Subsidiaries

(In million S/)



Ferreycorp Strategy



BUSINESS PILLARS

Optimize business	Seeks to add efficiencies in the business model, the organization, the use of assets, and the composition of products and services portfolio.
Protect & Transform	Ensure business sustainability, expand it's value offer, and provide comprehensive solutions to customers supported by technology and best practices in operations.
New business	Development of new lines or businesses that have an adequate strategic fit with the current brand portfolio and that present the opportunity to obtain significant synergies (market, capabilities, economies of scale).

ENABLERS

Analytics, digital and agility	Development of Data Management and Analytics capabilities, transversal to the organization
Synergies	Maintain and continue developing commercial synergies. Value creation without losing segmentation and specialization. Shared services between companies.
Talent Development	Ongoing training and development to strengthen skills Have digital, analytical and agility capabilities Ensure alignment between performance and strategy

Key Capabilities developed over the years



Long-term strategic alliances. Access to best practices, Xcellence programs.

Market coverage

Unmatched supply chain and logistics capabilities

Excellence in after market with experienced technicians and accumulated data

Financial strength and funding sources

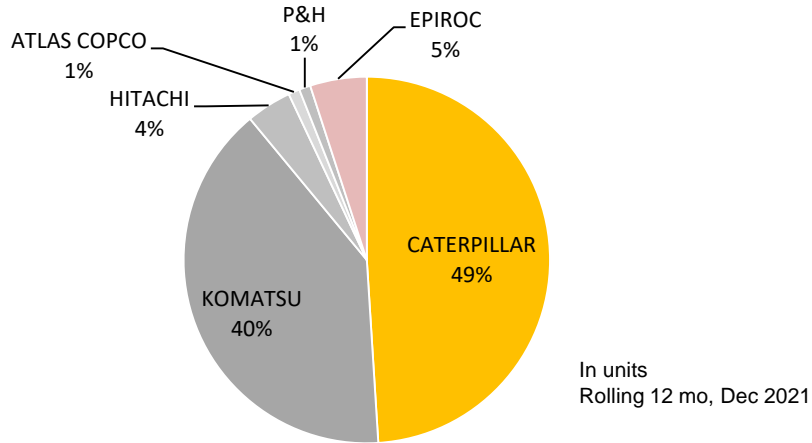
Innovation and technology

Ethics and compliance, Corporate Governance and Sustainability

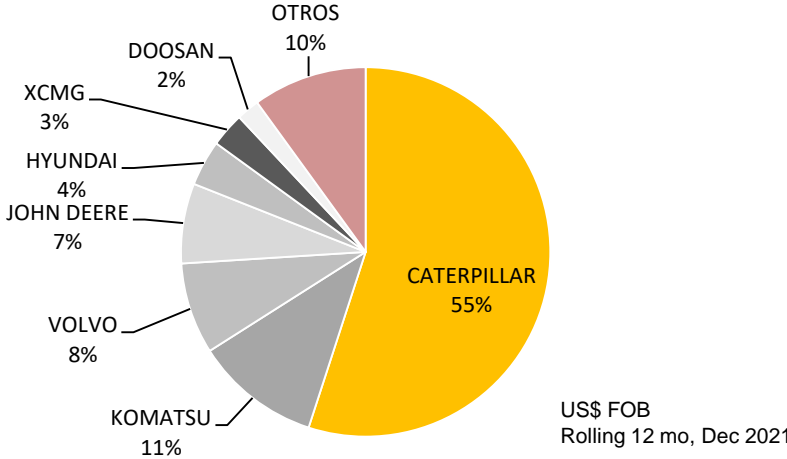
With a strong market share in order to take all the market opportunities



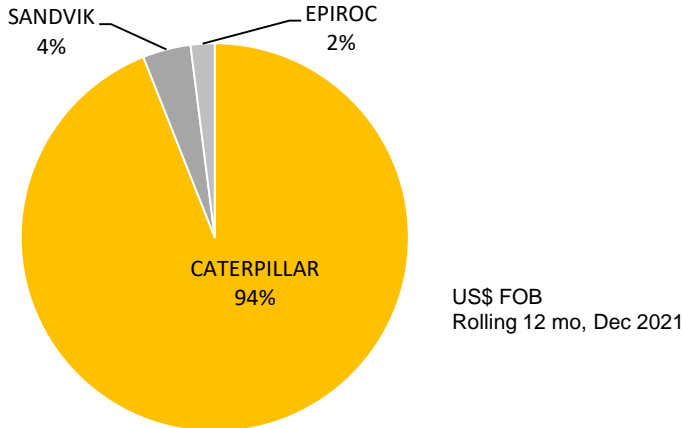
Open pit mining



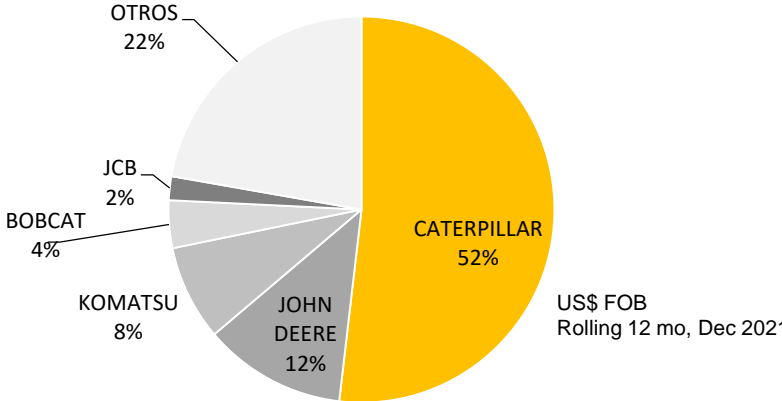
Heavy construction



Underground mining



General construction



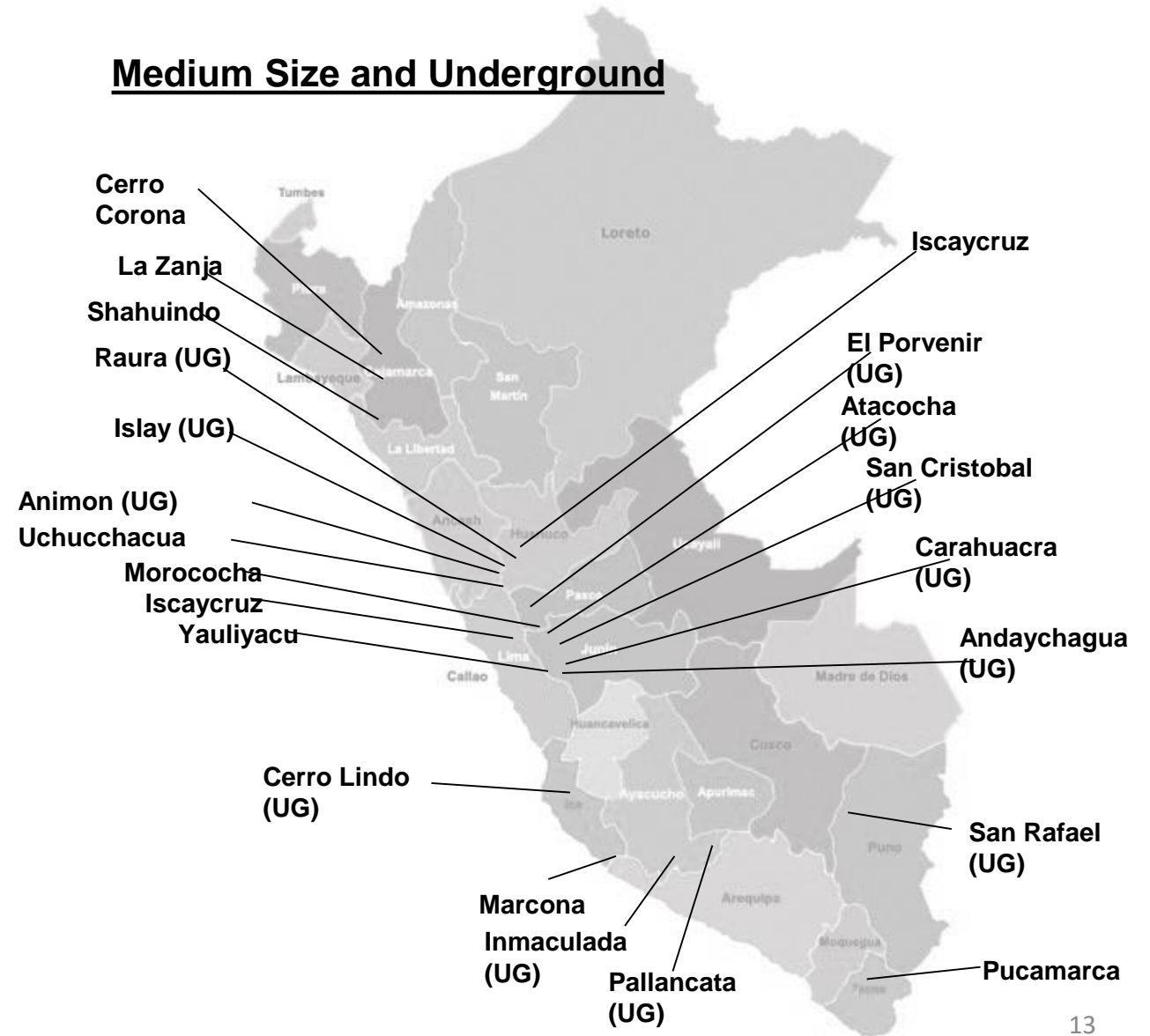
Supported by current Mining customers: *50% of sales*



Large Open Pit



Medium Size and Underground



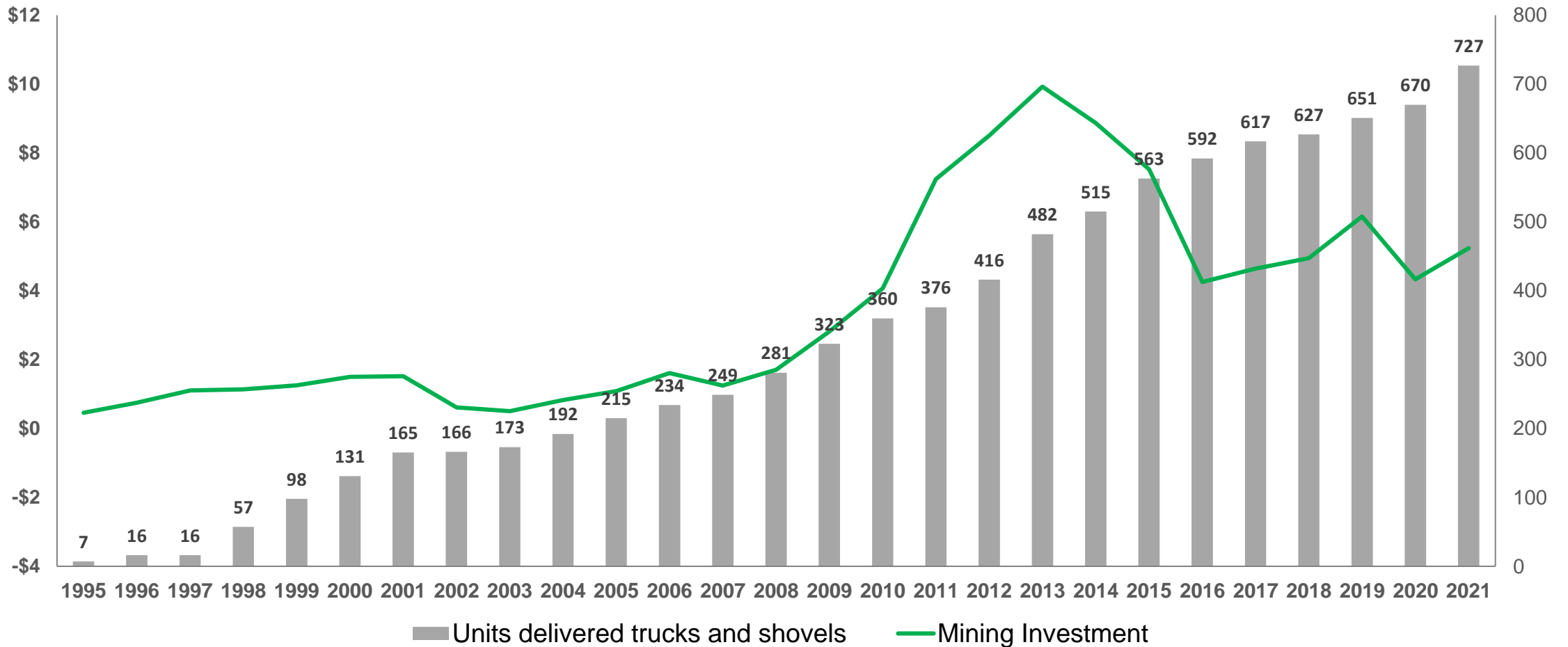
Increasing Caterpillar mining trucks and shovels population over the years



Caterpillar Mining Trucks and Shovels Population

Mining Investment
US\$ Bn

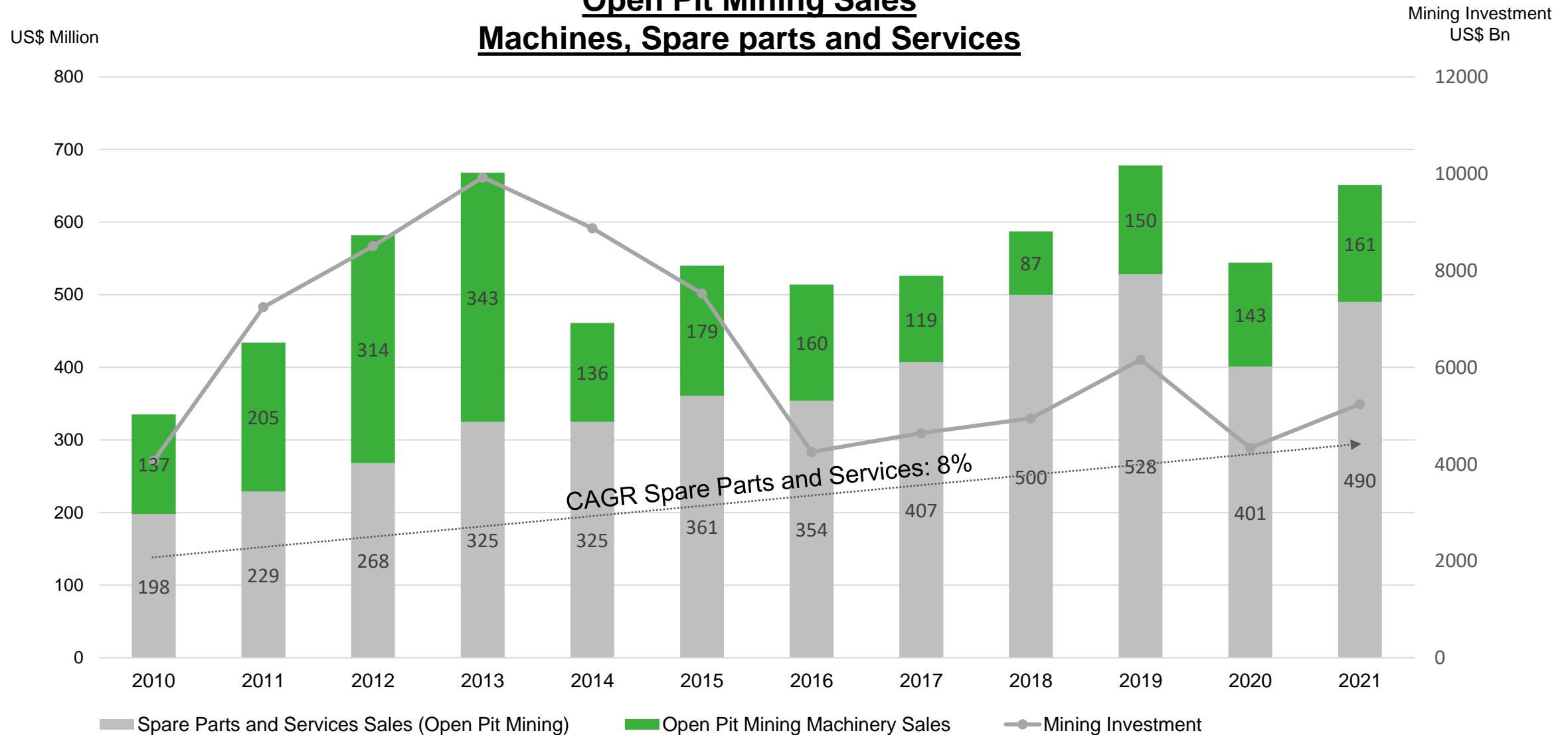
Units



Leverage our sales



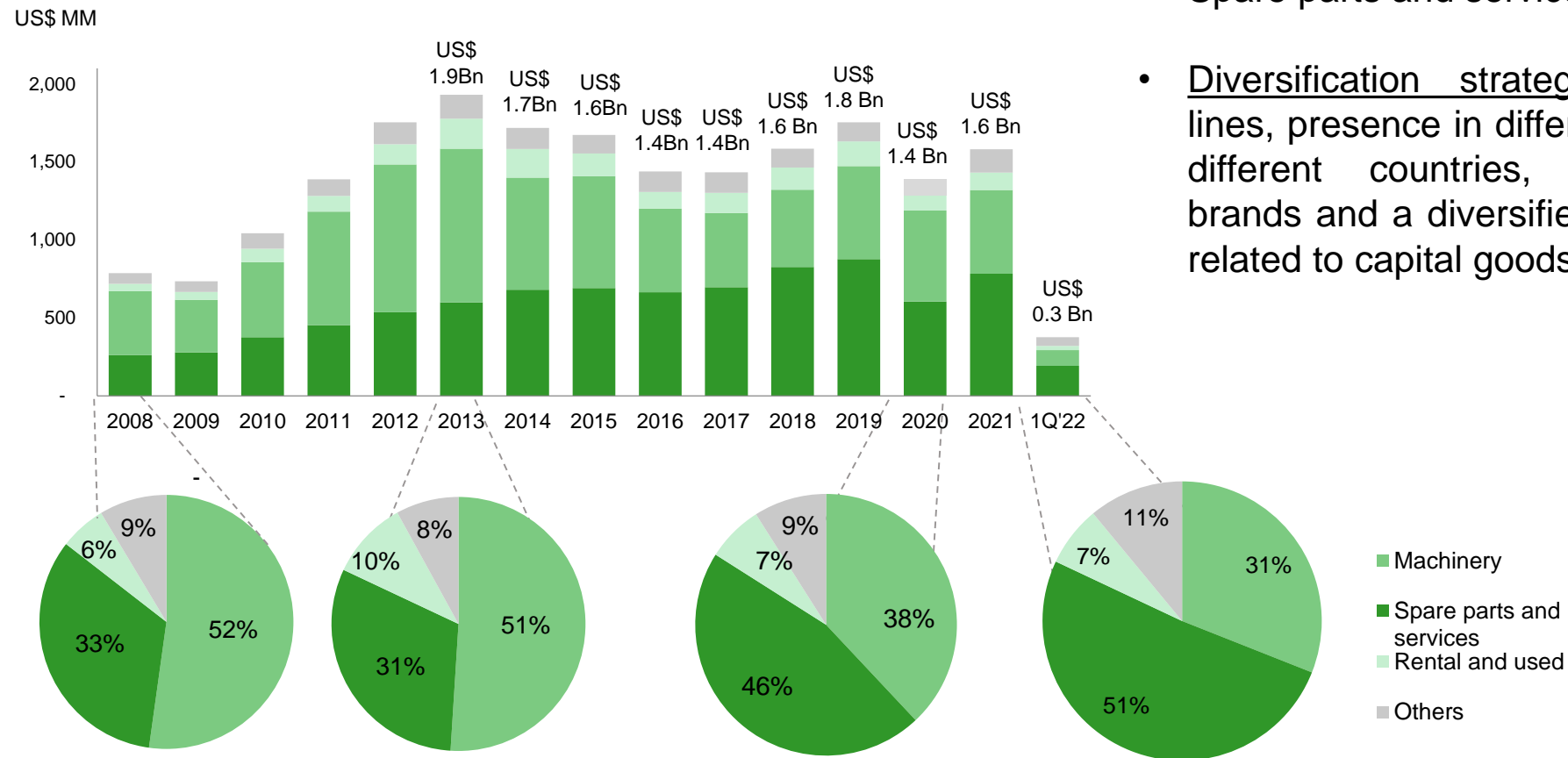
Open Pit Mining Sales Machines, Spare parts and Services



Resilient Business Model



Sales by Business Line



- Spare parts and services support business.
- Diversification strategy through business lines, presence in different economic sectors, different countries, various represented brands and a diversified portfolio of products related to capital goods.

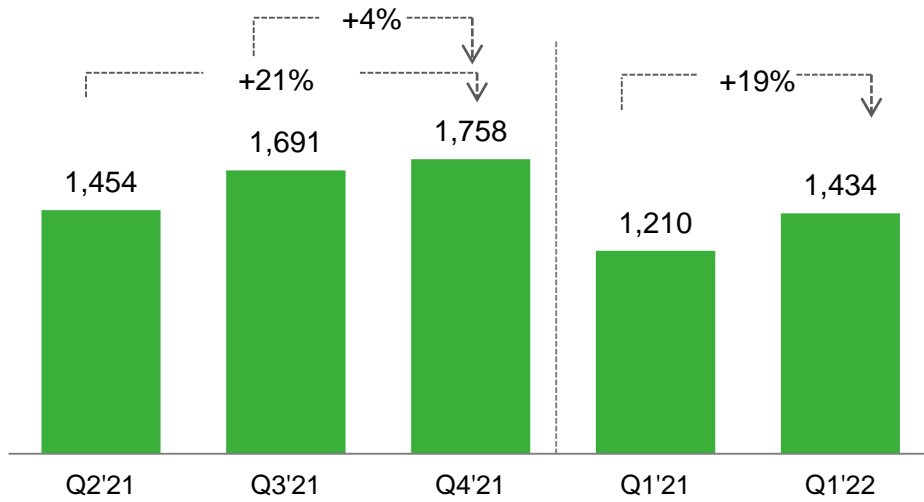
(*) Other lines include: logistic businesses, lubricants and consumables.

Reflected in strong financial results

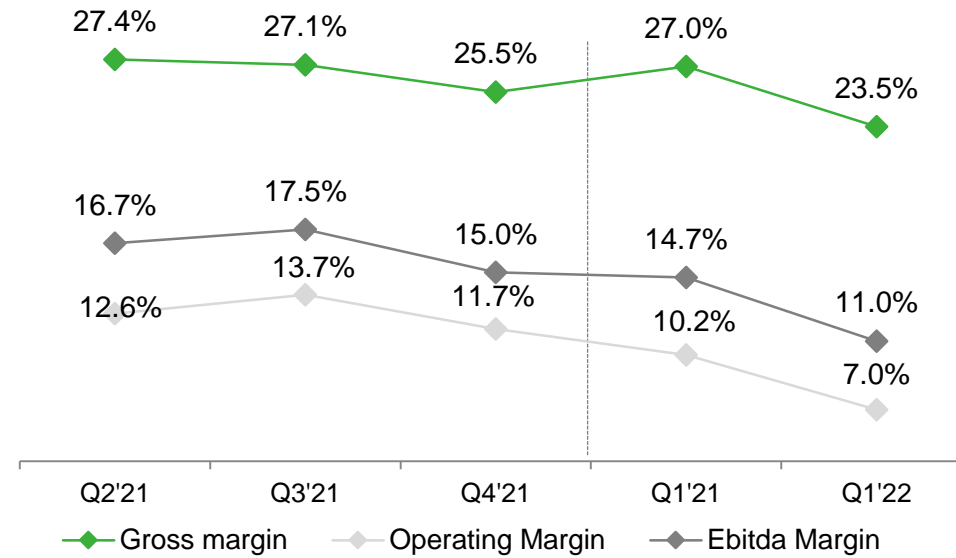


Million soles (S/ mm)

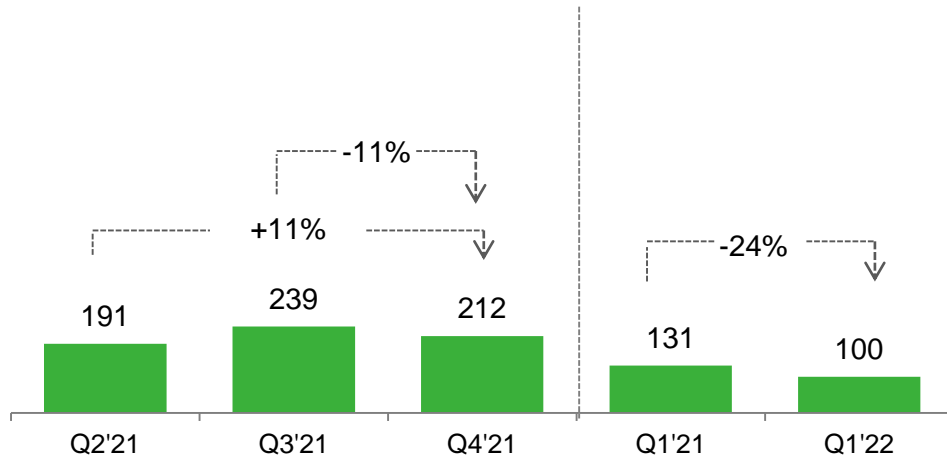
Sales



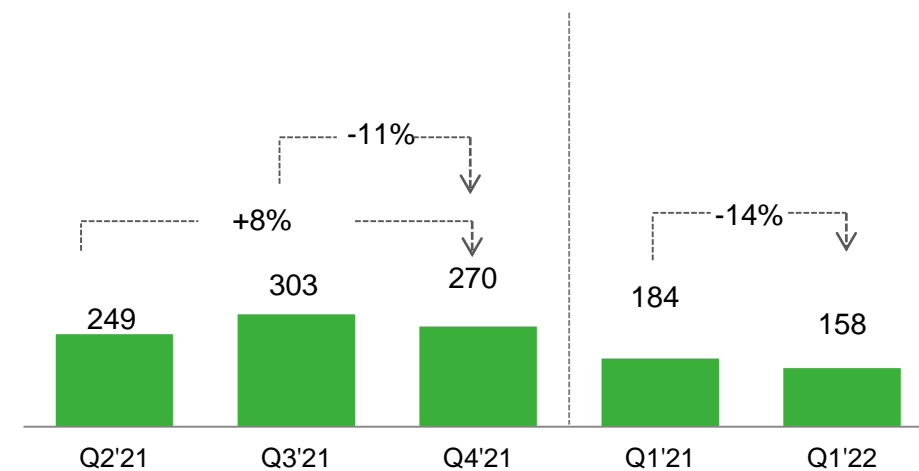
Margins



Operating Profit



EBITDA

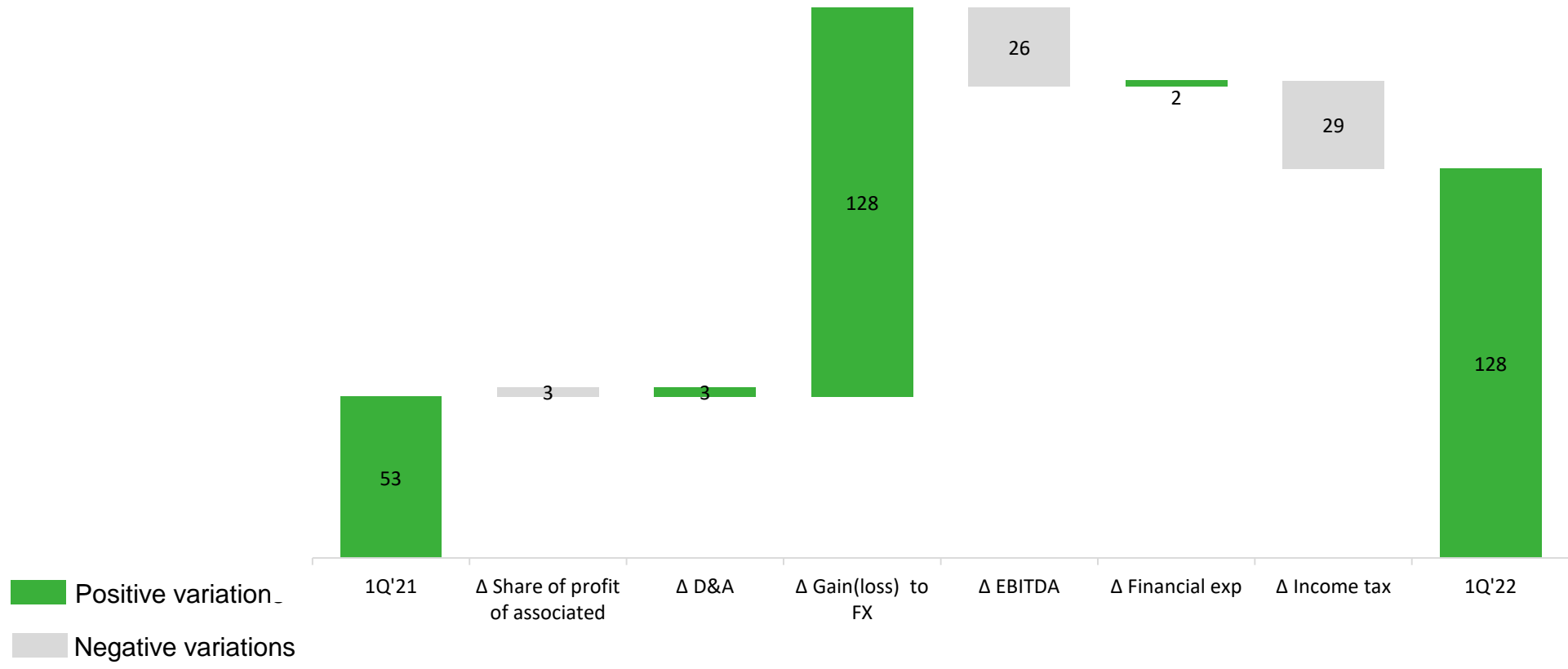


NET INCOME

Million Soles (S/ mm)



NET INCOME 1Q2022

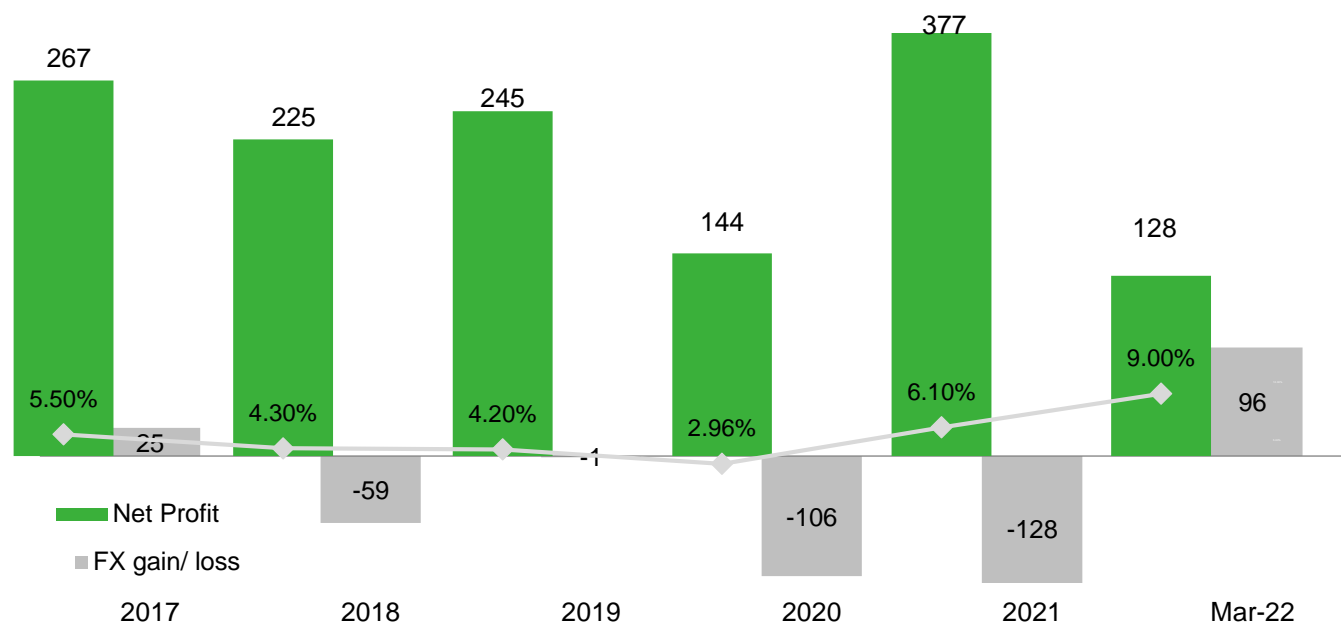


Net Profit impacted by FX Loss



Net Profit, Margin and FX Loss

(In million S/)



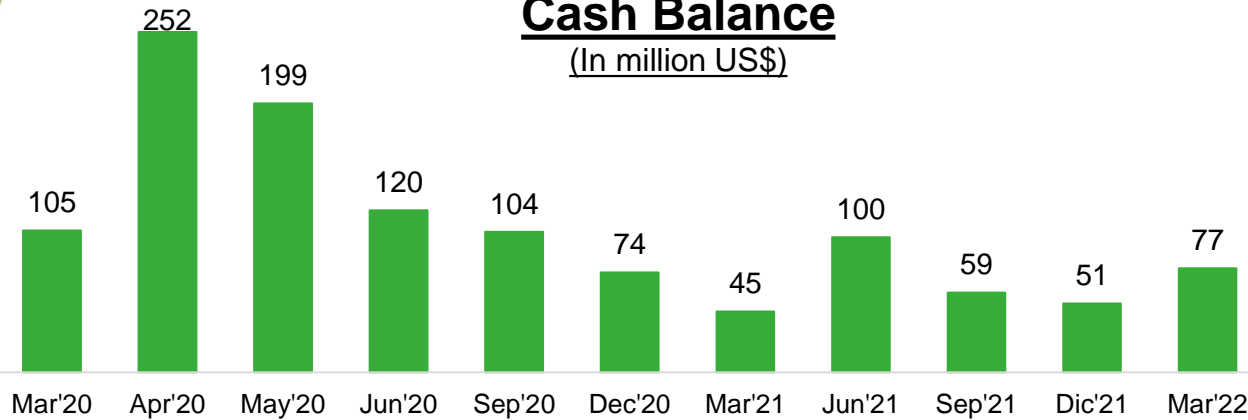
FX gain as of March 2022: S/ 96 million

Liquidity and working capital trends



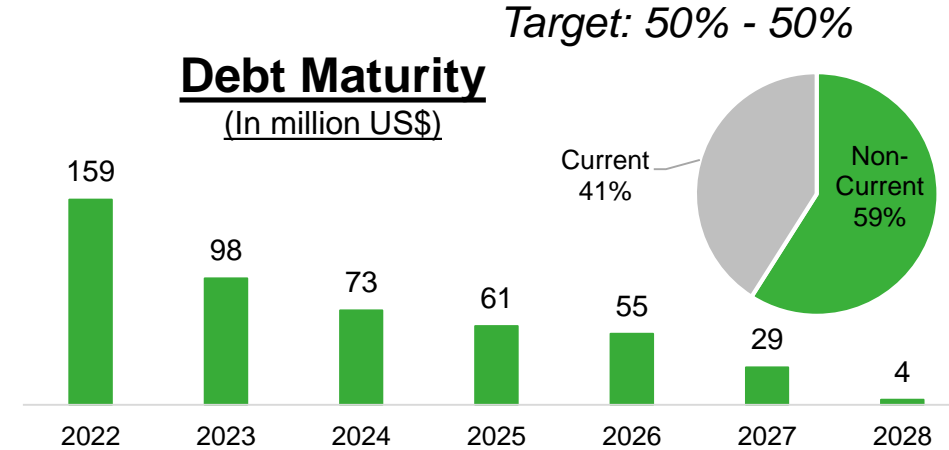
Cash Balance

(In million US\$)



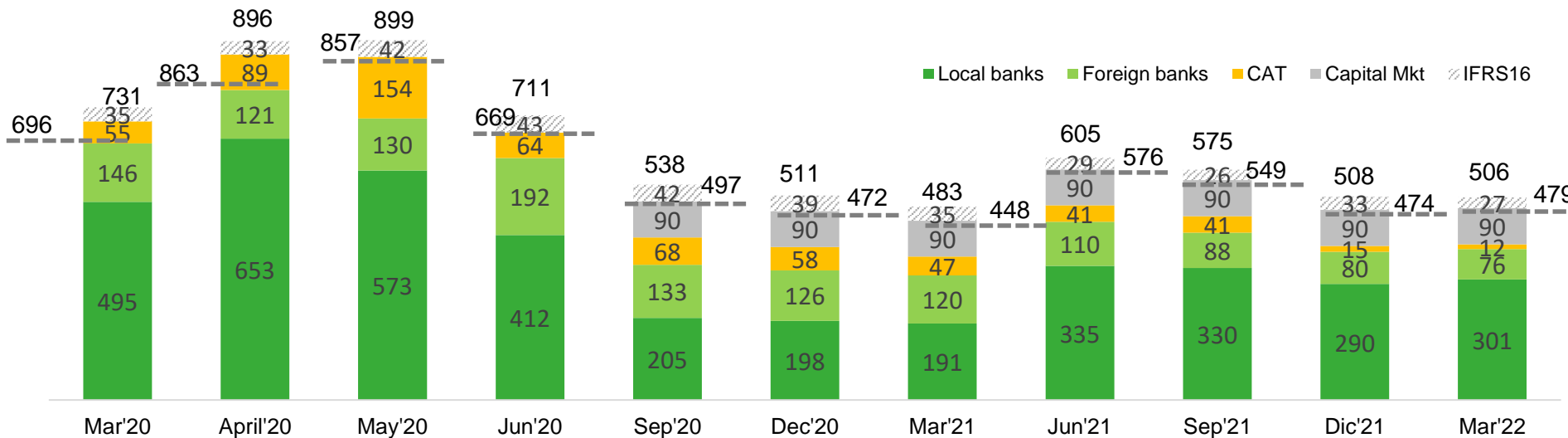
Debt Maturity

(In million US\$)



Debt

(In million US\$)



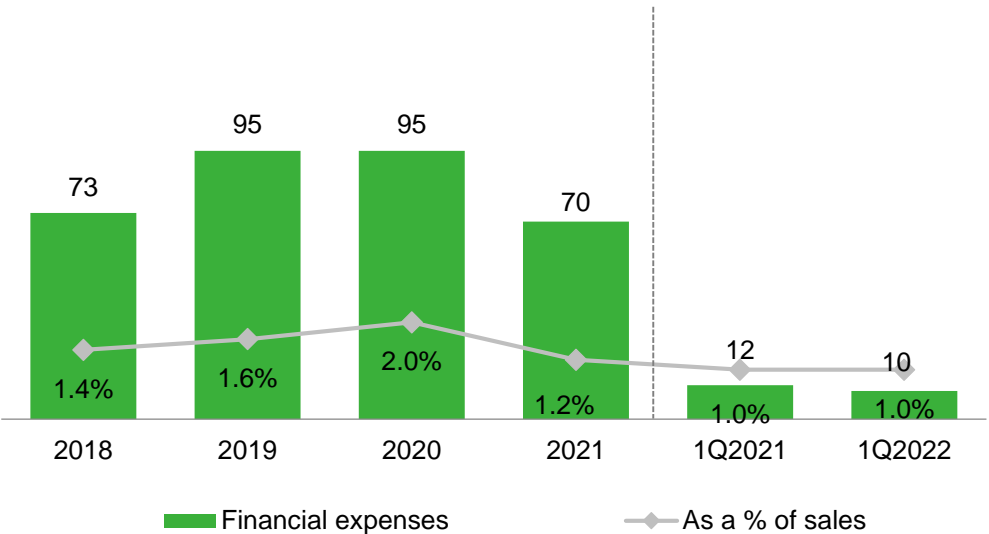
Ratios

	Mar-20	Jun-20	Set-20	Dic-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22
Net debt / EBITDA	3.35	4.05	3.19	2.64	2.53	2.35	2.21	1.81	1.90
Adjusted Debt / EBITDA	2.5	3.22	3.07	2.37	1.92	1.71	1.69	1.81	1.60

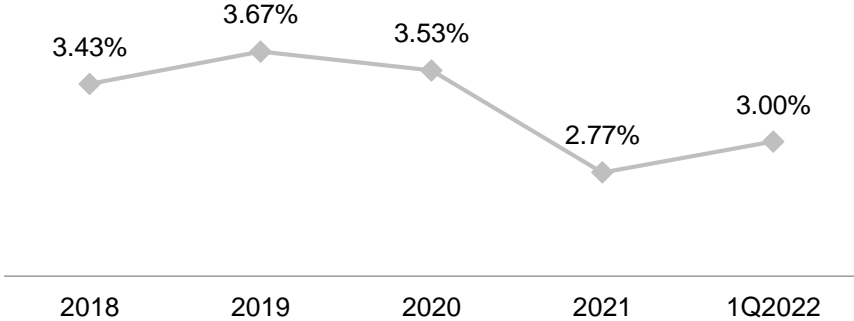
Financial expenses and controlled average cost of debt



Financial Expenses (In million S/)



Average cost of debt

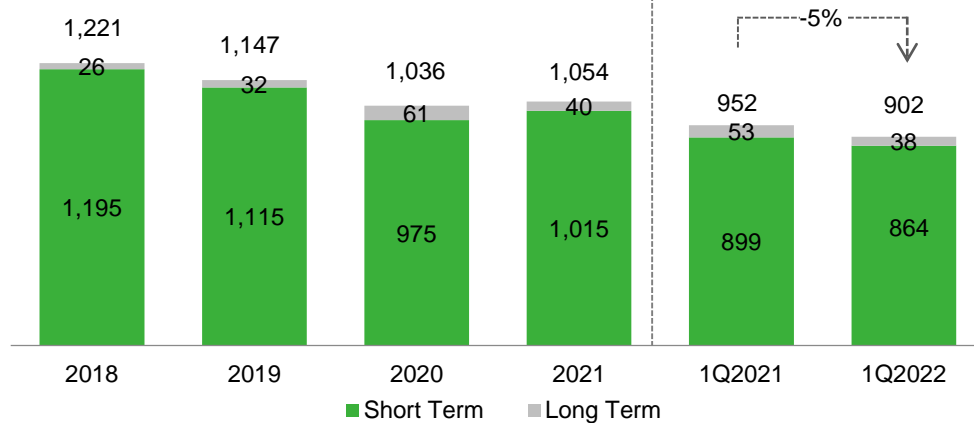


Controlling main assets and CAPEX



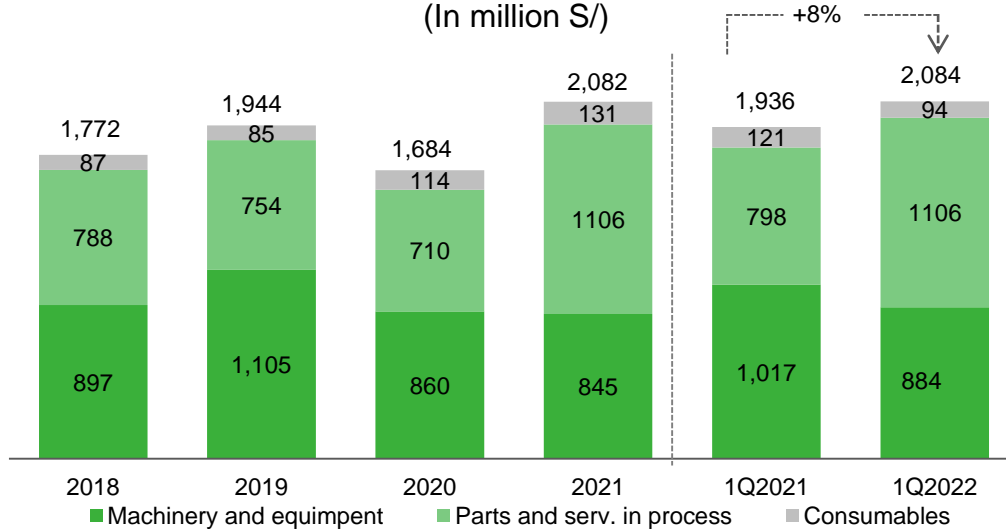
Account Receivables

(In million S/)



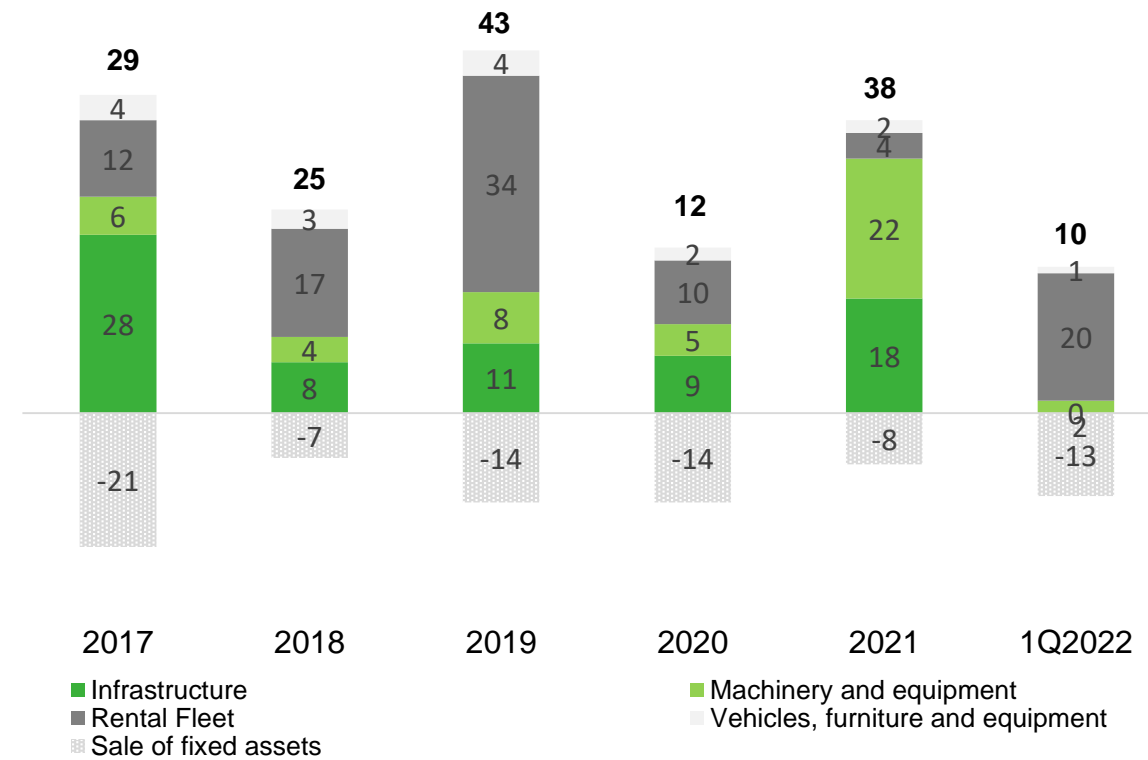
Inventories

(In million S/)



Capex

(In million US\$)



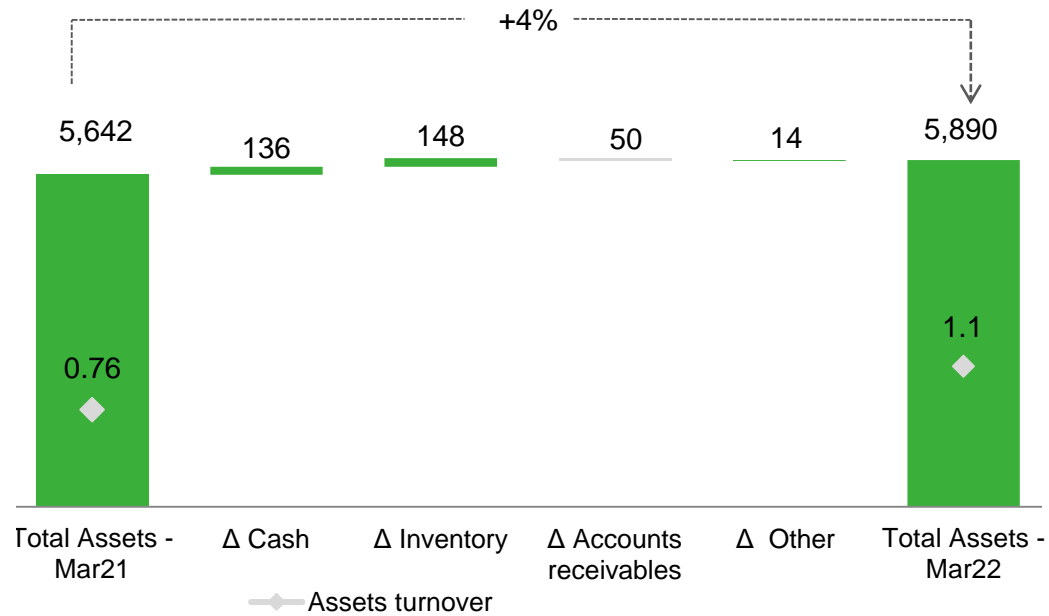
- Investment in intangible assets reached US\$ **1.8 million** dollars as of March 2022

Important Investment in Assets



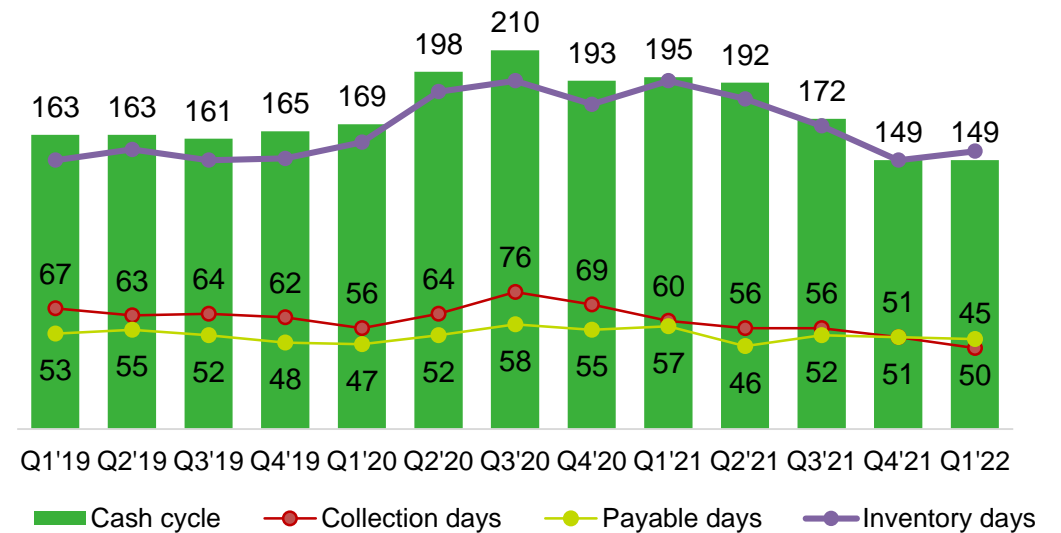
Total Assets

(In million S/)



Cash Cycle

(Days)



- Positive variations
- Negative variations



Sustainability Program

Ferreycorp

SUSTAINABILITY

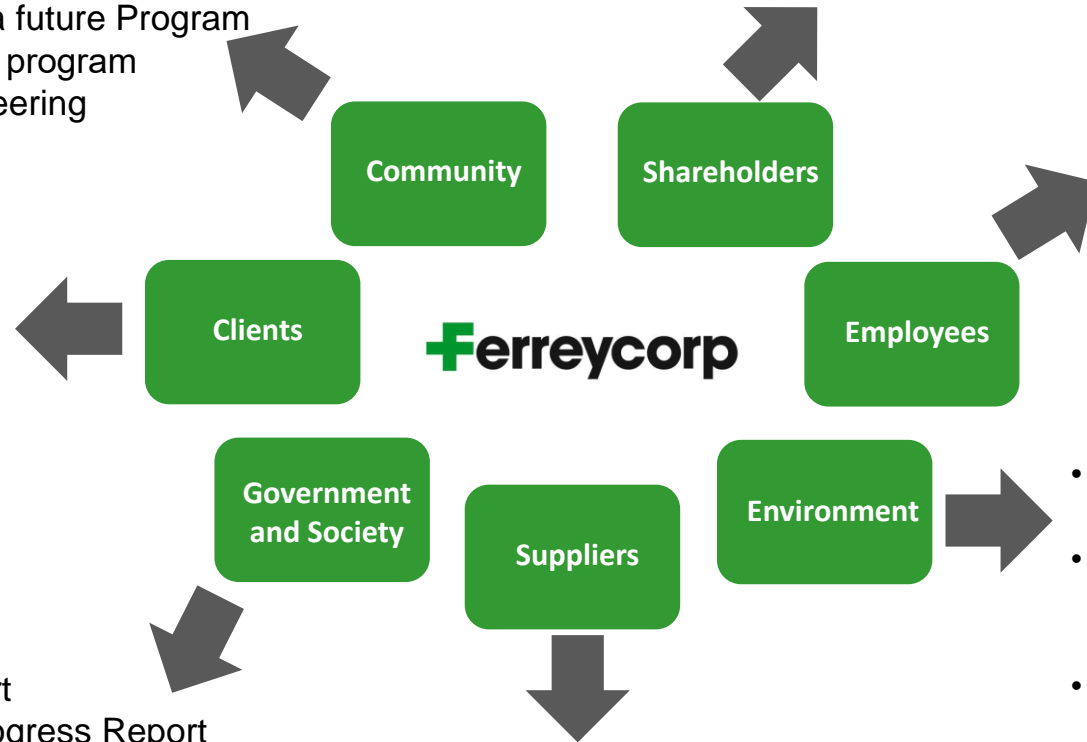
Positive Relations with all Stakeholders



- Ferreycorp Association.
- Ferreyros' Heavy Equipment Operators Club
- Think Big Program
- Youngsters with a future Program
- "Works for taxes" program
- Corporate volunteering

- Good Corporate Governance Principles
- Respect for the rights of shareholders
- Transparent and timely delivery of information
- Effective representation through a Board of Directors

- Health care, safety and working conditions
- Training and professional development
- Value and respect for diversity
- Labor Inclusion Program
- Personal & Family Growth



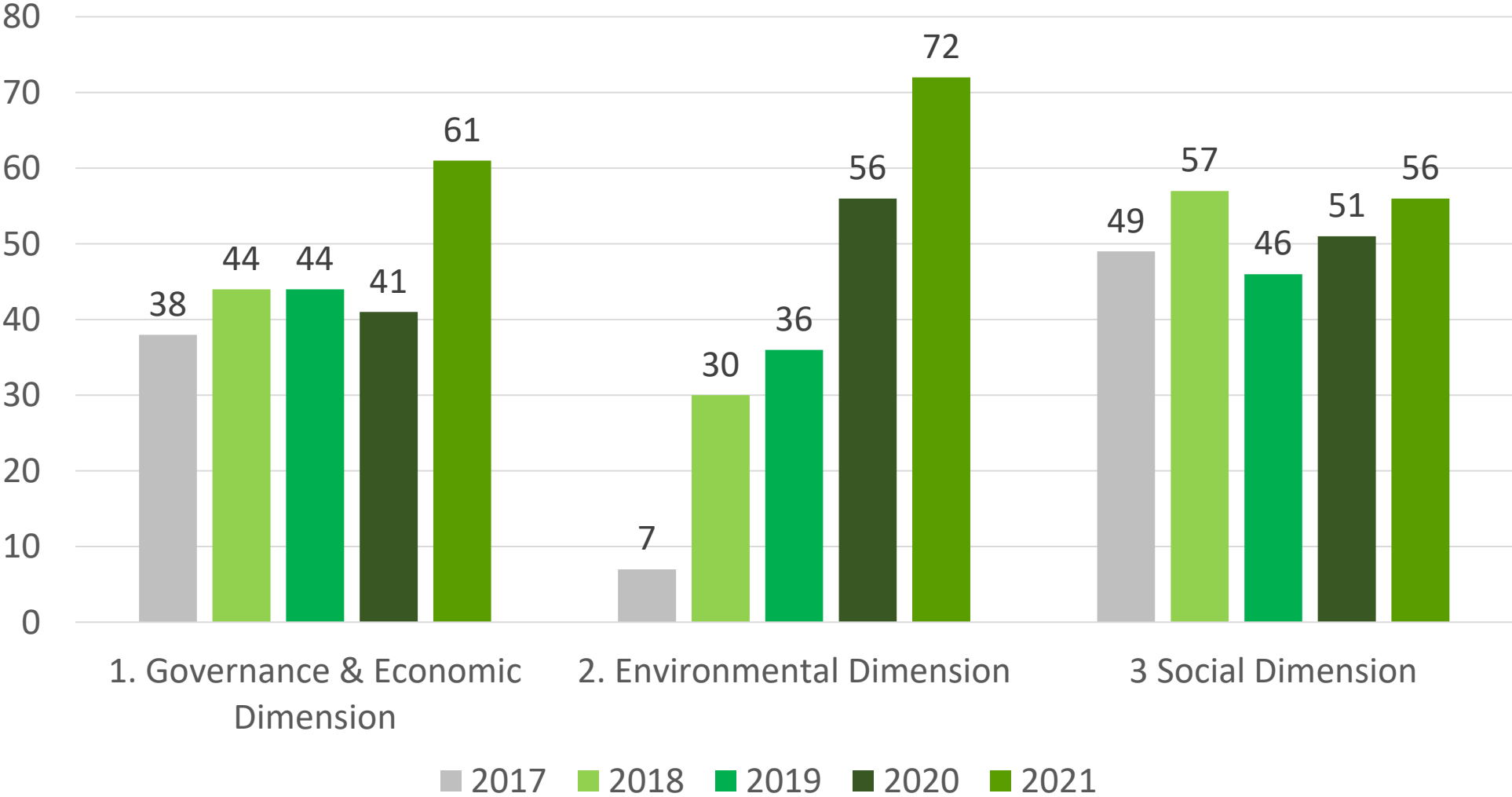
- Long-term and mutually beneficial business relationships
- High-quality products and services, specialized attention by sector.
- Continuous monitoring of customer satisfaction and claims
- Marketing & Com. policies

- Sustainability Report
- Global Compact Progress Report
- Socially Responsible Company Distinctive

- Recruitment policy: transparency and fair treatment
- Preference for suppliers based on: quality of the product or service, price, terms of delivery, treatment to personnel, implementation of security programs.
- ABE between providers
- Committee of Carriers that share good practices

- Environmental management system based on ISO 14001 Standard
- Environmental Management Programs: planning, training and awareness, operational control and verification
- Carbon Footprint Measurement

Dow Jones Results 2017-2021 by Dimension



+ferreycorp