



Ferreycorp

Earnings Presentation
Second Quarter 2023

July 2023



HIGHLIGHTS

Dividends' payment

- In March 2023, the Shareholders' Meeting approved a cash dividend of S/251.3 million.
- This amount was defined by the upper limit of the dividend policy (60% of free disposal profits)
- In September 2022, the company paid an advance cash dividend of S/120 million.
- The remaining amount of S/ 131.3 million was paid on May 5, 2023.

Extension of buyback program

- In May 2023, the Board of Directors approved an extension of the buyback program from 50 million shares up to 94 million shares.
- This amount of shares is equivalent to 10% of the company's issued capital.
- The repurchases of shares might be done in parts, and when market conditions and other variables are convenient to the company's interests.

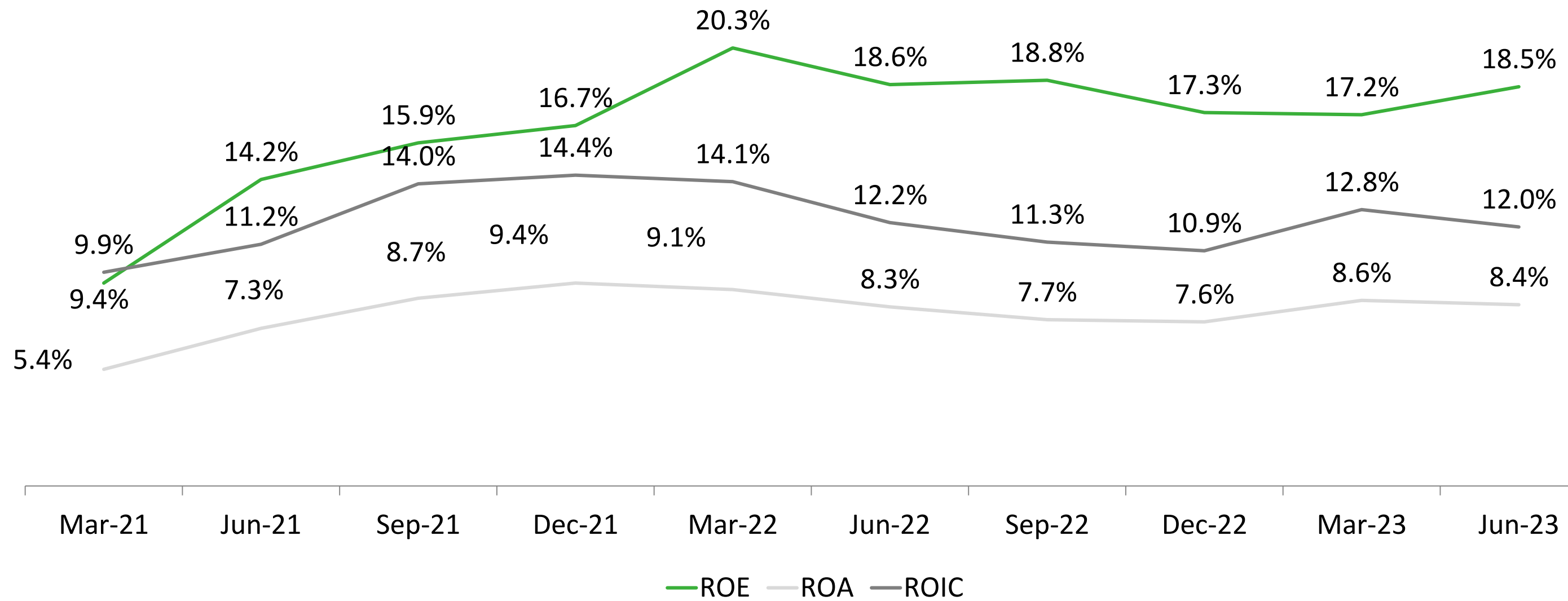
Ferreycorp

JUNTOS CREAMOS
DESARROLLO



INTRODUCTION

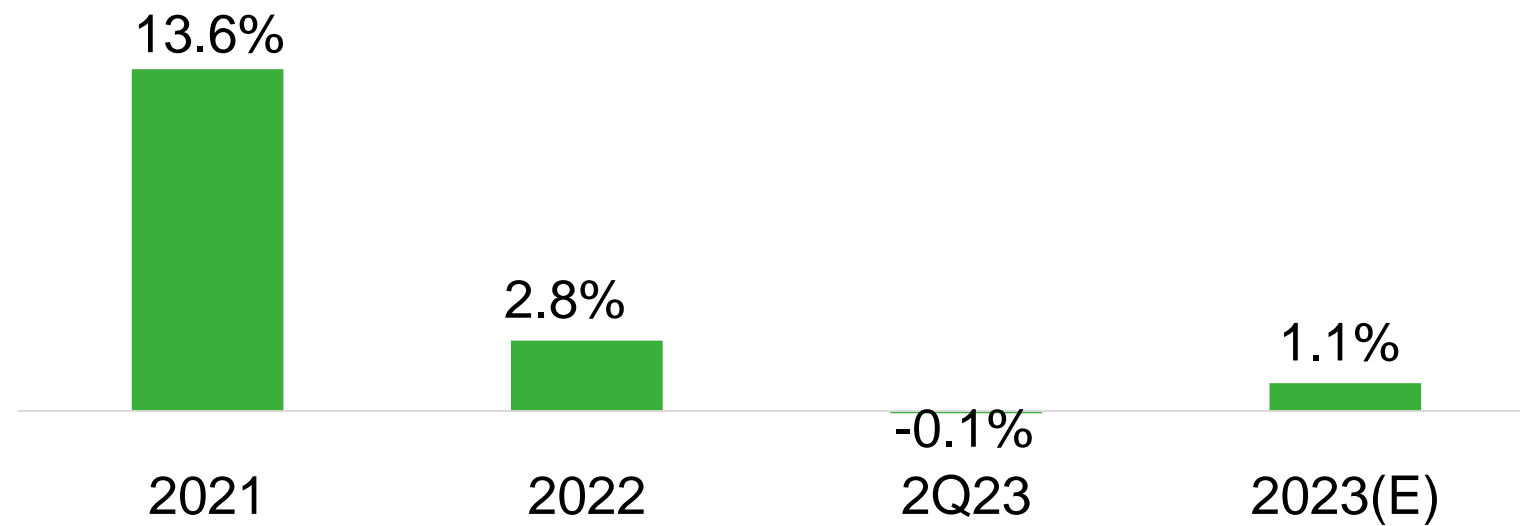
Ferreycorp Profit Ratios



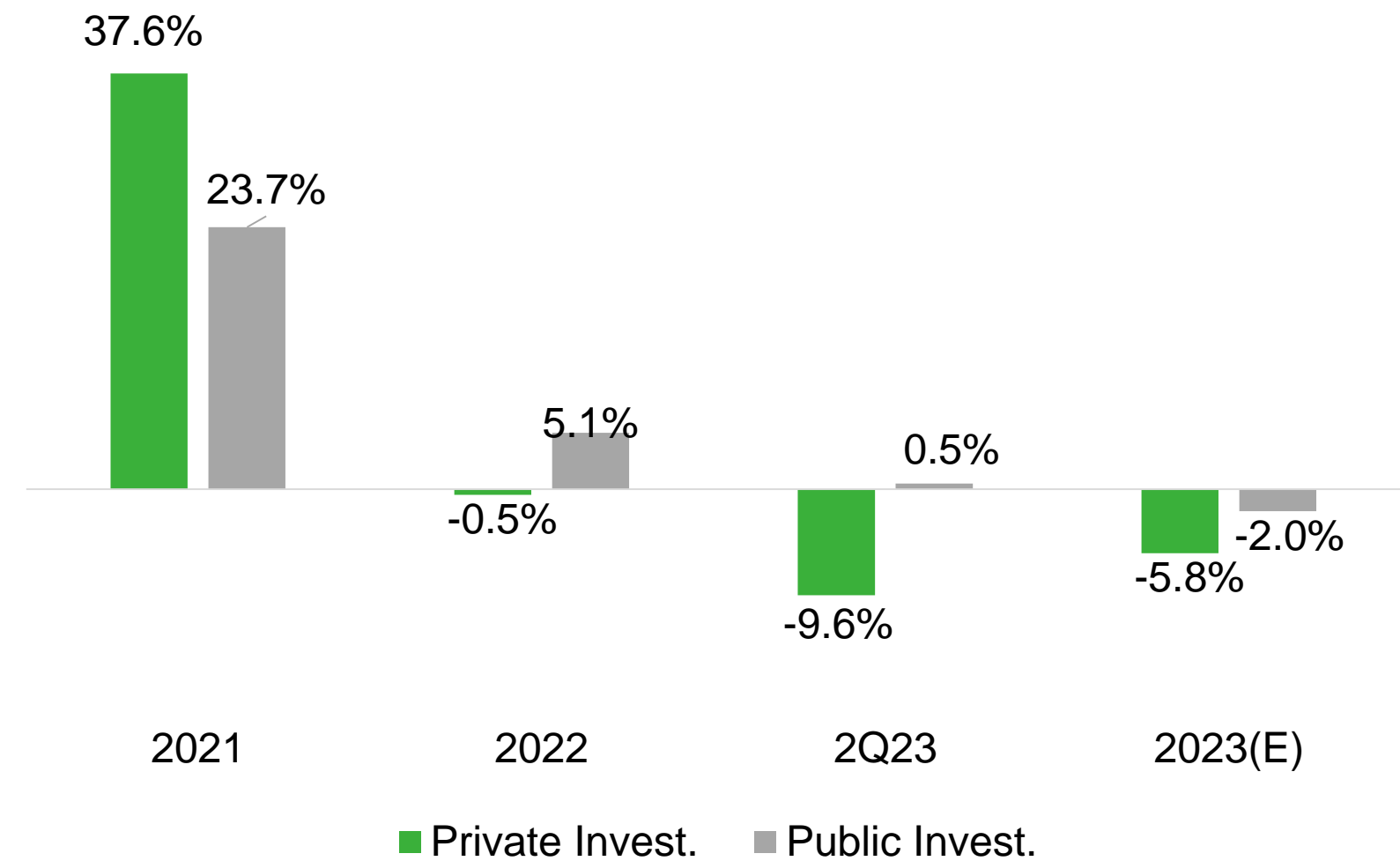


INTRODUCTION

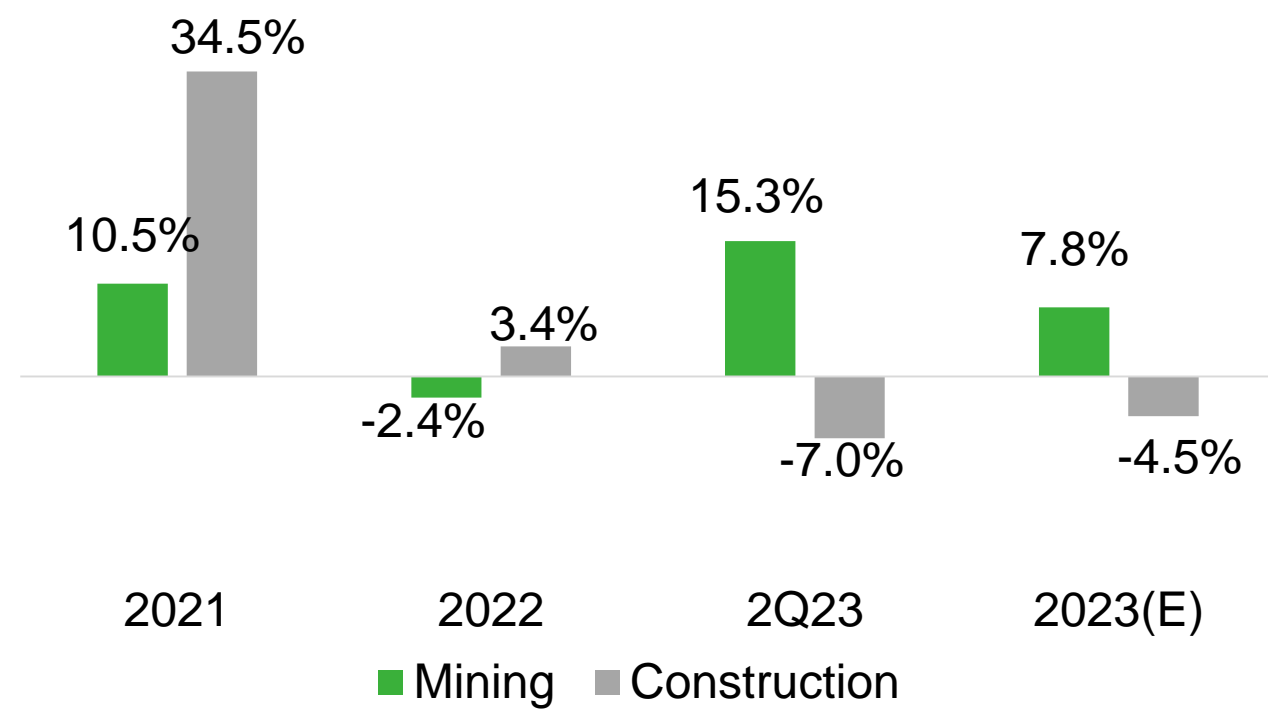
GDP (Var %)



Public & Private Investment (Var %)



Mining and Construction GDP evolution (Var %)



Private investment affected in 2023 by business confidence and social conflicts.

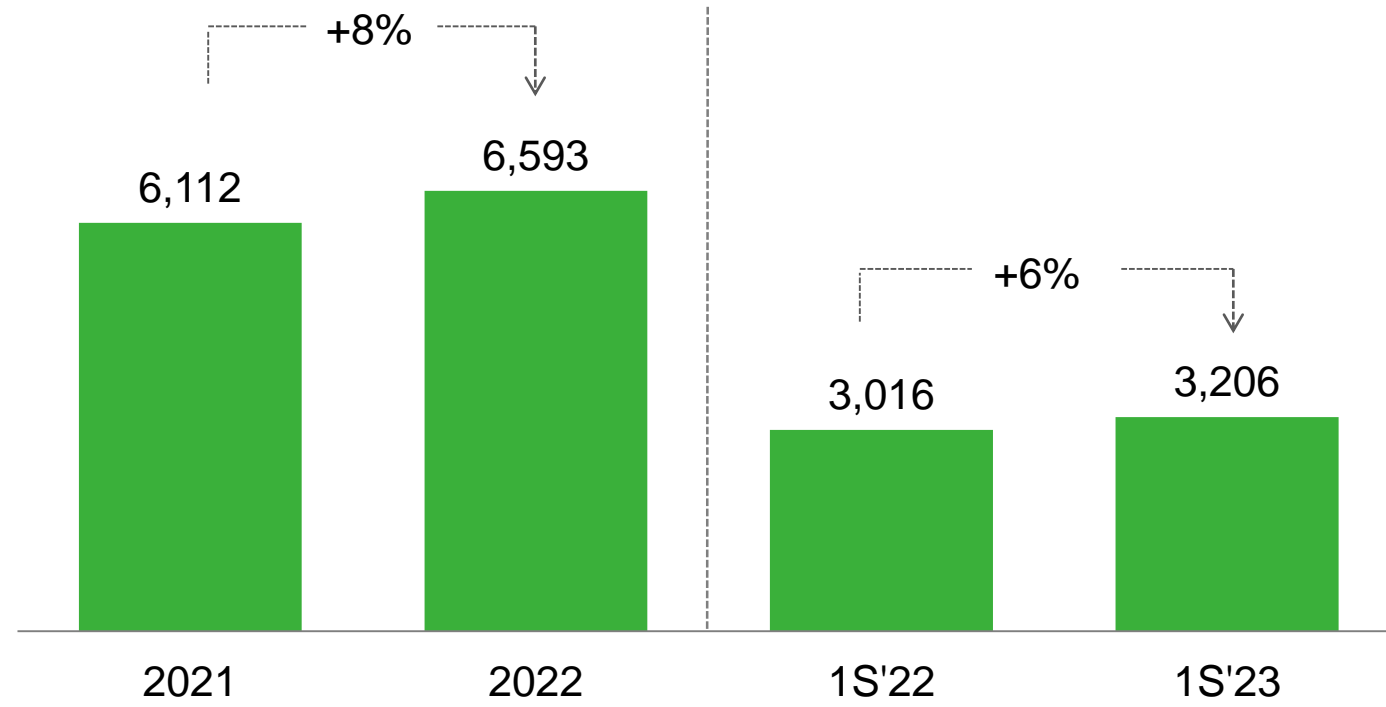
Sources: Central Bank Inflation Report as of June 2023 & Apoyo Consultoría



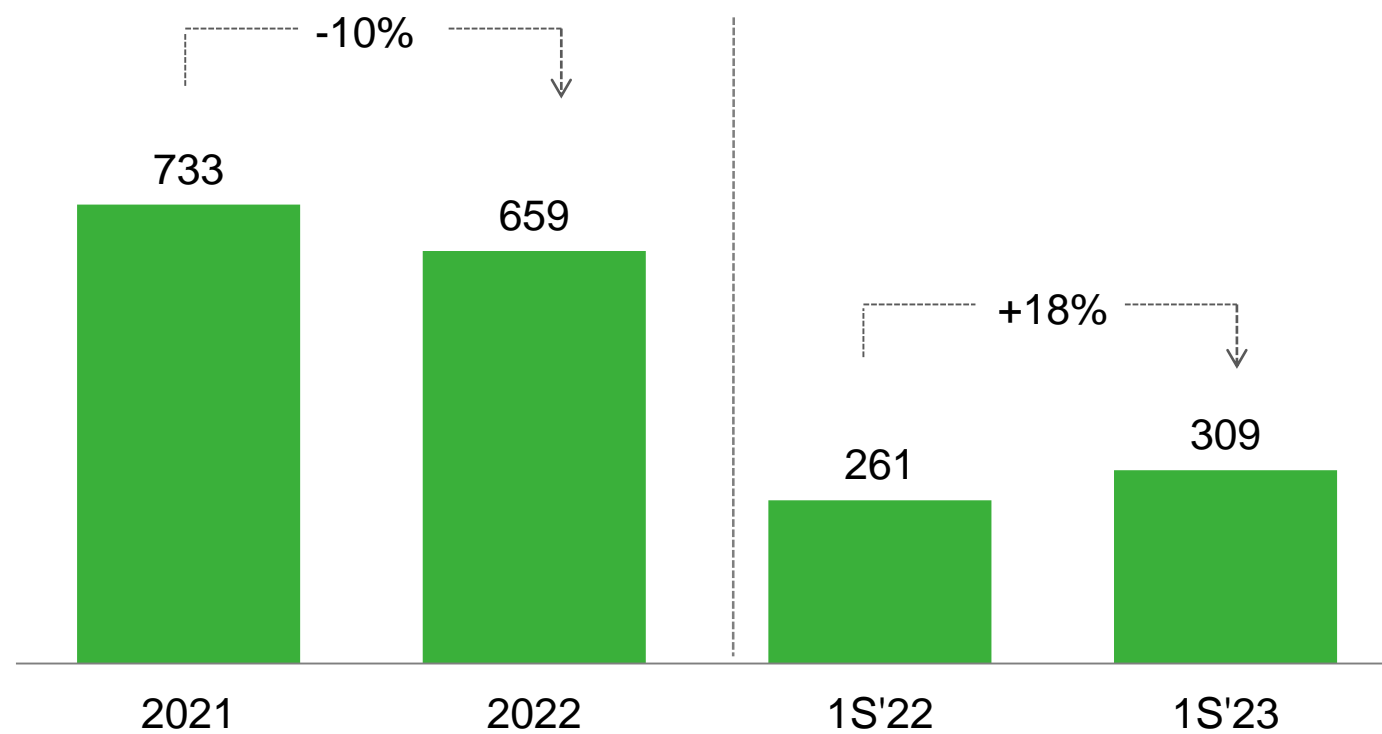
FINANCIAL HIGHLIGHTS

Million Soles (S/ mm)

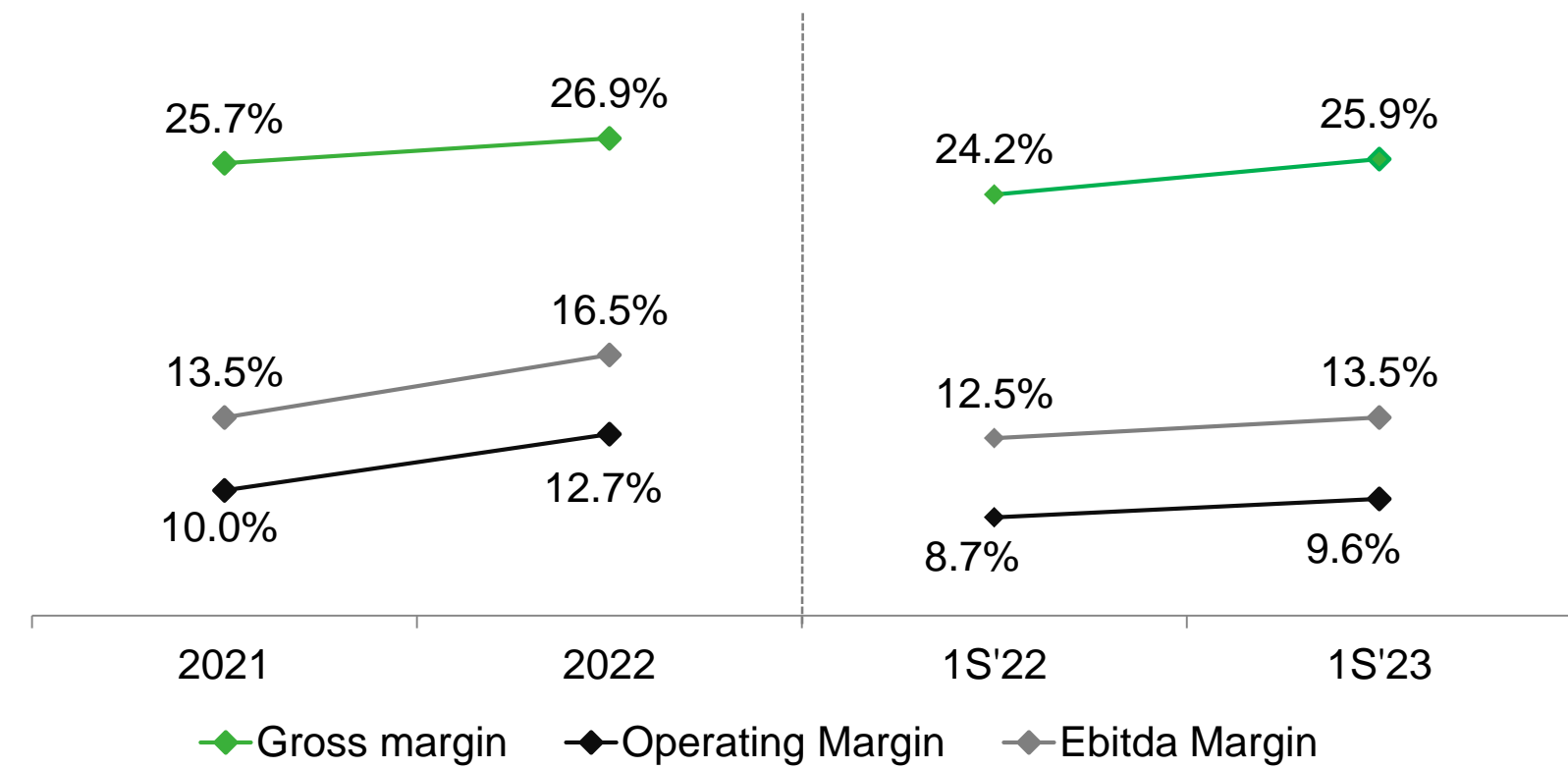
SALES



OPERATING PROFIT



MARGINS



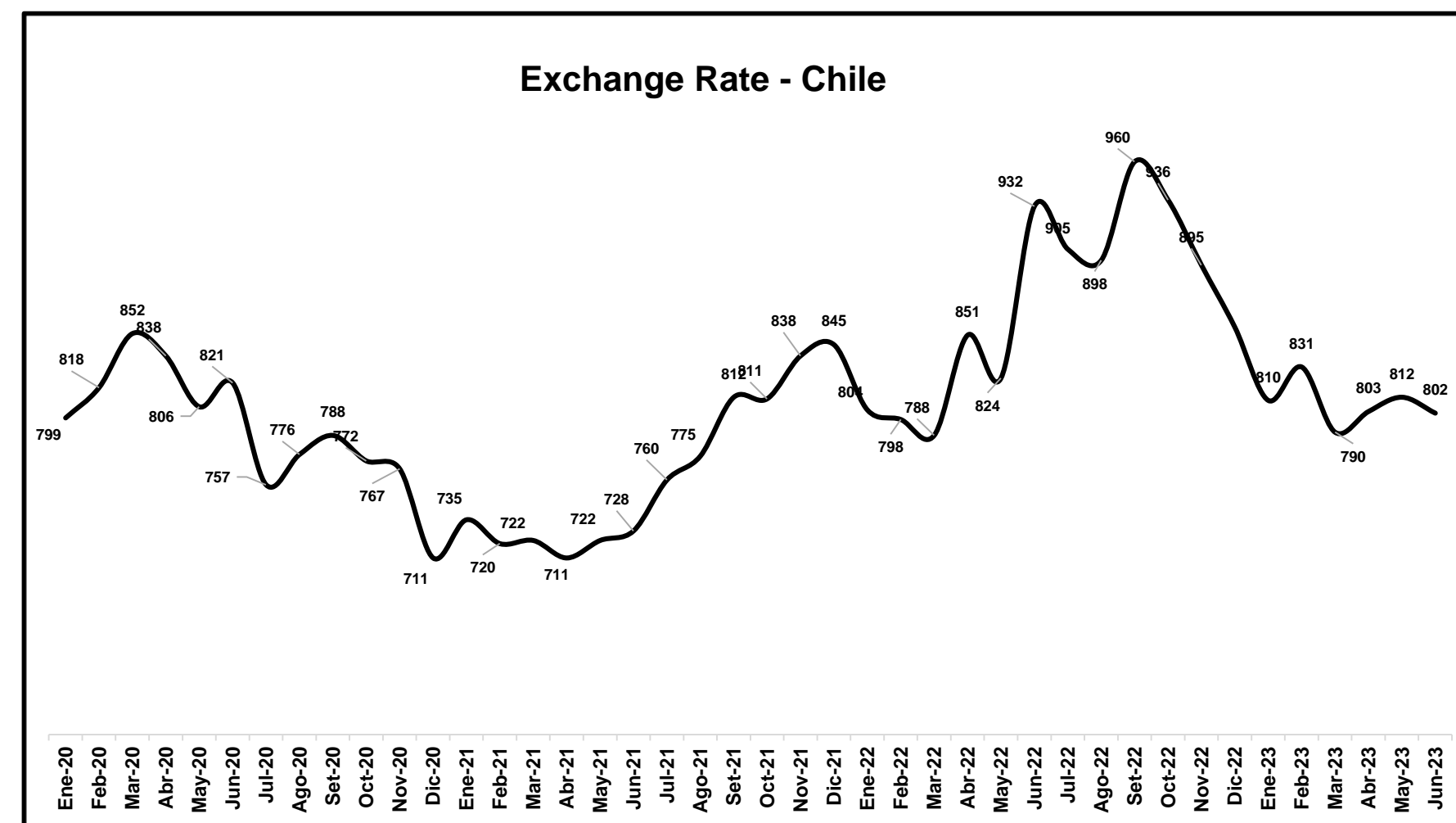
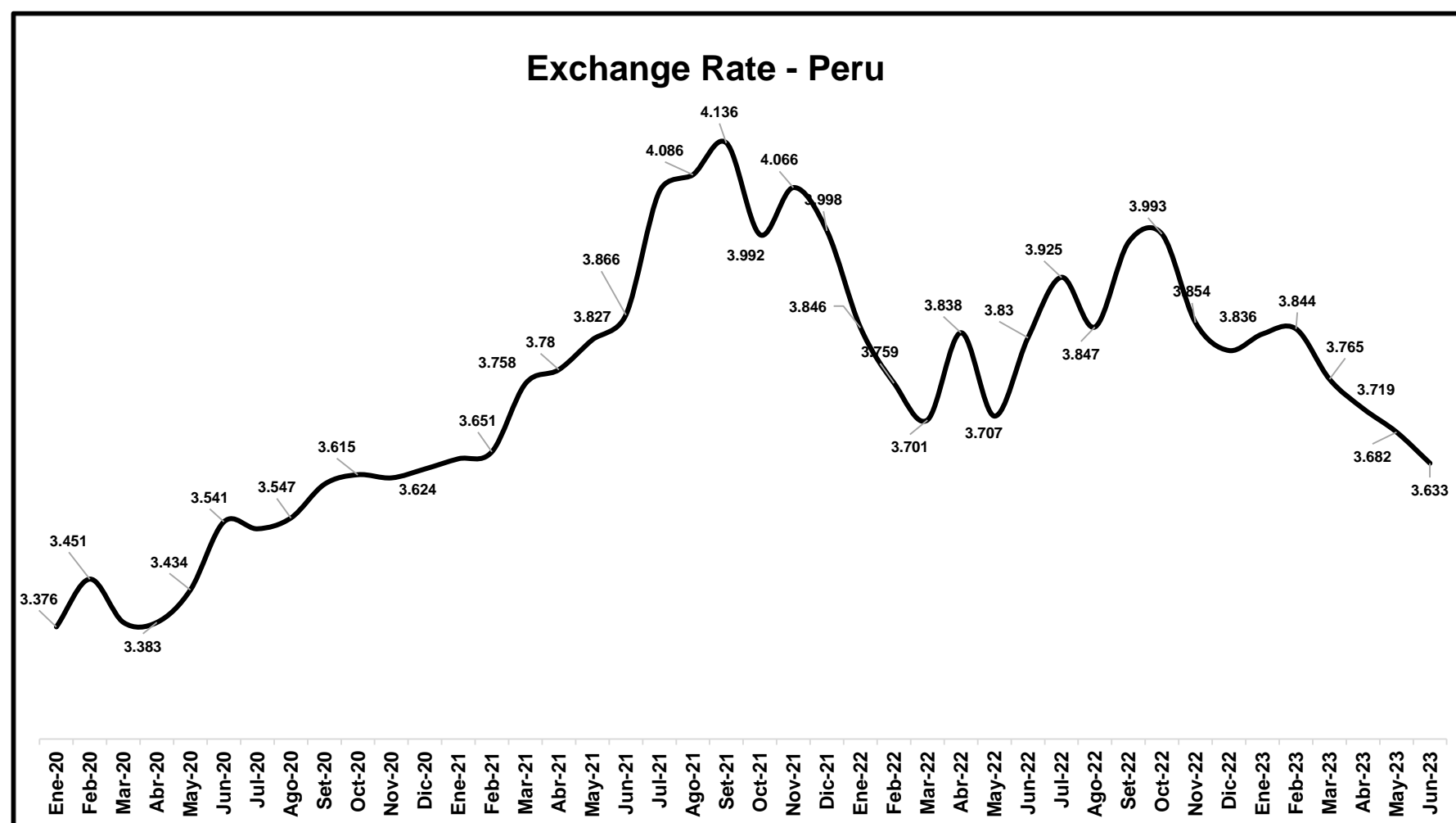
Gross Margin Adj. 1S 2022 = 26.2%, 1S 2023 = 27.3%

Operating Margin Adj. 1S 2022 = 10.6% ; 1S 2023 = 11.1%

Ebitda Margin Adj 1S 2022 = 14.4% ; 1S 2023 = 15.0%



EVOLUTION ON EXCHANGE RATES

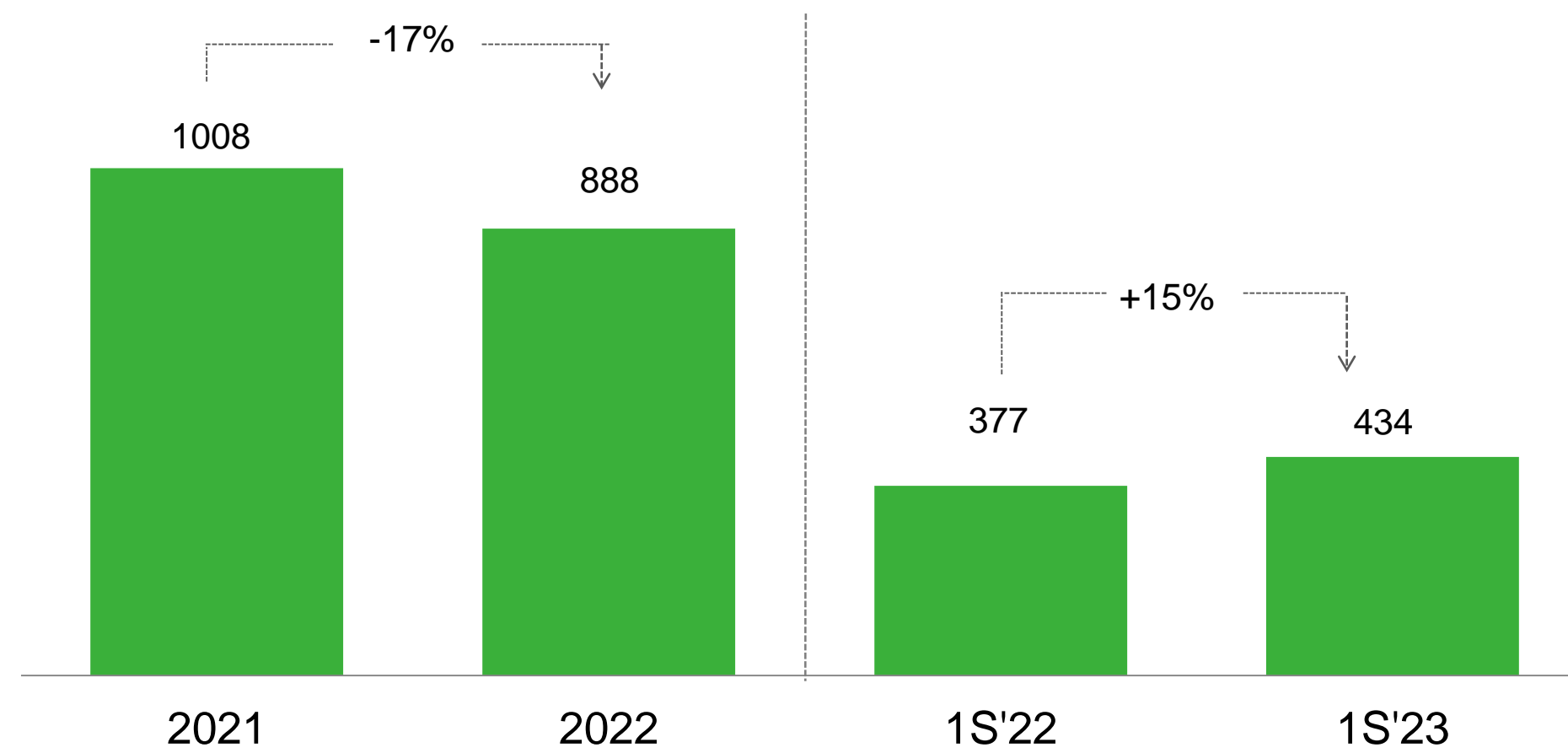




FINANCIAL HIGHLIGHTS - EBITDA

Million Soles (S/ mm)

EBITDA

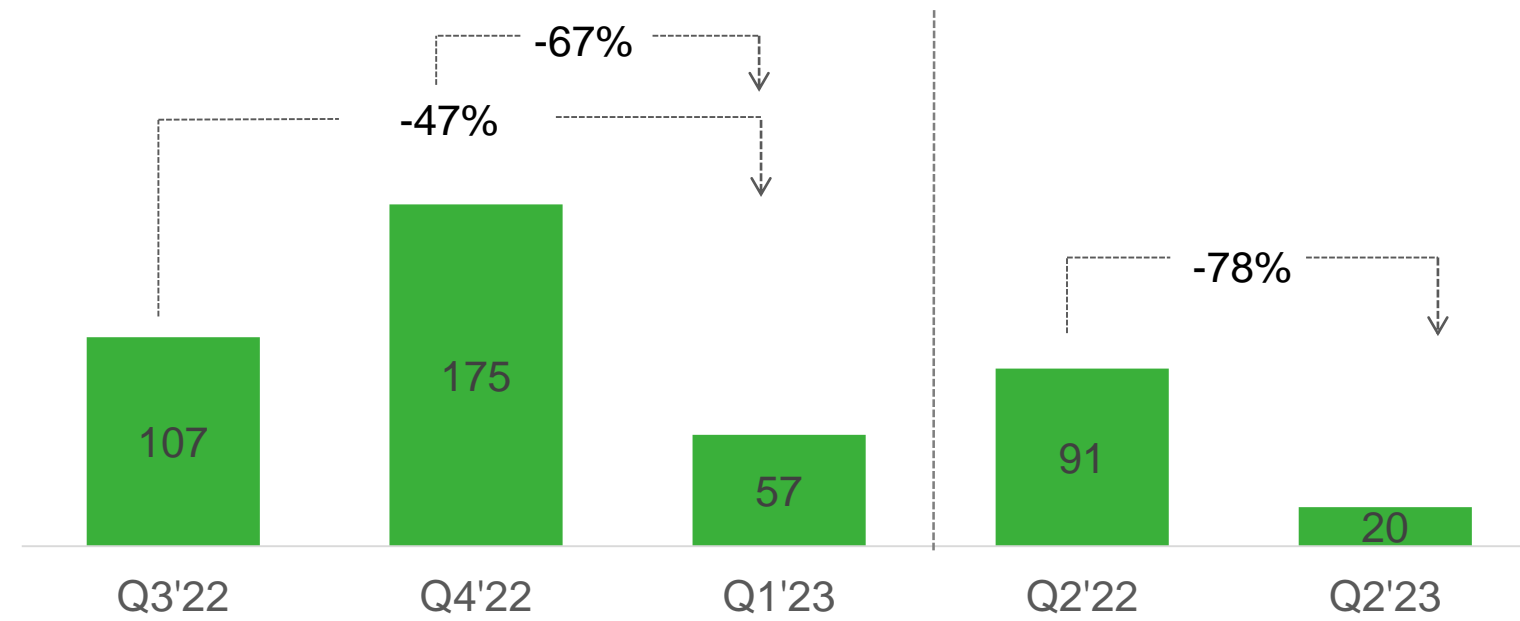




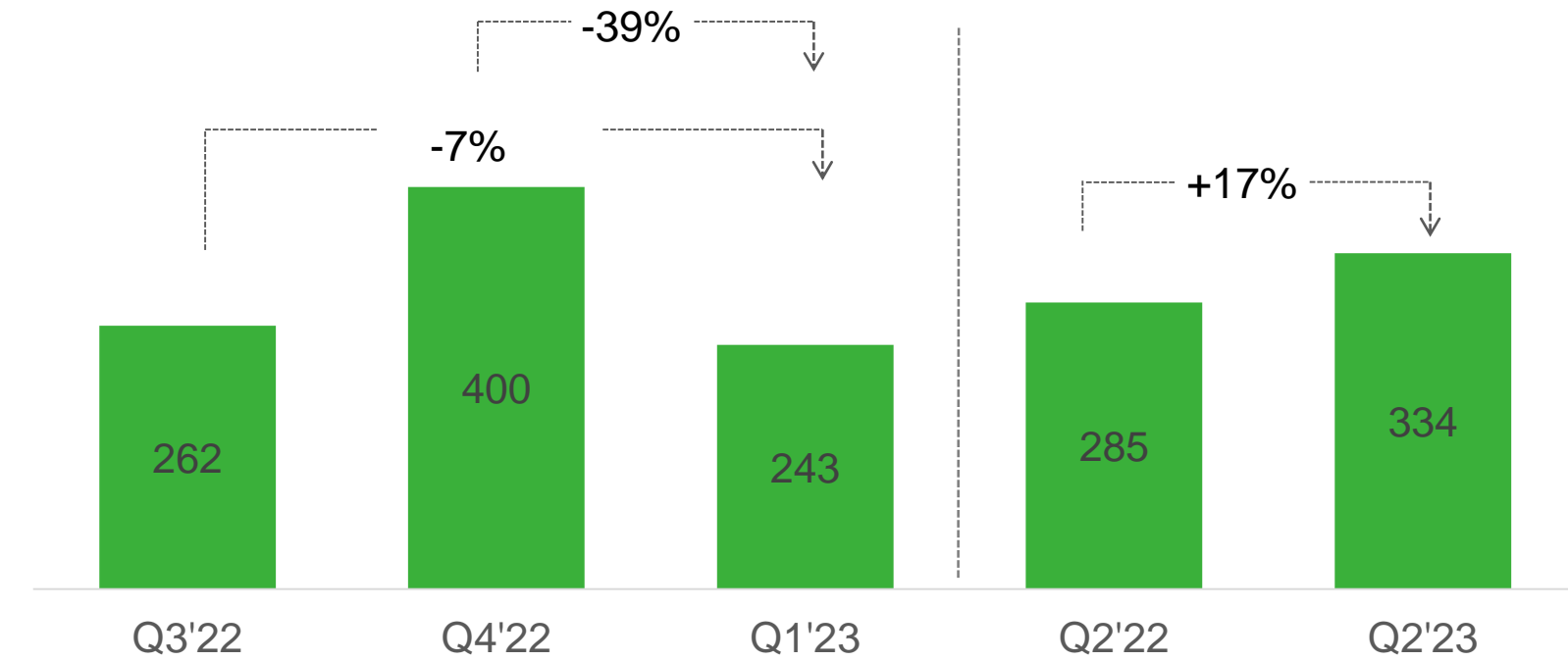
SALES BY BUSINESS LINES

Million Soles (S/ mm)

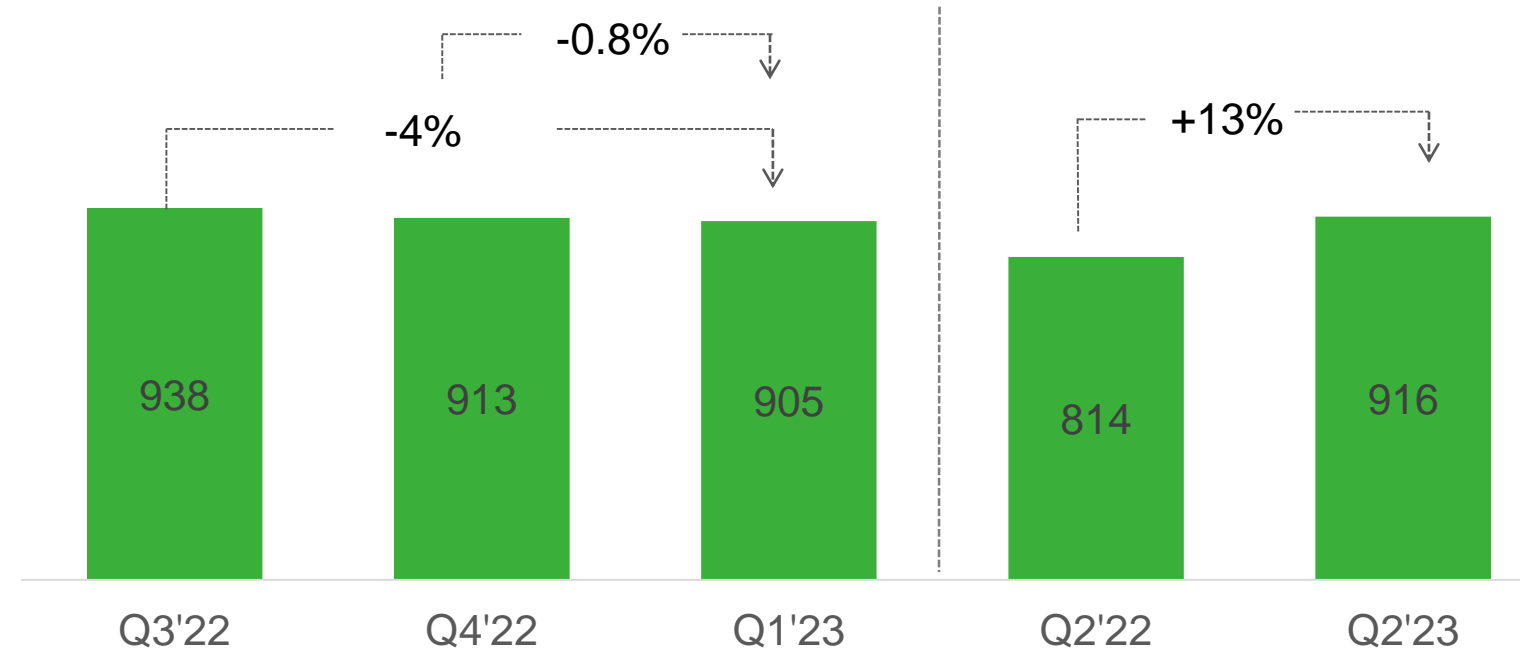
CAT MINING EQUIPMENT



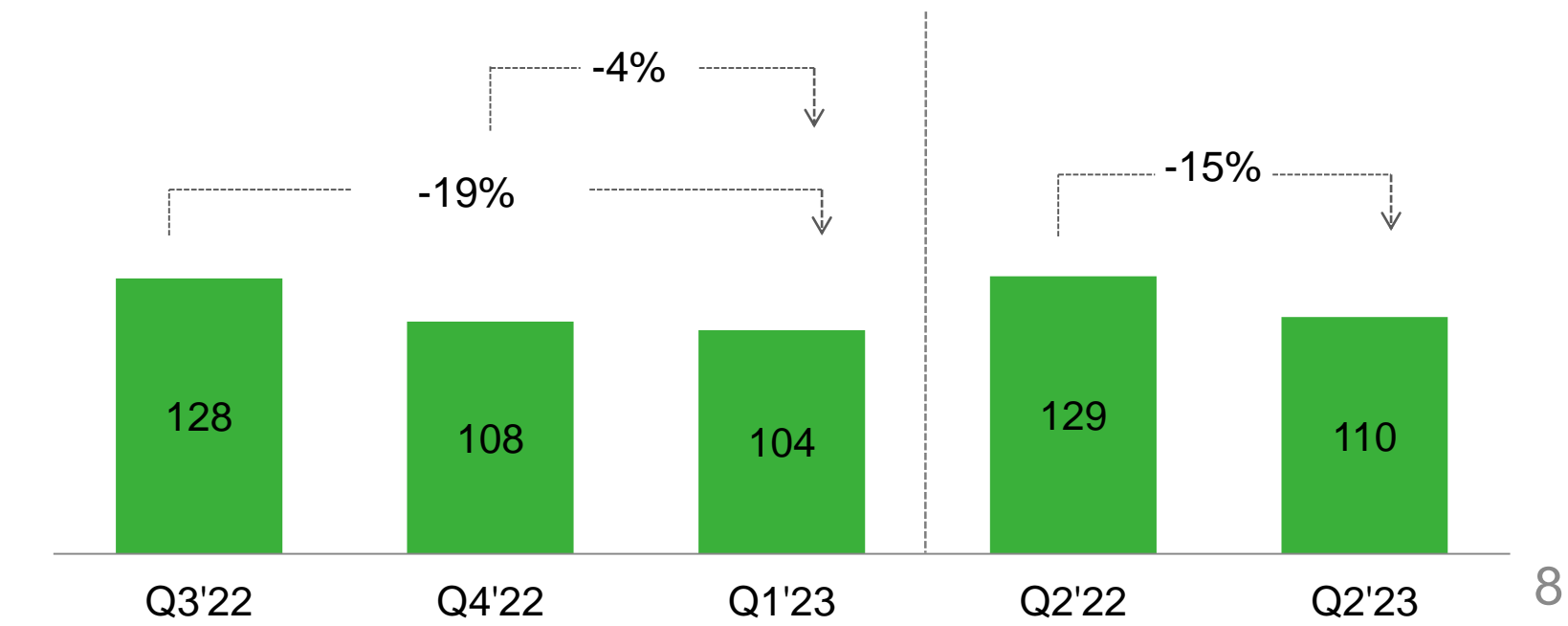
CAT MACHINES AND ENGINES



SPARE PARTS AND SERVICES



RENTAL AND USED





FINANCIAL HIGHLIGHTS

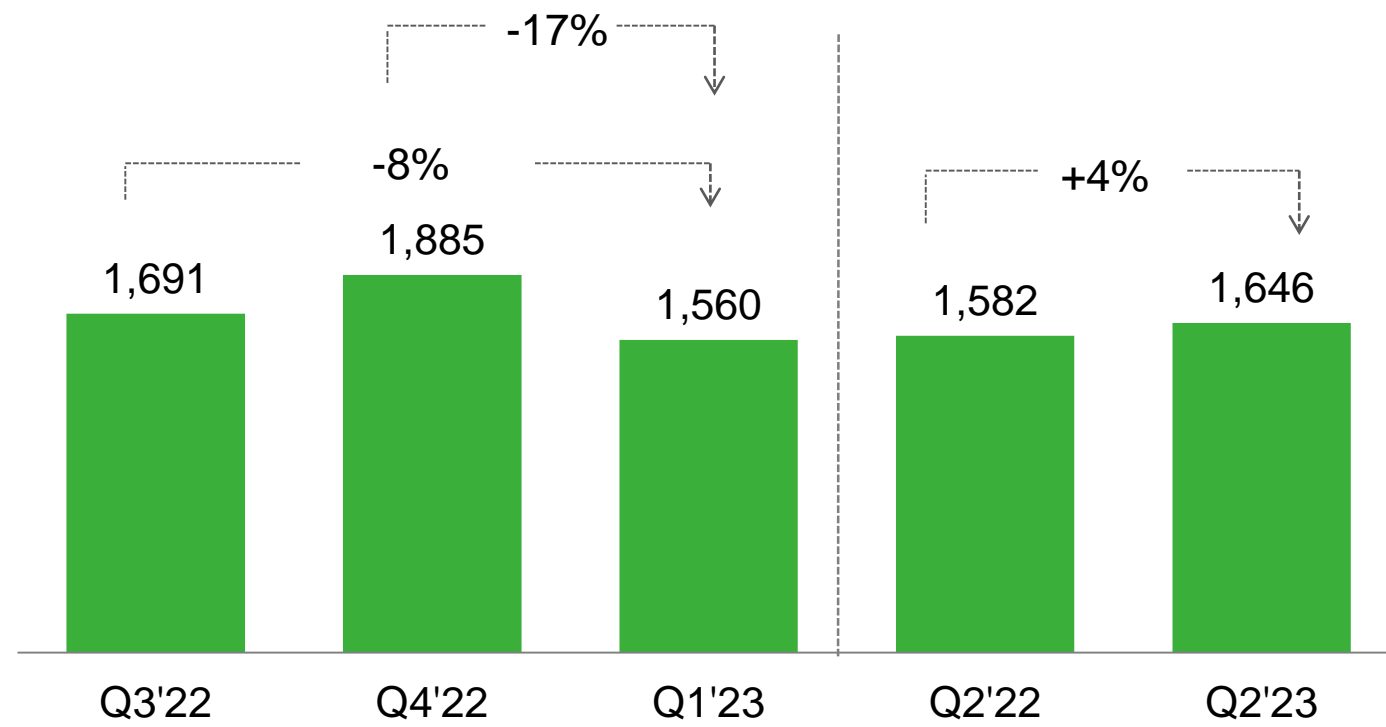
Million Soles (S/ mm)

Gross Margin Adj. 2Q 2022 = 26.1%, 2Q 2023 = 26.4%

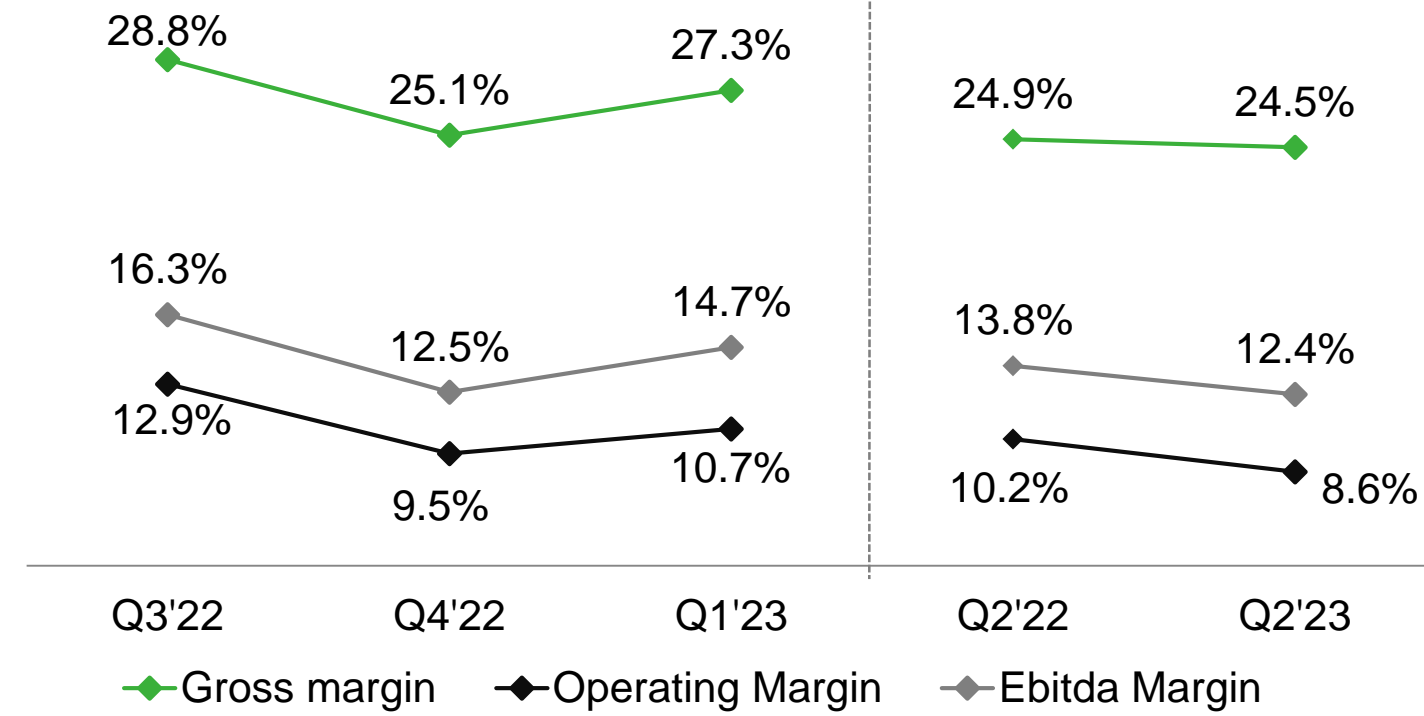
Operating Margin Adj. 2Q 2022 = 11.4% ; 2Q 2023 = 10.5%

Ebitda Margin Adj 2Q 2022 = 15.1% ; 2Q 2023 = 14.4%

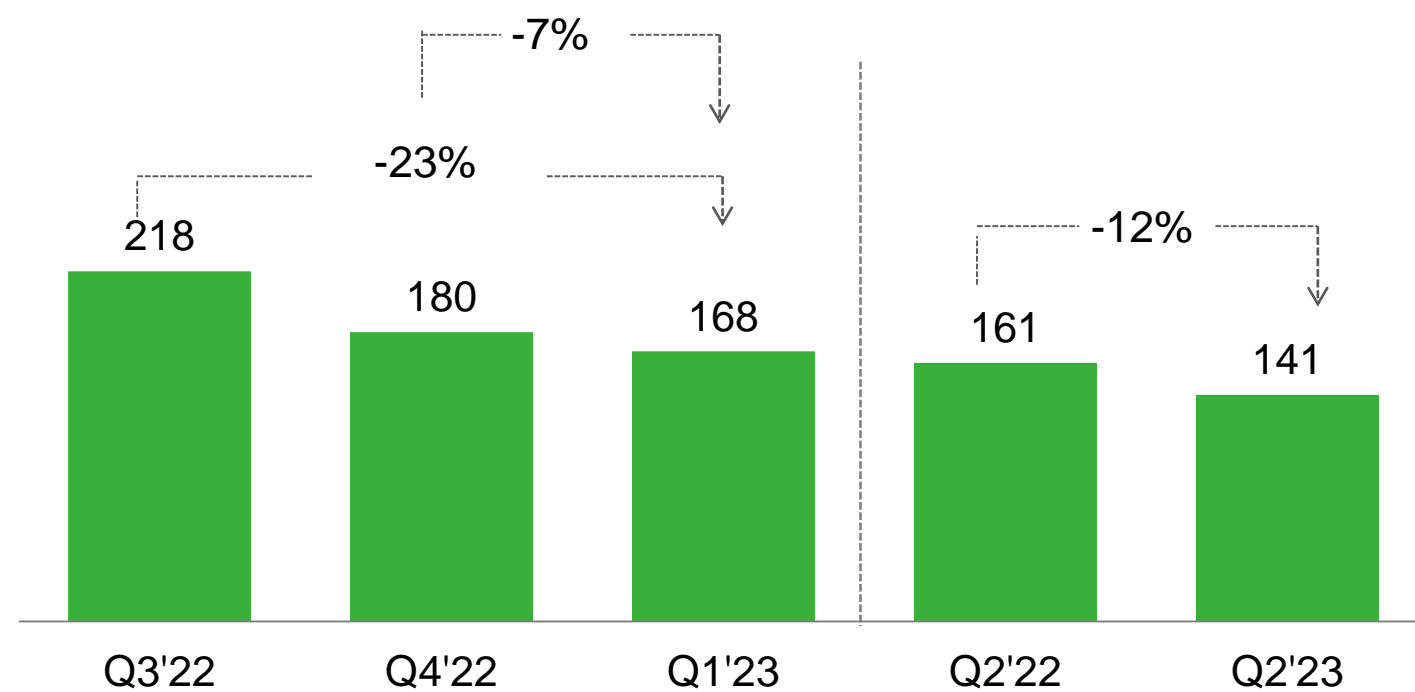
SALES



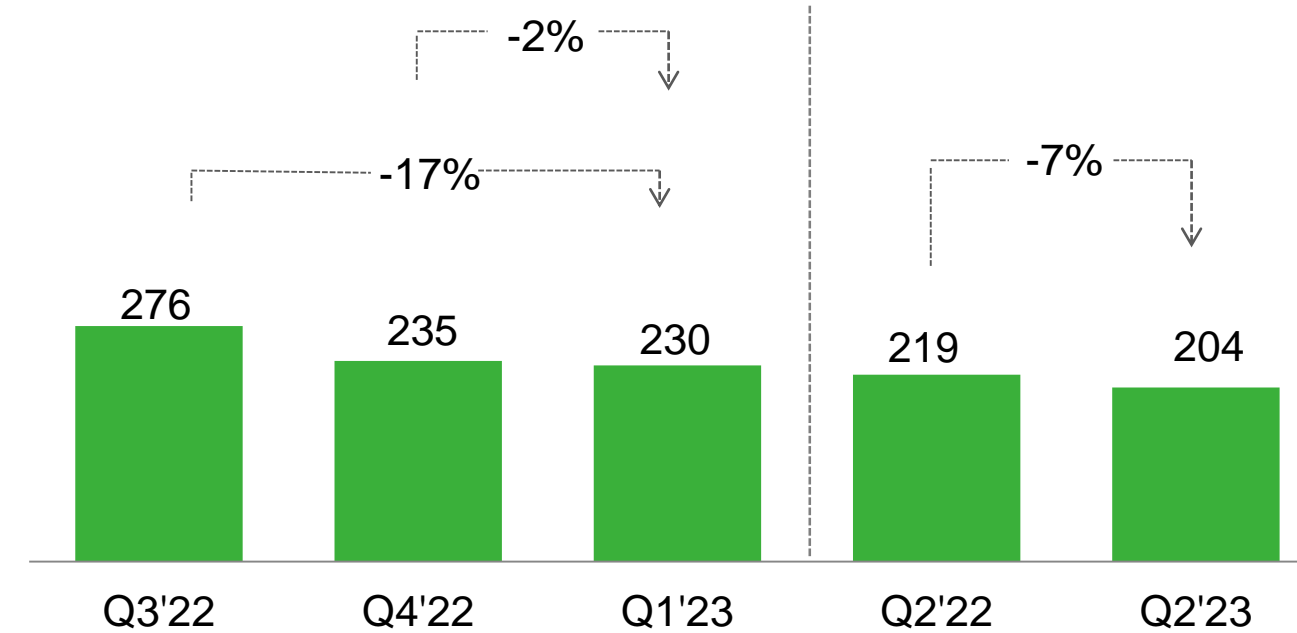
MARGINS



OPERATING PROFIT



EBITDA

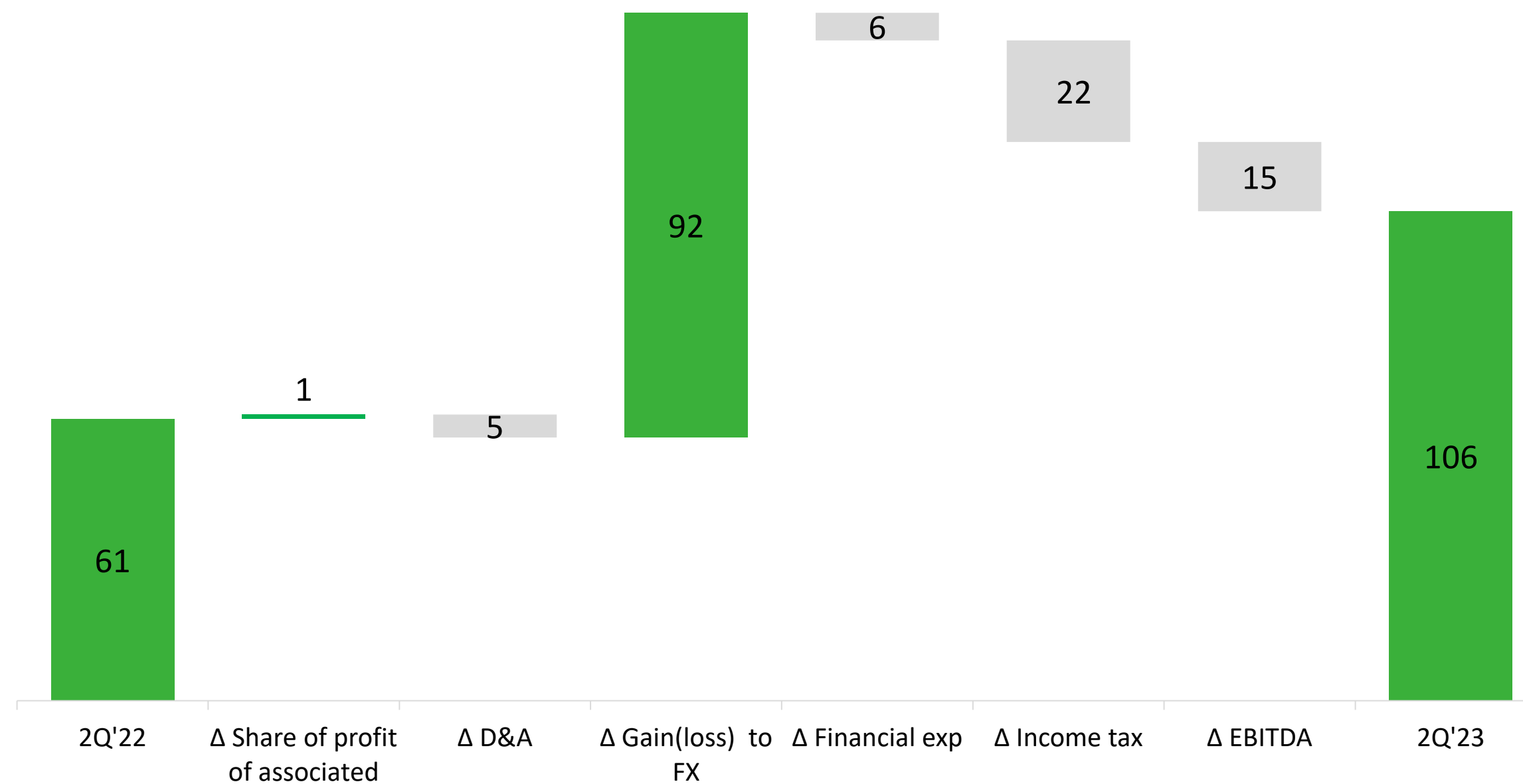






NET INCOME

Million Soles (S/ mm)

NET INCOME 2Q2023



 Positive variation:
 Negative variations

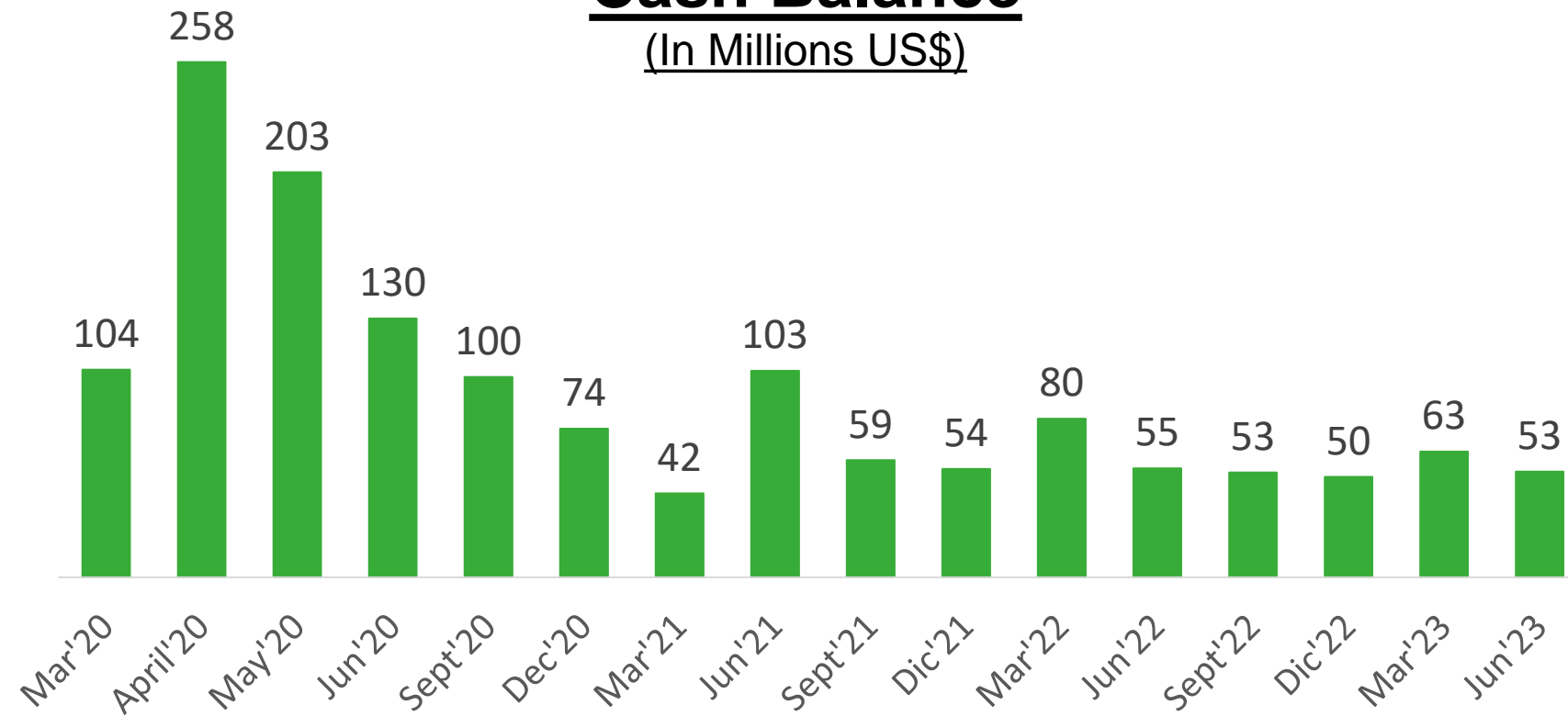


CASH GENERATION AND LIABILITY MANAGEMENT

In Millions Dollars (US\$ mm)

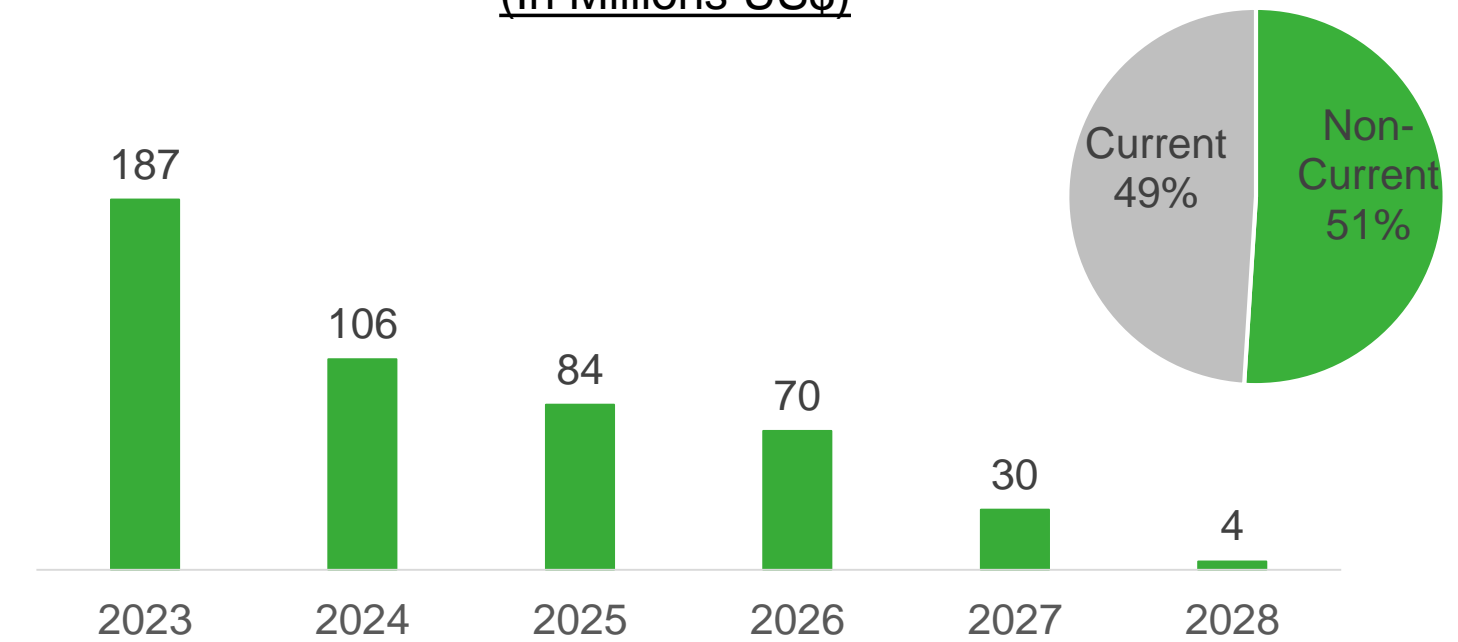
Cash Balance

(In Millions US\$)



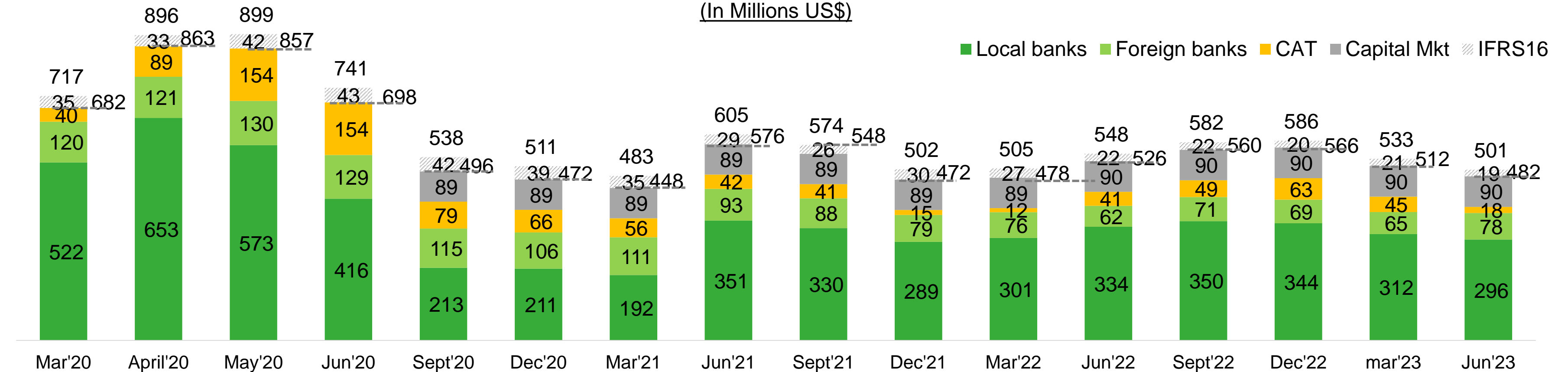
Debt Maturity and Profile

(In Millions US\$)



Debt Evolution

(In Millions US\$)

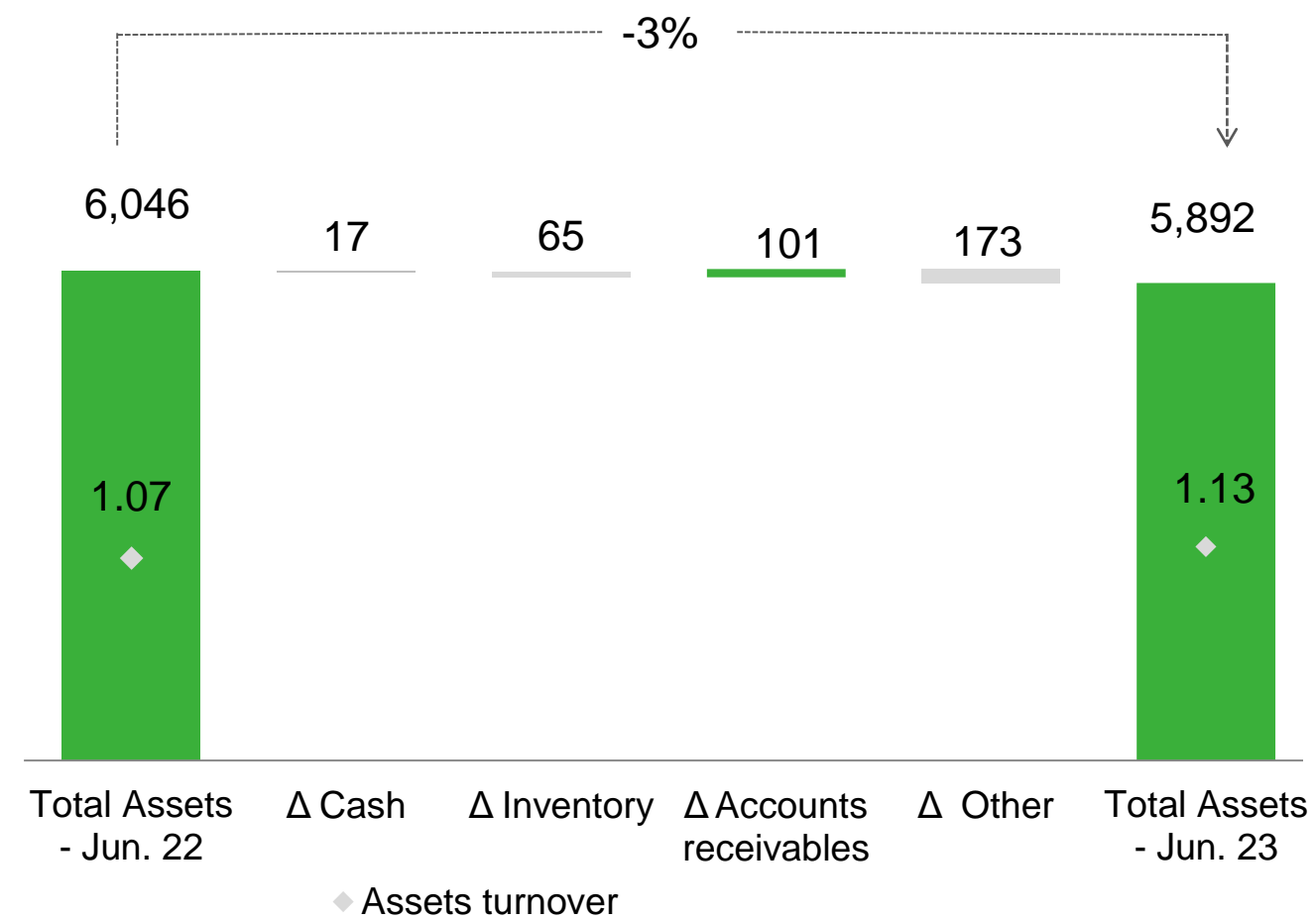




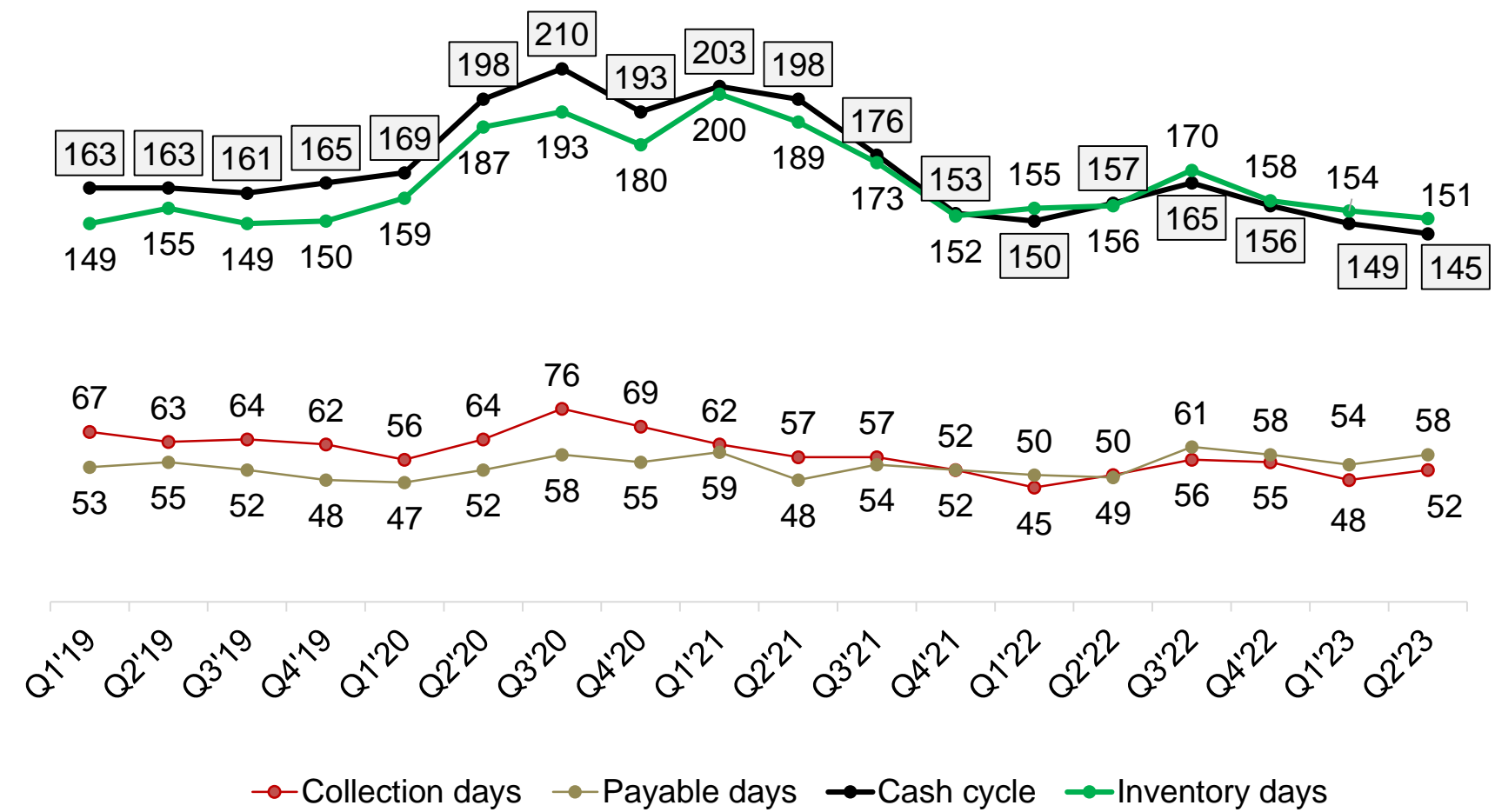
TOTAL ASSETS AND CASH CYCLE

Million Soles (S/ mm)

STATE OF FINANCIAL POSITION



CASH CYCLE



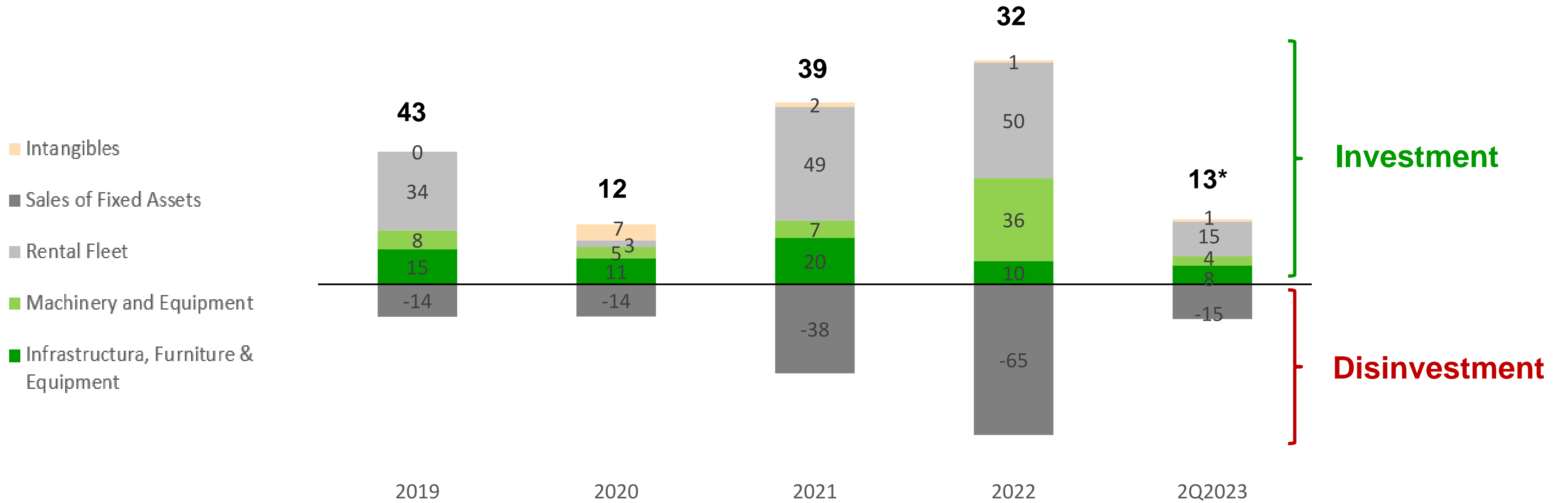
- Positive variations
- Negative variations





CAPEX

In millions US\$



- Investment in intangible assets reached US\$ **1.1 million** dollars as of June 2023

* **Disclaimer:** Capital Expenditures on Infrastructure include the effect originated by the application of the NIIF16

+ferreycorp

+Ferreyros CAT

UNIMAQ CAT THE RENTAL STORE

Orvisa CAT

GENTRAC CAT

GENERAL DE EQUIPOS CAT

SOLTRAK +

TREX +

MOTORED +

FORBIS LOGISTICS +

FARGO LINE +

SITECH

+Ferrenenergy