

Management Discussion & Analysis of the consolidated Financial Statements of Ferreycorp S.A.A. and its Subsidiaries

First quarter 2024

Lima, April 24th, 2024.- Ferreycorp S.A.A., a leading corporation in the capital goods and complementary services sector, based in Peru with a presence in other countries in Latin America, with over a hundred years of operations, announces its consolidated, unaudited results for the first quarter of 2024. The financial statements in this report are reported on a consolidated basis in accordance with International Financial Reporting Standards and are expressed in Peruvian soles.

While the exchange rate at the end of the quarter was very similar to that at the beginning of the year, significant fluctuations have been observed in the first three months of the year, resulting in distortions in some items of the financial statements, especially in profit and gross margin, which also generate distortions in operating profit. Therefore, it is important to take into account the adjusted figures explained throughout this document.

SALES

In the first quarter of 2024, sales amounted to US\$ 485 million, showing a growth of 19% compared to the same period in 2023 (US\$ 409 million). In Peruvian soles, sales for the first quarter of 2024 (S/ 1,830 million) increased by 17% compared to the same period of the previous year. These figures are the result of an improvement in the country's economic activity, evidenced by a projected GDP growth of 1.5% for the first quarter of the current year compared to a 0.4% reduction in the first quarter of 2023, during which activities were halted in some regions of the country. Several sales lines show significant growth, such as mining machinery, equipment for other sectors, and rentals and used equipment, with increases of 54%, 37%, and 28%, respectively. Additionally, the spare parts and services line showed a growth of 18.5%, driven especially by the mining sector.

	First Quarter		Var%
	2024	2023	
(In millions)			
Net Sales \$	485	409	19%
Net Sales S/	1,830	1,560	17%

(In millions of \$/)	1Q 2024	%	1Q 2023	%	% Var 1Q 2024/ 1Q 2023
CAT Mining Trucks and Machines	115	6	75	5	54.1
CAT Machines & Engines for other sectors	322	18	236	15	36.5
Allied Equipment	83	5	133	9	-37.5
Rental and used	122	7	95	6	27.6
Spare parts and services	1,072	59	905	58	18.5
Other lines	116	6	117	7	-0.5
TOTAL	1,830	100	1,560	100	17.3

(In millions of \$)	1Q 2024	%	1Q 2023	%	% Var 1Q 2024/ 1Q 2023
CAT Mining Trucks and Machines	30	6	20	5	54.4
CAT Machines & Engines for other sectors	86	18	62	15	38.2
Allied Equipment	17	4	35	9	-51.0
Rental and used	33	7	25	6	32.2
Spare parts and services	284	59	237	58	19.7
Other lines	35	7	31	7	15.1
TOTAL	485	100	409	100	18.6

(Review the Commercial Management section for sales variance explanation)

GROSS PROFIT

In the first quarter of 2024, gross profit (\$/ 488 million) was 14.4% higher than that obtained in the same period of 2023. The gross margin was 26.7% (26.6% if adjusted margin is considered), lower than the same period of the previous year (27.3% or 28.2% if adjusted margin is considered). The lower margin is mainly explained by the composition of sales, due to the growth in machinery sales previously explained.

	First Quarter		Var%
	2024	2023	
Gross Profit (\$/ millions)	488	427	14%
Adjusted Gross Profit (\$/ millions)	486	439	11%
Gross Margin	26.7%	27.3%	
Adjusted Gross Margin	26.6%	28.2%	

OPERATING PROFIT

Operating Expenses

Operating expenses in the first quarter of 2024 (S/ 279.3 million) were 7.8% higher compared to the first quarter of 2023 (S/ 259.1 million), a percentage lower than the growth in sales, which was 17.3%. Therefore, the increase in expenses is mainly explained by higher variable expenses associated with increased sales, which is also evident in the percentage of expenses relative to sales, representing 15.3% of sales, below the 16.6% recorded in the same quarter of 2023.

Operating Margin

The operating margin for the first quarter of 2023 was 11.4%, higher than that presented in the same quarter of 2023, which was 10.7%. If these results are adjusted by excluding the effect of exchange rate differences, an operating margin of 11.3% is obtained, similar to the 11.5% of the first quarter of 2023.

	First Quarter		Var%
	2024	2023	
Operating Profit (S/ millions)	209	168	25%
Adj. Operating Profit (S/ millions)	207	180	15%
Operating Expenses / Sales	15.3%	16.6%	
Operating Margin	11.4%	10.7%	
Adj. Operating Margin	11.3%	11.5%	

NET FINANCIAL EXPENSES

The financial expense for the first quarter of 2024 showed an increase of 23% compared to the same period of the previous year. This was mainly due to the significant rise in interest rates in both international and local markets. The average interest rate reached 5.13% in 1Q 2024, compared to 3.98% in 1Q 2023.

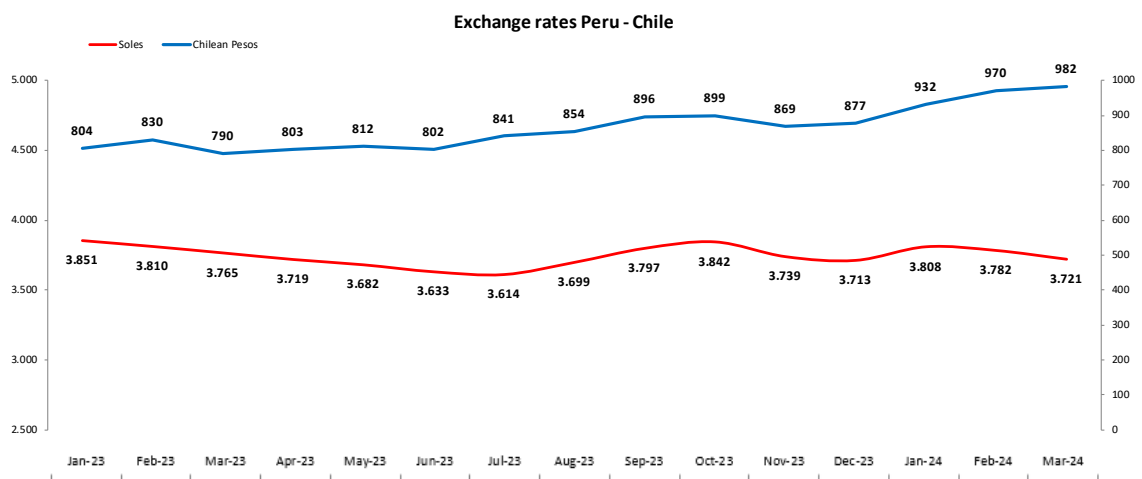
Considering the increase in interest rates, it is evident that the average rate for short-term debt rose from 4.43% in the first quarter of 2023 to 6.54% in the same period of 2024. On the other hand, the average rate for medium-term debt stands at 3.90% in 1Q 2024, compared to 3.75% in a similar period of 2023, as a significant portion of medium-term liabilities were contracted before the increase. It is worth mentioning that there has been no debt restructuring so far this year, with expectations that interest rates will decrease in the coming months.

(\$/ millions)	First Quarter		Var%
	2024	2023	
Net Financial Expenses	22	17	30%
Financial earnings	8	8	3%
Financial expenses	31	25	23%
Average liabilities S/	2,209	2,121	4%
Average liabilities \$	594	549	8%

FOREX EXCHANGE GAIN (LOSS)

As previously reported, the corporation has a natural operational currency match: its sales, invoicing, collection, and financing are conducted in dollars. The effect of exchange rate differences is temporary because the company records its inventories at the exchange rate at the time of acquisition, while the debt, which is mostly taken in dollars, is adjusted monthly to the new exchange rates, resulting in a mismatch that will be reversed upon sale. Thus, the monthly adjustments to the debt due to exchange rate fluctuations will later be offset through the gross margin.

During the first quarter of 2024, a foreign exchange loss of S/ 17.2 million was recorded as a result of the currency depreciation of the Peruvian sol, which decreased by 0.22%, with the exchange rate changing from S/ 3.713 at the end of 2023 to S/ 3.721. Meanwhile, in the first quarter of 2023, a foreign exchange gain of S/ 27.7 million was recorded, stemming from the appreciation of the Peruvian sol by 5.83% and the Chilean peso by 11.92%.



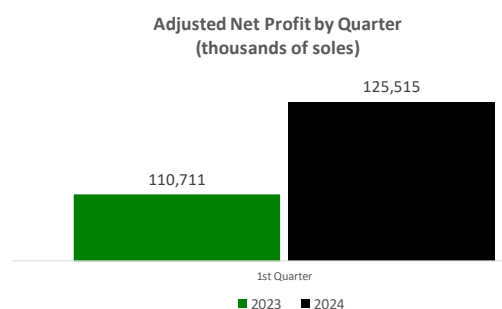
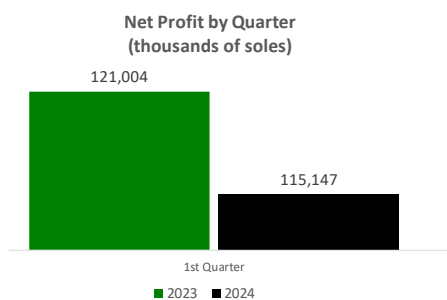
The estimated inventory reserve as of the end of March 2024 resulted in a negative balance of S/ 2.7 million, due to the appreciation of the sol against the dollar in the last two months. However, it does not cover the foreign exchange loss in January 2024. This reserve will be replenished through the gross margin in the following months if the exchange rate at the end of the quarter is maintained. At the end of 2023, there was a negative reserve of S/ 12.4 million, but in the first

months of the year, the exchange rate trend changed, resulting in a positive reserve (S/ 9.7 million). By netting both amounts, a reserve of S/ 2.7 million is obtained at the end of the first quarter.

	First Quarter	
	2024	2023
(S/ millions)		
FX Gain/Loss	-17	28

NET PROFIT

In the first quarter, net income reached S/ 115 million, compared to S/ 121 million recorded in the first quarter of 2023, representing a 5% decrease. However, isolating the effect of the exchange rate difference, adjusted net income amounted to S/ 126 million, exceeding the S/ 111 million from the same period in 2023. The charts display the adjusted net income, calculated by excluding the exchange rate effect on gross profit, as well as the gain or loss from exchange rate differences in the income statement.



Net Profit	1st Quarter
2023	121,004
2024	115,147
Abs. Var.	-5,857
% Var.	-4.84%

Net Profit	1st Quarter
2023	110,711
2024	125,515
Abs. Var.	14,804
% Var.	13.37%

	First Quarter		Var%
	2024	2023	
(S/ millions)			
Net Profit	115	121	-5%
FX Gain/Loss	-17	28	
FX Recovery through GM	2	-13	
Net Effect	-15	15	
Net Effect After Tax	10	-10	
Adjusted Net Profit	126	111	13%

EBITDA

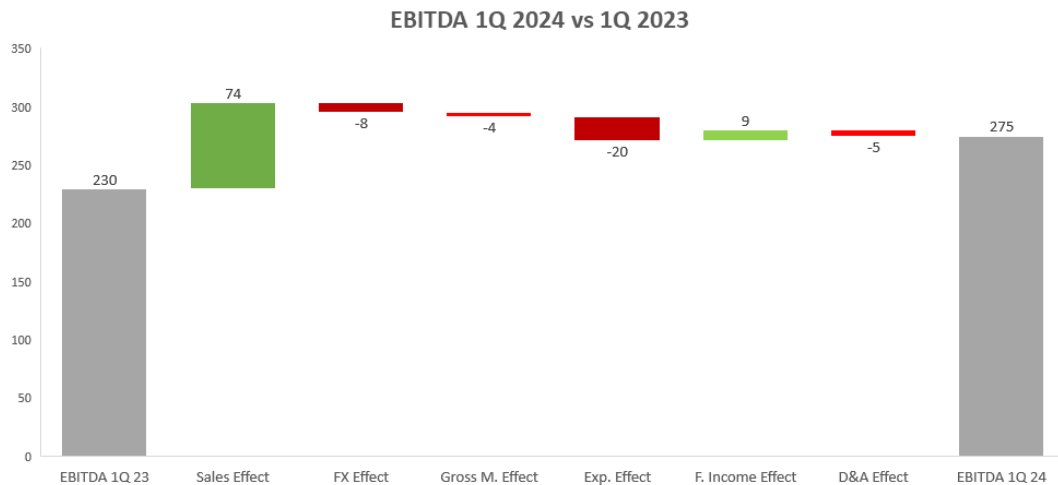
The accounting EBITDA for the first quarter of 2024 (S/ 275 million) showed an increase of 20% compared to the same period in 2023. The EBITDA margin was 15.0%, compared to 14.7% in the first quarter of 2023. Excluding the effect of exchange rate fluctuations on gross profit, the adjusted EBITDA for 2024 increased by 12.6% compared to the first quarter of the previous year, while the adjusted EBITDA margin was 14.9%, remaining below that of the first quarter of the previous year (15.5%).



Net Profit	1st Quarter
2023	229,826
2024	275,010
Abs. Var.	45,184
% Var.	19.66%

Net Profit	1st Quarter
2023	242,373
2024	273,032
Abs. Var.	30,659
% Var.	12.65%

	First Quarter		Var%
	2024	2023	
EBITDA (S/ millions)	275	230	20%
Adjusted EBITDA (S/ millions)	273	242	13%
EBITDA Margin	15.0%	14.7%	
Adjusted EBITDA Margin	14.9%	15.5%	



SUMMARY OF MAIN FIGURES AND INDICATORS

(In millions except for per share indicators)	Quarters					%Var. 1Q 2024/4Q 2023	%Var. 1Q 2024/1Q 2023
	1T 2024	4T 2023	3T 2023	2T 2023	1T 2023		
Net sales	\$485	\$528	\$483	\$445	\$409	-8.1%	18.6%
Net sales	S/. 1,830	S/. 2,003	S/. 1,786	S/. 1,646	S/. 1,560	-8.7%	17.3%
Gross profit	S/. 488	S/. 510	S/. 468	S/. 403	S/. 427	-4.3%	14.4%
Operating expenses	S/. 279	S/. 304	S/. 283	S/. 270	S/. 259	-8.1%	7.8%
Operating profit	S/. 209	S/. 209	S/. 182	S/. 141	S/. 168	0.0%	24.7%
Net financial expenses	S/. -22	S/. -24	S/. -20	S/. -17	S/. -17	-7.9%	30.5%
FX Gain / Loss	S/. -17	S/. 28	S/. -62	S/. 35	S/. 28	-162.1%	-162.1%
Net profit	S/. 115	S/. 142	S/. 65	S/. 106	S/. 121	-18.9%	-4.8%
EBITDA	S/. 275	S/. 273	S/. 243	S/. 204	S/. 230	0.7%	19.7%
Profit per share	0.123	0.151	0.069	0.112	0.129	-18.7%	-4.5%
EBITDA per share	0.293	0.290	0.258	0.217	0.244	1.0%	20.1%
Free cash flow	S/. 363	S/. -228	S/. -169	S/. 195	S/. 236	-259.2%	54.1%
Gross margin	26.7%	25.5%	26.2%	24.5%	27.3%		
Adj. Gross margin	26.6%	24.9%	26.7%	26.4%	28.2%		
SG&A / Sales	15.3%	15.2%	15.8%	16.4%	16.6%		
Operating margin	11.4%	10.4%	10.2%	8.6%	10.7%		
Adj. Operating margin	11.3%	9.9%	10.7%	10.5%	11.6%		
Net margin	6.3%	7.1%	3.7%	6.4%	7.8%		
Adj. Net margin	6.9%	5.7%	6.4%	6.3%	7.1%		
EBITDA margin	15.0%	13.6%	13.6%	12.4%	14.7%		
Adj. EBITDA margin	14.9%	13.1%	14.1%	14.4%	15.6%		
Debt ratio	0.67	0.80	0.70	0.64	0.71		
Net debt / EBITDA	1.78	2.25	2.01	1.72	1.84		

ANALYSIS ACCORDING TO CORPORATE ORGANIZATION

(thousands of soles)

	CAT Dealers in Peru		CAT Dealers abroad & other businesses		Other businesses		Total	
	2024	2023	2024	2023	2024	2023	2024	2023
Sales	1,511,167	1,188,836	173,255	165,703	145,157	205,756	1,829,579	1,560,295
Gross profit	413,242	350,379	37,366	39,447	37,688	36,913	488,296	426,739
Adjusted gross profit	412,542	362,252	37,366	39,447	36,411	37,620	486,318	439,286
Gross margin	27.3%	29.5%	21.6%	23.8%	26.0%	17.9%	26.7%	27.3%
Adjusted gross margin	27.3%	30.5%	21.6%	23.8%	25.1%	18.3%	26.6%	28.2%
Operating expenses	215,133	201,264	22,846	21,085	37,660	34,271	279,268	259,061
Operating profit	198,515	149,194	14,735	18,554	-1,366	3,065	209,022	167,648
Adjusted operating profit	197,815	161,067	14,735	18,554	-2,643	3,772	207,044	180,195
Operating margin	13.1%	12.5%	8.5%	11.2%	-0.9%	1.5%	11.4%	10.7%
Adjusted operating margin	13.1%	13.5%	8.5%	11.2%	-1.8%	1.8%	11.3%	11.5%
Depreciation & Amortization	38,509	34,207	8,140	7,275	10,021	11,372	57,752	54,615
EBITDA	242,191	186,434	23,698	26,581	10,419	16,876	275,010	229,826
Adjusted EBITDA	241,491	198,307	23,698	26,581	9,142	17,583	273,032	242,373
EBITDA margin	16.0%	15.7%	13.7%	16.0%	7.2%	8.2%	15.0%	14.7%
Adjusted EBITDA margin	16.0%	16.7%	13.7%	16.0%	6.3%	8.5%	14.9%	15.5%
Net Profit	119,329	109,729	7,531	11,393	-9,919	2,315	115,147	121,004
Adjusted Net Profit	127,213	103,052	7,531	11,393	-6,429	5,252	125,515	110,711
Net Margin	7.9%	9.2%	4.3%	6.9%	-6.8%	1.1%	6.3%	7.8%
Adjusted Net Margin	8.4%	8.7%	4.3%	6.9%	-4.4%	2.6%	6.9%	7.1%

STATEMENT OF FINANCIAL SITUATION

As of March 31, 2024, total assets amounted to S/ 6,365 million, 5.0% higher than the S/ 6,063 million in assets as of March 31, 2023. When comparing both periods, the main increase is in fixed assets by S/ 175 million, due to the purchase of a property that was previously leased for rental business operations, as well as the increase in units in the rental fleet.

Total liabilities amounted to S/ 3,726 million, up from S/ 3,585 million in 2023, mainly explained by the increase in financial debt by S/ 134 million.

(millions of soles)

	Af of Mar. 24	%	As of Mar.23	%	VAR%
Cash and equivalents	330	5	237	4	39.5
Accounts receivables - Trade	1,151	18	1,205	20	-4.5
Inventory	2,208	35	2,118	35	4.2
Fix assets	1,822	29	1,647	27	10.6
Intangibles y Goodwill	358	6	384	6	-6.8
Other assets	497	8	473	8	5.2
TOTAL ASSETS	6,365	100	6,063	100	5.0
Financial debt	2,059	55	1,925	54	7.0
Accounts payable - Trade	689	18	715	20	-3.7
Lease liabilities	40	1	80	2	-49.7
Other liabilities	937	25	864	24	8.4
TOTAL LIABILITIES	3,726	100	3,585	100	3.9

As of March 31, 2024, the asset turnover was 1.17, higher than the 1.12 of March 31, 2023. As part of the corporation's strategy, measures have been taken to optimize the use of assets, resulting in an improvement in this turnover indicator, mainly explained by the decrease in inventory days from 154 days in the first quarter of 2023 to 145 days at the end of the first quarter of 2024.

The corporation's financial debt, which amounted to S/ 2,059 million as of March 31, 2024, was 7% higher than that recorded in the same period of the previous year. Similarly, in dollars (US\$ 553 million), it showed an increase of 8.2% compared to the balance at the same period in 2023 (US\$ 511 million). As explained, the first quarter of 2024 closes with higher current debt due to short-term financial obligations, which will need to be restructured during the year 2024.

INVESTMENTS IN FIX ASSETS (CAPEX) AND INTANGIBLES

As of March 31, 2024, investments in property, plant, and equipment, as well as intangible assets, amounted to S/ 83.4 million, primarily corresponding to: i) S/ 7.1 million for infrastructure investment, ii) S/ 47.8 million for the purchase of machinery and equipment for the rental fleet, and iii) S/ 17.2 million for the purchase of machinery and equipment for workshops.

At the end of March 2024, the recognition of right-of-use assets (leased premises, rental fleet, pickup trucks fleet, among the most important) is shown in the fixed asset category, as indicated by IFRS 16 Leases.

FINANCIAL RATIOS

Ratios	Mar-24	Dec-23	Sep-23	Jun-23	Mar-23
Current ratio	1.35	1.37	1.50	1.60	1.56
Financial debt ratio	0.67	0.80	0.70	0.64	0.71
Indepedness ratio	1.41	1.45	1.37	1.31	1.45
Net debt / EBITDA	1.78	2.25	2.01	1.72	1.84
Adjusted debt / EBITDA	1.10	1.65	1.40	1.43	1.50
Financial expenses coverage ratio	8.95	8.65	8.87	8.92	9.27
Asset turnover	1.17	1.10	1.09	1.13	1.12
Inventory turnover	2.48	2.30	2.28	2.38	2.33
Inventory days	145	156	158	151	154
Collection days	49	59	55	52	48
Payable days	47	55	59	58	54
Cash cycle	147	160	154	145	149
ROE	16.7%	16.8%	17.3%	18.5%	17.2%
ROA	8.4%	7.7%	7.6%	8.4%	8.6%
ROIC	12.2%	10.7%	10.7%	12.0%	12.8%
Book Value per share	2.82	2.83	2.79	2.71	2.63

At the end of March 2024, the cash conversion cycle shows 147 days, indicating a decrease compared to the same period in 2023 (149 days), mainly due to the reduction in inventory days.

The Return on Equity (ROE) for the first quarter of 2024 was 16.7%, slightly below that recorded in the same period of the previous year, primarily due to the increase in net equity.

MAIN HIGHLIGHTS

Annual General Meeting of Shareholders

On Wednesday, March 27, the Non-Presential Annual General Meeting of Shareholders was held, which achieved an installation quorum of 84.96%, approving all proposed agenda items:

1. Examination and approval of the 2023 annual report, including the analysis and discussion of financial statements, as well as the sustainability report.
2. Distribution of profits.
3. Expansion of the corporate purpose of the subsidiary Ferreyros S.A. (Article 2 of the Bylaws).
4. Appointment of external auditors for the fiscal year 2024.
5. Delegation of powers to sign public and/or private documents regarding the agreements adopted by this shareholder meeting.

Dividend Distribution:

The General Shareholders' Meeting approved declaring a dividend for the fiscal year 2023 in the amount of S/ 260,310,832.94, corresponding to the maximum limit of the Dividend Policy. On October 26, 2023, an advance dividend payment of S/ 100,000,000.00 was made corresponding to the 2023 profits. Therefore, the remaining amount to be distributed is S/ 160,310,832.94. This amount corresponds to a cash dividend of S/ 0.170591264557 per share, which will be paid on April 26, 2024, with a record date of April 17.

Ferreycorp, Sole Peruvian Company in Top 5% of Sector in S&P Sustainability Yearbook Worldwide:

Ferreycorp is the only Peruvian company to be ranked among the top 5% of the most sustainable trading and distribution companies worldwide, participating in the prestigious S&P Global Sustainability Yearbook. Only 68 companies worldwide have received recognition in the Top 5% in their sector, with Peru represented by Ferreycorp.

In the latest S&P Corporate Sustainability Assessment, which included 9,400 companies from 62 industries worldwide, Ferreycorp's environmental, social, and corporate governance management was evaluated.

According to the results, Ferreycorp achieved the second-highest score among participating companies in the trading and distribution sector in the Sustainability Yearbook. Additionally, it reaffirmed its position, a few months ago, as the only Peruvian company to be included in all editions of the Dow Jones Sustainability Index for the MILA region for seven consecutive years.

Unimaq Celebrates 25 Years of Operations in Peru:

Unimaq, a company of the Ferreycorp corporation and a leader in light machinery with Caterpillar and other allied brands, celebrates 25 years of operations after achieving sales of over S/ 600 million in 2023. Unimaq serves key sectors such as urban and light construction, sanitation, commerce, industry, agriculture, energy, and mining.

With a network of branches in 15 cities, on-site support, and presence in customer operations, Unimaq offers a portfolio of nearly 30 brands. In addition to its main represented brand, Caterpillar, Unimaq includes allied brands such as Carmix self-loading concrete mixers, Wacker Neuson compaction equipment, and Sullair compressors, among others.

In recent years, Unimaq has integrated new business units. On one hand, it includes cranes and lifting equipment, enabling it to distribute and provide after-sales support for brands such as Tadano, Konecranes, Demag, and Donati. At the same time, it markets machinery and equipment of Asian origin, with brands such as Shacman and SEM.

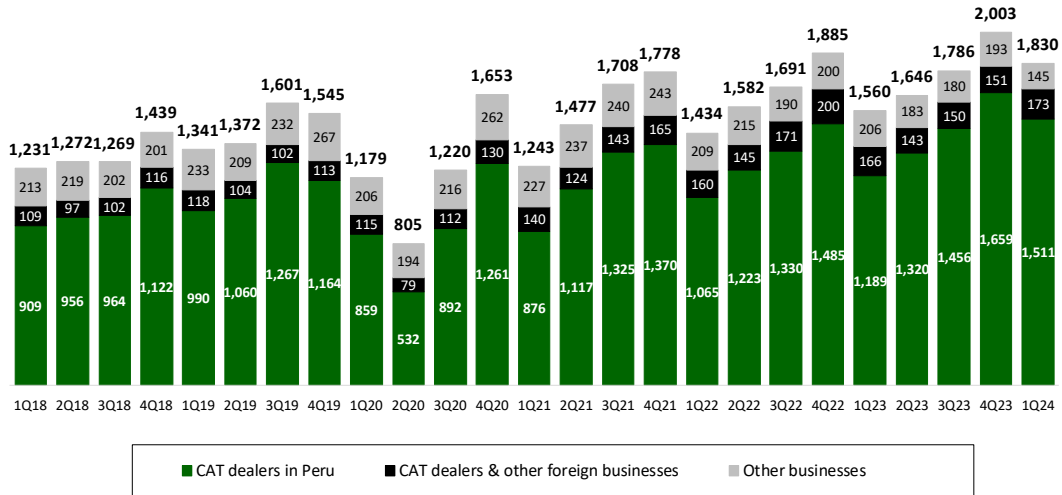
COMMERCIAL MANAGEMENT

1. COMPOSITION OF SALES BY BUSINESS GROUP

Sales by business group
(Millions of soles)

	1Q 2024	%	1Q 2023	%	% Var 1Q 2024/ 1Q 2023
Ferreyros	1,302,804	71.2%	1,028,048	65.9%	26.7%
Unimaq	149,192	8.2%	135,045	8.7%	10.5%
Orvisa	59,171	3.2%	25,743	1.6%	129.9%
Total CAT distributors in Peru	1,511,167	82.6%	1,188,836	76.2%	27.1%
Total CAT distributors in Peru and other foreign businesses	173,255	9.5%	165,703	10.6%	4.6%
Soltrak	65,588	3.6%	67,415	4.3%	-2.7%
Trex (Chile)	38,658	2.1%	107,808	6.9%	-64.1%
Fargo	22,053	1.2%	19,632	1.3%	12.3%
Forbis	9,840	0.5%	9,112	0.6%	8.0%
Otras	9,114	0.5%	1,789	0.1%	409.4%
Total other subsidiaries	145,253	7.9%	205,756	13.2%	-29.4%
TOTAL	1,829,675	100.0%	1,560,295	100.0%	17.3%

Sales by business group
(Millions of soles)



As can be observed in the previous tables, Ferreycorp divides its businesses into three major groups:

Group I - Subsidiary companies responsible for representing Caterpillar and allied brands in Peru (Ferreyros, Unimaq, and Orvisa).

In the first quarter of 2024, sales of Caterpillar distributors in Peru recorded an increase of 27.1% compared to the same period in 2023. Among the lines that showed growth, sales of spare parts and services stood out with an increase of 20.4%; sales of Caterpillar machines and engines for non-large-scale mining with 44%; and sales of Caterpillar machines for large-scale mining with 54.1%.

During this quarter, the contribution of this group of companies to the total composition of the corporation's sales reached 82.6%.

Group II - Companies dedicated to representing Caterpillar and other businesses in Central America (Gentrac, Cogesa, and Motored).

Sales of this second group of companies, with presence in Central America, reported an increase of 4.6% compared to the first quarter of 2023. Among the lines that showed growth, sales of Caterpillar machines and engines for non-large-scale mining stood out with 16.9% and sales of rentals and used equipment with 47.4%.

This group of companies generated 9.5% of the total sales of the corporation.

Group III - Companies that complement the offering of goods and services to Caterpillar's business in Peru and South America for various productive sectors (Soltrak, Trex, Fargoline, Forbis Logistics, and Sitech).

Sales of the third group of companies, which complement the offering of goods and services through the marketing of equipment, consumables, and logistical solutions, among other lines, showed a decrease of 29.4% compared to the first quarter of 2023, in which an extraordinary sale occurred in the crane business.

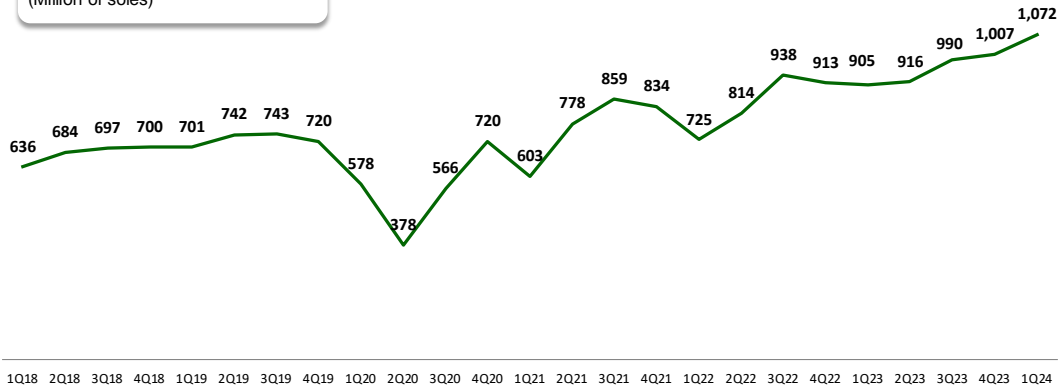
2. SALES BREAKDOWN BY BUSINESS LINE

(In millions of S/)	1Q 2024	%	1Q 2023	%	% Var 1Q 2024/ 1Q 2023
CAT Mining Trucks and Machines	115	6	75	5	54.1
CAT Machines & Engines for other sectors	322	18	236	15	36.5
Allied Equipment	83	5	133	9	-37.5
Rental and used	122	7	95	6	27.6
Spare parts and services	1,072	59	905	58	18.5
Other lines	116	6	117	7	-0.5
TOTAL	1,830	100	1,560	100	17.3

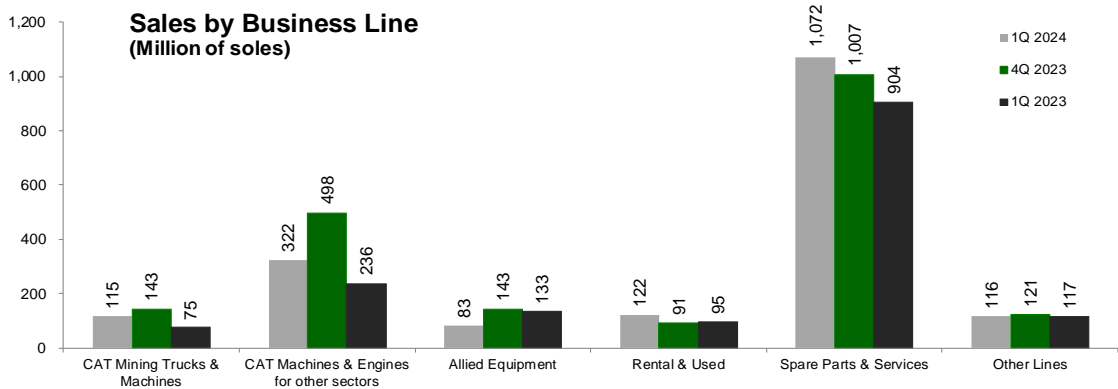
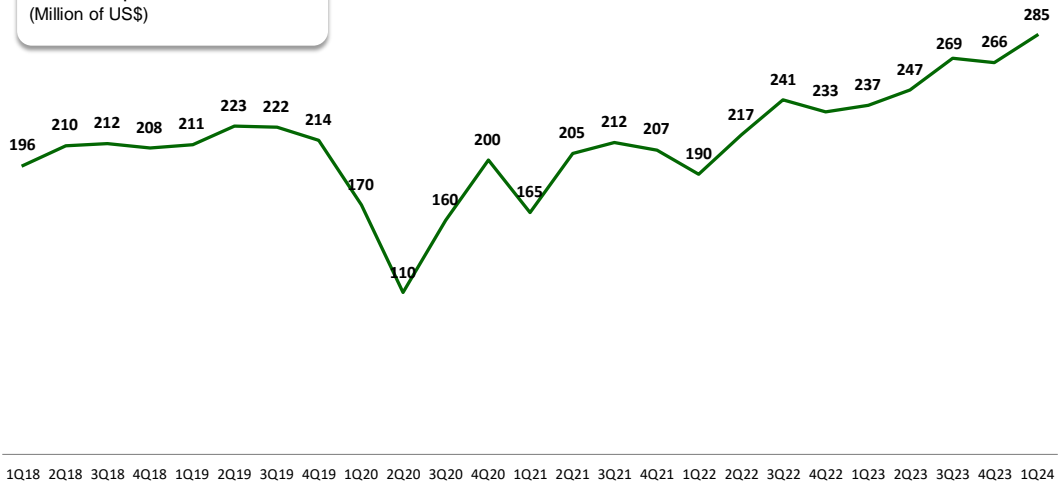
Compared to the same period of the previous quarter, the lines that showed the highest increase in the first quarter of 2024 were the Caterpillar construction machinery and engines line, primarily, and the spare parts and services line, where sales to large mining customers stood out.

The corporation's strategy is to increase the productivity of its customers in the use of delivered equipment and in project management; therefore, significant efforts are made to provide after-sales support with high-quality standards and in locations close to customers, which sets it apart from the competition. These aspects have allowed the spare parts and services business line, both for Caterpillar and allied brands, to continue holding a significant share in Ferreycorp's total sales composition (59%), reaching a new record figure in the first quarter of 2024 with sales in Peruvian soles amounting to S/ 1,072 million, showing an increase of 18.5% compared to the same period of the previous year. Likewise, sales in dollars amounted to US\$ 285 million, showing an increase of 20.1% compared to the first quarter of 2023.

Sales of Spare Parts & Services
(Million of soles)



Sales of Spare Parts & Services
(Million of US\$)



As of March 31, 2024, sales of the Caterpillar brand, represented by the corporation through exclusive distributors in Peru, Guatemala, El Salvador, and Belize, show a participation of 78.8% in total revenue. These include the sale and rental of Caterpillar machinery and engines, as well as the provision of spare parts and services for this brand.

3. SALES BREAKDOWN BY ECONOMIC SECTOR

	1Q 2024	4Q 2023	3Q 2023	2Q 2023	1Q 2023
Open Pit Mining	51.3%	43.2%	51.4%	43.6%	44.9%
Construction	21.9%	19.0%	19.7%	20.6%	19.1%
Underground Mining	9.4%	9.8%	8.4%	14.3%	11.8%
Industry, Commerce & Services	8.4%	8.4%	7.4%	11.8%	12.4%
Agriculture & Forestry	2.0%	2.0%	3.0%	2.5%	2.9%
Transport	1.0%	1.9%	0.1%	2.3%	4.7%
Fish & Marine	1.3%	1.3%	0.9%	2.1%	1.6%
Government	3.6%	13.3%	8.5%	1.8%	1.3%
Hydrocarbons & Energy	0.6%	0.7%	0.5%	0.8%	0.9%
Others	0.5%	0.4%	0.2%	0.3%	0.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

As shown in the table, in the first quarter, the sector with the highest sales participation is the mining sector. Additionally, compared to the same period of the previous year, there is an increase in the construction sector due to sales to customers undertaking projects in different regions of the country.

FERREYCORP S.A.A. & SUBSIDIARIES
APPENDIX 1
Income Statement (NOTES)

(In thousands of S/)

	1Q 2024	%	1Q 2023	%	Var %
Net Sales	1,829,675	100.0	1,560,295	100.0	17.3
Sales Profit	488,296	26.7	426,739	27.3	14.4
Operating Expenses	-279,268	-15.3	-259,061	-16.6	7.8
Net Other Income (Expenses)	-6	-0.0	-30	-0.0	-80.0
Operating Profit	209,022	11.4	167,648	10.7	24.7
Net Financial Expenses	-22,479	1.7	-17,229	1.5	30.5
FX Gain/Loss	-17,221	-0.9	27,740	1.8	-162.1
Participation in the Results of Associates	253	0.0	448	0.0	
Income Before Income Tax	169,575	9.3	178,607	11.4	-5.1
Income Tax	-53,971	-2.9	-57,598	-3.7	-6.3
Net Income Cont. Oper.	115,604	6.3	121,009	7.8	-4.5
Net Income Cont. Oper.	-457	-0.0	-5	-0.0	
Net Income	115,147	6.3	121,004	7.8	-4.8
EBITDA	275,010	15.0	229,826	14.7	19.7
Adj. EBITDA	273,032	14.9	242,373	15.5	12.6

NOTE: Some figures have been reclassified in this document to include the allocation of gross profit from purchase orders, such as sales and cost of sales. In the Income Statement that is presented to the SMV, only the gross profit obtained in said operations is shown under the heading of other operating income.

FERREYCORP S.A.A. & SUBSIDIARIES
APPENDIX 2
Statement of Financial Position

(In thousands of S/)

	As of 31-03-2024	As of 31-03-2023	Var %
Cash and Equivalents	330,022	236,556	39.5
Accounts Receivables - Trade	1,114,593	1,173,077	-5.0
Inventory	2,207,638	2,117,870	4.2
Other Account Receivables	188,890	196,912	-4.1
Assets Available for Sale	2,769	14,750	-81.2
Prepaid Expenses	52,492	47,440	10.6
Current Assets	3,896,404	3,786,605	2.9
Long Term Account Receivable - Trade	36,262	32,216	12.6
Other Long Term Account Receivable	40,156	44,423	-9.6
Property	1,255,623	1,162,981	8.0
Rental Fleet	810,473	751,163	7.9
Machinery & Equipment	572,242	502,666	13.8
Other Fixed Asstets	137,849	113,343	21.6
	2,776,187	2,530,153	9.7
Accumulates Depreciation	-954,365	-883,051	8.1
Net Property, Plant & Equipment	1,821,822	1,647,102	10.6
Investments	23,560	21,135	11.5
Net Intangible Asset & Goodwill	357,837	383,893	-6.8
Deferred Income Tax	189,334	148,051	27.9
Non Current Assets	2,468,971	2,276,820	8.4
Total Assets	6,365,375	6,063,425	5.0

	As of 31-03-2024	As of 31-03-2023	Var %
Short Term Debt	1,374,811	951,208	44.5
Liabilities Derived from Leases (NIIF16)	23,946	33,024	-27.5
Other Current Liabilities	1,488,436	1,444,496	3.0
Current Liabilities	2,887,193	2,428,728	18.9
Long Term Debt	684,112	973,338	-29.7
Other Payables	2,695	7,751	-65.2
Liabilities Derived from Leases (NIIF16)	16,487	47,403	-65.2
Deffered Tax Income	135,455	127,543	6.2
Total Liabilities	3,725,942	3,584,763	3.9

Equity	2,639,433	2,478,662	6.5
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Total Liabilites & Equity	6,365,375	6,063,425	5.0
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Other Financial Information

Depreciation	50,175	46,654	7.5
Amortization	7,577	8,005	-5.3

FERREYCORP S.A.A. AND SUBSIDIARIES

APPENDIX 3

Total Liabilities as of March 2024

(In thousands of US\$)

	Total Liabilities	Current Liabilities	Long term liabilities		(A) Financial Liabilities
			Short term	Long term	
Local Banks (Short term)	195,145	195,145	-	-	195,145
Foreign Banks (Short term)	64,815	64,815	-	-	64,815
Local Banks (Long term)	182,361	-	68,727	113,634	182,361
Foreign Banks (Long term)	36,250	-	21,858	14,392	36,250
Local & Foreign Banks (Fin. Leasing)	109	-	37	72	109
Suppliers		-	-	-	
Accounts Payable to Caterpillar	115,275	115,275	-	-	-
Accounts Payable to Caterpillar	-	-	-	-	-
Others	69,939	69,939	-	-	-
Corporate Bonds	71,807	-	18,043	53,764	71,807
Caterpillar Financial	2,838	-	849	1,990	2,838
Liabilities derived from leases (IFRS16)	10,866	-	6,435	4,431	-
Other Liabilities	251,887	214,795	-	37,092	-
Total (US\$)	1,001,293	659,970	115,949	225,375	553,325
Total (S/.)	3,725,942	2,455,747	431,446	838,619	2,058,923

FERREYCORP S.A.A. & SUBSIDIARIES
APPENDIX 4
Cashflow Statement

(In thousands of S/)

	As of 31-03-2024	As of 31-03-2023
Cashflow from operating activities		
Collections from customers & third parties	2,130,906	1,646,878
Payment to suppliers	-1,351,023	-1,094,265
Payment to employees and others	-226,293	-199,309
Payments of taxes and income tax	-81,025	-68,789
Net cash provided by operating activities	472,565	284,515
Cashflow from investing activities		
Acquisitions of property, plant & equip.	-80,854	-18,553
Acquisitions of intengibles	-2,583	-1,909
Sale of property, plant & equip.	2,710	7,774
Sale/Contributions of financial instruments	-	34
Net cash provided by investing activities	-80,727	-12,654
Cashflow from financing activities		
Financial liabilities	557,083	520,668
Payment of financial expenses	-817,995	-726,239
Payment of lease activities	-8,736	-10,956
Interest payments	-20,188	-25,237
Share buybacks	17,986	64
Net cash from financing activities	-271,850	-241,700
Net cash increase	119,988	30,161
Cash at the beginning of the year	219,097	192,015
Cash due to exchange variation	-9,062	14,380
Cash at the end of the year	330,022	236,556