

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

Third Quarter 2024

Lima, 23rd of October 2024.- Ferreycorp S.A.A., a leading corporation in the capital goods and complementary services sector, based in Peru with a presence in other Latin American countries, and with over one hundred years of operations, announces its unaudited consolidated results for the third quarter of 2024. The financial statements in this report are presented on a consolidated basis in accordance with International Financial Reporting Standards (IFRS) and are expressed in Peruvian soles.

As of September 30 of this year, the exchange rate closed almost unchanged compared to the beginning of the year, resulting in no significant fluctuations in the cumulative figures for the nine months. However, during the third quarter, there was a significant appreciation of the sol, which caused distortions in certain items of the financial statements for this period, particularly in the exchange rate differences line, and consequently in net income. Therefore, it is important to consider the adjusted figures for the quarter, which are explained throughout this document.

SALES

Third-quarter sales for 2024 amounted to S/ 1,912 million, compared to S/ 1,786 million for the same period last year, reflecting a 7% growth. In U.S. dollars, the growth was 5% (US\$ 507 million versus US\$ 483 million). The sales lines that showed the highest growth were spare parts and services, Caterpillar machines for all sectors, and allied equipment.

Accumulated sales as of September 30, 2024, reached S/ 5,614 million, representing a 12% increase compared to the third quarter of 2023 (S/ 4,992 million). In U.S. dollars, the growth was 11% (US\$ 1,490 million compared to US\$ 1,337 million for the same period last year). During this nine-month period, almost all sales lines showed significant growth, with Caterpillar machines for all sectors and spare parts and services standing out.

(In millions)	Third Quarter			As of September		
	2024	2023	Var%	2024	2023	Var%
Net Sales \$	507	483	5%	1,490	1,337	11%
Net Sales S/	1,912	1,786	7%	5,614	4,992	12%

(S/ millions)	3Q 2024	%	2Q 2024	%	1Q 2024	%	3Q 2023	%	% Var 3Q 2024/ 2Q 2024	% Var 3Q 2024/ 3Q 2023	As of Sep 2024	%	As of Sep 2023	%	% Var 2024/ 2023
CAT Mining Trucks and Machines	75	4	84	5	115	6	96	5	-11.0	-21.9	275	5	215	4	27.7
CAT Machines & Engines for other sectors	369	19	373	20	322	18	326	18	-1.1	13.4	1,065	19	880	18	21.0
Allied Equipment	164	9	106	6	83	5	123	7	55.2	32.7	352	6	402	8	-12.2
Rental and used	114	6	117	6	122	7	140	8	-2.6	-18.5	352	6	337	7	4.3
Spare parts and services	1,051	55	1,075	57	1,072	59	990	55	-2.2	6.2	3,197	57	2,810	56	13.8
Other lines	139	7	118	6	116	6	111	6	18.5	25.6	373	7	347	7	7.3
TOTAL	1,912	100	1,872	100	1,830	100	1,786	100	2.1	7.1	5,614	100	4,992	100	12.5

(\$ millions)	3Q 2024	%	2Q 2024	%	1Q 2024	%	3Q 2023	%	% Var 3Q 2024/ 2Q 2024	% Var 3Q 2024/ 3Q 2023	As of Sep 2024	%	As of Sep 2023	%	% Var 2024/ 2023
CAT Mining Trucks and Machines	20	4	23	5	30	6	26	5	-11.6	-23.4	73	5	58	4	26.5
CAT Machines & Engines for other sectors	98	19	99	20	86	18	88	18	-1.2	11.8	283	19	237	18	19.5
Allied Equipment	42	8	28	6	22	4	33	7	51.0	24.7	91	6	107	8	-15.5
Rental and used	30	6	31	6	33	7	38	8	-5.0	-21.8	94	6	89	7	4.9
Spare parts and services	280	55	286	57	284	59	268	55	-2.1	4.6	851	57	753	56	13.0
Other lines	37	7	31	6	31	6	30	6	19.0	23.7	99	7	93	7	6.5
TOTAL	507	100	498	100	485	100	483	100	1.7	4.9	1,490	100	1,337	100	11.5

(Review the Commercial Management section for sales variance explanation)

GROSS PROFIT

In the third quarter of 2024, gross profit (S/ 501 million) was 7% higher than that of the same period in 2023, aligning with the sales growth. The gross margin was 26.2%, consistent with the same period last year. The adjusted gross margin for this third quarter also stood at 26.2%, reflecting the minimal fluctuation of the dollar, a similar result to the 26.7% gross margin in Q3 2023.

As of September 30, 2024, gross profit amounted to S/ 1,504 million, a 16% increase compared to the same period the previous year. The gross margin (26.8%) was higher than that recorded in 2023 (26.0%). However, the adjusted gross margin, excluding the effect of the exchange rate, was 26.7%, compared to 27.1% in the same period of 2023, showing a slight variation due to higher machinery sales.

	Third Quarter			As of September		
	2024	2023	Var%	2024	2023	Var%
Gross Profit (S/ millions)	501	468	7%	1,504	1,297	16%
Adjusted Gross Profit (S/ millions)	502	476	5%	1,498	1,351	11%
Gross Margin	26.2%	26.2%		26.8%	26.0%	
Adjusted Gross Margin	26.2%	26.7%		26.7%	27.1%	

OPERATING PROFIT

Operating Expenses

Operating expenses for the third quarter of 2024 (S/ 290.4 million) were 3% higher compared to the third quarter of 2023 (S/ 282.5 million); however, it is important to note that this increase was lower than the 7% growth in sales. The rise in expenses is mainly explained by higher variable costs associated with increased sales. The percentage of expenses in relation to sales was 15.2%, lower than the 15.8% recorded in the same quarter of 2023.

Cumulative expenses as of September 30, 2024, amounted to S/ 861 million, representing a 6% increase compared to the same period in 2023, but lower than the 12.5% growth in sales.

Operating Margin

The operating margin for the third quarter of 2024 was 11.3%, higher than the 10.2% recorded in the same quarter of 2023. When adjusting these results to exclude the effect of exchange rate differences, the operating margin remains 11.3%, compared to the adjusted 10.7% for the third quarter of 2023.

The accumulated operating margin as of September 30, 2024, was 11.6%, higher than the 9.8% registered during the same period in 2023. Excluding the exchange rate effect, the margin was also greater than in the previous year's same period, at 11.5% compared to 10.9%.

	Third Quarter			As of September		
	2024	2023	Var%	2024	2023	Var%
Operating Profit (\$/ millions)	217	182	19%	649	491	32%
Adj. Operating Profit (\$/ millions)	217	190	14%	643	545	18%
Operating Expenses / Sales	15.2%	15.8%		15.3%	16.3%	-6%
Operating Margin	11.3%	10.2%		11.6%	9.8%	
Adj. Operating Margin	11.3%	10.7%		11.5%	10.9%	

NET FINANCIAL EXPENSES

Financial expenses for the third quarter of 2024 remained similar to the same period in the previous year (S/ 19.6 million vs. S/ 19.8 million). The company's debt increased due to higher activity, with the average debt rising from US\$ 514 million in 3Q2023 to US\$ 548 million in 3Q2024. Additionally, the average interest rate also rose, reaching 5.12% in 3Q2024 compared to 4.94% in 3Q2023.

Moreover, when analyzing interest rate trends, the average rate for Ferreycorp's short-term debt decreased, although the reduction is not yet significant, while the rate for medium-term loans increased. The short-term rate decreased from 6.68% in 3Q2023 to 6.04% in the same period in 2024, reflecting the downward trend in the Federal Reserve's benchmark rate. Additionally, taking advantage of this general decrease in rates, a portion of Ferreyros' debt was restructured, leading to an increase in the average rate for medium-term debt, now at 4.06% compared to 3.88% in the same period of 2023.

Regarding debt structure, it is important to note that the company has traditionally maintained a balanced approach between short-term and long-term debt, financing both working capital and CAPEX investments. However, as of the end of this period, short-term debt accounted for 65%, with plans to further restructure another portion of the debt in the last quarter of the year.

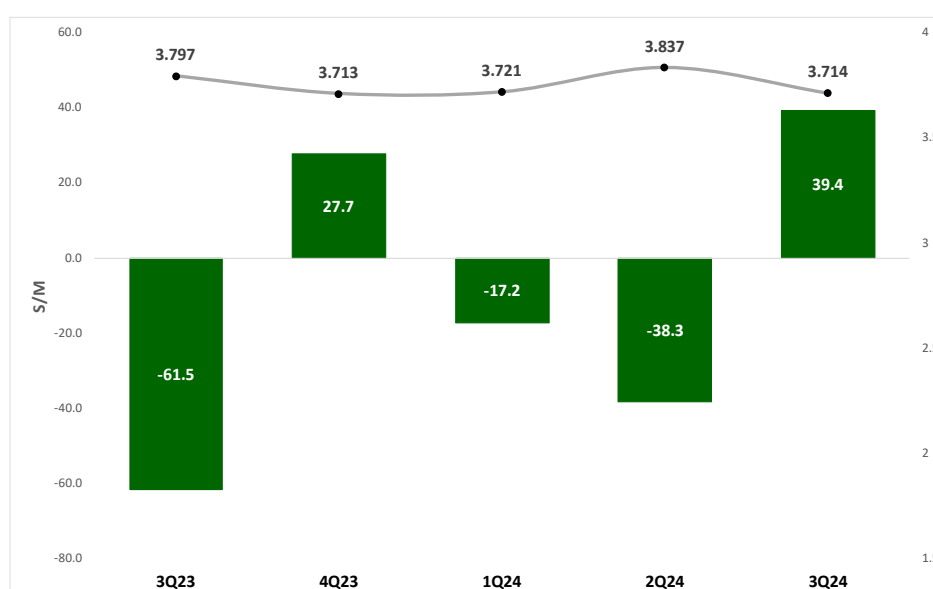
(S/ millions)	Third Quarter			As of September		
	2024	2023	Var%	2024	2023	Var%
Net Financial Expenses	20	20		63	54	18%
Average liabilities S/	2,043	1,903	7%	2,015	1,923	5%
Average liabilities \$	548	514	7%	536	515	4%

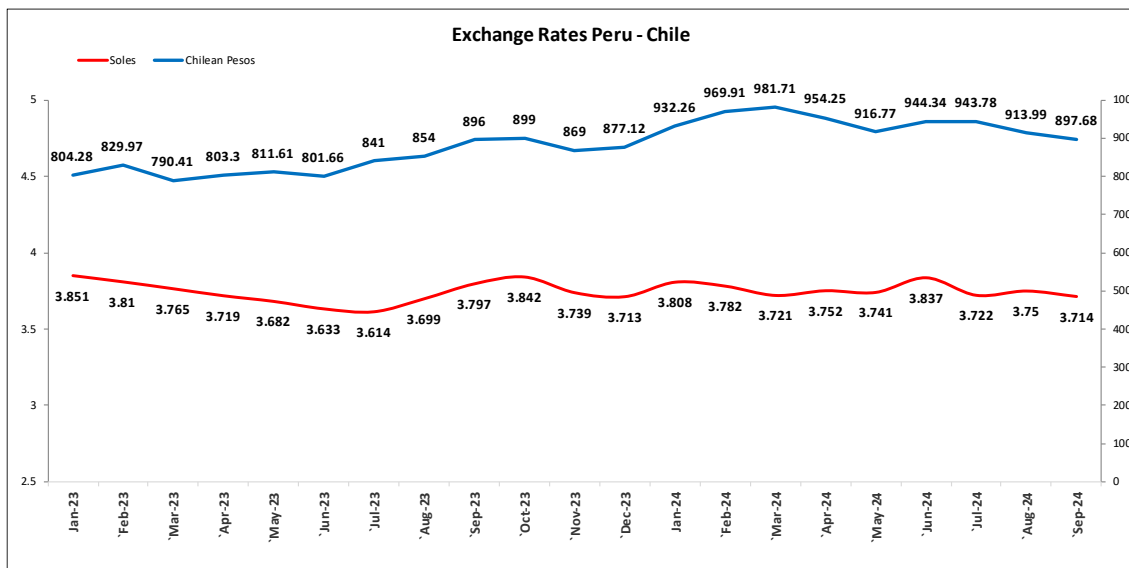
FOREX EXCHANGE GAIN (LOSS)

As previously reported, the corporation has a natural operational currency hedge: its sales, invoicing, collections, and financing are conducted in U.S. dollars. The effect of exchange rate differences is temporary, as the company records its inventories at the exchange rate at the time of acquisition, while debt, which is predominantly taken in U.S. dollars, is adjusted monthly to reflect the new exchange rates. This creates a timing mismatch that will reverse when the sale is made. In this way, the monthly debt adjustments due to exchange rate variations will eventually be offset by the gross margin.

During the third quarter of 2024, an exchange gain of S/ 39.4 million was recorded, resulting from the appreciation of the sol in Peru by 3.21%, as the exchange rate dropped from S/ 3.837 at the close of the second quarter to S/ 3.714 on September 30, 2024. In contrast, in the third quarter of 2023, an exchange loss of S/ 61.5 million was recorded, caused by the devaluation of the sol in Peru by 4.51%.

As of September 30, 2024, the accumulated result showed an exchange loss of S/ 16.1 million, compared to an exchange gain of S/ 1.3 million for the same period in 2023. The closing exchange rate for the third quarter of 2024 was S/ 3.714, almost identical to the rate at the end of December 2023 (S/ 3.713).



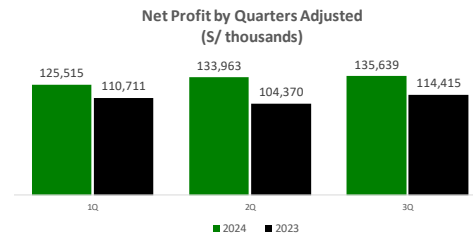
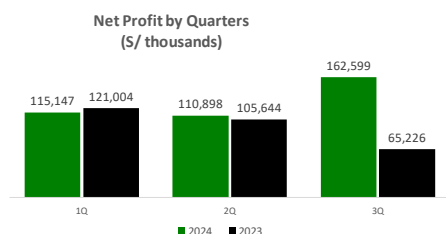


(S/ millions)	Third Quarter		As of September		Var%
	2024	2023	2024	2023	
FX Gain/Loss	39	-62	-16	1	

NET PROFIT

In the third quarter, net income reached S/ 163 million, compared to S/ 65 million recorded in the third quarter of 2023, representing an increase of 149%. This difference is largely explained by the variations in the exchange rate differences account, as detailed in the respective section. Excluding the impact of exchange rate differences, adjusted net income amounted to S/ 136 million, exceeding the S/ 114 million of the same period in 2023, which represents a 19% increase. This growth was driven by higher sales, sustained gross margin, and expense control. The charts show adjusted net income, which is calculated by excluding the effect of exchange rate variations on gross profit, as well as the gain or loss from exchange rate differences in the income statement.

It is worth noting that the accumulated net income as of September 30 (S/ 389 million) is 33% higher than the same period last year (S/ 292 million), and excluding the exchange rate effect, it shows a 21% increase.



N. Profit	1Q	2Q	3Q	Total
2024	115,147	110,898	162,599	388,644
2023	121,004	105,644	65,226	291,874
Abs Var	-5,858	5,254	97,373	96,770
Var	-4.84%	4.97%	149.29%	33.15%

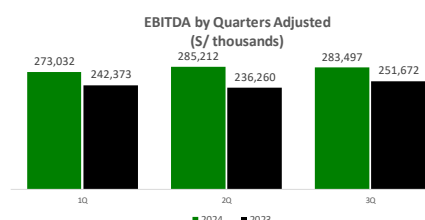
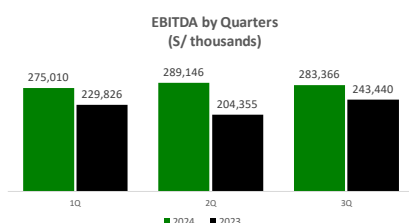
N. Profit	1Q	2Q	3Q	Total
2024	125,515	133,963	135,639	395,561
2023	110,711	104,370	114,415	326,722
Abs Var	14,804	29,593	21,223	68,839
Var	13.37%	28.35%	18.55%	21.07%

(S/ millions)	Third Quarter			As of September		
	2024	2023	Var%	2024	2023	Var%
Net Profit	163	65	149%	389	292	33%
FX Gain/Loss	39	-62		-16	1	
FX Recovery through GM	0	-8		6	-54	
Net Effect	39	-70		-10	-53	
Net Effect After Tax	-27	49		7	35	
Adjusted Net Profit	136	114	19%	396	327	21%

EBITDA

The reported EBITDA for the third quarter of 2024 (S/ 283 million) showed a 16% increase compared to the same period in 2023, primarily due to higher sales and slower growth in expenses relative to sales growth. The EBITDA margin stood at 14.8%, compared to 13.6% in the third quarter of 2023. Excluding the impact of exchange rate differences on gross profit, the adjusted EBITDA margin for the third quarter of 2024 was 14.8%, compared to 14.1% in the same period of the previous year.

Additionally, accumulated EBITDA as of September 30, 2024, (S/ 848 million) was 25% higher than in the same period the previous year. When excluding the effect of exchange rate differences on gross profit, the increase is 15%. The accumulated EBITDA margin was 15.1%, higher than the 13.6% for the same period in 2023. Excluding the exchange rate effect, the EBITDA margin was 15.0% versus 14.7% in 2023.



Ebitda	1Q	2Q	3Q	Total
2024	275,010	289,146	283,366	847,522
2023	229,826	204,355	243,440	677,621
Var abs	45,184	84,791	39,926	169,901
Var %	19.66%	41.49%	16.40%	25.07%

Ebitda	1Q	2Q	3Q	Total
2024	273,032	285,212	283,497	841,544
2023	242,373	236,260	251,672	682,330
Var abs	30,659	48,952	31,825	159,214
Var %	12.65%	20.72%	12.65%	23.33%

	Third Quarter			As of September		
	2024	2023	Var%	2024	2023	Var%
EBITDA (S/ millions)	283	243	16%	848	678	25%
Adjusted EBITDA (S/ millions)	283	252	13%	842	732	15%
EBITDA Margin	14.8%	13.6%		15.1%	13.6%	
Adjusted EBITDA Margin	14.8%	14.1%		15.0%	14.7%	



SUMMARY OF MAIN FIGURES AND INDICATORS

	Quarters							% Var.	
	3Q 2024	2Q 2024	1Q 2024	4Q 2023	3Q 2023	2Q 2023	1Q 2023	3Q24/2Q24	3Q24/3Q23
(In millions except for per share indicators)									
Net sales	\$507	\$498	\$485	\$528	\$483	\$445	\$409	1.7%	4.8%
Net sales	S/. 1,912	S/. 1,872	S/. 1,830	S/. 2,003	S/. 1,786	S/. 1,646	S/. 1,560	2.1%	7.1%
Gross profit	S/. 501	S/. 514	S/. 510	S/. 510	S/. 468	S/. 403	S/. 427	-2.5%	7.2%
Operating expenses	S/. 290	S/. 292	S/. 279	S/. 304	S/. 283	S/. 270	S/. 259	-0.4%	2.8%
Operating profit	S/. 217	S/. 223	S/. 209	S/. 209	S/. 182	S/. 141	S/. 168	-3.0%	18.9%
Net financial expenses	S/. -20	S/. -21	S/. -22	S/. -24	S/. -20	S/. -17	S/. -17	-7.7%	-0.9%
FX Gain / Loss	S/. 39	S/. -38	S/. -17	S/. 28	S/. -62	S/. 35	S/. 28	-202.8%	-164.0%
Net profit	S/. 163	S/. 111	S/. 115	S/. 142	S/. 65	S/. 106	S/. 121	46.6%	149.3%
EBITDA	S/. 283	S/. 289	S/. 275	S/. 273	S/. 243	S/. 204	S/. 230	-2.0%	16.4%
Profit per share	0.173	0.118	0.123	0.151	0.069	0.112	0.129	46.4%	150.5%
EBITDA per share	0.302	0.309	0.294	0.290	0.258	0.217	0.244	-2.2%	17.0%
Free cash flow	S/. -138	S/. 195	S/. 363	S/. -228	S/. -169	S/. 195	S/. 236	-170.8%	-18.3%
Gross margin	26.2%	27.5%	26.7%	25.5%	26.2%	24.5%	27.3%		
Adj. Gross margin	26.2%	27.2%	26.6%	24.9%	26.7%	26.5%	28.2%		
SG&A / Sales	15.2%	15.6%	15.3%	15.2%	15.8%	16.4%	16.6%		
Operating margin	11.3%	11.9%	11.4%	10.4%	10.2%	8.6%	10.7%		
Adj. Operating margin	11.3%	11.7%	11.3%	9.9%	10.7%	10.6%	11.5%		
Net margin	8.5%	5.9%	6.3%	7.1%	3.7%	6.4%	7.8%		
Adj. Net margin	7.1%	7.2%	6.9%	5.7%	6.4%	6.3%	7.1%		
EBITDA margin	14.8%	15.4%	15.0%	13.6%	13.6%	12.4%	14.7%		
Adj. EBITDA margin	14.8%	15.2%	14.9%	13.1%	14.1%	14.4%	15.5%		
Debt ratio	0.71	0.66	0.67	0.80	0.70	0.64	0.71		
Net debt / EBITDA	1.78	1.68	1.78	2.25	2.01	1.72	1.84		

ANALYSIS ACCORDING TO BUSINESS GROUP

(S/ thousands)

	Dealers CAT in Peru		CAT Dealers abroad & other businesses		Other Businesses	
	2024	2023	2024	2023	2024	2023
Sales	4,608,225	3,964,347	472,010	459,261	534,045	568,348
Gross profit	1,271,159	1,077,536	111,514	110,329	121,071	109,610
Adjusted gross profit	1,269,359	1,129,472	111,514	110,329	117,090	111,678
Gross margin	27.6%	27.2%	23.6%	24.0%	22.7%	19.3%
Adjusted gross margin	27.5%	28.5%	23.6%	24.0%	21.9%	19.6%
Operating expenses	661,139	621,832	73,451	64,923	115,280	112,171
Operating profit	624,236	461,390	37,994	46,332	1,445	-3,396
Adjusted operating profit	622,436	513,326	37,994	46,332	-2,536	-1,328
Operating margin	13.5%	11.6%	8.0%	10.1%	0.3%	-0.6%
Adjusted operating margin	13.5%	12.9%	8.0%	10.1%	-0.5%	-0.2%
Depreciation & Amortization	121,222	107,221	19,540	17,749	26,330	32,884
EBITDA	761,302	579,543	59,534	66,273	37,036	36,098
Adjusted EBITDA	759,502	631,479	59,534	66,273	33,055	38,166
EBITDA margin	16.5%	14.6%	12.6%	14.4%	6.9%	6.4%
Adjusted EBITDA margin	16.5%	15.9%	12.6%	14.4%	6.2%	6.7%
Net Profit	395,436	299,588	17,530	26,499	-13,118	-24,019
Adjusted Net Profit	402,157	325,599	17,530	26,499	-11,697	-11,158
Net Margin	8.6%	7.6%	3.7%	5.8%	-2.5%	-4.2%
Adjusted Net Margin	8.7%	8.2%	3.7%	5.8%	-2.2%	-2.0%

STATEMENT OF FINANCIAL SITUATION

As of September 30, 2024, total assets amounted to S/ 6,551 million, 5% higher than the S/ 6,223 million in assets as of September 30, 2023. The increase of S/ 329 million is mainly explained by a S/ 353 million rise in inventories—particularly in spare parts, machines, and engines—and an increase in fixed assets of S/ 203 million. By December 2023, assets had already reached S/ 6,525 million, driven by the purchase of units for the rental fleet, workshop equipment, infrastructure investments, and increases in accounts receivable and inventories in the second half of last year. As of September 30, 2024, the asset level remains similar to the year-end 2023 figures.

Total liabilities reached S/ 3,735 million as of September 30, 2024, higher than the S/ 3,597 million at the close of the same period in the previous year, reflecting an increase of S/ 139 million, mainly due to other liabilities.

(S/ millions)	As of Sep 2024	%	As of Dec 2023	%	As of Sep 2023	%	%VAR Set24/Set23	%VAR Set24/Dec23
Cash and equivalents	136	2	219	3	234	4	-42	-38
Accounts receivables - Trade	1,145	17	1,381	21	1,265	20	-10	-17
Inventory	2,526	39	2,256	35	2,173	35	16	12
Fix assets	1,894	29	1,826	28	1,691	27	12	4
Intangibles y Goodwill	344	5	365	6	371	6	-7	-6
Other assets	507	8	477	7	488	8	4	6
TOTAL ASSETS	6,551	100	6,525	100	6,223	100	5	0
Financial debt	2,075	56	2,315	60	2,016	56	3	-10
Accounts payable - Trade	705	19	792	21	790	22	-11	-11
Lease liabilities	51	1	43	1	51	1	1	19
Other liabilities	905	24	710	18	740	21	22	27
TOTAL LIABILITIES	3,735	100	3,860	100	3,597	100	4	-3

As of September 30, 2024, the asset turnover ratio was 1.19, higher than the 1.09 recorded on September 30, 2023. As part of the corporation's strategy, measures have been implemented to optimize the use of assets in generating revenue, resulting in an improvement in this turnover indicator. This improvement is mainly explained by the reduction in inventory days, which decreased from 158 days in the third quarter of 2023 to 151 days in the same period of 2024, and the reduction in collection days, from 55 to 48 over the same period.

The corporation's financial debt, which amounted to S/ 2,075 million as of September 30, 2024, was 10% lower than in the same period of the previous year. Similarly, in U.S. dollars (US\$ 559 million), it showed a 2.6% reduction compared to the balance in the same period of 2023 (US\$ 544 million). As previously explained, most of the current debt corresponds to short-term financial obligations, which the corporation plans to restructure during the fourth quarter of the year.

INVESTMENTS IN FIX ASSETS (CAPEX) AND INTANGIBLES

As of September 30, 2024, investments in fixed assets and intangibles amounted to S/ 169.9 million, primarily allocated to: (i) S/ 38.1 million for infrastructure investments, (ii) S/ 203.4 million for the purchase of machinery and equipment for the rental fleet (net of transfers to inventory, amounting to S/ 21.7 million), and (iii) S/ 61.9 million for the purchase of machinery and equipment for workshops.

At the close of September 2024, the fixed assets category reflects the recognition of right-of-use assets (leased properties, rental fleet, and vehicle fleet, among the most significant), in accordance with IFRS 16 on Leases.

FINANCIAL RATIOS

Ratios	Sep-24	Jun-24	Mar-24	Dec-23	Sep-23
Current ratio	1.42	1.38	1.35	1.37	1.50
Financial debt ratio	0.71	0.66	0.67	0.80	0.70
Indepthedness ratio	1.33	1.32	1.41	1.45	1.37
Net debt / EBITDA	1.78	1.68	1.78	2.25	2.01
Adjusted debt / EBITDA	1.01	0.98	1.10	1.65	1.40
Financial expenses coverage ratio	9.25	9.19	8.95	8.65	8.87
Asset turnover	1.19	1.22	1.17	1.10	1.09
Inventory turnover	2.38	2.52	2.48	2.30	2.28
Inventory days	151	143	145	156	158
Collection days	48	49	49	59	55
Payable days	48	50	47	55	59
Cash cycle	151	142	147	160	154
ROE	19.5%	16.3%	16.7%	16.8%	17.3%
ROA	9.5%	9.4%	8.4%	7.7%	7.6%
ROIC	13.2%	13.4%	12.2%	10.7%	10.7%
Book Value per share	3.00	2.95	2.82	2.83	2.79

As of September 30, 2024, the cash conversion cycle stands at 151 days, reflecting a decrease from the same period in 2023 (154 days), primarily due to reductions in inventory and collection days.

The Return on Equity (ROE) for the third quarter of 2024 was 19.5%, higher than the figure recorded in the same period last year. This increase is mainly attributed to the impact of exchange rate differences. Excluding this effect, the adjusted ROE is 18.9%, which is greater than the 16.2% recorded in the same period of 2023.

MAIN HIGHLIGHTS

Dividend Payment

On July 24, 2024, the Board of Directors, in accordance with the Dividend Policy, approved the payment of cash dividends amounting to S/ 100,000,000.00 from the profits of the fiscal year 2024. This amount corresponds to a cash dividend of S/ 0.1064 per share, which was paid on August 27, 2024, with a record date of August 16.

Ferreyros Awarded for Best Practices in Labor Social Responsibility

Ferreyros, a leader in heavy machinery in the country, was one of nine companies recognized with the ABE Award, granted by the Association of Good Employers (ABE) of AmCham Peru, for its best practices in labor social responsibility. The company stood out for its management in favor of the comprehensive well-being of its nearly 5,000 employees, being the only company in the heavy machinery segment among the awardees.

Ferreycorp Recognized for Consecutive Presence Among the Most Admired Companies in Peru

Ferreycorp, a leading corporation in capital goods in the country, was recognized as one of the Most Admired Companies in Peru (EMA) for three consecutive years of this prestigious award, given by PwC and G de Gestión magazine. The corporation has received this distinction more than ten times. This year, EMA highlighted the forward-looking vision of the companies, with a clear focus on innovation and transformation of their businesses.

Ferreycorp Recognized by the GRI Competitive Business Program

The Global Reporting Initiative (GRI) recognized Ferreycorp for its contribution to enabling supplier companies to issue sustainability reports, as part of the Competitive Business Program, of which the corporation has been a part since 2021. During this period, Ferreycorp and all its companies in Peru have promoted the issuance of these reports by 108 supplier companies from various sectors and regions. The GRI program aims to enhance the integration of supplier companies into a sustainable value chain through the management and communication of critical sustainability issues.

Merco: Ferreyros Among the Ten Companies with the Best Corporate Reputation in the Country

Ferreyros was recognized among the ten most reputable companies in Peru, according to the Merco Empresas ranking, a position it has held continuously since the list was launched in 2012. Ferreyros maintains the sixth position in the national ranking and its leadership in the industrial sector. The ranking reflects the perception of multiple stakeholders and includes an evaluation of reputational merits, a comprehensive analysis of digital presence, and public perception of ethical conduct and corporate responsibility.

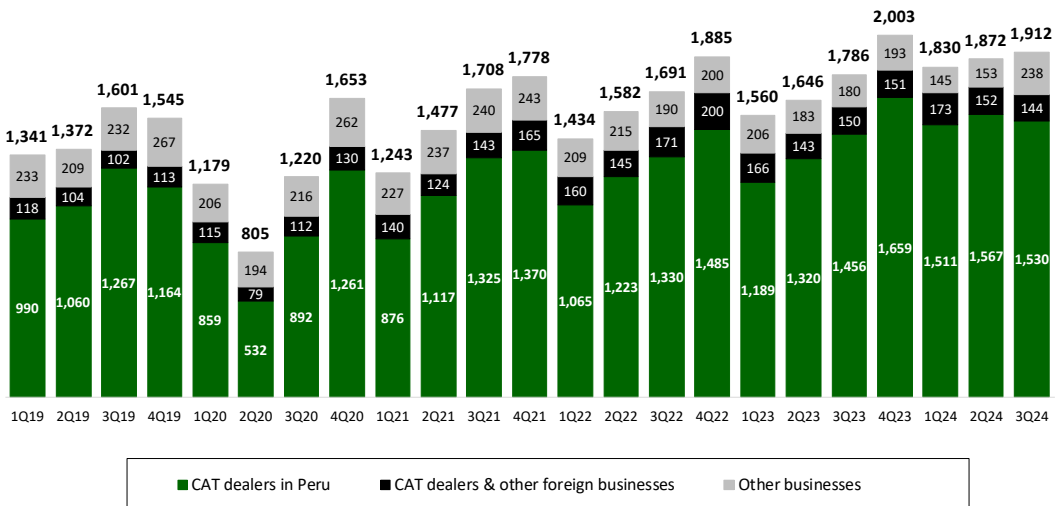
COMMERCIAL MANAGEMENT

1. COMPOSITION OF SALES BY BUSINESS GROUP

Sales by business group
(S/ millions)

	Quarter						% Var							
	3Q 2024	%	2Q 2024	%	1Q 2024	%	3Q 2023	%	2Q 2023	%	1Q 2023	%	3Q24 / 2Q24	3Q24 / 3Q23
Ferreyros	1,319,679	69.0%	1,350,085	70.6%	1,302,804	71.2%	1,256,710	70.4%	1,133,139	68.8%	1,028,048	65.9%	-2.3%	5.0%
Unimaq	165,380	8.6%	171,709	9.0%	149,192	8.2%	151,500	8.5%	151,488	9.2%	135,045	8.7%	-3.7%	9.2%
Orvisa	44,893	2.3%	45,312	2.4%	59,171	3.2%	47,639	2.7%	35,035	2.1%	25,743	1.6%	-0.9%	-5.8%
Total CAT dealers in Peru	1,529,952	80.0%	1,567,106	81.9%	1,511,167	82.6%	1,455,849	81.5%	1,319,662	80.2%	1,188,836	76.2%	-2.4%	5.1%
Total CAT dealers in èru and other foreign businesses	146,632	7.7%	152,123	8.0%	173,255	9.5%	150,176	8.4%	143,382	8.7%	165,703	10.6%	-3.6%	-2.4%
Soltrak	82,135	4.3%	70,813	3.7%	65,588	3.6%	71,541	4.0%	72,803	4.4%	67,415	4.3%	16.0%	14.8%
Trex	111,643	5.8%	46,822	2.4%	38,658	2.1%	75,970	4.3%	74,980	4.6%	107,808	6.9%	138.4%	47.0%
Fargoline	27,190	1.4%	21,853	1.1%	22,053	1.2%	18,593	1.0%	17,815	1.1%	19,632	1.3%	24.4%	46.2%
Forbis	12,024	0.6%	9,871	0.5%	9,840	0.5%	9,334	0.5%	10,063	0.6%	9,112	0.6%	21.8%	28.8%
Otras	2,804	0.1%	3,733	0.2%	9,114	0.5%	4,204	0.2%	7,289	0.4%	1,789	0.1%	-24.9%	-33.3%
Total other subsidiaries	235,796	12.3%	153,092	8.0%	145,253	7.9%	179,642	10.1%	182,950	11.1%	205,756	13.2%	54.0%	31.3%
TOTAL	1,912,380	100.0%	1,872,321	97.9%	1,829,675	100.0%	1,785,667	97.6%	1,645,994	100.0%	1,560,295	100.0%	2.1%	7.1%

Sales by Business Group
(S/ millions)



As illustrated in the previous sections, Ferreycorp organizes 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 third quarter of 2024, sales from Caterpillar distributors in Peru recorded an increase of 5.1% compared to the same period in 2023. Among the lines that showed growth, notable increases included sales of spare parts and services, which rose by 5.8%; and sales of Caterpillar machines and engines for sectors other than large-scale mining, which increased by 20.5%.

In this quarter, the share of this group of companies in the corporation's total sales composition reached 80%.

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

Sales from this second group of companies, which have a presence in Central America, reported a decrease of 3.8% compared to the third quarter of 2023.

This group of companies accounted for 7.6% of the corporation's total sales.

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 Vixora).

Sales from the third group of companies, which complement the offering of goods and services through the marketing of equipment, consumables, and logistics solutions, among other lines, showed an increase of 32.5% compared to the third quarter of 2023.

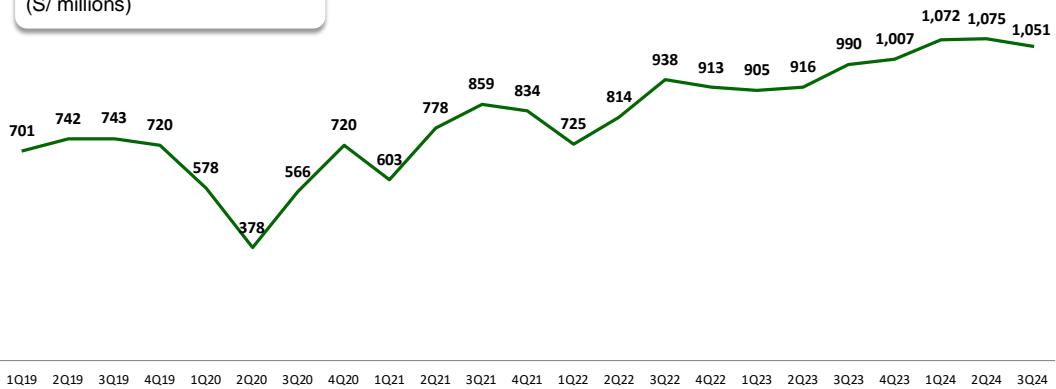
2. SALES BREAKDOWN BY BUSINESS LINE

(\$/ millions)	3Q 2024	%	2Q 2024	%	1Q 2024	%	3Q 2023	%	% Var 3Q 2024/ 2Q 2024	% Var 3Q 2024/ 3Q 2023
CAT Mining Trucks and Machines	75	4	84	5	115	6	96	5	-11.0	-21.9
CAT Machines & Engines for other sectors	369	19	373	20	322	18	326	18	-1.1	13.4
Allied Equipment	164	9	106	6	83	5	123	7	55.2	32.7
Rental and used	114	6	117	6	122	7	140	8	-2.6	-18.5
Spare parts and services	1,051	55	1,075	57	1,072	59	990	55	-2.2	6.2
Other lines	139	7	118	6	116	6	111	6	18.5	25.6
TOTAL	1,912	100	1,872	100	1,830	100	1,786	100	2.1	7.1

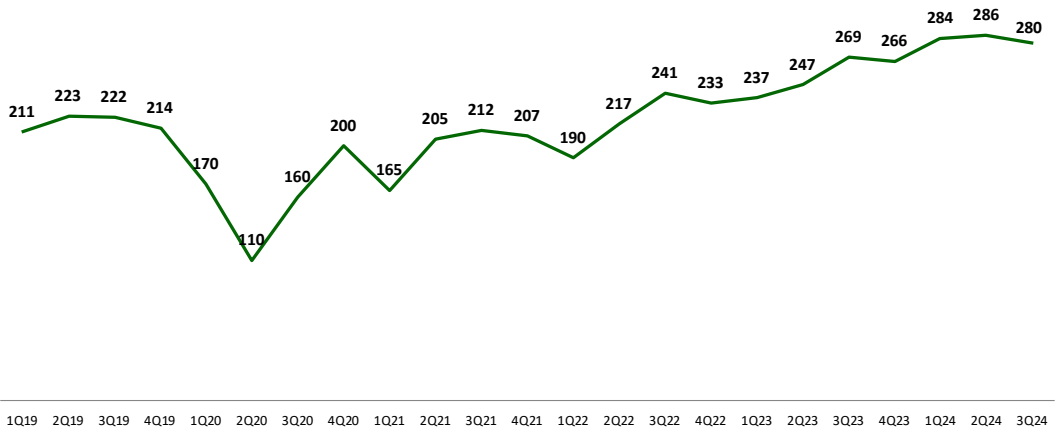
Compared to the same quarter of the previous year, the lines that showed the greatest increase in the third quarter of 2024 were those of machines and engines for sectors other than large-scale mining, allied equipment, and parts and services, with notable momentum from sales to large mining customers.

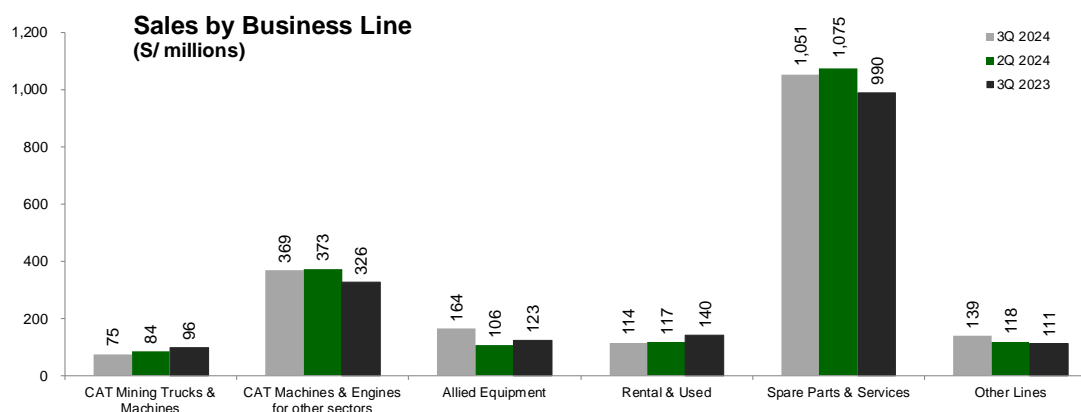
The corporation's strategy is to enhance its customers' productivity in using the delivered equipment and managing their projects; therefore, significant efforts are made to provide post-sales support with high-quality standards and at locations close to the customers, which differentiates it from the competition. These aspects have allowed the parts and services business line, both for Caterpillar and allied brands, to maintain a significant share in Ferreycorp's total sales composition (55%), reaching sales of S/ 1,051 million in the third quarter of 2024, reflecting an increase of 6.2% compared to the same period last year. Additionally, sales in dollars amounted to US\$ 280 million, showing an increase of 4.2% compared to the third quarter of 2023.

Sales of Spare Parts & Services
(S/ millions)



Sales of Spare Parts & Services
(\$ millions)





As of September 30, 2024, sales of the Caterpillar brand, represented by the corporation through exclusive distributors in Peru, Guatemala, El Salvador, and Belize, account for 76.2% of total revenues. This includes the sale and rental of machines and engines, as well as the provision of parts and services for this brand.

3. SALES BREAKDOWN BY ECONOMIC SECTOR

	3Q 2024	2Q 2023	1Q 2024	4Q 2023	3Q 2023	2Q 2023	1Q 2023
Open Pit Mining	43.9%	47.9%	51.3%	43.2%	51.4%	43.6%	44.9%
Construction	23.8%	24.0%	21.9%	19.0%	19.7%	20.6%	19.1%
Underground Mining	10.9%	7.6%	9.4%	9.8%	8.4%	14.3%	11.8%
Industry, Commerce & Services	10.5%	7.3%	8.4%	8.4%	7.4%	11.8%	12.4%
Agriculture & Forestry	2.7%	3.2%	2.0%	2.0%	3.0%	2.5%	2.9%
Transport	1.7%	2.3%	1.0%	1.9%	0.1%	2.3%	4.7%
Fish & Marine	2.7%	1.7%	1.3%	1.3%	0.9%	2.1%	1.6%
Government	2.2%	4.7%	3.6%	13.3%	8.5%	1.8%	1.3%
Hydrocarbons & Energy	1.1%	0.6%	0.6%	0.7%	0.5%	0.8%	0.9%
Others	0.5%	0.6%	0.5%	0.4%	0.2%	0.3%	0.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

As shown in the table, in the second quarter, the sector with the highest share of sales is mining. Additionally, compared to the same period last year, there is an increase in the construction sector due to sales to clients undertaking projects in various regions of the country.

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

(\$/ thousands)

	3Q 2024	%	3Q 2023	%	Var %	As of Sep 2024	%	As of Sep 2023	%	Var %
Net Sales	1,912,380	100.0	1,785,667	100.0	7.1	5,614,376	100.0	4,991,956	100.0	12.5
Costo de Ventas	-1,411,010	-73.8	-1,317,951	-73.8	7.1	-4,110,632	-73.2	-3,694,481	-74.0	11.3
Sales Profit	501,370	26.2	467,716	26.2	7.2	1,503,744	26.8	1,297,475	26.0	15.9
Operating Expenses	-290,425	-15.2	-282,523	-15.8	2.8	-861,241	-15.3	-811,508	-16.3	6.1
Net Other Income (Expenses)	5,560	0.3	-3,108	-0.2	-278.9	6,336	0.1	5,129	0.1	23.5
Operating Profit	216,505	11.3	182,085	10.2	18.9	648,839	11.6	491,096	9.8	32.1
Net Financial Expenses	-19,603	1.4	-19,772	1.5	-0.9	-63,323	1.5	-53,643	1.5	18.0
FX Gain/Loss	39,392	2.1	-61,539	-3.4	-164.0	-16,139	-0.3	1,352	0.0	
Participation in the Results of Associates	87	0.0	335	0.0	-74.0	614	0.0	1,698	0.0	-63.8
Income Before Income Tax	236,381	12.4	101,109	5.7	133.8	569,991	10.2	440,503	8.8	29.4
Income Tax	-74,065	-3.9	-36,773	-2.1	101.4	-182,008	-3.2	-148,854	-3.0	22.3
Net Income Cont. Oper.	162,316	8.5	64,336	3.6	152.3	387,983	6.9	291,649	5.8	33.0
Net Income Cont. Oper.	283	0.0	890	0.0	-68.2	661	0.0	225	0.0	193.8
Net Income	162,599	8.5	65,226	3.7	149.3	388,644	6.9	291,874	5.8	33.2
EBITDA	283,366	14.8	243,440	13.6	16.4	847,522	15.1	677,621	13.6	25.1
Adj. EBITDA	283,497	14.8	251,673	14.1	12.6	841,544	15.0	731,625	14.7	15.0

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

(S/ thousands)

	As of 30-09-2024	As of 30-09-2023	% Var.		As of 30-09-2024	As of 30-09-2023	% Var.
Cash and Equivalents	135,945	234,352	-42.0	Short Term Debt	1,346,068	1,185,165	13.6
Accounts Receivables - Trade	1,112,341	1,229,074	-9.5	Liabilities Derived from Leases (NIIF16)	29,190	27,208	7.3
Inventory	2,526,041	2,172,642	16.3	Other Current Liabilities	1,471,047	1,395,342	5.4
Other Account Receivables	219,447	201,913	8.7	Current Liabilities	2,846,305	2,607,715	9.1
Assets Available for Sale	2,755	14,750	-81.3	Long Term Debt	728,458	831,063	-12.3
Prepaid Expenses	32,096	53,257	-39.7	Other Payables	2,813	6,490	-56.7
Current Assets	4,028,625	3,905,988	3.1	Liabilities Derived from Leases (NIIF16)	22,103	23,514	-6.0
Long Term Account Receivable - Trade	32,360	36,013	-10.1	Deffered Tax Income	135,570	127,797	6.1
Other Long Term Account Receivable	33,087	39,961	-17.2	Total Liabilities	3,735,249	3,596,579	3.9
Property	1,265,438	1,212,867	4.3	Equity	2,816,157	2,625,981	7.2
Rental Fleet	850,328	715,246	18.9	Total Liabilities & Equity	6,551,406	6,222,560	5.3
Machinery & Equipment	542,365	520,032	4.3				
Other Fixed Asstets	149,327	167,134	-10.7	Other Financial Information			
	2,807,458	2,615,279	7.3	Depreciation	147,573	139,729	5.6
Accumulates Depreciation	-913,205	-924,111	-1.2	Amortization	22,762	24,029	-5.3
Net Property, Plant & Equipment	1,894,253	1,691,168	12.0				
Investments	28,041	22,394	25.2				
Net Intangible Asset & Goodwill	343,627	371,106	-7.4				
Deferred Income Tax	191,413	155,930	22.8				
Non Current Assets	2,522,781	2,316,572	8.9				
Total Assets	6,551,406	6,222,560	5.3				

FERREYCORP S.A.A. AND SUBSIDIARIES

APPENDIX 3

Total Liabilities as of March 2024

(USD thousands)

	Total Liabilities	Current Liabilities	Long term liabilities		Financial Liabilities
			Short term	Long term	
Local Banks (Short term)	194,956	194,956	-	-	194,956
Foreign Banks (Short term)	66,976	66,976	-	-	66,976
Local Banks (Long term)	214,359	-	68,825	145,534	214,359
Foreign Banks (Long term)	27,715	-	13,215	14,500	27,715
Local & Foreign Banks (Fin. Leasing)	90	-	21	69	90
Suppliers					
Accounts Payable to Caterpillar	119,022	119,022	-	-	-
Others	70,679	70,679	-	-	-
Corporate Bonds	53,854	-	17,976	35,877	53,854
Caterpillar Financial	618	-	461	158	618
Liabilities derived from leases (IFRS16)	13,811	-	7,859	5,951	-
Other Liabilities	243,641	206,381	-	37,260	-
Total (US\$)	1,005,721	658,014	108,358	239,349	558,569
Total (S/.)	3,735,249	2,524,801	415,768	918,384	2,143,230

(A) Subject to interest payments

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

(\$/ thousands)

	As of 30-09-2024	As of 30-09-2023
Cashflow from operating activities		
Collections from customers & third parties	5,998,668	4,940,276
Payment to suppliers	-4,298,066	-3,673,749
Payment to employees and others	-634,285	-616,641
Payments of taxes and income tax	-226,193	-169,204
Net cash provided by operating activities	840,124	480,682
Cashflow from investing activities		
Acquisitions of property, plant & equip.	-319,740	-112,140
Acquisitions of intengibles	-3,870	-6,579
Sale of property, plant & equip.	3,757	14,573
Sale/Contributions of financial instruments	-	35
Investment acquisitions	-4,109	-
Net cash provided by investing activities	-323,962	-104,111
Cashflow from financing activities		
Financial liabilities	3,164,965	1,581,155
Payment of financial expenses	-3,406,158	-1,619,895
Payment of lease activities	-23,016	-40,935
Interest payments	-85,472	-74,614
Dividend payments	-260,010	-131,184
Share buybacks	17,986	-19,650
Net cash from financing activities	-591,705	-305,123
Net cash increase	-75,543	71,448
Cash at the beginning of the year	219,097	192,015
Cash due to exchange variation	-7,609	-29,111
Cash at the end of the year	135,945	234,352