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COMPANY PROFILE

Ferreyros is dedicated to the importation of capital goods for sale and lease, with a reputation for good post-sale service, for which it has spare parts warehouses and repair and maintenance shops nationwide. The company has made significant investments in training its technical personnel, as well as in the infrastructure of its business locations and repair and maintenance shops.

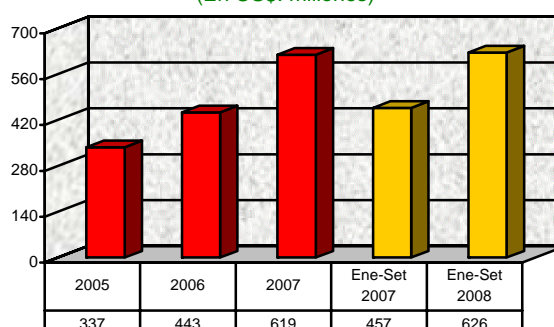
Ferreyros represents the leading brands in the market, which are oriented toward different economic sectors.

Subsidiaries

Orvisa S.A.
Unimaq S.A..
Fiansa S.A.
Depósitos Efe S.A.
Domingo Rodas S.A.
Mega Caucho & Representaciones S.A.C.
Ferrenergy S.A.C.
Cresko S.A.

As of September 30, 2008, the subsidiaries have had significant sales. In this regard, it should be mentioned that sales for the organization as a whole were US\$ 625.5 million, which is 37.3% growth compared to the same period in the preceding year.

**Ferreyros y Subsidiarias:
Evolución de las ventas
(En US\$. millones)**



**Ferreyros and Subsidiaries
Sales trend
(In US\$ millions)**

Orvisa S.A. is a leading company in the distribution of capital goods in the Amazon region and is one of the companies with the highest level of operations in the area. As of September 30, 2008, the company reported sales of over US\$ 42 million in business mainly oriented toward petroleum production and the forestry sector. A significant percentage of its sales is a result of the renewal of an integral maintenance contract with a major client in the petroleum sector.

Orvisa's net earnings as of September 30, 2008, totaled S/. 6.7 million.

Unimaq S.A. is a company that specializes in serving the general construction sector through the sale and lease of light equipment. As of September 30, 2008, its sales totaled US\$ 50 million, which is 42% higher than for the same period during the previous year. This increase is based on growth of the economy and the transfer of the light construction line, Rentando Cat Rental Store, that Ferreyros was in charge of through 2006.

It should be noted that, in order to sustain its significant operations, in 2007 Unimaq

increased its capital stock from S/. 7.5 million to S/. 31.0 million, by means of a contribution from Ferreyros.

Unimaq's net earnings as of September 30, 2008 amounted to S/. 8.4 million.

Fiansa S.A. is a subsidiary dedicated to serving the metalwork sector. As of September 30, 2008, its sales totaled US\$ 11.2 million, including metal bridges, metalmechanic works, electrical installations and the manufacture and assembly of metal structures.

Fiansa's net earnings as of September 30, 2008 totaled S/. 1.3 million.

Depósitos Efe S.A. is a subsidiary founded in 1983, whose line of business is providing storage service in a customs warehouse, whether simple or field storage. As of September 30, 2008 its sales amounted to US\$ 524 thousand, mainly due to the storage of liquids, the consolidation of operations with customers, and the incorporation of customers in the textile, mining and petroleum sectors.

Depósitos Efe's net earnings as of September 30, 2008 totaled S/. 368 thousand.

Domingo Rodas is a company dedicated to breeding, processing and exporting shrimp. As of September 30, 2008 its sales amounted to S/. 9.1 million. The level of revenue attained is mainly due to greater efficiency in the breeding fields, which was reflected in higher productivity in kilograms per hectare. However, due to a reduction in international prices, as well as exchange rate fluctuations, adequate profitability had not been attained as of the end of the aforementioned period.

As of September 30, 2008, Domingo Rodas had a net loss of S/. 702 thousand.

Mega Caucho & Representaciones SAC. reported sales of US\$11.9 million as of September 30, 2008. It conducts its sales and service activities mainly in the mining, construction, transportation, agriculture and industry sectors. The important

added-value service provided by this company to different economic sectors, as well as the significant increases in sales that it attains from year to year, make it an important strategic ally for its customers.

Mega Caucho's net earnings as of September 30 totaled S/.1,285 thousand.

Ferrenergy S.A.C. was founded in January of 2006. Its shareholders are Ferreyros S.A.A. and Energy International Corporation, each of which have a 50% interest. Energy International, a company headquartered in the United States, has vast experience and is related to Gecolsa, the Caterpillar distributor in Colombia. The first project undertaken by the company was the Guayabal power station in Shiviayacu, which generates electrical power for the sale of energy to an important petroleum company under a 5-year contract. The plant, which has an 18 MW capacity, began producing energy in the month of July 2007 and has billed US\$1.9 million as of September 30, 2008.

Ferrenergy's net earnings as of September 30 totaled S/.665 thousand.

Cresko S.A. began its operations in October of 2007, providing specialized products to certain segments of the construction, mining and agricultural sectors not covered by Ferreyros or Unimaq. Its sales amounted to US\$12.4 million as of September 30, 2008. It is the first company in the organization to commercialize our products of Asian origin. Ferreyros' initial investment in this company was US\$1.5 million.

Cresko's net earnings as of September 30 totaled S/. 495 thousand.

THIRD QUARTER RESULTS

Net earnings for the 3Q 2008 amounted to S/. 31.4 million, compared to S/. 34.8 million for the same period in the previous year, which is a decrease of S/ 3.4 million (-9.6%).

Net earnings for the 3Q 2008 were the result of a 23.9% increase in net sales and

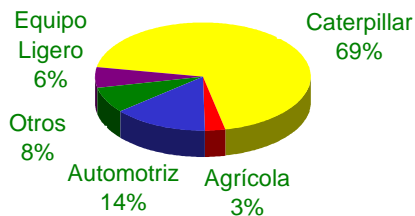
a greater gross margin percentage, which grew from 22.7% in the 3Q 2007 to 24.5% in the 3Q 2008. This higher profit on sales (S/. 34.9 million) was offset by the following:

- Currency exchange loss of S/. 5.4 million for the 3Q 2008, compared to an exchange gain of S/. 10.7 million for the 3Q 2007, meaning a negative impact of S/. 16.1 million, which will be offset in the future when the inventories recorded at an exchange rate of S/ 2.910 are sold, as this rate is lower than the currency exchange rate on 09-30-08, which was S/. 2.977. If the sale of these inventories were made at the latter exchange rate, the additional profit on sales would be S/. 15.6 million and the effect on net earnings would be approximately S/.10.3 million.
- Net financial expenses amounted to S/. 9.0 million due to an increase in assets, mainly inventories and accounts receivable (explained further in the "Balance Sheet Analysis" section). The impact of this greater expense on net earnings was approximately S/. 4.9 million.

COMMERCIAL MANAGEMENT

Sales for the 3Q 2008 amounted to US\$ 196.3 million compared to US\$ 143.3 million for the 3Q 2007, which represents an increase of 37.0%, with automotive line sales standing out. Products in the *Iveco* line grew 198% in the 3Q 2008, compared to the same period in the previous year, in the 16 ton and over tractor truck and dump truck categories, as well as buses with more than 33 seats. Sales of these units amounted to US\$ 19.5 million, with sales to contractors that perform work for companies in the construction and mining sectors, amounting to US\$ 11.1 million, standing out. Additionally, a total of US\$ 9.5 million in *Kenworth* trucks was sold mainly to companies in the transportation sector.

Ferreyros y Subsidiarias: Participación de las líneas de producto en las ventas totales



Ferreyros and Subsidiaries: Share of total sales by product line
Light Equipment, Caterpillar, Agricultural, Automotive, Other

Regarding the different divisions' share of sales, it should be mentioned that the *Caterpillar* line accounted for 87% of sales for Ferreyros and its subsidiaries in the year 2007. During the first nine months of the year 2008, it accounted for 69%, including the revenue generated by the sale of parts and services. Nevertheless, *Caterpillar* machinery and equipment have continued to obtain a large market share. It should be noted that products in the automotive line accounted for 10% of Ferreyros' total sales in the year 2007 and 14% over the first nine months of the year 2008.

Cumulative sales as of September 30, 2008 amounted to US\$ 625.5 million, compared to US\$ 455.6 million attained in the same period for the previous year, which is an increase of 37.3%, due to good performance in nearly all of the economic sectors in which the company operates. In soles, the growth of sales as of September 30 is 25.1% compared to sales during the same period in the previous year (S/. 1,804.8 million as of September 30, 2008; S/. 1,442.6 million as of September 30, 2007). The difference between the increase in sales in dollars (37.3%) and the increase in sales in soles (25.1%) is due to the fact that the average currency exchange rate is different for each period (S/. 2.862, January/September 2008; S/. 3.145, January/September 2007).

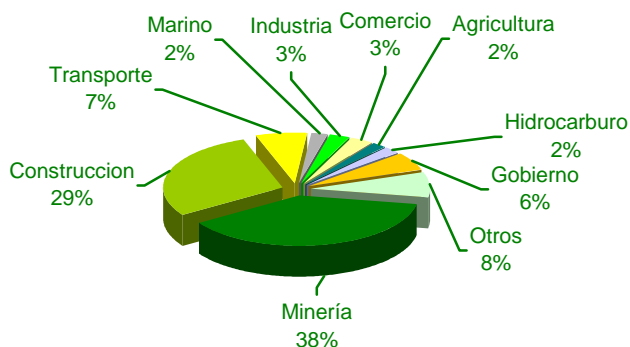
Regarding the distribution of sales by economic sector, the mining market

attained a 38.0% share of total sales for the 3Q 2008. However, it should be noted that there was robust activity in the construction sector as a result of large private and public construction projects. This increased activity, as well as the expected start-up of new projects, have contributed toward the construction sector's 28.7% share of total sales in the 3Q 2008.

Ferreyros and Subsidiaries: Share of sales by economic sector – 3Q 2008

Industry 3%, Commerce 3%, Agriculture 2%, Hydrocarbons 2%, Government 6%, Other 8%, Mining 38%, Construction 29%, Transportation 7%, Marine 2%

Ferreyros y Subsidiarias: Participación sectorial en las ventas - 3T 2008



For the purpose of maintaining sustained sales growth, Ferreyros is making a series of investments in infrastructure and in training its personnel at headquarters, as well as at the branches.

NOTEWORTHY OCCURRENCES

Ferreyros' work in the field of good corporate governance has once again been recognized. Ferreyros received awards in the Good Corporate Governance Competition 2008, organized by Procapitales and *Universidad Peruana de Ciencias Aplicadas* (UPC/Peruvian University of Applied Sciences), winning in the "Best shareholder treatment" (also obtained in 2006) and "Best board of directors policies" (a tie with a prestigious firm) categories. In addition, Ferreyros was a finalist in two other categories.

The Lima Stock Exchange included the company in the Good Corporate Governance Index, a group of companies with the best corporate governance practices in Peru, which was established in July 2008. Additionally, Ferreyros earned the Key to the Lima Stock Exchange, which is public recognition for having obtained the highest score on the principles of corporate governance among the firms composing the Good Corporate Governance Index.

Another important occurrence was the opening of Ferreyros' modern parts store at the Avenida Industrial location, for the purpose of optimizing customer service in the sale of parts for the different brands of equipment the company commercializes. It should be noted that the opening of this store was based on the winning project in the "Improving Our Company" contest, for which Ferreyros' workers were asked to present proposals for improvements in the organization.

FINANCIAL INFORMATION

Explanations of the most significant variances on the company's financial statements corresponding to the third quarter of 2008 and 2007 are given below. For this purpose, some figures from the Income Statement have been reclassified in annexes 1 and 3, primarily to show direct-order sales, as well as sales and cost of sales. On the Income Statement presented to Conasev and the Lima stock Exchange, only the gross income obtained from such operations is included in "Other Operating Income".

ANALYSIS OF OPERATING RESULTS

NET SALES

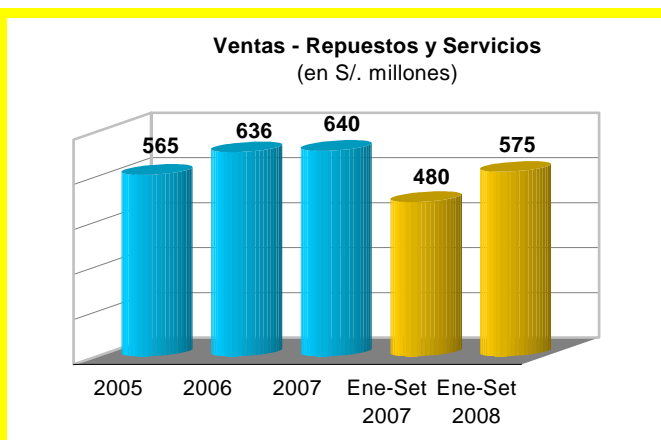
Net sales for the 3Q 2008 amounted to S/. 572.4 million, compared to S/. 462.0 million for the same period in the previous year, which is an increase of 23.9%, due to the following:

Sales of new and used machines, engines, equipment and vehicles (main products) were 30.6% higher in 3Q 2008 (S/. 298.7

million in 3Q 2008; S/. 228.8 million in 3Q 2007), due to the following:

- Increase of 11.9% in the sale of *Caterpillar* equipment (S/. 183.5 million in the 3Q 2008; S/. 164.0 million in the 3Q 2007), as a result of growing demand from customers in the construction sector and from contractor companies working for medium-size mining companies.
- Increase of 41.1% in the sales of agricultural equipment (S/. 14.3 million in the 3Q 2008; S/. 10.1 million in the 3Q 2007), mainly due to sales to customers in the agricultural exportation sector and due to greater demand from customers dedicated to rice cultivation, as a result of higher prices for that crop.
- Increase of 107.7% in the sales of automotive line (S/. 85.3 million in the 3Q 2008; S/. 41.0 million in the 3Q 2007), as a result of sales of *Iveco* trucks and dump trucks for S/. 52.2 and *Kenworth* trucks for S/.27.6 to companies mostly dedicated to highway construction and to development and exploitation works for medium-size mining companies.
- Increase of 15.2% in the sales of used units (S/. 15.6 million in the 3Q 2008; S/. 13.6 million in the 3Q 2007), mainly due to an increase in demand for used equipment from customers in the construction sector.

Parts and service sales rose 13.9% in 3Q 2008 compared to the same period in the previous year (S/. 193.8 million in the 3Q 2008; S/.170.1 million in the 3Q 2007), as a result of increased sales to large mining companies.



Sales – Parts and Service (in S/. millions)

2005 2006 2007 Jan-Sep 2007 Jan-Sep 2008

Income from heavy equipment leases in the 3Q 2008 rose 62.5% compared to the same period in the previous year (S/. 22.4 million in the 3Q 2008; S/. 13.8 million in the 3Q 2007) mainly due to higher demand for leased equipment from customers in the construction sector. In order to satisfy growing demand, the number of units in the leasing fleet was doubled between September 2007 and September 2008.

SALES INCOME

Sales income for the 3Q 2008 totaled S/. 140.0 million, compared to S/. 105.0 million for the same period in the previous year, that is, an increase of 33.3%, compared to 23.9% growth in sales. In percentages, the gross margin for the 3Q 2008 is greater than that of the same period in the previous year (24.5% in the 3Q 2008; 22.7% in the 3Q 2007). The percentage increase in the gross margin is the result of exchange rate recovery, which resulted in higher sales prices in local currency.

SELLING AND ADMINISTRATIVE EXPENSES

Selling and administrative expenses rose in the 3Q 2008 to S/. 76.1 million, compared to S/. 61.8 million for the same

period in the previous year; that is, an increase of 23.0%, mainly due to the following:

- An increase of 26.2% in variable expenses as a result of significant growth in sales for the period.
- An increase of 22.2% in fixed costs, mainly attributable to: i) higher remunerations to restore purchasing power lost due to inflation; and ii) hiring of technical personnel to tend to projected future demand for repair and maintenance services.

In the 3Q 2008 selling and administrative expenses amounted to 13.3% of net sales compared to 13.4% for the same period in the previous year.

OTHER INCOME (EXPENSE)

In the third quarter of 2008, net income of S/. 1.2 million was recorded in this category, compared to a net expense of S/. 1.6 million for the same period in the previous year. In the third quarter of 2008, mainly the following concepts were included in this category: i) income of S/. 0.2 million from leasing commercial properties; ii) income of S/. 0.5 million commission on loans; iii) income of S/. 0.4 sales of fixed operating assets; and iv) other net income of S/. 0.1 million. In the third quarter of 2007, basically the following concepts were recorded in this category: i) income of S/. 0.2 million from leasing commercial properties; ii) income of S/. 0.3 million commission on loans; iii) S/. 0.3 million expense on sales of fixed operating assets; and iv) S/. 1.8 million in miscellaneous expenses.

FINANCIAL INCOME

Financial income for the third quarter of 2008 amounted to S/. 9.0 million compared to S/. 13.2 million for the same period in the previous year, which is a decrease 31.7%. This reduction is mainly due to the fact that in the 3Q 2008, the amount of sales financed medium-term by the company was significantly less than for the same period in the previous year because Ferreyros has maintained its policy of reducing medium-term financing offered to

its customers, leaving these operations to financial entities.

The 27.5% increase in accounts receivable for the 3T 2008 compared to the 3T 2007 is due to growth of sales, mainly parts, services and leases, for which the payment period is 45 days on average; however, they do not generate significant financial income. Additionally, cash sales of the main products, mainly financed by financial entities, have extended the collection period due to the documentation process that financial entities require that customers undergo before a disbursement is made.

FINANCIAL EXPENSES

Financial expenses amounted to S/. 18.0 million in the third quarter of 2008, compared to S/.12.8 million for the same period in the previous year, which is an increase of 40.4%, mainly due to an increase of S/.209.4 million in the average amount of liabilities subject to payment of interest (S/. 889.5 million in the 3Q 2008; S/. 680.1 million in the 3Q 2007). This increase is basically due to higher liabilities to finance increased short-term accounts receivable, inventories and the leasing fleet (see detailed explanation of the variance in assets in the "Balance Sheet Analysis" section").

Additionally, part of the increase in financial expenses is the result of a slight increase in the interest rate on liabilities in dollars.

SHARE OF THE EARNINGS OF THE AFFILIATED COMPANY

This category includes earnings of an affiliated company, recognized under the equity method. Income for this concept amounted to S/. 0.7 million in the 3Q 2008, compared to S/. 0.8 million recorded for the same period in the previous year, which is a decrease of 12.4%,

EXCHANGE GAIN (LOSS)

In the 3Q 2008, operations in foreign currency resulted in an exchange loss of S/. 5.4 million, compared to an exchange gain of S/. 10.7 million in the 3Q 2007. The loss in 3Q 2008 is the result of a 0.6% devaluation of the sol in relation with the United States dollar, as the currency exchange rate rose from S/. 2.816 to S/. 2.977 per dollar. The exchange gain for the 3Q 2007 was due to 2.6% appreciation of the sol in relation with the United States dollar. In Ferreyros' case, the amount in cash and accounts receivable in foreign currency is less than accounts payable in the same currency.

PROFIT SHARING AND INCOME TAX

Profit sharing and income tax as of the end of the third quarter of 2008 and 2007 were calculated according to the tax regulations and accounting standards in force.

NET INCOME

Net earnings for the third quarter of 2008 totaled S/. 31.4 million, compared to S/. 34.8 million for the same period in the previous year; that is, a decrease of 9.6%, mainly due to the exchange loss, increased operating expenses, lower financial income and higher financial expenses, which were offset by an increase in the profit on sales and higher miscellaneous income.

EARNINGS BEFORE INTEREST, DEPRECIATION AND AMORTIZATION

As of September 30, 2008, EBITDA amounted to S/. 245.7 million, compared to S/. 205.5 million for the same period in the previous year, which is an increase of 19.6%.

BALANCE SHEET ANALYSIS

ASSETS

Total assets as of September 30, 2008 totaled S/. 1,825.9 million, compared to S/. 1,413.0 million as of September 30, 2007, which is a net increase of S/. 412.8 million (+29.2%). The main variances in assets, which explain this growth, are due to:

- a) A net increase in Commercial Accounts Receivable (with current and long-term due dates) of S/. 109.5 million, due to higher sales volume.
- b) Net increase in Inventories in the amount of S/. 140.2 million due to purchases made during the period to cover significant growth in sales and to longer factory replacement times (from 3 to 5 months) due to higher worldwide demand for products produced by the company's major suppliers.
- c) Net increase in Fixed Assets for S/. 138.2 million due to:
 - i) An increase of S/. 160.1 million due to equipment purchases for the leasing fleet.
 - ii) An increase of S/. 32.8 million due to purchases of other fixed assets (investments in commercial properties, repair and maintenance shop equipment, etc).
 - iii) A decrease of S/. 2.2 million in sales of fixed assets.
 - iv) A reduction of S/. 43.8 million due to an increase in accumulated depreciation.
 - v) A decrease of S/. 8.5 million due to the transfer of commercial property and leasing fleet to a subsidiary through a capital contribution.
 - vi) A decrease of S/. 0.3 million due to a reduction in the provision for write-offs of fixed assets.

LIABILITIES

As of September 30, 2008, total liabilities amounted to S/. 1,278.8 million, compared to S/. 924.6 million as of September 30, 2007, which is an increase of S/. 354.2 million. The detail of the company's liabilities as of September 30, 2008 is shown in annex 4.

LIQUIDITY AND DEBT RATIOS

The current ratio as of September 30, 2008 is 1.51, which is higher than the current ratio of 1.43 as of September 30, 2007.

The financial leveraging ratio as of September 30, 2008 is 1.64, compared to

1.35 as of September 30, 2007. For the calculation of this ratio, the balance of cash and banks and liabilities with suppliers that do not generate financial expenses have been excluded.

The total debt ratio as of September 30, 2008 is 2.36, compared to 1.94 as of September 30, 2007.

Estado de Ganancias y Pérdidas

(En miles de nuevos soles)

	3T 08	%	2T 08	%	3T 07	%	3T 08/ 2T 08	3T 08/ 3T 07	Acumulado al 30-09-08	%	Acumulado al 30-06-07	%	Var %
Ventas Netas	572,413	100.0	606,914	100.0	461,971	100.0	-5.7	23.9	1,804,783	100.0	1,442,553	100.0	25.1
Costo de Ventas	(432,419)	-75.5	(473,968)	-78.1	(356,922)	-77.3	-8.8	21.2	(1,424,040)	(78.9)	(1,135,041)	(78.7)	25.5
Utilidad en ventas	139,994	24.5	132,946	21.9	105,049	22.7	5.3	33.3	380,743	21.1	307,511	21.3	23.8
Gastos de Venta y Administración	(76,069)	-13.3	(66,500)	-11.0	(61,846)	-13.4	14.4	23.0	(213,879)	(11.9)	(172,519)	(12.0)	24.0
Otros Ingresos (Egresos), neto	1,179	0.2	1,508	0.2	(1,574)	-0.3	-21.9	-174.9	5,671	0.3	(1,369)	(0.1)	(514.4)
Utilidad en operaciones	65,104	11.4	67,954	11.2	41,629	9.0	-4.2	56.4	172,536	9.6	133,624	9.3	29.1
Ingresos Financieros	8,981	1.6	9,268	1.5	13,158	2.8	-3.1	-31.7	26,949	1.5	34,876	2.4	(22.7)
Utilidad (Pérdida) en cambio	(5,444)	-1.0	(41,816)	-6.9	10,713	2.3	-87.0	-150.8	(12,725)	(0.7)	13,970	1.0	(191.1)
Gastos Financieros	(17,956)	-3.1	(16,288)	-2.7	(12,786)	-2.8	10.2	40.4	(48,307)	(2.7)	(33,735)	(2.3)	43.2
Participación en los resultados de asociada bajo el método de participación patrimonial	703	0.1	477	0.1	803	0.2	47.6	-12.4	510	0.0	8,238	0.6	(93.8)
Utilidad antes de Participaciones e Impuesto a la Renta	51,388	9.0	19,595	3.2	53,517	11.6	162.3	-4.0	138,963	7.7	156,972	10.9	(11.5)
Participaciones	(4,434)	-0.8	(1,913)	-0.3	(4,115)	-0.9	131.8	7.7	(11,954)	(0.7)	(12,024)	(0.8)	(0.6)
Utilidad antes de Impuesto a la Renta	46,954	8.2	17,682	2.9	49,402	10.7	165.5	-5.0	127,009	7.0	144,948	10.0	(12.4)
Impuesto a la Renta	(15,506)	-2.7	(6,678)	-1.1	(14,595)	-3.2	132.2	6.2	(41,750)	(2.3)	(41,848)	(2.9)	(0.2)
Utilidad neta	31,448	5.5	11,004	1.8	34,807	7.5	185.8	-9.6	85,260	4.7	103,100	7.1	(17.3)

FERREYROS S.A.A. Y SUBSIDIARIAS

Balance General

(En miles de nuevos soles)

	<u>30-Sep-08</u>	<u>30-Sep-07</u>	<u>Variación</u> %
Caja y bancos	34,757	48,062	-27.7
Cuentas por cobrar comerciales	452,887	347,687	30.3
Inventarios	674,190	534,020	26.2
Otras cuentas por cobrar	29,748	21,212	40.2
Gastos pagados por adelantado	7,060	6,564	7.6
Activo Corriente	1,198,643	957,545	25.2
Cuentas por cobrar comerciales a largo plazo	55,685	51,350	8.4
Equipo de alquiler	302,661	173,975	74.0
Otros activos fijos	453,169	414,356	9.4
	755,830	588,332	28.5
Depreciación acumulada	(249,142)	(219,883)	13.3
Inmueble, maquinaria y equipo, neto	506,688	368,449	37.5
Inversiones	35,364	19,643	80.0
Otros activos no corrientes	29,479	16,062	83.5
Activo no Corriente	627,215	455,504	37.7
Total Activo	1,825,858	1,413,049	29.2
Deuda de corto plazo	128,380	118,178	8.6
Otros pasivos corrientes	663,101	550,734	20.4
Pasivo corriente	791,481	668,913	18.3
Deuda de largo plazo	487,363	255,647	90.6
Total Pasivo	1,278,844	924,559	38.3
Ganancias diferidas	5,287	10,860	-51.3
Patrimonio	541,726	477,630	13.4
Total Pasivo y Patrimonio	1,825,858	1,413,049	29.2
Otra información Financiera			
Depreciación y amortización (cifras acumuladas al cierre de cada período)	45,691	28,748	
UAIDA	245,686	205,486	19.6
Ratios Financieros			
Ratio corriente	1.51	1.43	
Apalancamiento Financiero	1.64	1.35	
Endeudamiento total	2.36	1.94	
Valor contable por acción	1.43	1.26	

Ventas netas por Area de Operaciones

(En miles de nuevos soles)

	3T 08	%	2T 08	%	3T 07	%	3T 08/ 3T 08/		Acumulado al 30-09-08	%	Acumulado al 30-09-07	%	Variación %
							2T 08	3T 07					
Caterpillar:													
Gran minería	11,516	2.0	44,305	7.3	27,115	5.9	-74.0	-57.5	135,477	7.5	166,073	11.5	-18.4
Otros	171,989	30.0	177,160	29.2	136,928	29.6	-2.9	25.6	588,682	32.6	417,670	29.0	40.9
	<u>183,505</u>	<u>32.1</u>	<u>221,465</u>	<u>36.5</u>	<u>164,043</u>	<u>35.5</u>	<u>-17.1</u>	<u>11.9</u>	<u>724,159</u>	<u>40.1</u>	<u>583,743</u>	<u>40.5</u>	<u>24.1</u>
Equipos agrícolas	14,297	2.5	16,076	2.6	10,129	2.2	-11.1	41.1	40,440	2.2	26,606	1.8	52.0
Automotriz	85,262	14.9	83,000	13.7	41,046	8.9	2.7	107.7	216,056	12.0	115,433	8.0	87.2
Unidades usadas	15,647	2.7	13,816	2.3	13,580	2.9	13.3	15.2	45,222	2.5	55,129	3.8	-18.0
	<u>298,711</u>	<u>52.2</u>	<u>334,357</u>	<u>55.1</u>	<u>228,799</u>	<u>49.5</u>	<u>-10.7</u>	<u>30.6</u>	<u>1,025,878</u>	<u>56.8</u>	<u>780,912</u>	<u>54.1</u>	<u>31.4</u>
Repuestos y servicios	193,769	33.9	210,379	34.7	170,054	36.8	-7.9	13.9	574,784	31.8	480,402	33.3	19.6
Alquileres	22,449	3.9	14,968	2.5	13,812	3.0	50.0	62.5	48,877	2.7	29,963	2.1	63.1
Otras ventas de subsidiarias	57,484	10.0	47,209	7.8	49,306	10.7	21.8	16.6	155,244	8.6	151,276	10.5	2.6
Total	572,413	100.0	606,914	100.0	461,971	100.0	-5.7	23.9	1,804,783	100.0	1,442,553	100.0	25.1

Distribución porcentual de las ventas de la compañía por sectores económicos:

	Acumulado al 30-09-2008
Minería	40.6%
Construcción	26.5%
Transporte	6.4%
Hidrocarburo	4.4%
Gobierno	4.1%
Agricultura	3.0%
Marino	2.8%
Comercio y	2.3%
Industria	3.0%
Otros	7.1%
Total	100.0%

Conformación del pasivo al 30 de setiembre del 2008

(En miles de US dólares)

	Total	Pasivo Corriente	Pasivo a Largo Plazo	
			Parte corriente	Largo Plazo
Bancos locales	108,994	81,314	7,765	19,915
Inst. Financ. del exterior	43,000	35,000		8,000
Proveedores:				
Facturas por pagar a Caterpillar	29,788	29,788		
Letras por pagar a Caterpillar	8,368	8,368		
Otros	34,151	34,151		
Bonos corporativos	78,125	-	12,500	65,625
Caterpillar Financial Services	69,783	-	18,060	51,723
Otros pasivos	57,154	57,154		
Total	429,364	245,776	38,325	145,263