Reporta
Informe de gerencia
Ferreyros S.A.A. y subsidiarias



Para mayor información

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COMPANY PROFILE.

The mission of Ferreyros is to provide first class solutions to its clients, offering them capital goods and services countrywide, which they require to create value in their respective markets through a portfolio of leading brands and a renowned post-sales support service.

Ferreyros and eight other subsidiary companies make up the Ferreyros Organization, which contributes a diversified offer to cover the needs of the most important economic sectors of the country, with special emphasis on capital goods-related businesses.

Offering highly specialized equipment and services in different points in Peru, the Ferreyros Organization seeks to raise the satisfaction level of its clients, reach broader coverage in the market and generate joint growth opportunities among its companies.

Subsidiaries and joint business

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. (Joint business)
Cresko S.A.

RESULT AS AT September 30, 2009

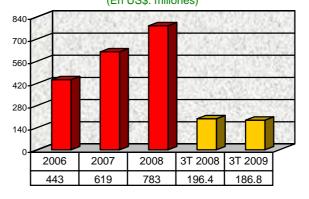
The net profit of Ferreyros and subsidiaries accumulated as at September 30, 2009, amounts to: S/. 98.4 million, versus S/. 85.3 million during similar period of the previous year, which represents a 15.4% increase.

As at September 30, 2009, Ferreyros and its subsidiaries accomplished sales amounting to S/. 1,735.3 million.

(US\$ 570.3 million) slightly below (-3.8%) the previous year sales, which amounted to S/. 1,804.8 (US\$ 625.3 million).

During the third quarter (3Q) 2009 the sales of Ferreyros and its subsidiaries amounted to US\$ 186.8 million as compared with the US\$ 196.4 million of the previous year, representing a 4.9% decrease. The good sales volume of the 3rd Quarter 2009 was reached despite the economic challenge situation that marked the current year as compared with the previous year which evidenced an outstanding economic performance in the country. From the total 3Q 2009 Sales, US\$ 151.2 million correspond to Ferreyros and US\$ 35.6 million to subsidiaries (3Q 2008: Ferreyros US\$ 158.3 million; subsidiaries US\$ 38.1 million)

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



Orvisa S.A. leader in the distribution of capital goods in the Amazon region is one of the companies with the greatest operations volume in the region. It serves the Amazon region with the same lines of products and brands, among them, Caterpillar, which Ferrevros offers mainly to agricultural, transportation, forestry and hydrocarbons sectors. As at September

30, 2009, it reported sales in the amount of US\$ 19.0 million in business mostly concerning oil extraction and forestry. A significant part of its sales rests on the execution of a comprehensive maintenance contract with a client of the oil sector.

The net profits of Orvisa as at September 30, 2009, amounted to US\$ 1.4 million.

Unimaq S.A. is a company specialized in serving the general construction segment through the sale and rental of light equipment. As part of its portfolio, this firm offers the Caterpillar light equipment line mainly oriented to urban construction. As at September 30, 2009, it reached a sales level of US\$ 49.9 million.

The net profit of Unimaq as at September 30, 2009 amounted to US\$ 2.8 million.

Fiansa S.A. is a subsidiary engaged in serving the metallurgical sector. As at September 30, 2009, it generated sales for an amount of US\$ 10.3 million (56% more than those reported at June 30, 2009). The sales include revenues produced by the construction of metallic bridges, the execution of metallurgical works, electrical facilities and the manufacturing and erection of metallic structures.

The net profits of Fiansa as at September 30, 2009 amounted to US\$ 0.5 million.

Depósitos Efe S.A. is a subsidiary engaged in the provision of customs, simple or field warehouse services. As at September 30, 2009, it transacted sales amounting to US\$ 1.1 million, which were mainly generated by the storage of liquids and the consolidation of its operations with clients, as well as by the incorporation of the logistic complex business of Fargoline, which started operations in August. This new project enables the Ferreyros Organization to serve its clients with a comprehensive offer in addition to warehousing of merchandise.

As at September 30, 2009, Depósitos Efe S.A. reported net profits amounting to US 0.6 million.

Domingo Rodas is a company engaged in the growing, processing and export of prawns. As at September 30, 2009, its sales reached US\$ 2.8 million.

The result of Domingo Rodas as at September 30, 2009 represents a net loss of US\$ 0.3 million, explained by the lower price of prawns, mainly in the United States and Europe, owing to the International financial crisis.

Mega Representaciones As at September 30, 2009, it reported sales for an amount of US\$16.8 million (42% increase with respect to the previous year sales) It is engaged in the sales and service provision of Goodyear tires, as well as the distribution of Mobil lubricants, mainly in the mining, construction, transportation, agriculture and industry sectors.

As at September 30, 2009, the net profits of Mega Caucho reached US\$ 0.5 million.

Ferrenergy S.A.C., was incorporated in 2006 by its shareholders Ferreyros S.A.A. and Energy International Corporation, with a participation of 50% each. The headquarters of Energy International are located in the United States. It has vast experience and it is connected to Gecolsa, a distributor of Caterpillar in Colombia. The first Project taken up by the company is the Guayabal thermal power plant in Shiviyacu, which generates power that is sold to an important oil company, under a five-year contract. The plant, with 18 MW capacity started generating power in July 2007 and its turnover as at September 30, 2009 was US\$ 3.5 million.

As at September 30, 2009, the net profits of Ferrenergy amounted to US\$ 155,000.

Cresko S.A. started operations in October 2007 to offer specialized products not covered by Ferreyros and Unimaq to the industrial, construction, mining and agricultural markets. The sales level reached as at September 30, 2009, amounted to US\$ 8.4 million. It is the first company in the organization to make incursions in the trading of products of Asian origin. The initial investment of Ferreyros in this company was of US\$ 1.5 million.

The results of Cresko as at September 30, 2009 amounted to profits of US\$ 11,000.

THIRD QUARTER RESULTS

Net sales in 3Q 2009 amounted to S/. 549 million, versus S/. 572 million in 3Q 2008. The -4.0% variation occurred within a context of great economic challenges for the country and in comparison with a year that represented one of the periods of greatest growth in the Peruvian economy. Profits from sales in 3Q 2009 amounted to S/. 118.3 million, which compared to the S/. 137.6 million of the same period in the previous year represents a 14.1% decrease. In percentage terms the 3Q 2009 gross margin is lower than that of the 3Q 2008 (21.5% in 3Q 2009; 24.0% in 3Q 2008). This smaller margin is mainly explained by the foreign exchange rate variation. During the 3Q 2009 there was a 4.24% appreciation of the sol with respect to the dollar; hence sales made in dollars during that period were recorded at lower exchange rates than those used to record the acquisition cost of the respective previous inventories in months. Nevertheless, this lower gross profit was more than compensated with the exchange rate profits generated by the adjustment of obligations in dollars, which mostly correspond to inventory purchases.

In 3Q 2009, the net profit was S/. 30.5 million, compared to the S/. 31.4 million of the same period in the previous year representing a 3.0% decrease. The good 3Q 2009 results are explained by several factors. Among them, having reached a good sales volume of S/. 549 million, a

reduction in the financial expenses as compared to those of the second quarter, owing to a decrease of the debt and a profit in foreign exchange rate amounting to S/. 26 million. It must be noted that the inventory as at the closing of 3Q 2009 is recorded at an average foreign exchange rate of S/. 3.041, whereas the foreign exchange rate in force as at September 30, 2009 is S/. 2.885, there being the possibility, therefore, that in the next months some of the inventories may be billed at an exchange rate below the one used to record their acquisition cost.

This situation owes to the fact that as set forth by the IFRS, the inventories and leasing fleet transacted in dollars in the market must be recorded at their equivalent in soles, while the liabilities financing them, also contracted in dollars, must be adjusted using the exchange rate in force as at the closing of the reported period. This causes a temporary difference between exchange rate difference foreign recorded due to the adjustments in the liabilities and the greater or smaller gross profit recorded at the time of selling the inventories.

COMMERCIAL MANAGEMENT

As mentioned before, 3Q 2009 sales amounted to S/. 549 million, which compared to the S/. 572 million of the same period in the previous year represents a 4% decrease. (See explanation of this variation in page 5, "Net Sales" section).

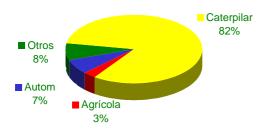
The small difference between the result of the 3Q 2009 and that of 2008, an exceptionally positive year, was possible thanks to the results of significant sales lines. The most notorious during that period include those of spare parts and services, which during 3Q 2009 amounted to S/. 227.1 million, which compared to the S/. 193.8 million of the 3Q 2008 represents a 17.2% increase, due to the ever increasing growth of the number of Caterpillar machines throughout the country and the high

standards of the post-sales support service provided by Ferreyros.

Another outstanding sales line during the period was the leasing of equipment, which evidenced a 29.1% growth with respect to the same period of the previous year.

With regard to the participation of the Construction 23% different divisions in the sales, it is worth mentioning that the products of the Caterpillar line represented in 2008 82% of the total sales of Ferreyros and its subsidiaries and they have reached 82% of the sales during the first 9 months of 2009, including revenues generated by the sale of spare parts and services. The Caterpillar machines and equipment have continued showing high market participation machines and equipment have continued showing high market participation cope

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



With regard to the sales distribution by economic sector, the most significant were the sales to the mining and construction sectors, which had 47% and 23% participation, respectively, in the total 3Q 2009 sales.

Ferreyros y Subsidiarias: Participación sectorial en las ventas - 3T 2009



THIRD QUARTER HIGHLIGHTS

Ferreyros will supply the surface machinery required for the Toromocho copper mining project operated by the mining company Chinalco, for an amount estimated in US\$ 115 million. The fleet consists of 44 units that include 25 Caterpillar mining trucks with 100 and 400 short tons capacity; loaders, tractors and other auxiliary equipment, in addition to Atlas Copco pieces electric drills. These equipment will be delivered as of the third quarter 2010 and over the next three years, concentrating most of the sale in the year 2012. It must be noted that this operation marks the arrival in Peru of the first 400 short ton trucks, the world largest.

With an initial investment of S/. 34 million in infrastructure and equipment, logistic services complex of Fargoline started operating, a Ferreyros subsidiary that will offer in one same facility the storage of merchandise in a temporary. customs and warehouse. for different production sectors. The Fargoline facilities are located in an area consisting of 65,000 m2, in Kilometer 10 of Av. Néstor Gambetta, Callao. As part of its service portfolio, the logistic complex will take over the work performed by Depósitos EFE, a company of the Ferreyros Organization engaged for more than 25 years in the provision of customs and simple Warehouse services.

FINANCIAL INFORMATION

Below is an explanation of the most important variations in the financial statements of the company for the third quarter of 2009 and 2008. To this effect, some figures in the Profit and Loss Statement have been reclassified in Annexes 1 and 3 to reflect mainly the direct order sales as sales and sales cost. The Profit and Loss Statement submitted to the CONASEV and to the Lima Stock Exchange includes under the "Other Operating Revenues" account only the gross profits obtained in such operations.

ANALYSIS OF OPERATING RESULTS

NET SALES

Net sales in 3Q 2009 amounted to 549.3 million, which compared to the 572.4 million in the same period of previous year represents a 4% decrea explained by:

The sales of machines, engile equipment and vehicles (main produboth new and used, evidenced a 20 decrease with respect to the 3Q 2008 238.8 million in 3Q 2009, versus S/. 29 million in the 3Q 2008), due to:

- 42.7% decrease in the sales of farn equipment (S/. 8.2 million in 3Q 2009, versus S/. 14.3 million in the 3Q 2008) explained by a sharp fall in the agricultural export market demand.
- 69.2% decrease in the automotive line sales (S/. 26.3 million in 3Q 2009, versus S/. 85.3 million in 3Q 2008) owing to the contraction in the automotive market as a result of the reduced demand for vehicles in general, as well as the tightening of bank credits as a consequence of the world crisis.

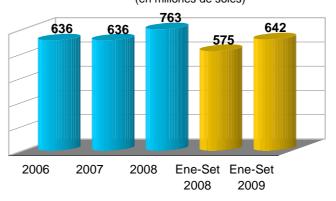
These reductions were partially compensated by:

 Increase of 2.2% in the sales of Caterpillar equipment (S/. 187.5 million in 3Q 2009, versus S/. 183.5 million in

- 3Q 2008) generated by the greater sales to companies in the construction sector.
- Increase of 7.4% in the sales of used units (S/. 16.8 million in 3Q 2009, versus S/. 15.6 million in 3Q 2008) due to an increase in the sale of units of the former leasing fleet, mainly to clients in the construction sector.

Furthermore, it is worth mentioning that the sales of spare parts and services evidenced a 17.2% increase in 3Q 2009 as compared to the same period of the previous year (S/. 227.1 million in 3Q versus S/.193.8 million in 3Q 2008).

Ventas - Repuestos y Servicios (en millones de soles)



Meanwhile, it is worth noting that the revenues from the leasing of heavy equipment in the 3Q 2009 were 29.1% higher than those of the same period in the previous year (S/. 29.0 million in 3Q 2009, versus S/. 22.4 million in 3Q 2008) mostly explained by an increase in the demand for leasing equipment by clients in the construction sector, many of which have postponed the acquisition of part of their new equipment requirements.

PROFITS FROM SALES

Profits from sales in 3Q 2009 amounted to S/. 118.3 million, which compared to the S/. 137.6 million in the same period of the previous year, that is, 14.1% decrease versus 4% decrease in sales. In percentage terms the 3Q 2009 gross

margin is lower than that of the 3Q 2008 (21.5% in 3Q 2009; 24.0% in 3Q 2008). The reduced gross margin percentage is due to a decrease in the foreign exchange rate, which has generated a significant reduction in the sales price conversion from dollars to nuevos soles, while the sales cost was recorded at an exchange rate higher than that of the actual sale.

SALES AND ADMINISTRATION EXPENSES

The sales and administration expenses amounted to S/. 76.3 million in 3Q 2009, which compared to the S/. 76.1 million in the same period of the previous year represents a slight increase of 0.3%. This is mainly due to the hiring of technical personnel during the second quarter of 2008, which has been maintained in 2009 to meet the demand for maintenance and repair services of the large fleet of machinery and equipment sold in previous years and to the increase of warehousing expenses caused by the greater inventory of main products (see explanation of variation in inventories in page 8).

In 3Q 2009, the sales and administration expenses represented 13.9% of the sales versus 13.6% in the same period of the previous year.

OTHER INCOME (EXPENSES)

This account registered in 3Q 2008 a net income of S/. 1.8 million, compared to a net expenditure of S/. 3.6 million in the same period of the previous year. The following concepts were recorded in 3Q 2008 in this account: i) income of S/. 0.2 million from the leasing of premises; ii) income of S/. 0.3 million from commission from loans placed; iii) income of S/. 1.7 million from the sale of fixed operating assets; iv) expenditure of S/. 1.4 million for provision for fluctuation of securities; v) expenditure of S/. 6.5 for provision for devaluation of inventories and vi) other net income in the amount of S/. 3.2 million. The following concepts were basically recorded in 3Q 2008 in this account: i) income of S/. 0.2 million from the leasing of premises; ii) income of S/. 0.5 million from commission from loans placed; v) an

income of S/. 0.4 million from the sale of fixed operating assets; iv) expenditure of S/. 2.7 million.

FINANCIAL INCOME

In 3Q 2009, the financial income amounted to S/. 5.7 million, compared to the S/. 9.0 million in the same period of the previous year, representing a 36.3% decrease, mainly explained by a reduction of the discounts for prompt payment granted by a foreign supplier, due to a change in their discount granting policy: As of January 2009, this supplier has replaced the discount for prompt payment with a discount in the sales price of the products purchased by the Company, which means that the decrease in the financial income is being compensated by an equivalent increase in the gross profit. The impact of the discount granted by the supplier in the total gross profit of the Company is not significant.

FINANCIAL EXPENSES

Financial expenses amounted to S/. 21.0 million in 3Q 2009 compared to S/.18.0 million in the same period of the previous year, mainly due an increase of S/. 145.2 million in the average liabilities subject to the payment of interests (S/. 1,033.4 million in 3Q 2009, versus S/. 888.2 million in 3Q 2008). Such increase is basically explained by the increase of obligations to finance the greater amounts of short-term accounts receivable, inventories and leasing fleet. However, the financial expenses of the 3Q 2009 are S/. 5.5 less than in the 3Q 2009. As explained in previous reports, throughout 2008 and until February this year, the Company increased its purchase volume of machinery and equipment to ensure the supply to the local market, in view of the great world demand faced by the manufacturers during 2008, which placed at risk the availability of stocks in Peru. For this reason, the average liabilities for the third and fourth quarters of 2008 and the first quarter of 2009 were higher than those recorded previously, with the ensuing greater financial expenses. However, a downward trend may be



observed in both the liabilities and the financial expenses as of the second half of 2009.

Additionally, part of the rise in financial expenses is explained by a slight increase in the interest rate of new obligations in US dollars. It must be noted that the impact of the greater interest rates in the markets did not affect the company substantially since a significant part of its liabilities is engaged at fixed rates and for terms of three or more years.

PARTICIPATION IN THE RESULTS OF AN ASSOCIATE

This account records the earnings of an associate company, recognized through the equity method. In 2008, income for this item amounted to S/. 0.9 million in 3Q 2009, which compared to the S/. 0.7 million in the same period of the previous year.

FOREIGN EXCHANGE GAIN (LOSS)

In the 3Q 2009, operations in foreign currency yielded a foreign exchange gain of S/. 26.0 million, in contrast with the exchange rate loss of S/. 5.4 million in the 3Q 2008. The foreign Exchange rate gain in the 3Q 2009 is explained by a 4.2% appreciation of the sol versus the US dollar. The foreign exchange loss in the 3Q 2008 is explained by a 0.6% devaluation of the sol with respect to the US dollar. In the case of Ferreyros, the cash and foreign currency accounts receivable amount is lower than the monetary liabilities in the same currency.

PROFIT SHARING AND INCOME TAX

Workers' profit sharing and income tax as at the closing of third quarter of 2009 and 2008 have been calculated pursuant to the tax and accounting regulations in force.

NET PROFITS

The net profit of Ferreyros and its subsidiaries, accumulated as at September 30, 2009, amounts to: S/. 98.4 million, versus S/. 85.3 million in similar period of the previous year, which represents a 15.4% increase.

In 3Q 2009, the net profit was S/. 30.5 million, compared to a net profit of S/. 31.4

million in the same period of the previous year representing a 3.0% decrease. The results for the 3Q 2009 are due to the participation of several factors, among them, having reached a good sales volume, a reduction of the debt and a significant foreign exchange profit of S/. 26.0 million shown in the foreign exchange rate difference account.

PROFIT BEFORE INTERESTS, DEPRECIATION AND AMORTIZATION

As at September 30, 2009, the EBITDA amounted to S/. 235.8 million, versus S/. 245.7 million in the same period of the previous year representing a 4.0% decrease.

BALANCE SHEET ANALYSIS

ASSETS

As at September 30, 2009, total assets amounted to S/. 1,812.6 million, compared to the S/. 1,825.9 million recorded as at September 30, 2009, a slight decrease of S/. 13.3 million. The main variations that explain this decrease in the assets are:

a) Net decrease of Inventories of S/. 55.5 million, owing to the efforts engaged by all the companies in the Ferreyros Organization towards reducing their inventories since March of this year. However, this situation has not prevented the company from serving its clients punctually.

It is worth mentioning that inventories went down from S/. 1,002.6 million as at December 31, 2008, to S/. 618.7 million as at September 30, 2009 (-38.3%). This reduction must continue until the optimal inventory level is reached by the end of the year, which should be sufficient to meet three-month sales.

b) Net increase of Fixed Assets of S/. 30.9 million, basically explained by the purchase of equipment for the leasing fleet and by the voluntary revaluation of the land property of the Company.

LIABILITIES

As at September 30, 2009, total liabilities amounted to S/. 1,174.5 million, compared to the S/. 1,278.8 million as at September 30, 2008, representing a decrease of S/. 104.3 million (-8.2%).

Annex 4 shows the structure of the liabilities of the company as at September 30, 2009.

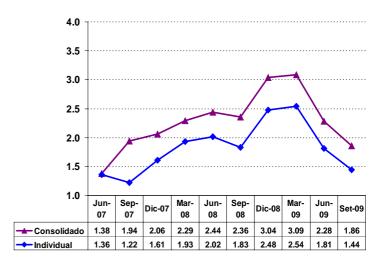
LIQUIDITY AND INDEBTEDNESS RATIOS

The current ratio as at September 30, 2009 is 1.58, higher than the 1.51 current ratio shown as at September 30, 2008.

The financial leverage ratio recorded as at September 30, 2009 is 1.40, versus 1.64 as at September 30, 2008. To calculate this ratio the cash and deposits balances and the liabilities with suppliers that do not generate financial expenses were excluded.

The total indebtedness ratio as at September 30, 2009 is 1.86, as compared with the 2.36 ratio shown as at September 30, 2008.

Consolidated and Individual Indebtedness Ratio Statistic



FERREYROS S.A.A. Y SUBSIDIARIAS ANEXO 1

Estado de Ganancias y Pérdidas (En miles de nuevos soles)

	3T 09	%	2T 09	%	3T 08	%	3T 09/ 2T 09 %	3T 09/ 3T 08 %	Acumulado al 30-09-09	%	Acumulado al 30-09-08	%	Var %
Ventas Netas	549,252	100.0	607,061	100.0	572,412	100.0	-9.5	-4.0	1,735,341	100.0	1,804,783	100.0	(3.8)
Costo de Ventas	(430,975)	-78.5	(497,969)	-82.0	(434,798)	-76.0	-13.5	-0.9	(1,356,990)	(78.2)	(1,427,821)	(79.1)	(5.0)
Utilidad en ventas	118,277	21.5	109,092	18.0	137,614	24.0	8.4	-14.1	378,352	21.8	376,962	20.9	0.4
Gastos de Venta y Administración	(76,272)	-13.9	(78,012)	-12.9	(76,069)	-13.3	-2.2	0.3	(231,482)	(13.3)	(213,879)	(11.9)	8.2
Otros Ingresos (Egresos), neto	(1,795)	-0.3	1,818	0.3	3,558	0.6	-198.7	-150.5	3,258	0.2	9,452	0.5	(65.5)
Utilidad en operaciones	40,209	7.3	32,898	5.4	65,104	11.4	22.2	-38.2	150,128	8.7	172,536	9.6	(13.0)
Ingresos Financieros	5,719	1.0	7,145	1.2	8,981	1.6	-20.0	-36.3	20,128	1.2	26,949	1.5	(25.3)
Utilidad (Pérdida) en cambio	26,044	4.7	47,977	7.9	(5,444)	-1.0	-45.7	-578.4	67,220	3.9	(12,725)	(0.7)	(628.2)
Gastos Financieros	(20,993)	-3.8	(26,524)	-4.4	(17,956)	-3.1	-20.9	16.9	(74,992)	(4.3)	(48,307)	(2.7)	55.2
Participación en los resultados de asociada bajo el método de participación patrimonial	882	0.2	734	0.1	703	0.1	20.2	25.4	1,916	0.1	510	0.0	275.9
Utilidad antes de Participaciones e Impuesto a la Renta	51,861	9.4	62,229	10.3	51,388	9.0	-16.7	0.9	164,399	9.5	138,963	7.7	18.3
Participaciones	(4,451)	-0.8	(5,245)	-0.9	(4,434)	-0.8	-15.1	0.4	(14,375)	(0.8)	(11,954)	(0.7)	20.3
Utilidad antes de Impuesto a la Renta	47,410	8.6	56,984	9.4	46,954	8.2	-16.8	1.0	150,024	8.6	127,009	7.0	18.1
Impuesto a la Renta	(16,921)	-3.1	(19,121)	-3.1	(15,506)	-2.7	-11.5	9.1	(51,642)	(3.0)	(41,750)	(2.3)	23.7
Utilidad neta	30,489	5.6	37,863	6.2	31,448	5.5	-19.5	-3.0	98,383	5.7	85,260	4.7	15.4



ANEXO 2

FERREYROS S.A.A. Y SUBSIDIARIAS

Balance General

(En miles de nuevos soles)

			<u>Variación</u>
	30-Sep-09	<u> 30-Sep-08</u>	<u>%</u>
Caja y bancos	53,590	34,757	54.2
Cuentas por cobrar comerciales	436,656	452,887	-3.6
Inventarios	618,678	674,190	-8.2
Otras cuentas por cobrar	35,090	29,748	18.0
Gastos pagados por adelantado	9,906	7,060	40.3
Activo Corriente	1,153,920	1,198,643	-3.7
Cuentas por cobrar comerciales a largo plazo	39,287	55,685	-29.4
Equipo de alquiler	(48,553)	302,661	-116.0
Otros activos fijos	905,071	453,169	99.7
•	856,518	755,830	13.3
Depreciación acumulada	(318,915)	(249,142)	28.0
Inmueble, maquinaria y equipo, neto	537,603	506,688	6.1
Inversiones	41,572	35,364	17.6
Otros activos no corrientes	40,212	29,479	36.4
Activo no Corriente	658,673	627,215	5.0
Total Activo	1,812,593	1,825,858	-0.7
Total Activo	1,012,090	1,023,030	-0.7
Deuda de corto plazo	169,350	128,380	31.9
Otros pasivos corrientes	558,892	663,101	-15.7
Pasivo corriente	728,242	791,481	-8.0
Deuda de largo plazo	446,288	487,363	-8.4
Total Pasivo	1,174,530	1,278,844	-8.2
Ganancias diferidas	6,271	5,287	18.6
Patrimonio	631,794	541,726	16.6
Total Pasivo y Patrimonio	1,812,595	1,825,858	-0.7
Otra informacion Financiera Depreciación y amortización (cifras acumuladas al cierre de cada período)	63,667	45,691	
UAIDA	235,838	245,686	-4.0
Ratios Financieros			
Ratio corriente	1.58	1.51	
Ratio de endeudamiento financiero	1.40	1.64	
Ratio de endeudamiento total	1.86	2.36	
Valor contable por acción	1.49	1.43	
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FERREYROS S.A.A Y SUBSIDIARIAS ANEXO 3

Ventas netas por Area de Operaciones

(En miles de nuevos soles)

							3T 09/	3T 09/					
							2T 09	3T 08	Acumulado		Acumulado		Variación
	3T 09	%	2T 09	%	3T 08	%	%	%	al 30-09-09	%	al 30-09-08	%	%
Caterpillar:													
Gran minería	22,775	4.1	126,242	20.8	11,516	2.0	-82.0	97.8	247,806	14.3	135,477	7.5	82.9
Otros	164,773	30.0	129,863	21.4	171,989	30.0	26.9	-4.2	424,162	24.4	588,682	32.6	-27.9
	187,547	34.1	256,105	42.2	183,505	32.1	-26.8	2.2	671,967	38.7	724,159	40.1	-7.2
	0.400		0.040		44007		40.4				10.110		
Equipos agrícolas	8,186	1.5	9,310	1.5	14,297	2.5	-12.1	-42.7	37,685	2.2	40,440	2.2	-6.8
Automotriz	26,282	4.8	35,235	5.8	85,262	14.9	-25.4	-69.2	101,114	5.8	216,056	12.0	-53.2
/ Idea in the interest of the	20,202		00,200	0.0	00,202		20.1	00.2	101,111	0.0	2.0,000	12.0	00.2
Unidades usadas	16,802	3.1	13,933	2.3	15,647	2.7	20.6	7.4	37,923	2.2	45,222	2.5	-16.1
	238,817	43.5	314,583	51.8	298,710	52.2	-24.1	-20.1	848,690	48.9	1,025,878	56.8	-17.3
	007.000	44.0	004.545	00.7	100 700		44.0	47.0	0.40.040	07.0	574704	04.0	44 -
Repuestos y servicios	227,096	41.3	204,515	33.7	193,769	33.9	11.0	17.2	642,313	37.0	574,784	31.8	11.7
Alquileres	28,972	5.3	27,042	4.5	22,449	3.9	7.1	29.1	77,955	4.5	48,877	2.7	59.5
, adameree	20,072	0.0	27,012	1.0	22,110	0.0		20.1	77,000	1.0	10,077	,	00.0
Otras ∨entas de subsidiarias	54,367	9.9	60,921	10.0	57,484	10.0	-10.8	-5.4	166,383	9.6	155,244	8.6	7.2
Total	549,252	100.0	607,061	100.0	572,412	100.0	-9.5	-4.0	1,735,341	100.0	1,804,783	100.0	-3.8

Distribución porcentual de las ventas de la compañía por sectores económicos

				Acumulado	Acumulado
	3T 09	2T 09	3T 08	al 30-09-2009	al 30-09-2008
Minería	46.5%	54.7%	37.2%	52.4%	40.6%
Construcción	23.3%	20.3%	28.1%	19.7%	26.5%
Gobierno	6.1%	3.9%	5.7%	5.2%	4.1%
Ser∨icios para equipos	3.4%	4.6%	3.2%	3.8%	2.5%
Transporte	2.9%	2.1%	6.6%	3.0%	6.4%
Comercio y Servicios	2.5%	3.2%	3.4%	2.7%	2.3%
Agricultura	1.7%	1.8%	2.3%	2.4%	3.0%
Pesca	3.9%	2.7%	2.4%	3.1%	2.8%
Hidrocarburos	2.4%	1.1%	2.0%	1.7%	4.4%
Industria	3.0%	3.2%	3.2%	3.2%	3.0%
Otros	4.4%	2.6%	6.1%	2.9%	4.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
	<u> </u>	<u> </u>		_	



FERREYROS S.A.A. Y SUBSIDIARIAS

ANEXO 4

<u>Conformación del pasivo al 30 de setiembre del 2009</u> (En miles de US dólares)

		Pasivo	Pasivo a Lar	Pasivo	
	Total	Corriente	Parte corriente	Largo Plazo	Financiero
Bancos Nacionales	26,700	26,700	-	-	26,700
Bancos Exterior	15,000	15,000	-	-	15,000
Inst. Financ. Nacionales	107,038	45,337	18,805	42,896	107,038
Inst. Financ. del exterior	5,333	-	3,556	1,778	5,333
Proveedores:					
Facturas por pagar a Caterpillar	5,566	5,566			
Letras por pagar a Caterpillar	23,488	23,488			23,488
Otros	18,797	18,797			1,458
Bonos corporativos	88,125	-	17,500	70,625	88,125
Caterpillar Financial Services	58,029	-	18,839	39,190	58,029
Otros pasivos	59,040	59,040			-
Total	407,116	193,927	58,700	154,489	325,171