



CORPORATE PRESENTATION

July 2024

KEY HIGHLIGHTS



Company Overview

Leading Consumer Goods company focused on the Andean Region with over 60 years of experience



Corporate Strategy

Leading position in the market, driven by our corporate strategy and our relevant value proposition



Our Business Units

Successful business model diversified across four differentiated units and countries



Solid liquidity and strong balance sheet

Solid financial performance driven by our comprehensive efficiency program and shareholder value creation mindset



Innovation and Development

Top-of-mind portfolio and leading brands with a proven track record of successful innovation initiatives

COMPANY OVERVIEW



BUSINESS UNITS

CONSUMER GOODS

Emblematic brands in our food, home and personal care platforms

- Multi-tier strategy & diversified portfolio
- High quality products
- Solid distribution chain

AQUAFEED

Nutritional solutions for shrimp and salmon

- Integral value proposition
- Nutritional quality
- Advice and technology for our clients

B2B

Products for bakery, food service and other industries sectors

- Exclusive distributors
- Digital initiatives
- Industrial and logistic scale

CRUSHING

Soybean and sunflower crushing business








- Vertical integration of our Consumer Goods and Aquafeed business
- Export business
- Agricultural Solutions for our clients



Leading regional player with a successful business model diversified across product categories and countries

TOP-OF-MIND PORTFOLIO AND LEADING BRANDS WITH A PROVEN TRACK RECORD OF SUCCESSFUL MARKET RECEPTION







CONSUMER GOODS

	Position ^{1,2}	
Edible oils	#1	PRIMOR  
Pasta	#1	DON VITTORIO 
Sauces	#1	AlaCena  DON VITTORIO
Cookies	#2	Casino  Galletas
Laundry care	#1	Bolivar  Sapolio
Personal care	#3	amarás  Dento

B2B

	Position ¹	
Industrial baking flour	#1	INCA  Sayon
Industrial oil	#1	PRIMOR  CRISOL
Shorterings	#1	famosa  SABROPAN
Sauces	#1	AlaCena  Macbel
Industrial margarines	#1	Primavera  Sello Oro

AQUAFEED

	Position ¹	
Shrimp (ECU)	#2	NICOVITA 
Shrimp (NIC)	#4	NICOVITA 
Shrimp (PER)	#2	NICOVITA 
Shrimp (HON)	#1	NICOVITA 
Fish (PER)	#1	SALMOFOOD 
Fish (CH)	#4	SALMOFOOD 

CRUSHING

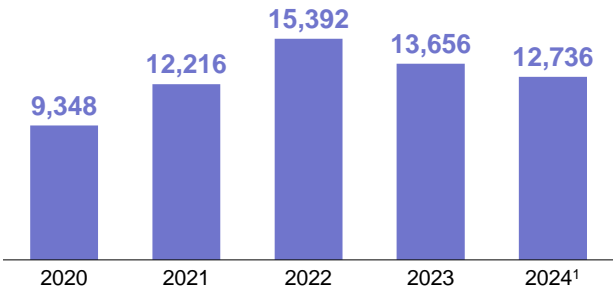
	Position ¹
Crude oil	#1
Soybean and Sunflower seeds	#1
Agricultural Solutions	

Solid financial performance driven by our corporate efficiency initiatives and our shareholder value creation mindset

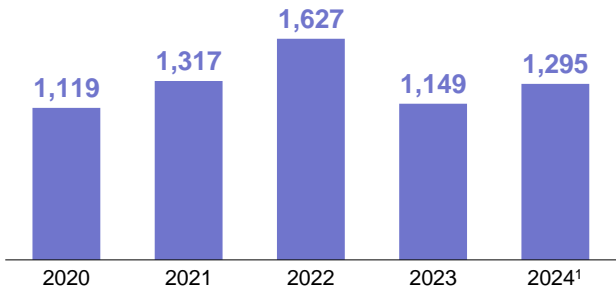
WE ARE ON TRACK TO RECOVER OUR HISTORIC PERFORMANCE LEVELS

OUR EFFORTS ARE FOCUSED ON CONTINUOUS VALUE GENERATION FOR OUR STAKEHOLDERS

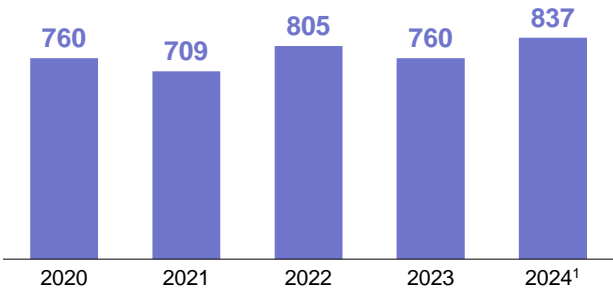
REVENUE
PEN million



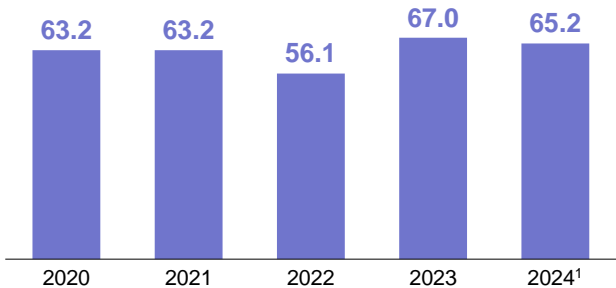
EBITDA
PEN million



GROSS PROFIT PER MT
PEN



SG&A/GROSS PROFIT
%



(1) Last twelve months as of 2Q24

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CORPORATE STRATEGY

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Alicorp’s strategic framework


WINNING ASPIRATION

We feed a better tomorrow with relevant value propositions for each of our consumers and clients in the Andean Region, transforming markets with our leading brands, ability to innovate, efficient management and the talent of our people.

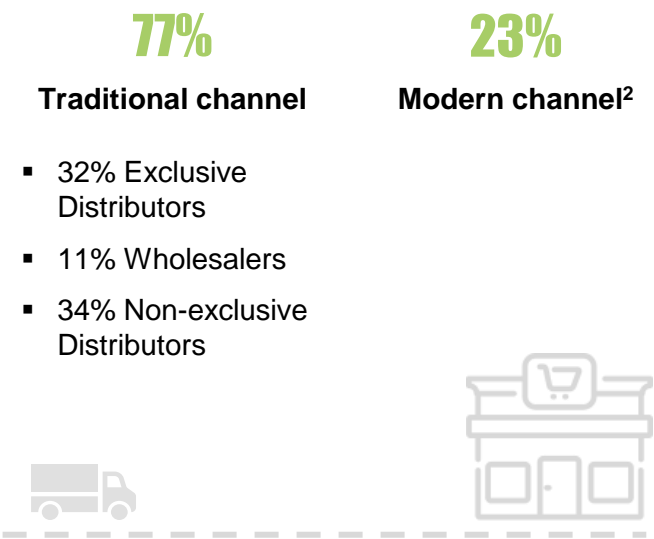
COMPETITIVE ADVANTAGES

 Power and emblematic brands supported by our differentiated value proposition







 Efficiency and productivity in our logistics processes

 Optimized portfolio focused on creating greater profitability

DISTRIBUTION CHANNELS¹



CAPABILITIES

 Innovation	 Digital
 Our people	 Portfolio management
 Technology & processes	 Sustainability

(1) For our Consumer Goods Peru and B2B businesses | (2) Includes supermarkets, cash & carriers and convenience stores, and digital channels

We continue to progress in our journey towards a more sustainable company

WELLBEING



- Promoting a balanced lifestyle for our employees
- Inclusive culture within our company
- Providing products with high quality

COMMUNITY DEVELOPMENT



- “Ollas que Desarrollan” Program
- Training for customers of the B2B and Aquafeed platform
- “Sustainable Palm Program”

ENVIROMENT



- Responsible Sourcing Policy (PAR)
- Roundtable on Sustainable Palm Oil Certification (RSPO)
- Working to reduce our environmental footprints

KEY INDICATORS

85%

Organizational Health Index (OHI)

+3,000 MT

Sustainable oil marketed

ESG INDEX

Second consecutive year in the S&P/BVL Peru General ESG Index



OUR DIFFERENT INITIATIVES, GUIDED BY OUR STRATEGIC PILLARS, HELP US ADDRESS OUR STAKEHOLDERS' EXPECTATIONS AND MOVE FORWARD IN OUR PATH TOWARDS A MORE SUSTAINABLE COMPANY



“OLLAS QUE DESARROLLAN”

- Aimed at supporting soup kitchens in communities of great need, making self-sufficient their kitchens to guarantee their future operation
- As of 2023, more than 32,000 people have been benefited
- Develop of “Olla Emprendedora”, a training project to strengthen the entrepreneurial capacities of our women leaders
- Strategic partnerships with Peruvian companies such as Primax, Yape, Cargill, and others



SUSTAINABLE PALM PROGRAM

- Aimed at developing a sustainable 100% certified local supply chain in Peru by 2030
- 50% of external funding is assured by external investors
- Two pilot groups for RSPO certification including 60 smallholders and 750 hectares of land

Highly experienced management supported by a leading shareholder group in Peru

OUTSTANDING MANAGEMENT TEAM COMBINES PROVEN TRACK RECORD OF ORGANIC AND INORGANIC GROWTH STRATEGIES AND VAST SECTOR EXPERIENCE



ÁLVARO CORREA
Chief Executive Officer



MANUEL ROMERO
VP – Finance & Transformation



ÁLVARO ROJAS
VP – Marketing Consumer Goods Peru & Marketing CoE



ALDO HIDALGO
VP – Commercial Consumer Goods Peru & Commercial CoE



LUIS ESTRADA
VP – B2B, Crushing & Commodity Management



FABRICIO VARGAS
General Manager – Vitapro



JAVIER ROTA
VP – Bolivia and International Businesses



MAGDALENA MORALES
VP – Corporate Affairs



PAOLA RUCHMAN
VP – Human Resources



VINICIUS BARBOSA
VP – Supply Chain

Highly Awarded

MANAGEMENT



REPUTATION & LEADERSHIP



STRATEGY



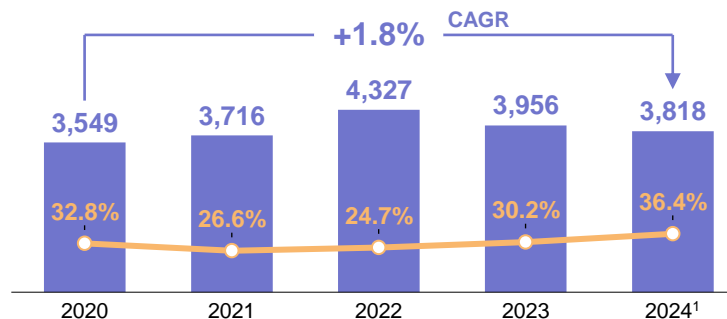
3 OUR BUSINESS UNITS



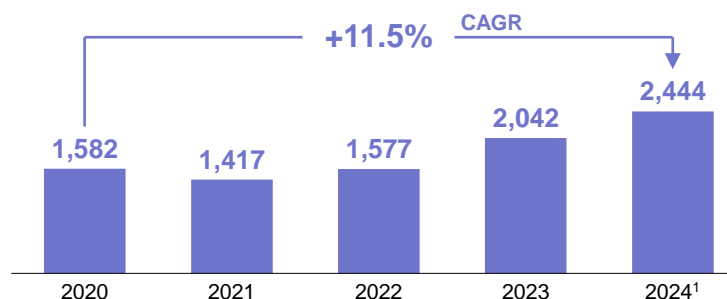
**OUR CONSUMER
GOODS PERU
BUSINESS UNIT OFFERS
FOODS, HOME AND
PERSONAL CARE
PRODUCTS**

**OUR MULTI-TIER AND
MULTI-CHANNEL
STRATEGY ALLOWS US
FOR A VERY
IMPORTANT MARKET
PRESENCE IN PERU**

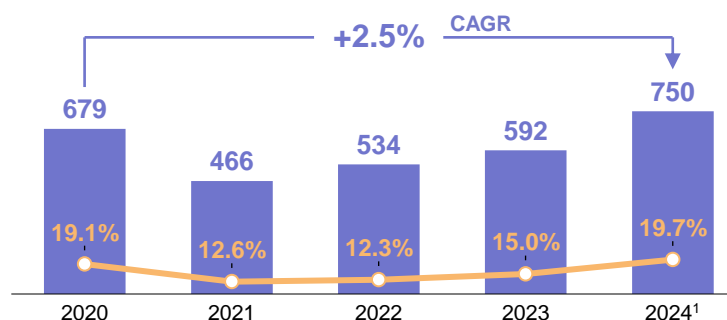
**REVENUE &
GROSS MARGIN**
PEN million



**GROSS PROFIT
PER TON**
PEN



**EBITDA & EBITDA
MARGIN**
PEN million



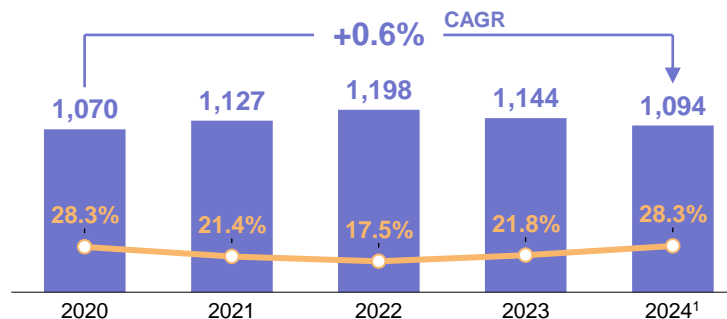
HIGHLIGHTS

- Main production facility
- 30% of consolidated revenue
- Main categories:
 - Detergents 23% of revenue
 - Edible oils 15% of revenue
 - Pastas 13% of revenue
 - Cookies 8% of revenue
 - Sauces 8% of revenue
 - Laundry soap 4% of revenue

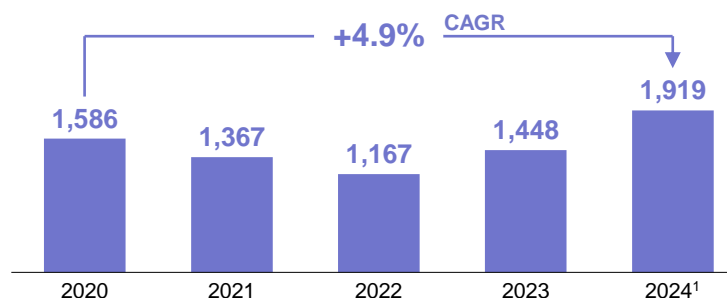
**BOLIVIA: BACKWARDS
VERTICALLY
INTEGRATED, OUR UNIT
PRODUCES AND
DISTRIBUTES FOOD
AND HOME CARE
PRODUCTS**

**ECUADOR: IMPORTS
FOOD, HOME AND
PERSONAL CARE
PRODUCTS, OUR FOCUS
IS ON STRENGTHENING
OUR GO-TO-MARKET
STRATEGY**

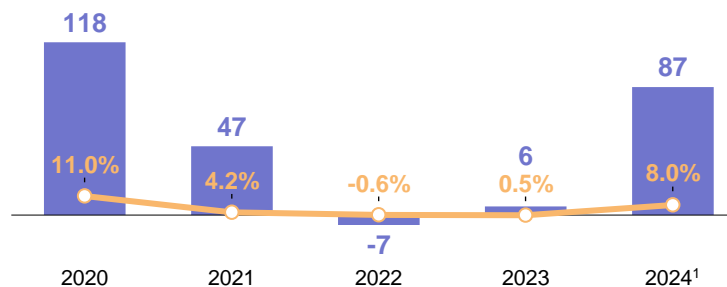
**REVENUE &
GROSS MARGIN**
PEN million



**GROSS PROFIT
PER TON**
PEN



**EBITDA & EBITDA
MARGIN**
PEN million



HIGHLIGHTS

Consumer Goods Bolivia 🇧🇴

→ Production facility 🏭

→ Main categories:

Edible Oils
27% of revenue

Detergents
23% of revenue

Shortnenings
15% of revenue

Consumer Goods Ecuador 🇪🇨

→ Main categories:

Detergents
44% of revenue

Pastas
15% of revenue

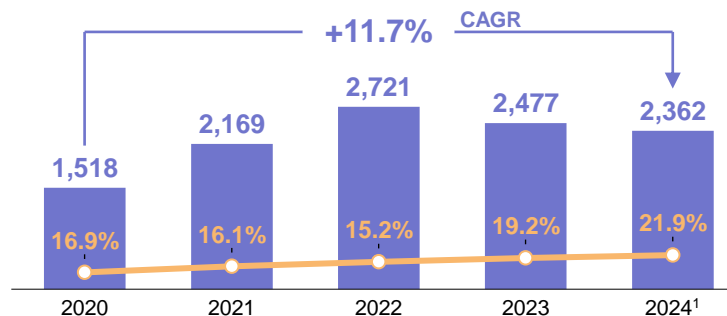
Sauces
10% of revenue

▪ Other geographies, importing model in Latin America and the US

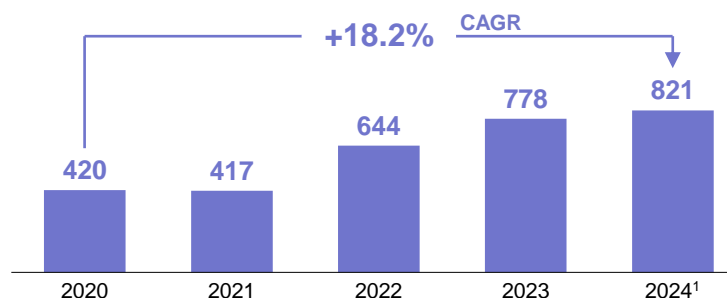
**OUR B2B BUSINESS
SERVES FOUR MAIN
PLATFORMS: BAKERY,
FOOD SERVICE,
INDUSTRIAL CLIENTS
AND CLEANING**

**WE CREATE VALUE FOR
OUR CLIENTS THROUGH
TOP-QUALITY
PRODUCTS AND OUR
DIGITAL SOLUTIONS**

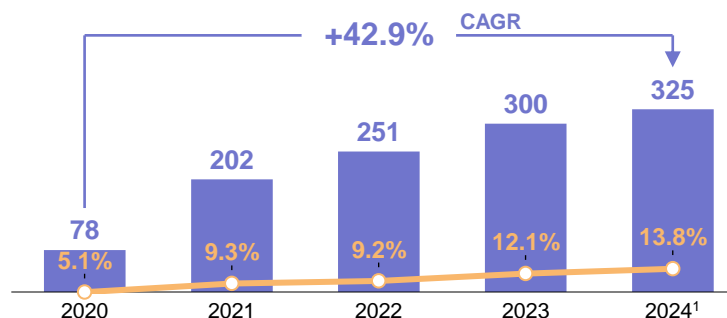
**REVENUE &
GROSS MARGIN**
PEN million



**GROSS PROFIT
PER TON**
PEN



**EBITDA & EBITDA
MARGIN**
PEN million



HIGHLIGHTS

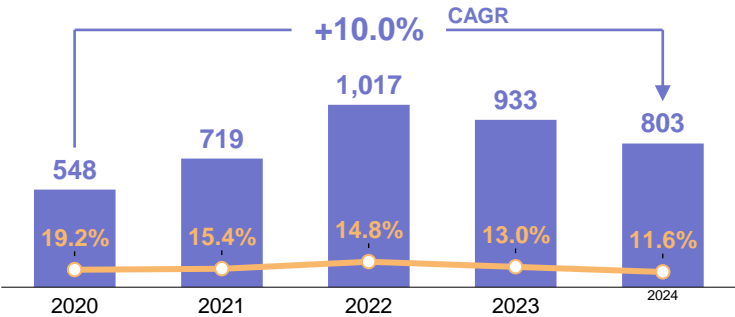
- Main presence: Peru 🇵🇪
- 19% of consolidated revenue
- Main platforms:

-  **Bakery**
52% of revenue
-  **Food service**
29% of revenue
-  **Industrial clients**
6% of revenue
-  **Cleaning**
4% of revenue

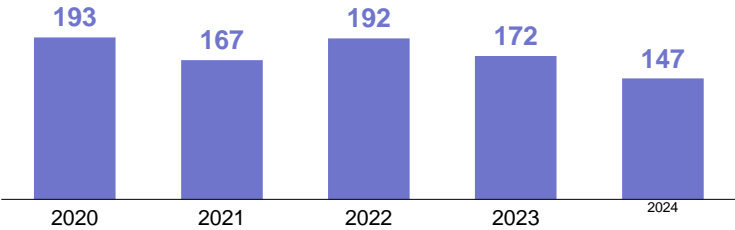
OUR AQUAFEED
BUSINESS MAINLY
PRODUCES SHRIMP
FEED IN ECUADOR AND
SALMON FEED IN CHILE

WE SERVE TWO OF THE
MOST IMPORTANT
EXPORT INDUSTRIES IN
ECUADOR AND CHILE

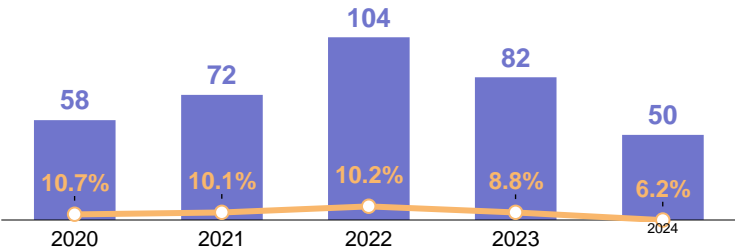
REVENUE &
GROSS MARGIN
USD million



GROSS PROFIT
PER TON
USD



EBITDA & EBITDA
MARGIN
USD million



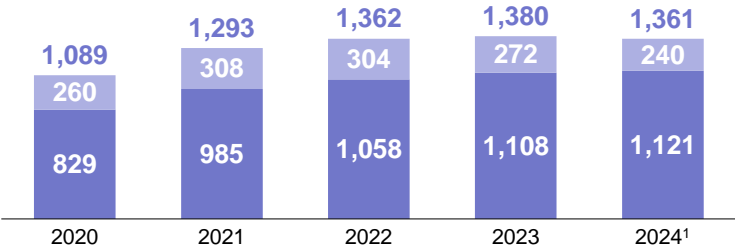
HIGHLIGHTS

- Shrimp feed platform: 
 - Production facilities
 - Ecuador 
 - Peru 
 - Honduras 
 - 69% of revenue
- Fish feed platform: 
 - Production facilities
 - Chile 
 - Peru 
 - 31% of revenue

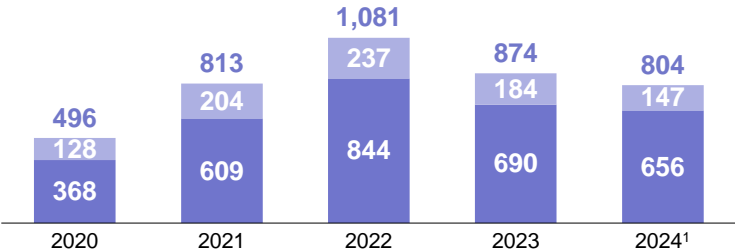
(1) Last twelve months as of 2Q24

OUR CRUSHING
BUSINESS PRODUCES
SOYBEAN OIL AND
MEAL, AND SUNFLOWER
SEED OIL TO SERVE
THIRD PARTY LOCAL
AND EXPORT
CUSTOMERS AND FOR
INTERNAL
CONSUMPTION

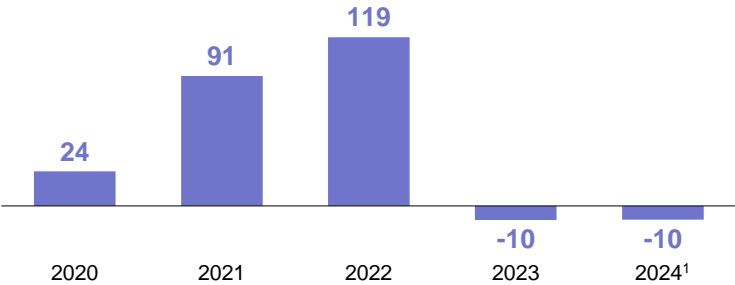
VOLUME SOLD
Thousands of MT



REVENUE
USD million



EBITDA
USD million



HIGHLIGHTS

- Main presence: Bolivia
- 19% of consolidated revenue
- Main categories:
 - Soybean:** Crude oil, solvent-extracted and full-fat flour
 - Sunflower seed:** Crude oil and flour
 - Agricultural solutions:** Phytosanitary products, fertilizers and seeds

(1) Last twelve months as of 2Q24

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LIQUIDITY AND BALANCE SHEET



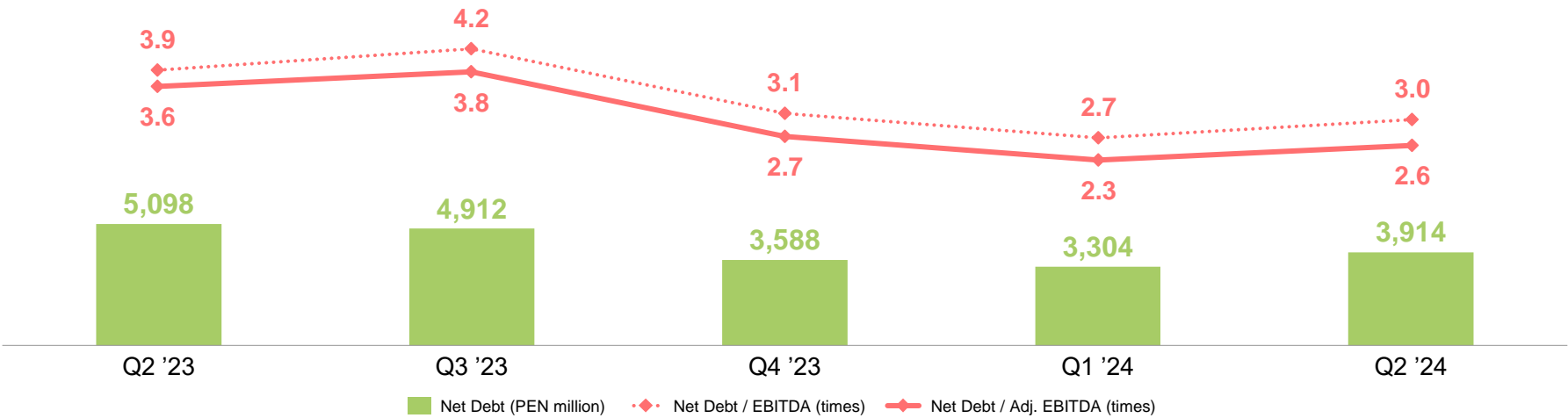
àlicorp



YoY REDUCTION DESPITE
THE PEAK OF WORKING
CAPITAL REQUIREMENTS
IN OUR CRUSHING
BUSINESS AND THE
SHARE BUYBACK
PROGRAM

WE EXPECT TO
CONTINUE DELEVARING
BY YEAR-END DRIVEN BY
THE POSITIVE RESULTS
OF OUR CORE
BUSINESSES AND
IMPROVED CASH FLOW
GENERATION

INDEBTEDNESS EVOLUTION¹



TOTAL CASH²

PEN 1,027 million
available



DEBT COVERAGE^{3,4}

1.1x over next 12 months
0.7x over next 24 months



ACCESS TO FUNDING

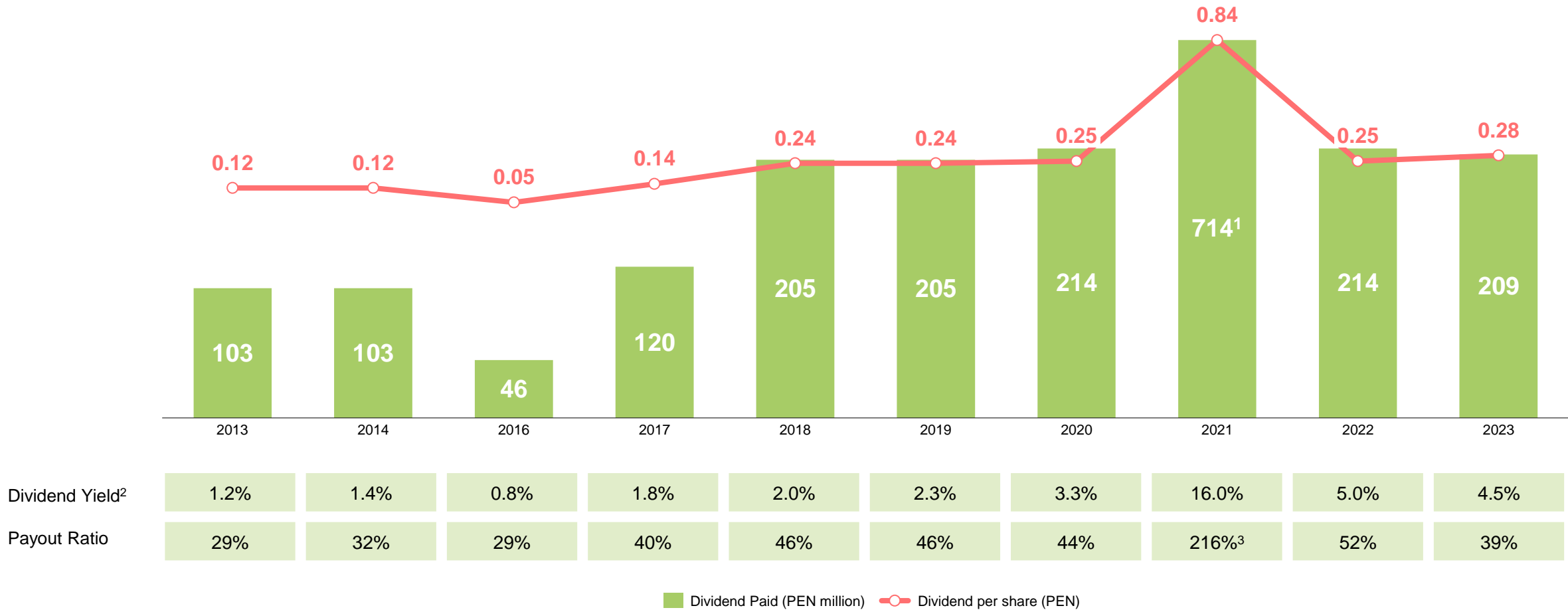
PEN 495 million of available
committed credit lines
PEN 7.1 billion of available
uncommitted credit lines



CREDIT RATING UPDATE

S&P Global Ratings
assigned Alicorp a credit
rating of **BBB-** with a
stable outlook

(1) Principal of debt only less cash and cash equivalents | (2) Excludes collections on behalf of third-parties PEN 104MM, reported Total Cash: PEN 1,131MM | (3) Principal only | (4) Includes committed credit lines. Excluding these lines, the ratios would be 0.76x over the next 12 months and 0.47x over the next 24 months



(1) 2021: In addition to the first dividend payment approved during our shareholders meeting of PEN 0.25 per share, an extraordinary dividend of PEN 0.585 per share was paid in the 3Q21 | (2) Dividend yield computed for common stocks: ALICORC1. Stock price as of dividend payment date | (3) Considering Net Income from Continuing Operations

INNOVATION & DEVELOPMENT



CAREFUL CAPITAL ALLOCATION TO KEEP HEALTHY PROFITABLE LEVELS

amariás

Unique as your hair and Peru

The first line of hair care products specially designed for Peruvian women

- ✓ Top 3 brand advertising investment in hair care, YTD 2023
- ✓ 11.4% of **volume market share** YTD 2023 in **modern channel**



diadia

Bodegas (MOM & POPS)

Accelerate growth of the traditional trade through digitalization and product assortment

- ✓ Over 3,500 active Mom & Pops with 85% retention rate
- ✓ Availability to order 24/7 – complete Alicorp and Sellers portfolio
- ✓ July 2023 average ticket: PEN 1,229



insuma

Restaurants and bakeries

Digital ecosystem to better serve our B2B clients, specially from our Bakery and Restaurant platforms

- ✓ Over 4,400 active customers, 68% growth vs 2022.
- ✓ Trainings for our customers and placed loans in partnership with Mibanco
- ✓ June 2023 average ticket: PEN 2,379



VITAPRO VENTURES

Shrimp farmers

Our solution introduces Internet of Things, data and analytics infrastructure to shrimp pool management to improve efficiency and effectiveness of shrimp feeding process



A large, stylized graphic on the left side of the slide, consisting of a series of overlapping, rounded shapes filled with a white dot pattern on a dark red background.

Misael Alvarez Peralta

Investor Relations Officer

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www.alicorp.com.pe