



CORPORATE PRESENTATION

November 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 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 PERU

Emblematic brands in our food, home and personal care platforms

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







B2B

Bakery, food service, cleaning products and other industries sectors

- Exclusive distributors
- Industrial and logistic scale
- Digital initiatives

INTERNATIONAL BUSINESSES

Primarily food and home care products, strengthening our presence in the Andean Region

- Consumer Goods Bolivia 
- Consumer Goods Ecuador 
- Other Geographies    

AQUAFEED

Nutritional solutions for shrimp and salmon




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

+150
Brands

+6,000
Employees

+30
Production plants

+20
Countries

-  Parent establishment
-  Direct presence (production)
-  Main exports



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 PERU

Detergents



Pasta



Edible oils



Cookies



Laundry soap



Sauces



Personal care



INT. BUSINESSES – BOLIVIA

Edible oils



Detergents



Shortenings



Laundry soap



Margarines



B2B

Baking flour



Shorterings



Edible oils



Sauces



Industrial margarines



AQUAFEED

Shrimp (ECU)

NICOVITA
Una marca de VITAPRO

Shrimp (PER)

NICOVITA
Una marca de VITAPRO

Shrimp (HON)

NICOVITA
Una marca de VITAPRO

Fish (PER)

NICOVITA
Una marca de VITAPRO

Fish (CH)

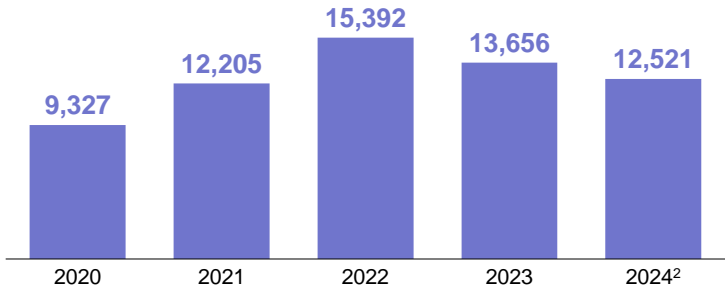
SALMOFOOD
Una marca de VITAPRO

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

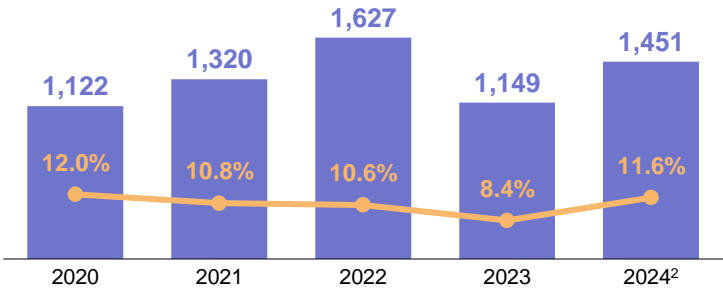
WE ARE ON TRACK TO
REGAIN OUR
HISTORIC
PERFORMANCE
LEVELS LEVERAGING
THE SHIFT IN OUR
STRATEGY

OUR EFFORTS ARE
DEDICATED TO
GENERATING
CONTINUOUS VALUE
FOR OUR
STAKEHOLDERS

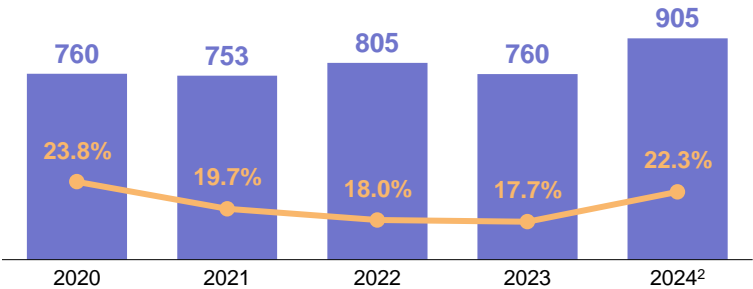
REVENUE
PEN million



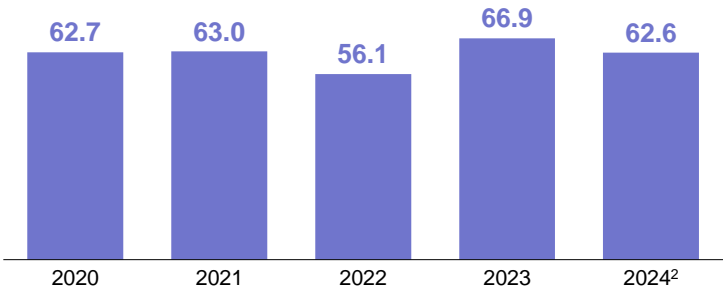
EBITDA & EBITDA MARGIN
PEN million



GROSS PROFIT PER MT & GROSS MARGIN
PEN



SG&A/GROSS PROFIT
%



(1) On a consolidated basis, includes the operating results of the Crushing business
(2) Last twelve months as of September 2024

2 CORPORATE STRATEGY



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**.

HOW TO WIN?



Understanding local consumer insights to create **differentiated value propositions** with special focus on our **emblematic brands** and the **traditional channel**



Strategic market approach driven by a **robust and efficient supply chain**, ensuring the availability of our products to consumers



Continuous **portfolio optimization** and disciplined **capital allocation**, focusing on opportunities that align with our strategic fit **leveraging our competitive advantages**

WHERE TO PLAY?



Leveraging our capabilities...



Innovation



Talent of our people



Digital



Sustainability

■ Core geographies

■ Main exports / Other geographies

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

Wellbeing and inclusion
for our people and
consumers



**OLLAS que
DESARROLLAN**

Community development
with a focus on creating
shared value with
customers and suppliers



insuma
PROGRAMA
**PALMA
SOSIENIBLE**

Environmental care
through operational eco-
efficiency and sustainable
packaging



Climate Action Report

Structural factors that
integrate sustainability and
facilitate the monitoring of
impacts and progress



Annual Report

Key indicators for 2023:

- **ESG Index (S&P/BVL)**
✓ Third consecutive year
- **Organizational Health Index (OHI)**
✓ Upper quartile
- **Employees' training hours**
✓ +48,000
- **Carbon footprint**
✓ 9% reduction
- **Water footprint**
✓ 41% reduction

Key programs and initiatives

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
Deputy Chief Executive Officer



LUIS BANCHERO
Chief Financial Officer



ÁLVARO ROJAS
VP – Marketing Consumer Goods Peru & Marketing CoE



ALDO HIDALGO
VP – Commercial Consumer Goods Peru & Commercial CoE



LUIS ESTRADA
VP – B2B & Commodity Management



JAVIER ROTA
VP – Bolivia and International Businesses



PAOLA RUCHMAN
VP – Human Resources



MAGDALENA MORALES
VP – Corporate Affairs



VINICIUS BARBOSA
VP – Supply Chain



FABRICIO VARGAS
General Manager – Vitapro

HIGHLY AWARDED TEAM:



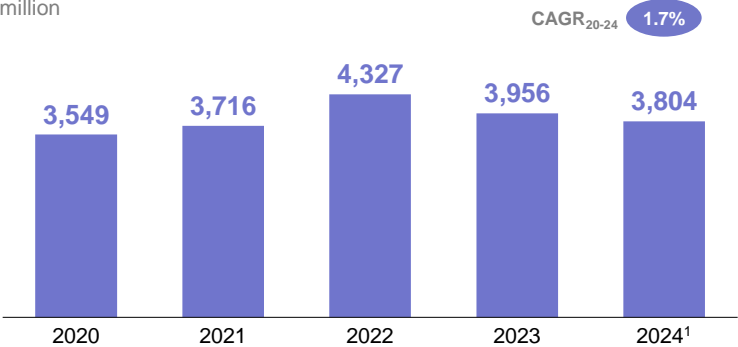
3 OUR BUSINESS UNITS



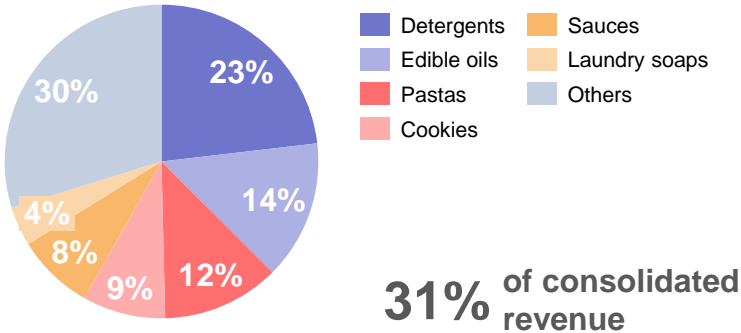
OUR CONSUMER
GOODS PERU UNIT
MANUFACTURES AND
OFFERS FOOD, HOME
CARE AND PERSONAL
CARE PRODUCTS

OUR MULTI-TIER AND
MULTI-CHANNEL
STRATEGY ENABLES A
LEADERSHIP
PRESENCE,
LEVERAGING OUR MAIN
PRODUCTION FACILITY

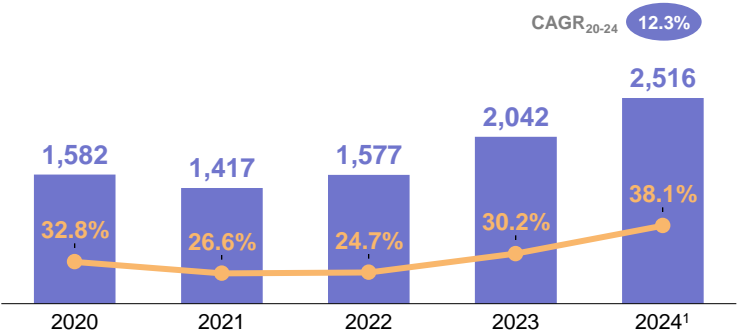
REVENUE
PEN million



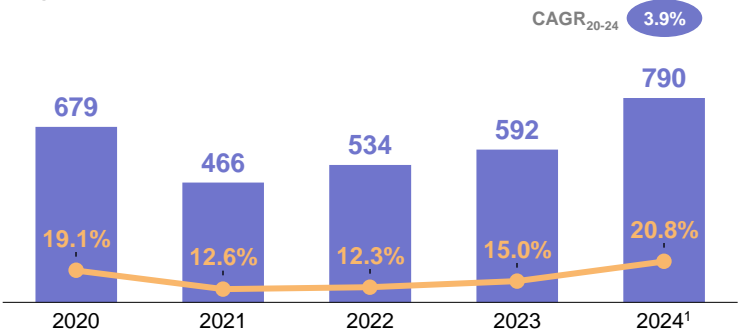
REVENUE BREAKDOWN BY CATEGORY



GROSS PROFIT PER MT & GROSS MARGIN
PEN



EBITDA & EBITDA MARGIN
PEN million

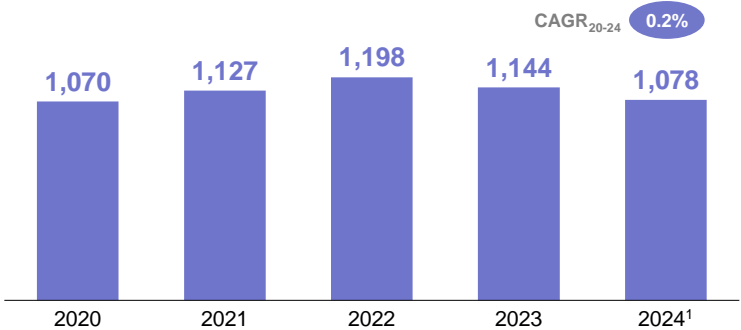


(1) Last twelve months as of September 2024

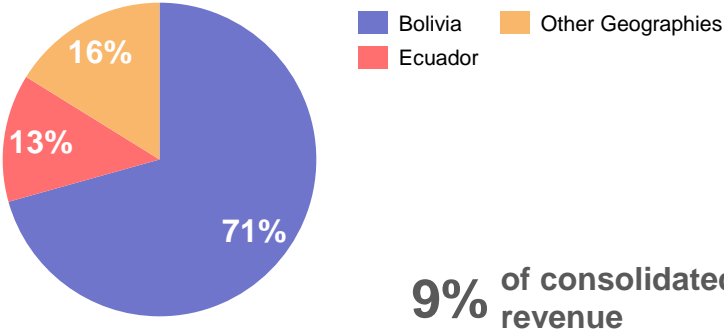
RELEVANT PRESENCE
IN THE ANDEAN
REGION, PRIMARILY
WITH OUR PORTFOLIO
OF FOOD AND HOME
CARE PRODUCTS

WE HAVE A
PRODUCTION FACILITY
IN BOLIVIA AND
OPERATE WITH AN
EXPORT MODEL IN
ECUADOR AND OTHER
GEOGRAPHIES

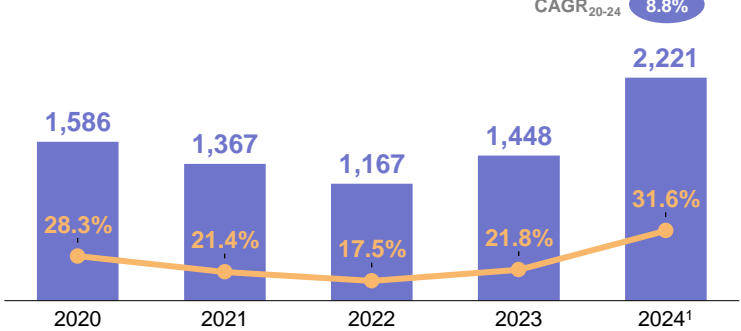
REVENUE
PEN million



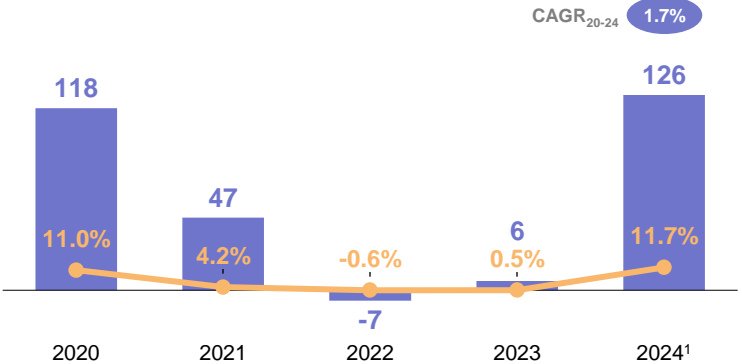
REVENUE BREAKDOWN BY GEOGRAPHY



GROSS PROFIT PER MT & GROSS MARGIN
PEN



EBITDA & EBITDA MARGIN
PEN million

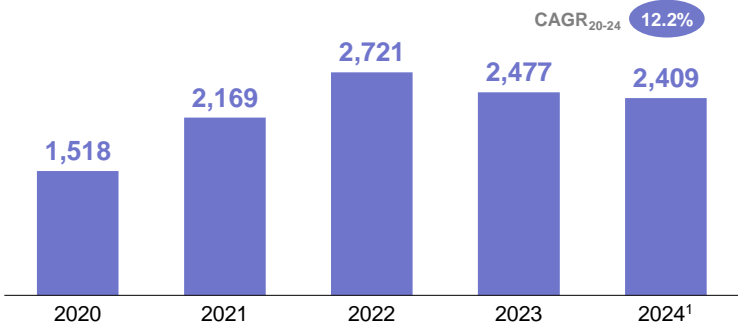


(1) Last twelve months as of September 2024

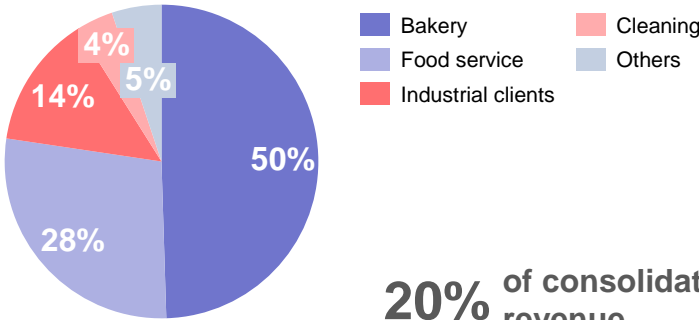
OUR B2B BUSINESS
SERVES FOUR MAIN
PLATFORMS: BAKERY,
FOOD SERVICE,
INDUSTRIAL CLIENTS
AND CLEANING

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

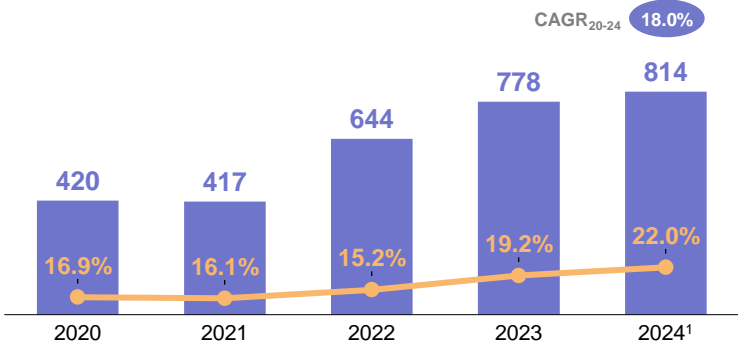
REVENUE
PEN million



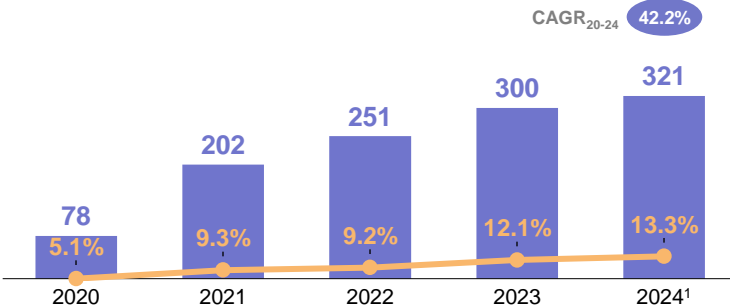
REVENUE BREAKDOWN BY PLATFORM



GROSS PROFIT PER MT & GROSS MARGIN
PEN



EBITDA & EBITDA MARGIN
PEN million

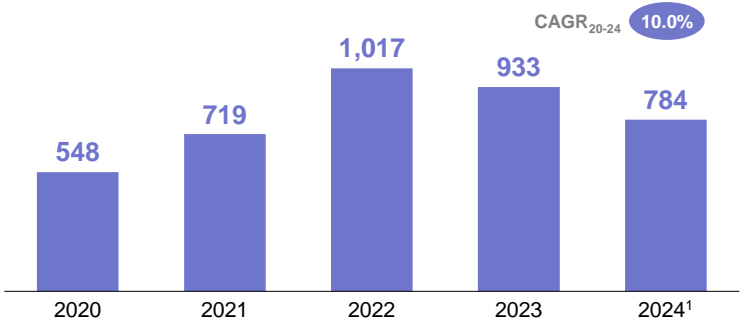


(1) Last twelve months as of September 2024

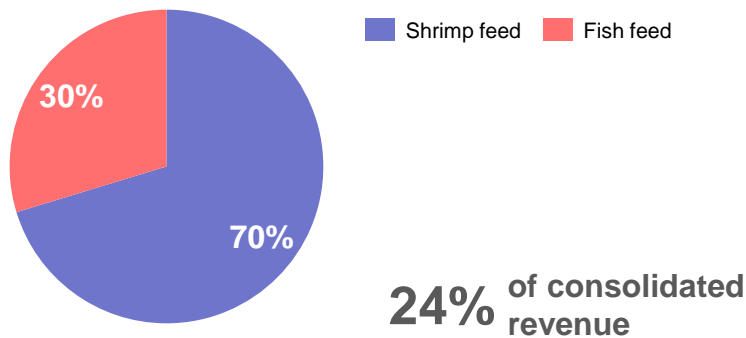
OUR AQUAFEED BUSINESS MAINLY PRODUCES SHRIMP FEED IN ECUADOR AND SALMON FEED IN CHILE

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

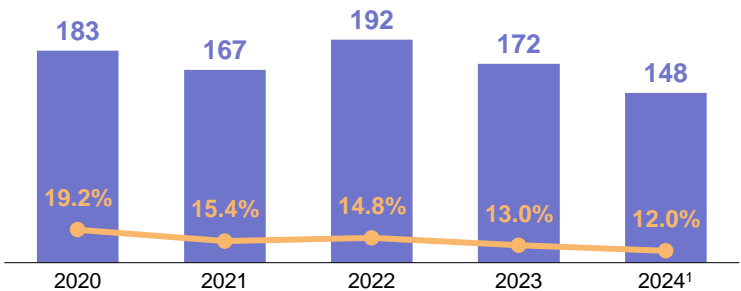
REVENUE
USD million



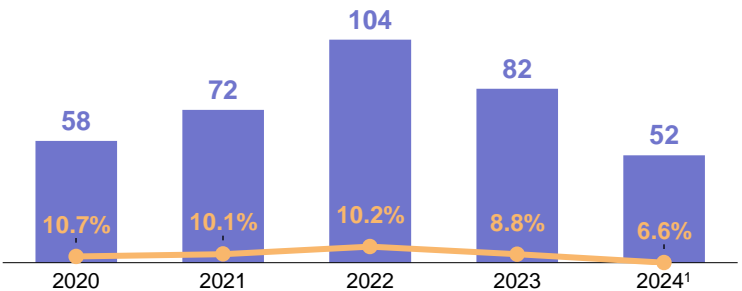
REVENUE BREAKDOWN BY PLATFORM



GROSS PROFIT PER MT & GROSS MARGIN
USD



EBITDA & EBITDA MARGIN
USD million



(1) Last twelve months as of September 2024

4

LIQUIDITY AND BALANCE SHEET



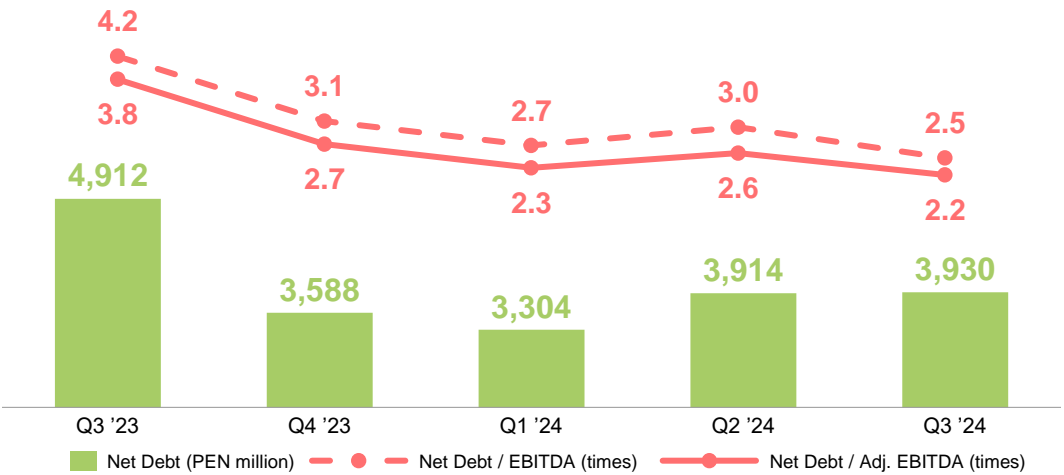
àlicorp



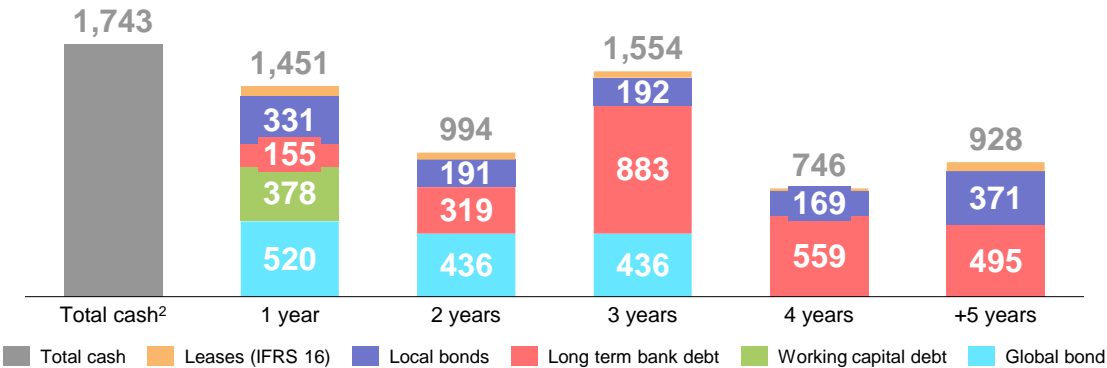
DESPITE THE ACQUISITION OF REFINERIA DEL ESPINO AND SHARE BUYBACKS, WE ACHIEVED A SIGNIFICANT 1.7x REDUCTION, SUPPORTED BY A PEN 1.0B DECREASE IN NET DEBT

WE EXPECT TO MAINTAIN HEALTHY LEVELS BY YEAR-END, SUPPORTED BY STRONG CORE BUSINESS RESULTS AND THE DIVESTITURE OF CRUSHING

INDEBTEDNESS EVOLUTION¹



MATURITY PROFILE AS OF SEPTEMBER 2024
PEN million



DEBT COVERAGE^{3,4}

1.5x over next 12 months
0.9x over next 24 months



ACCESS TO FUNDING

PEN 479 million of available committed credit lines
PEN 6.5 billion of available uncommitted credit lines

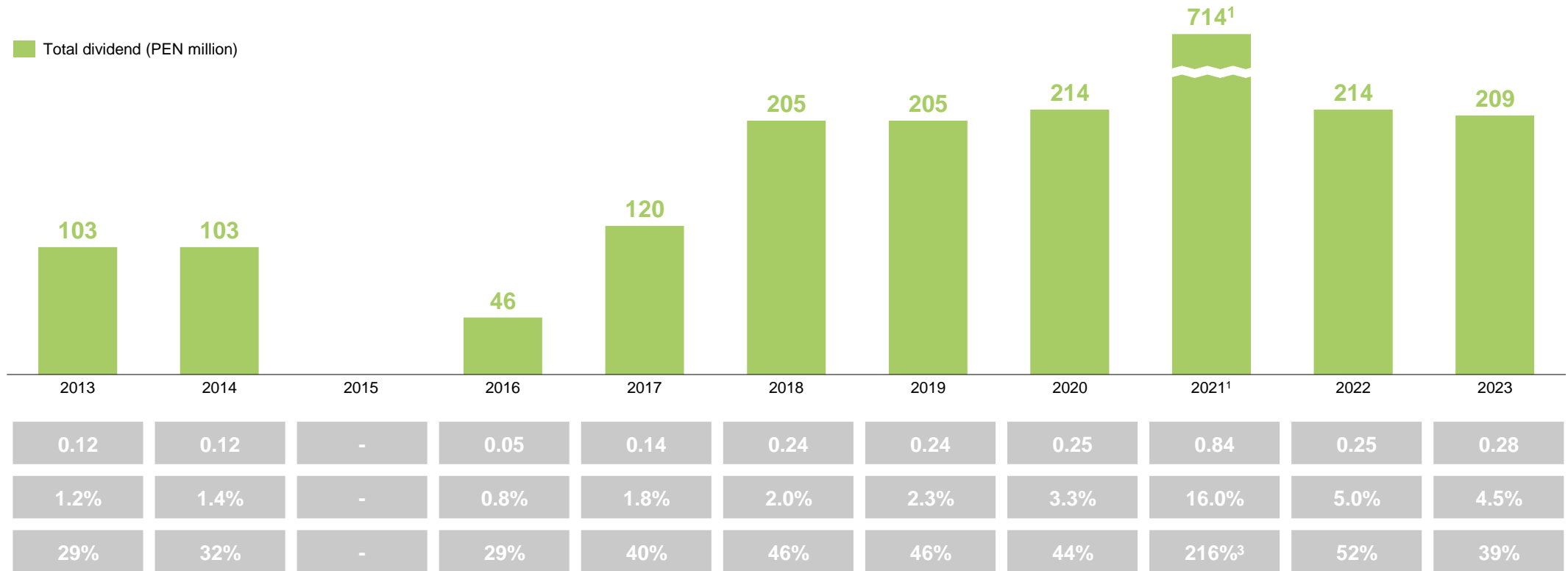


CREDIT RATING UPDATE

S&P **BBB-** Stable
Moody's **Ba1** Stable
Fitch **BBB** Stable

(1) Principal of debt only less cash and cash equivalents
(2) Excludes restricted funds of PEN 2MM, reported Total Cash: PEN 1,745MM
(3) Principal only
(4) Includes committed credit lines. Excluding these lines, the ratios would be 1.20x over the next 12 months and 0.71x over the next 24 months

LIQUIDITY AND BALANCE SHEET
Dividend Payment Evolution



(1) Includes an extraordinary dividend of PEN 0.585 per share, paid in the 3Q21

(2) Dividend yield computed for common stocks (ALICORC1) with stock price as of dividend payment date

(3) Considering Net Income from Continuing Operations

INNOVATION AND DEVELOPMENT



CAREFUL CAPITAL ALLOCATION ADDRESSING THE NEED OF OUR CLIENTS AND CONSUMERS



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

- ✓ Wide product portfolio, specifically designed for the local consumer
- ✓ Positioned as the fifth most relevant brand in the category in less than a year since its launch (late 2022)
- ✓ Now, third brand in the modern channel with a ~6-7% of market share



diadia

Accelerate growth of mom & pops through digitalization and product assortment

- ✓ 24-hour direct delivery service
- ✓ Over 800 products in the portfolio



insuma

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

- ✓ +18,000 clients
- ✓ ~65 business partners selling their products through our platform

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.

Roberto Dongo-Soria Pautrat

Investor Relations Officer

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