



alicorp

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 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 PERU

Emblematic brands in our food, home and personal care platforms

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

B2B

Products for bakery, food service 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



(1) Production lines

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
Pasta	#1
Sauces	#1
Cookies	#2
Laundry products	#1
Personal care	#3

B2B

	Position ¹
Industrial baking flour	#1
Industrial oil	#1
Shorterings	#1
Sauces	#1
Industrial margarines	#1

AQUAFEED

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

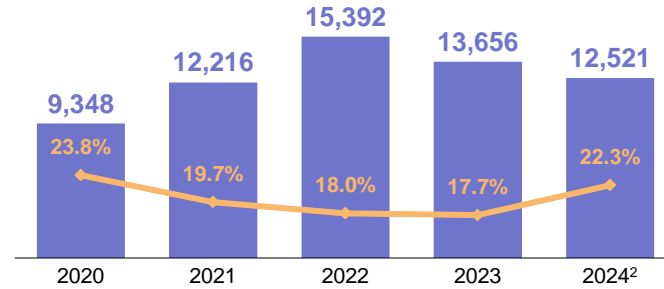
(1) Based on Kantar World Panel, Nielsen, Lock Asociados and internal estimates
 (2) Ranking for Consumer Goods Peru

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

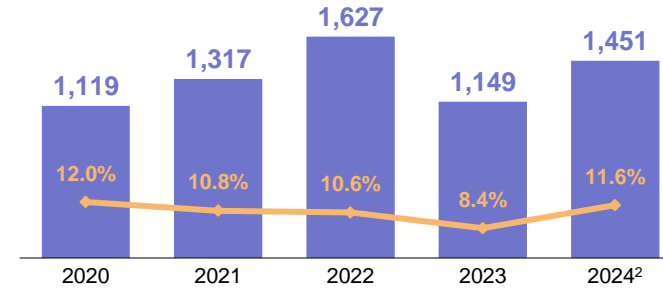
WE ARE ON TRACK TO REGAIN OUR HISTORIC PERFORMANCE LEVELS LEVERAGING THE SHIFT IN OUR STRATEGY

OUR EFFORTS ARE DEDICATED TO GENERATING CONTINUOUS VALUE FOR OUR STAKEHOLDERS

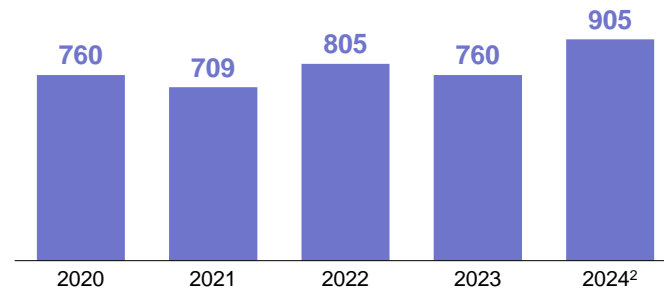
REVENUE & GROSS MARGIN
PEN million



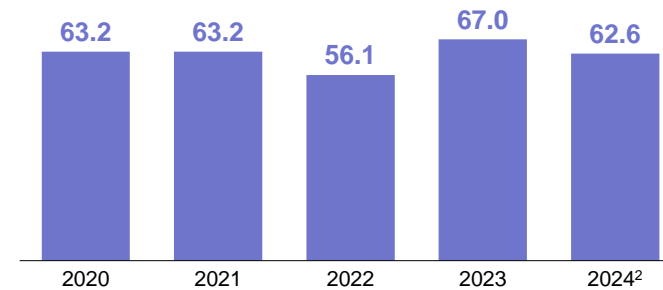
EBITDA & EBITDA MARGIN
PEN million



GROSS PROFIT PER MT
PEN



SG&A/GROSS PROFIT
%



(1) Alicorp sold its Crushing business on November 4, 2024. The consolidated figures as of September 2024 include the operations of this business, as it was still part of Alicorp at that time | (2) Last twelve months as of September 2024



CORPORATE STRATEGY



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

77%

Traditional channel

- 32% Exclusive Distributors
- 11% Wholesalers
- 34% Non-exclusive Distributors



23%

Modern channel²



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
Deputy Chief Executive Officer



LUIS BANCHERO
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



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:



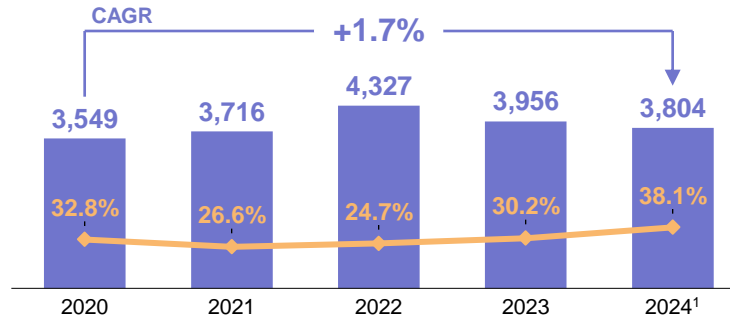


OUR BUSINESS UNITS

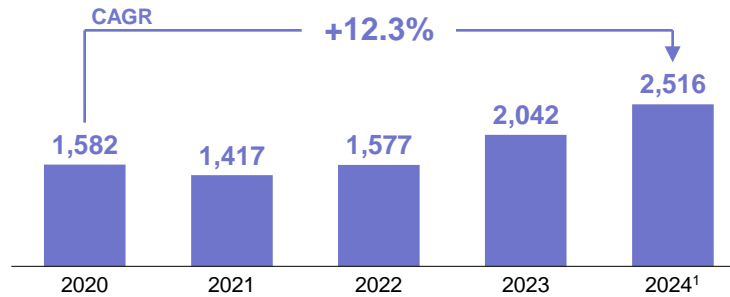
OUR CONSUMER GOODS PERU BUSINESS UNIT OFFERS FOODS, HOME AND PERSONAL CARE PRODUCTS

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

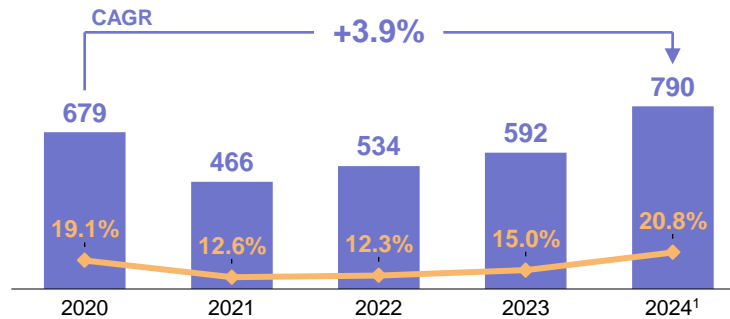
REVENUE & GROSS MARGIN
PEN million



GROSS PROFIT PER TON
PEN



EBITDA & EBITDA MARGIN
PEN million



HIGHLIGHTS

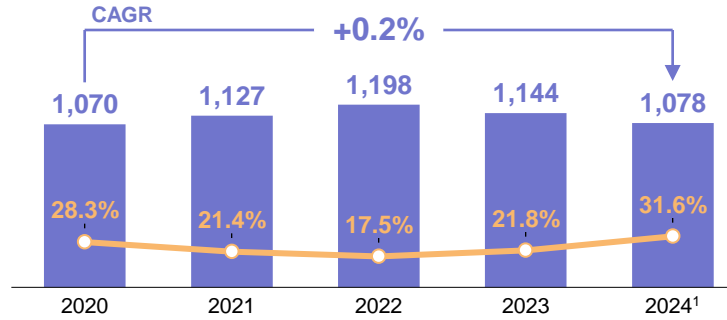
- Main production facility
- 31% of consolidated revenue
- Main categories:
 - Detergents 23% of revenue
 - Edible oils 14% of revenue
 - Pastas 12% of revenue
 - Cookies 9% of revenue
 - Sauces 8% of revenue
 - Laundry soap 4% of revenue

(1) Last twelve months as of September 2024

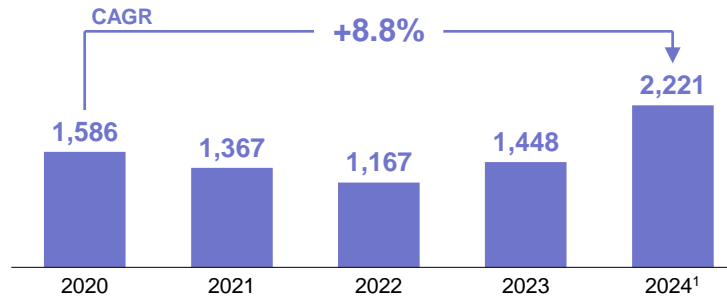
BOLIVIA: OUR UNIT PRODUCES AND DISTRIBUTES FOOD AND HOME CARE PRODUCTS

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

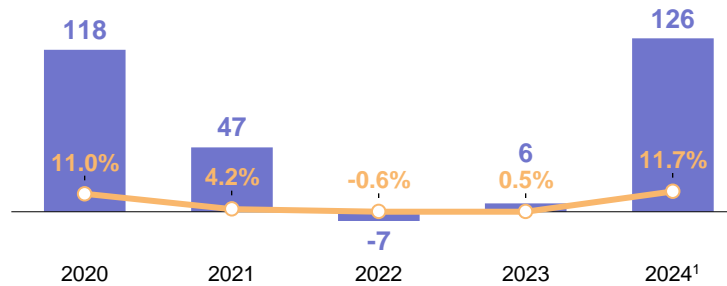
REVENUE & GROSS MARGIN
PEN million



GROSS PROFIT PER TON
PEN



EBITDA & EBITDA MARGIN
PEN million



HIGHLIGHTS

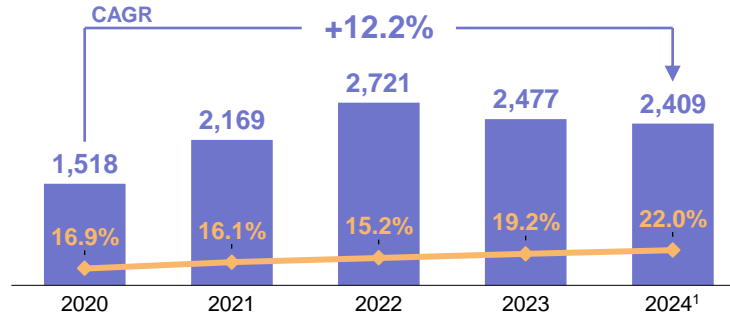
- Consumer Goods Bolivia**
 - Production facility
 - Main categories:
 - Edible Oils
27% of revenue
 - Detergents
23% of revenue
 - Shortnenings
15% of revenue
- Consumer Goods Ecuador**
 - Main categories:
 - Detergents
35% of revenue
 - Pastas
18% of revenue
 - Sauces
11% of revenue
- Other geographies, importing model in Latin America and the US**

(1) Last twelve months as of September 2024

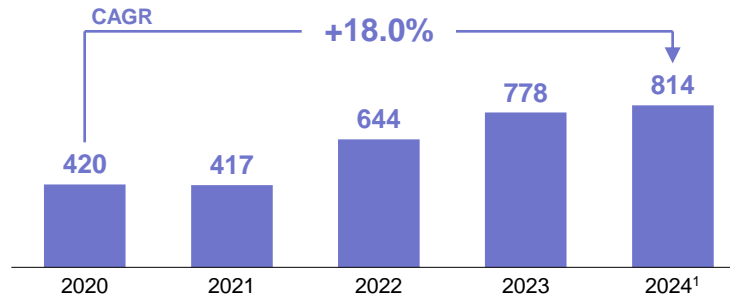
**OUR B2B BUSINESS
SERVES FOUR MAIN
PLATFORMS: BAKERY,
FOOD SERVICE,
INDUSTRIAL CLIENTS
AND CLEANING**

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

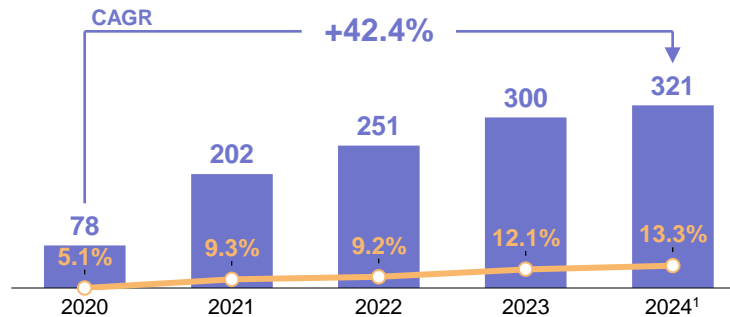
**REVENUE &
GROSS MARGIN**
PEN million



**GROSS PROFIT
PER TON**
PEN



**EBITDA & EBITDA
MARGIN**
PEN million



HIGHLIGHTS

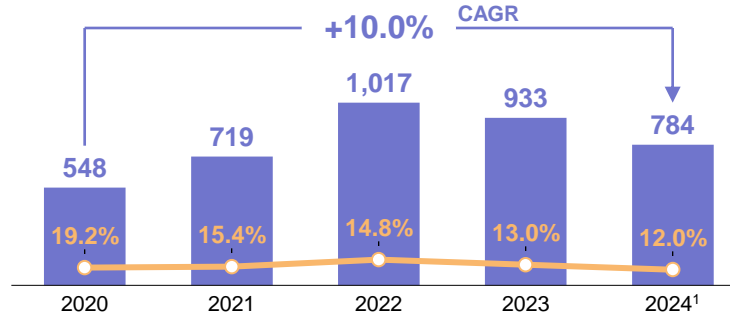
- Main presence: Peru
- 19% of consolidated revenue
- Main platforms:
 - Bakery**
49% of revenue
 - Food service**
28% of revenue
 - Industrial clients**
13% of revenue
 - Cleaning**
4% of revenue

(1) Last twelve months as of September 2024

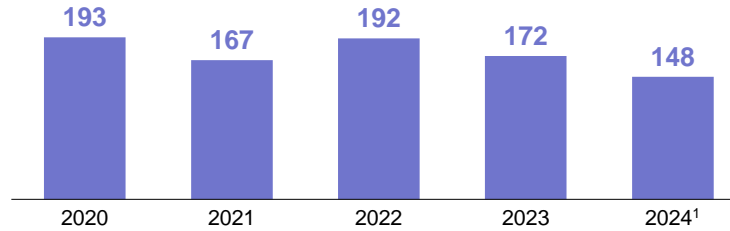
OUR AQUAFEED BUSINESS MAINLY PRODUCES SHRIMP FEED IN ECUADOR AND SALMON FEED IN CHILE

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

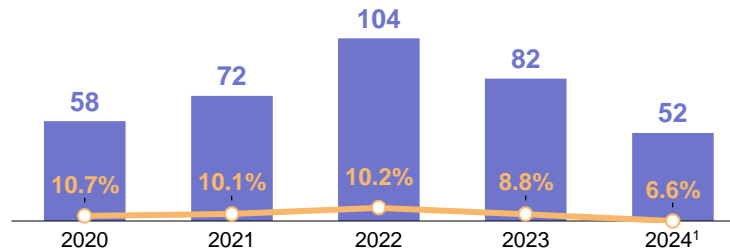
REVENUE & GROSS MARGIN
 USD million



GROSS PROFIT PER TON
 USD



EBITDA & EBITDA MARGIN
 USD million



HIGHLIGHTS

- **Shrimp feed platform:**
 - Production facilities
 - Ecuador
 - Peru
 - Honduras
 - 71% of revenue

- **Fish feed platform:**
 - Production facilities
 - Chile
 - Peru
 - 29% of revenue

(1) Last twelve months as of September 2024

4

LIQUIDITY AND BALANCE SHEET



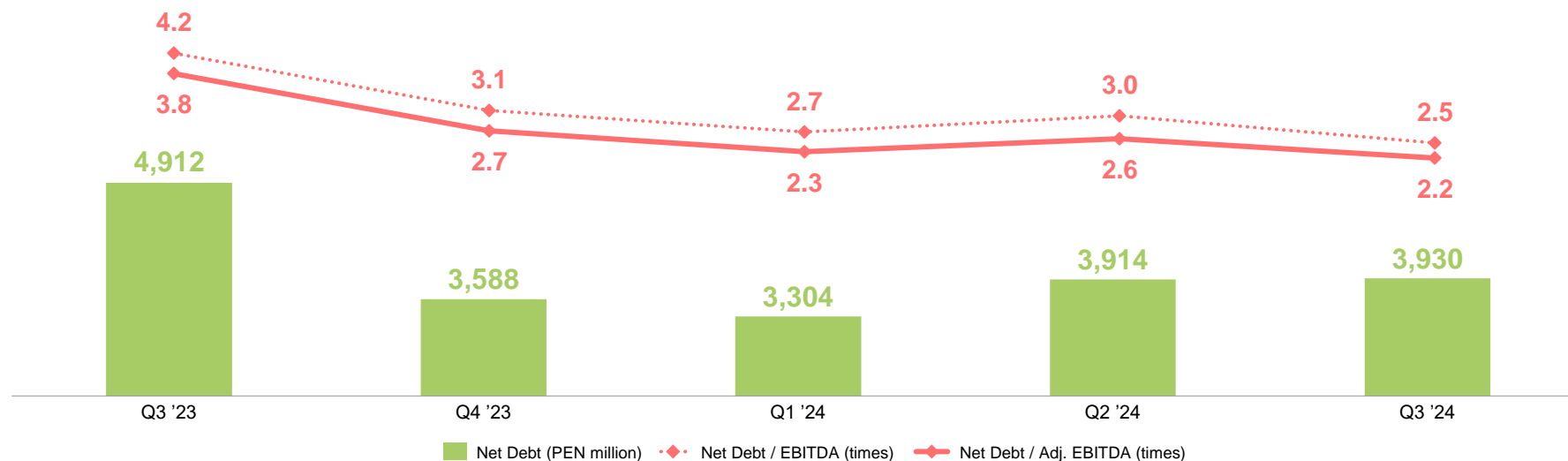
àlicorp



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



TOTAL CASH²

PEN 1,743 million available



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

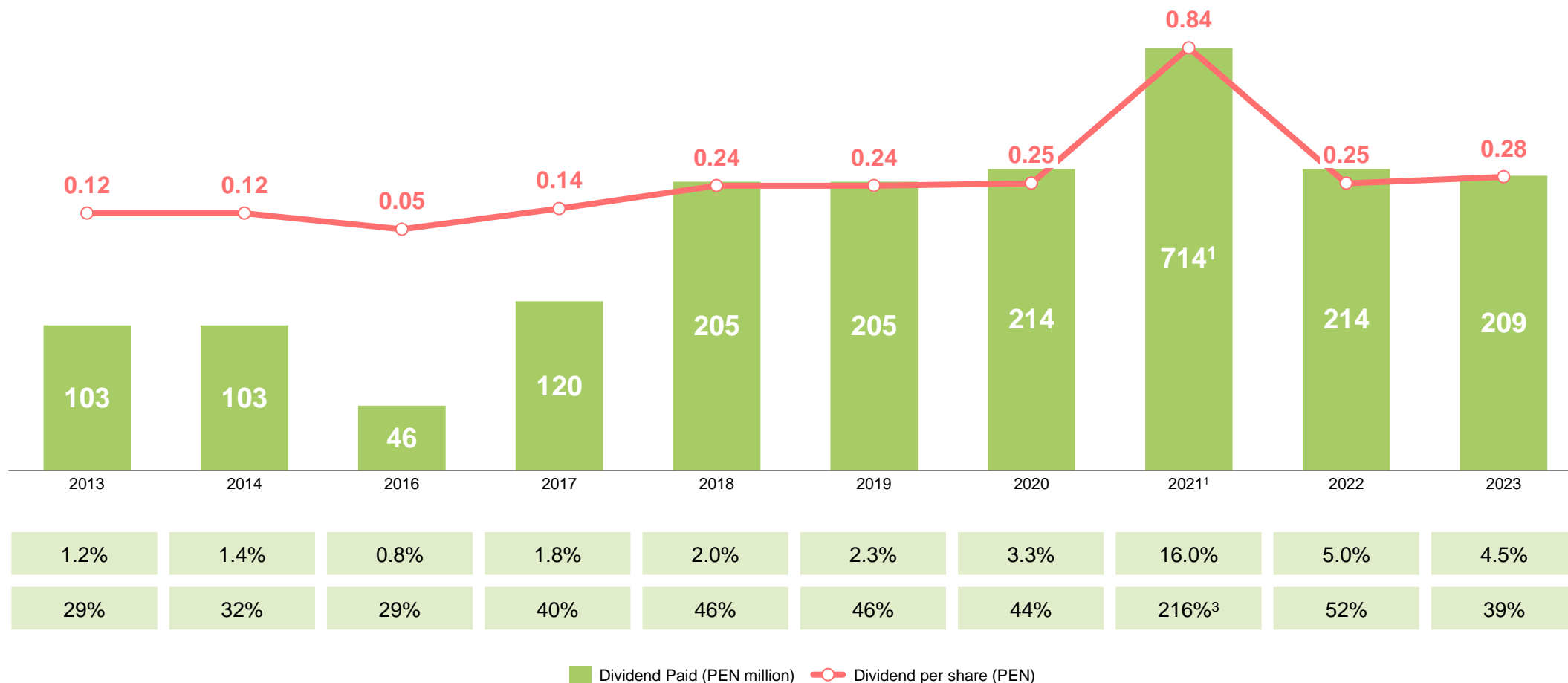
(1) Principal of debt only less cash and cash equivalents

(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) 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

A large, stylized graphic on the left side of the slide, consisting of a white outline of a leaf or petal shape filled with a dense pattern of small white dots. A vertical white line is positioned to the left of the text.

Roberto Dongo-Soria Pautrat

Investor Relations Officer

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