



EARNINGS CALL FOURTH QUARTER 2024

February 18th, 2025

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TOPICS

HIGHLIGHTS

1

CONSOLIDATED OPERATING RESULTS

2

OPERATING RESULTS BY BUSINESS

3

LIQUIDITY AND BALANCE SHEET

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OUR VIEW FOR 2025

5



HIGHLIGHTS

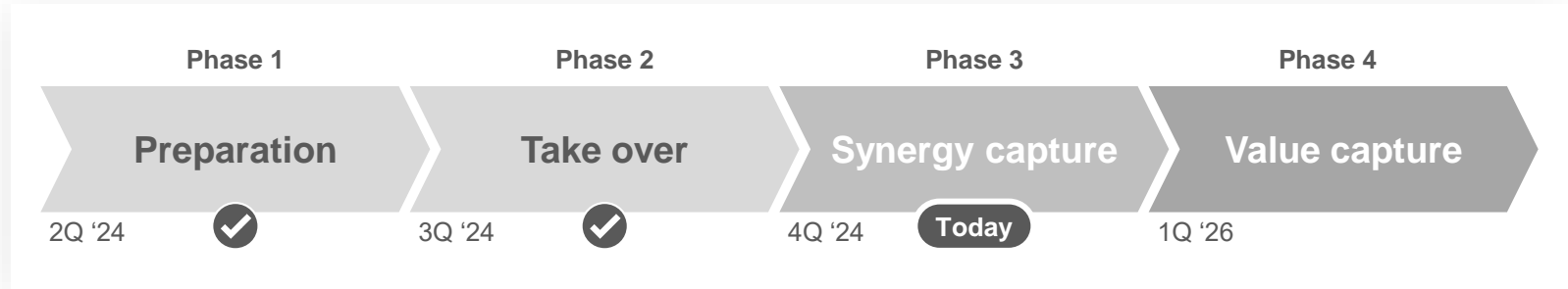


HIGHLIGHTS

Update on the Acquisition of Refinería del Espino S.A.C.

FIRST MONTHS OF ACTIVITIES ARE ON SCHEDULE AND MEETING THE MILESTONES DEFINED IN THE ACQUISITION PLAN

THE VALUE CREATION POTENTIAL IS IN LINE WITH BASE CASE



Multifunctional team	Top initiatives	Progress
Finance	<ul style="list-style-type: none"> Supply chain financing for the purchase of crude palm oil, crude soybean oil, and FFB¹ 	
Commercial & Marketing	<ul style="list-style-type: none"> Optimization of marketing and advertising expenses 	
Supply & Operations	<ul style="list-style-type: none"> Optimization of production site operations Savings in the purchase of supplies and packaging Production relocation opportunities Other logistic and storage expenses efficiencies 	
Other value creation opportunities	<ul style="list-style-type: none"> Implementation of the new governance model Other operating expenses efficiencies 	

(1) Fresh fruit bunch

WE SIGNED AN AGREEMENT FOR THE POTENTIAL ACQUISITION OF 100% OF THE SHARES OF JABONERÍA WILSON

THIS TRANSACTION SEEKS TO STRATEGICALLY STRENGTHEN OUR PRESENCE IN ECUADOR



Strengthening our presence in the **Andean Region**



Leverage our **competitive advantages**

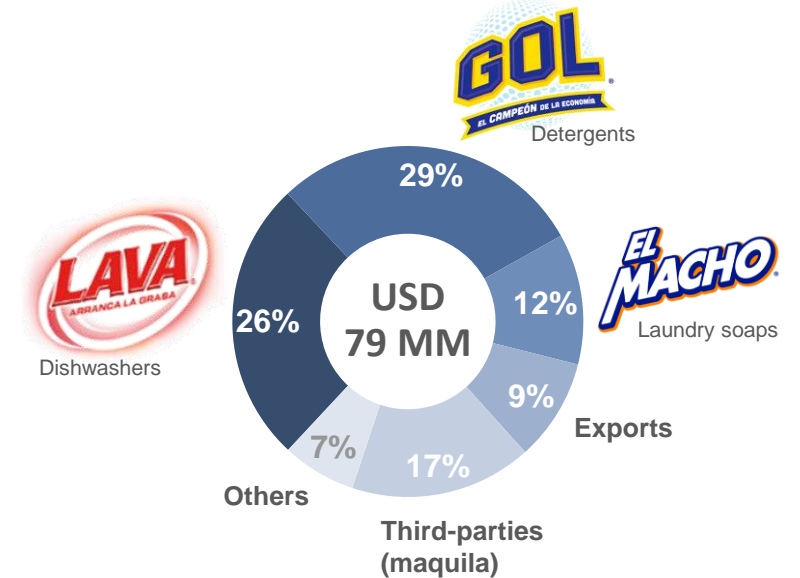


Enhance our **Ecuadorian operations**

Strategic rationale

- ✓ Over 70 years of experience in the **home care industry in Ecuador**
- ✓ **Leading player** in categories such as **dishwashers, detergents and laundry soaps**
- ✓ **Strong distribution network** with **well-known brands** and **deep knowledge of the Ecuadorian consumer**
- ✓ **Production plant** located in Calacalí, Quito
- ✓ The transaction includes the commercial operations of **Disanu S.A.C. in Peru** and **Sanuss S.A.S. in Colombia**

Main brands and sales breakdown¹



(1) Figures for full-year 2023

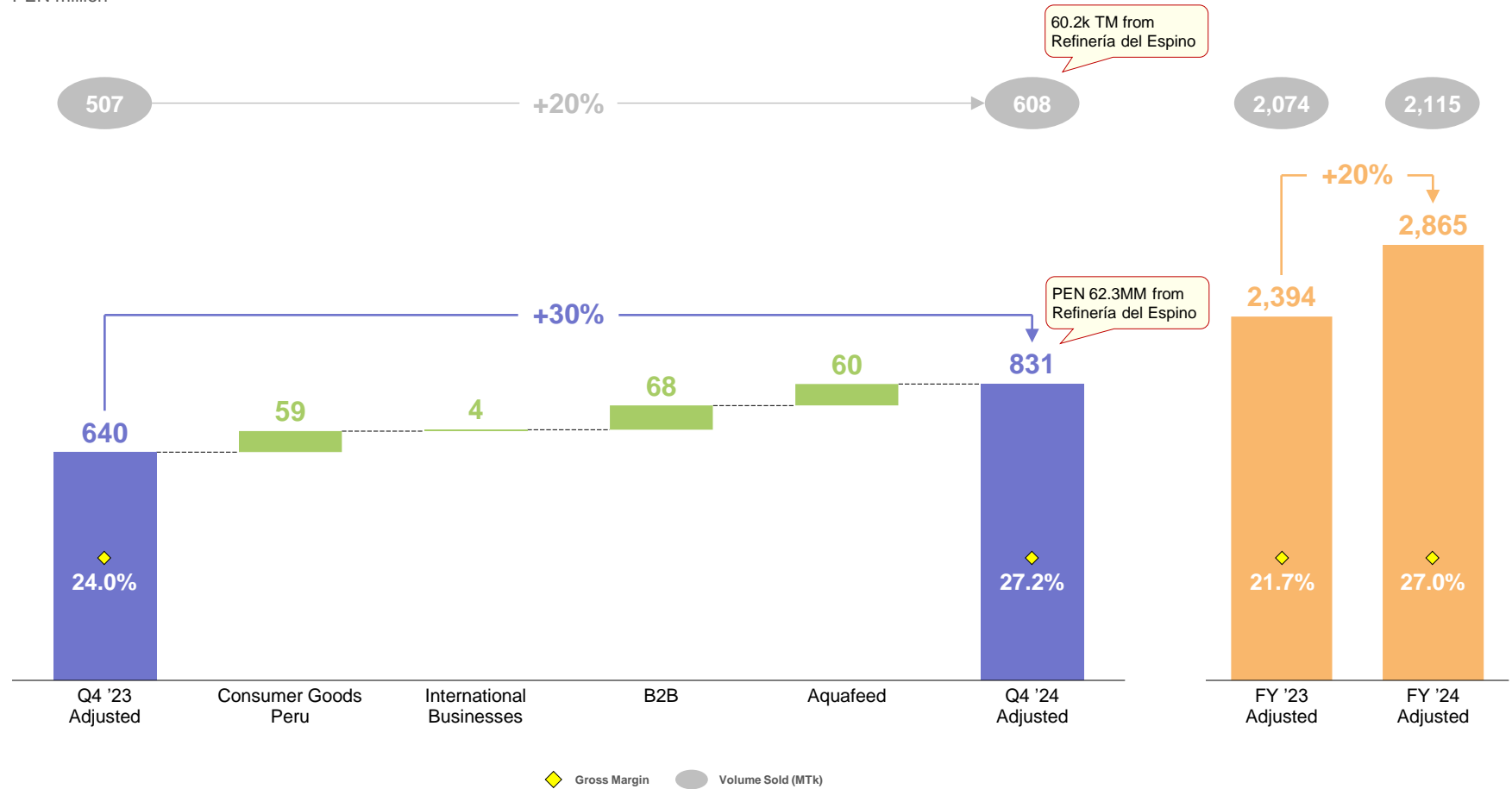
2 CONSOLIDATED OPERATING RESULTS



ADJUSTED GROSS PROFIT CONTINUES TO SHOW SOLID GROWTH DRIVEN BY ALL OUR BUSINESS UNITS

THE INCREASE IN VOLUME SOLD IS MAINLY EXPLAINED BY REFINERÍA DEL ESPINO AND AQUAFEED

PERFORMANCE SUMMARY – ADJUSTED GROSS PROFIT¹
PEN million

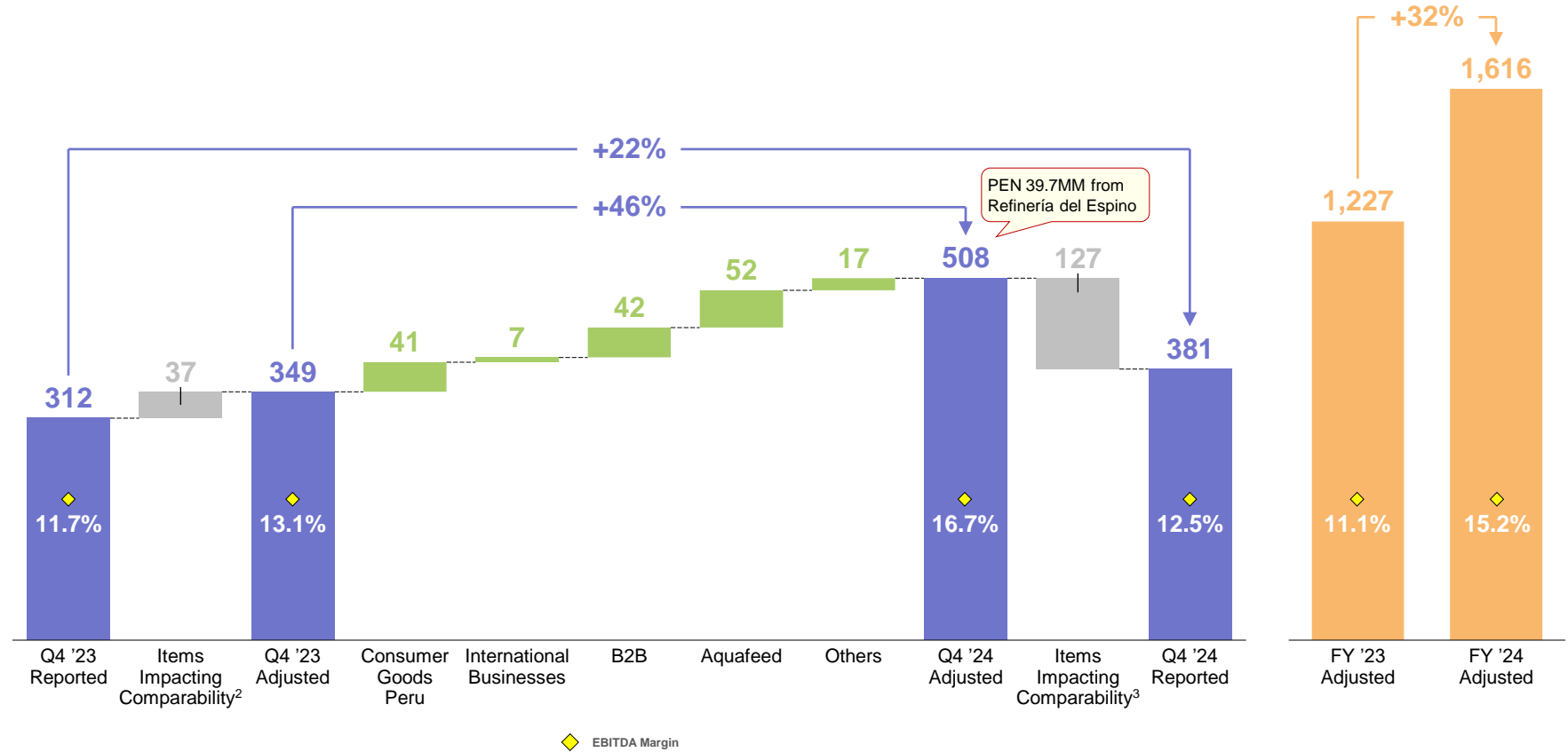


(1) All figures are presented on a proforma basis excluding adjustments, unless otherwise stated, and do not include the Crushing business, which was sold in November 2024

PERFORMANCE SUMMARY – ADJUSTED EBITDA¹
PEN million

ADJUSTED EBITDA INCREASED YoY DRIVEN BY HIGHER GROSS PROFIT

ON A FULL-YEAR BASIS ADJUSTED EBITDA SHOWED A REMARKABLE 32% INCREASE



(1) All figures are presented on a proforma basis excluding adjustments, unless otherwise stated, and do not include the Crushing business, which was sold in November 2024

(2) Q4 '23 adjustments → Impairment of intangible assets PEN 15.4MM, Restructuring expenses PEN 11.3MM, Inventory losses PEN 3.8MM, M&A expenses PEN 3.2MM and Impairment of fixed assets PEN 3.2MM

(3) Q4 '24 adjustments → Impairment of intangible assets PEN 95.4MM, Impairment of fixed assets PEN 15.5MM, Restructuring expenses PEN 13.1MM and M&A expenses PEN 3.4MM



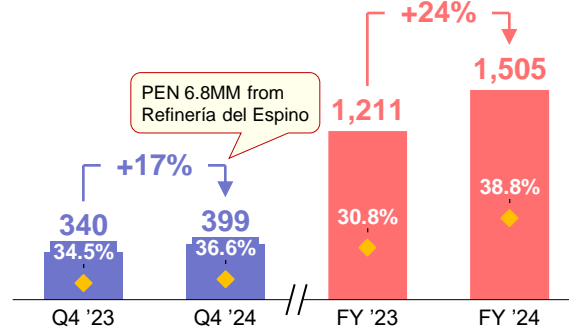
OPERATING RESULTS BY BUSINESS

CONSUMER GOODS PERU²

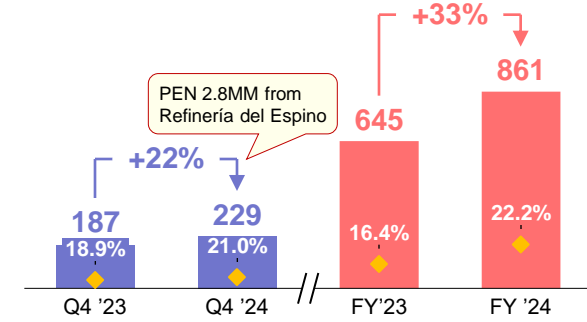
PEN million



ADJ. GROSS PROFIT & MARGIN

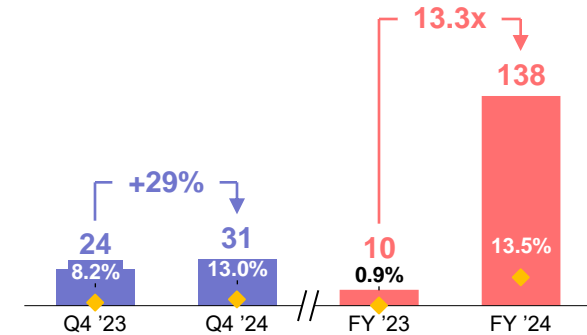
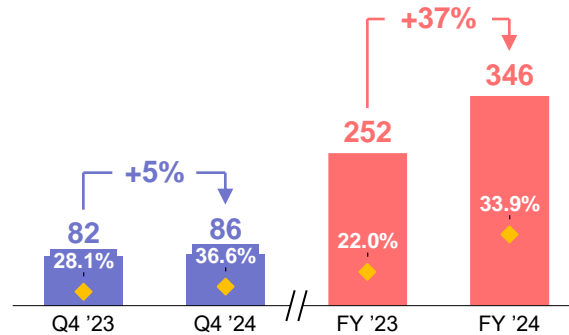


ADJ. EBITDA & MARGIN



INTERNATIONAL BUSINESSES³

PEN million



(1) All figures are presented on a proforma basis excluding adjustments, unless otherwise stated

(2) Adjustments → Q4 '23: Restructuring expenses PEN 6.2MM, Impairment intangible assets PEN 6.1MM, Impairment fixed assets PEN 2.6MM and Inventory losses PEN 1.0MM. Q4 '24: Impairment intangible assets PEN 12.0MM, Restructuring expenses PEN 8.3MM, Impairment fixed assets PEN 5.0MM and M&A expenses PEN 0.6MM

(3) Adjustments → Q4 '23: Inventory losses PEN 0.7MM and Restructuring expenses PEN 0.3MM. Q4 '24: Impairment intangible assets PEN 15.1MM and Impairment fixed assets PEN 0.3MM

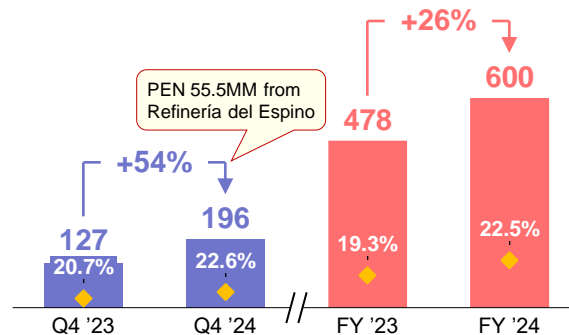
OPERATING RESULTS BY BUSINESS
B2B and Aquafeed: Q4 Performance¹

B2B²

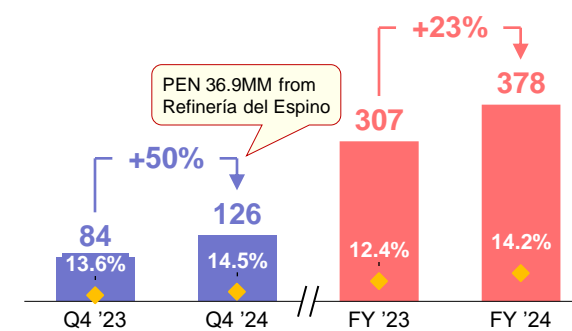
PEN million



ADJ. GROSS PROFIT & MARGIN

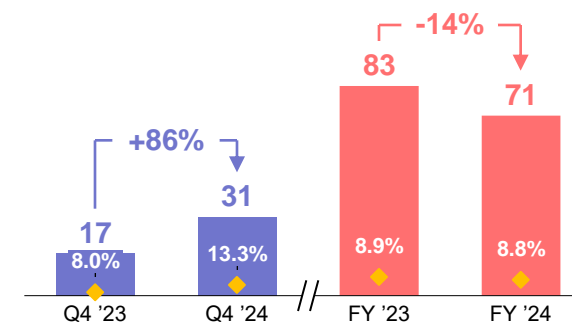
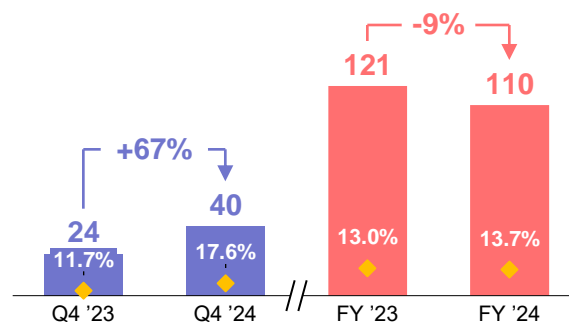


ADJ. EBITDA & MARGIN



AQUAFEED³

USD million



(1) All figures are presented on a proforma basis excluding adjustments, unless otherwise stated

(2) Adjustments → Q4 '23: Impairment intangible assets PEN 2.6MM, Inventory losses PEN 2.1MM, Restructuring expenses PEN 1.4MM and Impairment fixed assets PEN 0.6MM. Q4 '24: Impairment fixed assets PEN 6.9MM, Restructuring expenses PEN 4.8MM, Impairment intangible assets PEN 1.2MM and M&A expenses PEN 1.2MM

(3) Adjustments → Q4 '23: Restructuring expenses USD 0.9MM. Q4 '24: Impairment intangible assets USD 17.8MM

4

LIQUIDITY AND BALANCE SHEET



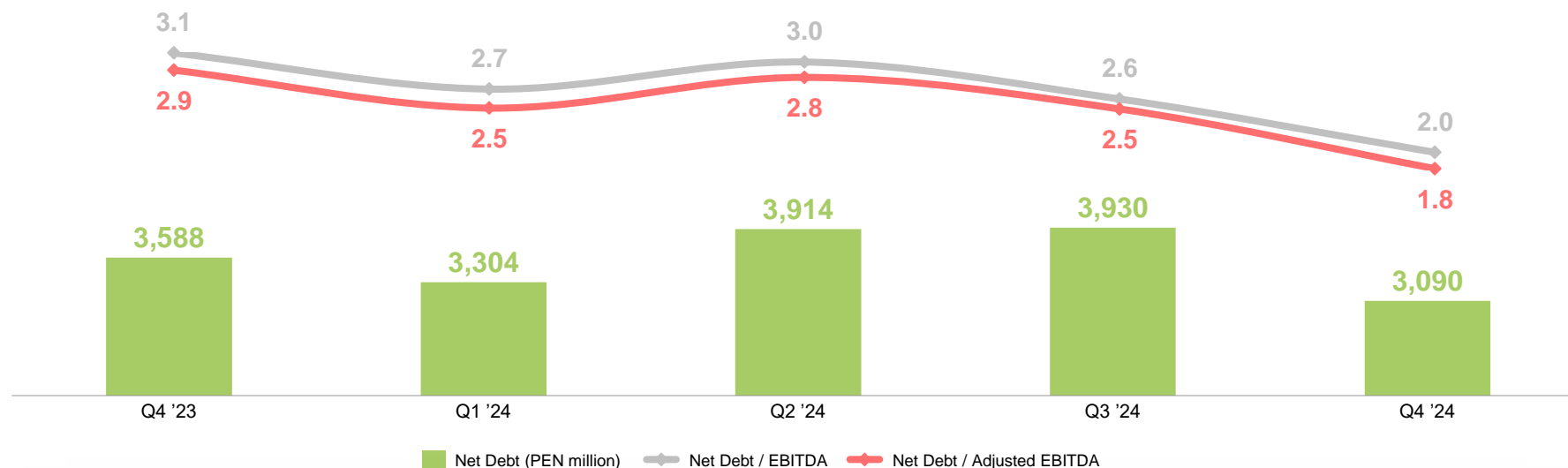
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**1.1x IMPROVEMENT
IN OUR LEVERAGE
REDUCTION, DRIVEN
BY STRONG CASH
FLOW GENERATION**

**WE EXPECT TO
MAINTAIN HEALTHY
LEVELS IN 2025,
SUPPORTED BY
STRONG BUSINESS
PERFORMANCE AND
STRATEGIC
WORKING CAPITAL
MANAGEMENT**

INDEBTEDNESS EVOLUTION¹



<p>TOTAL CASH² PEN 1,975 million available</p>	<p>DEBT COVERAGE^{3,4} 2.4x over next 12 months 1.2x over next 24 months</p>	<p>MAIN LEVERAGE IMPACTS IN Q4 '24⁶</p> <p>Acquisition of Refinería del Espino → +0.3x</p> <p>Sale of Crushing business → -0.2x</p> <p>Share buybacks through 2024 → +0.6x</p>
<p>ACCESS TO FUNDING PEN 452 million of available committed credit lines PEN 7.1 billion of available uncommitted credit lines</p>	<p>CREDIT RATINGS S&P BBB- Stable Fitch BBB Stable</p>	

(1) Only debt principal less cash and cash equivalents
 (2) Excludes restricted funds of PEN 8MM, reported Total Cash: PEN 1,984MM
 (3) Principal only
 (4) Includes committed credit lines. Excluding these lines, the ratios would be 1.99x over the next 12 months and 0.94x over the next 24 months
 (5) Unsolicited credit rating
 (6) On a proforma basis



OUR VIEW GOING FORWARD





**CONSOLIDATED
REVENUE**

**10-12%
GROWTH**



**CONSOLIDATED
ADJ. EBITDA**

**MID-TO-HIGH
SINGLE DIGIT
GROWTH**



LEVERAGE

**2.0x-2.5x
NET DEBT TO
ADJ. EBITDA**



CAPEX

USD ~70 MM



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APPENDIX
Reported and Adjusted Results Summary

GROSS PROFIT



	Q4 '23		Q4 '24		FY '23		FY '24	
	Reported	Adjusted	Reported	Adjusted	Reported	Adjusted	Reported	Adjusted
CGP PEN	340.9	340.2	398.8	398.8	1,192.7	1,210.9	1,504.6	1,505.0
CGI PEN	81.0	81.7	85.7	85.7	249.3	251.6	345.7	345.8
B2B PEN	126.5	127.3	195.5	195.5	476.3	477.7	599.5	599.5
Aquafeed USD	24.0	24.0	40.2	40.2	121.4	121.4	110.4	110.4
Total PEN	639.4	640.3	831.3	831.3	2,372.5	2,394.3	2,864.9	2,865.3

EBITDA



	Q4 '23		Q4 '24		FY '23		FY '24	
	Reported	Adjusted	Reported	Adjusted	Reported	Adjusted	Reported	Adjusted
CGP PEN	170.7	186.6	202.7	228.5	592.6	644.9	822.7	861.4
CGI PEN	22.7	23.7	15.2	30.5	6.0	10.4	118.9	137.8
B2B PEN	77.2	83.9	111.6	125.6	299.6	306.7	355.4	377.8
Aquafeed USD	15.6	16.5	12.8	30.6	81.8	82.7	49.2	70.8
Total PEN	311.7	348.6	381.1	508.5	1,152.8	1,227.4	1,460.4	1,616.4



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