

Alicorp is the leading company of consumer goods in Peru and one of the biggest in Latin America

ALICORP IN THE REGION



8,000+  
Employees

37  
Industrial Plants

30+  
Countries

**REVENUES  
2022 LTM**

**14.1  
PEN Billion<sup>1</sup>**  
~3.6 USD Billion

**46%<sup>1</sup>  
Out of Peru**

**11%<sup>2</sup>  
CAGR**  
2014-2022 LTM

DIVISION BY BUSINESS<sup>1</sup>

<b>CONSUMER GOODS</b>	<b>BRANDED FOODS, HOME &amp; PERSONAL CARE</b> 36% of total revenue 🇵🇪 77% 🇮🇵 14% 🇨🇴 4% OTHERS 5%
<b>B2B</b>	<b>FOOD SERVICE, BAKERIES, INDUSTRIAL PRODUCTS</b> 18% of total revenue 🇵🇪 99%
<b>AQUAFEED</b>	<b>SHRIMP FEED, SALMON FEED</b> 25% of total revenue 🇨🇴 61% 🇨🇱 28% 🇵🇪 5%
<b>CRUSHING</b>	<b>SOYBEAN &amp; SUNFLOWER SEED PROCESSING</b> 21% of total revenue 🇵🇪 32% 🇨🇴 29% 🇮🇵 9% OTHERS 30%

<sup>1</sup> LTM as of June 2022  
<sup>2</sup> In PEN

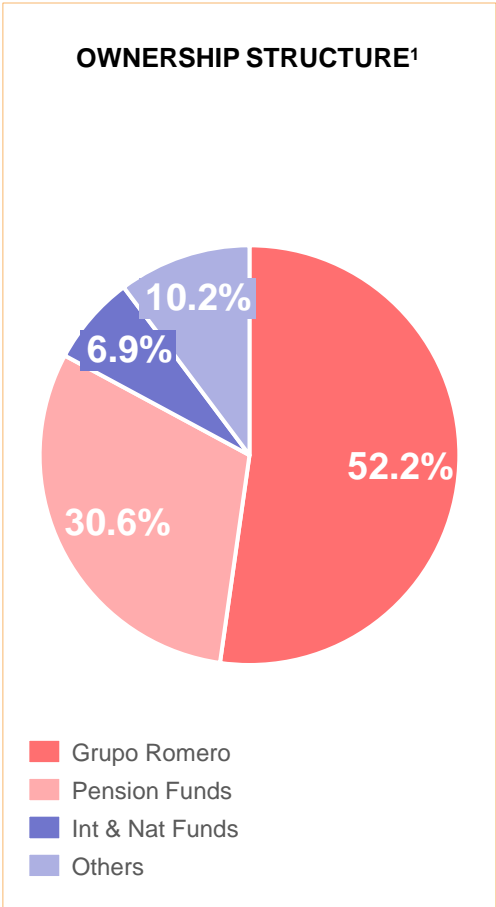
## Continuous interaction with key stakeholders

**OUR MAIN SHAREHOLDER IS A LEADING ECONOMIC GROUP IN PERU**

**WE ARE COMMITTED TO CREATE VALUE FOR OUR SHAREHOLDERS, MAINTAINING OUR INVESTMENT GRADE UNDER THE BEST CORPORATE GOVERNANCE PRACTICES**

**KEY AND CURRENT SHAREHOLDERS**

**CREDIT RATING AGENCIES**



<sup>1</sup> Figures as of August 2022

Well-defined strategy that provides sustainable growth rates



LEVERAGED IN COMPETITIVE ADVANTAGES

CONSUMER GOODS – PERU  
GO-TO-MARKET STRATEGY

<b>+110k POS</b> Traditional channel <sup>1</sup>	<b>3,533 POS</b> Modern channel <sup>2</sup>
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PRODUCT DEVELOPMENT

**607**  
New launched products since 2011<sup>3</sup>

BRAND MANAGEMENT

**165 to 90**  
Brands Categories

STRATEGIC M&A AND INTEGRATION

**9** Acquisitions since 2012

INDUSTRIAL SCALE

- Enhance procurement
- Dilution of fixed cost



DELIVERING HEALTHY GROWTH RATES

**+13%**

Revenue  
2016-2022 LTM CAGR<sup>4</sup>

**+11%**

EBITDA  
2016-2022 LTM CAGR<sup>4</sup>

<sup>1</sup> Information provided by the Consumer Goods Peru division, including Intradevco's operations  
<sup>2</sup> Includes Supermarkets, Discounters, Cash & Carriers, Convenience Stores, Home Centers and Pharmacies  
<sup>3</sup> As of June 2022  
<sup>4</sup> In PEN million. Includes Fino, Sao and Intradevco acquisitions. PEN devaluated 8% in the past 5 years  
<sup>5</sup> Santa Amália was sold in 4Q21

## Alicorp is the undisputed leader in its core markets

## RANKED #1 FOR MAIN CATEGORIES

Business	Category	Brands	Rank	% of sales <sup>1</sup>	Competitors
Consumer Goods Peru <sup>2</sup>	Laundry Detergents		#1	6.7%	
	Edible Oils		#1	5.9%	
	Pasta		#1	3.5%	
	Cookies & Crackers		#1	2.1%	
B2B <sup>2</sup>	Industrial Baking Flour		#1	6.3%	
	Industrial Oil		#1	5.8%	
	Shortenings		#1	1.6%	
Consumer Goods International	Edible Oils (Bolivia)		#1	1.8%	
	Laundry Soap (Bolivia)		#1	0.2%	
	Sauces (Ecuador)		#2	0.1%	
Aquafeed <sup>3</sup>	Shrimp feed (Ecuador)		#1	15.0%	
	Fish feed (Chile)		#4	6.9%	
	Fish feed (Peru)		#1	0.7%	
Crushing	Soybean & Sunflower seed		#1	21.3%	

Source: Kantar World Panel (Consumer Goods Peru and B2B) / Nielsen NRI (Consumer Goods International) / Internal Estimates (Aquafeed)

<sup>1</sup> Based on consolidated Revenue LTM as of June 2022.<sup>2</sup> Alicorp has +50% of the market share<sup>3</sup> In Shrimp Feed, Alicorp has ~30% of market share in Ecuador. In Fish Feed, Alicorp has +10% of market share in Chile

## Highly experienced management supported by a leading and innovative shareholder group in Peru

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

- Support from a regional conglomerate champion such as Grupo Romero
- Governance model under the “One Alicorp” mindset to encourage transfer of knowledge and focus on talent management



**ALFREDO PÉREZ**  
CEO



**MANUEL ROMERO**  
CFO



**PATRICIO JARAMILLO**  
VP – Consumer Goods



**LUIS ESTRADA**  
VP – B2B, Commodities Management & Crushing



**HUGO CARRILLO**  
General Manager – Vitapro



**STEFAN STERN**  
VP – Supply Chain



**MAGDALENA MORALES**  
VP – Corporate Affairs



**PAOLA RUCHMAN**  
VP – Human Resources

### Highly Awarded

