



**alicorp**

# **CORPORATE PRESENTATION**

April 2025

# 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

### GONSUMER 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

- Customer-centric approach
- Market leadership in core categories
- Growth strategy driven by transformation

### 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



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	

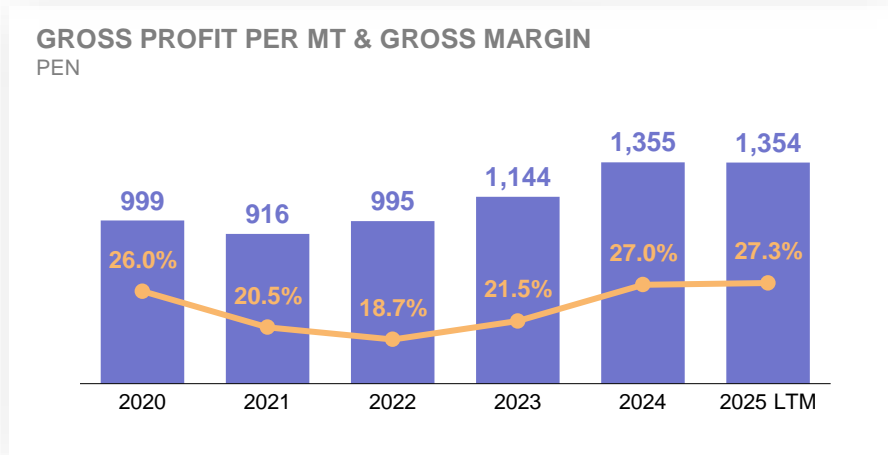
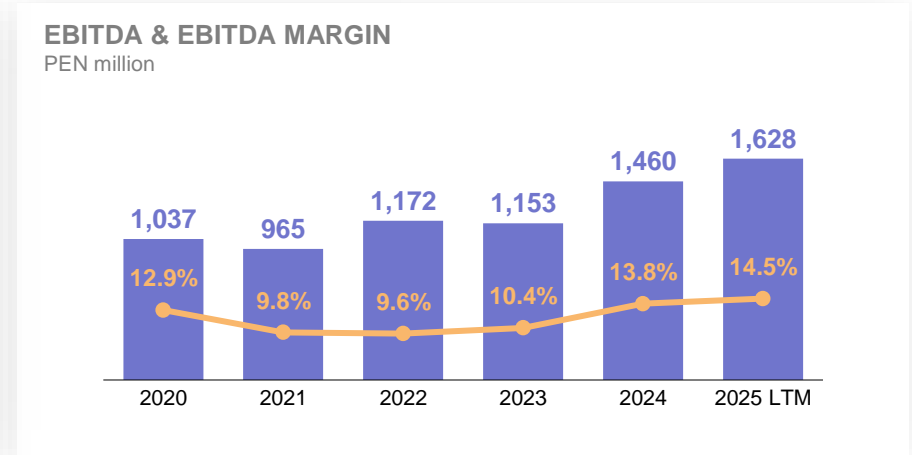
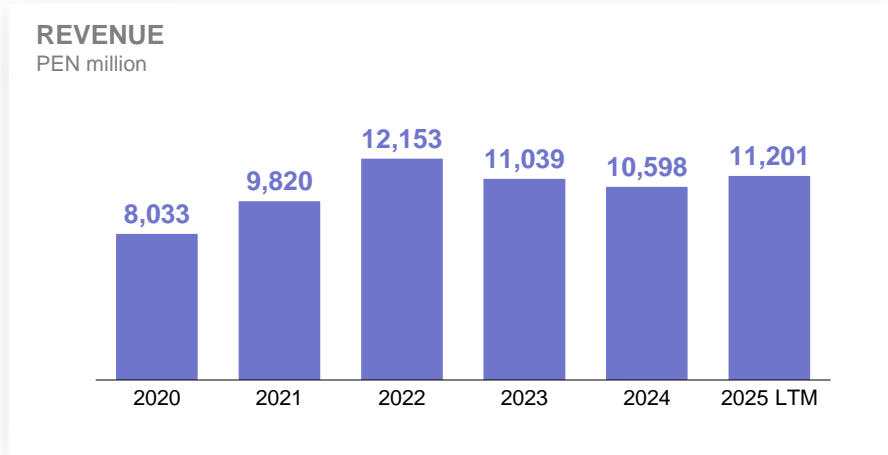
AQUAFEED

Shrimp (ECU)	
Shrimp (PER)	
Shrimp (HON)	
Fish (PER)	
Fish (CH)	

**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**



(1) LTM figures as of March 2025



# 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**.

## HOW TO WIN?



**Management of relevant, distinctive, and memorable brands** through deep consumer insights, a focus on core brands, and the traditional channel



A **powerful Go-to-Market strategy**, leveraging superior customer reach and a deep understanding of both the customer and the shopper



**Efficient and flexible supply chain** management



**Strategic discipline** through active portfolio management and an efficient resources allocation

## WHERE TO PLAY?





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

**Wellbeing** and inclusion  
for our people and  
consumers



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

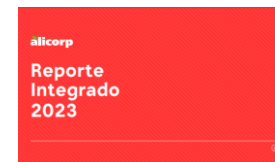


**Environmental** care  
through operational eco-  
efficiency and sustainable  
packaging



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

**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:**

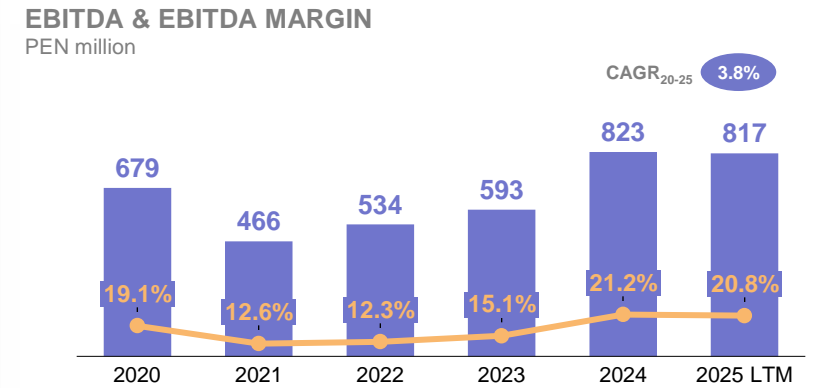
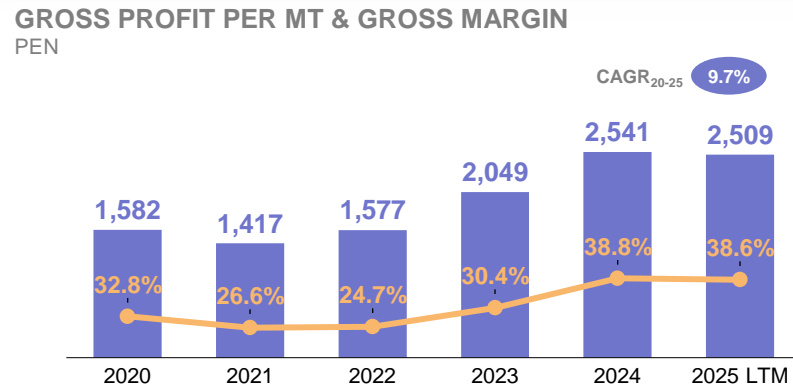
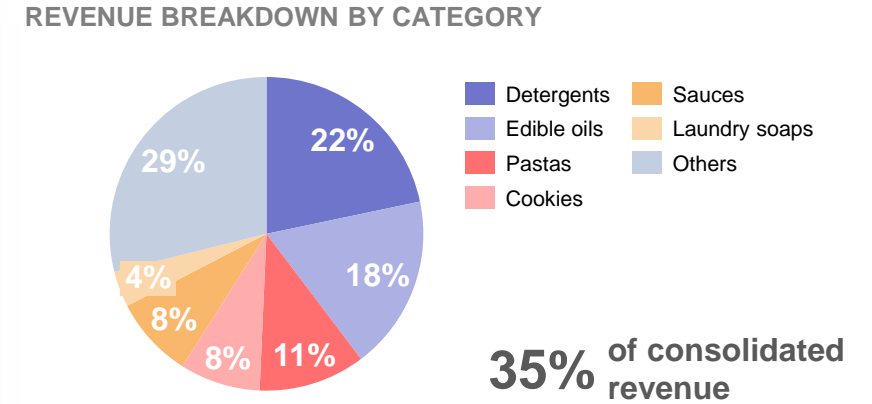
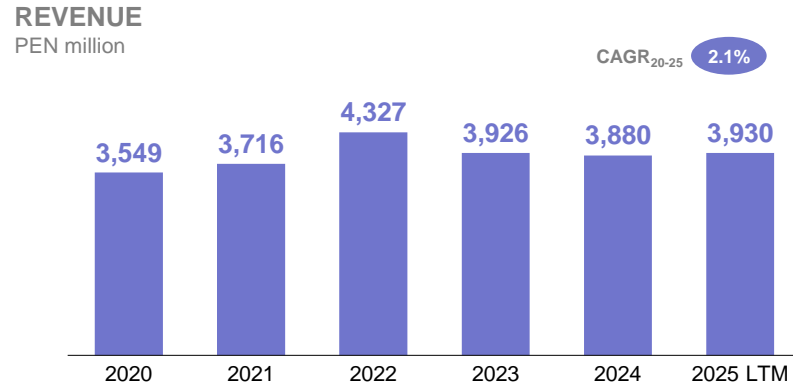




# OUR BUSINESS UNITS

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

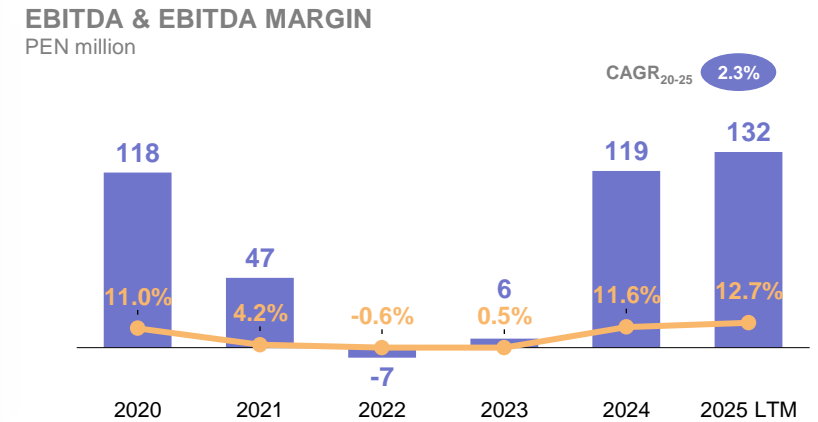
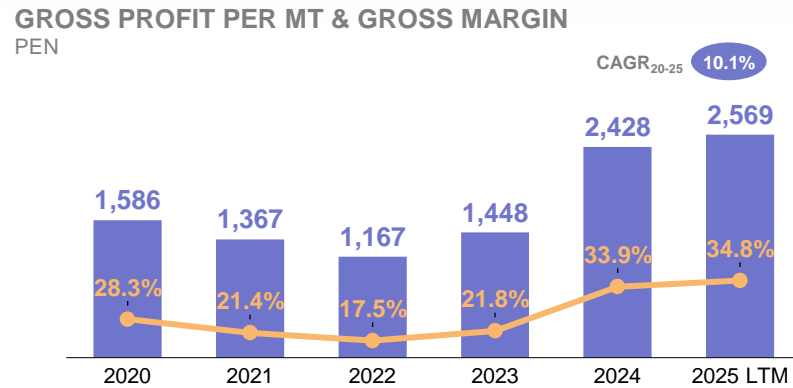
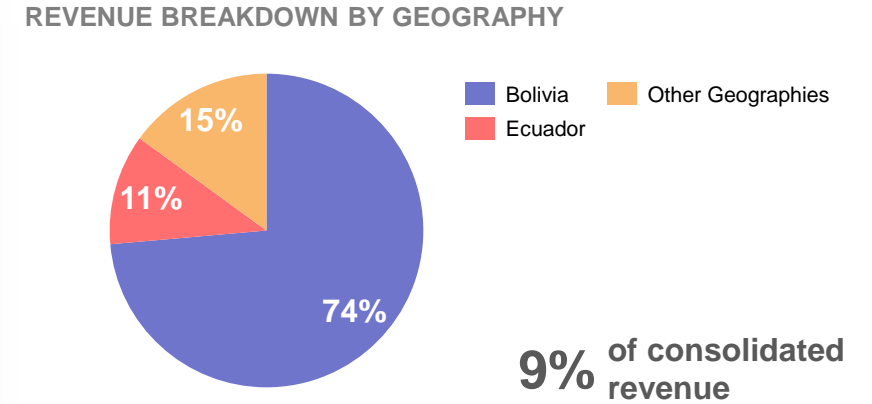
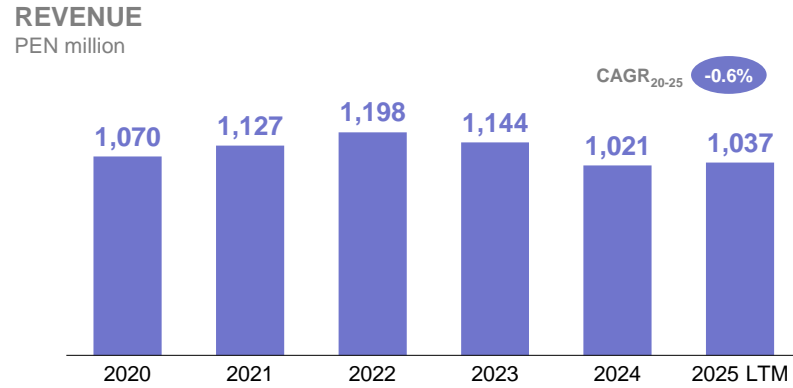
**OUR MULTI-TIER AND MULTI-CHANNEL STRATEGY ENABLES A LEADERSHIP PRESENCE, LEVERAGING OUR MAIN PRODUCTION FACILITY**



(1) LTM figures as of March 2025

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

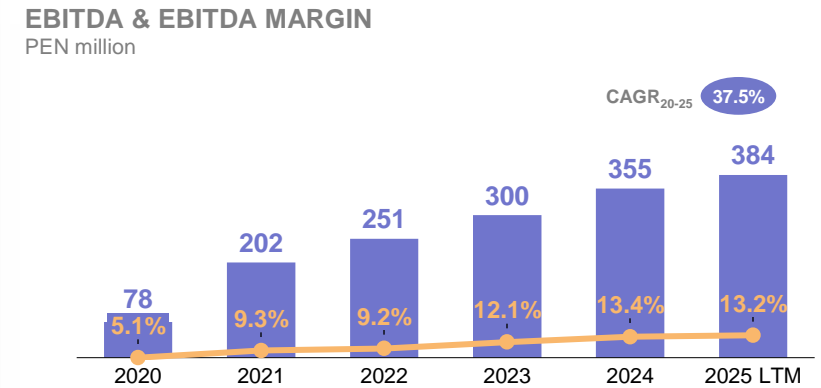
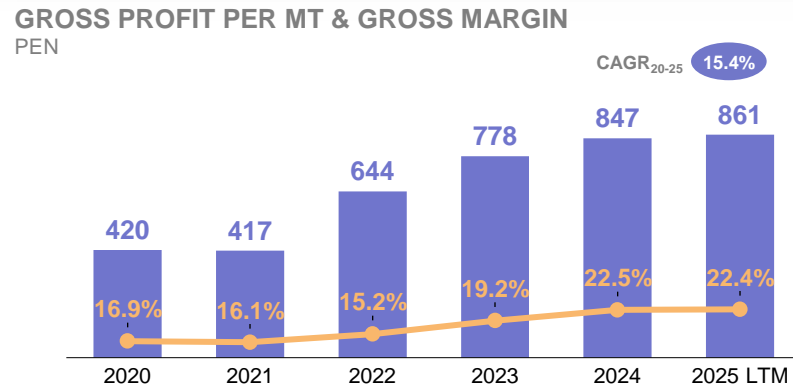
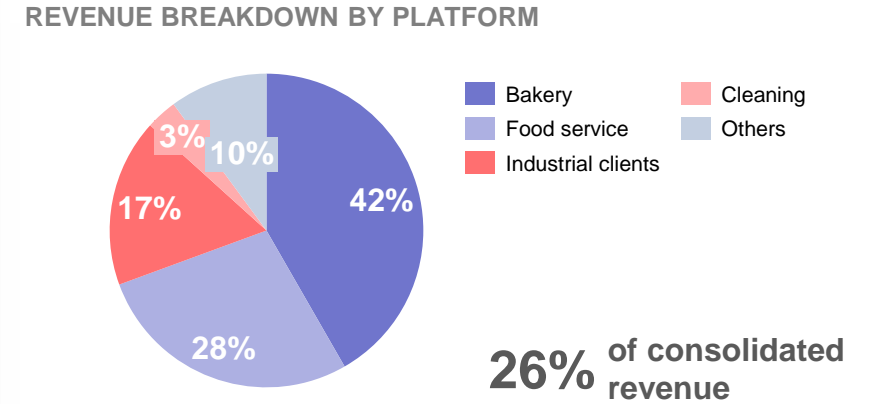
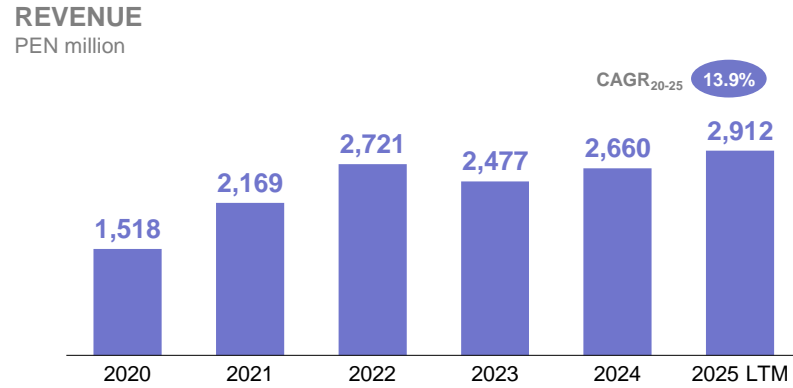
**WE HAVE A  
PRODUCTION FACILITY  
IN BOLIVIA AND  
OPERATE WITH AN  
EXPORT MODEL IN  
ECUADOR AND OTHER  
GEOGRAPHIES**



(1) LTM figures as of March 2025

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

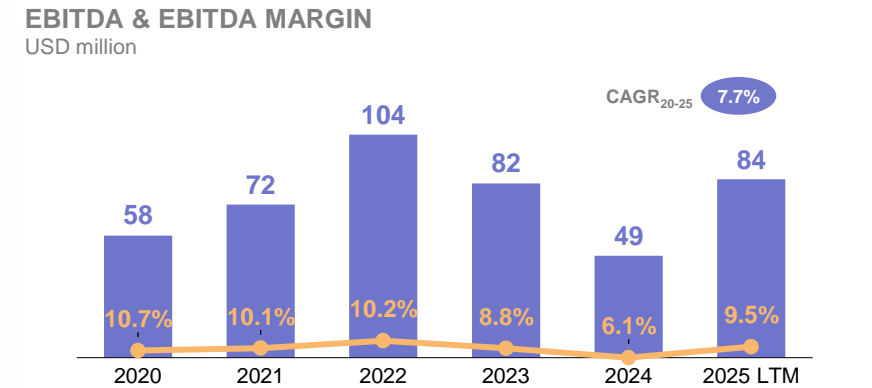
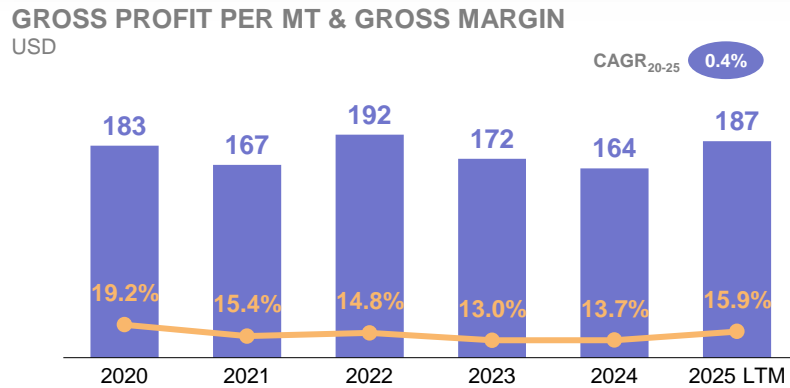
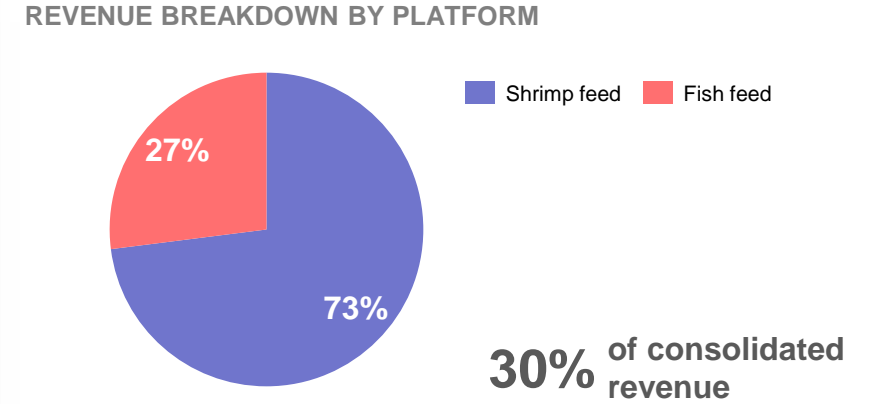
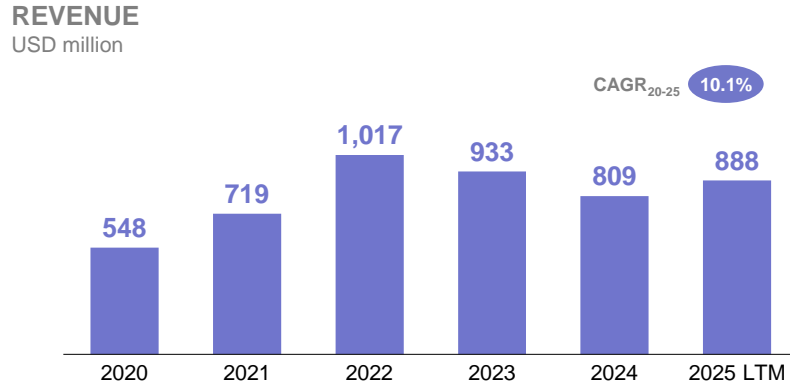
**WE CREATE VALUE FOR OUR CLIENTS THROUGH TOP-QUALITY PRODUCTS AND OUR DIGITAL SOLUTIONS**



(1) LTM figures as of March 2025

**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**



(1) LTM figures as of March 2025

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# LIQUIDITY AND BALANCE SHEET



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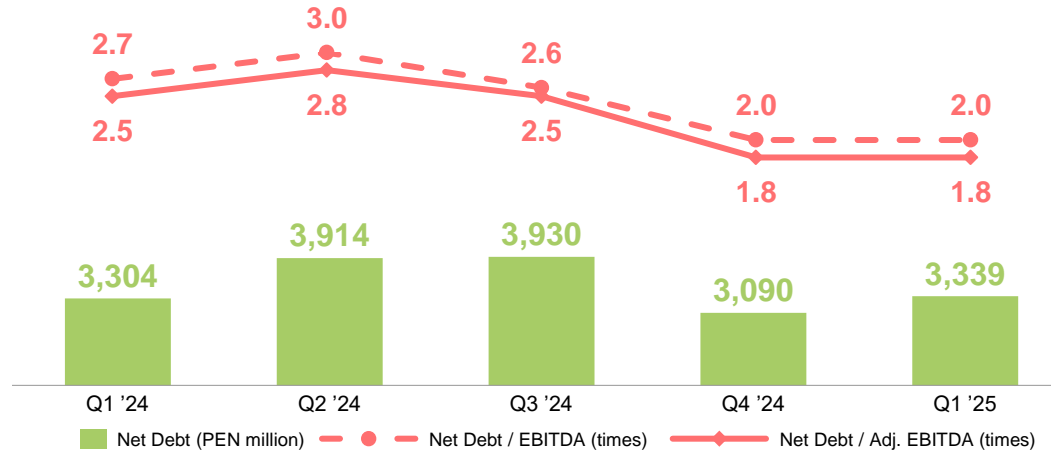




**0.7 TURNS YoY  
IMPROVEMENT IN  
LEVERAGE, DRIVEN BY  
STRONG CASH FLOW  
GENERATION**

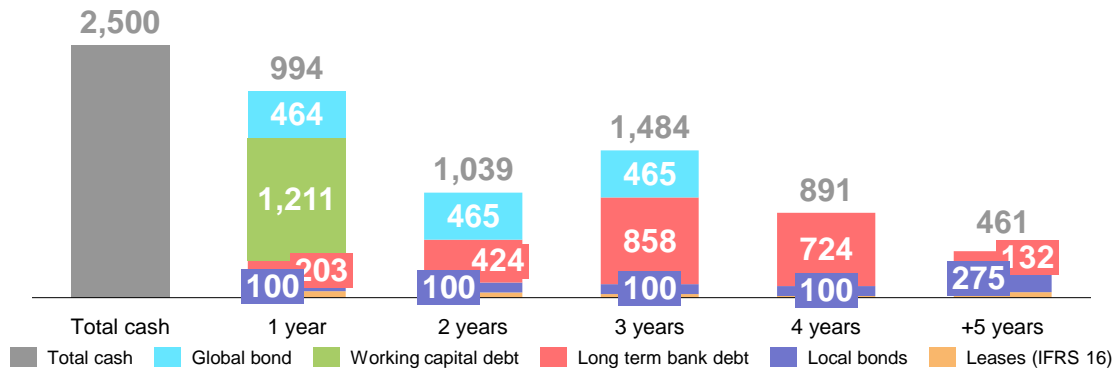
**COMFORTABLE  
LEVERAGE LEVELS  
SUPPORTED BY ROBUST  
BUSINESS  
PERFORMANCE AND  
STRATEGIC WORKING  
CAPITAL MANAGEMENT**

**INDEBTEDNESS EVOLUTION<sup>1</sup>**



**MATURITY PROFILE AS OF MARCH 2025**

PEN million



**DEBT COVERAGE<sup>3,4</sup>**

1.4x over next 12 months  
1.0x over next 24 months



**ACCESS TO FUNDING**

PEN 441 million of available committed credit lines  
PEN 6.8 billion of available uncommitted credit lines

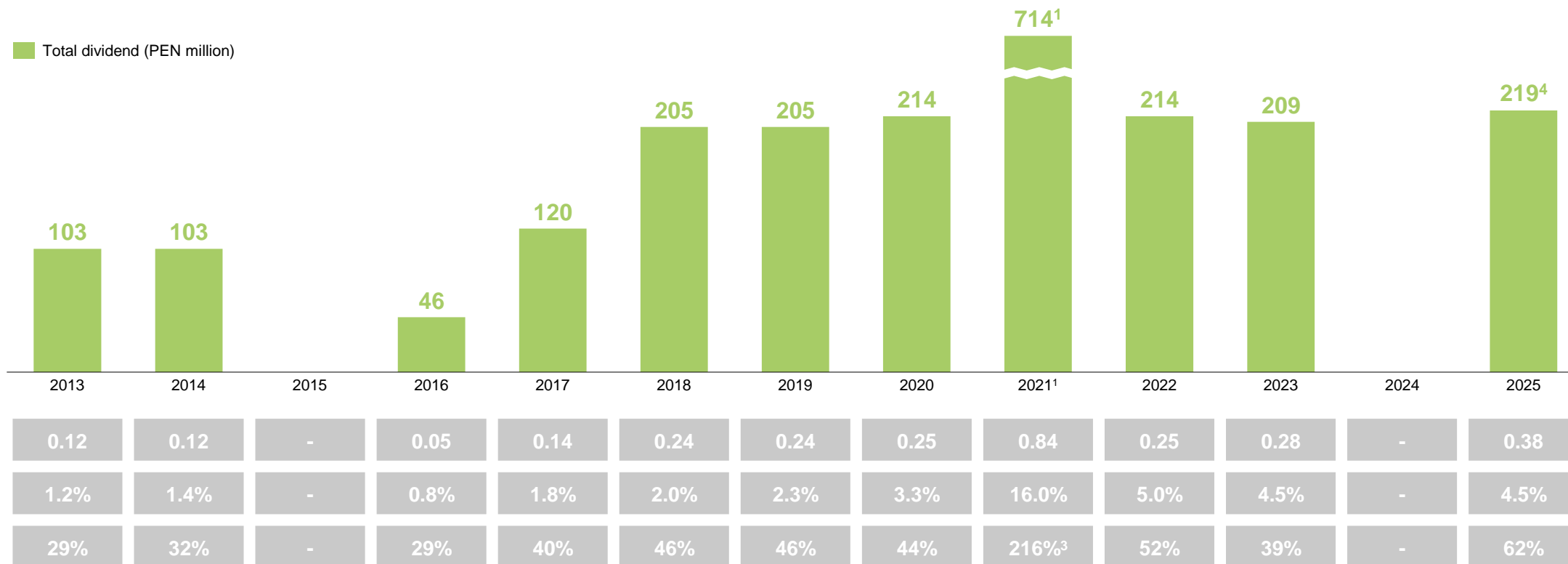


**CREDIT RATING UPDATE**

S&P **BBB-** Stable  
Fitch **BBB** Stable

(1) Principal of debt only less cash and cash equivalents  
(2) Adjusted EBITDA excludes one-offs impacts  
(3) Principal only  
(4) Includes committed credit lines. Excluding these lines, the ratios would be 1.22x over the next 12 months and 0.81x 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 is calculated for common stocks (ALICORC1) based on the stock price as of dividend payment date

(3) Considering Net Income from Continuing Operations

(4) The dividend for 2025 was approved in the Annual Mandatory Shareholders' Meeting, and the dividend yield is calculated based on the stock price as of the meeting date. Payment date: May 2025



# 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

← ~65 business partners selling their products through our platform →



**diadia**

**Accelerate growth of mom & pops through digitalization and product assortment**

- ✓ 67K purchasing customers
- ✓ Digital independence 24%



**insuma**

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

- ✓ 19K purchasing customers
- ✓ Digital independence 22%
- ✓ 24-hour direct delivery service & 800 products in the portfolio



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April 2025