

## Fourth Quarter 2019 Consolidated Financial Statements

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Lima - Peru, February 17<sup>th</sup>, 2020. Alicorp S.A.A. ("the Company" or "Alicorp") (BVL: ALICORC1 and ALICORI1) announced today its unaudited financial results corresponding to the Fourth Quarter 2019 (Q4 '19). Financial figures are reported on a consolidated basis and are in accordance with International Financial Reporting Standards ("IFRS") in nominal Peruvian Soles, based on the following statements, which should be read in conjunction with the Financial Statements and Notes to the Financial Statements published at the Peruvian Securities and Exchange Commission (*Superintendencia del Mercado de Valores* - SMV). Consolidated statements include i) financial results of Intradevco Industrial S.A. or "Intradevco" acquired in Q1 '19, ii) the effect of the adoption of the International Accounting Standard 29 & 21 (or IAS 29 & 21, Financial Reporting in Hyperinflationary Economies) in Argentina and iii) the adoption of IFRS 16 (Leases standard). Hereafter, references to IAS 29, include the IAS 21 application.

### FINANCIAL HIGHLIGHTS

**Results for Q4 '19 and Q4 '18 include two accounting effects: i) the adoption of the International Accounting Standard 29 (IAS 29) in Argentina, as it is now considered a hyperinflationary economy, and ii) the adoption of International Financial Reporting Standard 16 (IFRS 16) with regard to Leases.** The Company restated Q4 '18 financial data to comply with IFRS 16. Additionally, IAS 29 was first adopted in December 2018, which resulted in an adjustment for the full year accounted in Q4 '18. Hence, the effect of IAS 29 is excluded in Q4 '18 and Q4 '19 figures when necessary, in order to compare variation and performance. **Furthermore, it is essential to note that Q4 '18 did not include the financial results of Intradevco, which was acquired in January 2019.**

- Consolidated Revenue amounted to S/ 2,592 million (+15.3% YoY), while Volume reached 803 thousand tons (+13.5% YoY). Excluding the impact of Intradevco's acquisition, the Crushing business and IAS 29, Organic Revenue reached S/ 2,188 million, a 5.7% increase compared to Q4 '18.** Total Consolidated Revenue reflects growth across all businesses: i) Consumer Goods Peru (+17.7% or S/ 129 million) mainly due to the acquisition of Intradevco, ii) Consumer Goods International (+29.6% or S/ 107 million), also explained by the acquisition of Intradevco, as well as an increase in organic revenue in the Southern Cone, iii) Aquafeed (+15.5% or S/ 79 million) due to sustained growth in the Shrimp Feed business in Ecuador, in addition to a recovery of volume in the Fish Feed business in Chile, iv) B2B (+4.5% or S/ 19 million) due to revenue growth among all platforms (Bakery, Industrial clients and Food service), and v) Crushing (+5.1% or S/ 12 million) explained by a larger soybean

crop and increases in the international price of soybean flour and oil. **Total Consolidated Revenue in the full year 2019 amounted to S/ 9,872 million (+19.1% YoY)**, mainly explained by the acquisition of Intradevco in Peru, while **Total Organic Revenue reached S/ 7,896 million (+3.3% YoY) in 2019**, backed by a solid performance in our Consumer Goods Peru (+3.1% YoY), B2B (+3.8% YoY), Aquafeed (+3.9% YoY) and Consumer Goods International (+2.2% YoY) units.

2. **During Q4 '19, Revenue from the Consumer Goods Peru business reached S/ 862 million (+17.7% YoY) while Volume reached 184 thousand tons (+24.8% YoY).** Excluding Intradevco's financial figures, Revenue and Volume both grew 3.9% YoY and 6.7% YoY, respectively. Organic growth was supported by a Revenue increase in Pasta (+11.6% YoY), Cookies and Crackers (+9.2% YoY), Laundry Detergents (+7.7% YoY), Canned Tuna (+6.3% YoY), Margarines (+5.8% YoY), and Sauces (+4.2%). These results were remarkable when we consider the current Peruvian market slowdown and how Alicorp has managed to grow. Furthermore, the Company succeeded in gaining market share in the most relevant categories, such as Canned Tuna (+5.1 p.p. YoY), Cookies & Crackers (+2.8 p.p. YoY), Stain Removers (+1.9 p.p. YoY), Pasta (+1.8 p.p. YoY), Bleach (+1.6 p.p. YoY) and Margarines (+0.6 p.p. YoY). **Total Revenue from the Consumer Goods Peru business in 2019 amounted to S/ 3,328 million (+20.6% YoY)**, mainly explained by the acquisition of Intradevco. **Additionally, Total Organic Revenue grew 3.1% YoY in 2019** driven mainly by growth in Detergents, Pasta, Cookies and Crackers, Sauces and Canned Tuna.
3. **Regarding product innovation, during Q4 '19 the Company launched 9 products/lines (7 in Consumer Goods Peru and 2 in Consumer Goods International).** Most significantly, these included: the new "Bolivar Plus" softener, aiming to maintain leadership in the category, and "Don Vittorio Colored Fussili", seeking to increase volume in the short-cut pasta format and strengthen the brand's leadership within the segment. In the Consumer Goods International division, there were 2 launches in Brazil. These launches were two new powdered juice flavors and two new jello flavors both under the "Santa Amália" brand, which aimed to capture the higher demand in these categories during the summer.
4. **Gross Profit reached S/ 643 million (+27.7% YoY) while Gross Margin increased 2.4 p.p. compared to Q4 '18. Excluding the impact of Intradevco's acquisition, the Crushing business and IAS 29, Gross Margin was 27.5%, an increase of 0.8 p.p. YoY,** mainly explained by i) pricing and revenue management strategies, as well as the positive impact of the efficiency program implemented in the B2B business, ii) lower raw materials prices which benefited bulk oils and oil derivatives in the B2B business, and iii) higher gross margins in Bolivia, CAM-Ec and Southern Cone units. **Total Gross Profit in 2019 totaled S/ 2,452 million (+19.7% YoY)** mainly as a result of Intradevco's acquisition.
5. **EBITDA amounted to S/ 358 million (+48.2% YoY) while EBITDA Margin reached 13.8%, an increase of 3.1 p.p. compared to Q4 '18. Excluding the impact of Intradevco acquisition, Crushing business, IAS 29 and non-recurring expenses, EBITDA amounted to S/ 359 million (+22.8% YoY) while EBITDA Margin increased by 2.3 p.p. compared to Q4 '18.** The Organic EBITDA increase was mainly explained by i) improved performance in our Consumer Goods Peru business,

- ii) higher gross margin in our Ecuadorian shrimp feed segment and among all platforms of our B2B business, and iii) higher results in our Consumer Goods Bolivia, CAM-Ec and Southern Cone operations. **Total Consolidated EBITDA for the full year 2019 amounted to S/ 1,277 million (+25.0% YoY)** due to the consolidation of Intradevco in Peru, and Fino and Sao in Bolivia. In addition, **Total Organic EBITDA reached S/ 1,155 million (+6.4% YoY)**, as a result of i) higher gross margins across all segments of our B2B unit, especially in our Food Service platform, ii) higher profitability in our CG Bolivia, CAM-Ec and Southern Cone operations, iii) higher margins in our Shrimp Feed segment in Ecuador, and iv) improved profitability in our Consumer Goods Peru unit.
6. **Consequently, Net Income totaled S/ 123 million during Q4 '19, (+37.4% YoY), while Net Margin reached 4.7%, a 0.8 p.p. increase compared to Q4 '18.** Earnings per Share (EPS) increased from S/ 0.103 in Q4 '18 to S/ 0.143 in Q4 '19. **Excluding the impact of Intradevco acquisition, Crushing business, IAS 29 and non-recurring expenses, Net Income amounted to S/ 207 million (+65.6% YoY), while Net Margin reached 9.5% (+3.4 p.p.).** Hence, the organic Earnings per Share (EPS) reached S/ 0.242 in Q4 '19. **Total Consolidated Net Income in 2019 amounted to S/ 481 million (+8.2% YoY)** due to a higher gross profit.
7. **Cash flow from Operations as of December 2019 was S/ 1,087 million, S/ 167 million higher than the figure generated in the same period of 2018.** The higher Operating Cash Flow was mainly explained by i) an increase in collections from sales of S/ 1,373 million and ii) lower tax payments in the amount of S/ 55 million compared to the same period of 2018. These effects were partially offset by i) higher payments to suppliers for S/ 1,066 million and ii) higher payments to employees for S/ 177 million compared to the same period of 2018. **Cash Flow used in Investing Activities as of December 2019 was S/ 1,465 million, compared to S/ 1,203 million used during the same period of 2018.** Higher Cash Flow used in investment activities was explained by (i) the acquisition of Intradevco, which amounted to S/ 1,581 million, and (ii) CAPEX (PP&E) amounted to S/ 187 million as of December 2019, S/ 35 million lower than the same period in 2018. This increase was partially offset by the sale of Credicorp Ltd. shares, which amounted to S/ 343 million.
8. **As of December 2019, Net Debt<sup>1</sup> increased by S/ 1,016 million compared to December 2018, reaching S/ 3,351 million,** mainly reflecting debt incurred undertaken due to Intradevco's acquisition. **Net Debt-to-EBITDA ratio increased from 2.3x as of December 2018 to 2.5x<sup>2</sup> as of December 2019. Excluding raw material inventory from our Crushing business, Net Debt-to-EBITDA ratio increased from 2.1x as of December 2018 to 2.4x<sup>2</sup> as of December 2019.**

<sup>1</sup> Net Debt is Financial Debt less cash and cash equivalents as of December 2019 and includes the effect of IFRS 16.

<sup>2</sup> Net Debt-to-EBITDA ratio as of December 2019 excludes the effect of impairments for S/ 37 million.

## FINANCIAL INFORMATION

As reported

<b>FINANCIAL HIGHLIGHTS</b>					
<i>(In PEN millions)</i>	<b>Q4 2019</b>	<b>Q4 2018</b>	<b>YoY</b>	<b>Q3 2019</b>	<b>QoQ</b>
Revenues	2,592	2,247	15.3%	2,593	0.0%
Gross Profit	643	504	27.7%	658	-2.2%
Operating Profit	245	161	52.6%	300	-18.3%
EBITDA	358	241	48.2%	383	-6.7%
LTM EBITDA	1,277	1,022	25.0%	1,161	10.0%
Net Income	123	89	37.4%	159	-23.0%
Earnings per Share (EPS) <sup>1</sup>	0.143	0.103	38.8%	0.185	-22.7%
Current Assets	4,491	4,104	9.4%	4,728	-5.0%
Current Liabilities	3,463	3,120	11.0%	3,531	-1.9%
Total Liabilities	7,784	6,144	26.7%	7,817	-0.4%
Working Capital <sup>2</sup>	1,028	984	4.5%	1,197	-14.1%
Cash and Cash Equivalents	840	1,037	-19.0%	1,129	-25.6%
Total Financial Net Debt	3,351	2,334	43.6%	3,495	-4.1%
Current Debt	774	961	-19.5%	896	-13.6%
Non-Current Debt	3,417	2,410	41.8%	3,728	-8.3%
Shareholders' Equity	3,459	3,225	7.2%	3,377	2.4%
<b>RATIOS</b>					
Gross Margin	24.8%	22.4%	2.4 p.p.	25.4%	-0.6 p.p.
Operating Margin	9.5%	7.2%	2.3 p.p.	11.6%	-2.1 p.p.
EBITDA Margin	13.8%	10.7%	3.1 p.p.	14.8%	-1.0 p.p.
Current Ratio	1.3x	1.3x	0.0	1.3x	0.0
Net Debt-to-EBITDA <sup>3</sup>	2.5x	2.3x	0.2	3.0x	-0.5
Leverage Ratio <sup>4</sup>	2.3x	1.9x	0.3	2.3x	-0.1

1. Earnings Per Share defined as net income divided by common stock on a dilutive basis

2. Working Capital defined as Current Assets minus Current Liabilities

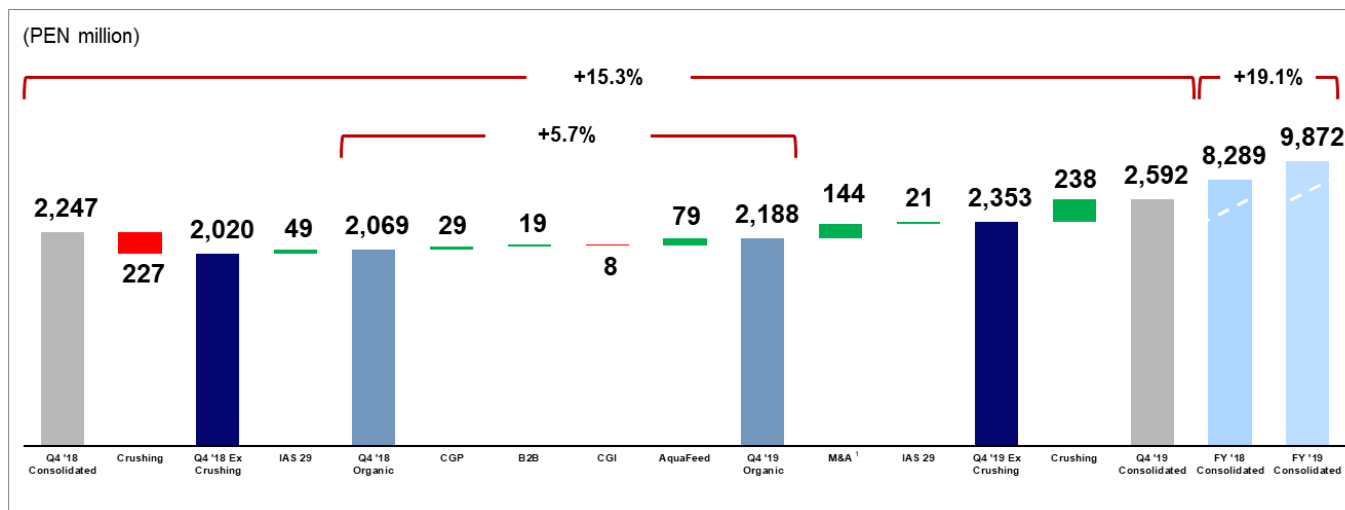
3. Net Debt to EBITDA defined as Total Financial Debt minus Cash and Cash Equivalents divided by EBITDA for the last twelve months. Net Debt-to-EBITDA ratio as of December 2019 excludes the effect of impairments for S/ 37 million.

4. Leverage Ratio defined as Total Liabilities divided by Shareholders' Equity

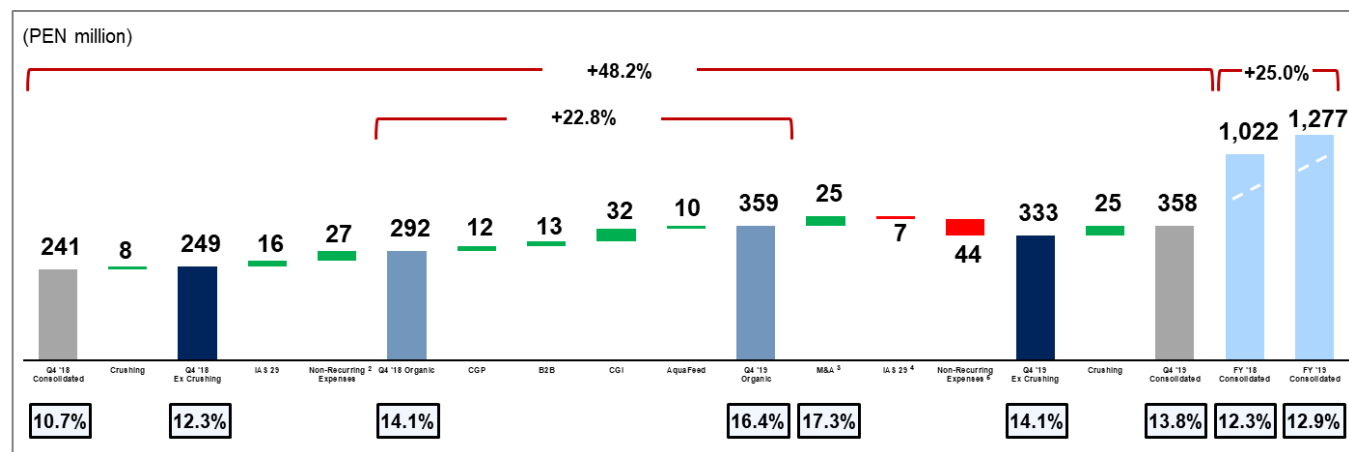
## PERFORMANCE SUMMARY

In order to summarize the various effects that impacted the aforementioned results, following is the breakdown for i) Consolidated Revenue and ii) Consolidated EBITDA components.

### REVENUE



### EBITDA



<sup>1</sup> M&A: Intradevco

<sup>2</sup> Non-recurring expenses related to i) the Fino and Sao acquisitions and ii) the restructuring initiatives applied in Argentina

<sup>3</sup> M&A 2019: Intradevco. Includes non-recurring expenses related to acquisitions

<sup>4</sup> Includes adoption of IAS 29 and IAS 21 in Argentina

<sup>5</sup> Non-recurring expenses for Q4 '19 include the impact of impairments in our Brazil and Argentina units for S/ 37 million

## I. INCOME STATEMENT

### CONSOLIDATED REVENUE

During Q4 '19, Consolidated Revenue reached S/ 2,592 million, a 15.3% increase YoY. Across all businesses in Peru, Revenue and Volume increased 9.4% YoY and 7.8% YoY, respectively, while International Revenue and Volume increased 23.6% YoY and 21.8% YoY, respectively. During Q4 '19, International Revenue represented 44.7% of Consolidated Revenue, compared to 41.7% in Q4 '18. **Excluding the impact of Intradevco**

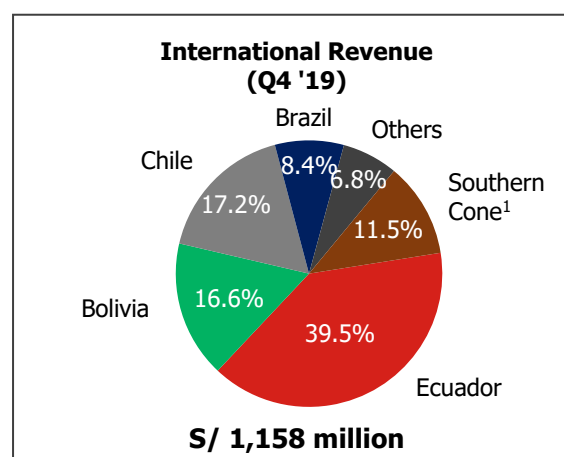
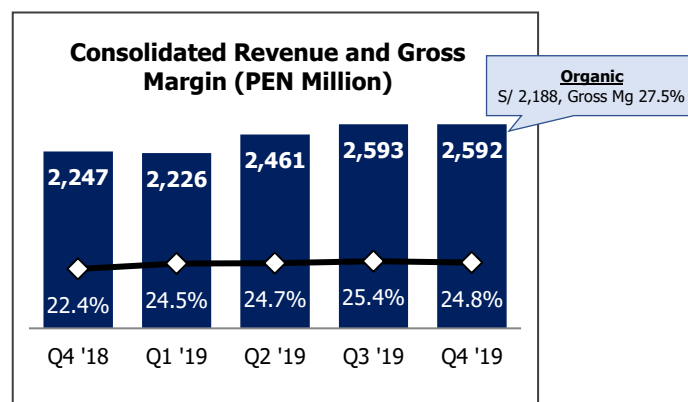
**acquisition, Crushing business, and IAS 29, Organic Revenue amounted to S/ 2,188 million, a 5.7% increase compared to Q4 '18.** Despite the market slowdown in Peru in the second half of 2019, our Consumer Goods Peru and B2B units showed remarkable results. Consumer Goods Peru grew 3.9% YoY in Organic Revenue with outstanding contributions from Pasta, Cookies and Crackers, Laundry Detergents, Canned Tuna, Margarines and Sauces.

Revenue in B2B grew 4.5% YoY, due to an increase across all platforms: Industrial Clients (+7.5% YoY or S/ 6 million), Bakery (+4.9% YoY or S/ 9 million) and Food Service (+2.0% or S/ 3 million). B2B performance is highly correlated to restaurant GDP, which has increased throughout 2019. In this context, our B2B platform continues to grow and consolidate as a leader in key categories, such as Bakery Flour, Edible Oils and Sauces.

In Consumer Goods International, Organic Revenue decreased 1.8% YoY driven by CAM-Ec (-21.9% YoY), Brazil (-5.6% YoY) and Bolivia (-3.6% YoY), partially offset by an 11.9% YoY growth in Southern Cone.

As for the Aquafeed Business, Revenue in Soles increased 15.5% YoY mainly due to sustained growth in the Shrimp Feed business in Ecuador (+11.4% YoY or S/ 35.9 million), on the back of a growing market, as well as the recovery of volume in the Chilean Fish feed segment (+52.2% YoY or +16.4 thousand of tons).

Top contributors to Organic Revenue growth were Laundry Detergents (+19.9% YoY), Hair Care products (+3.1x YoY), Skin Care products (+4.7x YoY), Cookies & Crackers (+17.9% YoY), Pasta (+4.6% YoY), Softeners (+19.0% YoY), Sauces (+2.7% YoY) and Canned Tuna (+6.3% YoY) in Consumer Goods across all geographies. In B2B, main contributors were Industrial Flour (+6.1% YoY), Nutritional Inputs (+12.4% YoY), Industrial Margarines (+17.2% YoY), and Food Service Sauces (+9.5% YoY).



<sup>1</sup> Includes Argentina, Uruguay and Paraguay

**Total Consolidated Revenue in 2019 amounted to S/ 9,872 million (+19.1% YoY)**, mainly explained by the acquisition of Intradevco in Peru, while **Total Organic Revenue reached S/ 7,896 million (+3.3% YoY)**, backed by a solid performance in our Consumer Goods Peru (+3.1% YoY), B2B (+3.8% YoY), Aquafeed (+3.9% YoY) and Consumer Goods International (+2.2% YoY) units.

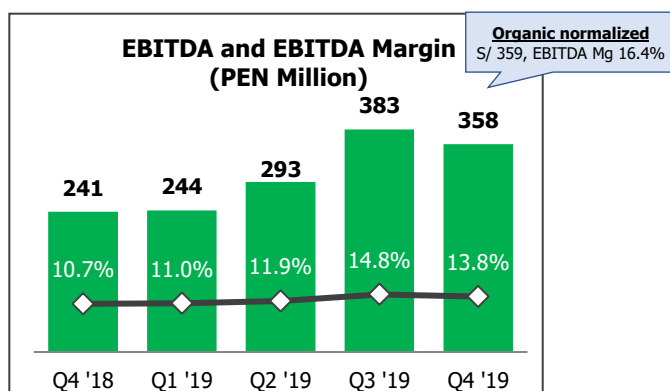
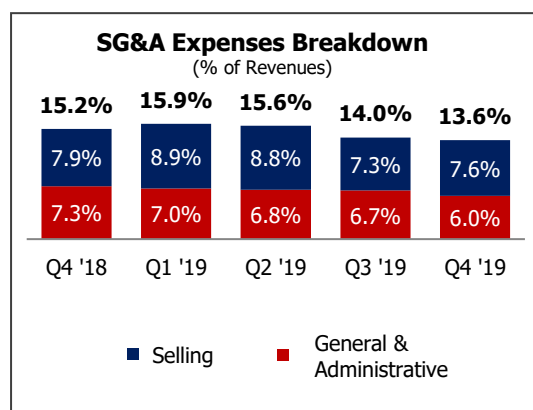
## GROSS PROFIT

**Gross Profit reached S/ 643 million (+27.7% YoY) while Gross Margin was 24.8%, a 2.4 p.p. increase compared to Q4 '18. Excluding the impact of Intradevco acquisition, Crushing business and IAS 29, Gross Margin reached 27.5%, an increase of 0.8 p.p.**, mainly explained by i) pricing and revenue management strategies, as well as the positive impact of the efficiency program implemented in the B2B business, ii) lower raw materials prices which benefited bulk oils and oil derivatives in the B2B business, and iii) higher gross margins in Bolivia, CAM-Ec and Southern Cone units. The Consumer Goods Peru unit's Gross Margin decreased 2.0 p.p. YoY mainly through Panettone, Cereals, Laundry Detergents, Softeners and Cookies and Crackers, while B2B increased its Gross Margin in 1.5 p.p. YoY mainly through Industrial Flour and Bulk oils, as well as Food Service Sauces. The Aquafeed business's Gross Margin decreased 0.3 p.p. YoY mainly due to lower margins in our Fish Feed business in Chile. **Total Gross Profit in 2019 totaled S/ 2,452 million (+19.7% YoY)** mainly as a result of Intradevco's acquisition.

## OPERATING INCOME AND EBITDA

Operating Income reached S/ 245 million in Q4 '19 (+52.6% YoY). Operating Margin was 9.5% (+2.3 p.p. YoY). Excluding the impact of Intradevco acquisition, Crushing business, IAS 29 and non-recurring expenses, Operating Margin was 13.5%, an increase of 2.4 p.p. YoY. Total Operating Income in 2019 amounted to S/ 949 million (+18.8% YoY).

Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA) amounted to S/ 358 million (+48.2% YoY) with an EBITDA Margin of 13.8%. Excluding the impact of Intradevco acquisition, Crushing business, IAS 29 and non-recurring expenses, EBITDA was S/ 359 million (+22.8% YoY), while EBITDA Margin reached 16.4%, an increase of 2.3 p.p. compared to Q4 '18. Total Consolidated EBITDA in 2019 amounted to S/ 1,277 million (+25.0% YoY), while Total Organic EBITDA reached S/ 1,155 million (+6.4% YoY).

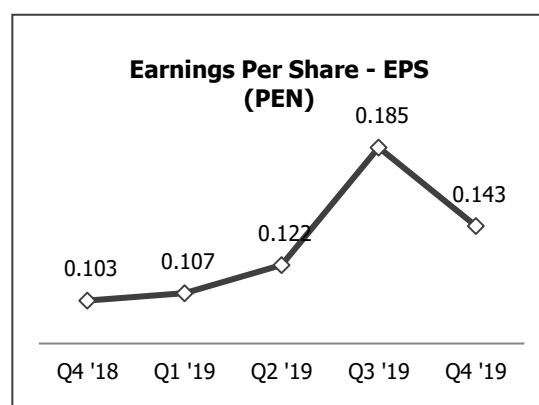


## NET FINANCIAL EXPENSES

During Q4 '19, Net Financial Expenses registered an increase of S/ 75 million YoY, mainly explained by higher interest expenses related to the additional funding undertaken to finance Intradevco's acquisition. Currency Exchange Losses and Hedging Cost decreased by S/ 16 million overall, as a result of the hedging strategy implemented.

## NET INCOME

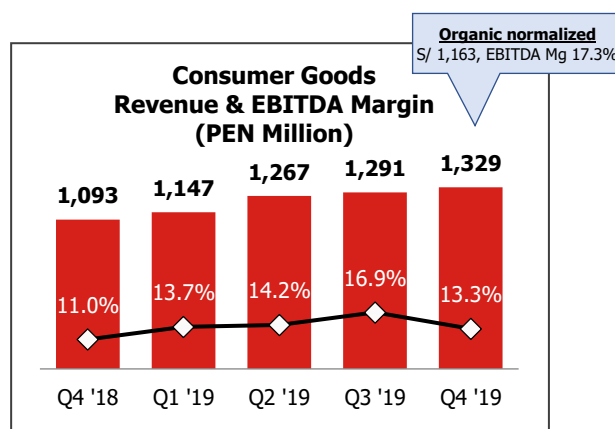
Net Income totaled S/ 123 million during Q4 '19, while Net Margin was 4.7% (+0.8 p.p. YoY) explained by the increase in Net Financial Expenses. Excluding Intradevco acquisition, Crushing business, IAS 29 and non-recurring expenses, Net Margin was 9.5%. Earnings per Share (EPS) for Q4 '19 were S/ 0.143 (+38.8% YoY) while organic EPS were S/ 0.242. Total Net Income in 2019 reached S/ 481 million (+8.2% YoY).



## RESULTS BY BUSINESS SEGMENT

### CONSOLIDATED CONSUMER GOODS

In Q4 '19, Consolidated Consumer Goods Revenue increased 21.6% YoY, while Volume increased 21.0% YoY. EBITDA reached S/ 177 million, a 47.4% increase YoY, with an EBITDA Margin of 13.3%, an increase of 2.3 p.p. YoY. Excluding the impact of Intradevco acquisition, IAS 29, and non-recurring expenses, Revenue would have increased 1.8% with an EBITDA Margin of 17.3%, mainly explained by: i) a higher contribution from Southern Cone with an 80.4% YoY increase in Revenue and ii) a 3.9% YoY Revenue growth in Peru, partially offset by a decrease of Revenue in CAM-Ec, Brazil and Bolivia.

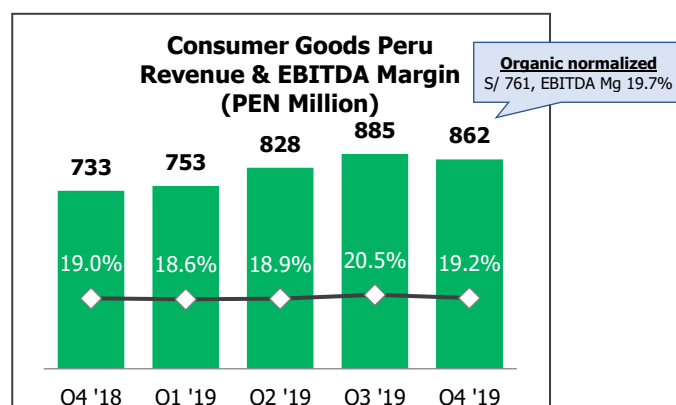




## CONSUMER GOODS PERU

As previously mentioned, Revenue and Volume from the Consumer Goods Peru business grew 17.7% YoY and 24.8% YoY, respectively, reaching S/ 862 million and 184 thousand tons, mainly due to the acquisition of Intradevco. Organically, Revenue and Volume grew 3.9% YoY and 6.7% YoY, respectively. Moreover, Revenue growth was driven by:

i) Laundry Detergents (+7.7% YoY or S/ 12 million) due to higher investment in media and points of sale of core brands, ii) Pasta (+11.6% YoY or S/ 11 million) explained by higher volume which resulted in a higher market share for the "Nicolini" and "Alianza" brands, iii) Cookies and Crackers (+9.2% YoY or S/ 6 million) backed by the contribution of innovations into the portfolio during the year such as the launch of chocolate dipped "Soda V" under the brand "Victoria", iv) Sauces (+4.2% YoY or S/ 3 million), due to promotional dynamics and product innovations which resulted in a higher volume sold, and v) Canned Tuna (+6.3% YoY or S/ 2 million), due to the product innovation strategies implemented during the year under the "Primor" and "Nicolini" brands. These increases were partially offset by a lower Revenue contribution from i) Edible Oils (-2.0% YoY or S/ -3 million) due to lower prices in line with lower commodity prices, ii) Cereals (-6.5% YoY or S/ -2 million) and iii) Panettone (-4.0% YoY or S/ -1 million) both explained by the implementation of the Healthy Nutrition Act. Likewise, **Total Revenue for this unit in 2019** amounted to S/ 3,328 million (+20.6% YoY), mainly explained by Intradevco's acquisition. Excluding this effect, Organic Revenue reached S/ 2,845 million (+3.1% YoY), slightly above peruvian private consumption growth in 2019.



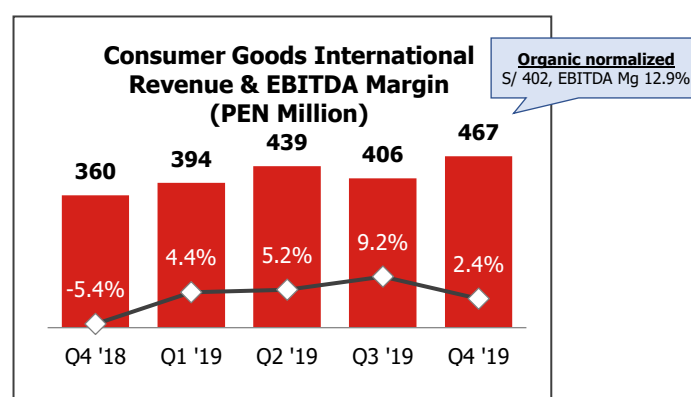
As for consumption trends, according to Kantar World Panel, the consumer basket contracted during the second half of 2019. In addition, the Consumer Basket comprised from the categories where Alicorp competes ("CB Alicorp") decreased slightly in 2019. The main aspects affecting growth of the CB Alicorp are the current low levels of consumer confidence, which resulted in lower market growth and a tiering-down effect.

Despite this contraction, Alicorp outperformed economic and private consumption growth in Peru, growing organically at a 3.1% rate in 2019 and continues to gain market share against its main competitors due to its multi-tier brand strategy. For instance, the pasta market contracted by 1.4% in 2019 while Alicorp gained 1.8 p.p in volume share, on the back of its dynamic multi-tier product portfolio. In addition, our Megabrands strategy is accelerating our growth in market share across categories. Examples of this strategy are canned tuna under the "Primor" brand and stain remover under the "Opal" brand, where Alicorp achieved a +5.1 p.p and +1.9 p.p increase in share of market, respectively.

In terms of profitability, Gross Profit increased 10.8% YoY while Gross Margin decreased 2.0 p.p. YoY, reaching 31.6%. Excluding the impact of Intradevco's acquisition, Gross Margin was 33.1%, a 0.4 p.p. decrease compared to Q4 '18. Likewise, EBITDA reached S/ 165 million, a 18.7% increase compared to the S/ 139 million reported in Q4 '18, while EBITDA Margin was 19.2% (+0.2 p.p. YoY). Excluding the impact of Intradevco's acquisition, EBITDA was S/ 150 million, and EBITDA Margin was 19.7% (+0.7 p.p. YoY). Moreover, Total EBITDA in 2019 amounted to S/ 643 million (+15.7% YoY) with an EBITDA margin decreased 0.8 p.p. YoY, reaching 19.3% explained by Intradevco's lower margins. Organic EBITDA reached S/ 561 million (+0.8% YoY).

## CONSUMER GOODS INTERNATIONAL

Revenue was S/ 467 million (+29.6% YoY) while Volume reached 105 thousand tons (+15.0% YoY). Regarding profitability, Gross Profit amounted to S/ 118 million (+2.3x YoY) with a Gross Margin of 25.3% (+11.1 p.p. YoY) and an EBITDA Margin of 2.4% (+7.8 p.p. YoY). Excluding the impact of Intradevco's acquisition, IAS 29 and non-recurring expenses, Revenue decreased 1.8% YoY while Gross Margin was 30.5% (+4.3 p.p. YoY) and EBITDA margin was 12.7% (+8.1 p.p. YoY). In terms of consolidated results for 2019,



Total Revenue for this unit amounted to S/ 1,706 million (+32.4% YoY), mainly explained by Intradevco's acquisition, while Organic Revenue reached S/ 1,237 million (+2.2% YoY). Total EBITDA amounted to S/ 89 million while Organic EBITDA amounted to S/ 66 million.

**Regarding Bolivia,** Revenue and Volume reached USD 48 million and 25 thousand tons in Q4 19, mostly explained by the strong performance of the Home & Personal Care platforms due to the acquisition of Intradevco. However, excluding the impact of Intradevco's acquisition, Revenue decreased 3.7% YoY, mainly due to a tiering-down effect in Detergents and lower Edible Oils prices. In terms of profitability, Gross Profit amounted to USD 12 million with a Gross Margin of 25.9%. EBITDA reached USD 8 million with an EBITDA Margin of 15.6%, an USD 11 million growth explained by a higher Gross Profit.

**In Brazil,** Revenue in local currency increased 1.8% YoY, amounting to BRL 118 million. Likewise, Volume increased 4.2% YoY, reaching 27 thousand tons. The increase in Volume was driven by the recovery of the pasta market in the last two months of the year, the improvement of the main macroeconomic variables and commercial initiatives implemented at the end of Q3 '19 in order to increase volume in the Minas Gerais market.

Regarding profitability, Gross Margin decreased 2.3 p.p. YoY, reaching 29.2%, mainly explained by higher raw material prices (wheat flour). However, quarter-on-quarter performance has been improving, as a result of higher volume sold and a better mix. EBITDA was BRL -33 million with an EBITDA Margin of -28.1% (-29.5 p.p. YoY) explained by (i) a provision for impairment which amounted to BRL 36.6 million, and (ii) non-recurring expenses related to our restructuring program.

**Moving to the Southern Cone**, comprising Argentina, Paraguay, Uruguay, and Chile, Revenue in Argentinean Pesos amounted to ARS 2,679 million, an increase of 4.0x YoY, while Volume reached 40 thousand tons, a 15.0% increase YoY. Excluding Intradevco's acquisition and IAS 29, Revenue and Volume increased 80.4% and 8.7%, respectively. Higher Revenue was explained by price increases in Argentina that carries over from 2018, as well as higher Volume in our Personal Care and Home Care segments. In Argentina, despite the further deterioration of economic indicators as a result of the challenging macro and political environment, we managed to grow 22.5% YoY in Hair Care Products, 14.8% YoY in Detergents, and 24.6% YoY in Cookies and Crackers in terms of Volume.

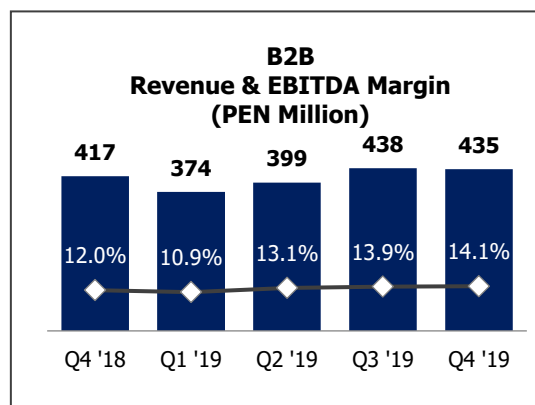
In terms of profitability, Gross Margin was 20.4% (+30.5 p.p. YoY) while, excluding Intradevco's acquisition, IAS 29, and non-recurring expenses, Gross Margin was 31.6% (+9.3 p.p. YoY). Likewise, EBITDA was ARS 64 million with an EBITDA Margin of 2.4% (+27.0 p.p. YoY) while, excluding Intradevco's acquisition, IAS 29 and non-recurring expenses, EBITDA Margin was 14.7% (+14.6 p.p. YoY). The margin improvement was explained by higher Gross Margin, in addition to the positive impacts of the transformational initiatives deployed under the restructuring program.

**Moving to Central America & Ecuador (CAM-Ec)**, Revenue and Volume were USD 17 million and 13 thousand tons, respectively. Excluding Intradevco's acquisition, Volume decreased 37.6% YoY, mainly driven by the base effect of Edible Oils in Colombia in Q4 '18, which resulted in a higher volume sold in that particular quarter.

In terms of profitability, Gross and EBITDA Margin were 30.1% and 17.7%, respectively, compared to the 34.2% and 12.5% in Q4 18. The increase in EBITDA Margin was mainly explained by reductions in sales expenses as a result of the implementation of the efficiency program.

## B2B

Revenue and Volume reached S/ 435 million (+4.5% YoY) and 172 thousand tons (+4.2% YoY) in Q4 '19. EBITDA reached S/ 61 million, a 23.2% increase YoY, while EBITDA Margin totaled 14.1%, a 2.1 p.p. YoY increase. Revenue increased on the back of the Industrial Clients (+7.5% YoY), Bakery (+4.9% YoY) and Food Service platform (+2.0% YoY). Total Revenue in our B2B unit in 2019 amounted to S/ 1,647 million (+3.8% YoY), while total EBITDA amounted to S/ 216 million (+21.0% YoY) in 2019.



Regarding market dynamics, Peruvian restaurants' GDP continues to increase compared to the first quarter of the year, while Alicorp continues leading the B2B market.

**In the Bakery platform,** Revenue and Volume reached S/ 194 million (+4.9% YoY) and 113 thousand tons (+3.7% YoY) in Q4 '19, respectively. The increase was mainly explained by i) Industrial Flours, growing 4.1% YoY in Volume and 5.8% YoY in Revenue, and ii) Industrial Margarines, which increased 13.8% YoY in Volume and 17.2% in Revenue, explained by the additional volume captured and profitability of the category through price increases. As for the platform's Gross Profit, it increased 17.3% YoY to S/ 40 million, reaching a Gross Margin of 20.4% (+2.2 p.p YoY), mainly due to higher Volume in Industrial Flours and Margarines. EBITDA reached S/ 24 million (+45.6% YoY), while EBITDA Margin reached 12.4% (+3.5 p.p. YoY), mainly explained by higher Gross Margin.

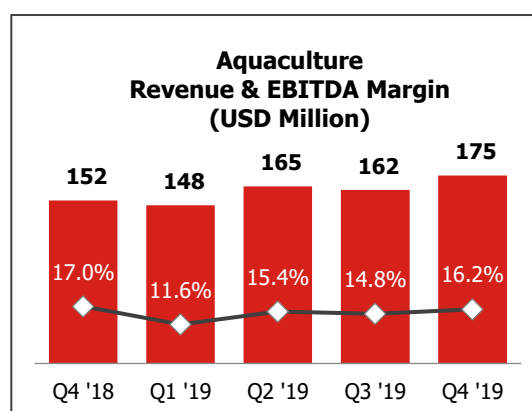
**Regarding the Food Service platform,** Revenue amounted to S/ 156 million, and Volume reached 37 thousand tons, increasing 2.0% YoY and 5.9% YoY, respectively. The main contributors to growth were i) Sauces (+9.1% YoY in Volume and +9.5% YoY in Revenue), ii) Business Partner Agreements (+2.7x YoY in Revenue), iii) Pasta (+29.2% YoY in Volume and +28.7% in Revenue), iv) Industrial Flours (+18.8% YoY in Volume and +18.1% in Revenue), and v) Ready-to-cook Products (+31.3% YoY in Volume and +21.9% YoY in Revenue). Sauces increased driven by rightsizing strategies, while growth in the Business Partner Agreement category was due to the launches of coffee and soy sauce through alliances with our business partners "Cafetal" and "Kikko". In addition, Pasta grew through promotional management focused on each type of restaurants, and Industrial Flour increased due to the capture of important chain restaurants. The platform's Gross Profit increased 5.7% YoY, reaching a Gross Margin of 27.4% (+0.9 p.p YoY) due to lower raw material prices in Edible Oils, in addition to pricing and revenue management strategies. EBITDA reached S/ 29 million, an increase of 7.1% YoY, while EBITDA Margin was 18.8%, increasing 0.9 p.p. YoY, due to higher Gross Margin.

**Finally, in the Industrial Clients platform,** Revenue and Volume reached S/ 81 million (+7.5% YoY) and 22 thousand tons (+2.9% YoY), respectively. The main contributors to Revenue growth were Nutritional Inputs (+12.4% YoY) and Industrial Flours (+7.3% YoY). Nutritional Inputs increased due to higher prices, while Industrial Flours grew explained by the capture of new clients. Regarding profitability, Gross Profit increased 15.4% YoY, while Gross Margin reached 17.6%, an increase of 1.2 p.p. YoY, mainly explained by a higher margin in Oils, Oils Derivatives and Nutritional Inputs. EBITDA reached S/ 9 million (+21.6% YoY), while EBITDA Margin was 11.3%(+1.3 p.p. YoY), mainly explained by higher Gross Margin, offset by higher hedging, administrative and go-to-market expenses.

## AQUAFEED

Revenue and Volume reached USD 175 million (+15.3% YoY), and 169 thousand tons (+19.5% YoY).

The Shrimp Feed platform increased 8.7% YoY in Revenue, mainly explained by the contribution of Ecuador, which grew USD 11 million (+11.3% YoY), as a result of higher volume growth on the back of an expanding market, despite i) the challenging context for Shrimp exports to China in the quarter, ii) higher competition, and iii) lower prices in the market.



The Fish Feed platform presented a strong recovery compared to Q4 '18 supported by our Chilean fish feed operation, which increased 30.9% YoY or USD 14 million in Revenue, mainly explained by the recovery of tender contracts and higher volume sold to certain clients, partially offset by lower prices due to higher competition.

Gross Profit amounted to USD 39 million (+13.6% YoY), while Gross Margin was 22.2% (-0.3 p.p. YoY), due to new tenders obtained in Chile. EBITDA amounted to USD 28 million (+9.5% YoY) with an EBITDA Margin of 16.2% (-0.9 p.p. YoY), due to lower Gross Margin in the fish feed business and in Q4 '19 compared to Q4 '18. In terms of **consolidated results for 2019, Total Revenue amounted USD 650 million (+2.3% YoY)**, mainly as a result of higher volume growth in our Shrimp Feed platform. In addition, **Total EBITDA in 2019 reached USD 95 million (+1.2% YoY) with an EBITDA margin of 14.6% (-0.2 p.p. YoY).**

## OILSEEDS CRUSHING

Revenue and Volume amounted to USD 71 million and 173 thousand tons, increasing 5.0% and 6.6% YoY, respectively. Regarding profitability, EBITDA was USD 7 million. The increase in Revenue was explained by

higher Volume of soybean in the market due to a larger soybean crop, in addition to an increase in the international price of soybean flour and oil. Additionally, EBITDA increased mainly due to higher Gross Profit and the results of our efficiency program. Likewise, **Total Revenue and Volume in 2019 amounted to USD 306 million (+80.4% YoY) and 750 thousand tons (+98.7% YoY), respectively, while Total EBITDA reached USD 6 million.**

## **II. BALANCE SHEET**

### **ASSETS**

By year-end 2019, Total Assets increased S/ 1,874 million compared to year-end 2018, as a result of higher Non-Current Assets in the amount of S/ 1,487 million and an increment of Current Assets of S/ 387 million. These increases were mainly driven by Intradevco's acquisition.

Non current assets rose due to a S/ 769 million increase in Property, Plant, and Equipment, a S/ 565 million increase in Intangible Assets and a S/ 404 million increase in Goodwill, partially offset by a decrease in the amount of S/383 million in Other Financial Assets.

Cash and Cash Equivalents fell by S/ 197 million from S/ 1,037 million by year-end 2018 to S/ 840 million by year-end 2019. Accounts Receivable increased S/ 338 million from S/ 1,026 million as of December 31<sup>st</sup> 2018 to S/ 1,365 million as of December 31<sup>st</sup> 2019. Days of Sales Outstanding were on average 45.8 in 2019, compared to 43.2 days in 2018.

Inventories increased S/ 166 million from S/ 1,457 by year-end 2018 to S/ 1,623 million by year-end 2019. Average Days of Inventory Outstanding increased from 76.5 days in 2018 to 83.9 days in 2019.

Net Property, Plant, and Equipment increased S/ 769 million, from S/ 2,880 million on December 31<sup>st</sup> 2018 to S/ 3,649 million on December 31<sup>st</sup> 2019, mainly due to Intradevco's acquisition.

### **LIABILITIES**

By year-end 2019, Total Liabilities increased S/ 1,640 million compared to year-end 2018 as a result of an increase in Non-Current Liabilities of S/ 1,297 million and an increase in Current Liabilities of S/ 343 million. Non-Current Liabilities rose due to a S/ 1,005 million increase in Non-Current Financial Obligations while Current Liabilities increased S/ 383 million in Trade Accounts Payables, partially offset by a decrease of S/171 million in Current Financial Obligations. Average Days of Payables Outstanding increased from 93.2 in 2018 to 95.5 days in 2019.

Total Current Financial Debt on December 31<sup>st</sup> 2019 was S/ 774 million, S/ 187 million lower than on December 31<sup>st</sup> 2018, while total Non-Current Financial Debt by year-end 2019 was S/ 3,417 million, S/ 1,007 million higher than by year-end 2018. The increase in Total Financial Debt is mainly explained by the debt incurred to finance Intradevco's acquisition. By the end of 2019, Non-Current Financial Debt represented 81.5% of the Total Financial Debt, compared to 71.5% by the end of 2018.

By year-end 2019, currency breakdown of the Financial Debt after hedging operations was: i) 75.0% in Peruvian Soles, ii) 16.1% in Bolivianos, iii) 8.2% in U.S. Dollars, and iv) 0.7% in other currencies. However, Financial Debt with actual FX exposure (unhedged financial liabilities in a currency other than functional currency) is 7.1%. Total Debt duration reached 3.88 years by year-end 2019, compared to 2.71 years by year-end 2018. Long-Term Debt duration was 4.39 years. During the 4Q19, 61 foreign exchange forward agreements were negotiated to cover our FX exposure. Currently, most of our liabilities are fixed-rate, either directly or through derivative transactions.

## **EQUITY**

Shareholders' Equity increased S/ 234 million to S/ 3,459 million by the end of December 2019, from S/ 3,225 million in the previous year. This increase was explained by the Net Income Contribution, which amounted to S/ 481 million, partially offset by a dividend distribution of S/ 205 million paid in May 2019.



### III. CASH FLOW STATEMENT

#### OPERATING ACTIVITIES

For 2019, Cash Flow from Operations was S/ 1,087 million, S/ 167 million higher compared to 2018. This was mainly due to: i) higher collections from sales in the amount of S/1,373 million and ii) lower tax payments for S/ 55 million compared to 2018. These effects were partially offset by: i) higher payments to suppliers for S/ 1,066 million and ii) higher payments to employees for S/ 177 million compared to the same period of 2018.

#### INVESTING ACTIVITIES

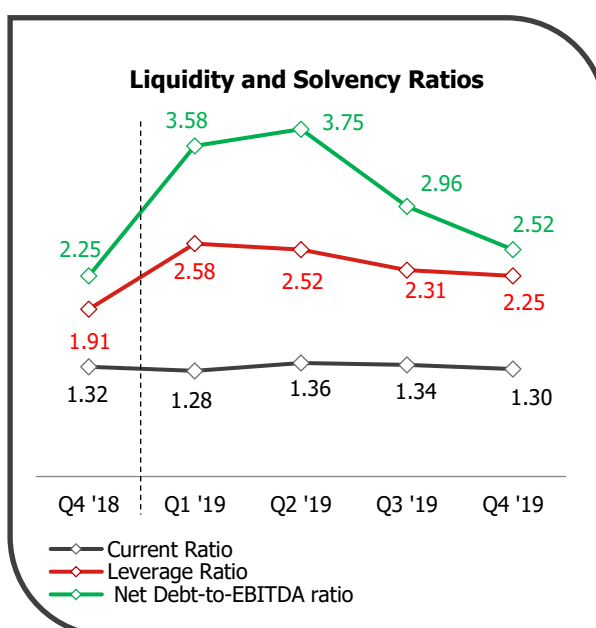
Cash Flow used in Investing Activities in 2019 amounted to S/ 1,465 million, S/ 262 million higher than in 2018. The increase was mainly related to Intradevco's acquisition, which totaled S/ 1,581 million. Additionally, the amount disbursed for CAPEX (PP&E) was S/ 187 million, S/ 35 million lower than in 2018. Key investments were allocated towards: i) corporate technological innovation associated with our new ERP system, and ii) improving our production capabilities in Aquafeed business. The increase in Investing activities was partially offset by the sale of Credicorp Ltd. shares, which amounted to S/ 343 million.

#### FINANCING ACTIVITIES

Cash flow from Financing Activities in 2019, totaled S/ 188 million, S/ 88 million lower, compared to the S/ 276 million in 2018, mainly due to a higher amount related to the amortization of debt.

#### LIQUIDITY AND SOLVENCY RATIOS

The current ratio (defined as Total Current Assets/Total Current Liabilities) decreased from 1.32x by the end of December 2018 to 1.30x by the end of December 2019. The leverage ratio (defined as Total Liabilities/Total Shareholder's Equity) increased from 1.91x by year-end 2018 to 2.25x by year-end 2019 while the Net Debt-to-EBITDA ratio increased from 2.25x by the end of December 2018 to 2.52x<sup>1,2</sup> by the end of December 2019. Net debt<sup>3</sup> increased to S/ 3,351 million (a S/ 1,016 million increase), as result of the financing of Intradevco's acquisition. Excluding raw material inventory from our Crushing business, Net Debt-to-EBITDA ratio increased from 2.1x as of December 2018 to 2.4x<sup>2</sup> as of December 2019.



<sup>1</sup> As of December 2019, Net debt-to-EBITDA ratio includes: i) Intradevco in the last 12 months and ii) the effect of IFRS 16

<sup>2</sup> Net debt-to-EBITDA ratio as of Q4'19 excludes the impairments effect (S/ 37 million).

<sup>3</sup> Net Debt is Financial Debt less cash and cash equivalents as of Q4 19' (includes the effect of IFRS 16)

## IV. RECENT EVENTS

### PRODUCT RESEARCH & DEVELOPMENT



In the **Consumer Goods Peru division**, Alicorp launched 7 products during this quarter. In the **All-Purpose Cleaners category**, we launched a multi-surface cleaner in 648 ml format under the brand “Sapolio”, aiming to increase market share within this category.

In the **Softeners category**, we launched the “Bolivar Plus” softener with tulip scent in three different formats under the “Bolivar” brand, in order to keep innovating and maintain our leadership in the category.



Additionally, the “Bolivar” brand launched “Bolivar Baby & Kids” in two new formats, seeking to expand the Baby & Kids softener line portfolio with the best-selling formats.

In the **Stain Removers category**, under the “Opal” brand we launched “Opal Stain Remover” for colored clothes in two new formats, aiming to increase the brand’s presence with the most relevant formats within the liquid stain removers’ segment.



In the **Pasta category**, a new format of short-cut pasta “Don Vittorio Colored Fusilli” was launched under the brand “Don Vittorio”, in order to increase volume in the short-cut format of the brand and to strengthen its leadership within this segment.

Additionally, in the **Panettone category**, the brand “Blanca Flor” launched a caramel-flavored panettone, seeking to strengthen the brand’s positioning in this category.



In the **Premix category**, a vanilla-flavored muffin premix was launched under the brand “Blanca Flor”, aiming to increase penetration in home baking.

In the **Consumer Goods Brazil division**, 2 products were launched during this quarter. In the **Powdered Juices category**, black tea and peach flavored and guarana-flavored juices were launched in limited edition during summer under the brand “Santa Amália”, aiming to generate greater dynamism in this category in a high demand period.



Likewise, in the **Jell-o category**, berries-flavored and passion fruit and orange flavored jell-o was launched under the brand “Santa Amalia”, in order to capture the higher demand in the category during the summer.

## AWARDS AND SOCIAL RESPONSIBILITY

During Q4 '19, Alicorp was awarded by Merco Peru as one of the “Top 10 companies” and the “best company in the Food industry”. Likewise, Alfredo Pérez Gubbins (CEO) was awarded within the Top 10 Leaders ranking.



## About Alicorp

Alicorp is a leading Consumer Goods company headquartered in Peru, with operations in other Latin American countries, such as Argentina, Brazil, Bolivia, Chile, Ecuador, and exports to other countries. The Company focuses on four core businesses: (1) Consumer Products (food, personal and home care products), in Peru, Brazil, Bolivia, Argentina, Ecuador, Colombia and Chile, among other countries, (2) B2B Products (industrial flour, industrial lard, pre-mix and food service products), (3) Aquaculture (fish and shrimp feeding) and (4) Oilseeds crushing (soybean and sunflower) which is part of the vertically-integrated consumer business in Bolivia. Alicorp has over 7,600 employees in its operations in Peru and international subsidiaries. The Company's common and investment shares are listed on the Lima Stock Exchange under the ticker symbols ALICORC1 and ALICORI1, respectively.

## DISCLAIMER

This Earnings Report may contain forward-looking statements concerning recent acquisitions, its financial and business impact, management's beliefs and objectives with respect thereto, and management's current expectations for future operating and financial performance, based on assumptions currently believed to be valid. Forward-looking statements are all statements other than statements of historical facts. The words "anticipate," "may," "can," "plans," "believes," "estimates," "expects," "projects," "intends," "likely," "will," "should," "to be," and any similar expressions or other words of similar meaning are intended to identify those assertions as forward-looking statements. It is uncertain whether the events anticipated will transpire, or if they do occur what impact they will have on the results of operations and financial condition of Alicorp or the Consolidated Company. Alicorp does not undertake any obligation to update the forward-looking statements included in this press release to reflect subsequent events or circumstances.

ALICORP S.A.A.

Consolidated Statement of Financial Position  
As of December 31, 2019 and December 31, 2018  
(in thousands of Peruvian Soles)

	Notes	December 31 2019	December 31 2018		Notes	December 31 2019	December 31 2018
<b>Assets</b>				<b>Liabilities and Shareholders' Equity</b>			
<b>Current Assets</b>				<b>Current Liabilities</b>			
Cash and Cash Equivalents	2	840,021	1,037,185	Other Financial Liabilities	11	803,799	974,515
Other Financial Assets	3	75,713	61,743	Trade Account Payables	12	2,143,411	1,759,968
Trade Account Receivables, Net	4	1,364,877	1,026,443	Other Account Payables	13	182,894	139,548
Other Account Receivables, Net	5	287,848	261,173	Account Payables to Related Parties		0	890
Account Receivables from Related Parties		0	0	Deferred Income Liabilities		3,043	2,752
Advances to Suppliers		216,915	181,061	Provisions		48,662	40,665
Inventories	6	1,622,919	1,456,952	Current Income Tax		54,013	11,566
Biological Assets		0	0	Provision for Employee Benefits	14	226,731	189,912
Current Income Tax - Asset		37,482	29,152	<b>Total Current Liabilities</b>		<b>3,462,553</b>	<b>3,119,816</b>
Other non-financial assets		18,403	13,639				
Assets classified as held for sale		26,639	36,638				
<b>Total Current Assets</b>		<b>4,490,817</b>	<b>4,103,986</b>	<b>Non-Current Liabilities</b>			
<b>Non-Current Assets</b>				Other Financial Liabilities	11	3,422,911	2,418,199
Other Financial Assets	3	19,167	401,803	Other Account Payables		0	0
Investments in associates	7	17,323	17,444	Account Payables to Related Parties		0	0
Accounts Receivable	4	0	8,844	Deferred Income Liabilities		2,958	2,594
Other Account Receivables	5	140,994	77,984	Deferred Income Tax Liabilities		774,113	534,026
Biological Assets		286	788	Provisions		96,230	43,987
Investment properties		7,492	0	Provision for Employee Benefits	14	25,010	25,053
Property, Plant and Equipment, Net	8	3,649,211	2,880,335	<b>Total Non-Current Liabilities</b>		<b>4,321,222</b>	<b>3,023,859</b>
Intangible Assets, Net	9	1,318,649	753,318	<b>Total Liabilities</b>		<b>7,783,775</b>	<b>6,143,675</b>
Deferred Tax		201,586	131,885				
Non - Current, Current Tax Asset		3,492	3,292	<b>Shareholders' Equity</b>			
Goodwill	10	1,393,264	988,971	Share Capital	15	847,192	847,192
<b>Total Non-Current Assets</b>		<b>6,751,464</b>	<b>5,264,664</b>	Investment Shares	15	7,388	7,388
				Reserves	15	165,368	168,329
				Retained Earnings		2,415,276	1,874,236
				Other Shareholders' Equity Reserves		-8,719	311,284
				<b>Equity Attributable to Owners of the Company</b>		<b>3,426,505</b>	<b>3,208,429</b>
				Non-Controlling Interests		32,001	16,546
				<b>Total Shareholders' Equity</b>	15	<b>3,458,506</b>	<b>3,224,975</b>
<b>TOTAL ASSETS</b>		<b>11,242,281</b>	<b>9,368,650</b>	<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>11,242,281</b>	<b>9,368,650</b>

ALICORP S.A.A.					
Consolidated Statement of Comprehensive Income					
For the Quaters Ended December 31, 2019, 2018					
(in thousands of Peruvian Soles)					
	Notes	For the Quarter Ended December 31, 2019	For the Quarter Ended December 31, 2018	For the cumulative period Starting on January 1 and Ending December 31, 2019	For the cumulative period Starting on January 1 and Ending December 31, 2018
Revenue		0	0	0	0
Other Revenues		0	0	0	0
<b>Net Sales</b>	16	<b>2,591,930</b>	<b>2,247,383</b>	<b>9,872,187</b>	<b>8,288,702</b>
Cost of Sales	16	-1,948,936	-1,743,743	-7,420,013	-6,240,926
<b>Gross Profit (Loss)</b>		<b>642,994</b>	<b>503,640</b>	<b>2,452,174</b>	<b>2,047,776</b>
Selling and Distribution Expenses		-198,210	-177,158	-801,905	-673,419
Administrative Expenses		-154,949	-163,543	-651,838	-601,726
Profit (loss) on the disposal of financial assets measured at amortized cost		0	0	0	0
Other Operating Income		-10,801	-16,975	16,730	35,429
Other Operating Expenses		-33,360	14,536	-50,284	-12,638
Other income (Expenses)		-459	246	-16,302	3,268
<b>Operating Profit (Loss)</b>		<b>245,215</b>	<b>160,746</b>	<b>948,575</b>	<b>798,690</b>
Financial Income	17	30,186	66,386	92,428	114,168
Financial Expenses	18	-103,185	-72,756	-346,100	-232,549
Exchange differences on translating foreign operations.	19	-1,014	-8,603	5,326	-20,045
Share in Profits from Associates		-1,496	1,747	-1,814	1,747
Profit (Loss) arising from the Difference between the Book Value and Fair Value of the Financial Assets Reclassified measured at Fair Value		0	0	0	0
<b>Profit (Loss) before Income Tax</b>		<b>169,706</b>	<b>147,520</b>	<b>698,415</b>	<b>662,011</b>
Income Tax Expense		-47,172	-58,332	-217,230	-217,201
<b>Profit for the Year from Continuing Operations</b>		<b>122,534</b>	<b>89,188</b>	<b>481,185</b>	<b>444,810</b>
Profit (Loss) for the Year from Discontinued Operations		0	0	0	0
<b>Profit (Loss) for the Period/Year (Net Value)</b>		<b>122,534</b>	<b>89,188</b>	<b>481,185</b>	<b>444,810</b>
<b>Net Profit (Loss) attributable to:</b>					
Owners of the Company		122,192	88,221	476,231	442,881
Non-Controlling Interests		342	967	4,954	1,929
<b>Net Earnings (Loss) for the Period/Year</b>		<b>122,534</b>	<b>89,188</b>	<b>481,185</b>	<b>444,810</b>
<b>Basic (cents per share):</b>					
Earnings per Share Capital in Continuing Operations	20	0.143	0.103	0.557	0.518
Earnings per Share Premium in Continuing Operations		0.000	0.000	0.000	0.000
Earnings per Share Capital in Discontinued Operations		0.000	0.000	0.000	0.000
Earnings per Share Premium in Discontinued Operations		0.000	0.000	0.000	0.000
<b>Earnings per Share</b>	20	<b>0.143</b>	<b>0.103</b>	<b>0.557</b>	<b>0.518</b>
<b>Earnings per Share Premium</b>		<b>0.000</b>	<b>0.000</b>	<b>0.000</b>	<b>0.000</b>
<b>Diluted (cents per share):</b>					
Earnings per Share Capital in Continuing Operations	20	0.143	0.103	0.557	0.518
Earnings per Share Premium in Continuing Operations		0.000	0.000	0.000	0.000
Earnings per Share Capital in Discounted Operations		0.000	0.000	0.000	0.000
Earnings per Share Premium in Discounted Operations		0.000	0.000	0.000	0.000
<b>Earnings per Share Capital</b>	20	<b>0.143</b>	<b>0.103</b>	<b>0.557</b>	<b>0.518</b>
<b>Earnings per Share Premium</b>		<b>0.000</b>	<b>0.000</b>	<b>0.000</b>	<b>0.000</b>

**ALICORP S.A.A.**  
**Consolidated Statement of Cash Flows**  
**Direct Method**  
**For the Periods Ended December 31, 2019 and 2018**  
**(in thousands of Peruvian Soles)**

	Notes	For the cumulative period Starting on January 1 and Ending December 31, 2019	For the cumulative period Starting on January 1 and Ending December 31, 2018
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
<b>Collections from (due to):</b>			
Sales of Goods and Services Offered		9,736,274	8,363,671
Fees		0	0
Royalties, commissions, and other income from ordinary activities		0	0
Interests and Returns Received (not included under Investment Activities)		0	0
Income Tax Reimbursement		0	0
Dividends Received (not included under Investment Activities)		0	0
Other Operating Collections		108,986	138,600
<b>Payments to (due to):</b>			
Suppliers of Goods and Services		-7,437,835	-6,371,899
Salaries		-925,620	-748,653
Income Taxes Paid		-251,008	-306,024
Interests and Returns (not included under Financing Activities)		0	0
Dividends (not included under Financing Activities)		0	0
Royalties		0	0
Other Operating Payments		-72,501	-24,004
Other Payments		-70,920	-131,071
<b>Net Cash Generated by Operating Activities</b>		<b>1,087,376</b>	<b>920,620</b>
<b>CASH FLOW FROM INVESTMENT ACTIVITIES</b>			
<b>Collections to (due to):</b>			
Reimbursement from Advanced Loans and Loans to Third Parties		0	0
Repayments by Related Parties		0	0
Sale of Financial Instruments (Debt or Equity) to other Entities		342,930	0
Derivative Contracts (futures, options)		0	0
Net Cash Inflow on Disposal of Associate		0	0
Sale of Participation in Joint Venture, Net of Cash Disbursement		0	0
Sale of Investment Properties		0	0
Sale of Properties, Plant and Equipment		26,992	3,794
Sale of Intangible Assets		0	0
Proceeds from Disposal of Other Long Term Assets		0	0
Interests and Returns Received		39,178	45,112
Dividends Received		10,257	7,168
Income Tax Reimbursement		0	0
Other Cash Collected from Investment Activities		0	0
<b>Payments to (due to):</b>			
Advanced Payments and Loans to Third Parties		0	0
Loans to Related Parties		0	0
Purchase of Financial Instruments (Debt or Equity) from Other Entities		0	0
Derivative Contracts (futures, options)		0	0
Net Cash Outflow on Acquisition of Subsidiaries		-1,581,495	-1,111,838
Purchase of Participation in Joint Ventures, Net of cash acquired		0	0
Purchase of Participation in Non-Controlling Interests		0	0
Purchase of Investment Properties		0	0
Purchase of Properties, Plant and Equipment		-187,134	-222,404
Advance Payments for Work in Progress for Property, Plant and Equipment		0	0
Purchase of Intangible Assets		-107,153	-102,169
Purchase of Other Long Term Assets		0	0
Income Tax Paid		0	0
Other Cash Payments from Investment Activities		-8,564	177,084
<b>Net Cash (Used in) Generated by Investment Activities</b>		<b>-1,464,989</b>	<b>-1,203,253</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
<b>Collections to (due to):</b>			
Short Term and Long Term Loans		6,303,566	4,130,901
Loans to Related Parties		0	0
Issue of Ordinary Shares and Other Instruments of Equity		0	0
Sale of Treasury Shares		0	0
Income Tax Reimbursement		0	0
Other Cash Collected from Financing Activities		0	0
<b>Payments to (due to):</b>			
Short Term & Long Term Loan Amortizations		-5,628,036	-3,469,137
Loans from Related Entities		0	0
Liabilities from Leasing Operations		0	0
Repurchase of Shares (Treasury Shares)		0	0
Acquisition of other Participations under Share Capital		0	0
Interests and Returns		-282,932	-177,318
Dividends		-204,715	-204,950
Income Tax Paid		0	0
Other Cash Payments from Financing Activities		191	-3,620
<b>Net Cash Used in Financing Activities</b>		<b>188,074</b>	<b>275,876</b>
<b>Increase (Decrease) Net Cash Flow, before Exchange Rate Changes</b>		<b>-189,539</b>	<b>-6,757</b>
Effects of Exchange Rate Changes on the Balance of Cash Held in Foreign Currencies		-7,625	561
<b>Increase (Decrease) Net Cash Flow, after exchange rate changes</b>		<b>-197,164</b>	<b>-6,196</b>
<b>Cash and cash equivalents at the beginning of the year</b>		<b>1,037,185</b>	<b>1,043,381</b>
<b>Cash and cash equivalents at the end of the period</b>		<b>840,021</b>	<b>1,037,185</b>