



CORPORATE PRESENTATION

July 2022

DISCLAIMER

This presentation may contain financial or business projections regarding recent acquisitions, their financial or business impact, management expectations and objectives regarding such acquisitions and current management expectations on the operating and financial performance of The Company, based on assumptions that, as of today, are considered valid. Financial and business projections are estimates and do not constitute any declaration of historical facts. Words such as “anticipates”, “could”, “may”, “can”, “plans”, “believes”, “estimates”, “expects”, “projects”, “pretends”, “probable”, “will”, “should”, and any other similar expression or word with a similar meaning pretend to identify such expressions as projections. It is uncertain if the anticipated events will happen and in case they happen, the impact they may have in Alicorp’s or The Consolidated Company’s operating and financial results. Alicorp does not assume any obligation to update any financial or business projections included in this presentation to reflect events or circumstances that may happen.

A large, stylized graphic on the left side of the page, consisting of a series of overlapping, rounded shapes filled with a white dot pattern on a dark background.

TOPICS

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1 KEY INVESTMENT HIGHLIGHTS



Key Investment Highlights

- 1 Leading regional player with a successful business model diversified across product categories and countries
- 2 Portfolio of top-of-mind and leading brands with a proven track record of successful new product offerings
- 3 Unique manufacturing and distribution platform to serve Consumer Goods, B2B and Aquafeed clients
- 4 Inorganic growth through successful M&A strategy driven by best-in-class framework of integration practices
- 5 Solid financial performance driven by our comprehensive efficiency program, shareholder value creation mindset and our corporate sustainability goals
- 6 Highly experienced management supported by a leading and innovative shareholder group in Peru

1. Leading regional player with a successful business model diversified across product categories and countries

UNMATCHED PORTFOLIO OF HIGHLY SUCCESSFUL LEADING BRANDS ACROSS DIFFERENT SECTORS AND COUNTRIES
Brands with leading position and market share in market and customer segmentation allows an efficient pricing process

CONSUMER GOODS			B2B			AQUAFEED			CRUSHING		
CATEGORIES		RANK ¹	CATEGORIES		RANK ¹	CATEGORIES		RANK ¹	CATEGORIES		RANK ¹
Laundry Care		 #1	Industrial Baking Flour		 #1	Shrimp (ECU)		NICOVITA#1	Crude Oil		#1
Edible Oils		 #1	Industrial Oil		 #1	Fish (PER)		NICOVITA  #1	Soybean & Sunflower meal		#1
Pasta		 #1	Shortenings		 #1	Fish (CH)		 #4			
Cookies & Crackers		 #1	Sauces		 #1	Shrimp (NIC)		NICOVITA#2			
Sauces		 #1	Industrial Margarines		 #1	Shrimp (PER)		NICOVITA#1			
Personal Care		 #3	Frozen Products		 #1	Shrimp (HON)		NICOVITA#3			
											

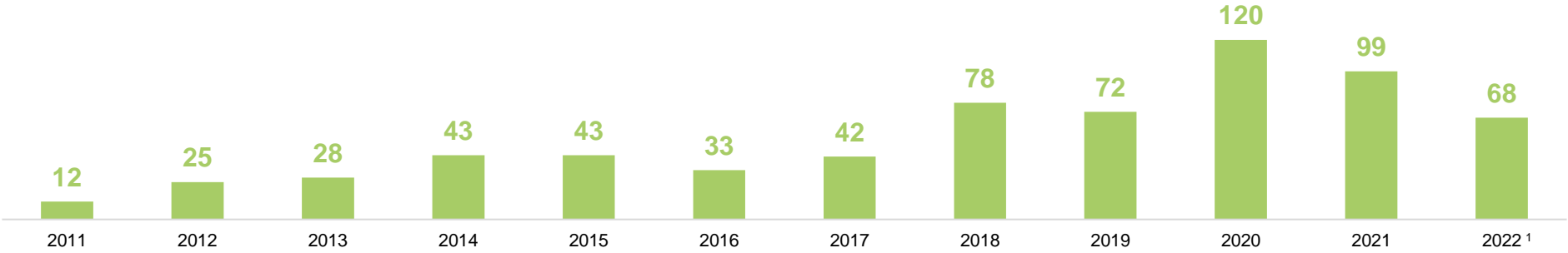
¹ Based on Kantar World Panel and internal estimates.

2. Portfolio of top-of-mind and leading brands with a proven track record of successful new product offerings

SUCCESSFUL NEW PRODUCT LAUNCH STRATEGY WITH 508 LAUNCHES¹ SINCE 2011 REACHING OVER 100 LEADING BRANDS ACROSS DIFFERENT TIERS AND CATEGORIES

CONSUMER GOODS						
TIERS	EDIBLE OILS	PASTA	FLOUR	LAUNDRY CARE	COOKIES	PERSONAL CARE
Premium	 					
Mainstream	 				 	
Value				 		

NUMBER OF PRODUCTS LAUNCHED PER YEAR



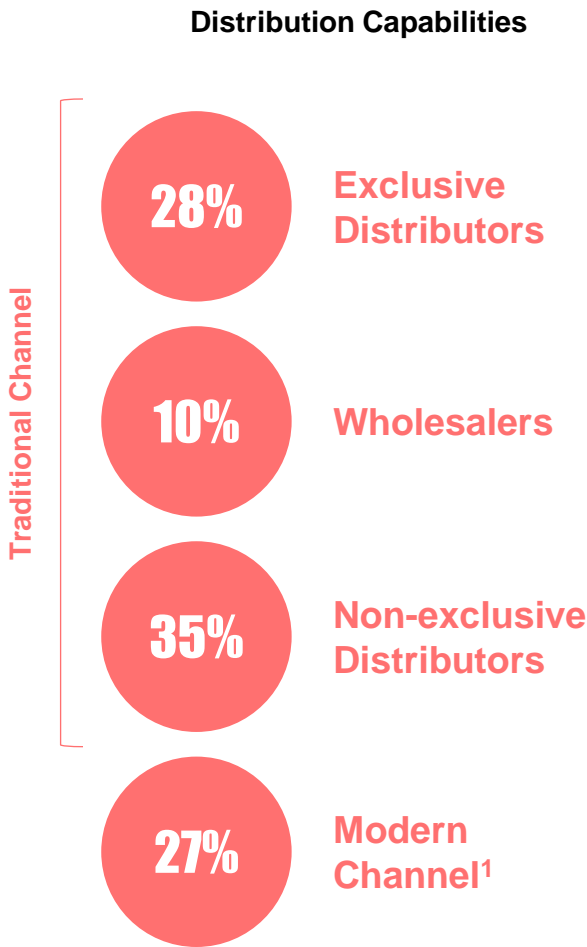
¹ LTM as of June 2022

3. Unique manufacturing and distribution platform to serve Consumer Goods, B2B and Aquafeed clients

OUR MANUFACTURING AND DISTRIBUTION NETWORK EFFICIENTLY INTEGRATES LOCAL AND REGIONAL OPERATIONS

For Consumer Goods and B2B, strong manufacturing and logistics network in Peru and Bolivia, reaching

- More than 200,000 clients
- 37 production facilities
- 17 distribution centers
- 100% coverage of supermarkets and grocery stores
- Network complemented by 31 exclusive distributors and 25 sales offices throughout Peru
- Operates in 4 local ports



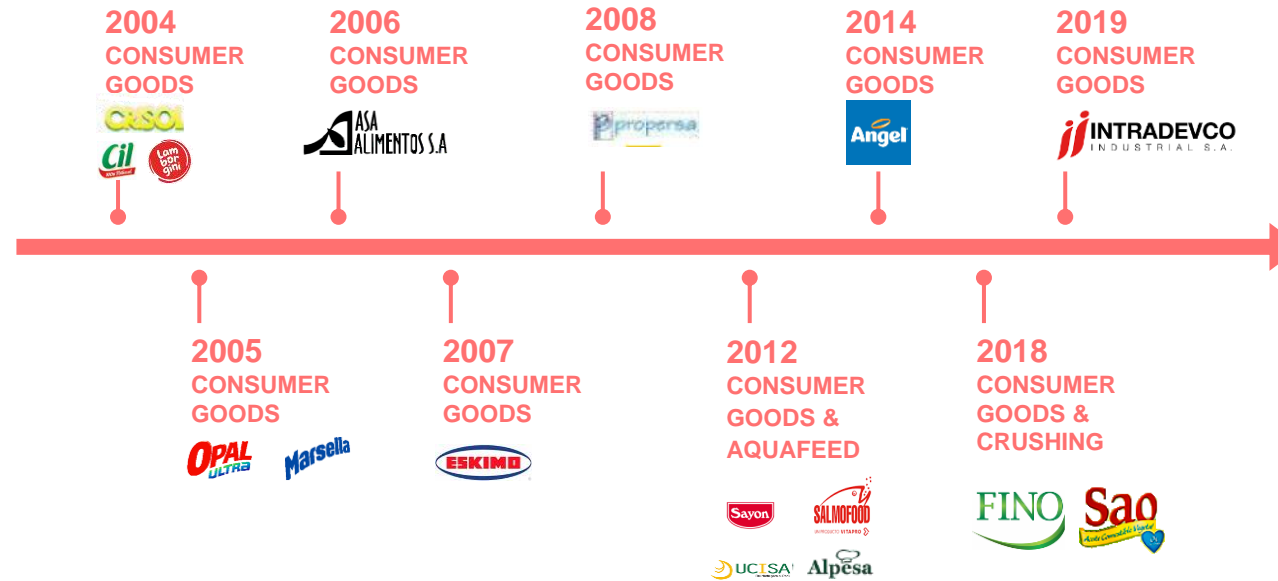
¹ Includes supermarkets, cash & carriers and convenience stores, and digital channels.

4. Inorganic growth through successful M&A strategy driven by best-in-class framework of integration practices

SUCCESSFUL STRATEGIC ACQUISITIONS HAVE ALLOWED CONTINUOUS PENETRATION OF KEY MARKETS AND SEGMENTS ACROSS SOUTH AMERICA

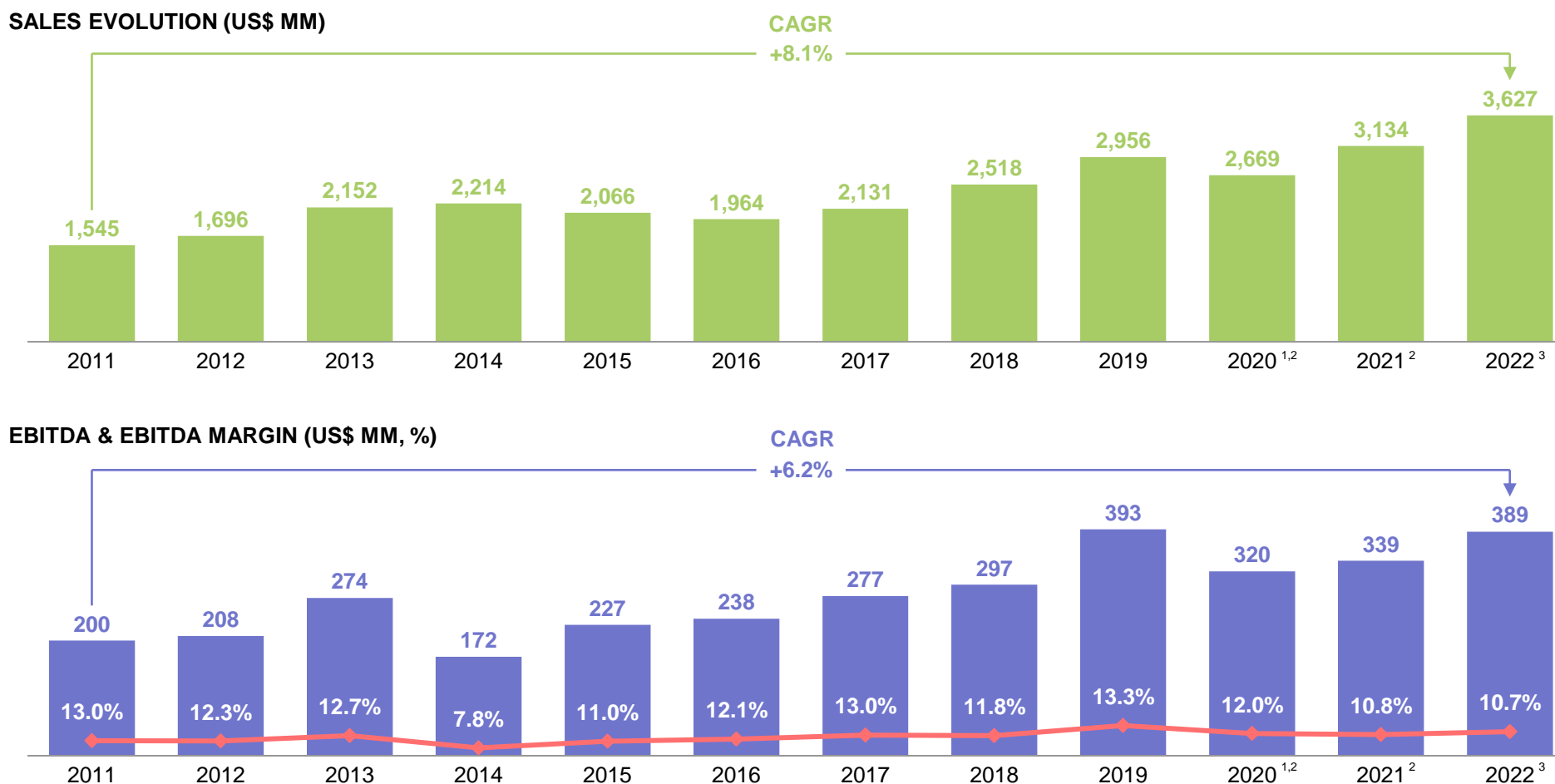
RECENT ACQUISITIONS IN PERU AND BOLIVIA

- Intradevco, a leading Home & Personal Care player in Peru
- Fino & Sao, a leading CPG and B2B company in Bolivia and a leading oilseeds crusher and CPG Company in Bolivia, respectively



- **M&A, Portfolio Management and Integration Management Office (IMO)** entirely dedicated to constantly exploring investment and divestment opportunities
- **IMO** leads and fosters integration processes involved in acquisitions, based in 5 key elements: planning, synergy management, cultural evaluation, structure and communication

5. Solid financial performance driven by our comprehensive efficiency program and shareholder value creation mindset



¹ 2020: figures include accounting adjustments (IFRS 16 in Peru)

² Ex. Argentina and Brazil since they were sold in 4Q21

³ LTM as of June 2022

6. 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



2 ALICORP AT A GLANCE



ALICORP IN THE REGION



8,000+
Employees

37
Industrial Plants

30+
Countries

REVENUES
2022 LTM

14.1
PEN Billion¹
~3.6 USD Billion

46%¹
Out of Peru

11%²
CAGR
2014-2022 LTM

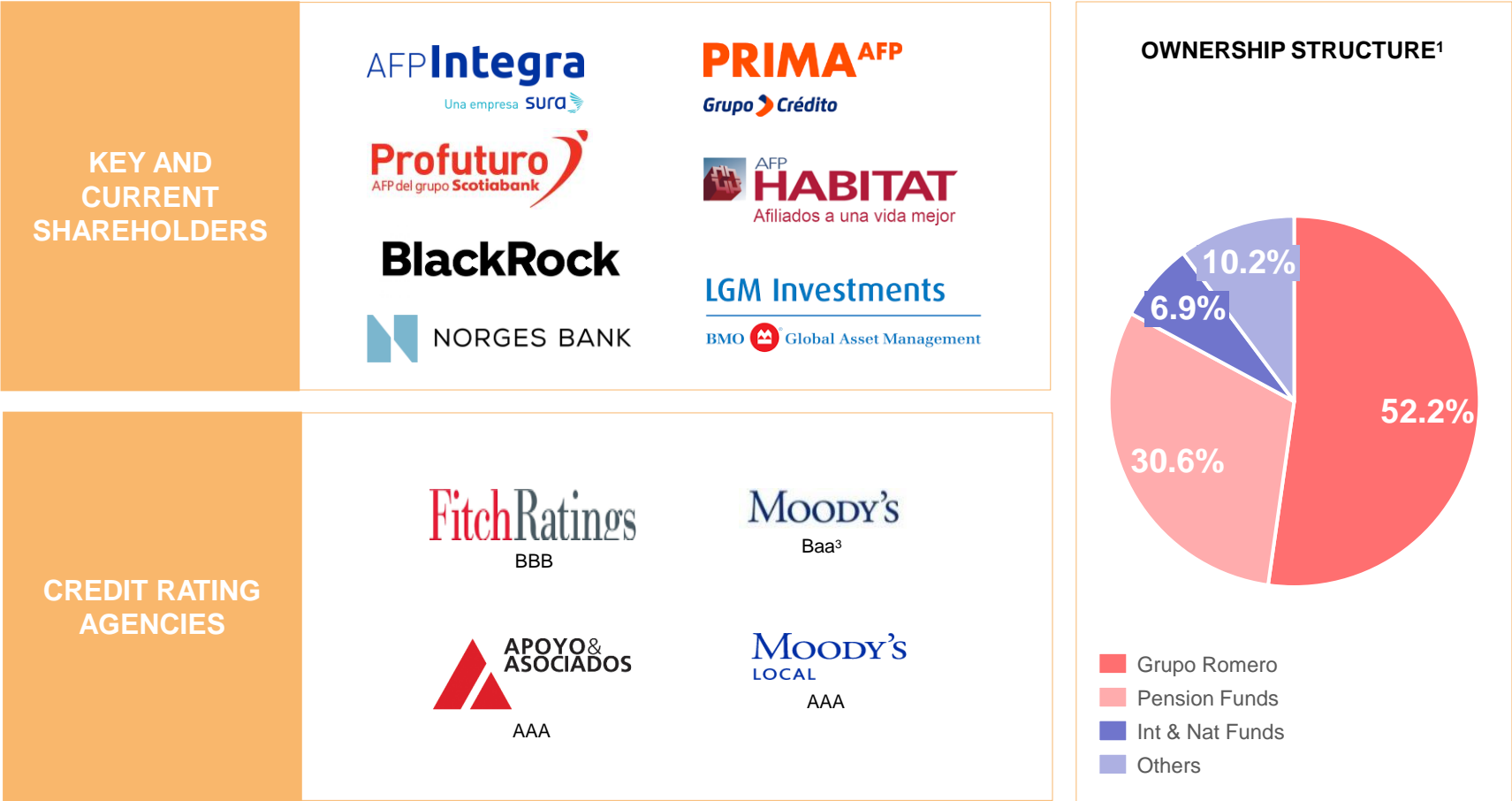
DIVISION BY BUSINESS¹

CONSUMER GOODS	BRANDED FOODS, HOME & PERSONAL CARE
	36% of total revenue
	77% 14% 4% OTHERS 5%
B2B	FOOD SERVICE, BAKERIES, INDUSTRIAL PRODUCTS
	18% of total revenue
	99%
AQUAFEED	SHRIMP FEED, SALMON FEED
	25% of total revenue
	61% 28% 5%
CRUSHING	SOYBEAN & SUNFLOWER SEED PROCESSING
	21% of total revenue
	32% 29% 9% OTHERS 30%

¹ LTM as of June 2022
² In PEN

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



¹ Figures as of August 2022

We continue to progress in Our Journey Towards a More Sustainable Company

IN 2021 WE STARTED A PROCESS OF REVISING, STRENGTHENING AND PRIORITIZING OUR SUSTAINABILITY STRATEGY

IMPROVEMENT IN INTEGRATING SUSTAINABILITY GOALS ACROSS THE COMPANY, ALIGNING OUR STRATEGY TO THE INTERESTS OF KEY STAKEHOLDERS AND CORPORATE OBJECTIVES

Our roadmap



CLOSING GAPS TO THE EXPECTATIONS OF KEY STAKEHOLDERS



ALIGNMENT WITH CORPORATE STRATEGY

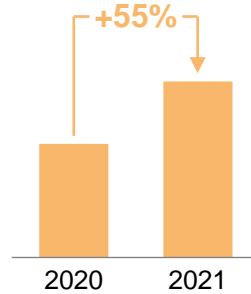


MEASUREMENT AND REPORTING



GOVERNANCE MODEL

Initial Results



INCREASE IN OUR CORPORATE SUSTAINABILITY ASSESSMENT (DJSI)



INCLUDED IN THE S&P/BVL PERU GENERAL ESG INDEX IN 2022

STRATEGIC PILLARS

WELLBEING



COMMUNITY DEVELOPMENT



ENVIROMENT



Well-defined strategy that provides sustainable growth rates



LEVERAGED IN COMPETITIVE ADVANTAGES

CONSUMER GOODS – PERU
GO-TO-MARKET STRATEGY

+110k POS
Traditional channel¹

3,533 POS
Modern channel²

PRODUCT
DEVELOPMENT

607
New launched
products since 2011³

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 CAGR⁴

+11%

EBITDA
2016-2022 LTM CAGR⁴

¹ Information provided by the Consumer Goods Peru division, including Intradevco's operations




























² Includes Supermarkets, Discounters, Cash & Carriers, Convenience Stores, Home Centers and Pharmacies

³ As of June 2022

⁴ In PEN million. Includes Fino, Sao and Intradevco acquisitions. PEN devaluated 8% in the past 5 years

⁵ Santa Amália was sold in 4Q21

RANKED #1 FOR MAIN CATEGORIES

Business	Category	Brands	Rank	% of sales ¹	Competitors
Consumer Goods Peru ²	Laundry Detergents		#1	6.7%	
	Edible Oils		#1	5.9%	
	Pasta		#1	3.5%	
	Cookies & Crackers		#1	2.1%	
B2B ²	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 ³	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)

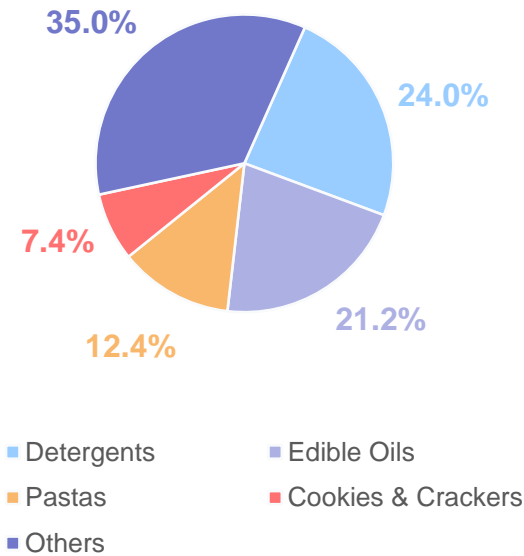
¹ Based on consolidated Revenue LTM as of June 2022.² Alicorp has +50% of the market share³ In Shrimp Feed, Alicorp has ~30% of market share in Ecuador. In Fish Feed, Alicorp has +10% of market share in Chile

OUR CGP BUSINESS
UNIT OFFERS FOODS,
HOME AND PERSONAL
CARE PRODUCTS

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

MAIN CATEGORIES BREAKDOWN

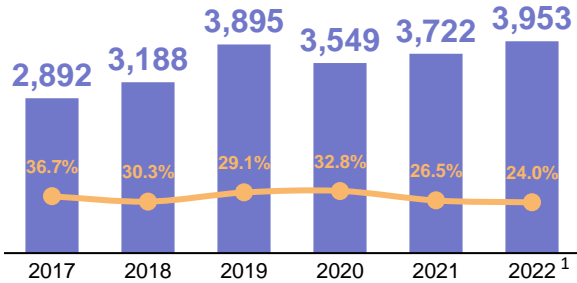
% of CGP Sales in 2022¹



REVENUE AND GROSS MARGIN

(PEN million)

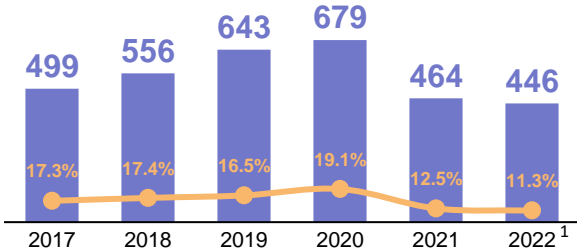
CAGR 2017-2022: 6.4%



EBITDA AND EBITDA MARGIN

(PEN million)

CAGR 2017-2022: -2.2%



HIGHLIGHTS

Production facilities



Main categories and brands

Edible Oils



Detergents



Household Care



Pasta



Cookies & Crackers



“We are accelerating profitable growth through innovation, focusing resources in strengthening our product and brand superiority in key categories supported by superior go to market strategy and supply chain operational excellence ”

– Patricio Jaramillo, VP Consumer Goods

¹ LTM as of June 2022

ALICORP AT A GLANCE

Leveraging our distribution model

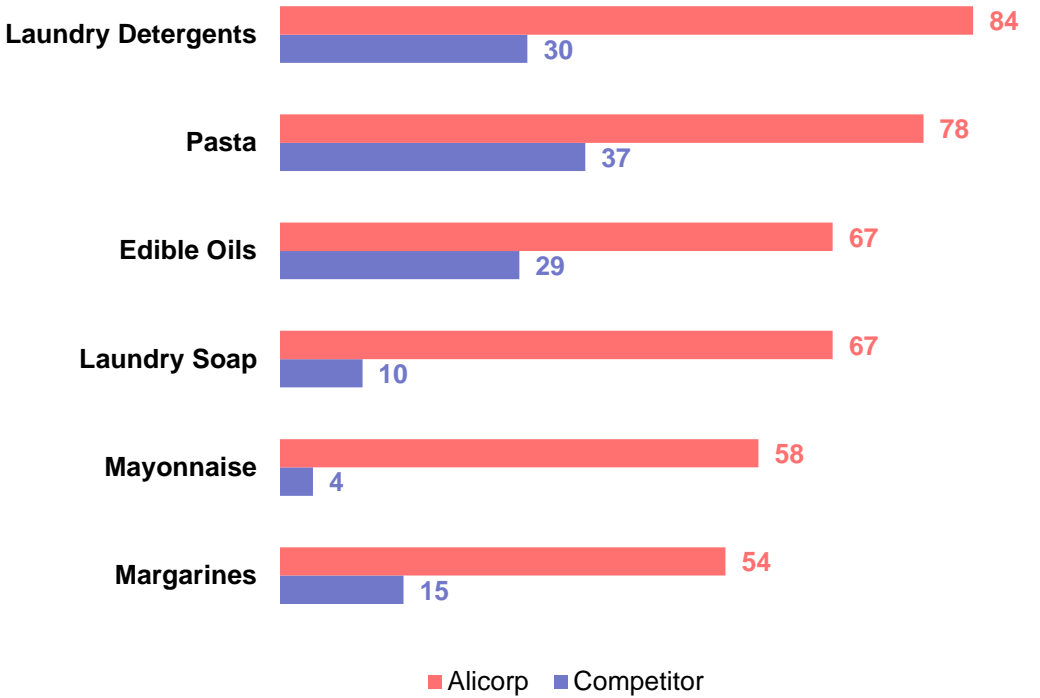


CONSUMER GOODS PERU: GO-TO-MARKET MODEL¹



STRONG PRESENCE OF ALICORP’S PRODUCTS IN PERUVIAN HOUSEHOLDS^{4,5,6}

(As % of household presence)



¹ Data FY 2021.
² Includes Cash & Carriers.
³ Includes Convenience Stores.
⁴ Data as of December 2021.
⁵ As measured by market penetration in each category against Alicorp’s closest competitor in Lima and other major cities in Peru.
⁶ Source: Kantar World Panel.

OUR CGI BUSINESS
PRODUCES AND
DISTRIBUTES FOODS,
HOME AND PERSONAL
CARE PRODUCTS
MAINLY IN LATIN
AMERICA, WITH A
STRATEGIC FOCUS IN
THE ANDEAN REGION.

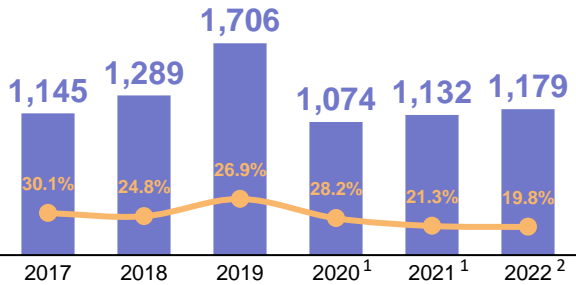
GEOGRAPHICAL PRESENCE



REVENUE AND GROSS MARGIN

(PEN million)

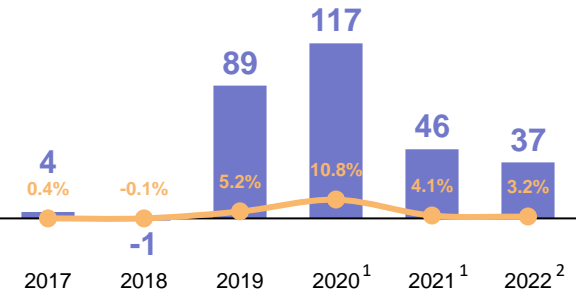
CAGR 2017-2022: +0.6%



EBITDA AND EBITDA MARGIN

(PEN million)

CAGR 2017-2022: +54.4%



HIGHLIGHTS

Production facilities

Main exports

Main categories and brands

Edible Oils

Detergents

Household Care

Pasta

Hair Care

“The strategic role of the CGI business is to contribute incremental profitable growth while diversifying Alicorp’s geographical risk profile, with a strong focus in those countries where we can replicate our successful model in Peru.”

– Patricio Jaramillo, VP Consumer Goods

¹ Ex. Argentina and Brazil
² LTM as of June 2022

OUR B2B BUSINESS
HAS THREE MAIN
PLATFORMS: FOOD
SERVICE, BAKERY,
INDUSTRIAL CLIENTS
AND CLEANING.

THROUGH OUR
DIGITAL SOLUTIONS
CREATE VALUE FOR
OUR CLIENTS

HOW B2B ADDS VALUE



GO-TO-MARKET

- ✓ Ample coverage
- ✓ Efficient client segmentation
- ✓ Exclusive distributors



BRANDED B2B

- ✓ Multi-tier brand positioning
- ✓ Innovation
- ✓ Ad hoc solutions
- ✓ Digital solutions

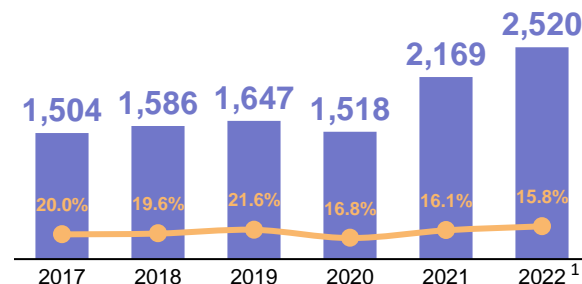


INDUSTRIAL & LOGISTIC SCALE

REVENUE AND GROSS MARGIN

(PEN million)

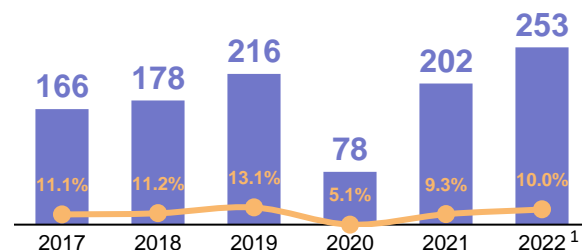
CAGR 2017-2022: +10.9%



EBITDA AND EBITDA MARGIN

(PEN million)

CAGR 2017-2022: +8.7%



HIGHLIGHTS

Production facilities 

Main categories and brands

Industrial
Baking Flour



Industrial Oil



Shortenings



Sauces



Industrial
Margarines



Frozen Products



“Our aspiration is to become our customers’ indispensable partner by identifying current and future needs and offering comprehensive solutions that help them prosper.”

– Luis Estrada, VP B2B, Commodities Management & Crushing

¹ LTM as of June 2022

OUR AQUAFEED
BUSINESS PRODUCES
SHRIMP FEED IN
CHILE, ECUADOR,
PERU AND HONDURAS;
AND SALMON FEED IN
CHILE

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

GEOGRAPHICAL PRESENCE

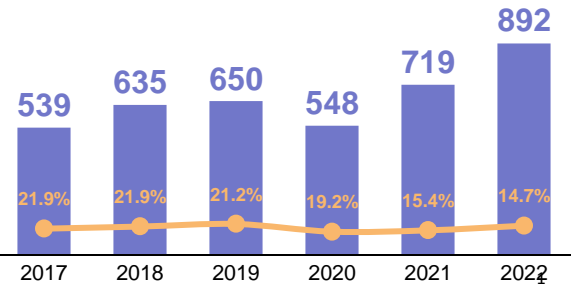


Main geographies

REVENUE AND GROSS MARGIN

(USD million)

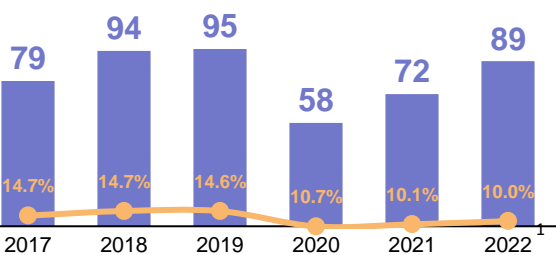
CAGR 2017-2022: +10.6%



EBITDA AND EBITDA MARGIN

(USD million)

CAGR 2017-2022: +2.4%



HIGHLIGHTS

Production facilities

Main categories and brands

Shrimp Feed

Salmon Feed

“Our commitment with the future of the industry has encouraged us to become the bridge between our clients and the digital transformation”.

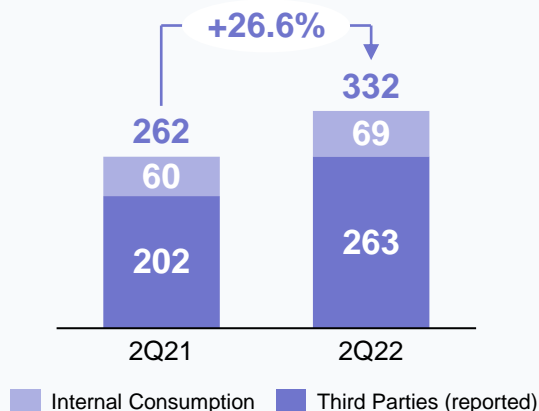
– Hugo Carrillo, General Manager - Vitapro

¹ LTM as of June 2022

OUR CRUSHING
BUSINESS PRODUCES
SUNFLOWER SEED
OILS AND SOYBEAN
OILS AND MEAL FOR
INTERNAL
CONSUMPTION AND
TO SERVE THIRD
PARTY LOCAL AND
EXPORT CUSTOMERS

VOLUME SOLD¹

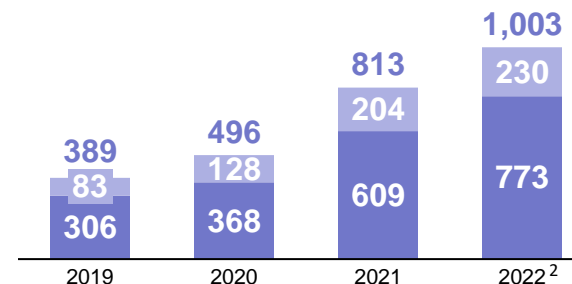
(Thousands of MT)



The Bolivian market structure requires vertical integration to ensure access to grains supply. This results in a natural hedge of raw materials for the CG business.

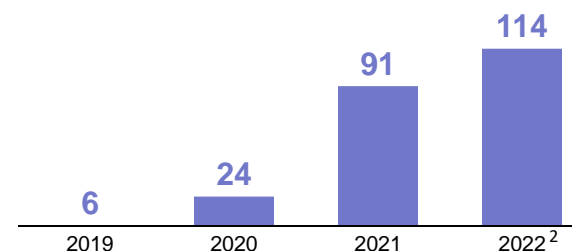
REVENUE¹

(USD million)



EBITDA

(USD million)



HIGHLIGHTS

Production facilities 

Main exports  

Main categories and products

- **Soybean:** Crude oil, solvent-extracted and full-fat flour
- **Sunflower seed:** Crude oil and flour
- **Agricultural inputs:** Phytosanitary products, fertilizers, and seeds

“Our crushing business gives us value added vertical integration in the oils and fats segment in Bolivia, as well as diversification being countercyclical to the Consumer Goods business ”

– Luis Estrada, VP B2B, Commodities Management & Crushing

¹ Internal consumption is mainly allocated to Consumer Goods Bolivia and Aquafeed. Sale to third parties are the only considered in the Consolidated Financial Statements

² LTM as of June 2022

3 CORPORATE STRATEGY



In order to secure our leadership, we incorporated enablers to our strategy that lead us to i) achieve our long-term objectives and ii) face the changing business dynamics

STRATEGIC PILLARS



GROWTH

Focus on opportunities within the Andean Region leveraging our competitive advantages

Invest in profitable businesses where we can replicate our model



EFFICIENCY

Reinforce the efficiency culture to continue improving business profitability



PEOPLE

Assure the talent and capabilities to fulfill our corporate goals

OBJECTIVES

STRATEGIES

ENABLERS



Digital & Analytics

- Use advanced analytics to create value throughout our business
- Build digital platforms to better connect with our stakeholders
- Implement the latest IT platform
- Develop an agile mindset to gain speed and scalability



Innovation

- Use design thinking to resolve business challenges and identify new ways to do things
- Develop new products and business models
- Promote new workspaces that boost innovation

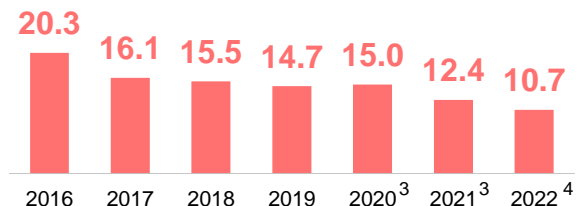
- Maximize the value of our core categories
- Boost growth in high potential platforms across businesses
- Prompt the creation and strengthening of new businesses and develop new platforms
- Expand through innovation and continue exploring inorganic initiatives
- Maximize the value of businesses with low return
- Lever up efficiencies program and replicate it in other geographies
- Assure the synergy capture in our acquisitions
- Assure talent availability for the short, medium and long term
- Develop functional capabilities and leadership through the company
- Strengthen organizational help and the "One Alicorp" mindset

Efficiency Pillar: We promote the highest efficiency standards

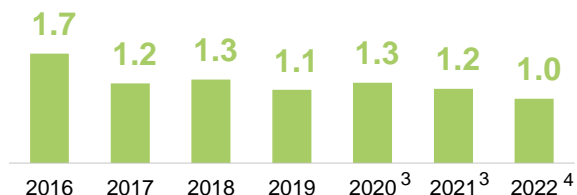
**ALICORP
CONTINUOUSLY SEEKS
IMPROVEMENT
THROUGH
TRANSFORMATIONAL
EFFICIENCIES**

**OUR COMPANY
POSITIONS ITSELF IN
THE TOP TIER AMONG
PEERS IN VARIOUS
EFFICIENCY KPIs**

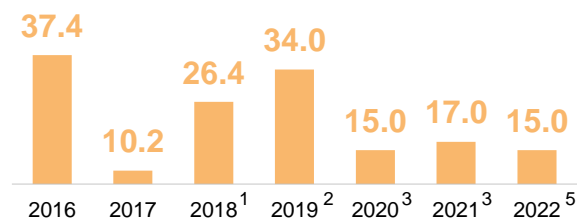
**SG&A /
Revenue**
(%)



**SG&A /
EBITDA**
(x times)



**Cash Conversion
Cycle**
(days)



- Highly experienced corporate team entirely dedicated to the monitoring and management of both day-to-day and transformational efficiencies across the organization
- Constantly analyzing profitability and returns of our businesses, platforms and categories, searching for efficiencies and guiding capital allocation decisions
- CCC impacted by acquisitions in 2018 and 2019. Successful CCC management resulted in a significant reduction in 2020

¹ Acquisition of Fino and Sao

² Acquisition of Intradevco

³ Ex. Argentina and Brazil

⁴ LTM as of June 2022

⁵ As of 2Q22



**OUR DIGITAL
TRANSFORMATION
AGENDA SEEKS TO
CREATE VALUE
THROUGH THE USE OF
TECHNOLOGY IN ORDER
TO TRANSFORM OUR
BUSINESS MAKING IT
MORE EFFICIENT,
PROFITABLE AND
MODERN**



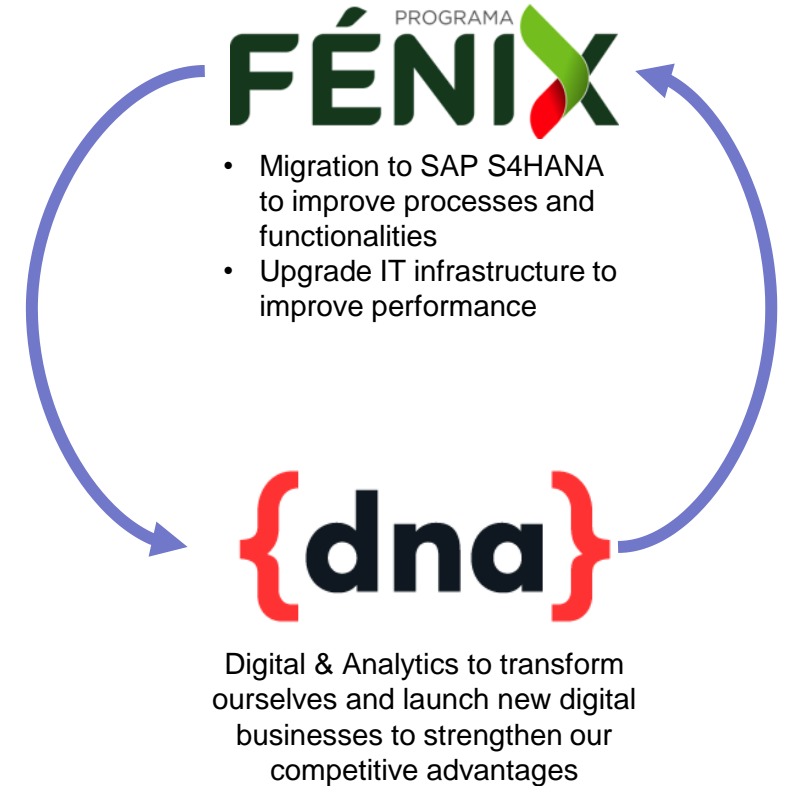
Accelerate the efficiency of our business



Seek the transformation of our business



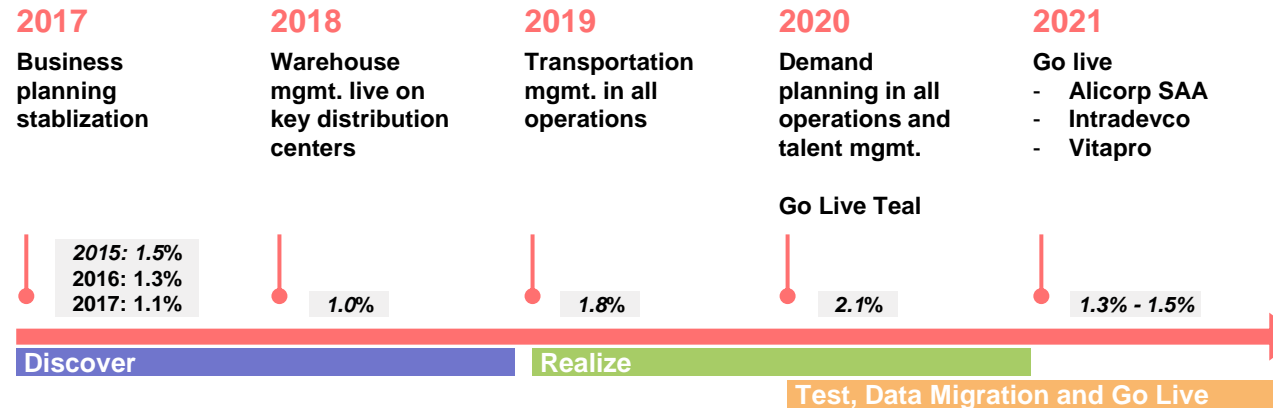
Protect Alicorp from potential disruptions



IN 2018, WE EMBARKED ON A MULTIANNUAL ERP TRANSFORMATION ACROSS THE COMPANY, MIGRATING TO SAP S/4 HANA. IN 2020 AND THE BEGINNING OF 2021 WE IMPLEMENTED THE “GO LIVE” PHASE IN PERU

S4H GO LIVE ROADMAP

(Capex+Opex) / Sales (%)

Test, Data Migration and Go Live

Main activities

- Evaluate risks and design action plans to guarantee business continuity
- Define mechanisms to guarantee business case execution and value capture

Key milestones

- Integral & final user tests
- Data Migration
- Training
- Go Live with full ERP

HIGHLIGHTS

- Mostly-remote migration in Peru from SAP R3 to S4H with neither disruptions in sales nor in production
- Operating units migrated to new platform represent **approximately half of total sales**
- 18 operating facilities
- 2,000 users
- All key processes are being transferred to the new platform: Sales, Finance & Accountability, Supply Chain and HR modules already live
- New platform is cloud-based, improving data exploitation and capabilities



**DIGITAL
TRANSFORMATION IS
AN ENABLER THAT
SEEKS TO ANSWER
THREE QUESTIONS
ABOUT ALICORP'S
CORE THROUGH THE
DEVELOPMENT OF
THREE MAIN
CAPABILITIES FOR OUR
TEAMS**

We ask ourselves three questions about Alicorp's core



How do we increase Alicorp's sales today?



How do we guarantee efficient operations?



How do we uncover our clients and consumers' needs, generating new revenue streams?

We are developing capabilities in order to answer these questions



Data Driven
Decision Making



User Centricity



Agile Mindset



**SO FAR, WE HAVE
ACCOMPLISHED GREAT
PROGRESS AND
GENERATED
SIGNIFICANT IMPACT
ON OUR BUSINESS,
ABOVE OUR
EXPECTATIONS**

~50

initiatives
launched

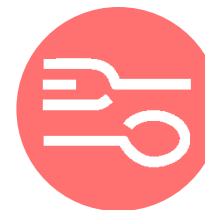
60

professionals
dedicated to digital
transformation

Some of our most emblematic digital initiatives include...



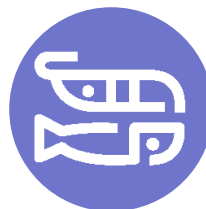
**MICROSEGMENTATION
OF OUR CLIENTS AND
"PEDIDO SUGERIDO"**



B2B MARKETPLACE



**DIGITAL TOOLS FOR
SALESPeOPLE AND
CLIENTS**



**SALMOFOOD FEEDING
MODEL AND NICOVITA
ANALYTICS AND IOT
TASK FORCE**



**AUTOMATION
INITIATIVES IN FINANCE
AND ADMIN.**



**DIRECT-TO-CONSUMER
INITIATIVES**

insuma RESTAURANTS AND BAKERIES

Digital ecosystem to
better serve our B2B
clients



- ✓ Annualized 2022 GMV¹: PEN 110.5 MM, 6.8x vs 2021
- ✓ Over 4,500 acquired customers with 73% of retention rate
- ✓ Represents 70% of SME's share of wallet
- ✓ 20 trade agreements with business partners
- ✓ June 2022 average ticket: PEN 3,375 +90% vs June 2021
- ✓ Trainings for our customers and placed loans in partnership with Mibanco

diadia BODEGAS (MOM & POPs)

Accelerate growth of the
traditional trade through
digitalization and
product assortment



- ✓ Annualized 2022 GMV¹: PEN 53.9 MM, 10.7x vs 2021
- ✓ Over 2,300 active Mom & Pops
- ✓ Life insurance benefit for our customers
- ✓ 11 trade agreements with business partners
- ✓ May 2022 average ticket: PEN 1,867 +32% vs December 2021

¹ Considering June 2022 GMV

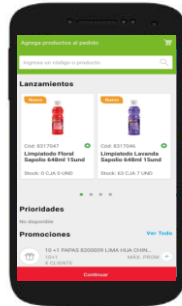
**STORES THAT USED
“PEDIDO SUGERIDO”
HAD A 10% HIGHER
PERFORMANCE**

**WE ARE NOW FOCUSED
ON TAKING THESE
ALGORITHMS TO OUR
B2B MARKETPLACE**

SOLUTIONS FOR RETAIL CLIENTS

Sales force

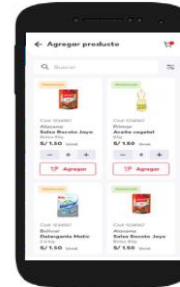
Nitro 2
(deployed)



- Mobile App for exclusive distributors' sales force
- Functionalities that maximize POS potential
- 98% utilization nationwide

Self-service

AliMarket
(pilot)



- Mobile App for retail clients to buy directly
- Cost efficiencies and closer to clients

SOLUTIONS FOR WHOLESALE CLIENTS

Self-service

Web Clientes
(deployed)



- Digital platform for wholesalers
- Friendly experience for day-to-day activities

Digital & Analytics: Alisoluciones is an ecosystem of comprehensive solutions that transforms us into strategic partners for our B2B clients



OUR ALISOLUCIONES ECOSYSTEM INCLUDES A COMPLETE SET OF SOLUTIONS FOR OUR B2B CLIENTS, SUCH AS AN ONLINE STORE, WEBINARS, ERP AND PAYMENT SOLUTIONS, AND ACCESS TO CREDIT, THROUGH OUR PARTNERS.

ADOPTION KPIS IN 2020

~7k

Visitors to the AliSoluciones platform and ~4,000 active users



+5x

Wally users



650

mPos² placed with S/ 2.5 millions in transactions

~26%

Penetration of digital sales in our exclusive distributor channel



+5k

Online trainings



+300k

Loans placed Partnership with Mi Banco



Nuestras soluciones para ti

Un espacio creado para brindar herramientas que impulsen el negocio de nuestros clientes.



Cobra en tu negocio sin comisiones

Conoce Yape y cobra en tu negocio completamente gratis, rápido y sin contacto.

Entérate



El financiamiento que buscabas ahora a tu alcance

Descubre la opción de financiamiento para clientes Alicorp y Mibanco.

Infórmate



Capacitaciones para ti y el crecimiento de tu negocio

Amplia tus conocimientos y domina temas que impulsarán tu productividad.

Accede



Asesorate con nuestros expertos y optimiza tus operaciones

Nuestros especialistas técnicos están a tu disposición para asistirte, sin costo.

Contáctalos



El punto de venta más ágil e inteligente para tu negocio

Descubre la plataforma que te hará todo más sencillo y eficiente.

Obtenlo



Crea tu propia tienda virtual, en solo 5 pasos

Vende por internet y lleva tu negocio a más clientes.

Comencemos

INTERNET OF THINGS AND ANALYTICS ECOSYSTEM TO IMPROVE PRODUCTIVITY IN VITAPRO'S CLIENTS

VITAPRO VENTURES

**OUR PURPOSE IS TO
TRANSFORM THE
INDUSTRY AND
GENERATE
SUBSTANTIAL
IMPROVEMENT IN
PRODUCTIVITY AND
PROFITABILITY**



Our solution introduces **Internet of Things, data and analytics infrastructure to shrimp pool management to improve efficiency and effectiveness of shrimp feeding process**

- Oxygen and temperature sensors across shrimp farms
- Cloud based data lake to store dynamic data with Machine learning models that estimate shrimp growth and determine feed volume
- Automatic feeders powered by solar panels with releases based on AA model
- Hydrophone monitors shrimp's sounds and optimize feeding through automatic feeders
- 24/7 Technical Support

FIRST RESULTS

- 250+ Has in five clients using the ecosystem throughout 40 cycles
- 20%+ higher growth and 10pp+ survival rate
- 15% lower cycle days
- 20-40% higher productivity

Digital & Analytics: In our Aquafeed unit, we developed an innovative and distinctive analytics solution to help salmon farmers improve productivity by 5-10%

ENVIRONMENT



- Raw variables:
Temperature, oxygen,
light hours, diseases,
etc.
- Feature engineering:
100+ features

PRODUCTION FACTORS



- Feeding
- Photoperiod
- Oxygen systems

ANALYTICS SOLUTIONS



- Growth projections
- Conversion Ratio
predictions
- Growth projections



Growth



Daily feeding



Digital tools

Change
Management

We offer our clients added value on top of animal feed, by providing them with state-of-the-art digital tools that help them increase their productivity. By observing environmental and production factors, we developed analytics solutions that predict the growth of salmon and suggests daily feeding portions.

Digital & Analytics: Once all exogenous variables were included, the projection was very close to the real performance



Inputs



Average weight



Temperature



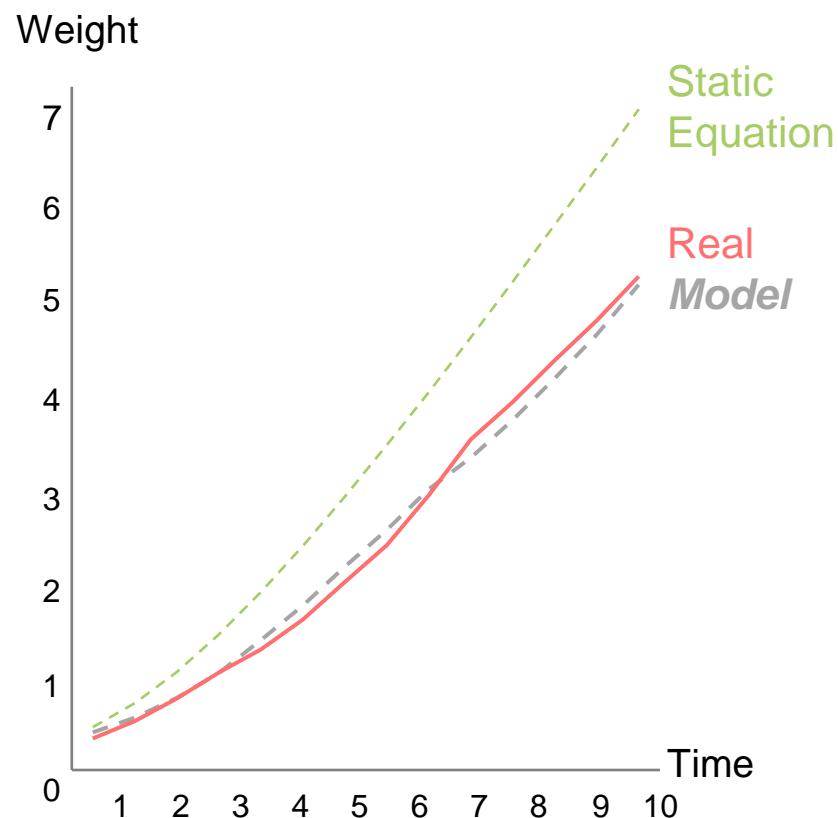
Oxygen

Variable 4

...

Variable N

Average weight projection per cycle



New Model

From 2-3 variables
To 10+ variables

From using historical data
To using predictions
of exogeneous
variables

From static equations
To machine learning

**SEVERAL VARIABLES
AND PREDICTIONS
FEED OUR MACHINE
LEARNING MODEL THAT
PROJECTS THE
AVERAGE WEIGHT OF
SALMON PER CYCLE
WITH A HIGHER LEVEL
OF ACCURACY THAN
THE MODELS
PREVIOUSLY USED BY
OUR CLIENTS**

Digital & Analytics: The model also provided daily recommendation on the feeding processes that optimize feeding costs and farmer productivity

Inputs



Average weight

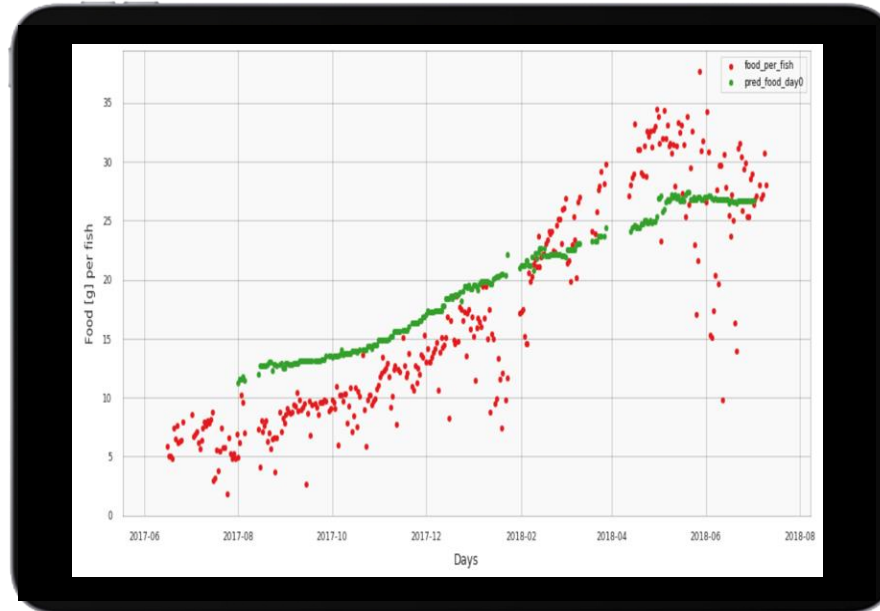


Temperature



Oxygen

Daily recommendation curve



Benefits

Daily feeding recommendation tailored for each farming center

Allows daily follow-up of the performance to achieve goals

Individual simulations of the diet for each supplier

IN ADDITION TO PREDICTING SALMON GROWTH, OUR MODEL PROVIDES DAILY FEEDING RECOMMENDATIONS TO OPTIMIZE PRODUCTIVITY AND CONTINUOUSLY UPDATE THE GROWTH MODEL

INNOVATING HOW WE INNOVATE

We are seeking to innovate not only in our products, but also in our services and business models, in the way in which we interact with our clients and customers



Human Centered

Focus on covering our customers' ever-changing needs



Innovation culture

Promote innovation throughout the company (design thinking methodology)



Innovating in 3 horizons

Going beyond our current businesses

1

Continue to innovate in **businesses in which we currently operate**

2

Explore new categories and platforms **adjacent to our current business**

3

Continuously observe consumers' needs to **come up with entirely new businesses**

INNOVATING HOW WE INNOVATE – DESIGN THINKING TO EXPLORE CONSUMER NEEDS

PURO

BETTER FOR YOU, SNACKS THAT COMBINE 44% CACAO WITH NUTRITIOUS INGREDIENTS SUCH AS QUINOA, CEREALS AND DRIED FRUITS

- ✓ Agility in decision making
- ✓ Iterative strategy
- ✓ 1.5-year consumer focused development
- ✓ Seed investment at first stage, lean structure
- ✓ Leverage on Alicorp's strengths



★ #BUENOYBUENAZO

- Help millennials snack better, encouraging them to take a step towards a more nutritious diet
 - Combination of 44% cacao with other nutritious ingredients such as quinoa, berries and dried fruits
 - First launch of our corporate Start-up

WOWMOM

SOCIAL MEDIA COMMUNITY FOR PREGNANT WOMEN AND NEW MOMS CREATED BY ALICORP, WHICH SERVES AS INSPIRATION FOR THE DEVELOPMENT AND LAUNCH OF NEW PRODUCTS SPECIFICALLY AIMED AT THAT CUSTOMER BASE



The most important digital community in the country



Experts and Moms spokespersons & creative allies



Products with natural ingredients, safe for mother and baby



Portfolio endorsed by SPOG



★ “All moms are women first”

- Help women experience happier motherhood processes, offering practical, accessible and safe solutions for them and their babies, answering unattended needs
 - ✓ Since May 2020, largest pregnant women community on Instagram. High engagement and very positive sentiment towards the brand.
 - ✓ In July 2021, first launches of a product portfolio **inspired by the digital community**, and aimed at mothers-to-be

Since Alicorp's strategy relaunched in 2016, we have implemented multiple strategic initiatives to grow and create value

STRATEGIC INITIATIVES

2017	2018	2019	2020	2021
SMART GROWTH <ul style="list-style-type: none"> Core categories consolidation and entry into new ones Launch of the "T4" model for value brands in CGP and product innovation 	ANDEAN PLAYER <ul style="list-style-type: none"> Inorganic growth in Bolivia Product innovation Integration Management Office (IMO) 	ACQUISITION OF INTRADEVCO <ul style="list-style-type: none"> Inorganic growth in Peru Consolidation of our Home Care platform and new Personal Care platform Takeover of our business case by our IMO 	CONTROL OF THE IMPACTS OF COVID-19 PANDEMIC <ul style="list-style-type: none"> Business Continuity Program in 4 fronts: Our people & community, liquidity and strong balance sheet, supply & logistics, and clients & consumers 	EFFICIENCY PROGRAM <ul style="list-style-type: none"> Kickoff of the multi annual efficiency program SG&A run rate reduction: 100M PEN Review of our go-to-market model, with the objective of value creation Efficiencies in our cost-to-serve as well as distribution expenses Lean manufacturing initiatives Transformation programs and initiatives to reduce complexity across our businesses
DEPLOYMENT OF THE EFFICIENCY PROGRAM <ul style="list-style-type: none"> Revenue Management Best practices in sourcing Lean manufacturing program Optimization of warehouses and distribution footprint 	BUILDING A CULTURE OF INNOVATION <ul style="list-style-type: none"> Center of Excellence at corporate level Design thinking for new product development 	INTEGRATION OF OUR BOLIVIA UNIT <ul style="list-style-type: none"> Continue to capture synergies in our acquired business in Bolivia, through our Efficiencies team 	TRANSFORMATIONAL PROGRAM IN BOLIVIA <ul style="list-style-type: none"> Complementing our product and Brand portfolio Optimization of processes and organizational structure 	DIGITAL INITIATIVES <ul style="list-style-type: none"> Insuma (B2B: restaurants & bakeries): 3,300 clients DiaDia (CGP): 2,206 active Mom&Pops Vitapro Ventures (Aquafeed): Genia (digital platform), 12 clients and 81 users
NEW AMBITIOUS PROGRAM WITH TRANSFORMATIONAL INITIATIVES <ul style="list-style-type: none"> Turnaround Argentina Brazil's efficiency plan High-impact use cases 	TRANSFORMATIONAL INITIATIVES <ul style="list-style-type: none"> SAP S4/Hana: New ERP platform Added value with our commercial partners in our Consumer Goods business Advanced Analytics in B2B and Aquafeed 	ACCELERATION OF OUR DIGITAL TRANSFORMATION <ul style="list-style-type: none"> Implementation of AliMarket and client web for wholesalers High adoption of our AliSoluciones ecosystem for B2B clients Implementation of growth models for our shrimp and salmon feed clients 		
KEY INDICATORS	Revenue Growth +0.6% EBITDA Margin +12.4%	Revenue Growth +7.3% EBITDA Margin +13.0%	Revenue Growth +19.3% EBITDA Margin +12.3%	Revenue Growth +2.6% EBITDA Margin +11.2%

4 SOLID LIQUIDITY AND STRONG BALANCE SHEET



Leverage and credit rating

CONSERVATIVE DEBT
MANAGEMENT WITH
INVESTMENT GRADE
RATINGS

WE REFINANCED USD 75
MM OF BOLIVIAN
SHORT-TERM DEBT,
EXTENDING ITS
MATURITY TO 5 YEARS
AT A FIXED RATE IN
LOCAL CURRENCY



TOTAL CASH
S/ 825 million

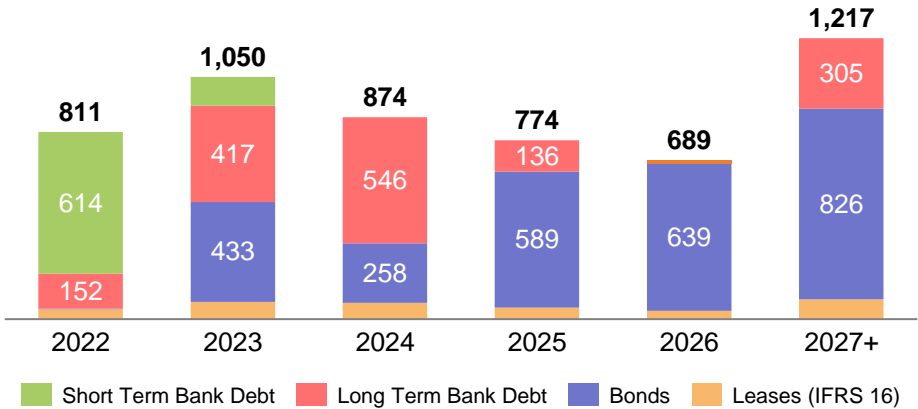


DEBT COVERAGE¹
1.02x over maturities until 2022
0.44x over maturities until 2023



ACCESS TO FUNDING
PEN 4.5 billion of available
uncommitted credit lines

MATURITY PROFILE AS OF JUNE 2022²
PEN million



CREDIT RATING AS OF Q2 '22



¹ Principal only
² Debt at amortized cost
³ Moody's Local does not publish outlooks for rated instruments
⁴ PCR rates Alicorp Bolivia's local bonds only

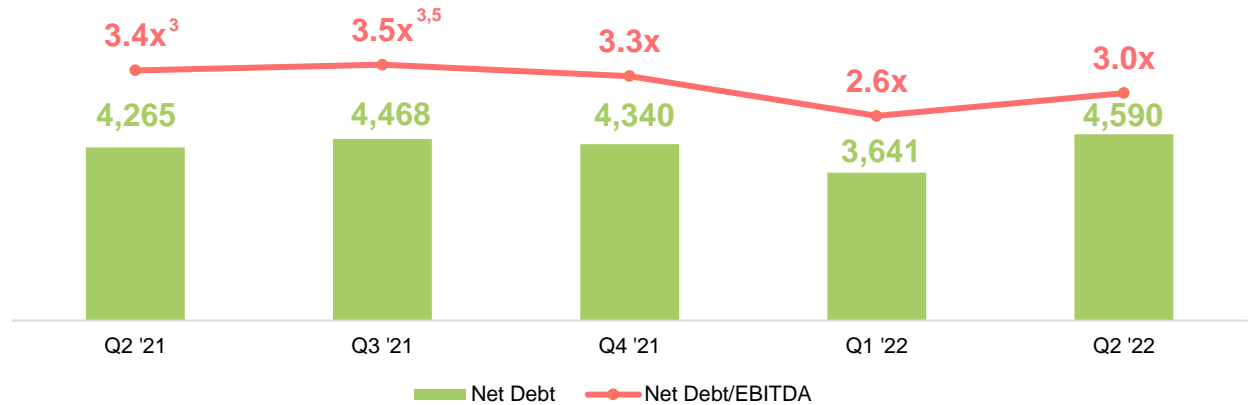
Leverage and credit rating

ALTHOUGH OUR RMI'S SEASONALITY IMPACTED OUR LEVERAGE, NET DEBT-TO-EBITDA RATIO IMPROVED FROM 3.4x AS OF Q2 '21 TO 3.0x AS OF Q2 '22 MAINLY DUE TO A SOLID EBITDA PERFORMANCE

INDEBTEDNESS EVOLUTION

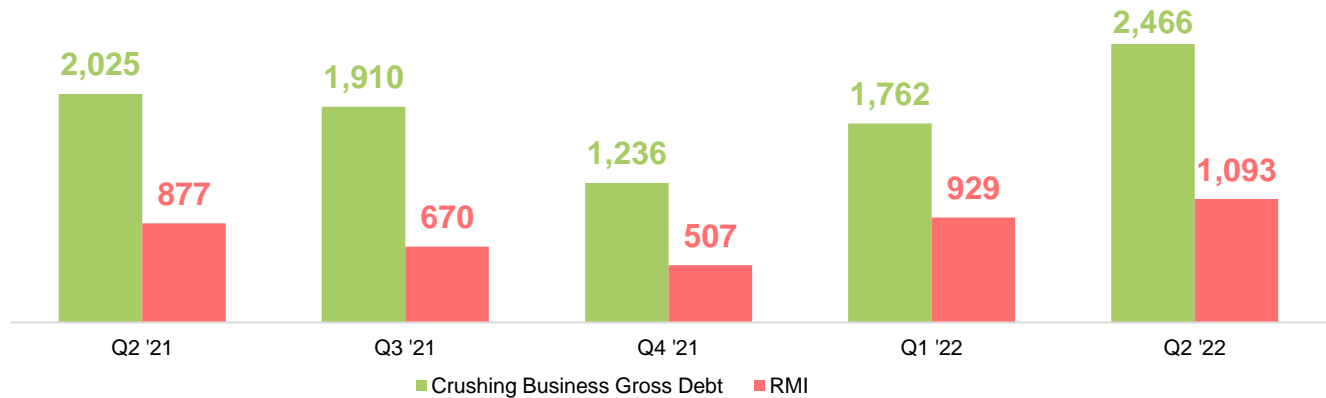
Net Debt / EBITDA^{1,2,4}

PEN million



CRUSHING BUSINESS GROSS DEBT AND READILY MARKETABLE INVENTORY (RMI)^{1,2,4,6}

PEN million



¹ Debt at amortized cost

² Net debt-to-LTM EBITDA ratio excludes the effect of impairments over the last twelve months as each other quarter

³ Net debt-to-EBITDA ratio includes newly acquired companies over the last 12 months

⁴ Excludes discontinued operations

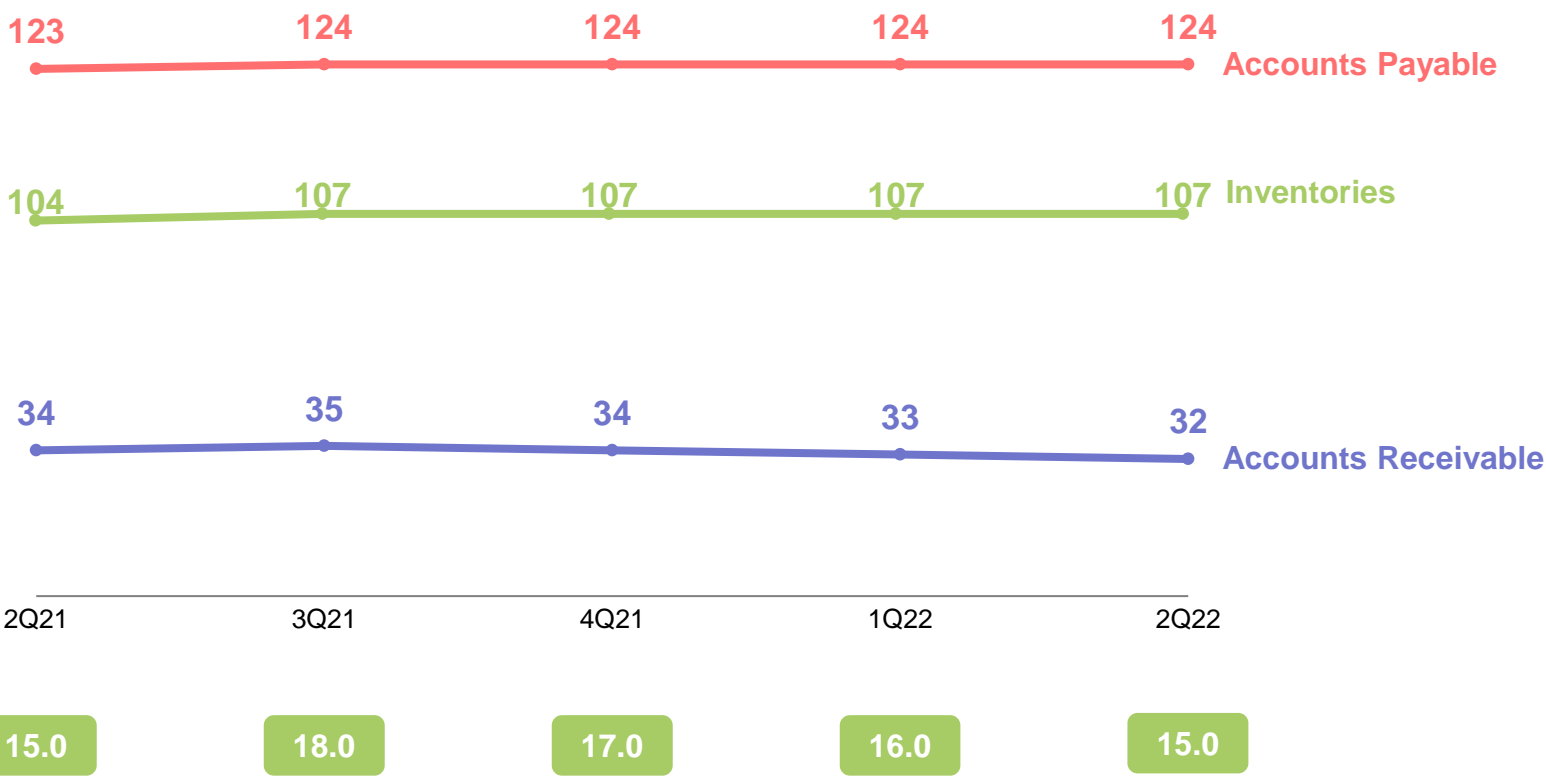
⁵ Including the sale of our Brazilian and Argentinian subsidiaries the ratio Net Debt/EBITDA is 3.28x

⁶ RMI: refers to the soybean and sunflower seed stored within our facilities in our Bolivian operation that is easily to convert into cash due to their commodity characteristics

Working capital – Cash conversion cycle (CCC)

DESPITE THE HIGHER COMMODITY PRICES AND LOGISTIC DISRUPTIONS, WE WERE ABLE TO IMPROVE OUR CASH CONVERSION CYCLE IN ONE DAY AS A RESULT OF EFFICIENCIES IN OUR RECEIVABLES MANAGEMENT

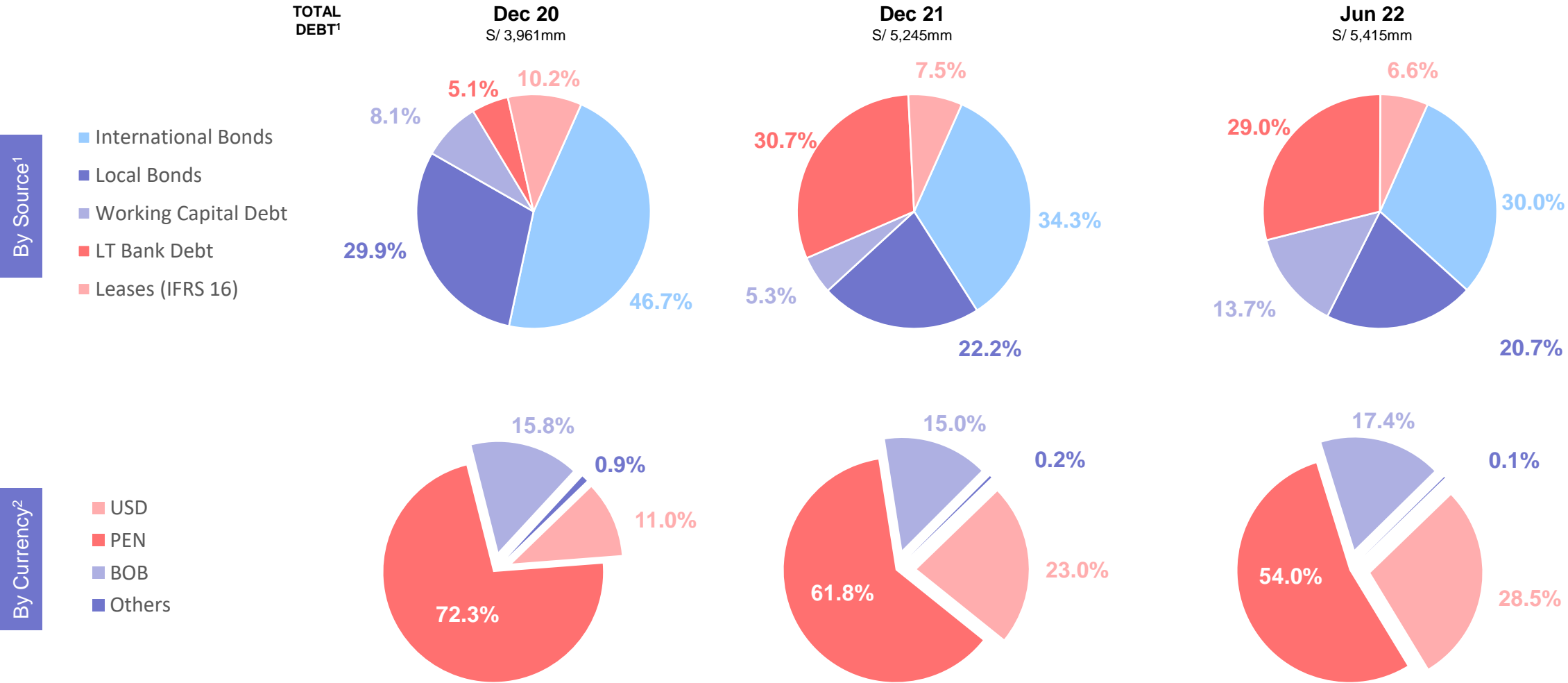
WORKING CAPITAL^{1,2}
Days



¹ Days of working capital calculated for the last twelve months, includes accounts with related entities
² This calculation does not include our sold Argentinean and Brazilian subsidiaries

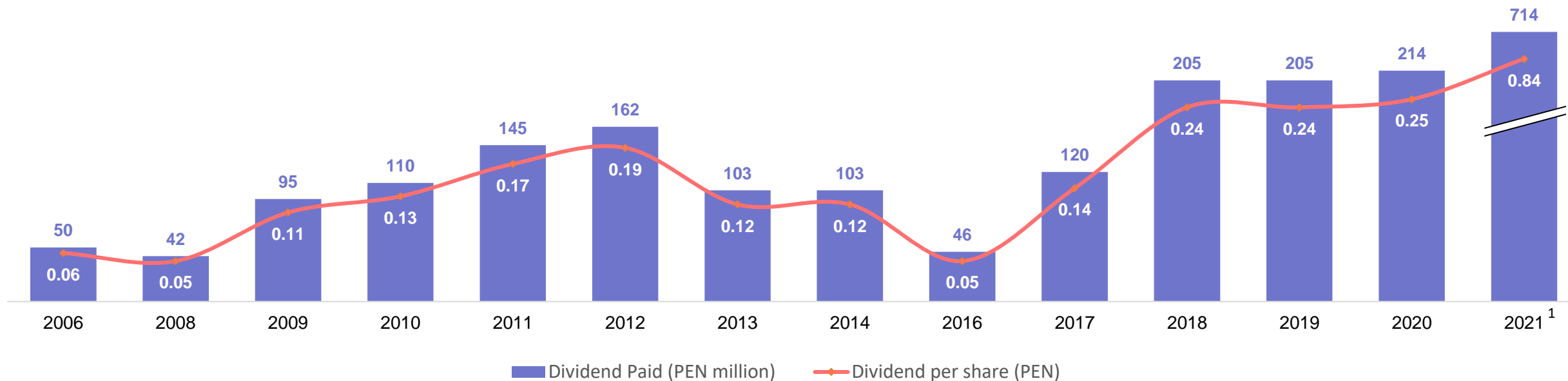
APPENDIX

Debt Breakdown



¹ Debt before hedging operations, at amortized cost / ² Debt after hedging operations

Dividend Payment Evolution



Declared Date	03/20/2006	03/31/2008	03/30/2009	03/31/2010	03/30/2011	03/29/2012	03/25/2013	03/27/2014	03/30/2016	03/30/2017	03/27/2018	03/28/2019	07/23/2020	03/25/2021
Payment Date	05/03/2006	05/16/2008	05/20/2009	05/20/2010	05/23/2011	05/23/2012	05/27/2013	05/27/2014	05/27/2016	05/26/2017	05/25/2018	05/28/2019	09/10/2020	05/28/2021
Declared Date ²														08/04/2021
Payment Date ²														09/16/2021
Dividend Yield ³	4.2%	2.1%	8.6%	4.8%	3.4%	2.8%	1.2%	1.4%	0.8%	1.8%	2.0%	2.3%	3.3%	16.0%
Payout Ratio	59%	34%	115%	50%	51%	49%	29%	32%	29%	40%	46%	45%	44%	216%

For more information about our dividend policy, please visit:

https://inversionistas.alicorp.com.pe/alicorp-ir/public/userfiles/ckfinder/files/Politica_de_Div.pdf

¹ 2021: On top of the first dividend payment approved during our general meeting of 0.25 PEN per share, an extraordinary dividend of 0.585 PEN per share was paid during the 3Q21.

² For extraordinary dividend payment

³ Dividend yield computed for common stocks: ALICORC1

5

APPENDIX



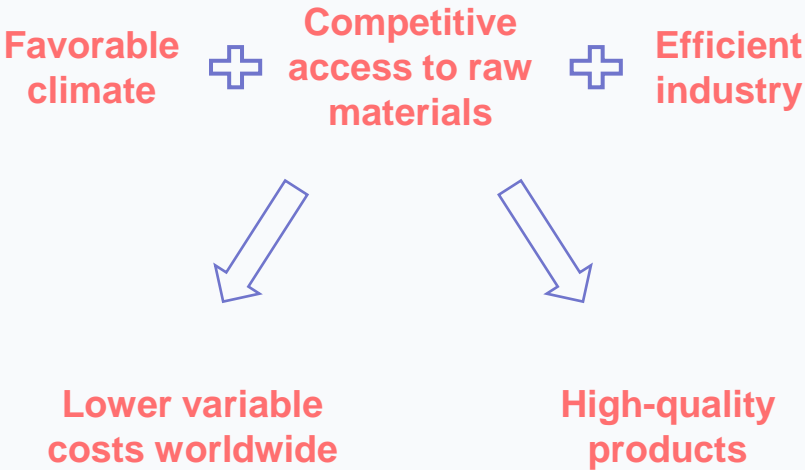
APPENDIX

AQUAFEED DEEP DIVE

**SOLID MARKET
GROWTH PERSPECTIVE
IN LINE WITH
INCREASING DEMAND
FOR HEALTHY
NUTRITION AND
EXPANDING MIDDLE
CLASS IN CHINA**

**EXPECTED
PRODUCTION DEFICIT
IN THE ASIAN MARKET**

**ECUADOR IS BEST POSITIONED TO CAPTURE
MARKET SHARE IN THE GROWING SHRIMP MARKET**



Shrimp Exports in Ecuador
CAGR 2021-2025

10.8%

Vitapro's presence in Latin America



Vitapro's strategy: To become the bridge between our clients and the digital transformation

Vision

To become a global reference in nutritional solutions for the Aquaculture industry

Purpose

To transform the industry to Feed a Better Tomorrow

SHRIMP FEED PLATFORM

- Developing a set of digital solutions that transforms the industry
 - IoT platform
 - Predictive models based on machine learning
 - First model based on Advanced Analytics built in Ecuador considering local breeding techniques
 - Financing of automatic feeders for our clients
- Dynamic R&D of product formulas working on the ad hoc needs of clients

SALMON FEED PLATFORM

- Patagonia: Solution that helps salmon farmers increase their productivity by 5-10%
 - Model based on Artificial Intelligence that predicts the growth curve of salmon and gives daily feeding recommendations
 - This tool allows us to commit to results and be more competitive in tenders

CREATING VALUE

- ✓ Continuous product innovation
- ✓ Valuable technical advisory
- ✓ Committed to high sustainable standards
- ✓ 4 Aquaculture Experimental Centers (in Peru, Ecuador and Chile)
- ✓ Efficiency culture
organizational synergies, ecoefficiencies and economies of scale

Aquafeed: Update on Market Dynamics

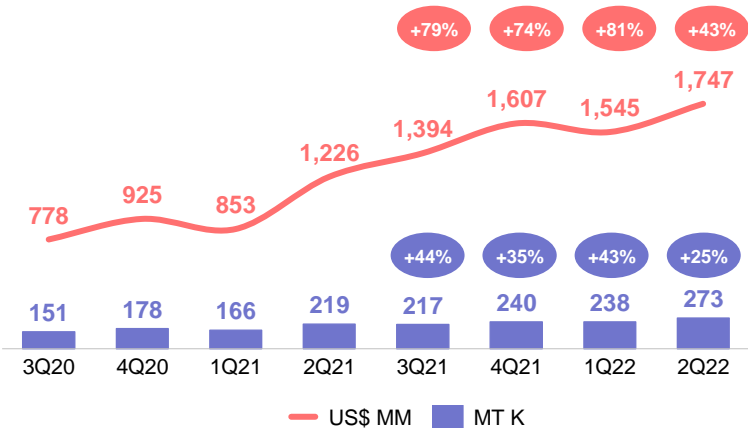
SHRIMP: GROWTH IN EXPORT VOLUME AND VALUE DRIVEN BY HIGHER GLOBAL DEMAND AND DIVERSIFICATION OF PORTFOLIO TO MORE VALUE-ADDED PRODUCTS

SALMON: VOLUME FLAT YOY AFTER LOWER SOWINGS IN 2021, WHILE PRICES STILL HOLD A 5-YEAR HIGH DUE TO LOWER SUPPLY IN THE MARKET AND FIRM DEMAND

YoY % growth  

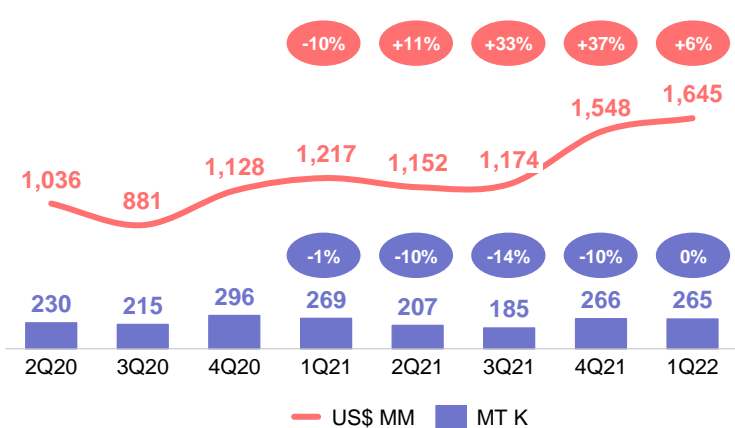
SHRIMP

SHRIMP EXPORTS - ECUADOR

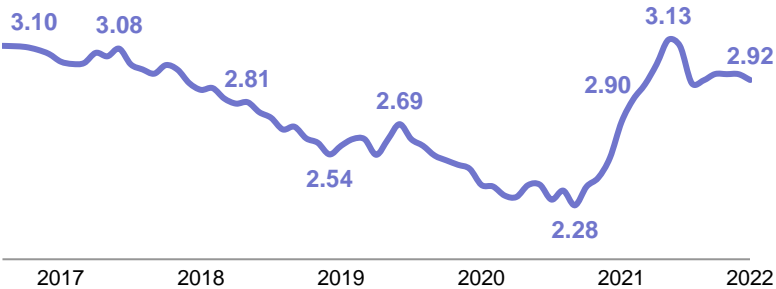


SALMON

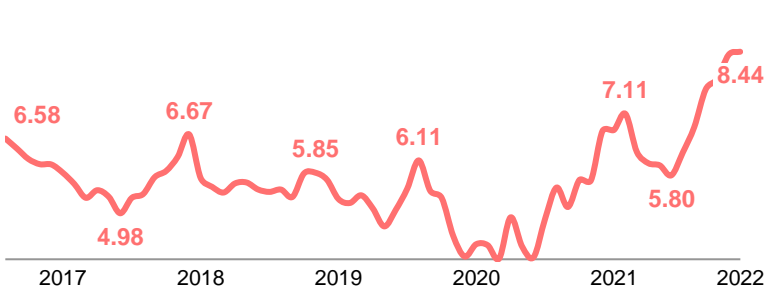
SALMON EXPORTS - CHILE



AVERAGE SHRIMP EXPORTED PRICES - ECUADOR (US\$FOB/lb)



URNER BARRY SALMON INDEX (US\$/lb)



Clients' breakeven: 4.30

APPENDIX

Q2 '22 MILESTONES

PRODUCT RESEARCH & DEVELOPMENT

8 products were launched / relaunched as part of our innovation strategy, being the most remarkable:



“Primor” launched two of its varieties (Premium and Classic) in two new presentations (200ml and 500ml) for the traditional channel (Peru)



“Bolívar” relaunched “Bolívar Active Care” with its new color maintenance benefit (Peru)



“Uno” launched a new format of 250g (Bolivia)



“Bolívar” launched a new softener that renews the colors and fibers of clothes (Peru)

AWARDS & RECOGNITION



Alicorp was recognized in three categories (Line Extensions, Food, and Beauty and Personal Care) of the Effie Awards Peru 2022



Additionally, our company was recognized in the Merco Talento Ranking 2022 as one of the 10 best companies to attract and retain talent in Peru



Finally, Alicorp was incorporated into the S&P/BVL Peru General ESG Index, compiled by S&P Dow Jones Indices and the Lima Stock Exchange (BVL)

A large, stylized graphic on the left side of the slide. It consists of a large, light blue letter 'A' with a white dotted pattern. To the right of the 'A' is a vertical white line.

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This presentation and further detailed information can be found in the following link in our section
“Investor Services”: <https://inversionistas.alicorp.com.pe/alicorp-ir/public/investor-services/investor-kit.html>