



CORPORATE PRESENTATION

February 2024

KEY HIGHLIGHTS



Company Overview

Leading Consumer Goods company focused on the Andean Region with over 60 years of experience



Corporate Strategy

Leading position in the market, driven by our corporate strategy and our relevant value proposition



Our Business Units

Successful business model diversified across four differentiated units and countries



Solid liquidity and strong balance sheet

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



Innovation and Development

Top-of-mind portfolio and leading brands with a proven track record of successful innovation initiatives



COMPANY OVERVIEW

BUSINESS UNITS

CONSUMER GOODS

Emblematic brands in our food, home and personal care platforms

- Multi-tier strategy & diversified portfolio
- High quality products
- Solid distribution chain

AQUAFEED

Nutritional solutions for shrimp and salmon

- Integral value proposition
- Nutritional quality
- Advice and technology for our clients

B2B

Products for bakery, food service and other industries sectors

- Exclusive distributors
- Digital initiatives
- Industrial and logistic scale

CRUSHING

Soybean and sunflower crushing business

- Vertical integration of our Consumer Goods and Aquafeed business
- Export business
- Agricultural Solutions for our clients



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

TOP-OF-MIND PORTFOLIO AND LEADING BRANDS WITH A PROVEN TRACK RECORD OF SUCCESSFUL MARKET RECEPTION

CONSUMER GOODS

B2B

AQUAFEED

CRUSHING

Position^{1,2}

Edible oils	#1			
Pasta	#1			
Sauces	#1			
Cookies	#2			
Laundry care	#1			
Personal care	#3			

Position¹

Industrial baking flour	#1			
Industrial oil	#1			
Shorterings	#1			
Sauces	#1			
Industrial margarines	#1			

Position¹

Shrimp (ECU)	#2	
Shrimp (NIC)	#4	
Shrimp (PER)	#2	
Shrimp (HON)	#1	
Fish (PER)	#1	
Fish (CH)	#4	

Position¹

Crude oil	#1
Soybean and Sunflower seeds	#1
Agricultural Solutions	

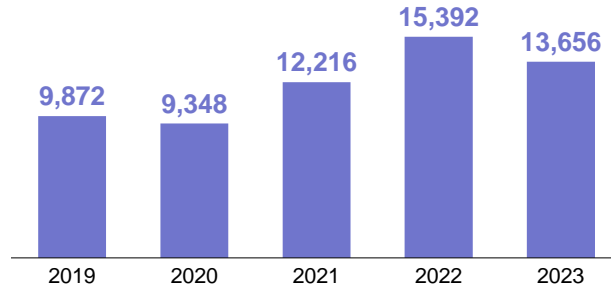
(1) Based on Kantar World Panel, Nielsen, Lock Asociados and internal estimates | (2) Ranking for Consumer Goods Peru

Solid financial performance driven by our corporate efficiency initiatives and our shareholder value creation mindset

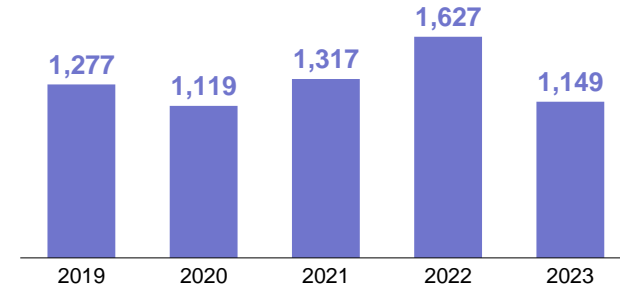
WE ARE ON TRACK TO RECOVER OUR HISTORIC PERFORMANCE LEVELS

OUR EFFORTS ARE FOCUSED ON CONTINUOUS VALUE GENERATION FOR OUR STAKEHOLDERS

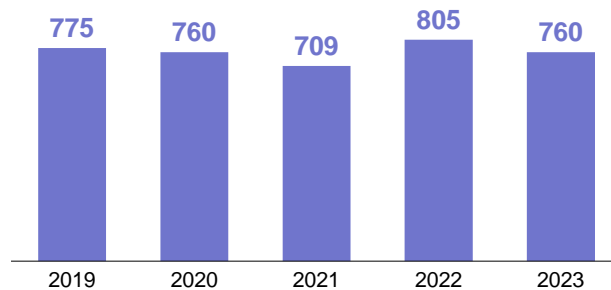
REVENUE
PEN million



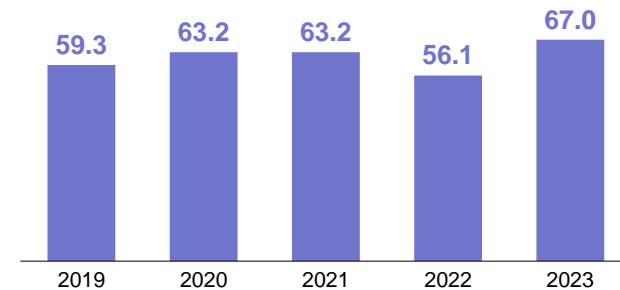
EBITDA
PEN million



GROSS PROFIT PER MT
PEN



SG&A/GROSS PROFIT
%





CORPORATE STRATEGY



Alicorp's strategic framework

WINNING ASPIRATION

We feed a better tomorrow with relevant value propositions for **each** of our consumers and clients in the **Andean Region**, transforming markets with our **leading brands**, ability to **innovate**, **efficient management** and the talent of **our people**.

COMPETITIVE ADVANTAGES



Power and emblematic brands supported by our differentiated value proposition



Efficiency and productivity in our logistics processes



Optimized portfolio focused on creating greater profitability

DISTRIBUTION CHANNELS¹

77%

Traditional channel

- 32% Exclusive Distributors
- 11% Wholesalers
- 34% Non-exclusive Distributors



23%

Modern channel²



CAPABILITIES



Innovation



Digital



Our people



Portfolio management



Technology & processes



Sustainability

(1) For our Consumer Goods Peru and B2B businesses | (2) Includes supermarkets, cash & carriers and convenience stores, and digital channels

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

WELLBEING



- Promoting a balanced lifestyle for our employees
- Inclusive culture within our company
- Providing products with high quality

COMMUNITY DEVELOPMENT



- “Ollas que Desarrollan” Program
- Training for customers of the B2B and Aquafeed platform
- “Sustainable Palm Program”

ENVIROMENT



- Responsible Sourcing Policy (PAR)
- Roundtable on Sustainable Palm Oil Certification (RSPO)
- Working to reduce our environmental footprints

KEY INDICATORS

85%

Organizational Health Index (OHI)

+3,000 MT

Sustainable oil marketed

ESG INDEX

Second consecutive year in the S&P/BVL Peru General ESG Index



OUR DIFFERENT INITIATIVES, GUIDED BY OUR STRATEGIC PILLARS, HELP US ADDRESS OUR STAKEHOLDERS' EXPECTATIONS AND MOVE FORWARD IN OUR PATH TOWARDS A MORE SUSTAINABLE COMPANY



“OLLAS QUE DESARROLLAN”

- Aimed at supporting soup kitchens in communities of great need, making self-sufficient their kitchens to guarantee their future operation
- As of 2023, more than 32,000 people have been benefited
- Develop of “Olla Emprendedora”, a training project to strengthen the entrepreneurial capacities of our women leaders
- Strategic partnerships with Peruvian companies such as Primax, Yape, Cargill, and others



SUSTAINABLE PALM PROGRAM

- Aimed at developing a sustainable 100% certified local supply chain in Peru by 2030
- 50% of external funding is assured by external investors
- Two pilot groups for RSPO certification including 60 smallholders and 750 hectares of land

Highly experienced management supported by a leading shareholder group in Peru

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



MANUEL ROMERO
Deputy CEO and CFO



ÁLVARO ROJAS
VP – Marketing Consumer Goods Peru & Marketing CoE



ALDO HIDALGO
VP – Commercial Consumer Goods Peru & Commercial CoE



LUIS ESTRADA
VP – B2B, Crushing & Commodity Management



FABRICIO VARGAS
General Manager – Vitapro



JAVIER ROTA
VP – Bolivia and International Businesses



MAGDALENA MORALES
VP – Corporate Affairs



PAOLA RUCHMAN
VP – Human Resources



VINICIUS BARBOSA
VP – Supply Chain

Highly Awarded



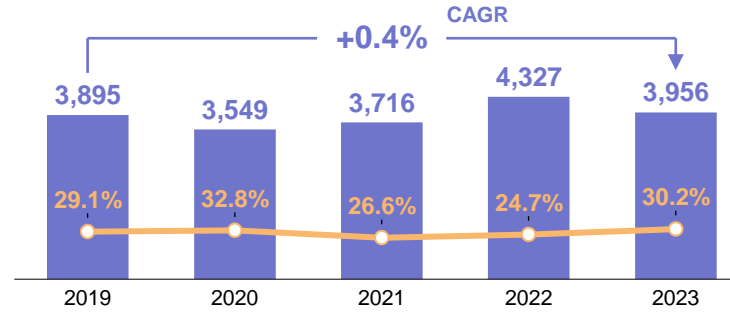


OUR BUSINESS UNITS

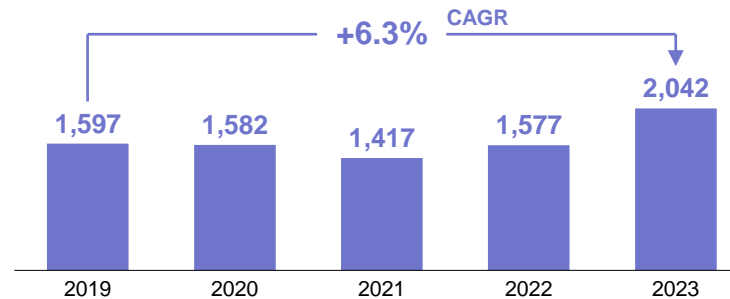
OUR CONSUMER GOODS PERU BUSINESS UNIT OFFERS FOODS, HOME AND PERSONAL CARE PRODUCTS

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

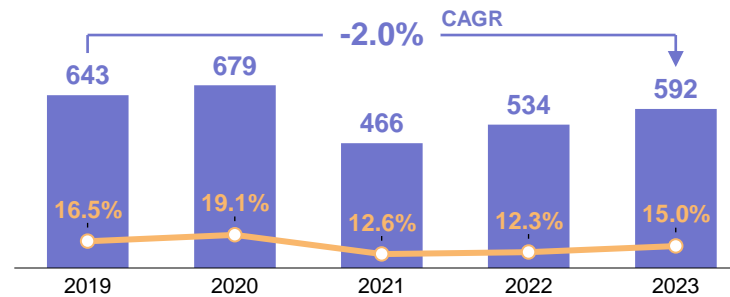
REVENUE & GROSS MARGIN
PEN million



GROSS PROFIT PER TON
PEN



EBITDA & EBITDA MARGIN
PEN million



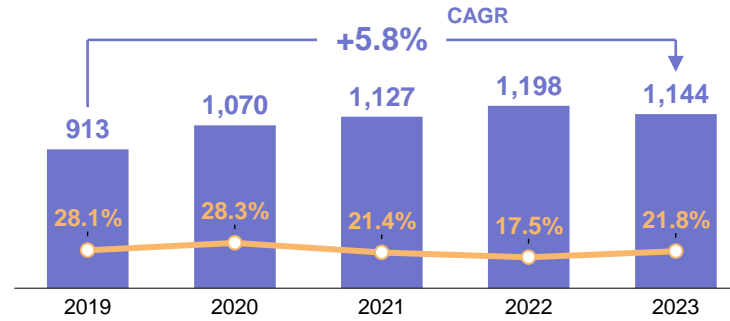
HIGHLIGHTS

- Main production facility
- 28% of consolidated revenue
- Main categories:
 - Detergents 23% of revenue
 - Edible oils 18% of revenue
 - Pastas 13% of revenue
 - Cookies 8% of revenue
 - Sauces 6% of revenue
 - Laundry soap 4% of revenue

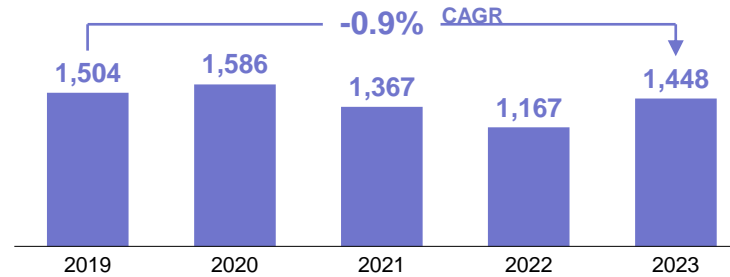
BOLIVIA: BACKWARDS VERTICALLY INTEGRATED, OUR UNIT PRODUCES AND DISTRIBUTES FOOD AND HOME CARE PRODUCTS

ECUADOR: IMPORTS FOOD, HOME AND PERSONAL CARE PRODUCTS, OUR FOCUS IS ON STRENGTHENING OUR GO-TO-MARKET STRATEGY

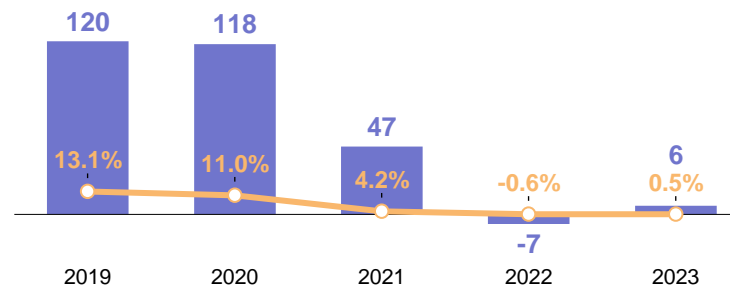
REVENUE & GROSS MARGIN
PEN million



GROSS PROFIT PER TON
PEN



EBITDA & EBITDA MARGIN
PEN million



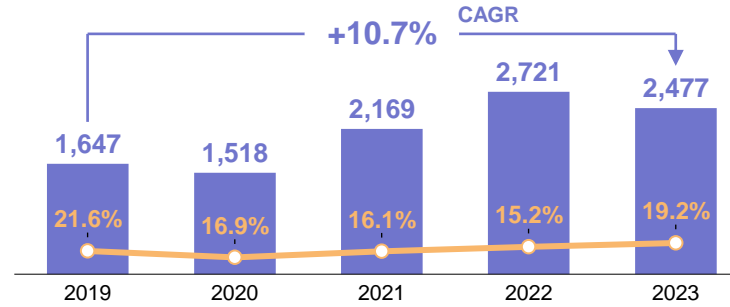
HIGHLIGHTS

- **Consumer Goods Bolivia**
- Production facility
- Main categories:
 - Edible Oils
28% of revenue
 - Detergents
21% of revenue
 - Shortnenings
15% of revenue
- **Consumer Goods Ecuador**
- Main categories:
 - Detergents
48% of revenue
 - Pastas
14% of revenue
 - Sauces
12% of revenue
- **Other geographies, importing model in Latin America and the US**

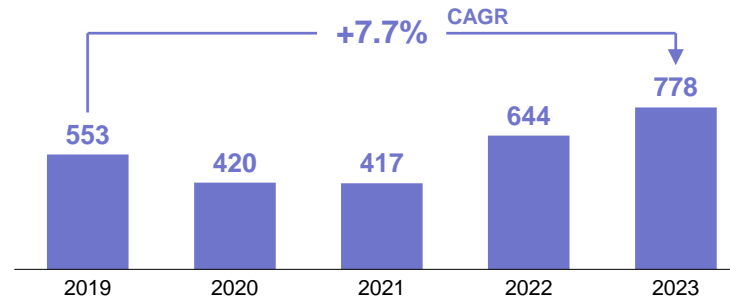
OUR B2B BUSINESS SERVES FOUR MAIN PLATFORMS: BAKERY, FOOD SERVICE, INDUSTRIAL CLIENTS AND CLEANING

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

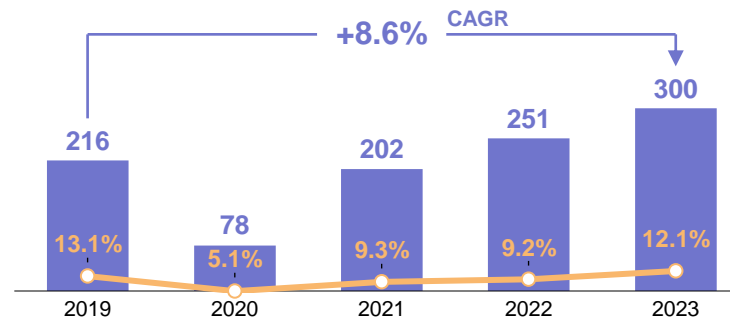
REVENUE & GROSS MARGIN
PEN million



GROSS PROFIT PER TON
PEN



EBITDA & EBITDA MARGIN
PEN million



HIGHLIGHTS

- Main presence: Peru 🇵🇪
- 18% of consolidated revenue
- Main platforms:

Bakery
51% of revenue

Food service
31% of revenue

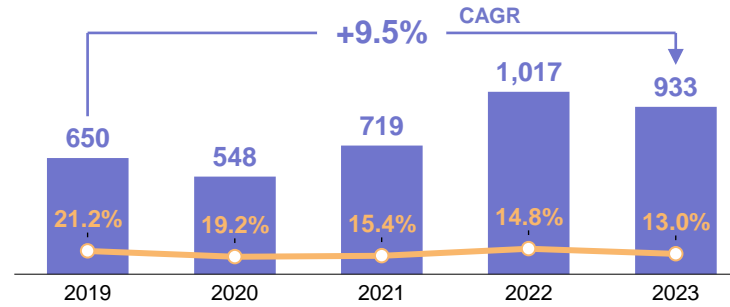
Industrial clients
6% of revenue

Cleaning
3% of revenue

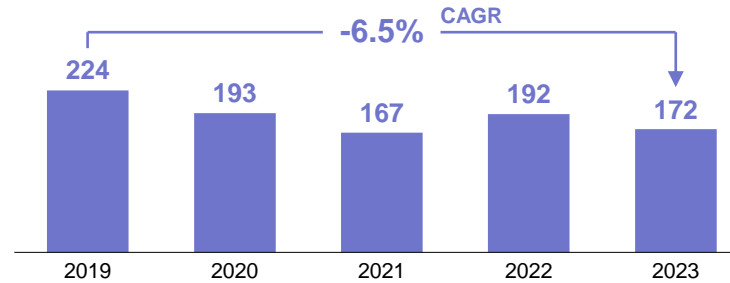
OUR AQUAFEED BUSINESS MAINLY PRODUCES SHRIMP FEED IN ECUADOR AND SALMON FEED IN CHILE

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

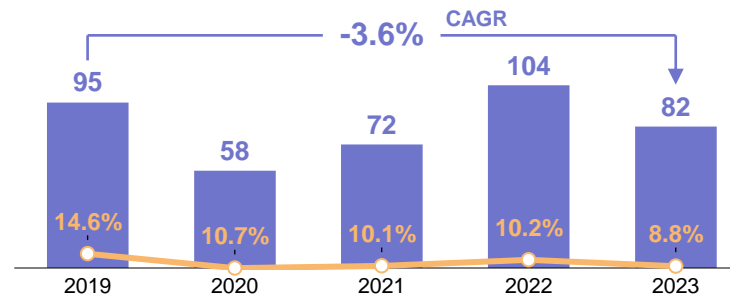
REVENUE & GROSS MARGIN
 USD million



GROSS PROFIT PER TON
 USD



EBITDA & EBITDA MARGIN
 USD million



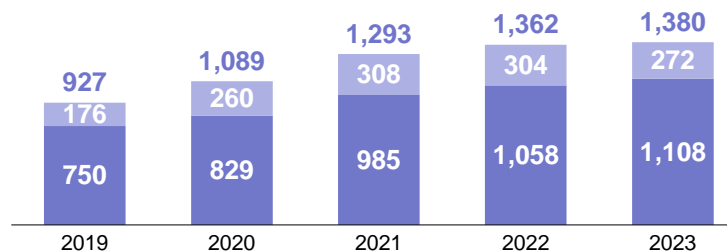
HIGHLIGHTS

- **Shrimp feed platform:**
 - Production facilities
 - Ecuador
 - Peru
 - Honduras
 - 18% of consolidated revenue

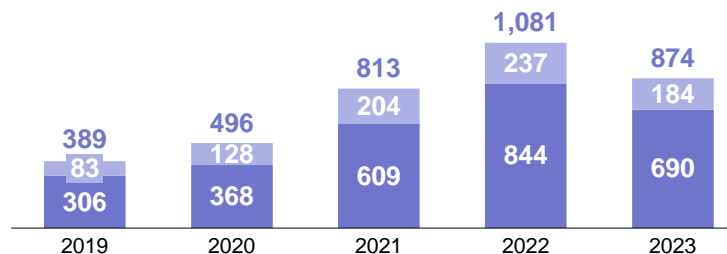
- **Fish feed platform:**
 - Production facilities
 - Chile
 - Peru
 - 9% of consolidated revenue

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

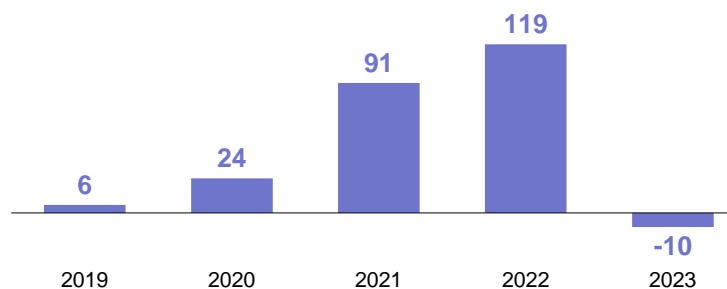
VOLUME SOLD
Thousands of MT



REVENUE
USD million



EBITDA
USD million



Internal Consumption
Third Parties (reported)

HIGHLIGHTS

- **Main presence: Bolivia**
- **18% of consolidated revenue**
- **Main categories:**
 - Soybean:** Crude oil, solvent-extracted and full-fat flour
 - Sunflower seed:** Crude oil and flour
 - Agricultural solutions:** Phytosanitary products, fertilizers and seeds

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LIQUIDITY AND BALANCE SHEET



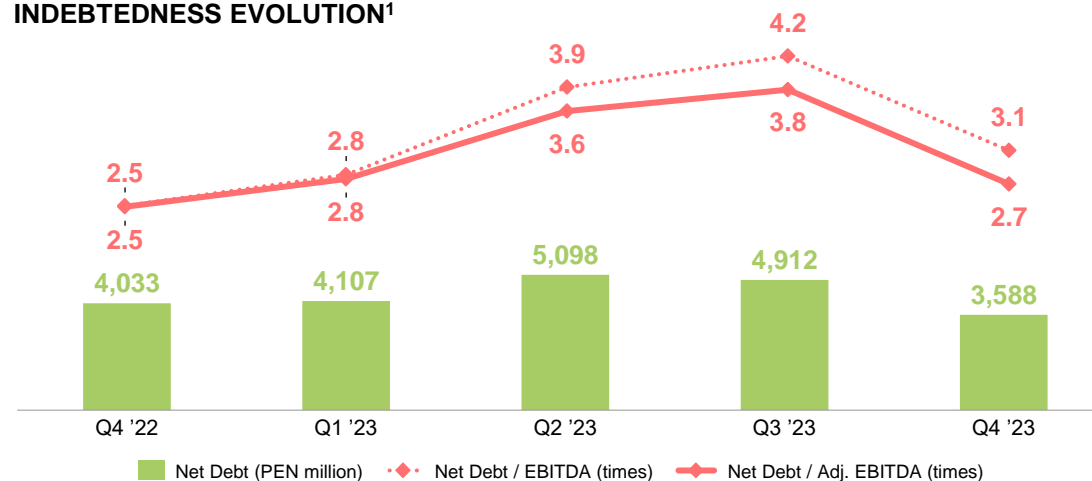
àlicorp



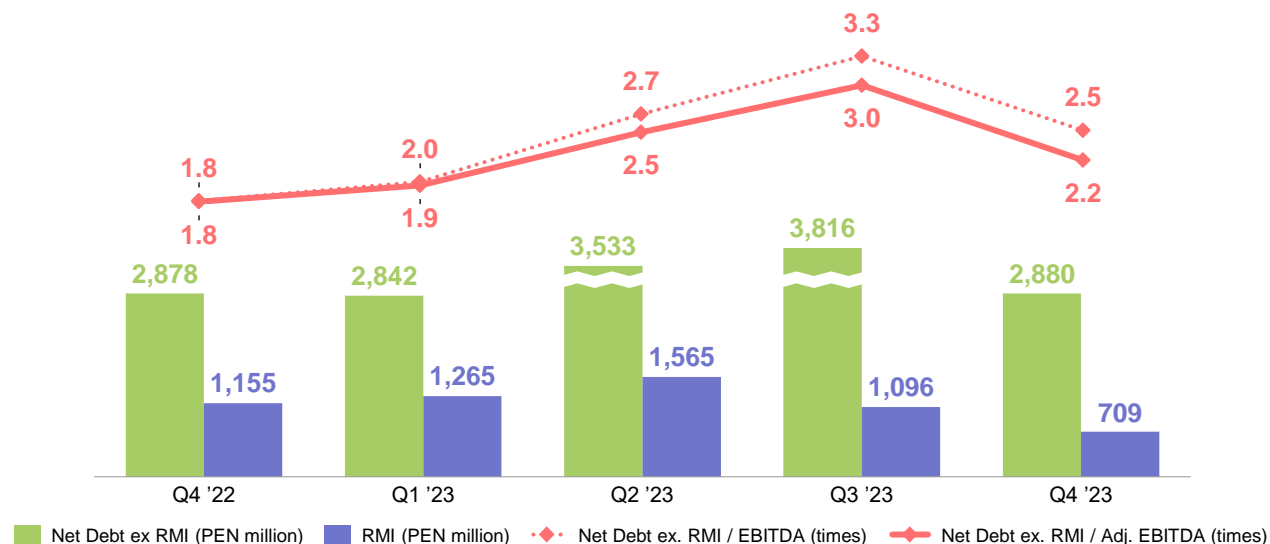
AS EBITDA AND CASH FLOW GENERATION OF OUR CORE BUSINESS UNITS IMPROVES, WE EXPECT FURTHER DELEVERAGE

RMI PROVIDES LIQUID ASSETS THAT ALLOWS US TO MANAGE OUR SHORT-TERM MATURITIES

INDEBTEDNESS EVOLUTION¹



NET DEBT ex. READILY MARKETABLE INVENTORY (RMI)²



TOTAL CASH³

PEN 1,397 million available



DEBT COVERAGE^{4,5}

2.34x over next 12 months
1.12x over next 24 months



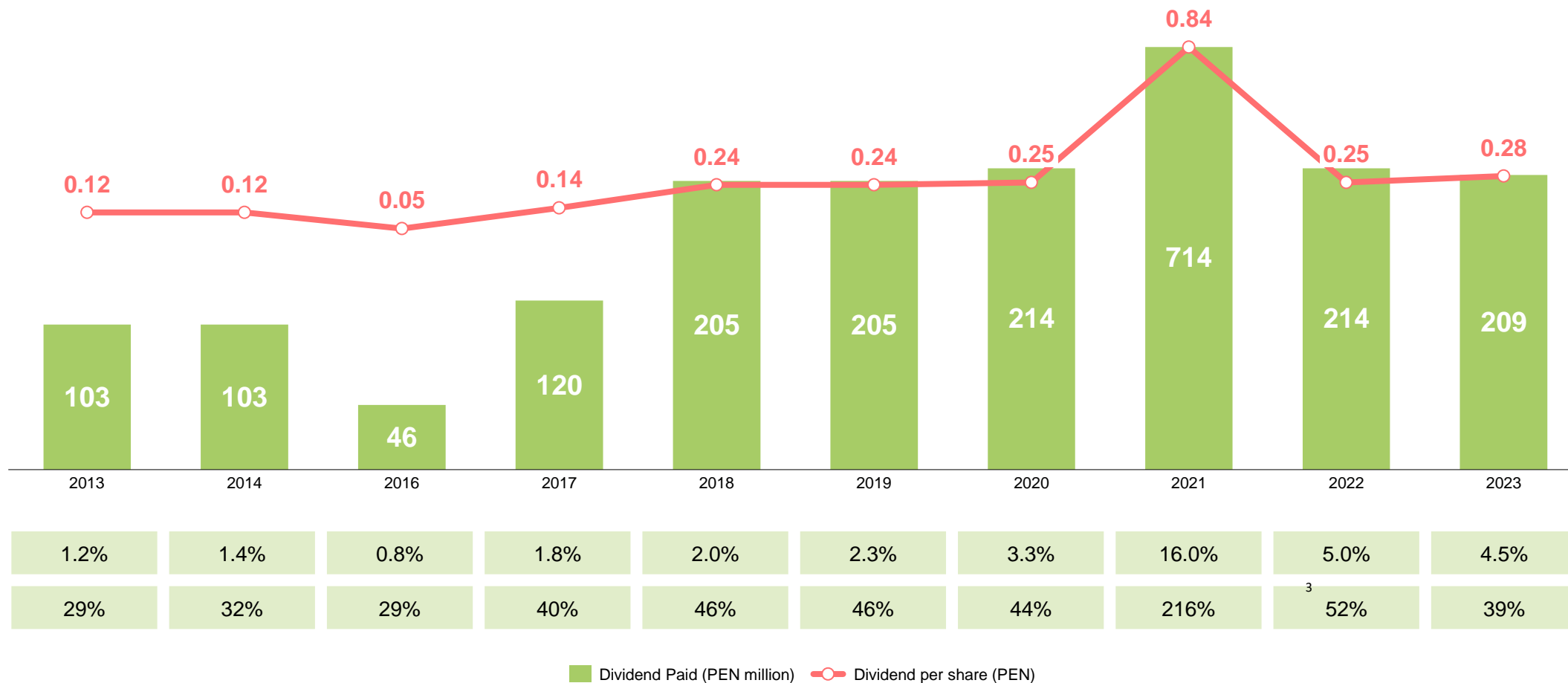
ACCESS TO FUNDING

PEN 542 million of available committed credit lines

PEN 6.6 billion of available uncommitted credit lines

(1) Principal of debt only less cash and cash equivalents | (2) RMI: soybean and sunflower seeds, oil and meal stored within our facilities in our Crushing business, which are easy to convert into cash due to their commodity characteristics | (3) Excludes collections on behalf of third-parties PEN 97MM, reported Total Cash: PEN 1,494MM | (4) Principal only | (5) Includes committed credit lines. Excluding these lines, the ratios would be 1.69x over the next 12 months and 0.80x over the next 24 months

LIQUIDITY AND BALANCE SHEET
Dividend Payment Evolution



(1) 2021: In addition to the first dividend payment approved during our shareholders meeting of PEN 0.25 per share, an extraordinary dividend of PEN 0.585 per share was paid in the 3Q21 | (2) Dividend yield computed for common stocks: ALICORC1. Stock price as of dividend payment date | (3) Considering Net Income from Continuing Operations



INNOVATION & DEVELOPMENT

CAREFUL CAPITAL ALLOCATION TO KEEP HEALTHY PROFITABLE LEVELS

amariás

Unique as your hair and Peru

The first line of hair care products specially designed for Peruvian women

- ✓ Top 3 brand advertising investment in hair care, YTD 2023
- ✓ 11.4% of **volume market share** YTD 2023 in **modern channel**



diadia

Bodegas (MOM & POPS)

Accelerate growth of the traditional trade through digitalization and product assortment

- ✓ Over 3,500 active Mom & Pops with 85% retention rate
- ✓ Availability to order 24/7 – complete Alicorp and Sellers portfolio
- ✓ July 2023 average ticket: PEN 1,229



insuma

Restaurants and bakeries

Digital ecosystem to better serve our B2B clients, specially from our Bakery and Restaurant platforms

- ✓ Over 4,400 active customers, 68% growth vs 2022.
- ✓ Trainings for our customers and placed loans in partnership with Mibanco
- ✓ June 2023 average ticket: PEN 2,379



VITAPRO VENTURES

Shrimp farmers

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



A large, stylized graphic on the left side of the slide, composed of a grid of small white dots forming a shape that resembles a leaf or a stylized letter 'A'.

Misael Alvarez Peralta

Investor Relations Officer

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