



alicorp

CORPORATE PRESENTATION

February 2025

KEY HIGHLIGHTS



Company overview

Leading consumer goods company focused on the Andean Region with over 60 years of experience



Corporate strategy

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



Our business units

Successful business model diversified across four differentiated units and countries



Solid liquidity and strong balance sheet

Solid financial performance driven by our shareholder value creation mindset



Innovation and development

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



COMPANY OVERVIEW

BUSINESS UNITS

CONSUMER GOODS PERU

Emblematic brands in our food, home and personal care platforms

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

B2B

Bakery, food service, cleaning products and other industries sectors

- Exclusive distributors
- Industrial and logistic scale
- Digital initiatives

INTERNATIONAL BUSINESSES

Primarily food and home care products, strengthening our presence in the Andean Region

- Consumer Goods Bolivia
- Consumer Goods Ecuador
- Other Geographies

AQUAFEED

Nutritional solutions for shrimp and salmon

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

+150 Brands

+6,000 Employees

+30 Production plants

+20 Countries

- Parent establishment
- Direct presence (production)
- Main exports



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

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

CONSUMER GOODS PERU

Detergents	
Pasta	
Edible oils	
Cookies	
Laundry soap	
Sauces	
Personal care	

INT. BUSINESSES – BOLIVIA

Edible oils	
Detergents	
Shortenings	
Laundry soap	
Margarines	

B2B

Baking flour	
Shorterings	
Edible oils	
Sauces	
Industrial margarines	

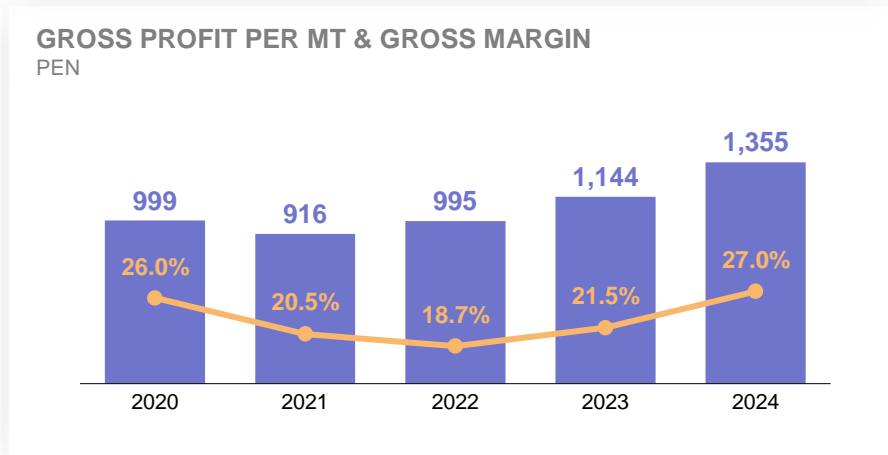
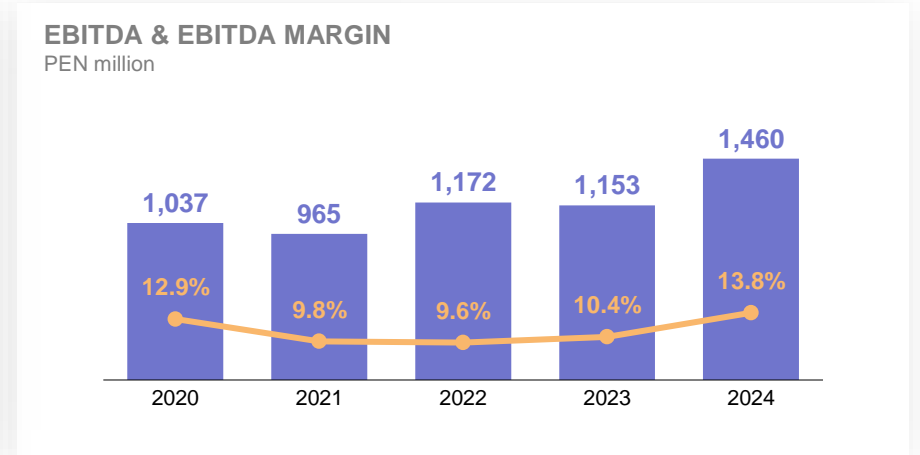
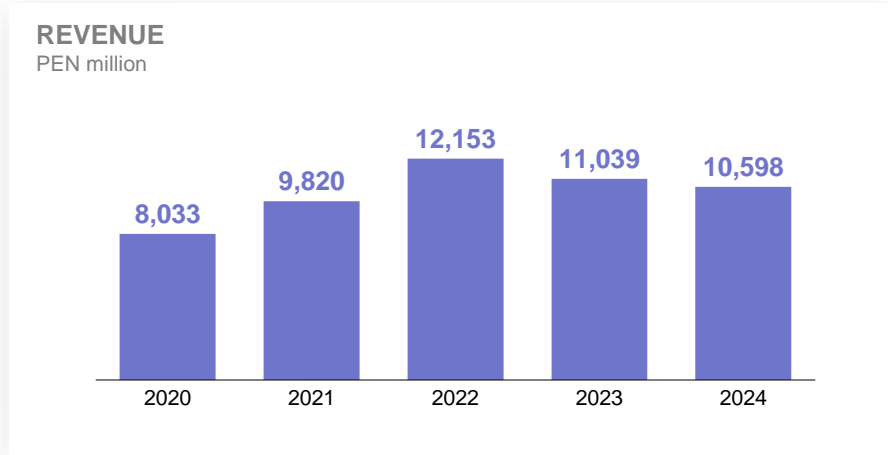
AQUAFEED

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

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

WE ARE ON TRACK TO REGAIN OUR HISTORIC PERFORMANCE LEVELS LEVERAGING THE SHIFT IN OUR STRATEGY

OUR EFFORTS ARE DEDICATED TO GENERATING CONTINUOUS VALUE FOR OUR STAKEHOLDERS



(1) Reported figures, not adjusted



CORPORATE STRATEGY



WINNING ASPIRATION

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

HOW TO WIN?



Understanding **local consumer insights** to create **differentiated value propositions** with special focus on our **emblematic brands** and the **traditional channel**



Strategic market approach driven by a **robust and efficient supply chain**, ensuring the availability of our products to consumers



Continuous **portfolio optimization** and disciplined **capital allocation**, focusing on opportunities that align with our strategic fit **leveraging our competitive advantages**

WHERE TO PLAY?



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

Wellbeing and inclusion
for our people and
consumers



**OLLAS que
DESARROLLAN**

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



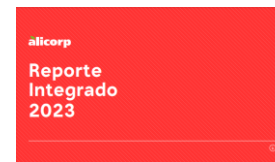
insuma
PROGRAMA
SOSIENIBLE

Environmental care
through operational eco-
efficiency and sustainable
packaging



Climate Action Report

Structural factors that
integrate sustainability and
facilitate the monitoring of
impacts and progress



Annual Report

Key indicators for 2023:

- **ESG Index (S&P/BVL)**
✓ Third consecutive year
- **Organizational Health Index (OHI)**
✓ Upper quartile
- **Employees' training hours**
✓ +48,000
- **Carbon footprint**
✓ 9% reduction
- **Water footprint**
✓ 41% reduction

Key programs and initiatives

Highly experienced management supported by a leading shareholder group in Peru

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

ÁLVARO CORREA
Chief Executive Officer

LUIS BANCHERO
Chief Financial Officer

ÁLVARO ROJAS
VP – Marketing Consumer Goods Peru & Marketing CoE

ALDO HIDALGO
VP – Commercial Consumer Goods Peru & Commercial CoE

LUIS ESTRADA
VP – B2B & Commodity Management

JAVIER ROTA
VP – Bolivia and International Businesses

PAOLA RUCHMAN
VP – Human Resources

MAGDALENA MORALES
VP – Corporate Affairs

VINICIUS BARBOSA
VP – Supply Chain

FABRICIO VARGAS
General Manager – Vitapro

HIGHLY AWARDED TEAM:

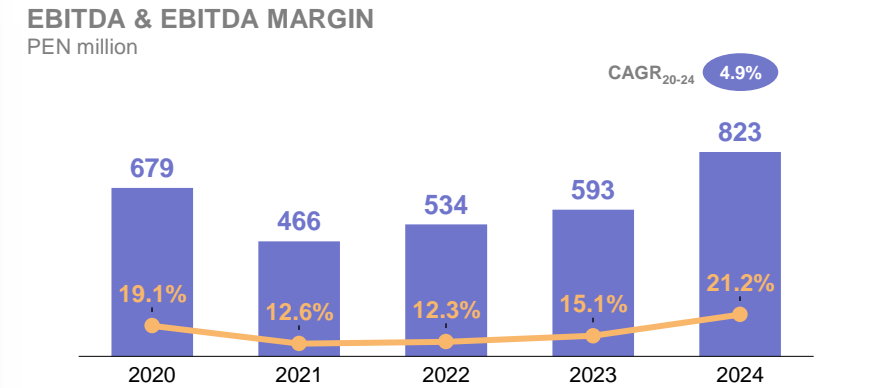
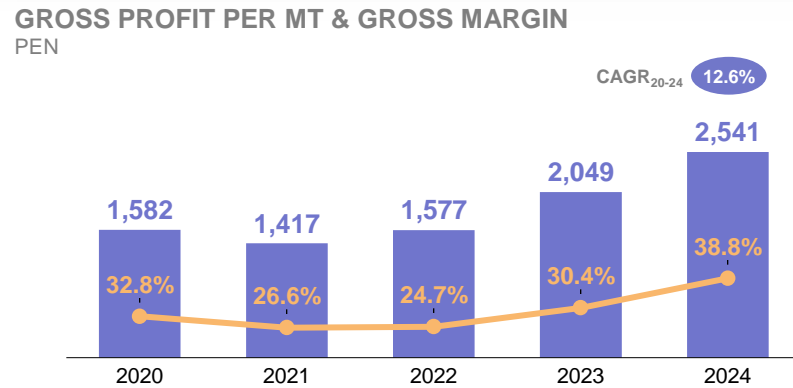
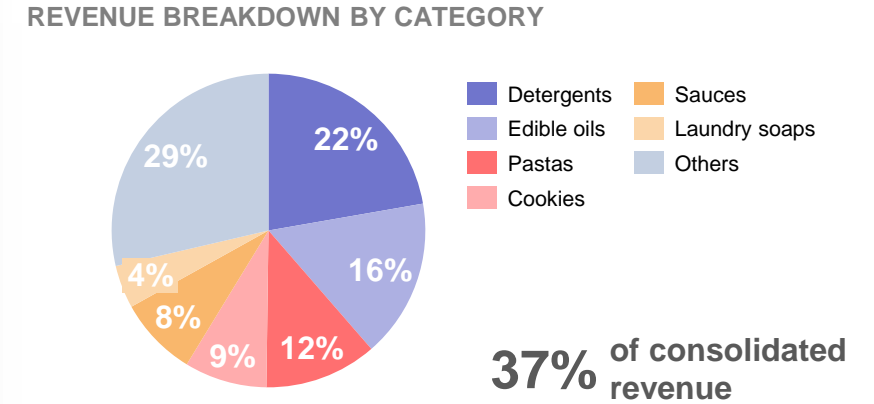
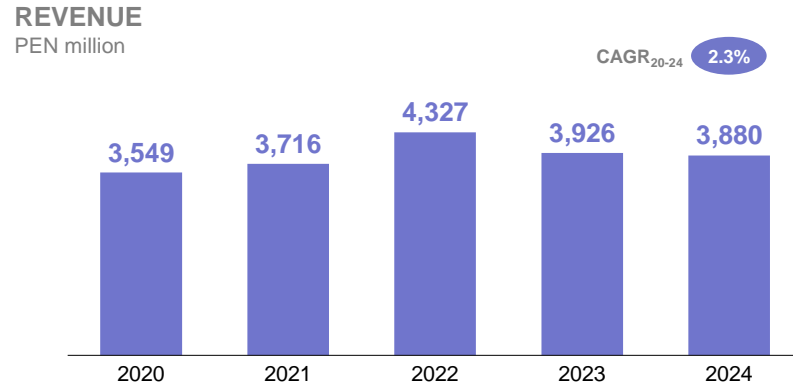




OUR BUSINESS UNITS

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

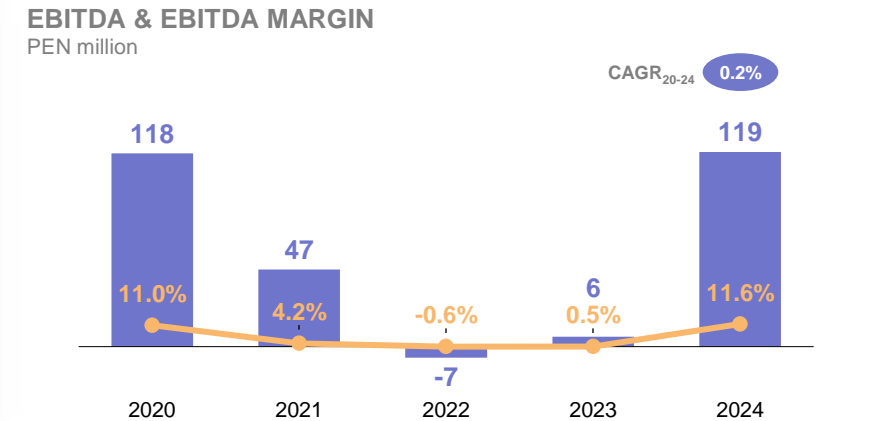
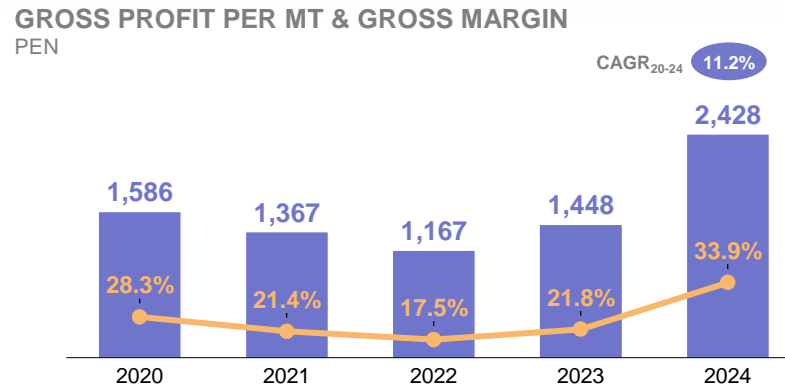
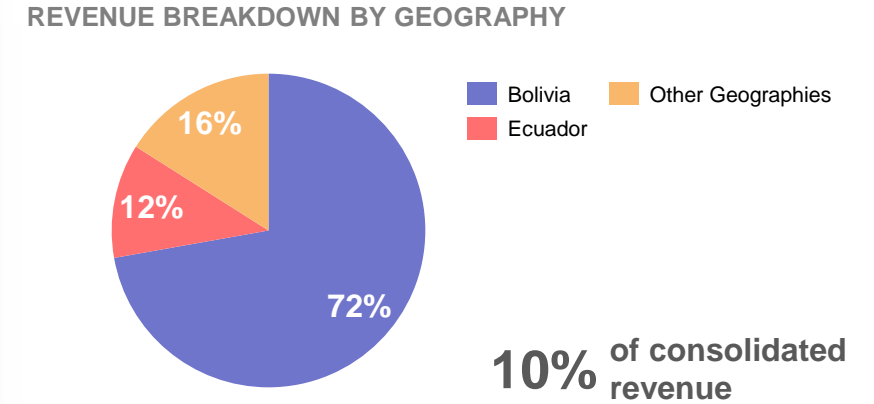
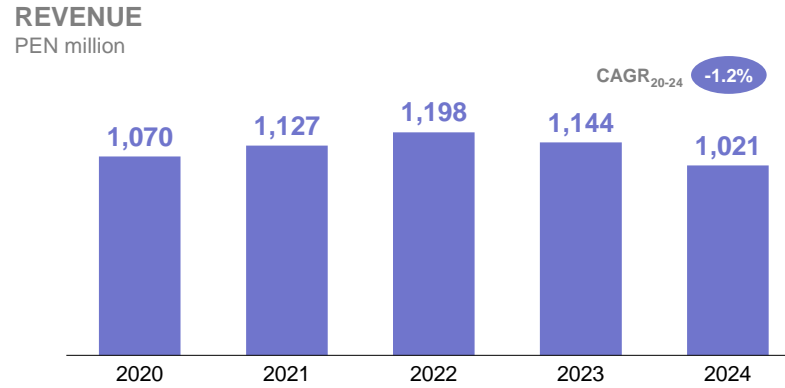
OUR MULTI-TIER AND MULTI-CHANNEL STRATEGY ENABLES A LEADERSHIP PRESENCE, LEVERAGING OUR MAIN PRODUCTION FACILITY



(1) Reported figures, not adjusted

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

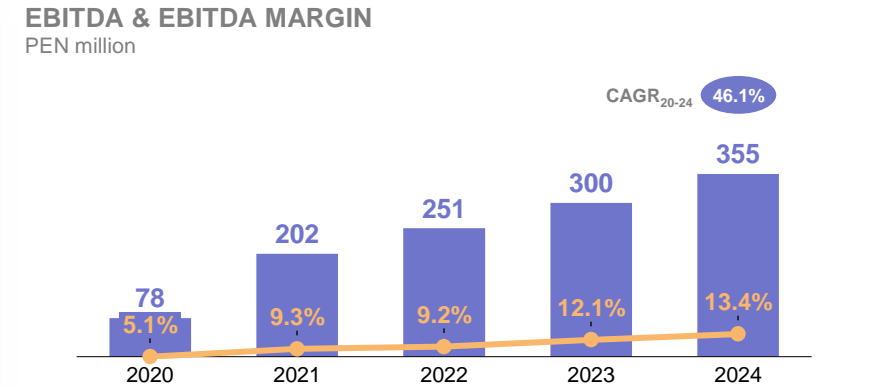
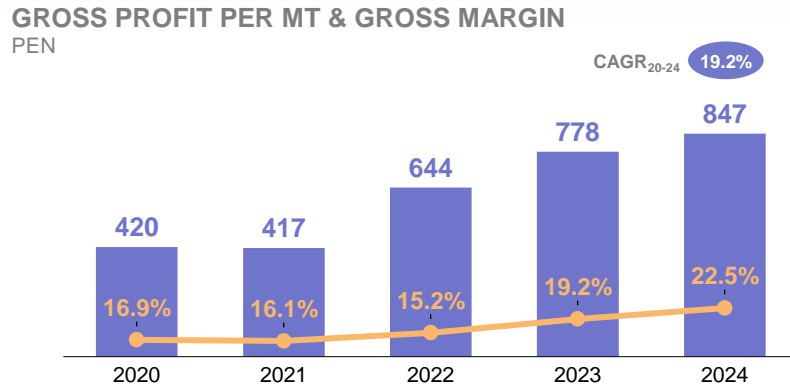
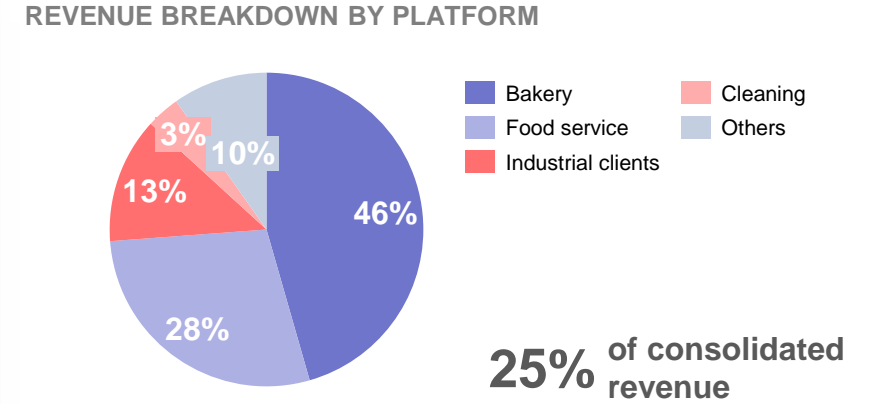
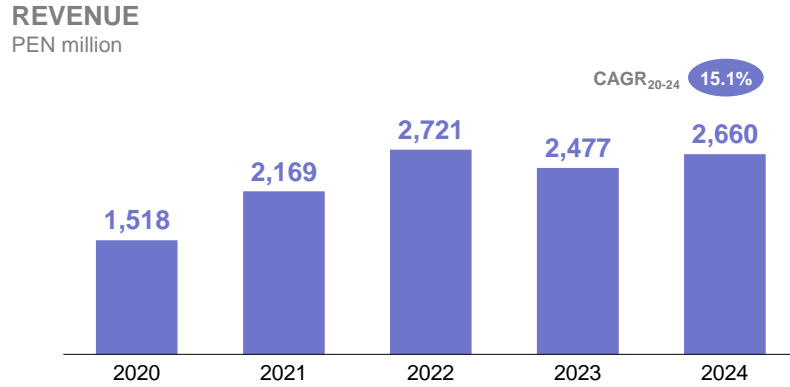
**WE HAVE A
PRODUCTION FACILITY
IN BOLIVIA AND
OPERATE WITH AN
EXPORT MODEL IN
ECUADOR AND OTHER
GEOGRAPHIES**



(1) Reported figures, not adjusted

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

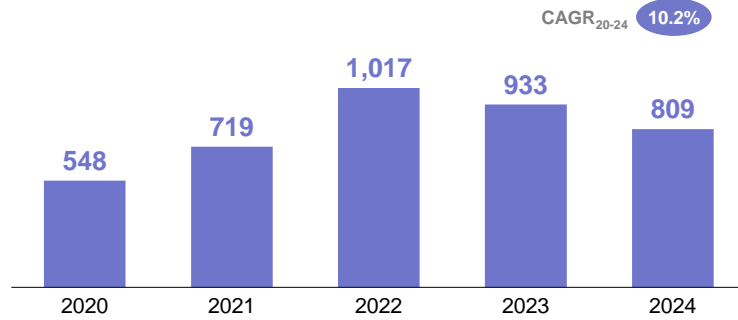


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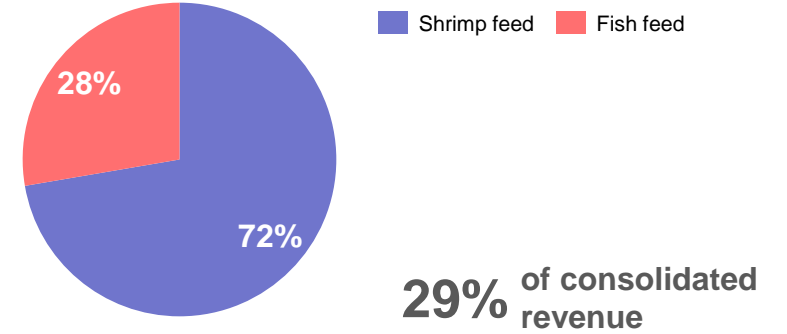
OUR AQUAFEED BUSINESS MAINLY PRODUCES SHRIMP FEED IN ECUADOR AND SALMON FEED IN CHILE

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

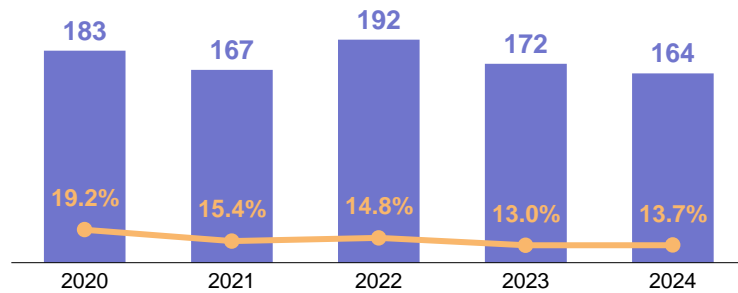
REVENUE
 USD million



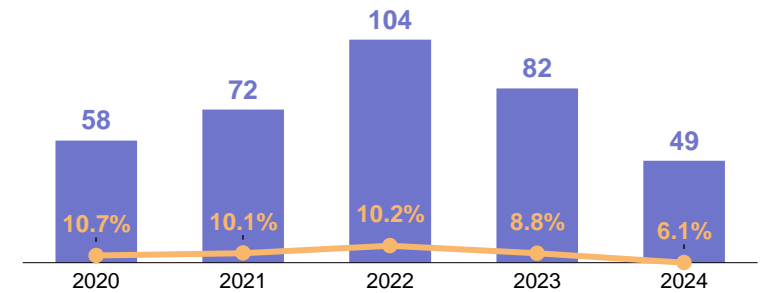
REVENUE BREAKDOWN BY PLATFORM



GROSS PROFIT PER MT & GROSS MARGIN
 USD



EBITDA & EBITDA MARGIN
 USD million



(1) Reported figures, not adjusted

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LIQUIDITY AND BALANCE SHEET



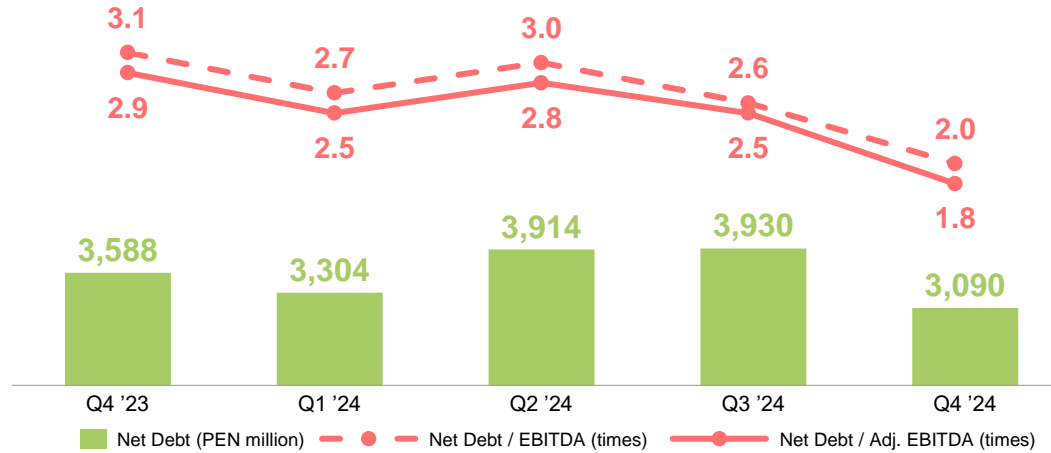
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1.1x IMPROVEMENT IN OUR LEVERAGE REDUCTION, DRIVEN BY STRONG CASH FLOW GENERATION

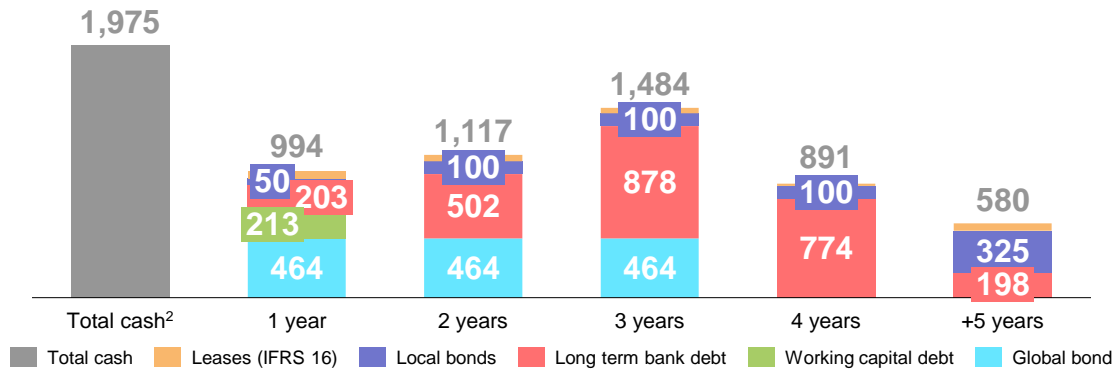
WE EXPECT TO MAINTAIN HEALTHY LEVELS IN 2025, SUPPORTED BY STRONG BUSINESS PERFORMANCE AND STRATEGIC WORKING CAPITAL MANAGEMENT

INDEBTEDNESS EVOLUTION¹



MATURITY PROFILE AS OF SEPTEMBER 2024

PEN million



DEBT COVERAGE^{3,4}

2.4x over next 12 months
1.2x over next 24 months



ACCESS TO FUNDING

PEN 452 million of available committed credit lines
PEN 7.1 billion of available uncommitted credit lines

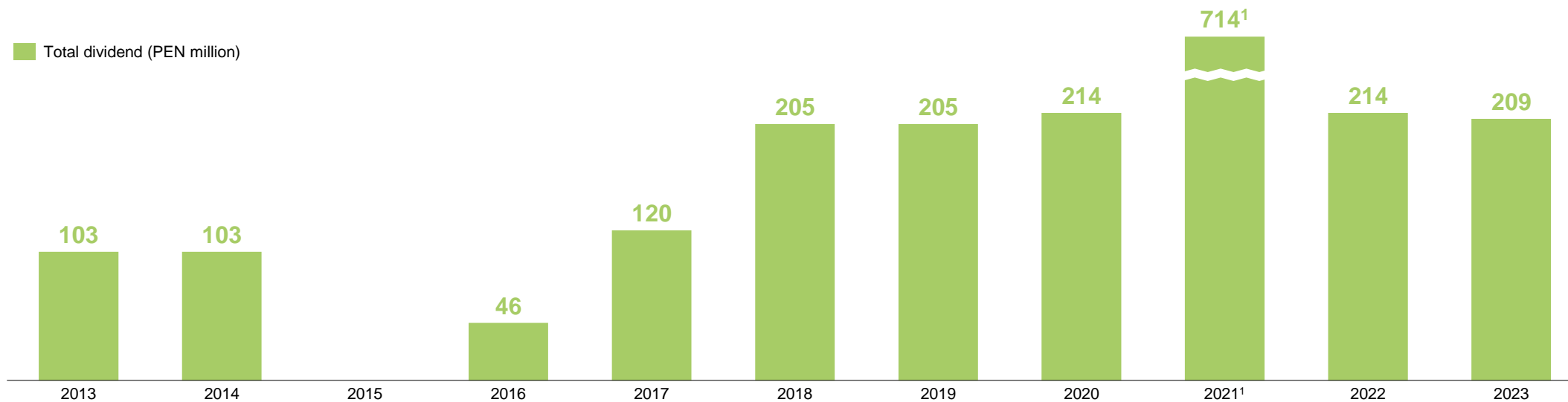


CREDIT RATING UPDATE

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

(1) Principal of debt only less cash and cash equivalents
(2) Excludes restricted funds of PEN 8MM, reported Total Cash: PEN 1,984MM
(3) Principal only
(4) Includes committed credit lines. Excluding these lines, the ratios would be 1.99x over the next 12 months and 0.94x over the next 24 months

LIQUIDITY AND BALANCE SHEET
Dividend Payment Evolution



Dividend per share PEN	0.12	0.12	-	0.05	0.14	0.24	0.24	0.25	0.84	0.25	0.28
Dividend yield ²	1.2%	1.4%	-	0.8%	1.8%	2.0%	2.3%	3.3%	16.0%	5.0%	4.5%
Payout ratio	29%	32%	-	29%	40%	46%	46%	44%	216% ³	52%	39%

(1) Includes an extraordinary dividend of PEN 0.585 per share, paid in the 3Q21

(2) Dividend yield computed for common stocks (ALICORC1) with stock price as of dividend payment date

(3) Considering Net Income from Continuing Operations



INNOVATION AND DEVELOPMENT

CAREFUL CAPITAL ALLOCATION ADDRESSING THE NEED OF OUR CLIENTS AND CONSUMERS



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

- ✓ Wide product portfolio, specifically designed for the local consumer
- ✓ Positioned as the fifth most relevant brand in the category in less than a year since its launch (late 2022)
- ✓ Now, third brand in the modern channel with a ~6-7% of market share



diadia

Accelerate growth of mom & pops through digitalization and product assortment

- ✓ 24-hour direct delivery service
- ✓ Over 800 products in the portfolio



insuma

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

- ✓ +18,000 clients
- ✓ ~65 business partners selling their products through our platform

A large, stylized graphic on the left side of the slide, consisting of a white outline of a leaf or petal shape filled with a pattern of small white dots. A vertical white line is positioned to the right of this graphic, separating it from the text.

Roberto Dongo-Soria Pautrat

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