



Grupo Gloria

SHAPING REGIONAL GROWTH AND INNOVATION ACROSS LATIN AMERICA

By Mila Dimitrova

Peru continues to demonstrate its resilience as one of Latin America's strongest economies, with the World Bank projecting GDP growth of 2.6 percent in 2024, driven by key sectors such as mining, agriculture and manufacturing. The country's economic stability is underscored by its diverse industrial base and ongoing investments in infrastructure and export development, solidifying its role as a strategic hub for growth in the region.

Amid this strong economic foundation, Grupo Gloria has emerged as one of Peru's most influential industrial players, contributing not only to Peru's economy but also to that of the entire region. Grupo Gloria was established following the purchase of Leche Gloria from Nestlé in 1986. Leche Gloria was founded in 1941, focused on producing evaporated milk, a product that quickly became a household staple in Peru. The company's journey, however, truly transformed when brothers Vito and Jorge Rodríguez Rodríguez, entrepreneurs from Arequipa, acquired a majority stake from Nestlé. The brothers had a background in logistics, operating a successful transport company, and saw an opportunity to expand into the industrial sector. This acquisition marked the start of an extraordinary journey, turning a regional dairy producer into a diversified industrial powerhouse.

What began as a dairy venture soon expanded into other industries, thanks to the entrepreneurial foresight of the Rodríguez family. Today, the second generation of the Rodríguez family is leading the charge. Claudio Rodríguez, the son of Jorge Rodríguez, now serves as executive president of Grupo Gloria, continuing the entrepreneurial legacy. Claudio, who has been involved with the family business for over 16 years, brings a forward-looking approach, focusing on consolidation, innovation and sustainability. Under his leadership, Grupo Gloria has become a multi-Latin holding company, operating in seven countries across Latin America, including Peru, Chile, Bolivia, Ecuador, Argentina, Colombia and Puerto Rico.

The group's strategic diversification spans four core sectors: foods and dairy products, cement, sugar and agribusiness, and packaging. This expansion has firmly established Grupo Gloria as one of Peru's most prominent companies, with a wide-reaching impact across multiple industries. Its diversified structure has been instrumental in driving the company's growth while significantly contributing to Peru's overall economic progress.

Grupo Gloria's growth has been driven by a strategic focus on mergers and acquisitions, key to its expansion. Recent acquisitions include Chilean dairy company Soprole, purchased from Fonterra for \$640 million in 2023, and Ecuador's Ecuajugos, a leading dairy and juice producer acquired from Nestlé Ecuador. These moves reflect Grupo Gloria's commitment to inorganic growth, expanding its presence across Latin America while optimizing synergies within its business units.

By integrating these acquisitions, Grupo Gloria has enhanced efficiency and streamlined operations, allowing the company to maintain a competitive edge. The purchase of Soprole has bolstered its position



Claudio Rodríguez
Executive President

in Chile's dairy market, while the integration of Ecuajugos is expected to strengthen its leadership in Ecuador. As Claudio Rodríguez states, "We seek to invest in the growth and consolidation of the companies we have, taking advantage of synergies and working in a more orderly manner."

Despite its substantial expansion, Grupo Gloria continues to prioritize sustainability and innovation in energy, water, and the supply chain, transforming these priorities into a competitive edge. The group has made significant strides in reducing its environmental impact, particularly through investments in renewable energy. A notable example is the construction of a 31-megawatt photovoltaic plant at its Yura cement facility, which is part of its broader strategy to reduce carbon emissions by 40 percent. This commitment to ESG principles underscores Grupo Gloria's dedication to integrating sustainability into its business model.

In addition to its environmental initiatives, Grupo Gloria plays a pivotal role in Peru's socio-economic development. With a workforce of over 33,000 employees across Latin America, the group is one of the country's largest employers, making a substantial contribution to job creation and economic stability. Its dairy division, Gloria Foods, is crucial in ensuring food security in Peru and across Latin America by providing affordable, nutritious food to millions, a focus that is central to Grupo Gloria's mission and reflects its deep commitment to the well-being of the communities it serves.

Looking forward, Grupo Gloria remains open to strategic partnerships that will enhance its technological capabilities and drive innovation. The group has expressed interest in Peru's emerging lithium sector, recognizing the potential for this resource to become a significant part of the global market. Furthermore, the completion of the Chancay Port Terminal presents a major opportunity for the group's agro-export business, facilitating greater access to Asian markets.

In many ways, Grupo Gloria's trajectory mirrors Peru's own economic growth—rooted in tradition yet forward-looking in its pursuit of innovation, with a strong focus on sustainability. As Claudio Rodríguez reflects, "We have to push teams to try new things and, if mistakes are made, look for a solution. Always with an emphasis on seeking improvements." It is this spirit of entrepreneurial risk-taking and adaptability that has propelled Grupo Gloria from a local dairy producer to one of Latin America's most diversified and respected conglomerates.

In essence, Grupo Gloria's story is one of vision, resilience and a deep commitment to both its people and the environment. As the company continues to expand its presence and impact, it stands as a shining example of how strategic growth, innovation and sustainability can coexist to drive success across borders.

