## Alpek reports 2Q15 EBITDA of U.S. \$195 million

## Selected Financial Information

(U.S. \$ Millions)

|  | (\%) 2Q15 vs. |  |  |  |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 15 | 1Q15 | 2Q14 | 1Q15 | 2Q14 |  |  |  |
| Total Volume (ktons) | 1,000 | 989 | 1,017 | 1 | (2) | 1,989 | 1,959 | 2 |
| Polyester | 775 | 757 | 804 | 2 | (4) | 1,531 | 1,549 | (1) |
| Plastics \& Chemicals | 226 | 232 | 213 | (3) | 6 | 458 | 409 | 12 |
| Consolidated Revenues | 1,398 | 1,321 | 1,615 | 6 | (13) | 2,719 | 3,191 | (15) |
| Polyester | 1,033 | 930 | 1,184 | 11 | (13) | 1,963 | 2,351 | (16) |
| Plastics \& Chemicals | 365 | 391 | 431 | (7) | (15) | 756 | 841 | (10) |
| Consolidated EBITDA | 195 | 137 | 126 | 43 | 55 | 332 | 231 | 44 |
| Polyester | 135 | 60 | 91 | 123 | 48 | 195 | 154 | 26 |
| Plastics \& Chemicals | 60 | 75 | 33 | (20) | 82 | 135 | 73 | 84 |
| Profit Attributable to Controlling Interest | 83 | 25 | 40 | 234 | 108 | 108 | 64 | 69 |
| CAPEX and Acquisitions | 45 | 69 | 66 | (35) | (31) | 114 | 110 | 4 |
| Net Debt | 782 | 774 | 711 | 1 | 10 |  |  |  |
| Net Debt/LTM EBITDA ${ }^{(1)}$ | 1.5 | 1.7 | 1.4 |  |  |  |  |  |
| Interest Coverage ${ }^{(1)}$ | 8.6 | 7.1 | 6.7 |  |  |  |  |  |

(1) Times: Last 12 months

## Operating \& Financial Highlights (2Q15)

| ALPEK | - 2 Q15 Consolidated EBITDA of U.S. \$195 million. YTD15 Consolidated EBITDA of U.S. \$332 million, $+44 \%$ y-o-y <br> - Better than expected operating performance in both Polyester and P\&C <br> - U.S. $\$ 95$ million cash dividend paid in April, as approved at Annual Shareholders Meeting |
| :---: | :---: |
| Polyester | - 2 Q15 Polyester EBITDA of U.S. \$135 million, including a U.S. \$26 million non-cash inventory revaluation credit <br> - Margin expansion supported $22 \% \mathrm{y}-\mathrm{o}-\mathrm{y}$ and $47 \%$ sequential 2 Q15 Polyester EBITDA growth, excluding inventory valuation <br> - North American PTA price formula increase contributed to 2 Q15 EBITDA growth |
| Plastics \& Chemicals (P\&C) | - 2 Q15 Plastics \& Chemicals EBITDA of U.S. \$60 million, including a U.S. \$4 million non-cash inventory devaluation charge <br> - Strong PP and EPS performance supported $94 \% y-o-y$ and $16 \%$ sequential 2 Q15 P\&C EBITDA growth, excluding inventory valuation and $1 Q 15$ U.S. $\$ 26$ million one-time profit <br> - Recently acquired EPS operations fully integrated in 2 Q15 results |

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## Message from the CEO

Alpek's 2 Q15 Consolidated EBITDA was U.S. \$195 million, up 55\% year-on-year and 43\% quarter-onquarter, reflecting a combination of favorable industry developments and robust demand.

Oil and most feedstock prices extended their recovery during 2Q15. The average price per barrel of Brent crude oil reached U.S. $\$ 62$ in June, up $12 \%$ versus March and almost $30 \%$ higher than January. Similarly, the U.S. paraxylene ( Px ) contract price increased $20 \%$ quarter-on-quarter and almost $30 \%$ since January. In contrast, the U.S. propylene (PGP) contract price was $18 \%$ lower quarter-on-quarter.

After two consecutive quarters that were impacted by non-cash inventory devaluation charges, 2 Q15 Consolidated EBITDA benefited from a U.S. \$22 million non-cash inventory revaluation credit resulting from sustained Px price recovery. This figure includes a U.S. $\$ 26$ million credit recognized in the Polyester segment which was partially offset by a U.S. $\$ 4$ million charge in P\&C due to lower propylene prices. The year-to-date impact from inventory valuation is +U.S. \$1 million following this quarter's credit.

The Polyester segment's 2 Q15 EBITDA reached U.S. $\$ 135$ million, including the aforementioned U.S. $\$ 26$ million non-cash inventory revaluation credit. This quarter's $48 \%$ year-on-year EBITDA growth also reflects the U.S. $\sim \$ 66 /$ ton increase to the North American PTA price formula that came into effect as of April 1, 2015, seasonal summer demand and gradual export margin recovery. Additionally, power cogeneration contributed to Polyester results as our Cosoleacaque facility posted $49 \%$ sequential EBITDA growth from its ramp-up process.

Reference Asian PTA margins improved during the second quarter following two major unplanned shutdowns in China. According to publicly available information, these two facilities remain offline. Separately, China's two largest PTA producers announced plans to cut production starting in July.

Our Plastics \& Chemicals segment continued to benefit from better than expected polypropylene (PP) and expandable polystyrene (EPS) margins. 2 Q15 U.S. $\$ 60$ million P\&C EBITDA increased $82 \%$ year-on-year, driven mainly by firm product pricing amid falling feedstock costs.

2 Q15 is also the first quarter we report under our new P\&C segment structure, comprised of a larger, wholly-owned EPS business under the name of Styropek, S.A. de C.V. (Styropek), and no exposure to polyurethanes (PUR). Our legacy P\&C businesses' EBITDA grew $79 \%$ annually during the second quarter, and the recently integrated Styropek operations more than offset the foregone PUR business.

Alpek's Net Debt totaled U.S. $\$ 782$ million this second quarter, up $9 \%$ or U.S. $\$ 68$ million compared to year-end 2014. Year-to-date, paid consolidated dividends amounted to U.S. \$138 million and Capex reached US\$114 million.

On the investment front, we continued to implement the vertical integration and operating efficiency projects included in our Capex program. The majority of 2 Q15 U.S. $\$ 45$ million Capex was expended for the Corpus Christi PTA/PET site and other smaller capital projects.

Alpek's better than expected year-to-date results are encouraging. We maintain an optimistic view going forward, although we expect a second half 2015 Consolidated EBITDA below year-to-date EBITDA. In addition to the U.S. $\$ 26$ million one-time profit recognized in 1 Q 15 , oil/feedstock price volatility remains high, P\&C margins could be lower in the remainder of the year, and there is a planned polyester plant shutdown in 4Q15.

Results by Business Segment

## Polyester

(PTA, PET, Polyester fibers - 73\% of Alpek's Net Sales)
Alpek's second quarter 2015 Polyester revenues were $13 \%$ lower year-on-year, but up $11 \%$ quarter-onquarter as volume and prices moved in similar directions. On an annual basis, Polyester volume and average 2 Q15 Polyester prices decreased $4 \%$ and $9 \%$, respectively. However, volume was up $2 \%$ and prices were $8 \%$ higher when compared to the first quarter.

Underlying Polyester volume has sustained better than expected growth that is not entirely reflected in 2015 figures due to an increase in Alpek's intercompany PTA volume, supported by robust core North American PET demand. Excluding the effect from intercompany PTA sales mix, 2Q15 Polyester volume grew $2 \%$ year-onyear and $7 \%$ sequentially.

Average polyester prices largely reflect the volatility in crude oil and feedstock prices, mainly paraxylene (Px), over the last twelve months. The U.S. Px contract price extended its recovery after 1Q15, posting a $20 \%$ increase between March and June, supported by crude oil prices and the beginning of the U.S. summer driving season.

Segment EBITDA was U.S. $\$ 135$ million, including a U.S. $\$ 26$ million non-cash inventory revaluation credit. For reference, a U.S. \$14 million non-cash inventory devaluation charge, and a U.S. \$2 million non-cash inventory revaluation credit were recognized in 1Q15 and 2Q14, respectively. Adjusting for inventory valuation, Polyester EBITDA increased $22 \%$ year-on-year and $47 \%$ quarter-on-quarter as a result of improving underlying fundamentals.

## Plastics \& Chemicals (P\&C)

(Polypropylene (PP), Expandable Polystyrene (EPS), Caprolactam (CPL), Other products - 27\% of Alpek's Net Sales)
2 Q15 Plastics \& Chemicals revenues decreased 15\% year-on-year and 7\% quarter-on-quarter, driven mainly by lower prices. Average P\&C prices decreased $20 \%$ when compared to 2 Q14, and were $4 \%$ lower than 1 Q15 as a result of lower feedstock prices, mainly propylene.

Alpek's second quarter P\&C volume was up 6\% year-on-year, but 3\% lower than 1Q15, which benefited from incremental propylene supply. Demand remained strong, but feedstock supply returned to normal levels during the second quarter.

2 Q15 P\&C EBITDA totaled U.S. $\$ 60$ million, including a U.S. $\$ 4$ million non-cash inventory devaluation charge associated with lower propylene prices. Adjusting for inventory devaluation charges in 2 Q15 (U.S. \$4 million) and 1Q15 (U.S. \$6 million), and excluding the U.S. \$26 million 1Q15 profit from the sale of Polioles' polyurethane business, P\&C EBITDA increased $94 \%$ year-on-year and $16 \%$ quarter-on-quarter as a result of strong polypropylene (PP) and expandable polystyrene (EPS) performance coupled with improvement in caprolactam.

Consolidated Financial Results

Net Sales: Net Sales for the second quarter totaled U.S. \$1.4 billion, down $13 \%$ year-on-year as a result of $2 \%$ lower consolidated volume vs. 2 Q14 and a $12 \%$ annual decrease in average consolidated prices, reflecting last year's decline in crude oil and feedstock prices. When compared to 1Q15, Net Sales were up $6 \%$ supported by a $1 \%$ sequential increase in consolidated volume and $5 \%$ higher average consolidated prices amid a recovering crude oil price environment. Accumulated net sales as of June 30, 2015, totaled U.S. \$2.7 billion, down $15 \%$ when compared to the same period last year as a $2 \%$ increase in accumulated consolidated volume was more than offset by a $16 \%$ decrease in accumulated average consolidated prices.

EBITDA: 2 Q15 EBITDA was U.S. $\$ 195$ million, up $55 \%$ when compared to 2 Q14 and $43 \%$ higher than 1Q15. This quarter's consolidated EBITDA includes a U.S. \$22 million non-cash inventory revaluation credit, reflecting higher Px prices. Adjusting for inventory valuation and 1Q15 U.S. \$26 million one-time profit, Comparable Consolidated EBITDA was U.S. $\$ 173$ million, U.S. $\$ 131$ million and U.S. $\$ 124$ million in 2Q15, $1 Q 15$ and 2Q14, respectively. Margin expansion supported by a favorable pricing environment and robust demand in both business segments contributed to the $40 \%$ year-on-year increase in 2Q15 Comparable Consolidated EBITDA. Accumulated EBITDA as of June 30, 2015 was U.S. $\$ 332$ million and accumulated Comparable Consolidated EBITDA totaled U.S. $\$ 304$ million, up $44 \%$ and $21 \%$ versus 2014 , respectively.

Profit (Loss) Attributable to Controlling Interest: Profit Attributable to Controlling Interest was U.S. \$83 million during this second quarter, up $108 \%$ and $234 \%$ year-on-year and quarter-on-quarter, respectively, driven mainly by the improvement in operating results. Accumulated Profit Attributable to Controlling Interest as of June 30, 2015 was U.S. $\$ 108$ million, up $69 \%$ when compared to the same period last year, supported by higher Operating Income.

Capital Expenditures (Capex): 2Q15 Capital Expenditures were U.S. \$45 million, down 31\% and 35\% from 2 Q14 and 1Q15, respectively. Year-to-date U.S. $\$ 114$ million Capex is $4 \%$ higher than the same period last year resulting from the ongoing investment in strategic projects. The majority of these funds were invested in the EPS operations acquired from BASF, the Corpus Christi PTA/PET site and the Huntsman MEG tolling agreement. Capex also included asset replacements and other minor capital projects.

Net Debt: Consolidated Net Debt as of June 30, 2015 was U.S. $\$ 782$ million, up $10 \%$ year-on-year and $1 \%$ when compared to 1Q15. On an absolute basis, Net Debt has increased U.S. $\$ 68$ million year-to-date as U.S. $\$ 138$ million in paid consolidated dividends and U.S. $\$ 114$ million Capex were partially offset by operating cash flow. Gross Debt as of June 30, 2015 totaled U.S. $\$ 1.1$ billion, up $1 \%$ when compared to year-end 2014. Financial ratios as of June 30, 2015 were as follows: Net Debt to LTM EBITDA of 1.5 times and Interest Coverage of 8.6 times.

Appendix A - Tables
TABLE 1 | VOLUME (KTONS)

|  | 2Q15 | 1Q15 | 2Q14 | (\%) 2Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q15 | 2Q14 |  |  |  |
| Total Volume | 1,000 | 989 | 1,017 | 1 | (2) | 1,989 | 1,959 | 2 |
| Polyester | 775 | 757 | 804 | 2 | (4) | 1,531 | 1,549 | (1) |
| Plastics and Chemicals | 226 | 232 | 213 | (3) | 6 | 458 | 409 | 12 |

TABLE 2 | PRICE CHANGES (\%)

|  | (\%) 2Q15 vs. |  | YTD15 vs. |
| :--- | ---: | ---: | ---: | ---: |
|  | 1Q15 | 2Q14 | YTD14 |
| Polyester |  |  |  |
| Avg. Ps. Prices | 11 | 7 | $(3)$ |
| Avg. U.S. \$ Prices | 8 | $(9)$ | $(16)$ |
| Plastics and Chemicals | $(1)$ | $(6)$ | $(7)$ |
| Avg. Ps. Prices | $(4)$ | $(20)$ | $(20)$ |
| Avg. U.S. \$ Prices |  |  |  |
| Total | 7 | 4 | $(3)$ |
| Avg. Ps. Prices | 5 | $(12)$ | $(16)$ |
| Avg. U.S. \$ Prices |  |  |  |

TABLE 3 | REVENUES

| 2Q15 | 1Q15 | 2Q14 | (\%) 2Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q15 | 2Q14 |  |  |  |


| Total Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 21,399 | 19,721 | 21,002 | 9 | 2 | 41,120 | 41,861 | $(2)$ |
| U.S. \$ Millions | 1,398 | 1,321 | 1,615 |  | 6 | $(13)$ | 2,719 | 3,191 |
| (15) |  |  |  |  |  |  |  |  |
| Pomestic Revenues |  |  |  |  |  |  |  |  |
| Ps. Millions | 7,489 | 7,796 | 7,996 | $(4)$ | $(6)$ | 15,285 | 15,372 | $(1)$ |
| U.S. \$ Millions | 489 | 522 | 615 | $(6)$ | $(20)$ | 1,011 | 1,172 | $(14)$ |
| Foreign Revenues | 13,910 | 11,925 | 13,006 | 17 | 7 | 25,835 | 26,489 | $(2)$ |
| Ps. Millions | 908 | 799 | 1,000 | 14 | $(9)$ | 1,707 | 2,019 | $(15)$ |
| U.S. \$ Millions | 65 | 60 | 62 |  |  | 63 | 63 |  |
| Foreign / Total (\%) |  |  |  |  |  |  |  |  |

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TABLE 4 | OPERATING INCOME AND EBITDA


TABLE 5 | FINANCIAL COST, NET (U.S. \$ Millions)

|  | 2Q15 | 1Q15 | 2Q14 | (\%) 2Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q15 | 2Q14 |  |  |  |
| Financial Expenses | (19) | (18) | (18) | (4) | (4) | (37) | (35) | (5) |
| Financial Income | 4 | 3 | 2 | 4 | 77 | 7 | 5 | 31 |
| Net Financial Expenses | (15) | (15) | (16) | (4) | 5 | (30) | (30) | - |
| Fx Gains (Losses) | - | (14) | 1 | 98 | 126 | (14) | (3) | (430) |
| CF(E)/ I | (16) | (28) | (15) | 45 | (5) | (44) | (32) | (36) |

## TABLE 6 | NET INCOME (U.S \$ Millions)

|  | 2Q15 | 1Q15 | 2Q14 | (\%) 2Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q15 | 2Q14 |  |  |  |
| Consolidated Net Income | 94 | 48 | 51 | 96 | 84 | 142 | 88 | 62 |
| Non-Controlling Interest | 11 | 23 | 11 | (52) | (2) | 34 | 24 | 44 |
| Controlling Interest | 83 | 25 | 40 | 234 | 108 | 108 | 64 | 69 |
| Earnings per Share (U.S. Dollars) | 0.04 | 0.01 | 0.02 | 234 | 108 | 0.05 | 0.03 | 69 |
| Avg. Outstanding Shares (Millions)* | 2,118 | 2,118 | 2,118 |  |  | 2,118 | 2,118 |  |

TABLE 7 | CASH FLOW (U.S. \$ Millions)

|  | 2Q15 | 1Q15 | 2Q14 | (\%) 2Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q15 | 2Q14 |  |  |  |
| EBITDA | 195 | 137 | 126 | 43 | 55 | 332 | 231 | 44 |
| Net Working Capital \& Others | (4) | (79) | (58) | 95 | 93 | (83) | 22 | (485) |
| Capital Expenditures \& Acq. | (45) | (69) | (66) | 35 | 31 | (114) | (110) | (4) |
| Financial Expenses | (18) | (22) | (16) | 18 | (11) | (39) | (32) | (22) |
| Income tax | (24) | 4 | (32) | (741) | 24 | (20) | (54) | 62 |
| Dividends | (111) | (27) | - | (309) | (100) | (138) | - | (100) |
| Payment affiliated companies | (2) | - | - | (100) | (100) | (2) | (2) | 18 |
| Other Sources / Uses | - | (2) | 2 | 94 | (106) | (2) | - | (658) |
| Decrease (Increase) in Net Debt | (8) | (59) | (43) | 86 | 80 | (68) | 55 | (224) |

TABLE 8 | STATEMENT OF FINANCIAL POSITION \& FINANCIAL RATIOS (U.S. \$ Millions)

|  | 2Q15 | 1Q15 | 4Q14 | 2Q14 |
| :--- | ---: | ---: | ---: | ---: |
| Assets | 4,373 | 4,326 | 4,442 | 4,624 |
| Liabilities | 2,366 | 2,304 | 2,414 | 2,468 |
| Stockholders' Equity | 2,008 | 2,023 | 2,028 | 2,156 |
| Net Debt | 782 | 774 | 715 | 711 |
| Net Debt/EBITDA* | 1.5 | 1.7 | 1.6 | 1.4 |
| Interest Coverage* | 8.6 | 7.1 | 6.5 | 6.7 |

* Times: last 12 months.


## Polyester

## TABLE 9 REVENUES

|  |  |  | (\%) 2 Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2 Q15 | 1Q15 | 2Q14 | 1Q15 | 2Q14 |  |  |  |

Total Revenues

| Ps. Millions | 15,815 | 13,888 | 15,393 | 14 | 3 | 29,704 | 30,837 | $(4)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 1,033 | 930 | 1,184 | 11 | $(13)$ | 1,963 | 2,351 | $(16)$ |
| Domestic Revenues |  |  |  |  |  |  |  |  |
| Ps. Millions | 3,865 | 3,463 | 3,819 | 12 | 1 | 7,328 | 7,403 | $(1)$ |
| U.S. \$ Millions | 252 | 232 | 294 | 9 | $(14)$ | 484 | 564 | $(14)$ |

Foreign Revenues

| Ps. Millions | 11,950 | 10,425 | 11,574 | 15 | 3 | 22,375 | 23,434 | (5) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 780 | 698 | 890 | 12 | $(12)$ | 1,479 | 1,786 | $(17)$ |
| Foreign / Total (\%) | 76 | 75 | 75 |  |  | 75 | 76 |  |

TABLE 10 | OPERATING INCOME AND EBITDA

|  |  |  | (\%) 2Q15 vs. |  | YTD15 | YTD14 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q15 | 1Q15 | 2Q14 | 1Q15 | 2Q14 |  |  |  |

Operating Income

| Ps. Millions | 1,636 | 485 | 839 | $(238)$ | 95 | 2,121 | 1,342 | 58 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 107 | 32 | 65 | $(230)$ | 65 | 139 | 103 | 36 |

EBITDA

| Ps. Millions | 2,063 | 901 | 1,179 | 129 | 75 | 2,963 | 2,021 | 47 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 135 | 60 | 91 | 123 | 48 | 195 | 154 | 26 |

## Plastics \& Chemicals

TABLE 11 REVENUES

|  |  |  | (\%) 2 Q15 vs. |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |  |
| 2Q15 | 1Q15 | 2Q14 | 1Q15 | 2Q14 | YTD15 | YTD14 | Ch.\% |

Total Revenues

| Ps. Millions | 5,584 | 5,833 | 5,609 | $(4)$ | - | 11,416 | 11,024 | 4 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 365 | 391 | 431 | $(7)$ | $(15)$ | 756 | 841 | $(10)$ |
| Domestic Revenues |  |  |  |  |  |  |  |  |
| Ps. Millions | 3,624 | 4,333 | 4,177 | $(16)$ | $(13)$ | 7,957 | 7,970 | - |
| U.S. \$ Millions | 237 | 290 | 321 | $(18)$ | $(26)$ | 527 | 608 | $(13)$ |
| Foreign Revenues |  |  |  |  |  |  |  |  |
| Ps. Millions | 1,960 | 1,500 | 1,432 | 31 | 37 | 3,460 | 3,054 | 13 |
| U.S. \$ Millions | 128 | 101 | 110 | 27 | 16 | 229 | 233 | $(2)$ |
| Foreign / Total (\%) | 35 | 26 | 26 |  |  | 30 | 28 |  |

## TABLE 12 | OPERATING INCOME AND EBITDA

|  |  |  | (\%) 2Q15 vs. |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2 2Q15 | 1Q15 | $2 Q 14$ | 1Q15 | 2Q14 | YTD15 | YTD14 | Ch.\% |

Operating Income

| Ps. Millions | 783 | 1,020 | 320 | $(23)$ | 144 | 1,803 | 754 | 139 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 51 | 68 | 25 | $(25)$ | 107 | 119 | 57 | 107 |

EBITDA

| Ps. Millions | 920 | 1,129 | 428 | $(18)$ | 115 | 2,049 | 964 | 112 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 60 | 75 | 33 | $(20)$ | 82 | 135 | 73 | 84 |

Appendix B - Financial Statements
ALPEK, S.A.B DE C.V. and Subsidiaries
STATEMENT OF FINANCIAL POSITION
Information in Millions of Mexican Pesos
(\%) Jun 15 vs.

|  | Jun 15 | Mar 15 | Jun 14 | Mar 15 | Jun 14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |
| CURRENT ASSETS: |  |  |  |  |  |
| Cash and cash equivalents | 5,160 | 5,010 | 5,430 | 3 | (5) |
| Trade accounts receivable | 10,416 | 9,074 | 10,844 | 15 | (4) |
| Other accounts and notes receivable | 1,789 | 1,876 | 1,915 | (5) | (7) |
| Inventories | 10,716 | 10,712 | 11,379 | - | (6) |
| Other current assets | 3,358 | 3,230 | 1,605 | 4 | 109 |
| Total current assets | 31,439 | 29,902 | 31,173 | 5 | 1 |
| Investment in shares | 367 | 328 | 340 | 12 | 8 |
| Property, plant and equipment, net | 28,612 | 28,018 | 24,634 | 2 | 16 |
| Goodwill and intangible assets, net | 6,950 | 6,500 | 3,504 | 7 | 98 |
| Other non-current assets | 714 | 814 | 612 | (12) | 17 |
| Total assets | 68,082 | 65,562 | 60,263 | 4 | 13 |


| LIABILITIES AND STOCKHOLDER'S EQUITY |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CURRENT LIABILITIES: |  |  |  |  |  |
| Current portion of long-term debt | 332 | 15 | 424 | 2,087 | (22) |
| Bank loans and notes payable | 491 | 269 | 615 | 83 | (20) |
| Suppliers | 9,399 | 8,200 | 10,018 | 15 | (6) |
| Other current liabilities | 4,024 | 4,208 | 2,833 | (4) | 42 |
| Total current liabilities | 14,246 | 12,692 | 13,890 | 12 | 3 |
| NON-CURRENT LIABILITIES: |  |  |  |  |  |
| Non-current debt | 16,239 | 16,121 | 13,421 | 1 | 21 |
| Deferred income taxes | 4,316 | 4,076 | 4,232 | 6 | 2 |
| Otherliabilities | 999 | 1,021 | 54 | (2) | 1,766 |
| Employees' benefits | 1,026 | 998 | 568 | 3 | 81 |
| Total liabilities | 36,826 | 34,908 | 32,165 | 5 | 14 |


| STOCKHOLDERS' EQUITY: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Controlling interest: |  |  |  |  |  |
| Capital stock | 6,052 | 6,052 | 6,052 | - | - |
| Share premium | 9,071 | 9,071 | 9,071 | - | - |
| Contributed capital | 15,123 | 15,123 | 15,123 | - | - |
| Earned surplus | 12,014 | 11,481 | 9,600 | 5 | 25 |
| Total controlling interest | 27,137 | 26,604 | 24,723 | 2 | 10 |
| Non-controlling interest | 4,119 | 4,050 | 3,375 | 2 | 22 |
| Total stockholders' equity | 31,256 | 30,654 | 28,098 | 2 | 11 |
| Total liabilities and stockholders' equity | 68,082 | 65,562 | 60,263 | 4 | 13 |

## Second Quarter 2015 (2Q15)

ALPEK, S.A.B DE C.V. and Subsidiaries
STATEMENT OF INCOME



[^0]:    This release contains forward-looking information based on numerous variables and assumptions that are inherently uncertain. They involve judgments with respect to, among other things, future economic, competitive and financial market conditions and future business decisions, all of which are difficult or impossible to predict accurately. Accordingly, results could vary from those set forth in this release. The report presents unaudited financial information based on International Financial Reporting Standards (IFRS) in effect in Mexico beginning January 2012. Figures are stated in nominal Mexican pesos (\$) and in current U.S. Dollars (U.S. \$), as indicated. Where applicable, peso amounts were translated into U.S. Dollars using the average exchange rate of the months during which operations were recorded. Financial ratios are calculated in U.S. Dollars. Due to the rounding up of figures, small differences may occur when calculating percent changes from one period to the other.

