## Alpek reports 2Q16 EBITDA of U.S. \$208 million

## Selected Financial Information

(U.S. \$ Millions)

|  | 2Q16 | 1Q16 | 2Q15 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q16 | 2Q15 |  |  |  |
| Total Volume (ktons) | 981 | 988 | 1,000 | (1) | (2) | 1,970 | 1,989 | (1) |
| Polyester | 743 | 755 | 775 | (2) | (4) | 1,497 | 1,531 | (2) |
| Plastics \& Chemicals | 239 | 234 | 226 | 2 | 6 | 472 | 458 | 3 |
| Consolidated Revenues | 1,237 | 1,182 | 1,398 | 5 | (11) | 2,419 | 2,719 | (11) |
| Polyester | 871 | 837 | 1,033 | 4 | (16) | 1,708 | 1,963 | (13) |
| Plastics \& Chemicals | 366 | 345 | 365 | 6 | - | 711 | 756 | (6) |
| Consolidated EBITDA | 208 | 171 | 195 | 21 | 7 | 380 | 332 | 14 |
| Polyester | 110 | 73 | 135 | 50 | (18) | 184 | 195 | (6) |
| Plastics \& Chemicals | 98 | 99 | 60 | (1) | 63 | 197 | 135 | 46 |
| Profit Attributable to Controlling Interest | 48 | 72 | 83 | (33) | (42) | 120 | 108 | 11 |
| CAPEX and Acquisitions | 110 | 32 | 45 | 241 | 143 | 142 | 114 | 24 |
| Net Debt | 910 | 904 | 782 | 1 | 16 |  |  |  |
| Net Debt/LTM EBITDA ${ }^{(1)}$ | 1.3 | 1.4 | 1.5 |  |  |  |  |  |
| Interest Coverage ${ }^{(1)}$ | 11.1 | 11.3 | 8.6 |  |  |  |  |  |

(1) Times: Last 12 months

## Operating \& Financial Highlights (2Q16)

| Alpek | - 2 Q16 Consolidated EBITDA of U.S. \$208 million, including a U.S. \$19 million non-cash inventory gain. Comparable 2Q16 Consolidated EBITDA $+9 \%$ y-o-y and $+6 \%$ q-o-q <br> - Better-than-expected performance in both business segments: Polyester and P\&C <br> - Solid balance sheet: 1.3 x Net Debt / EBITDA and 11.1x Interest Coverage |
| :---: | :---: |
| Polyester | - 2 Q16 Polyester EBITDA of U.S. \$110 million, including a U.S. \$15 million non-cash inventory gain. Comparable 2 Q16 Polyester EBITDA $-11 \%$ y-o-y and $+13 \%$ q-o-q <br> - Better-than-expected oil/feedstock price environment (Brent avg. U.S. \$/bbl: \$38 Guidance, \$46 in 2Q16, \$35 in 1Q16 and \$62 in 2Q15) <br> - MEG supply under the Huntsman tolling agreement started in June |
| Plastics \& Chemicals (P\&C) | - 2 Q16 P\&C EBITDA of U.S. $\$ 98$ million, including a U.S. \$4 million non-cash inventory gain. Comparable 2Q16 P\&C EBITDA $+44 \%$ y-o-y and $-2 \% ~ q-o-q$ <br> - Volume growth driven by solid polypropylene demand and successful EPS integration <br> - Reference polypropylene margins remain above historical levels but decreased q-o-q after reaching record highs in 1Q16 |

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## Message from the CEO

Second quarter 2016 Consolidated EBITDA was U.S. \$208 million, up 7\% year-on-year and $21 \%$ quarter-onquarter, driven by strong Plastics \& Chemicals (P\&C) segment performance and solid sequential Polyester results amid a better-than-expected oil and feedstock price environment.

Oil and feedstock prices have been consistently lower year-on-year, but posted a rapid recovery after 1 Q16. The average price per barrel of Brent crude oil reached U.S. \$48 in June, up $24 \%$ versus March, and $28 \%$ higher than Alpek's U.S. \$38 guidance. Similarly, the U.S. reference paraxylene ( Px ) and propylene prices increased $10 \%$ and $5 \%$ from March to June, respectively.

As a result, 2Q16 Consolidated EBITDA benefited from a U.S. \$19 million non-cash inventory gain: U.S. \$15 million in Polyester and U.S. \$4 million in P\&C. The year-to-date consolidated benefit from inventory gain is +U.S. $\$ 9$ million.

2 Q16 Polyester segment EBITDA was U.S. \$110 million. Adjusting for inventory gains, Comparable Polyester EBITDA was down $11 \%$ year-on-year and up $13 \%$ quarter-on-quarter. The recent oil price recovery, gradual improvement in reference Asian PTA margins and savings from strategic projects, partially offset the impact from this year's lower oil price environment versus 2015 and contributed to better-than-expected 2Q16 Polyester EBITDA.

Another positive development for Alpek's Polyester segment was the startup of a new strategic project: the MEG tolling agreement with Huntsman. The U.S. $\$ 65$ million multiyear agreement establishes contractual rights to ${ }^{\sim} 150,000$ tons per year of monoethylene glycol (MEG) from Huntsman's production facility in Port Neches, TX. The capacity expansion associated with the agreement became fully operational in June; expected savings started since then.

2 Q16 P\&C segment EBITDA was U.S. \$98 million, its second highest quarterly figure. Adjusting for inventory gains, Comparable P\&C EBITDA increased 44\% year-on-year driven mainly by margin expansion and volume growth in polypropylene (PP) and expandable polystyrene (EPS).

However, PP margins decreased quarter-on-quarter after reaching record-high levels in 1Q16. A combination of higher regional capacity utilization, feedstock costs and imports pushed PP margins back to Alpek's 2016 guidance, which is significantly above historical levels but below 1Q16. Comparable 2Q16 P\&C EBITDA was 2\% lower quarter-on-quarter as the decrease in PP EBITDA was partially offset by growth in the rest of the segment's products.

On the investment front, progress is ongoing in Alpek's strategic Capex program. In line with our full year guidance, 2 Q16 Capex totaled U.S. $\$ 110$ million. Investments included the Corpus Christi PTA/PET facility, the Altamira cogeneration plant and the final payment of the MEG tolling agreement with Huntsman, among others.

Record PP results supported Alpek's better-than-expected year-to-date Consolidated EBITDA. We maintain an optimistic view, although recent PP industry trends may result in lower second half EBITDA versus the first half of 2016. The potential benefit in the Polyester segment from a higher oil price environment in the next six months could be more than offset by a decrease in PP margins.

Results by Business Segment

## Polyester

(Purified Terephthalic Acid (PTA),Polyethylene Terephthalate (PET), Polyester fibers - 72\% of Alpek's Net Sales)
Second quarter 2016 Polyester revenue was down 16\% year-on-year and up 4\% quarter-on-quarter, mainly driven by prices. Average 2Q16 Polyester prices decreased 12\% versus 2Q15 and increased 6\% on a quarterly basis, reflecting crude oil and feedstock price movements, mainly those of Px , during the last twelve months.

The average U.S. reference Px price posted a 17\% year-on-year decrease and an 8\% quarter-on-quarter increase that was largely reflected in average Polyester prices.

2Q16 Polyester volume was down 4\% and 2\% versus 2Q15 and 1Q16, respectively. Stable North American Polyester volume growth amid a favorable price environment was more than offset by higher intracompany PTA sales, lower PTA exports and two scheduled plant shutdowns. North American Polyester volume grew 1\% and 3\% when compared to 2Q15 and 1Q16, respectively.

Second quarter 2016 segment EBITDA was U.S. $\$ 110$ million, including a U.S. $\$ 15$ million non-cash inventory gain. Adjusting for inventory gains, Comparable 2Q16 Polyester EBITDA decreased 11\% year-on-year and increased $13 \%$ quarter-on-quarter supported by a better-than-expected oil and feedstock price environment, gradual improvement in reference Asian PTA margins and savings from strategic projects.

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

(Polypropylene (PP), Expandable Polystyrene (EPS), Caprolactam (CPL), Other products - $28 \%$ of Alpek's Net Sales)
2Q16 P\&C revenue was flat year-on-year as a $5 \%$ decrease in average $P \& C$ prices was offset by volume growth. Quarter-on-quarter, revenue increased $6 \%$ as a result of higher average $P \& C$ prices and volume.

Second quarter 2016 P\&C volume was up 6\% and 2\% when compared to 2Q15 and 1Q16, respectively. Solid demand across our product portfolio, combined with incremental propylene supply, which allows for higher polypropylene capacity utilization, and the successful integration of recently acquired expandable polystyrene facilities contribute to sustained volume growth.

2Q16 P\&C EBITDA totaled U.S. \$98 million, including a U.S. \$4 million non-cash inventory gain. Adjusting for inventory gains, Comparable 2Q16 P\&C EBITDA increased 44\% year-on-year driven mainly by better-than-expected PP and EPS performance.

Comparable 2Q16 P\&C EBITDA was down 2\% quarter-on-quarter as the decrease in PP EBITDA was partially offset by growth in the rest of the segment's products. Reference PP margins posted month-to-month declines after reaching a record high in February. On average, 2Q16 reference PP margins were in line with our full-year guidance. However, recent industry trends may result in lower-than-expected margins during the second half of the year. Higher regional capacity utilization, feedstock costs and imports pushed North American PP margins down after 1Q16.

Consolidated Financial Results

Net Sales: Net Sales for the second quarter totaled U.S. \$1.2 billion, down $11 \%$ year-on-year and up $5 \%$ quarter-on-quarter, mainly driven by average consolidated prices. Average 2016 consolidated prices decreased $10 \%$ versus 2 Q15 and increased $5 \%$ when compared to 1Q16; reflecting this year's lower oil and feedstock prices as well as their recent sequential recovery. 2 Q 16 consolidated volume was down $2 \%$ and $1 \%$ versus $2 Q 15$ and 1Q16, respectively, as volume growth in the P\&C segment was more than offset by a decrease in Polyester. Accumulated net sales as of June 30, 2016 totaled U.S. $\$ 2.4$ billion, $11 \%$ below than the same period last year, mainly as a result of a $10 \%$ decrease in average consolidated prices due to lower oil and feedstock prices.

EBITDA: 2 Q16 EBITDA was U.S. $\$ 208$ million, up $7 \%$ when compared to $2 Q 15$ and $21 \%$ higher than 1 Q16. This quarter's Consolidated EBITDA includes a U.S. \$19 million non-cash inventory gain; reflecting higher quarter-onquarter feedstock prices, mainly paraxylene (Px). Adjusting for inventory and one-time gains in previous quarters, Comparable Consolidated EBITDA was U.S. $\$ 190$ million, U.S. $\$ 179$ million and U.S. $\$ 174$ million in 2Q16, 1 Q16 and 2Q15, respectively. The 9\% annual increase in Comparable Consolidated EBITDA was driven by polypropylene and EPS results in the P\&C segment, whereas the $6 \%$ quarter-on-quarter growth resulted mainly from Polyester segment margin per ton expansion amid a favorable recovery in oil and feedstock prices. Accumulated EBITDA as of June 30, 2016 was U.S. $\$ 380$ million and accumulated Comparable Consolidated EBITDA totaled U.S. $\$ 368$ million, up $14 \%$ and $20 \%$ versus 2015 , respectively.

Profit (Loss) Attributable to Controlling Interest: Profit Attributable to Controlling Interest for the second quarter of 2016 was U.S. $\$ 48$ million, compared to U.S. $\$ 83$ million and U.S. $\$ 72$ million in 2 Q15 and 1Q16, respectively. The increase in Operating Income versus $2 Q 15$ was more than offset by non-cash Foreign Exchange Losses resulting from the recent depreciation of the Mexican Peso. Accumulated Profit Attributable to Controlling Interest as of June 30, 2016 was U.S. $\$ 120$ million, up $11 \%$ when compared to the same period last year, supported by higher Operating Income.

Capital Expenditures and Acquisitions (Capex): $2 Q 16$ Capex was U.S. $\$ 110$ million, compared to U.S. $\$ 32$ million and U.S. $\$ 45$ million in 1 Q16 and 2Q15, respectively. Year-to-date Capex of U.S. $\$ 142$ million is $24 \%$ higher than the same period last year, driven mainly by the ongoing investment in strategic projects. The majority of these funds were invested in the Corpus Christi PTA/PET facility, the Altamira cogeneration plant and the MEG tolling agreement with Huntsman. Capex also included asset replacements and other minor capital projects.

Net Debt: Consolidated Net Debt as of June 30, 2016 was U.S. $\$ 910$ million, up $16 \%$ year-on-year and $1 \%$ quarter-on-quarter. On an absolute basis, Net Debt increased U.S. \$189 million year-to-date resulting from Dividend and Tax payments, as well as from investment in Net Working Capital and Capex. The breakdown of the U.S. $\$ 205$ million Consolidated Dividends is: U.S. $\$ 110$ million to shareholders and U.S. $\$ 95$ million to the NonControlling Interest. Dividends to the Non-Controlling interest include a scheduled 2Q16 dividend from Polioles to its JV partners (Alpek and BASF), following last year's sale of Polioles' polyurethane and EPS businesses. Taxes also contributed to the increase in Net Debt driven by higher profits and a one-time tax payment in 1016 associated to the sale of Polioles' polyurethane and EPS business. Investment in Net Working Capital largely reflects higher Trade Accounts Receivable and lower Suppliers. Lastly, U.S. \$142 million Capex has been invested primarily in strategic projects. Gross Debt as of June 30, 2016 was U.S. $\$ 1.115$ billion, flat versus $2 Q 15$ and down $3 \%$ when compared to 1Q16. Cash and Cash equivalents totaled U.S. \$204 million as of June 30, 2016. Financial ratios at the close of 2 Q16 were as follows: Net Debt to LTM EBITDA of 1.3 times and Interest Coverage of 11.1 times.

## Appendix A - Tables

## TABLE 1 | VOLUME (KTONS)

|  | 2Q16 | 1Q16 | 2Q15 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q16 | 2Q15 |  |  |  |
| Total Volume | 981 | 988 | 1,000 | (1) | (2) | 1,970 | 1,989 | (1) |
| Polyester | 743 | 755 | 775 | (2) | (4) | 1,497 | 1,531 | (2) |
| Plastics and Chemicals | 239 | 234 | 226 | 2 | 6 | 472 | 458 | 3 |

TABLE 2 | PRICE CHANGES (\%)

\[

\]

Polyester

| Avg. Ps. Prices | 6 | 4 | 6 |
| :--- | :--- | :---: | ---: |
| Avg. U.S. \$ Prices | 6 | $(12)$ | $(11)$ |

Plastics and Chemicals

| Avg. Ps. Prices | 4 | 12 | 9 |
| :--- | :--- | ---: | ---: |
| Avg. U.S. \$ Prices | 4 | $(5)$ | $(9)$ |


| Total | 6 | 6 | 7 |
| :--- | :---: | :---: | ---: |
| Avg. Ps. Prices | 5 | $(10)$ | $(10)$ |
| Avg. U.S. \$ Prices |  |  |  |

TABLE 3 | INCOME STATEMENT (U.S. \$ Millions)

|  | 2Q16 | 1Q16 | 2Q15 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q16 | 2Q15 |  |  |  |
| Total Revenues | 1,237 | 1,182 | 1,398 | 5 | (11) | 2,419 | 2,719 | (11) |
| Gross Profit | 223 | 185 | 212 | 21 | 5 | 408 | 334 | 22 |
| Operating expenses and others | (49) | (47) | (53) | (3) | 9 | (96) | (74) | (29) |
| Operating income | 175 | 138 | 158 | 27 | 10 | 312 | 260 | 20 |
| Financial cost, net | (54) | (16) | (16) | (236) | (247) | (70) | (44) | (59) |
| Share of losses of associates | - | - | - | - | - | - | (1) | 76 |
| Income Tax | (50) | (17) | (49) | (194) | (4) | (68) | (73) | 7 |
| Consolidated net income | 70 | 105 | 94 | (33) | (25) | 175 | 142 | 23 |
| Controlling Interest | 48 | 72 | 83 | (33) | (42) | 120 | 108 | 11 |

TABLE 4 | REVENUES

|  |  |  | (\%) 2Q16 vs. | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q16 | 1Q16 | 2Q15 |  |  |  |  |


| Total Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 22,341 | 21,292 | 21,399 | 5 | 4 | 43,633 | 41,120 | 6 |
| U.S. \$ Millions | 1,237 | 1,182 | 1,398 |  | 5 | $(11)$ | 2,419 | 2,719 |
| (11) |  |  |  |  |  |  |  |  |
| Pomestic Revenues |  |  |  |  |  |  |  |  |
| Ps. Millions | 8,484 | 8,242 | 7,489 | 3 | 13 | 16,726 | 15,285 | 9 |
| U.S. \$ Millions | 470 | 458 | 489 | 3 | $(4)$ | 928 | 1,011 | $(8)$ |


| Foreign Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 13,856 | 13,050 | 13,910 | 6 | - | 26,906 | 25,835 | 4 |
| U.S. \$ Millions | 767 | 724 | 908 | 6 | $(16)$ | 1,491 | 1,707 | $(13)$ |
| Foreign / Total (\%) | 62 | 61 | 65 |  |  | 62 | 63 |  |

## TABLE 5 | OPERATING INCOME AND EBITDA



TABLE 6 | COMPARABLE EBITDA

|  |  |  | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q16 | 1Q16 | 2Q15 | 1Q16 | 2Q15 |  |  |  |

EBITDA

| Ps. Millions | 3,751 | 3,089 | 2,993 | 21 | 25 | 6,840 | 5,042 | 36 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 208 | 171 | 195 | 21 | 7 | 380 | 332 | 14 |
| Adjustments* |  |  |  |  |  |  |  |  |
| Ps. Millions | $(338)$ | 131 | $(331)$ | $(358)$ | $(2)$ | $(207)$ | $(411)$ | $(50)$ |
| U.S. \$ Millions | $(19)$ | 7 | $(21)$ | $(359)$ | 13 | $(11)$ | $(26)$ | $(56)$ |
| Comparable EBITDA |  |  |  |  |  |  |  |  |
| Ps. Millions | 3,413 | 3,220 | 2,661 | 6 | 28 | 6,633 | 4,631 | 43 |
| U.S. \$ Millions | 190 | 179 | 174 | 6 | 9 | 368 | 306 | 20 |

*Adjustments: Inventory and non-operating, one-time (gains) losses
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TABLE 7 | FINANCIAL COST, NET (U.S. \$ Millions)

|  | 2Q16 | 1Q16 | 2Q15 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q16 | 2Q15 |  |  |  |
| Financial Expenses | (21) | (19) | (19) | (10) | (12) | (40) | (37) | (9) |
| Financial Income | 3 | 5 | 4 | (29) | (3) | 8 | 7 | 19 |
| Net Financial Expenses | (18) | (14) | (15) | (23) | (16) | (32) | (30) | (7) |
| Fx Gains (Losses) | (36) | (2) | - | $(2,051)$ | (100) | (38) | (14) | (167) |
| Financial Cost, Net | (54) | (16) | (16) | (236) | (247) | (70) | (44) | (59) |

## TABLE 8 | NET INCOME (U.S \$ Millions)

|  | 2Q16 | 1Q16 | 2Q15 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q16 | 2Q15 |  |  |  |
| Consolidated Net Income | 70 | 105 | 94 | (33) | (25) | 175 | 142 | 23 |
| Non-Controlling Interest | 22 | 32 | 11 | (31) | 100 | 55 | 34 | 60 |
| Controlling Interest | 48 | 72 | 83 | (33) | (42) | 120 | 108 | 11 |
| Earnings per Share (U.S. Dollars) | 0.02 | 0.03 | 0.04 | (33) | (42) | 0.06 | 0.05 | 11 |
| Avg. Outstanding Shares (Millions)* | 2,117 | 2,118 | 2,118 |  |  | 2,117 | 2,118 |  |

*For comparability are considered the same number of equivalent shares in the periods presented.

TABLE 9 | CASH FLOW (U.S. \$ Millions)

|  | 2Q16 | 1Q16 | 2Q15 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q16 | 2Q15 |  |  |  |
| EBITDA | 208 | 171 | 195 | 21 | 7 | 380 | 332 | 14 |
| Net Working Capital \& Others | (22) | (114) | (4) | 80 | (455) | (136) | (83) | (64) |
| Capital Expenditures \& Acq. | (110) | (32) | (45) | (241) | (143) | (142) | (114) | (24) |
| Financial Expenses | (18) | (5) | (18) | (268) | (2) | (23) | (39) | 42 |
| Income tax | (45) | (75) | (24) | 40 | (84) | (119) | (20) | (484) |
| Dividends | (69) | (135) | (111) | 49 | 38 | (205) | (138) | (48) |
| Payment affiliated companies | 52 | 12 | (2) | 312 | 2,901 | 64 | (2) | 3,581 |
| Other Sources / Uses | (3) | (5) | - | 44 | (100) | (7) | (2) | (201) |
| Decrease (Increase) in Net Debt | (7) | (182) | (8) | 96 | 20 | (189) | (68) | (179) |

TABLE 10 | STATEMENT OF FINANCIAL POSITION \& FINANCIAL RATIOS (U.S. \$ Millions)

|  |  |  | (\%) 2Q16 vs. |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| 2 | QQ16 | 1Q16 |  | $2 Q 15$ |


| Assets |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 204 | 243 | 332 | (16) | (38) |
| Trade accounts receivable | 521 | 512 | 669 | 2 | (22) |
| Inventories | 692 | 660 | 688 | 5 | 1 |
| Other current assets | 257 | 343 | 330 | (25) | (22) |
| Total current assets | 1,674 | 1,758 | 2,020 | (5) | (17) |
| Investment in associates and others | 26 | 27 | 24 | (1) | 12 |
| Property, plant and equipment, net | 1,820 | 1,824 | 1,838 | - | (1) |
| Goodwill and intangible assets, net | 573 | 509 | 446 | 13 | 28 |
| Other non-current assets | 123 | 96 | 46 | 28 | 169 |
| Total assets | 4,217 | 4,213 | 4,373 | - | (4) |
| Liabilities \& stockholders' equity |  |  |  |  |  |
| Current debt | 87 | 102 | 64 | (15) | 37 |
| Suppliers | 534 | 483 | 604 | 10 | (12) |
| Other current liabilities | 193 | 208 | 248 | (7) | (22) |
| Total current liabilities | 814 | 793 | 915 | 3 | (11) |
| Long term debt | 1,021 | 1,038 | 1,043 | (2) | (2) |
| Employees' benefits | 66 | 65 | 66 | 1 | - |
| Other long term liabilities | 343 | 349 | 341 | (2) | - |
| Total liabilities | 2,243 | 2,246 | 2,366 | - | (5) |
| Total stockholders' equity | 1,973 | 1,968 | 2,008 | - | (2) |
| Total liabilities \& stockholders' equity | 4,217 | 4,213 | 4,373 | - | (4) |
| Net Debt | 910 | 904 | 782 | 1 | 16 |
| Net Debt/EBITDA* | 1.3 | 1.4 | 1.5 |  |  |
| Interest Coverage* | 11.1 | 11.3 | 8.6 |  |  |

* Times: last 12 months.


## Second Quarter 2016 (2Q16)

## Polyester

TABLE 11 REVENUES


| Total Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 15,733 | 15,087 | 15,815 | 4 | $(1)$ | 30,820 | 29,704 | 4 |
| U.S. \$ Millions | 871 | 837 | 1,033 |  | 4 | $(16)$ | 1,708 | 1,963 |
| Domestic Revenues |  |  |  |  |  |  |  |  |
| Ps. Millions | 4,260 | 3,940 | 3,865 | 8 | 10 | 8,201 | 7,328 | 12 |
| U.S. \$ Millions | 236 | 219 | 252 | 8 | $(7)$ | 455 | 484 | $(6)$ |


| Foreign Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 11,472 | 11,147 | 11,950 | 3 | $(4)$ | 22,619 | 22,375 | 1 |
| U.S. \$ Millions | 635 | 618 | 780 | 3 | $(19)$ | 1,253 | 1,479 | $(15)$ |
| Foreign / Total (\%) | 73 | 74 | 76 |  |  | 73 | 75 |  |

TABLE 12 | OPERATING INCOME AND EBITDA

|  |  |  | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q16 | 1Q16 | 2Q15 | 1Q16 | 2Q15 |  |  |  |

Operating Income

| Ps. Millions | 1,510 | 847 | 1,636 | 78 | $(8)$ | 2,358 | 2,121 | 11 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 84 | 47 | 107 | 78 | $(21)$ | 131 | 139 | $(6)$ |

EBITDA

| Ps. Millions | 1,990 | 1,322 | 2,063 | 51 | $(4)$ | 3,312 | 2,963 | 12 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 110 | 73 | 135 | 50 | $(18)$ | 184 | 195 | $(6)$ |

TABLE 13 | COMPARABLE EBITDA

| 2Q16 | 1016 | 2015 | (\%) 2Q16 vs. |  | YTD16 | YTD15 | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q16 | 2Q15 |  |  |  |


| EBITDA |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 1,990 | 1,322 | 2,063 | 51 | $(4)$ | 3,312 | 2,963 | 12 |
| U.S. \$ Millions | 110 | 73 | 135 | 50 | $(18)$ | 184 | 195 | $(6)$ |
| Adjustments* |  |  |  |  |  |  |  |  |
| Ps. Millions | $(267)$ | 199 | $(411)$ | $(234)$ | $(35)$ | $(68)$ | $(189)$ | $(64)$ |
| U.S. \$ Millions | $(15)$ | 11 | $(27)$ | $(234)$ | $(45)$ | $(4)$ | $(12)$ | $(68)$ |
| Comparable EBITDA | 1,723 | 1,521 | 1,652 | 13 | 4 | 3,243 | 2,774 | 17 |
| Ps. Millions | 96 | 84 | 108 | 13 | $(11)$ | 180 | 183 | $(2)$ |
| U.S. \$ Millions |  |  |  |  |  |  |  |  |

*Adjustments: Inventory and non-operating, one-time (gains) losses
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## Second Quarter 2016 (2Q16)

## Plastics \& Chemicals

TABLE 14 | REVENUES

|  |  |  | (\%) 2 Q16 vs. |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |  |
| 2Q16 | 1Q16 | 2Q15 | 2Q15 | YTD16 | YTD15 | Ch.\% |  |

Total Revenues

| Ps. Millions | 6,608 | 6,205 | 5,584 | 6 | 18 | 12,813 | 11,416 | 12 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 366 | 345 | 365 | 6 | - | 711 | 756 | (6) |


| Domestic Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 4,224 | 4,302 | 3,624 | $(2)$ | 17 | 8,526 | 7,957 | 7 |
| U.S. \$ Millions | 234 | 239 | 237 | $(2)$ | $(1)$ | 473 | 527 | $(10)$ |


| Foreign Revenues |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ps. Millions | 2,384 | 1,903 | 1,960 | 25 | 22 | 4,287 | 3,460 | 24 |
| U.S. \$ Millions | 132 | 106 | 128 | 25 | 3 | 238 | 229 | 4 |
| Foreign / Total (\%) | 36 | 31 | 35 |  |  | 33 | 30 |  |

TABLE 15 | OPERATING INCOME AND EBITDA

|  |  |  | (\%) 2Q16 vs. |  | YTD16 |  | Ch.\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2 Q16 | 1Q16 | 2 Q15 | 1Q16 | 2 Q 15 |  | YTD15 |  |

Operating Income

| Ps. Millions | 1,628 | 1,654 | 783 | $(2)$ | 108 | 3,281 | 1,803 | 82 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 90 | 92 | 51 | $(1)$ | 77 | 182 | 119 | 53 |
| EBITDA |  |  |  |  |  |  |  |  |
| Ps. Millions | 1,756 | 1,784 | 920 | $(2)$ | 91 | 3,540 | 2,049 | 73 |
| U.S. \$ Millions | 98 | 99 | 60 | $(1)$ | 63 | 197 | 135 | 46 |

TABLE 16 | COMPARABLE EBITDA

|  |  |  | (\%) 2Q16 vs. |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q16 | 1Q16 | 2Q15 | 1Q16 | 2Q15 | YTD16 | YTD15 | Ch.\% |

## EBITDA

| Ps. Millions | 1,756 | 1,784 | 920 | $(2)$ | 91 | 3,540 | 2,049 | 73 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| U.S. \$ Millions | 98 | 99 | 60 | $(1)$ | 63 | 197 | 135 | 46 |
| Adjustments* |  |  |  |  |  |  |  |  |
| Ps. Millions | $(71)$ | $(68)$ | 79 | 6 | 190 | $(139)$ | $(222)$ | $(37)$ |
| U.S. \$ Millions | $(4)$ | $(4)$ | 5 | 4 | 176 | $(8)$ | $(14)$ | $(47)$ |


|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Comparable EBITDA |  |  |  |  |  |  |  |  |
| Ps. Millions | 1,684 | 1,717 | 1,000 | $(2)$ | 68 | 3,401 | 1,827 | 86 |
| U.S. \$ Millions | 94 | 95 | 65 | $(2)$ | 44 | 189 | 121 | 57 |

*Adjustments: Inventory and non-operating, one-time (gains) losses

## Appendix B - Financial Statements

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

| Information in Millions of Mexican Pesos |  |  |  | (\%) Jun 16 vs. <br> (n |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Jun 16 |  | Mar 16 | Jun 15 | Mar 16 |


| LIABILITIES AND STOCKHOLDER'S EQUITY |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| CURRENT LIABILITIES: |  |  |  |  |  |
| Debt | 1,646 | 1,772 | 823 | $(7)$ | 100 |
| Suppliers | 10,091 | 8,404 | 9,399 | 20 | 7 |
| Other current liabilities | 3,651 | 3,625 | 4,024 | 1 | $(9)$ |
| Total current liabilities | 15,388 | 13,801 | 14,246 | 11 | 8 |
| NON-CURRENT LIABILITIES: |  |  |  |  |  |
| Debt (include debt issuance cost) | 19,309 | 18,062 | 16,239 | 7 | 19 |
| Deferred income taxes | 5,143 | 4,643 | 4,316 | 11 | 19 |
| Other liabilities | 1,338 | 1,436 | 999 | $(7)$ | 34 |
| Employees' benefits | 1,243 | 1,133 | 1,026 | 10 | 21 |
| Total liabilities | 42,421 | 39,075 | 36,826 | 9 | 15 |

STOCKHOLDERS' EQUITY:
Controlling interest:

| Capital stock | 6,051 | 6,049 | 6,052 | 0 | (0) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Share premium | 9,071 | 9,071 | 9,071 | - |  |
| Contributed capital | 15,122 | 15,120 | 15,123 | 0 | $(0)$ |
| Earned surplus | 17,980 | 14,417 | 12,014 | 25 | 50 |
| Total controlling interest | 33,102 | 29,537 | 27,137 | 12 | 22 |
| Non-controlling interest | 4,219 | 4,708 | 4,119 | $(10)$ | 2 |
| Total stockholders'equity | 37,321 | 34,245 | 31,256 | 9 | 19 |
| Total liabilities and stockholders' equity |  |  |  |  |  |

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

| Information in Millions of Mexican Pesos |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $2 Q 16$ vs.(\%) |  |  | YTD '16 | YTD '15 | YTD '16 vs. (\%)YTD '15 |
|  | 2Q16 | 1Q16 | 2Q15 | 1Q16 | 2 Q15 |  |  |  |
| Revenues | 22,341 | 21,292 | 21,399 | 5 | 4 | 43,633 | 41,120 | 6 |
| Domestic | 8,484 | 8,242 | 7,489 | 3 | 13 | 16,726 | 15,285 | 9 |
| Export | 13,857 | 13,050 | 13,910 | 6 | (0) | 26,907 | 25,835 | 4 |
| Cost of sales | $(18,321)$ | $(17,957)$ | $(18,150)$ | (2) | (1) | $(36,278)$ | $(36,042)$ | (1) |
| Gross profit | 4,020 | 3,335 | 3,249 | 21 | 24 | 7,355 | 5,078 | 45 |
| Operating expenses and others | (876) | (851) | (819) | (3) | (7) | $(1,727)$ | $(1,124)$ | (54) |
| Operating income | 3,144 | 2,484 | 2,430 | 27 | 29 | 5,628 | 3,954 | 42 |
| Financial cost, net | (974) | (290) | (238) | (236) | (309) | $(1,264)$ | (663) | (92) |
| Share of losses of associates | - | (5) | (4) | 83 | 78 | (5) | (18) | 71 |
| Profit (loss) before income tax | 2,170 | 2,189 | 2,188 | (1) | (1) | 4,359 | 3,273 | 33 |
| Income tax | (904) | (317) | (745) | (185) | (22) | $(1,221)$ | $(1,106)$ | (10) |
| Consolidated net income | 1,266 | 1,872 | 1,443 | (32) | (12) | 3,138 | 2,167 | 45 |
| Profit attributable to Controlling interest | 867 | 1,282 | 1,272 | (32) | (32) | 2,149 | 1,648 | 30 |
| Profit attributable to Non-controlling interest | 399 | 590 | 171 | (32) | 133 | 989 | 519 | 91 |


[^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). 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.

