

Monterrey, Mexico. July 26, 2017 - Alpek, S.A.B. de C.V. (BMV: ALPEK)

#### Alpek reports 2Q17 EBITDA of U.S. \$82 million

#### **Selected Financial Information**

(U.S. \$ Millions)

| (0.0.7 1711110115)                          |       |             |       |        |        |       |       |      |
|---|-------|-------------|-------|--------|--------|-------|-------|------|
|   |       |             |       | (%) 2Q | 17 vs. |       |       |      |
|   | 2Q17  | <b>1Q17</b> | 2Q16  | 1Q17   | 2Q16   | YTD17 | YTD16 | Ch.% |
| Total Volume (ktons)                        | 1,038 | 986         | 981   | 5      | 6      | 2,024 | 1,970 | 3    |
| Polyester                                   | 807   | 759         | 743   | 6      | 9      | 1,566 | 1,497 | 5    |
| Plastics & Chemicals                        | 231   | 227         | 239   | 2      | (3)    | 458   | 472   | (3)  |
| Consolidated Revenues                       | 1,306 | 1,293       | 1,237 | 1      | 6      | 2,598 | 2,419 | 7    |
| Polyester                                   | 930   | 916         | 871   | 2      | 7      | 1,846 | 1,708 | 8    |
| Plastics & Chemicals                        | 375   | 376         | 366   | -      | 2      | 752   | 711   | 6    |
| Consolidated EBITDA                         | 82    | 158         | 208   | (48)   | (61)   | 240   | 380   | (37) |
| Polyester                                   | 33    | 87          | 110   | (62)   | (70)   | 120   | 184   | (35) |
| Plastics & Chemicals                        | 49    | 70          | 98    | (30)   | (50)   | 119   | 197   | (39) |
| Profit Attributable to Controlling Interest | 25    | 87          | 48    | (72)   | (49)   | 112   | 120   | (7)  |
| CAPEX and Acquisitions                      | 65    | 76          | 110   | (14)   | (40)   | 142   | 142   | -    |
| Net Debt                                    | 1,058 | 1,175       | 910   | (10)   | 16     |       |       |      |
| Net Debt/LTM EBITDA <sup>(1)</sup>          | 2.0   | 1.8         | 1.3   |        |        |       |       |      |
| Interest Coverage <sup>(1)</sup>            | 8.0   | 10.0        | 11.1  |        |        |       |       |      |
| 4.3   |       |             |       |        |        |       |       |      |

<sup>(1)</sup> Times: Last 12 months

## **Operating & Financial Highlights (2Q17)**

| Alpek                            | <ul> <li>2Q17 Consolidated EBITDA of U.S. \$82 million, including a U.S. \$29 million non-cash inventory loss and a U.S. \$12 million one-time gain from the Selenis Canada acquisition (2016)</li> <li>The decline in oil and feedstock prices also had an estimated impact of U.S. \$10 million on 2Q17 Comparable Consolidated EBITDA</li> <li>Net Debt down U.S. \$118 million versus 1Q17 driven by positive Net Working Capital cash flow</li> </ul>                |
|----------------------------------|---|
| Polyester                        | <ul> <li>2Q17 Polyester EBITDA of U.S. \$33 million, including a U.S. \$25 million non-cash inventory loss and a U.S. \$12 million one-time gain from the Selenis Canada acquisition (2016)</li> <li>Resilient demand; 2Q17 Polyester volume up 9% and 6% versus 2Q16 and 1Q17 respectively</li> <li>Initial deposit of U.S. \$39 million in escrow to acquire PetroquimicaSuape and Citepe; Brazilian authority (CADE) started transaction evaluation process</li> </ul> |
| Plastics &<br>Chemicals<br>(P&C) | <ul> <li>2Q17 P&amp;C EBITDA of U.S. \$49 million, including an U.S. \$5 million non-cash inventory loss</li> <li>Better-than-expected polypropylene volume and margins despite high feedstock price volatility</li> <li>2Q17 caprolactam reference margins decreased to expected level after 1Q17 spike</li> </ul>   |

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.



#### Message from the CEO

Alpek's second quarter 2017 EBITDA reflects lower than expected Polyester segment EBITDA amid a weak oil and feedstock price environment. In contrast with the favorable trends observed in 2Q16 and 1Q17, the average price per barrel of Brent crude posted its lowest level year-to-date at the end of 2Q17.

Reference U.S. contract prices for paraxylene (Px) and propylene dropped 10% and 26% respectively, from March to June, driven by lower oil prices as well as normalized propylene supply.

This quarter's abrupt feedstock price movements had a U.S. \$39 million impact on Alpek's 2Q17 consolidated EBITDA, comprised of a U.S. \$29 million non-cash inventory loss and an estimated U.S. \$10 million from feedstock cost carryover in both business segments.

The oil-related impact on Alpek's 2Q17 consolidated EBITDA was partially offset by a U.S. \$12 million one-time gain associated to the acquisition of a controlling interest in Selenis Canada Inc., in 2016.

Adjusting for the U.S. \$29 million non-cash inventory loss and the U.S. \$12 million one-time gain from the Canadian acquisition, Alpek's 2Q17 Comparable EBITDA was U.S. \$99 million; below guidance as a result of subpar Polyester segment performance.

Polyester segment EBITDA was U.S. \$33 million in 2Q17. Adjusting for its U.S. \$25 million non-cash inventory loss and the U.S. \$12 million one-time gain, Comparable 2Q17 Polyester EBITDA was U.S. \$45 million. This quarter's higher costs associated to planned and unplanned outages, feedstock cost carryover and tight supply of secondary feedstocks (IPA and CHDM) had an estimated impact of U.S. \$21 million in Comparable Polyester EBITDA.

2Q17 Plastics & Chemicals (P&C) EBITDA was U.S. \$49 million and Comparable segment EBITDA was U.S. \$54 million; above Alpek's 2017 guidance driven by our polypropylene (PP) business. Year-to-date, PP margins have been better than expected despite high propylene price volatility.

Capex totaled U.S. \$65 million in 2Q17 as progress is ongoing in the development of strategic projects. An important milestone this quarter was the on-schedule startup of our propylene storage spheres in Altamira, Mexico. We invested a total of U.S. \$23 million in two storage spheres with an aggregate capacity of 5,000 tons that will enhance the efficiency of our domestic propylene logistics chain and provide greater import flexibility.

The acquisition of PetroquimicaSuape and Citepe from Petrobras for U.S. \$385 million is advancing as planned. Alpek made an initial deposit of U.S. \$39 million in escrow, and the Administrative Council for Economic Defense (CADE) in Brazil started evaluating the transaction. Closing is subject to CADE's approval, among other conditions.

The formal process to monetize our power cogeneration assets is also underway. Alpek concluded the first phase of the sale process in 2Q17, and is engaged in a detailed due diligence with selected investors to reach a potential agreement.

Alpek's Net Debt totaled U.S. \$1.058 billion at the close of 2Q17, down 10% quarter-on-quarter as low EBITDA was more than offset by positive Net Working Capital cash flow.

We expect Alpek's Consolidated EBITDA to return to guidance levels in 2H17 as a result of stable Polyester plant operations, secondary feedstock price transfer initiatives, and a normalized oil price environment. Year-to-date Comparable Consolidated EBITDA plus the one-time gain from the Canadian acquisition was U.S. \$243 million, which compares with U.S. \$246 million EBITDA for 1H17, implicit in Alpek's U.S. \$502 million guidance.



#### **Results by Business Segment**

#### **Polyester**

(Purified Terephthalic Acid (PTA), Polyethylene Terephthalate (PET), Polyester fibers – 71% of Alpek's Net Sales)

Second quarter 2017 Polyester revenue was up 7% year-on-year and 2% quarter-on-quarter as lower average prices were more than offset by volume growth. Average 2Q17 Polyester prices decreased 2% when compared with 2Q16 and 4% versus 1Q17, mainly due to lower feedstock prices. The U.S. contract Px price posted its lowest level year-to-date in June.

2Q17 Polyester volume was up 9% and 6% versus 2Q16 and 1Q17 respectively. Year-to-date, Polyester volume is 5% higher than 2016 as growth associated to the integration of Selenis Canada Inc. (PET) was partially offset by lower than expected PET volume in Mexico and Argentina.

Second quarter 2017 segment EBITDA was U.S. \$33 million, including a U.S. \$25 million non-cash inventory loss and a U.S. \$12 million one-time gain from the acquisition of a controlling interest in Selenis Canada Inc. (in 2016). Adjusting for the inventory loss and one-time gain, Comparable 2Q17 Polyester EBITDA was U.S. \$45 million, down 53% and 34% versus 2Q16 and 1Q17 respectively. Certain events had a negative impact on Polyester profitability. Market events include this quarter's decline in Px and monoethylene glycol (MEG) prices which causes a temporary mismatch between end-product sale prices and feedstock costs. In addition, tight supply of secondary feedstocks used to produce PET (IPA and CHDM) resulted in incremental costs. This increase has not been completely transferred to PET prices. Moreover, planned and unplanned plant outages resulted in higher than expected 2Q17 conversion and logistics costs. On aggregate, these events had an estimated impact of U.S. \$21 million in Comparable 2Q17 Polyester EBITDA.

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

(Polypropylene (PP), Expandable Polystyrene (EPS), Caprolactam (CPL), Other products – 29% of Alpek's Net Sales)

2Q17 P&C revenue was up 2% year-on-year and flat quarter-on-quarter as a result of mixed price and volume movements. Average second quarter 2017 P&C prices increased 6% when compared with 2Q16 driven mainly by higher styrene prices. In contrast, the 2% average P&C price decrease versus 1Q17 reflects lower propylene and styrene prices.

Second quarter 2017 P&C volume was down 3% versus 2Q16 and up 2% when compared to 1Q17. P&C volume posted its highest level year-to-date in June as feedstock prices appear to have normalized after an extended period of consecutive monthly declines.

Segment EBITDA was U.S. \$49 million, including a U.S. \$5 million non-cash inventory loss. Adjusting for the inventory loss, Comparable 2Q17 P&C EBITDA was U.S. \$54 million, down 43% versus 2Q16 which benefited from higher PP margins. Yet, Comparable 2Q17 P&C EBITDA was above guidance, driven mainly by better than expected PP margins and volume amid a volatile feedstock price environment.



#### **Consolidated Financial Results**

**Net Sales:** Net Sales for the second quarter totaled U.S. \$1.3 billion, up 6% year-on-year and 1% quarter-on-quarter, as lower average prices were more than offset by volume growth. 2Q17 consolidated volume was up 6% and 5% versus 2Q16 and 1Q17 respectively. Average 2Q17 consolidated prices were flat year-on-year and decreased 4% when compared with 1Q17, mainly due to lower feedstock prices. Accumulated net sales as of June 30, 2017 totaled U.S. \$2.6 billion, 7% higher than the same period last year as a result of 5% and 3% increases in average prices and volume respectively.

**EBITDA:** 2Q17 EBITDA was U.S. \$82 million, down 61% and 48% when compared with 2Q16 and 1Q17 respectively. This quarter's Consolidated EBITDA includes a U.S. \$29 million non-cash inventory loss and a U.S. \$12 million one-time gain from the acquisition of a controlling interest in Selenis Canada Inc. (in 2016). Adjusting for the inventory loss and one-time gain, Comparable Consolidated EBITDA was U.S. \$99 million, U.S. \$131 million and U.S. \$190 million in 2Q17, 1Q17 and 2Q16 respectively. Comparable 2Q17 Consolidated EBITDA was lower than expected as Polyester segment EBITDA was affected by a combination of internal and external events that had an estimated impact of U.S. \$21 million. Accumulated EBITDA as of June 30, 2017 was U.S. \$240 million and accumulated Comparable Consolidated EBITDA totaled U.S. \$230 million. Year-to-date Comparable Consolidated EBITDA plus the one-time gain from the Canadian acquisition was U.S. \$243 million, which compares with U.S. \$246 million EBITDA for the first half of the year, implicit in Alpek's U.S. \$502 million 2017 EBITDA guidance.

**Profit (Loss) Attributable to Controlling Interest:** Profit Attributable to Controlling Interest for the second quarter of 2017 was U.S. \$25 million, compared to U.S. \$48 million and U.S. \$87 million in 2Q16 and 1Q17 respectively. 2Q17 Profit Attributable to Controlling Interest decreased versus 2Q16 and 1Q17 as a result of a lower Operating Income. Accumulated Profit Attributable to Controlling Interest as of June 30, 2017 was U.S. \$112 million, down 7% when compared to the same period in 2016 as this year's Fx gain and lower Income Tax were more than offset by the decrease in Operating Income.

**Capital Expenditures and Acquisitions (Capex):** 2Q17 Capex was U.S. \$65 million, compared to U.S. \$110 million and U.S. \$76 million in 2Q16 and 1Q17 respectively. Year-to-date, Capex of U.S. \$142 million is flat vs the same period last year. The majority of these funds were invested in the 350 MW power cogeneration plant in Altamira, Mexico, which is advancing as planned together with other projects such as the EPS plant expansion. An important milestone this quarter was the on-schedule startup of our two propylene storage spheres in Altamira, Mexico.

**Net Debt:** Consolidated Net Debt as of June 30, 2017 was U.S. \$1.058 billion, up 16% year-on-year and down 10% quarter-on-quarter. On an absolute basis, Net Debt decreased U.S. \$118 million during 2Q17 driven by positive Net Working Capital cash flow. Gross Debt as of June 30, 2017 was U.S. \$1.246 billion, up 12% vs 2Q16 and down 4% when compared to 1Q17. 2Q17 Cash and Cash equivalents balance was U.S. \$188 million. Financial ratios as of June 30, 2017 were: Net Debt to LTM EBITDA of 2.0 times and Interest Coverage of 8.0 times.



## **Appendix A - Tables**

### TABLE 1 VOLUME (KTONS)

|                        | (%) 2Q17 vs. |      |      |      |      |       |       |      |  |  |  |  |
|------------------------|--------------|------|------|------|------|-------|-------|------|--|--|--|--|
|                        | 2Q17         | 1Q17 | 2Q16 | 1Q17 | 2Q16 | YTD17 | YTD16 | Ch.% |  |  |  |  |
| Total Volume           | 1,038        | 986  | 981  | 5    | 6    | 2,024 | 1,970 | 3    |  |  |  |  |
| Polyester              | 807          | 759  | 743  | 6    | 9    | 1,566 | 1,497 | 5    |  |  |  |  |
| Plastics and Chemicals | 231          | 227  | 239  | 2    | (3)  | 458   | 472   | (3)  |  |  |  |  |

### TABLE 2 | PRICE CHANGES (%)

|                        | (%) 20 | 17 vs. | YTD17 vs. |  |  |
|------------------------|--------|--------|-----------|--|--|
|                        | 1Q17   | 2Q16   | YTD16     |  |  |
| Polyester              |        |        |           |  |  |
| Avg. Ps. Prices        | (13)   | 1      | 12        |  |  |
| Avg. U.S. \$ Prices    | (4)    | (2)    | 3         |  |  |
| Plastics and Chemicals |        |        |           |  |  |
| Avg. Ps. Prices        | (11)   | 9      | 18        |  |  |
| Avg. U.S. \$ Prices    | (2)    | 6      | 9         |  |  |
| Total                  |        |        |           |  |  |
| Avg. Ps. Prices        | (12)   | 3      | 13        |  |  |
| Avg. U.S. \$ Prices    | (4)    | -      | 5         |  |  |

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

|                               |       |       |       | (%) 2Q: | 17 vs. |       |       |      |
|-------------------------------|-------|-------|-------|---------|--------|-------|-------|------|
|                               | 2Q17  | 1Q17  | 2Q16  | 1Q17    | 2Q16   | YTD17 | YTD16 | Ch.% |
| Total Revenues                | 1,306 | 1,293 | 1,237 | 1       | 6      | 2,598 | 2,419 | 7    |
| Gross Profit                  | 85    | 171   | 223   | (50)    | (62)   | 256   | 408   | (37) |
| Operating expenses and others | (36)  | (48)  | (49)  | 25      | 26     | (84)  | (96)  | 12   |
| Operating income              | 49    | 123   | 175   | (60)    | (72)   | 172   | 312   | (45) |
| Financial cost, net           | (6)   | 17    | (54)  | (137)   | 89     | 11    | (70)  | 115  |
| Share of losses of associates | -     | -     | -     | (16)    | (243)  | -     | -     | 4    |
| Income Tax                    | (5)   | (34)  | (50)  | 86      | 91     | (39)  | (68)  | 43   |
| Consolidated net income       | 38    | 106   | 70    | (64)    | (46)   | 144   | 175   | (18) |
| Controlling Interest          | 25    | 87    | 48    | (72)    | (49)   | 112   | 120   | (7)  |





### TABLE 4 | REVENUES

|                     |        |        |        | .7 vs. | vs.  |        |        |      |
|---------------------|--------|--------|--------|--------|------|--------|--------|------|
|                     | 2Q17   | 1Q17   | 2Q16   | 1Q17   | 2Q16 | YTD17  | YTD16  | Ch.% |
| Total Revenues      |        |        | -      |        |      |        | -      |      |
| Ps. Millions        | 24,275 | 26,339 | 22,341 | (8)    | 9    | 50,614 | 43,633 | 16   |
| U.S. \$ Millions    | 1,306  | 1,293  | 1,237  | 1      | 6    | 2,598  | 2,419  | 7    |
| Domestic Revenues   |        |        |        |        |      |        |        |      |
| Ps. Millions        | 9,098  | 9,632  | 8,484  | (6)    | 7    | 18,730 | 16,726 | 12   |
| U.S. \$ Millions    | 489    | 473    | 470    | 3      | 4    | 962    | 928    | 4    |
| Foreign Revenues    |        |        |        |        |      |        |        |      |
| Ps. Millions        | 15,176 | 16,707 | 13,856 | (9)    | 10   | 31,884 | 26,906 | 18   |
| U.S. \$ Millions    | 816    | 820    | 767    | -      | 6    | 1,636  | 1,491  | 10   |
| Foreign / Total (%) | 63     | 63     | 62     |        |      | 63     | 62     |      |

#### TABLE 5 OPERATING INCOME AND EBITDA

|                  | (%) 2Q17 vs. |       |       |      |      |       |       |      |
|------------------|--------------|-------|-------|------|------|-------|-------|------|
|                  | 2Q17         | 1Q17  | 2Q16  | 1Q17 | 2Q16 | YTD17 | YTD16 | Ch.% |
| Operating Income |              |       |       |      |      |       |       |      |
| Ps. Millions     | 904          | 2,535 | 3,144 | (64) | (71) | 3,439 | 5,628 | (39) |
| U.S. \$ Millions | 49           | 123   | 175   | (60) | (72) | 172   | 312   | (45) |
| EBITDA           |              |       |       |      |      |       |       |      |
| Ps. Millions     | 1,524        | 3,241 | 3,751 | (53) | (59) | 4,765 | 6,840 | (30) |
| U.S. \$ Millions | 82           | 158   | 208   | (48) | (61) | 240   | 380   | (37) |

# TABLE 6 | COMPARABLE EBITDA

| 2Q17  | 1Q17                     | 2Q16   | 1Q17  | 2Q16   | YTD17   | YTD16   | Ch.%   |
|-------|--------------------------|--|---|--|---|---|--|
|       |                          |  |   |  |   |   |  |
| 1,524 | 3,241                    | 3,751  | (53)  | (59)   | 4,765   | 6,840   | (30)   |
| 82    | 158                      | 208  | (48)  | (61)   | 240   | 380   | (37)   |
|       |                          |  |   |  |   |   |  |
| 318   | (550)                    | (338)  | 158   | 194  | (232)   | (207)   | (12)   |
| 17    | (26)                     | (19)   | 164   | 190  | (10)  | (11)  | 16   |
|       |                          |  |   |  |   |   |  |
| 1,841 | 2,691                    | 3,413  | (32)  | (46)   | 4,532   | 6,633   | (32)   |
| 99    | 131                      | 190  | (25)  | (48)   | 230   | 368   | (37)   |
|       | 1,524<br>82<br>318<br>17 | 1,524 3,241<br>82 158<br>318 (550)<br>17 (26)<br>1,841 2,691 | 1,524 3,241 3,751<br>82 158 208<br>318 (550) (338)<br>17 (26) (19)<br>1,841 2,691 3,413 | 2Q17     1Q17     2Q16     1Q17       1,524     3,241     3,751     (53)       82     158     208     (48)       318     (550)     (338)     158       17     (26)     (19)     164       1,841     2,691     3,413     (32) | 1,524 3,241 3,751 (53) (59) 82 158 208 (48) (61)  318 (550) (338) 158 194 17 (26) (19) 164 190  1,841 2,691 3,413 (32) (46) | 2Q17         1Q17         2Q16         1Q17         2Q16         YTD17           1,524         3,241         3,751         (53)         (59)         4,765           82         158         208         (48)         (61)         240           318         (550)         (338)         158         194         (232)           17         (26)         (19)         164         190         (10)           1,841         2,691         3,413         (32)         (46)         4,532 | 2Q17         1Q17         2Q16         1Q17         2Q16         YTD17         YTD16           1,524         3,241         3,751         (53)         (59)         4,765         6,840           82         158         208         (48)         (61)         240         380           318         (550)         (338)         158         194         (232)         (207)           17         (26)         (19)         164         190         (10)         (11)           1,841         2,691         3,413         (32)         (46)         4,532         6,633 |







#### TABLE 7 | FINANCIAL COST, NET (U.S. \$ Millions)

|                        |      | (%) 2Q17 vs. |      |       |      |       |       |      |
|------------------------|------|--------------|------|-------|------|-------|-------|------|
|                        | 2Q17 | 1Q17         | 2Q16 | 1Q17  | 2Q16 | YTD17 | YTD16 | Ch.% |
| Financial Expenses     | (19) | (18)         | (21) | (5)   | 12   | (36)  | (40)  | 9    |
| Financial Income       | 3    | 4            | 3    | (18)  | (10) | 7     | 8     | (17) |
| Net Financial Expenses | (15) | (14)         | (18) | (10)  | 12   | (29)  | (32)  | 7    |
| Fx Gains (Losses)      | 9    | 31           | (36) | (70)  | 126  | 40    | (38)  | 206  |
| Financial Cost, Net    | (6)  | 17           | (54) | (137) | 89   | 11    | (70)  | 115  |

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

|                                     | (%) 2Q17 vs. |       |       |      |      |       |       |      |  |
|-------------------------------------|--------------|-------|-------|------|------|-------|-------|------|--|
|                                     | 2Q17         | 1Q17  | 2Q16  | 1Q17 | 2Q16 | YTD17 | YTD16 | Ch.% |  |
| Consolidated Net Income             | 38           | 106   | 70    | (64) | (46) | 144   | 175   | (18) |  |
| Non-Controlling Interest            | 13           | 19    | 22    | (31) | (41) | 32    | 55    | (41) |  |
| Controlling Interest                | 25           | 87    | 48    | (72) | (49) | 112   | 120   | (7)  |  |
| Earnings per Share (U.S. Dollars)   | 0.01         | 0.04  | 0.02  | (72) | (49) | 0.05  | 0.06  | (7)  |  |
| Avg. Outstanding Shares (Millions)* | 2,117        | 2,117 | 2,117 |      |      | 2,117 | 2,117 |      |  |

<sup>\*</sup> The same number of equivalent shares are considered in the periods presented

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

|                                 |      |       |       | (%) 2Q: | 17 vs. |       |       |       |
|---------------------------------|------|-------|-------|---------|--------|-------|-------|-------|
|                                 | 2Q17 | 1Q17  | 2Q16  | 1Q17    | 2Q16   | YTD17 | YTD16 | Ch.%  |
| EBITDA                          | 82   | 158   | 208   | (48)    | (61)   | 240   | 380   | (37)  |
| Net Working Capital & Others    | 156  | (64)  | (22)  | 342     | 797    | 91    | (136) | 167   |
| Capital Expenditures & Acq.     | (65) | (76)  | (110) | 14      | 40     | (142) | (142) | -     |
| Financial Expenses              | (17) | (16)  | (18)  | (4)     | 8      | (33)  | (23)  | (42)  |
| Income tax                      | (33) | (27)  | (45)  | (23)    | 26     | (60)  | (119) | 50    |
| Dividends                       | (9)  | (88)  | (69)  | 90      | 87     | (97)  | (205) | 53    |
| Payment affiliated companies    | 1    | -     | 52    | 100     | (99)   | 1     | 64    | (99)  |
| Other Sources / Uses            | 3    | (20)  | (3)   | 113     | 200    | (17)  | (7)   | (133) |
| Decrease (Increase) in Net Debt | 118  | (134) | (7)   | 188     | 1,836  | (16)  | (189) | 92    |



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

|  |       |       |       | (%) 2Q: | 17 vs. |
|--|-------|-------|-------|---------|--------|
| _  | 2Q17  | 1Q17  | 2Q16  | 1Q17    | 2Q16   |
| Assets                                   |       |       | _     |         |        |
| Cash and cash equivalents                | 188   | 126   | 204   | 50      | (8)    |
| Trade accounts receivable                | 577   | 582   | 521   | (1)     | 11     |
| Inventories                              | 732   | 807   | 692   | (9)     | 6      |
| Other current assets                     | 276   | 271   | 257   | 2       | 7      |
| Total current assets                     | 1,773 | 1,786 | 1,674 | (1)     | 6      |
| Investment in associates and others      | 29    | 29    | 26    | 1       | 10     |
| Property, plant and equipment, net       | 2,088 | 2,028 | 1,820 | 3       | 15     |
| Goodwill and intangible assets, net      | 574   | 571   | 573   | 1       | -      |
| Other non-current assets                 | 234   | 227   | 123   | 3       | 89     |
| Total assets                             | 4,698 | 4,640 | 4,217 | 1       | 11     |
| Liabilities & stockholders' equity       |       |       |       |         |        |
| Debt                                     | 236   | 278   | 87    | (15)    | 171    |
| Suppliers                                | 763   | 692   | 534   | 10      | 43     |
| Other current liabilities                | 186   | 171   | 193   | 9       | (4)    |
| Total current liabilities                | 1,184 | 1,141 | 814   | 4       | 46     |
| Debt                                     | 1,004 | 1,017 | 1,021 | (1)     | (2)    |
| Employees' benefits                      | 61    | 60    | 66    | 2       | (7)    |
| Other long term liabilities              | 371   | 372   | 343   | -       | 8      |
| Total liabilities                        | 2,620 | 2,590 | 2,243 | 1       | 17     |
|  |       |       |       |         |        |
| Total stockholders' equity               | 2,079 | 2,050 | 1,973 | 1       | 5      |
| Total liabilities & stockholders' equity | 4,698 | 4,640 | 4,217 | 1       | 11     |
|  |       |       |       |         |        |
| Net Debt                                 | 1,058 | 1,175 | 910   | (10)    | 16     |
| Net Debt/EBITDA*                         | 2.0   | 1.8   | 1.3   |         |        |
| Interest Coverage*                       | 8.0   | 10.0  | 11.1  |         |        |

<sup>\*</sup> Times: last 12 months



# Polyester

### TABLE 11 | REVENUES

|                     |        |        |        | (%) 2Q17 vs. |      |        |        |      |
|---------------------|--------|--------|--------|--------------|------|--------|--------|------|
|                     | 2Q17   | 1Q17   | 2Q16   | 1Q17         | 2Q16 | YTD17  | YTD16  | Ch.% |
| Total Revenues      |        |        |        |              |      |        |        |      |
| Ps. Millions        | 17,303 | 18,670 | 15,733 | (7)          | 10   | 35,972 | 30,820 | 17   |
| U.S. \$ Millions    | 930    | 916    | 871    | 2            | 7    | 1,846  | 1,708  | 8    |
| Domestic Revenues   |        |        |        |              |      |        |        |      |
| Ps. Millions        | 4,652  | 5,006  | 4,260  | (7)          | 9    | 9,658  | 8,201  | 18   |
| U.S. \$ Millions    | 250    | 246    | 236    | 2            | 6    | 496    | 455    | 9    |
| Foreign Revenues    |        |        |        |              |      |        |        |      |
| Ps. Millions        | 12,651 | 13,663 | 11,472 | (7)          | 10   | 26,315 | 22,619 | 16   |
| U.S. \$ Millions    | 680    | 670    | 635    | 1            | 7    | 1,351  | 1,253  | 8    |
| Foreign / Total (%) | 73     | 73     | 73     |              |      | 73     | 73     |      |

## TABLE 12 | OPERATING INCOME AND EBITDA

|                  |      |       |       | (%) 2Q17 vs. |      |       |       |      |
|------------------|------|-------|-------|--------------|------|-------|-------|------|
|                  | 2Q17 | 1Q17  | 2Q16  | 1Q17         | 2Q16 | YTD17 | YTD16 | Ch.% |
| Operating Income |      |       |       |              |      |       |       |      |
| Ps. Millions     | 118  | 1,253 | 1,510 | (91)         | (92) | 1,371 | 2,358 | (42) |
| U.S. \$ Millions | 7    | 61    | 84    | (89)         | (92) | 67    | 131   | (48) |
| EBITDA           |      |       |       |              |      |       |       |      |
| Ps. Millions     | 607  | 1,794 | 1,990 | (66)         | (69) | 2,402 | 3,312 | (27) |
| U.S. \$ Millions | 33   | 87    | 110   | (62)         | (70) | 120   | 184   | (35) |

### TABLE 13 | COMPARABLE EBITDA

|                                       |                       |           |       | (%) 2Q: | 17 vs. |       |       |      |
|---------------------------------------|-----------------------|-----------|-------|---------|--------|-------|-------|------|
|                                       | 2Q17                  | 1Q17      | 2Q16  | 1Q17    | 2Q16   | YTD17 | YTD16 | Ch.% |
| EBITDA                                |                       |           |       |         |        |       |       |      |
| Ps. Millions                          | 607                   | 1,794     | 1,990 | (66)    | (69)   | 2,402 | 3,312 | (27) |
| U.S. \$ Millions                      | 33                    | 87        | 110   | (62)    | (70)   | 120   | 184   | (35) |
| Adjustments*                          |                       |           |       |         |        |       |       |      |
| Ps. Millions                          | 234                   | (395)     | (267) | 159     | 188    | (162) | (68)  | 136  |
| U.S. \$ Millions                      | 12                    | (19)      | (15)  | 165     | 184    | (7)   | (4)   | 75   |
| Comparable EBITDA                     |                       |           |       |         |        |       |       |      |
| Ps. Millions                          | 841                   | 1,399     | 1,723 | (40)    | (51)   | 2,240 | 3,243 | (31) |
| U.S. \$ Millions                      | 45                    | 69        | 96    | (34)    | (53)   | 114   | 180   | (37) |
| *Adjustments: Inventory and non-opera | ating, one-time (gain | s) losses |       |         |        |       |       |      |





#### **Plastics & Chemicals**

#### TABLE 14 | REVENUES

|                     |       |       |       | (%) 2Q17 vs. |      |        |        |      |
|---------------------|-------|-------|-------|--------------|------|--------|--------|------|
|                     | 2Q17  | 1Q17  | 2Q16  | 1Q17         | 2Q16 | YTD17  | YTD16  | Ch.% |
| Total Revenues      |       |       | -     |              |      |        |        |      |
| Ps. Millions        | 6,972 | 7,670 | 6,608 | (9)          | 6    | 14,642 | 12,813 | 14   |
| U.S. \$ Millions    | 375   | 376   | 366   | _            | 2    | 752    | 711    | 6    |
| Domestic Revenues   |       |       |       |              |      |        |        |      |
| Ps. Millions        | 4,447 | 4,626 | 4,224 | (4)          | 5    | 9,073  | 8,526  | 6    |
| U.S. \$ Millions    | 239   | 227   | 234   | 5            | 2    | 466    | 473    | (1)  |
| Foreign Revenues    |       |       |       |              |      |        |        |      |
| Ps. Millions        | 2,525 | 3,044 | 2,384 | (17)         | 6    | 5,569  | 4,287  | 30   |
| U.S. \$ Millions    | 136   | 149   | 132   | (9)          | 3    | 285    | 238    | 20   |
| Foreign / Total (%) | 36    | 40    | 36    |              |      | 38     | 33     |      |

# TABLE 15 | OPERATING INCOME AND EBITDA

|                  | _    |       |       | (%) 2Q17 vs. |      |       |       |      |
|------------------|------|-------|-------|--------------|------|-------|-------|------|
|                  | 2Q17 | 1Q17  | 2Q16  | 1Q17         | 2Q16 | YTD17 | YTD16 | Ch.% |
| Operating Income |      |       |       |              |      |       |       |      |
| Ps. Millions     | 780  | 1,282 | 1,628 | (39)         | (52) | 2,062 | 3,281 | (37) |
| U.S. \$ Millions | 42   | 62    | 90    | (33)         | (54) | 104   | 182   | (43) |
| EBITDA           |      |       |       |              |      |       |       |      |
| Ps. Millions     | 910  | 1,447 | 1,756 | (37)         | (48) | 2,357 | 3,540 | (33) |
| U.S. \$ Millions | 49   | 70    | 98    | (30)         | (50) | 119   | 197   | (39) |

#### TABLE 16 | COMPARABLE EBITDA

|                                       |                       |           |             | (%)2Q1 | L <b>7 vs.</b> |       |       |      |
|---------------------------------------|-----------------------|-----------|-------------|--------|----------------|-------|-------|------|
|                                       | 2Q17                  | 1Q17      | <b>2Q16</b> | 1Q17   | 2Q16           | YTD17 | YTD16 | Ch.% |
| EBITDA                                |                       |           |             |        |                |       |       |      |
| Ps. Millions                          | 910                   | 1,447     | 1,756       | (37)   | (48)           | 2,357 | 3,540 | (33) |
| U.S. \$ Millions                      | 49                    | 70        | 98          | (30)   | (50)           | 119   | 197   | (39) |
| Adjustments*                          |                       |           |             |        |                |       |       |      |
| Ps. Millions                          | 84                    | (154)     | (71)        | 154    | 217            | (71)  | (139) | 49   |
| U.S. \$ Millions                      | 5                     | (8)       | (4)         | 160    | 215            | (3)   | (8)   | 61   |
| Comparable EBITDA                     |                       |           |             |        |                |       |       |      |
| Ps. Millions                          | 994                   | 1,293     | 1,684       | (23)   | (41)           | 2,286 | 3,401 | (33) |
| U.S. \$ Millions                      | 54                    | 63        | 94          | (15)   | (43)           | 116   | 189   | (38) |
| *Adjustments: Inventory and non-opera | ating, one-time (gain | s) 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 | 17 vs     |
|--|-----------------|-----------------|-----------------|---------|-----------|
|  | Jun 17          | Mar 17          | Jun 16          | Mar 17  | Jun 16    |
| ASSETS                                     |                 |                 |                 |         |           |
| CURRENT ASSETS:                            |                 |                 |                 |         |           |
| Cash and cash equivalents                  | 2,675           | 2,362           | 3,856           | 13      | (31)      |
| Trade accounts receivable                  | 10,325          | 10,939          | 9,850           | (6)     | 5         |
| Other accounts and notes receivable        | 3,703           | 3,503           | 2,786           | 6       | 33        |
| Inventories                                | 13,105          | 15,187          | 13,089          | (14)    | 0         |
| Other current assets                       | 1,922           | 1,599           | 2,075           | 20      | (7,       |
| Total current assets                       | 31,730          | 33,590          | 31,656          | (6)     | 0         |
| Investment in associates and others        | 524             | 547             | 501             | (4)     | 5         |
| Property, plant and equipment, net         | 37,375          | 38,136          | 34,418          | (2)     | 9         |
| Goodwill and intangible assets, net        | 10,276          | 10,738          | 10,833          | (4)     | (5)       |
| Other non-current assets                   | 4,181           | 4,269           | 2,334           | (2)     | 79        |
| Total assets                               | 84,086          | 87,280          | 79,742          | (4)     | 5         |
| LIABILITIES AND STOCKHOLDER'S EQUITY       |                 |                 |                 |         |           |
| CURRENT LIABILITIES:                       | 4.210           | F 220           | 1.646           | (10)    | 150       |
| Debt                                       | 4,218           | 5,228           | 1,646           | (19)    | 156       |
| Suppliers Other current liabilities        | 13,651<br>3,323 | 13,009<br>3,216 | 10,091<br>3,651 | 5<br>3  | 35<br>(9) |
|  |                 |                 |                 |         |           |
| Total current liabilities                  | 21,192          | 21,453          | 15,388          | (1)     | 38        |
| NON-CURRENT LIABILITIES:                   |                 |                 |                 |         |           |
| Debt (include debt issuance cost)          | 17,973          | 19,134          | 19,309          | (6)     | (7,       |
| Deferred income taxes                      | 5,022           | 5,410           | 5,143           | (7)     | (2)       |
| Other liabilities                          | 1,609           | 1,592           | 1,338           | 1       | 20        |
| Employees' benefits                        | 1,089           | 1,127           | 1,243           | (3)     | (12)      |
| Total liabilities                          | 46,885          | 48,716          | 42,421          | (4)     | 11        |
| STOCKHOLDERS' EQUITY:                      |                 |                 |                 |         |           |
| Controlling interest:                      |                 |                 |                 |         |           |
| Capital stock                              | 6,048           | 6,048           | 6,051           | -       | (0)       |
| Share premium                              | 9,071           | 9,071           | 9,071           | -       | (0,       |
| Contributed capital                        | 15,119          | 15,119          | 15,122          | -       | (0,       |
| Earned surplus                             | 17,916          | 19,155          | 17,980          | (6)     | (0)       |
| Total controlling interest                 | 33,035          | 34,274          | 33,102          | (4)     | (0,       |
| Non-controlling interest                   | 4,166           | 4,290           | 4,219           | (3)     | (1)       |
| Total stockholders´equity                  | 37,201          | 38,564          | 37,321          | (4)     | (0,       |
| Total liabilities and stockholders' equity | 84,086          | 87,280          | 79,742          | (4)     | 5         |



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#### ALPEK, S.A.B. DE C.V. and Subsidiaries

#### STATEMENT OF INCOME

| Information in Millions of Mexican Pesos        |          |          |          |        |        |          |          |               |
|---|----------|----------|----------|--------|--------|----------|----------|---------------|
|   |          |          |          | 2Q17 ı | rs.(%) |          |          | YTD17 vs. (%) |
|   | 2Q17     | 1Q17     | 2Q16     | 1Q17   | 2Q16   | YTD17    | YTD16    | YTD16         |
| Revenues  | 24,275   | 26,339   | 22,341   | (8)    | 9      | 50,614   | 43,633   | 16            |
| Domestic  | 9,098    | 9,632    | 8,484    | (6)    | 7      | 18,730   | 16,726   | 12            |
| Export  | 15,177   | 16,707   | 13,857   | (9)    | 10     | 31,884   | 26,907   | 18            |
| Cost of sales                                   | (22,698) | (22,826) | (18,321) | 1      | (24)   | (45,524) | (36,278) | (25)          |
| Gross profit                                    | 1,577    | 3,513    | 4,020    | (55)   | (61)   | 5,090    | 7,355    | (31)          |
| Operating expenses and others                   | (673)    | (978)    | (876)    | 31     | 23     | (1,651)  | (1,727)  | 4             |
| Operating income                                | 904      | 2,535    | 3,144    | (64)   | (71)   | 3,439    | 5,628    | (39)          |
| Financial cost, net                             | (119)    | 317      | (974)    | (137)  | 88     | 198      | (1,264)  | 116           |
| Share of losses of associates                   | (3)      | (2)      | -        | (5)    | (269)  | (5)      | (5)      | (4)           |
| Profit (loss) before income tax                 | 782      | 2,850    | 2,170    | (73)   | (64)   | 3,632    | 4,359    | (17)          |
| Income tax                                      | (89)     | (693)    | (904)    | 87     | 90     | (782)    | (1,221)  | 36            |
| Consolidated net income                         | 693      | 2,157    | 1,266    | (68)   | (45)   | 2,850    | 3,138    | (9)           |
| Profit attributable to Controlling interest     | 452      | 1,769    | 867      | (75)   | (48)   | 2,221    | 2,149    | 3             |
| Profit attributable to Non-controlling interest | 241      | 388      | 399      | (38)   | (40)   | 629      | 989      | (36)          |