

Monterrey, Mexico. July 17, 2019 - Alpek, S.A.B. de C.V. (BMV: ALPEK)

### Alpek reports 2Q19 EBITDA of U.S. \$161 million

#### **Selected Financial Information**

(U.S. \$ Millions)

			_	(%) 2Q	19 vs.			
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Total Volume (ktons)	1,121	1,087	1,151	3	(3)	2,208	2,167	2
Polyester	887	857	912	4	(3)	1,744	1,699	3
Plastics & Chemicals	234	230	239	2	(2)	463	468	(1)
Consolidated Revenues	1,643	1,642	1,759	-	(7)	3,286	3,291	-
Polyester	1,242	1,239	1,320	-	(6)	2,481	2,429	2
Plastics & Chemicals	375	376	439	-	(15)	751	862	(13)
Consolidated EBITDA	161	140	239	15	(33)	301	420	(28)
Polyester	96	80	162	20	(41)	176	274	(36)
Plastics & Chemicals	61	54	78	13	(22)	115	148	(22)
Profit Attributable to Controlling Interest	56	27	142	108	(61)	83	224	(63)
CAPEX and Acquisitions	38	69	471	(45)	(92)	106	527	(80)
Net Debt	2,084	2,200	1,637	(5)	27			
Net Debt/LTM EBITDA <sup>(1)</sup>	2.2	2.2	2.9					
Interest Coverage <sup>(1)</sup>	8.1	8.8	5.9					

(1) Times: Last 12 months

## **Operating & Financial Highlights (2Q19)**

Alpek	<ul> <li>2Q19 EBITDA of U.S. \$161 million, including a U.S. \$27 million non-cash inventory loss. 2Q19 Comparable EBITDA is +28% qoq and -13% yoy</li> <li>2.2 times Net Debt/LTM EBITDA; Flat versus 1Q19 and up from 1.7 times at year-end 2018. Net Debt decreased by U.S. \$116 million during 2Q19</li> <li>Progress continues at Altamira Cogeneration plant. Sale to be completed in upcoming months</li> </ul>
Polyester	<ul> <li>2Q19 Polyester EBITDA of U.S. \$96 million, including a U.S. \$26 million non-cash inventory loss. 2Q19 Comparable Polyester EBITDA is +47% qoq and -15% yoy</li> <li>Reference polyester margins grew by 14% qoq after stabilizing from record highs in 2Q18</li> <li>Px Contract price decreased by 14% qoq. Temporarily impacting polyester margins with a feedstock cost carry-over effect</li> </ul>
Plastics & Chemicals (P&C)	<ul> <li>2Q19 P&amp;C EBITDA of U.S. \$61 million, including a U.S. \$1 million non-cash inventory loss.</li> <li>2Q19 Comparable P&amp;C EBITDA is +6% qoq and -18% yoy</li> <li>P&amp;C EBITDA was mainly driven by a better-than-expected Polypropylene ("PP") performance</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

Second quarter 2019 Consolidated EBITDA was U.S. \$161 million, marked by similar set of events as those experienced in 1Q19. Reference polyester margins continued to strengthen versus 1Q19. The decline of Paraxylene ("Px") prices, which started in 4Q19, extended temporary distortions to polyester margins and results through 2Q19. Better than expected performance in Plastics & Chemicals ("P&C") partially offset this effect.

Average Brent crude oil price increased quarter on quarter from U.S. \$63 per barrel in 1Q19 to U.S. \$68 per barrel in 2Q19. However, Px and Propylene prices declined by 14% and 2% respectively over the same time frame. Lower feedstock prices resulted in a U.S. \$27 million non-cash inventory loss during the second quarter, and a U.S. \$46 million non-cash inventory loss year-to-date. Px contract prices did not follow their typical correlation to crude oil mainly because of new capacity additions in China. It is important to note that Px prices appear to have stabilized at these lower levels since the start of June.

2Q19 Polyester segment EBITDA was U.S. \$96 million, including a U.S. \$26 million non-cash inventory loss and U.S. \$1 M in non-recurring legal fees. Adjusting for these items, 2Q19 Comparable Polyester EBITDA was U.S. \$123 million, up 47% but down 15% when compared to 1Q19 and 2Q18, respectively. The increase versus 1Q19 was largely driven by higher volume and stronger reference polyester margins, which grew quarter on quarter, but were below 2Q18 record highs.

In addition to an inventory loss, the decline in Px price also generated a negative feedstock cost carry-over effect of U.S. \$28 million during 2Q19, and U.S. \$47 million year-to-date. While this negative effect is included in our Comparable Polyester EBITDA, it can also be considered as a temporary distortion to margins. Excluding for this impact, 2Q19 and 1H19 Comparable Polyester EBITDA would increase to U.S. \$151 million and U.S. \$254 million, respectively.

Plastics & Chemicals ("P&C") EBITDA was U.S. \$61 million in 2Q19. Adjusting for non-cash inventory losses of U.S. \$1 million, Comparable P&C EBITDA was U.S. \$62 million, up 6% quarter-on-quarter. 2Q19 EBITDA was mainly driven by a continuation of better than expected margins from the Polypropylene ("PP") segment. However, Caprolactam's ("CPL") performance was below expectations amid a declining price environment in 2Q19. On a year-on-year basis, EBITDA was down 17% due to changes in P&C feedstock mix.

On the investment front, 2Q19 Capex totaled U.S. \$38 million, mostly allocated to the 350 MW Altamira cogeneration power plant. Minor asset replacements and capital projects accounted for the rest of Capex.

The sale process of Alpek's two cogeneration power plants continued to move forward. Commissioning work at the Altamira facility is nearing completion, with the sale expected to be concluded in the next months. Alpek reaffirms its plan to pay an extraordinary dividend of U.S. \$143 million when it receives the corresponding proceeds from the sale of these assets to ContourGlobal.



At quarter-end, 2Q19 Net Debt totaled U.S. \$2.084 billion and the leverage ratio (Net Debt to LTM EBITDA) was 2.2 times; flat versus 1Q19 and up from 1.7 times at the close of 4Q18. Net debt decreased by U.S. \$116 million in 2Q19 mainly as a result of a positive change in Net Working Capital. Leverage is expected to drop below 2.0x by year-end, once income from the sale of the cogeneration plants is received.

Comparable EBITDA both for Polyester and P&C reflects strong operational results supported by positive market fundamentals. We will focus on closing the sale of the cogeneration assets and continue to monitor the evolution of CPL margins. In this context and based on the strong trend of global Polyester and P&C margins, as well as the recent stabilization of Px prices, which would eliminate inventory losses and feedstock cost carry-over effects, Alpek maintains its 2019 Guidance.





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

#### **Polyester**

(Purified Terephthalic Acid (PTA), Polyethylene Terephthalate (PET), Polyester fibers – 75% of Alpek's Net Sales)

Second quarter 2019 Polyester revenue was flat quarter-on-quarter as higher volume was offset by lower average prices. 2Q19 revenue was down 6% year-on-year mainly due to lower feedstock prices. Average 2Q19 Polyester prices decreased 3% when compared to both 1Q19 and 2Q18.

Polyester volume was 887 Ktons in 2Q19, up 4% but down 3% when compared to 1Q19 and 2Q18, respectively. The variation versus 1Q19 was mainly attributed to higher volume from Suape/Citepe. Polyester volume was 3% higher than the first half of 2018.

2Q19 segment EBITDA was U.S. \$96 million, including a U.S. \$26 million non-cash inventory loss and a U.S. \$1 million in non-recurring legal fees. Adjusting for these items, 2Q19 Comparable Polyester EBITDA was U.S. \$123 million, up 47% but down 15% when compared to 1Q19 and 2Q18, respectively. 2Q19 results also include a negative feedstock cost carry-over effect of U.S. \$28 million, caused by the decline in Px prices. If Px prices continue to stabilize as they have during June, both inventory losses and feedstock cost carry-over effects from 1H19 would not extend beyond that period, and could even partially offset year-to-date losses during 2H19.

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

(Polypropylene (PP), Expandable Polystyrene (EPS), Caprolactam (CPL), Other products – 23% of Alpek's Net Sales)

2Q19 P&C revenue was flat quarter-on-quarter but decreased 15% year-on-year, as a result of lower average prices and mixed volume effects. 2Q19 average P&C prices were down 2% and 13% when compared to 1Q19 and 2Q18, reflecting lower prices for feedstocks such as propylene and styrene.

Second quarter 2019 P&C volume increased 2% but decreased 2%, when compared to 1Q19 and 2Q18, respectively. P&C volume increase in 2Q19 was mainly driven by polypropylene. Year-to-date P&C volume was down 1% versus 2018 as PP volume growth was partially offset by CPL.

Segment EBITDA was U.S. \$61 million in 2Q19, including a U.S. \$1 million non-cash inventory loss. Adjusting for the inventory loss, 2Q19 Comparable P&C EBITDA was up 6% but down 18% versus 1Q19 and 2Q18, respectively, largely driven by PP results. The variation versus 1Q19 results was mainly derived from higher PP volume, while changes in feedstock mix explain the gap versus 2Q18.



#### **Consolidated Financial Results**

**Net Sales:** Net Sales for the second quarter totaled U.S. \$1.643 billion, flat when compared to 1Q19 and 7% lower than 2Q18. 2Q19 average consolidated prices were down 3% and 4% when compared to 1Q19 and 2Q18, respectively, mainly driven by lower feedstock prices. Accumulated net sales as of June 30, 2019 totaled U.S. \$3.286 billion, flat versus the same period last year.

**EBITDA:** 2Q19 EBITDA was U.S. \$161 million, including a U.S. \$27 million non-cash inventory loss, and a U.S. \$1 million in non-recurring legal fees. Adjusting for these items, Comparable Consolidated EBITDA was U.S. \$189 million, U.S. \$148 million and U.S. \$218 million in 2Q19, 1Q19 and 2Q18, respectively. Accumulated EBITDA as of June 30, 2019 was U.S. \$301 million and accumulated Comparable Consolidated EBITDA totaled U.S. \$337 million.

**Profit (Loss) Attributable to Controlling Interest:** Profit Attributable to Controlling Interest for the second quarter of 2019 was U.S. \$56 million, compared to U.S. \$27 million in 1Q19 and U.S. \$142 million in 2Q18. 2Q19 Profit Attributable to Controlling Interest increased versus 1Q19 as a result of higher operating income and lower financial cost. Accumulated Profit Attributable to Controlling Interest as of June 30, 2019 was U.S. \$83 million, down 63% when compared to the same period in 2018.

**Capital Expenditures and Acquisitions (Capex):** 2Q19 Capex was U.S. \$38 million, compared to U.S. \$69 million and U.S. \$471 million in 1Q19 and 2Q18, respectively. Alpek made progress towards finalizing the construction of its 350 MW Altamira cogeneration power plant in 2Q19. Capex also includes minor asset replacement and capital projects. Accumulated Capex as of June 30, 2019 totaled U.S. \$106 million, down 80% when compared to the same period in 2018.

**Net Debt:** Consolidated Net Debt as of June 30, 2019 was U.S. \$2.084 billion, down 5% quarter-on-quarter but up 27% year-on-year. On an absolute basis, Net Debt decreased U.S. \$116 million during 2Q19 mainly as a result of positive Net Working Capital, including a U.S. \$41 million tax credit recovery by Suape/Citepe. As of June 30, 2019, Gross Debt was U.S. \$2.371 billion and Cash totaled U.S. \$287 million. Financial ratios at quarter-end 2Q19 were: Net Debt to EBITDA of 2.2 times and Interest Coverage of 8.1 times.



## **Appendix A - Tables**

## TABLE 1 | VOLUME (KTONS)

		(%) 2Q19 vs.									
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%			
Total Volume	1,121	1,087	1,151	3	(3)	2,208	2,167	2			
Polyester	887	857	912	4	(3)	1,744	1,699	3			
Plastics and Chemicals	234	230	239	2	(2)	463	468	(1)			

## TABLE 2 | PRICE CHANGES (%)

	(%) 20	19 vs.	YTD19 vs.
	1Q19	2Q18	YTD18
Polyester			
Avg. Ps. Prices	(4)	(5)	-
Avg. U.S. \$ Prices	(3)	(3)	(1)
Plastics and Chemicals			
Avg. Ps. Prices	(3)	(14)	(12)
Avg. U.S. \$ Prices	(2)	(13)	(12)
Total			
Avg. Ps. Prices	(4)	(5)	(2)
Avg. U.S. \$ Prices	(3)	(4)	(2)

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

				(%) 2Q2	L9 vs.			
	<b>2Q19</b>	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Total Revenues	1,643	1,642	1,759	-	(7)	3,286	3,291	_
Gross Profit	155	138	266	12	(42)	293	468	(37)
Operating expenses and others	(45)	(49)	(64)	7	29	(94)	(123)	24
Operating income	110	90	202	23	(46)	200	346	(42)
Financial cost, net	(19)	(22)	(10)	17	(81)	(41)	(15)	(171)
Income Tax	(22)	(27)	(33)	20	34	(49)	(69)	28
Consolidated net income	69	40	159	75	(56)	109	261	(58)
Controlling Interest	56	27	142	108	(61)	83	224	(63)





# TABLE 4 | REVENUES

		(%) 2Q1	(%) 2Q19 vs.					
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Total Revenues								
Ps. Millions	31,425	31,567	34,143	-	(8)	62,992	62,888	-
U.S. \$ Millions	1,643	1,642	1,759	-	(7)	3,286	3,291	-
Domestic Revenues								
Ps. Millions	9,036	8,776	10,425	3	(13)	17,812	19,485	(9)
U.S. \$ Millions	472	457	538	3	(12)	929	1,021	(9)
Foreign Revenues								
Ps. Millions	22,389	22,791	23,718	(2)	(6)	45,180	43,403	4
U.S. \$ Millions	1,171	1,186	1,222	(1)	(4)	2,357	2,271	4
Foreign / Total (%)	71	72	69			72	69	

## TABLE 5 | OPERATING INCOME AND EBITDA

		_			(%) 2Q19 vs.			
	<b>2Q19</b>	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Operating Income	_	_					_	
Ps. Millions	2,099	1,722	3,933	22	(47)	3,821	6,628	(42)
U.S. \$ Millions	110	90	202	23	(46)	200	346	(42)
EBITDA								
Ps. Millions	3,077	2,684	4,662	15	(34)	5,761	8,053	(28)
U.S. \$ Millions	161	140	239	15	(33)	301	420	(28)

## TABLE 6 | COMPARABLE EBITDA

				(%) 2Q1	L9 vs.			
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
EBITDA								
Ps. Millions	3,077	2,684	4,662	15	(34)	5,761	8,053	(28)
U.S. \$ Millions	161	140	239	15	(33)	301	420	(28)
Adjustments*								
Ps. Millions	541	153	(414)	253	231	694	(610)	214
U.S. \$ Millions	28	8	(21)	253	234	36	(31)	215
Comparable EBITDA								
Ps. Millions	3,619	2,837	4,247	28	(15)	6,455	7,443	(13)
U.S. \$ Millions	189	148	218	28	(13)	337	389	(13)
*Adjustments: Inventory and non-operat	ing, one-time (gains	s) losses						





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

	(%) 2Q19 vs.							
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Financial Expenses	(35)	(34)	(28)	(1)	(22)	(69)	(52)	(34)
Financial Income	9	9	4	2	126	19	10	87
Net Financial Expenses	(25)	(25)	(24)	(1)	(4)	(51)	(42)	(21)
Fx Gains (Losses)	7	3	14	138	(52)	10	27	(64)
Financial Cost, Net	(19)	(22)	(10)	17	(81)	(41)	(15)	(171)

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

				(%) 2Q:	19 vs.			
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Consolidated Net Income	69	40	159	75	(56)	109	261	(58)
Non-Controlling Interest	14	13	17	6	(18)	26	37	(29)
Controlling Interest	56	27	142	108	(61)	83	224	(63)
Earnings per Share (U.S. Dollars)	0.03	0.01	0.07	108	(61)	0.04	0.11	(63)
Avg. Outstanding Shares (Millions)*	2,118	2,118	2,117			2,118	2,117	

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

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

				(%) 2Q19 vs.				
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
EBITDA	161	140	239	15	(33)	301	420	(28)
Net Working Capital & Others	90	(24)	(66)	478	237	66	(150)	144
Capital Expenditures & Acq.	(38)	(69)	(471)	45	92	(106)	(527)	80
Financial Expenses	(32)	(31)	(26)	(4)	(22)	(63)	(49)	(30)
Income tax	(60)	(30)	(33)	(97)	(80)	(90)	(41)	(122)
Dividends	(2)	(179)	(28)	99	93	(181)	(28)	(537)
Payment to affiliated companies	8	-	10	100	(21)	8	11	(21)
Other Sources / Uses	(12)	(176)	8	93	(256)	(187)	(10)	(1,757)
Decrease (Increase) in Net Debt	116	(369)	(367)	132	132	(252)	(375)	33



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

				(%) 2Q:	19 vs.
_	2Q19	1Q19	2Q18	1Q19	2Q18
Assets	-	-	•		
Cash and cash equivalents	287	230	223	25	29
Trade accounts receivable	703	699	773	_	(9)
Inventories	987	1,064	1,036	(7)	(5)
Other current assets	346	356	279	(3)	24
Total current assets	2,323	2,348	2,311	(1)	1
Investment in associates and others	448	448	80	-	459
Property, plant and equipment, net	2,443	2,430	2,480	1	(1)
Goodwill and intangible assets, net	217	221	198	(1)	10
Other non-current assets	577	595	454	(3)	27
Total assets	6,009	6,042	5,522	(1)	9
Liabilities & stockholders' equity					
Debt	592	692	305	(15)	94
Suppliers	833	871	1,038	(4)	(20)
Other current liabilities	333	314	250	6	33
Total current liabilities	1,757	1,878	1,593	(6)	10
Debt (include debt issuance cost)	1,603	1,560	1,550	3	3
Employees' benefits	58	57	54	3	9
Other long term liabilities	473	476	635	(1)	(26)
Total liabilities	3,891	3,970	3,832	(2)	2
Total stockholders' equity	2,117	2,072	1,691	2	25
Total liabilities & stockholders' equity	6,009	6,042	5,522	(1)	9
Net Debt	2,084	2,200	1,637	(5)	27
Net Debt/EBITDA*	2.2	2.2	2.9		
Interest Coverage*	8.1	8.8	5.9		

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



## **Polyester**

### TABLE 11 | REVENUES

				(%) 2Q:	(%) 2Q19 vs.			
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Total Revenues								
Ps. Millions	23,749	23,823	25,615	-	(7)	47,573	46,426	2
U.S. \$ Millions	1,242	1,239	1,320	-	(6)	2,481	2,429	2
Domestic Revenues								
Ps. Millions	4,035	3,985	5,039	1	(20)	8,019	9,262	(13)
U.S. \$ Millions	211	207	260	2	(19)	418	485	(14)
Foreign Revenues								
Ps. Millions	19,715	19,838	20,576	(1)	(4)	39,553	37,164	6
U.S. \$ Millions	1,031	1,032	1,060	-	(3)	2,063	1,944	6
Foreign / Total (%)	83	83	80			83	80	

## TABLE 12 | OPERATING INCOME AND EBITDA

	_			(%) 2Q19 vs.				
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Operating Income								
Ps. Millions	1,064	767	2,566	39	(59)	1,831	4,105	(55)
U.S. \$ Millions	56	40	132	40	(58)	96	214	(55)
EBITDA								
Ps. Millions	1,830	1,541	3,159	19	(42)	3,370	5,250	(36)
U.S. \$ Millions	96	80	162	20	(41)	176	274	(36)

# TABLE 13 | COMPARABLE EBITDA

				(%) 2Q1	L9 vs.			
	2Q19	<b>1Q19</b>	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
EBITDA								
Ps. Millions	1,830	1,541	3,159	19	(42)	3,370	5,250	(36)
U.S. \$ Millions	96	80	162	20	(41)	176	274	(36)
Adjustments*								
Ps. Millions	523	74	(350)	610	249	596	(536)	211
U.S. \$ Millions	27	4	(18)	608	251	31	(28)	211
Comparable EBITDA								
Ps. Millions	2,352	1,614	2,809	46	(16)	3,966	4,714	(16)
U.S. \$ Millions	123	84	144	47	(15)	207	246	(16)

<sup>\*</sup>Adjustments: Inventory and non-operating, one-time (gains) losses





#### **Plastics & Chemicals**

## TABLE 14 | REVENUES

(%) 2			(%) 2Q1	L9 vs.			
2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
7,168	7,229	8,522	(1)	(16)	14,397	16,456	(13)
375	376	439	-	(15)	751	862	(13)
4,553	4,313	5,385	6	(15)	8,866	10,223	(13)
238	224	278	6	(14)	462	535	(14)
2,616	2,916	3,136	(10)	(17)	5,531	6,233	(11)
137	152	162	(10)	(15)	289	327	(12)
36	40	37			38	38	
	7,168 375 4,553 238 2,616 137	7,168 7,229 375 376 4,553 4,313 238 224 2,616 2,916 137 152	7,168 7,229 8,522 375 376 439  4,553 4,313 5,385 238 224 278  2,616 2,916 3,136 137 152 162	2Q19         1Q19         2Q18         1Q19           7,168         7,229         8,522         (1)           375         376         439         -           4,553         4,313         5,385         6           238         224         278         6           2,616         2,916         3,136         (10)           137         152         162         (10)	7,168 7,229 8,522 (1) (16) 375 376 439 - (15)  4,553 4,313 5,385 6 (15) 238 224 278 6 (14)  2,616 2,916 3,136 (10) (17) 137 152 162 (10) (15)	2Q19         1Q19         2Q18         1Q19         2Q18         YTD19           7,168         7,229         8,522         (1)         (16)         14,397           375         376         439         -         (15)         751           4,553         4,313         5,385         6         (15)         8,866           238         224         278         6         (14)         462           2,616         2,916         3,136         (10)         (17)         5,531           137         152         162         (10)         (15)         289	2Q19         1Q19         2Q18         1Q19         2Q18         YTD19         YTD18           7,168         7,229         8,522         (1)         (16)         14,397         16,456           375         376         439         -         (15)         751         862           4,553         4,313         5,385         6         (15)         8,866         10,223           238         224         278         6         (14)         462         535           2,616         2,916         3,136         (10)         (17)         5,531         6,233           137         152         162         (10)         (15)         289         327

## TABLE 15 | OPERATING INCOME AND EBITDA

	(%)			(%) 2Q:	(%) 2Q19 vs.			
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
Operating Income								
Ps. Millions	954	853	1,390	12	(31)	1,806	2,548	(29)
U.S. \$ Millions	50	44	71	12	(30)	94	133	(29)
EBITDA								
Ps. Millions	1,166	1,040	1,526	12	(24)	2,206	2,828	(22)
U.S. \$ Millions	61	54	78	13	(22)	115	148	(22)

### TABLE 16 | COMPARABLE EBITDA

				(%) 2Q:	19 vs.			
	2Q19	<b>1Q19</b>	2Q18	1Q19	2Q18	YTD19	YTD18	Ch.%
EBITDA		-	-				-	
Ps. Millions	1,166	1,040	1,526	12	(24)	2,206	2,828	(22)
U.S. \$ Millions	61	54	78	13	(22)	115	148	(22)
Adjustments*								
Ps. Millions	18	80	(64)	(77)	129	98	(75)	231
U.S. \$ Millions	1	4	(3)	(76)	133	5	(4)	245
Comparable EBITDA								
Ps. Millions	1,185	1,120	1,462	6	(19)	2,304	2,753	(16)
U.S. \$ Millions	62	58	75	6	(18)	120	144	(17)

<sup>\*</sup>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-19 vs.
	Jun-19	Mar-19	Jun-18	Mar-19	Jun-18
ASSETS					
CURRENT ASSETS:					
Cash and cash equivalents	5,493	4,447	4,426	24	24
Restricted cash	3	3	3	-	-
Trade accounts receivable	13,470	13,551	15,358	(1)	(12)
Other accounts and notes receivable	5,535	5,722	4,133	(3)	34
Inventories	18,923	20,610	20,570	(8)	(8)
Other current assets	1,102	1,168	1,407	(6)	(22)
Total current assets	44,526	45,501	45,897	(2)	(3)
Investment in associates and others	8,593	8,683	1,593	(1)	439
Property, plant and equipment, net	46,824	47,095	49,254	(1)	(5)
Goodwill and intangible assets	4,166	4,274	3,933	(3)	6
Other non-current assets	11,068	11,532	9,013	(4)	23
Total assets	115,177	117,085	109,690	(2)	5
LIABILITIES AND STOCKHOLDER'S EQUITY					
CURRENT LIABILITIES:					
Debt	11,341	13,420	6,058	(15)	87
Suppliers	15,963	16,883	20,624	(5)	(23)
Other current liabilities	6,375	6,083	4,960	5	29
Total current liabilities	33,679	36,386	31,642	(7)	6
NON-CURRENT LIABILITIES:					
Debt (include debt issuance cost)	30,733	30,228	30,788	2	_
Deferred income taxes	4,562	4,657	4,639	(2)	(2)
Other non-current liabilities	4,497	4,564	7,969	(1)	(44)
Employees' benefits	1,121	1,101	1,069	2	5
Total liabilities	74,592	76,936	76,107	(3)	(2)
STOCKHOLDERS' EQUITY:					
Controlling interest:					
Capital stock	6,050	6,052	6,052	-	-
Share premium	9,098	9,106	9,071	-	-
Contributed capital	15,148	15,158	15,123	-	-
Earned surplus	20,729	20,449	13,508	1	53
Total controlling interest	35,877	35,607	28,631	1	25
Non-controlling interest	4,708	4,542	4,952	4	(5)
Total stockholders' equity	40,585	40,149	33,583	1	21



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

#### STATEMENT OF INCOME

Information in Millions of Mexican Pesos								
				(%) 20	Q19 vs			(%)YTD19
	2Q19	1Q19	2Q18	1Q19	2Q18	YTD19	YTD18	vs YTD18
Revenues	31,425	31,567	34,143	-	(8)	62,992	62,888	-
Domestic	9,036	8,776	10,425	3	(13)	17,812	19,485	(9)
Export	22,389	22,791	23,718	(2)	(6)	45,180	43,403	4
Cost of sales	(28,460)	(28,910)	(28,966)	2	2	(57,370)	(53,909)	(6)
Gross profit	2,965	2,657	5,177	12	(43)	5,622	8,979	(37)
Operating expenses and others	(866)	(935)	(1,244)	7	30	(1,801)	(2,351)	23
Operating income	2,099	1,722	3,933	22	(47)	3,821	6,628	(42)
Financial result, net	(354)	(429)	(217)	17	(63)	(784)	(300)	(161)
Equity in income of associates and joint								
ventures	(1)	(3)	-	67	(100)	(4)	(9)	56
Income before taxes	1,744	1,290	3,716	35	(53)	3,033	6,319	(52)
Income taxes	(420)	(525)	(640)	20	34	(944)	(1,305)	28
Consolidated net income	1,324	765	3,076	73	(57)	2,089	5,014	(58)
Profit attributable to Controlling interest	1,064	517	2,752	106	(61)	1,581	4,302	(63)
Profit attributable to Non-controlling interest	260	248	324	5	(20)	508	712	(29)