





# Alpek Posts U.S. \$203M in Comparable EBITDA (U.S. \$324M in Reported EBITDA) Guidance Raised to U.S. \$675M due to Record Volume & Higher-than-Expected Margins

Monterrey, Mexico – April 20<sup>th</sup>, 2021 – Alpek, S.A.B. de C.V. (BMV: ALPEK), a leading petrochemical company in the Americas, announced today its first quarter 2021 results (1Q21).

# **QUARTERLY HIGHLIGHTS**

- Record high first quarter volume, reaching 1.2 million tons (+4% YoY) and on track with Guidance estimates
- Comparable EBITDA of U.S. \$203 million (+38% YoY) due to record volume & higher-than-expected margins
- Successfully issued a 10-year U.S. \$600 million bond with a record low annual coupon (3.25%) and spread (200bps)
- Joint venture for development of CO<sub>2</sub> capture facility to supply Mexican beverage market & lower carbon footprint
- Dividend payment of U.S. \$126 million approved at Annual Shareholders' Meeting; payable in 2Q21
- Leverage improved to 1.6x as Net Debt remained at U.S. \$1,219 million as LTM EBITDA increased
- Comparable EBITDA Guidance raised to U.S. \$675 million (+20%) due to strong 1Q21 & improved industry margins

# **1Q21 KEY METRICS**

(in U.S.\$ million, except for volume and production figures)

| 1Q21  | 4Q20   | 1Q20  | QoQ (%)   | YoY (%)  |
|-------|--|---|---|--|
| 1,230 | 1,248  | 1,184   | (1)   | 4  |
| 996   | 992  | 967   | -   | 3  |
| 234   | 256  | 217   | (9)   | 8  |
| 1,621 | 1,612  | 1,583   | 1   | 2  |
| 1,346 | 1,343  | 1,318   | -   | 2  |
| 274   | 269  | 265   | 2   | 3  |
| 1,614 | 1,392  | 1,433   | 16  | 13   |
| 1,069 | 967  | 1,094   | 11  | (2)  |
| 471   | 374  | 300   | 26  | 57   |
| 324   | 201  | 111   | 61  | 193  |
| 184   | 124  | 58  | 48  | 216  |
| 123   | 73   | 49  | 69  | 153  |
| 17    | 4  | 3   | 337   | 385  |
| 203   | 151  | 147   | 35  | 38   |
| 89    | 81   | 94  | 10  | (5)  |
| 97    | 66   | 50  | 48  | 95   |
| 17    | 4  | 3   | 337   | 385  |
| 121   | 99   | (19)  | 23  | 722  |
| 30    | 97   | 15  | (69)  | 107  |
| 1,219 | 1,185  | 1,436   | 3   | (15)   |
| 1.6   | 2.1  | 1.7   |   |  |
|       | 1,230 996 234 1,621 1,346 274 1,614 1,069 471 324 184 123 17 203 89 97 17 121 30 1,219 1.6 | 1,230       1,248         996       992         234       256         1,621       1,612         1,346       1,343         274       269         1,614       1,392         1,069       967         471       374         324       201         184       124         123       73         17       4         203       151         89       81         97       66         17       4         121       99         30       97         1,219       1,185 | 1,230       1,248       1,184         996       992       967         234       256       217         1,621       1,612       1,583         1,346       1,343       1,318         274       269       265         1,614       1,392       1,433         1,069       967       1,094         471       374       300         324       201       111         184       124       58         123       73       49         17       4       3         203       151       147         89       81       94         97       66       50         17       4       3         121       99       (19)         30       97       15         1,219       1,185       1,436         1.6       2.1       1.7 | 1,230       1,248       1,184       (1)         996       992       967       -         234       256       217       (9)         1,621       1,612       1,583       1         1,346       1,343       1,318       -         274       269       265       2         1,614       1,392       1,433       16         1,069       967       1,094       11         471       374       300       26         324       201       111       61         184       124       58       48         123       73       49       69         17       4       3       337         203       151       147       35         89       81       94       10         97       66       50       48         17       4       3       337         121       99       (19)       23         30       97       15       (69)         1,219       1,185       1,436       3         1,6       2.1       1.7 |

(1) Excludes intracompany sales (2) Excludes carry forward effect (3) Times: last 12 months





#### **MESSAGE FROM OUR CEO**

"I am pleased to report Alpek has kicked off 2021 on an extraordinarily strong note. During the first quarter, in addition to an outstanding performance, we made important strides in terms of our liability management and our long-term strategic growth plan.

Results were supported by the continued recovery of the global economy, which increased demand for several products, including PET. This in turn improved Asian Integrated Polyester margins which benefited our business. Moreover, the U.S. Gulf Coast was impacted by a polar vortex, creating a shortage of Polypropylene and natural gas, which Alpek was able not only to navigate, but to capitalize on. Finally, and as we expected, Alpek's volume reached record highs for the first quarter. Based on our strong results to date, as well as a vastly improved competitive landscape, we have raised our EBITDA Guidance for the year.

Of note, Alpek successfully issued a U.S. \$600 million bond at the lowest coupon in the Company's history, which significantly improved our debt profile. This bond issuance was oversubscribed by more than 9.0 times and enjoyed participation from several ESG-dedicated funds. Finally, the creation of a joint venture with ContourGlobal, facilitates our ability to develop a  $CO_2$  capture and liquefaction facility, which is vital to our efforts to reduce Alpek's carbon footprint while serving the unmet demand for food-grade  $CO_2$  in Mexico."



José de Jesús Valdez

#### Overview

We witnessed global economies continue to recover throughout the first quarter of 2021, as COVID-19 vaccines were further distributed and overall demand for refined products continued to rise. Average spot Brent crude oil price rose to U.S. \$61 per barrel, 36% higher than that of 4Q20, closing the quarter at U.S. \$62 per barrel. Correspondingly, U.S. reference paraxylene ("Px") prices also increased by 30% versus last quarter.

As a result of strong worldwide demand for petrochemical products, driven largely by China, Asian integrated Polyester reference margins increased to an average of U.S. \$330 dollars per ton in 1Q21 (+36% QoQ), much higher than Alpek's original Guidance figure of U.S. \$245 dollars per ton, which was based on the supply/demand balance prevalent at the end of 4Q20.



## **U.S. Gulf Coast Polar Vortex**

During February, the U.S. Gulf Coast was hit by an unprecedented polar vortex, which led to interruptions in the supply of natural gas, power, and petrochemical feedstocks. While a large portion of the industry was adversely affected by this meteorological phenomenon, Alpek's operations continued uninterrupted for several reasons. First, our facilities are not located in the affected area; second, we have a business unit specifically dedicated to commercializing natural gas from the U.S. into Mexico, and finally, we have worked to develop alternative sources for our raw material supply.

The most significant impact of the polar vortex to Alpek's results came from a decrease in the industry-wide inventory levels of Polypropylene and natural gas. As a result of this diminished supply, natural gas and Propylene prices soared to over U.S. \$400.00 per MMBtu and 125cpp respectively at one point, as average Polypropylene margins for the quarter increased to 32cpp (+43% QoQ). Alpek was able to not only overcome, but capitalize on all these effects, particularly by commercializing some of its natural gas inventories to third-party buyers, which contributed U.S. \$17 million to the Company's EBITDA in 1Q21.

## **Bond Issuance**

On February 18<sup>th</sup>, Alpek successfully issued a U.S. \$600 million bond in the international market with a 10-year maturity. The notes also established a record-low 3.25% annual coupon for Alpek. Perhaps most notably, the transaction was oversubscribed by 9.0 times, due to the Company's high volume and strong cash flow generation throughout 2020, despite the COVID-19 pandemic environment. Additionally, high-quality investor accounts with geographic diversity amply participated in the issuance, including ESG-dedicated funds, the latter of which reflects Alpek's continued progress on the matter.

The net proceeds from the bond were used in a concurrent tender offer with Alpek's 2022 bond. As a result, the Company's debt profile strongly improved, as the average debt life increased from 4.4 to 7.2 years.

#### CO<sub>2</sub> Carbon Capture & Liquefaction JV

On March  $29^{th}$ , Alpek announced it had formed a joint venture with ContourGlobal plc to develop a 70,000-ton  $CO_2$  capture and liquefaction facility, to be integrated into their existing cogeneration plant in Altamira, Mexico. The facility aims to help meet the unmet demand of food-grade  $CO_2$  from Mexico's food & beverage industry, where it is used in the carbonation of soft drinks, beer, and sparkling water, among other products.

This venture is well aligned with Alpek's long-term strategic growth plan as it represents a carbon negative asset for the Company, supporting it on its path towards carbon neutrality. This joint venture also seeks to diversify the Company's current portfolio actively into profitable, growing, and more ESG-friendly markets. Our goal is to reach a final investment decision by the end of 3Q21, following detailed engineering analyses.



## Corpus Christi Polymers ("CCP") Update

Alpek and its joint venture partners are committed to maximizing value from their investment in CCP. As such, during 1Q21, the group unanimously agreed to extend CCP's pre-construction phase through the end of 2021. The sharp increase in PET demand over the past year has further driven the attractiveness of the completion of this site, as the partners remain focused on exploring various alternatives to minimizing CAPEX requirements for the project.

#### **Revised Guidance & Outlook**

Alpek originally provided 2021 Guidance figures based on the market conditions prevalent at the beginning of the year. Having observed the stronger-than-expected PET demand and margins, as well as the one-time benefits generated in 1Q21 results by the polar vortex, the Company is providing updated guidance figures and key assumptions.

In the Polyester segment, we expect the continuation of improved demand and strong Asian integrated margins throughout 2021, which could normalize over the second half of the year. In the Plastics & Chemicals segment, the positive effect on Polypropylene margins created by the polar vortex is also expected to carry over into the second quarter, with a decline in the second half of the year, but a stronger finish in 2021 than originally expected. Figures for volume for both segments as well as CAPEX will remain the same as original Guidance. Accordingly, we maintain a positive outlook for the remainder of 2021.

The new Guidance figures are based on the following key assumptions:

- Average Brent crude oil reference price of U.S. \$63 per barrel (up from U.S. \$48 per barrel)
- Asian Integrated PET Reference Margins of U.S. \$285 per ton (up from U.S. \$245 per ton)

|                   | Revised 2021<br>Guidance (US\$M) | Change<br>(% vs. '20) | Previous 2021<br>Guidance (US\$M) | Change<br>(% vs. '20) |
|-------------------|----------------------------------|-----------------------|-----------------------------------|-----------------------|
| Reported EBITDA   | U.S. \$750M                      | 33                    | U.S. \$561M                       | (1)                   |
| Comparable EBITDA | U.S. \$675M                      | 12                    | U.S. \$561M                       | (7)                   |

Alpek will discuss its Guidance in further detail during its 1Q21 Webcast.



## **FINANCIAL RESULTS**

# **EBITDA** (in U.S.\$ million)

|                      | 1Q21 | 4Q20 | 1Q20 | QoQ<br>(%) | YoY<br>(%) |
|----------------------|------|------|------|------------|------------|
| Reported EBITDA      | 324  | 201  | 111  | 61         | 193        |
| Inventory Adjustment | (63) | (9)  | 17   | (626)      | (479)      |
| Carry-forward effect | (58) | (9)  | 20   | (561)      | (393)      |
| Others               | -    | (33) | -    | 100        | -          |
| Comparable EBITDA    | 203  | 151  | 147  | 35         | 38         |

**Comparable EBITDA** was U.S. \$203 million, 38% higher than 1Q20, as a result of the increase in polyester margins, solid EPS performance, and one-time benefits to PP margins and commercialization of natural gas from the polar vortex impact.

**Reported EBITDA** was U.S. \$324 million, a 193% increase versus 1Q20 figures, largely due to a positive inventory effect of U.S \$63 million and carry-forward effect of U.S \$58 million during the quarter.

## **INCOME STATEMENT**

(in U.S.\$ million)

|                                | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|--------------------------------|-------|-------|-------|------------|------------|
| Total Revenues                 | 1,614 | 1,392 | 1,433 | 16         | 13         |
| Gross Profit                   | 334   | 183   | 118   | 82         | 183        |
| Operating expenses and others  | (61)  | (31)  | (60)  | (98)       | (1)        |
| Operating Income               | 273   | 152   | 57    | 79         | 374        |
| Financial cost, net            | (74)  | 1     | (88)  | (5,444)    | 16         |
| Share of losses of associates  | -     | (2)   | 3     | 112        | (90)       |
| Income tax                     | (46)  | (33)  | 12    | (38)       | (494)      |
| <b>Consolidated Net Income</b> | 152   | 118   | (16)  | 29         | 1,033      |
| Controlling interest           | 121   | 99    | (19)  | 23         | 722        |

**Revenues** for the first quarter totaled U.S. \$1,614 million, 13% higher than 1Q20, due to higher average consolidated prices and strong consolidated volume in 1Q21.

**Net Income attributable to Controlling Interest** for the first quarter of 2021 was U.S. \$121 million, compared to the loss of U.S. \$19 million in 1Q20. This improvement was due to a higher operating income.





#### **CASH FLOW**

(in U.S.\$ million)

|                                 | 1Q21  | 4Q20 | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|---------------------------------|-------|------|-------|------------|------------|
| EBITDA                          | 324   | 201  | 111   | 61         | 193        |
| Net Working Capital & Others    | (192) | (16) | 100   | (1,119)    | (292)      |
| CAPEX                           | (30)  | (97) | (15)  | 69         | (107)      |
| Financial Expenses              | (67)  | (23) | (26)  | (194)      | (154)      |
| Income Tax                      | (44)  | (24) | (64)  | (80)       | 31         |
| Dividends                       | (23)  | (15) | (163) | (52)       | 86         |
| Other Sources / Uses            | (2)   | 22   | (49)  | (109)      | 96         |
| Decrease (Increase) in Net Debt | (34)  | 49   | (106) | (168)      | 68         |

**Net Working Capital (NWC)** totaled U.S. -\$192 million due to higher feedstock prices during 1Q20, resulting from the rise in crude oil prices and its impact on Px, as well the effects of the polar vortex, specifically for Propylene.

**CAPEX** totaled U.S. \$30 million during the quarter with most of these funds being used for maintenance and minor asset replacements.

**Financial expenses** were U.S. \$67 million in 1Q21, which include U.S. \$42 million in expenses related to the bond issuance and the subsequent tender for Alpek's 2022 bond.

**Income Tax** during 1Q21 was U.S. \$44 million, which already includes a portion of Alpek's payment for the fiscal year.

**Dividends** were U.S. \$23 million in 1Q21, paid out entirely to minority shareholders. The Company approved a U.S. \$126-million Dividend during its Annual Shareholders' Meeting, which will be paid out in 2Q21.

#### **NET DEBT & LEVERAGE**

(in U.S.\$ million)

|                         | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|-------------------------|-------|-------|-------|------------|------------|
| Net Debt                | 1,219 | 1,185 | 1,436 | 3          | (15)       |
| EBITDA (LTM)            | 778   | 565   | 821   | 38         | (5)        |
| Net Debt / EBITDA (LTM) | 1.6   | 2.1   | 1.7   |            |            |

**Consolidated Net Debt** as of March 31, 2021 was U.S. \$1.219 billion, up 3% QoQ but down 15% YoY. Net Debt increased by U.S. \$34 million during 1Q21 as investment in net working capital rose, as well as financial expenses related to the bond issuance and subsequent tender. Gross Debt reached U.S. \$1.714 billion, and Cash declined to U.S. \$495 million, a slight decrease more in line with historical averages. Financial ratios as of quarter-end improved to: Net Debt to EBITDA of 1.6x and Interest Coverage of 5.8x, with Leverage decreasing as a result of higher LTM EBITDA, while net debt remained at similar levels.



#### **RESULTS BY BUSINESS SEGMENT: POLYESTER**

(Purified Terephthalic Acid (PTA), Polyethylene Terephthalate (PET), rPET, Polyester fibers – 72% of Alpek's Net Sales)

# **QUARTERLY HIGHLIGHTS**

- Record Polyester volume during a first quarter of 996 thousand tons (+3% YoY)
- Integrated Asian polyester reference margins increased sharply due to strong demand (+36% QoQ)
- Polyester Comparable EBITDA of U.S. \$89 million (10% QoQ) mainly as a result of higher margins
- Polyester Reported EBITDA of U.S. \$184 million (+48% QoQ), including positive inventory adjustment (U.S. \$50 million) and Carry-forward effect (U.S. \$45 million)

| KEY METRICS - POLYESTER (in U.S.\$ million, except volume and production) | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|---|-------|-------|-------|------------|------------|
| Volume (ktons)  | 996   | 992   | 967   | -          | 3          |
| Production (ktons)  | 1,346 | 1,343 | 1,318 | -          | 2          |
| Revenues  | 1,069 | 967   | 1,094 | 11         | (2)        |
| Reported EBITDA   | 184   | 124   | 58    | 48         | 216        |
| Inventories   | (50)  | (1)   | 16    | (4,756)    | (419)      |
| Carry-forward effect  | (45)  | (9)   | 20    | (410)      | (326)      |
| Others  | -     | (33)  | -     | 100        | -          |
| Comparable EBITDA   | 89    | 81    | 94    | 10         | (5)        |

**Polyester Volume** posted a new first quarter record of 996 thousand tons, 3% higher YoY. The higher volume was largely due to consistently strong post-COVID-19 demand.

**Polyester Comparable EBITDA** reached U.S. \$89 million during the quarter, a 10% increase QoQ. This was due to an increase in average integrated polyester margins to U.S. \$330 per ton, 36% higher QoQ, as well as strong and steady volume, which offset a negative effect of U.S. \$6 million from higher-than-expected natural gas costs during the polar vortex, mentioned previously.

As a result of the 36% increase in average Brent Crude oil price, average U.S. reference paraxylene ("Px") prices increased accordingly by 30% QoQ. This resulted in a non-cash **inventory gain** of U.S. \$50 million and a **positive Carry-forward effect** of U.S. \$45 million in 1Q21.

**Polyester Reported EBITDA** was U.S. \$184 million for the quarter, up 48% QoQ, and reflecting inventory gains, positive carry-forward effects and others that resulted in a U.S. \$95 million gain, versus a U.S. \$43 million gain during 4Q20, mainly due to prominent feedstock price increases.



## RESULTS BY BUSINESS SEGMENT: PLASTICS & CHEMICALS (P&C)

(Polypropylene (PP), Expandable Polystyrene (EPS), Caprolactam (CPL), Other products – 25% of Alpek's Net Sales)

# **QUARTERLY HIGHLIGHTS**

- P&C volume increased 8% versus 1Q20 largely due to our EPS acquisition in the USA (flat if excluded)
- Strong improvement in Polypropylene margins (+43% QoQ) as a result of the polar vortex in Texas
- P&C Comparable EBITDA was U.S. \$97 million (+48% QoQ) due to higher PP margins and resilient EPS performance
- P&C Reported EBITDA of U.S. \$123 million (+69% QoQ), due to an inventory gain of U.S. \$13 million and a positive Carry-forward effect of U.S. \$13 million

| KEY METRICS - P&C (in U.S.\$ million, except volume and production) | 1Q21 | 4Q20 | 1Q20 | QoQ<br>(%) | YoY<br>(%) |
|---|------|------|------|------------|------------|
| Volume (ktons)  | 234  | 256  | 217  | (9)        | 8          |
| Production (ktons)  | 274  | 269  | 265  | 2          | 3          |
| Revenues  | 471  | 374  | 300  | 26         | 57         |
| Reported EBITDA   | 123  | 73   | 49   | 69         | 153        |
| Inventories   | (13) | (8)  | 1    | (69)       | (1,515)    |
| Carry-forward effect  | (13) | -    | -    | (100)      | (100)      |
| Others  | -    | -    | -    | -          | -          |
| Comparable EBITDA   | 97   | 66   | 50   | 48         | 95         |

**P&C Volume** was 234 thousand tons, up 8% YoY and down 9% QoQ. Excluding the incremental volume from our recently acquired Expandable Styrenics business in the United States, volume was flat YoY and down by 7% QoQ.

**P&C Comparable EBITDA** was U.S. \$97 million, 48% and 95% higher compared to 4Q20 and 1Q20, respectively, mainly due to higher PP margins resulting from the polar vortex.

The polar vortex that occurred in the U.S. Gulf Coast region resulted in a decrease in PP supply as demand continued to be strong, causing a reduction in the industry's inventory levels of Polypropylene. Propylene prices also surged to U.S. \$0.73 per pound, up 77% this quarter, resulting in **an inventory gain** of U.S. \$13 million.

**P&C Reported EBITDA** was U.S. \$123 million during the quarter, up 69% QoQ and 153% YoY, reflecting strong business fundamentals, as well as the **inventory gain** and **positive carry-forward effect** mentioned previously.



## **ABOUT ALPEK**

Alpek is a leading petrochemical company operating two business segments: "Polyester" (PTA, PET, rPET, and polyester fibers), and "Plastics & Chemicals" (polypropylene, expandable styrenics, caprolactam, and other specialty & industrial chemicals). Alpek is a leading producer of PTA and PET worldwide, one of the largest rPET producers in the Americas, the 3<sup>rd</sup> largest expandable polystyrene manufacturer worldwide, and the only producer of polypropylene and caprolactam in Mexico.

## **NOTE ON FORWARD LOOKING STATEMENTS**

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.

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# **APPENDIX A – ADDITIONAL FINANCIAL INFORMATION**

| TABLE 1   PRICE CHANGES (%) | QoQ<br>(%) | YoY<br>(%) |
|-----------------------------|------------|------------|
| Polyester                   |            |            |
| Avg. Ps. Prices             | 9          | (3)        |
| Avg. U.S. \$ Prices         | 10         | (5)        |
| Plastics & Chemicals        |            |            |
| Avg. Ps. Prices             | 36         | 49         |
| Avg. U.S. \$ Prices         | 38         | 45         |
| Total                       |            |            |
| Avg. Ps. Prices             | 16         | 11         |
| Avg. U.S. \$ Prices         | 18         | 8          |

| TABLE 2   REVENUES       | 1Q21   | 4Q20   | 1Q20   | QoQ<br>(%) | YoY<br>(%) |
|--------------------------|--------|--------|--------|------------|------------|
| <b>Total Revenues</b>    |        |        |        |            |            |
| Ps. Million              | 32,830 | 28,709 | 28,522 | 14         | 15         |
| U.S. \$ Million          | 1,614  | 1,392  | 1,433  | 16         | 13         |
| <b>Domestic Revenues</b> |        |        |        |            |            |
| Ps. Million              | 11,757 | 9,166  | 8,037  | 28         | 46         |
| U.S. \$ Million          | 578    | 445    | 405    | 30         | 43         |
| Foreign Revenues         |        |        |        |            |            |
| Ps. Million              | 21,072 | 19,543 | 20,485 | 8          | 3          |
| U.S. \$ Million          | 1,036  | 947    | 1,028  | 9          | 1          |
| Foreign / Total (%)      | 64     | 68     | 72     |            |            |

| TABLE 3   OP. INCOME AND EBITDA | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|---------------------------------|-------|-------|-------|------------|------------|
| Operating Income                |       |       |       |            |            |
| Ps. Million                     | 5,546 | 3,124 | 1,151 | 78         | 382        |
| U.S. \$ Million                 | 273   | 152   | 57    | 79         | 374        |
| EBITDA                          |       |       |       |            |            |
| Ps. Million                     | 6,594 | 4,131 | 2,205 | 60         | 199        |
| U.S. \$ Million                 | 324   | 201   | 111   | 61         | 193        |



| TABLE 4   COMPARABLE EBITDA | 1Q21    | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|-----------------------------|---------|-------|-------|------------|------------|
| EBITDA                      |         |       |       |            |            |
| Ps. Million                 | 6,594   | 4,131 | 2,205 | 60         | 199        |
| U.S. \$ Million             | 324     | 201   | 111   | 61         | 193        |
| Adjustments*                |         |       |       |            |            |
| Ps. Million                 | (2,461) | (969) | 745   | (154)      | (430)      |
| U.S. \$ Million             | (121)   | (50)  | 36    | (141)      | (432)      |
| Comparable EBITDA           |         |       |       |            |            |
| Ps. Million                 | 4,133   | 3,161 | 2,950 | 31         | 40         |
| U.S. \$ Million             | 203     | 151   | 147   | 35         | 38         |

 $<sup>\</sup>hbox{*Adjustments: Inventory, Carry-forward effect and non-operating, one-time (gains) losses}$ 

| TABLE 5   IFRS 16 EFFECT (in U.S.\$ million) | 1Q21 |
|--|------|
| Income Statement                             |      |
| Amortization                                 | 11   |
| Financial Expense                            | 2    |
| <b>Balance Sheet</b>                         |      |
| Assets- Right of use                         | 146  |
| Liabilities                                  |      |
| Short term lease                             | 39   |
| Long term lease                              | 108  |
| Net Debt                                     | 9    |

| TABLE 6   FINANCIAL COST, NET (in U.S.\$ million) | 1Q21 | 4Q20 | 1Q20 | QoQ<br>(%) | YoY<br>(%) |
|---|------|------|------|------------|------------|
| Financial Expenses                                | (67) | (26) | (32) | (157)      | (113)      |
| Financial Income                                  | 4    | 2    | 8    | 151        | (54)       |
| Net Financial Expenses                            | (64) | (25) | (23) | (158)      | (173)      |
| Fx Gains (Losses)                                 | (11) | 26   | (65) | (142)      | 83         |
| Financial Cost, Net                               | (74) | 1    | (88) | (5,444)    | 16         |

| TABLE 7   NET INCOME (in U.S.\$ million, except as noted) | 1Q21  | 4Q20  | 1Q20   | QoQ<br>(%) | YoY<br>(%) |
|---|-------|-------|--------|------------|------------|
| Consolidated Net Income                                   | 152   | 118   | (16)   | 29         | 1,033      |
| Non-Controlling Interest                                  | 31    | 20    | 3      | 59         | 912        |
| <b>Controlling Interest</b>                               | 121   | 99    | (19)   | 23         | 722        |
| Earnings per Share (U.S. \$)                              | 0.06  | 0.05  | (0.01) | 23         | 723        |
| Avg. Outstanding Shares (million)*                        | 2,112 | 2,112 | 2,115  |            |            |

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





| TABLE 8   STATEMENT OF FINANCIAL POSITION & FINANCIAL RATIOS (in U.S.\$ million) | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY (%) |
|--|-------|-------|-------|------------|---------|
| Assets   |       |       |       |            |         |
| Cash and cash equivalents  | 495   | 509   | 570   | (3)        | (13)    |
| Trade accounts receivable  | 718   | 565   | 574   | 27         | 25      |
| Inventories  | 965   | 875   | 898   | 10         | 7       |
| Other current assets   | 369   | 335   | 314   | 10         | 18      |
| Total current assets   | 2,547 | 2,283 | 2,356 | 12         | 8       |
| Investment in associates and others  | 439   | 433   | 441   | 1          | (1)     |
| Property, plant and equipment, net   | 1,899 | 1,934 | 1,876 | (2)        | 1       |
| Goodwill and intangible assets, net  | 178   | 182   | 193   | (2)        | (8)     |
| Other non-current assets   | 504   | 499   | 604   | 1          | (17)    |
| Total assets   | 5,567 | 5,331 | 5,470 | 4          | 2       |
| Liabilities & stockholders' equity   |       |       |       |            |         |
| Debt   | 29    | 23    | 189   | 29         | (84)    |
| Suppliers  | 908   | 811   | 819   | 12         | 11      |
| Other current liabilities  | 366   | 237   | 487   | 55         | (25)    |
| Total current liabilities  | 1,303 | 1,070 | 1,496 | 22         | (13)    |
| Debt (include debt issuance costs)   | 1,528 | 1,514 | 1,642 | 1          | (7)     |
| Employees' benefits  | 65    | 66    | 55    | (1)        | 19      |
| Other long-term benefits   | 411   | 400   | 431   | 3          | (5)     |
| Total liabilities  | 3,308 | 3,050 | 3,623 | 8          | (9)     |
| Total stockholders' equity   | 2,259 | 2,281 | 1,847 | (1)        | 22      |
| Total liabilities & stockholders' equity   | 5,567 | 5,331 | 5,470 | 4          | 2       |
| Net Debt   | 1,219 | 1,185 | 1,436 | 3          | (15)    |
| Net Debt / EBITDA*   | 1.6   | 2.1   | 1.7   |            |         |
| Interest Coverage*   | 5.8   | 6.0   | 7.3   |            |         |

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





# **POLYESTER**

| TABLE 9   REVENUES       | 1Q21   | 4Q20   | 1Q20   | QoQ<br>(%) | YoY<br>(%) |
|--------------------------|--------|--------|--------|------------|------------|
| <b>Total Revenues</b>    |        |        |        |            |            |
| Ps. Million              | 21,742 | 19,949 | 21,795 | 9          | -          |
| U.S. \$ Million          | 1,069  | 967    | 1,094  | 11         | (2)        |
| <b>Domestic Revenues</b> |        |        |        |            |            |
| Ps. Million              | 4,444  | 4,063  | 4,020  | 9          | 11         |
| U.S. \$ Million          | 219    | 197    | 202    | 11         | 8          |
| Foreign Revenues         |        |        |        |            |            |
| Ps. Million              | 17,298 | 15,886 | 17,775 | 9          | (3)        |
| U.S. \$ Million          | 851    | 769    | 892    | 11         | (5)        |
| Foreign / Total (%)      | 80     | 80     | 82     |            |            |

| TABLE 10   OP. INCOME AND EBITDA | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|----------------------------------|-------|-------|-------|------------|------------|
| Operating Income                 |       |       |       |            |            |
| Ps. Million                      | 2,961 | 1,813 | 336   | 63         | 783        |
| U.S. \$ Million                  | 145   | 89    | 17    | 63         | 742        |
| EBITDA                           |       |       |       |            |            |
| Ps. Million                      | 3,748 | 2,542 | 1,151 | 47         | 226        |
| U.S. \$ Million                  | 184   | 124   | 58    | 48         | 216        |

| TABLE 11   COMPARABLE EBITDA | 1Q21    | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|------------------------------|---------|-------|-------|------------|------------|
| EBITDA                       |         |       |       |            |            |
| Ps. Million                  | 3,748   | 2,542 | 1,151 | 47         | 226        |
| U.S. \$ Million              | 184     | 124   | 58    | 48         | 216        |
| Adjustments*                 |         |       |       |            |            |
| Ps. Million                  | (1,933) | (825) | 732   | (134)      | (364)      |
| U.S. \$ Million              | (95)    | (43)  | 36    | (121)      | (366)      |
| Comparable EBITDA            |         |       |       |            |            |
| Ps. Million                  | 1,815   | 1,717 | 1,883 | 6          | (4)        |
| U.S. \$ Million              | 89      | 81    | 94    | 10         | (5)        |

 $<sup>\</sup>hbox{*Adjustments: Inventory, Carry-forward effect and non-operating, one-time (gains) losses}$ 





# **PLASTICS & CHEMICALS**

| TABLE 12   REVENUES | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |
|---------------------|-------|-------|-------|------------|------------|
| Total Revenues      |       |       |       |            |            |
| Ps. Million         | 9,589 | 7,687 | 5,964 | 25         | 61         |
| U.S. \$ Million     | 471   | 374   | 300   | 26         | 57         |
| Domestic Revenues   |       |       |       |            |            |
| Ps. Million         | 5,865 | 4,081 | 3,348 | 44         | 75         |
| U.S. \$ Million     | 288   | 198   | 169   | 46         | 70         |
| Foreign Revenues    |       |       |       |            |            |
| Ps. Million         | 3,724 | 3,606 | 2,616 | 3          | 42         |
| U.S. \$ Million     | 183   | 176   | 131   | 4          | 40         |
| Foreign / Total (%) | 39    | 47    | 44    |            |            |

| TABLE 13   OP. INCOME AND EBITDA | 1Q21  | 4Q20  | 1Q20 | QoQ<br>(%) | YoY<br>(%) |
|----------------------------------|-------|-------|------|------------|------------|
| Operating Income                 |       |       |      |            |            |
| Ps. Million                      | 2,247 | 1,232 | 748  | 82         | 200        |
| U.S. \$ Million                  | 111   | 60    | 37   | 85         | 200        |
| EBITDA                           |       |       |      |            |            |
| Ps. Million                      | 2,509 | 1,509 | 987  | 66         | 154        |
| U.S. \$ Million                  | 123   | 73    | 49   | 69         | 153        |

| TABLE 14   COMPARABLE EBITDA   | 1Q21  | 4Q20  | 1Q20  | QoQ<br>(%) | YoY<br>(%) |  |  |  |
|--|-------|-------|-------|------------|------------|--|--|--|
| EBITDA   |       |       |       |            |            |  |  |  |
| Ps. Million  | 2,509 | 1,509 | 987   | 66         | 154        |  |  |  |
| U.S. \$ Million  | 123   | 73    | 49    | 69         | 153        |  |  |  |
| Adjustments*   |       |       |       |            |            |  |  |  |
| Ps. Million  | (528) | (144) | 13    | (267)      | (4,181)    |  |  |  |
| U.S. \$ Million  | (26)  | (7)   | 1     | (264)      | (2,966)    |  |  |  |
| Comparable EBITDA  |       |       |       |            |            |  |  |  |
| Ps. Million  | 1,981 | 1,365 | 1,000 | 45         | 98         |  |  |  |
| U.S. \$ Million  | 97    | 66    | 50    | 48         | 95         |  |  |  |
| *Adjustments: Inventory, Carry-forward effect and non-operating, one-time (gains) losses |       |       |       |            |            |  |  |  |

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





# **APPENDIX B - FINANCIAL STATEMENTS**

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

|  | Mar-21  | Dec-20  | Mar-20  | QoQ<br>(%) | YoY<br>(%) |
|--|---------|---------|---------|------------|------------|
| (in millions of Mexican Pesos)             |         |         |         |            |            |
| ASSETS                                     |         |         |         |            |            |
| CURRENT ASSETS:                            |         |         |         |            |            |
| Cash and cash equivalents                  | 10,180  | 10,144  | 13,197  | -          | (23)       |
| Restricted cash                            | 12      | 12      | 199     | 3          | (94)       |
| Trade accounts receivable                  | 14,800  | 11,271  | 13,497  | 31         | 10         |
| Other accounts and notes receivable        | 5,011   | 5,190   | 6,260   | (3)        | (20)       |
| Inventories                                | 19,882  | 17,447  | 21,107  | 14         | (6)        |
| Other current assets                       | 2,598   | 1,485   | 1,128   | 75         | 130        |
| Total current assets                       | 52,483  | 45,549  | 55,388  | 15         | (5)        |
| NON-CURRENT ASSETS:                        |         |         |         |            |            |
| Investment in associates and others        | 9,043   | 8,634   | 10,379  | 5          | (13)       |
| Property, plant and equipment, net         | 39,133  | 38,579  | 44,108  | 1          | (11)       |
| Goodwill and intangible assets             | 3,668   | 3,637   | 4,532   | 1          | (19)       |
| Other non-current assets                   | 10,386  | 9,954   | 14,210  | 4          | (27)       |
| Total assets                               | 114,713 | 106,353 | 128,617 | 8          | (11)       |
| LIABILITIES AND STOCKHOLDERS'EQUITY        |         |         |         |            |            |
| CURRENT LIABILITIES:                       |         |         |         |            |            |
| Debt                                       | 608     | 456     | 4,450   | 33         | (86)       |
| Suppliers                                  | 18,700  | 16,173  | 19,263  | 16         | (3)        |
| Other current liabilities                  | 7,549   | 4,723   | 11,457  | 60         | (34)       |
| Total current liabilities                  | 26,857  | 21,352  | 35,170  | 26         | (24)       |
| NON-CURRENT LIABILITIES:                   |         |         |         |            |            |
| Debt (include debt issuance cost)          | 31,480  | 30,196  | 38,598  | 4          | (18)       |
| Deferred income taxes                      | 4,794   | 4,092   | 4,926   | 17         | (3)        |
| Other non-current liabilities              | 3,685   | 3,885   | 5,204   | (5)        | (29)       |
| Employees' benefits                        | 1,349   | 1,316   | 1,290   | 3          | 5          |
| Total liabilities                          | 68,165  | 60,841  | 85,188  | 12         | (20)       |
| STOCKHOLDERS' EQUITY:                      |         |         |         |            |            |
| Controlling interest:                      |         |         |         |            |            |
| Capital stock                              | 6,035   | 6,035   | 6,035   | -          | -          |
| Share premium                              | 9,021   | 9,025   | 9,025   | -          | -          |
| Contributed capital                        | 15,056  | 15,060  | 15,060  | -          | -          |
| Earned surplus                             | 26,023  | 25,326  | 23,017  | 3          | 13         |
| Total controlling interest                 | 41,079  | 40,386  | 38,077  | 2          | 8          |
| Non-controlling interest                   | 5,469   | 5,126   | 5,352   | 7          | 2          |
| Total stockholders' equity                 | 46,548  | 45,512  | 43,429  | 2          | 7          |
| Total liabilities and stockholders' equity | 114,713 | 106,353 | 128,617 | 8          | (11)       |





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

|   | 1Q21     | 4Q20     | 1Q20     | QoQ<br>(%) | YoY<br>(%) |
|---|----------|----------|----------|------------|------------|
| (in millions of Mexican Pesos)                    |          |          |          |            |            |
| Revenues  | 32,830   | 28,709   | 28,522   | 14         | 15         |
| Domestic  | 11,758   | 9,166    | 8,037    | 28         | 46         |
| Export  | 21,072   | 19,543   | 20,485   | 8          | 3          |
| Cost of sales                                     | (26,042) | (24,928) | (26,175) | (4)        | 1          |
| Gross profit                                      | 6,788    | 3,781    | 2,347    | 80         | 189        |
| Operating expenses and others                     | (1,242)  | (657)    | (1,196)  | (89)       | (4)        |
| Operating income                                  | 5,546    | 3,124    | 1,151    | 78         | 382        |
| Financial result, net                             | (1,531)  | 39       | (1,883)  | (3,992)    | 19         |
| Equity in income of associates and joint ventures | 5        | (43)     | 59       | 112        | (92)       |
| Income before taxes                               | 4,020    | 3,120    | (673)    | 29         | 697        |
| Income taxes                                      | (930)    | (693)    | 270      | (34)       | (444)      |
| Consolidated net income                           | 3,090    | 2,427    | (403)    | 27         | 868        |
| Income attributable to Controlling interest       | 2,452    | 2,020    | (453)    | 21         | 641        |
| Income attributable to Non-controlling interest   | 638      | 407      | 50       | 57         | 1,162      |

