



THIRD QUARTER 2022

EARNINGS WEBCAST

TODAY'S SPEAKERS



JOSÉ DE JESÚS VALDEZ
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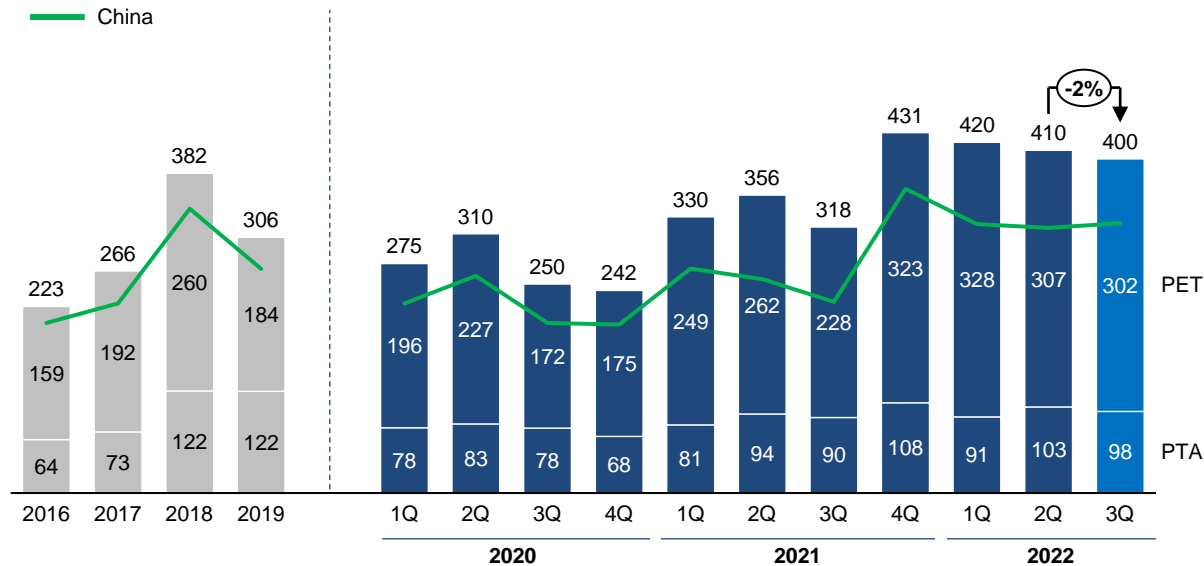
TOPICS FOR TODAY'S WEBCAST

- I. Financial Performance
- II. Product Circularity
- III. Outlook

INTEGRATED PET MARGINS

Asian Margins | Px / MEG to PET

(US\$/Ton)



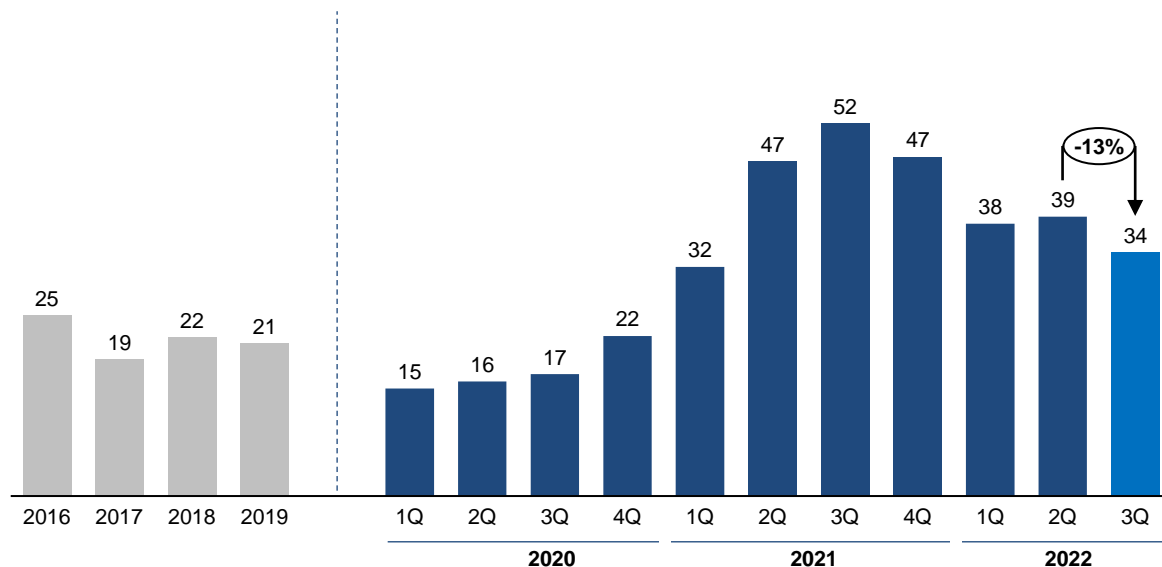
- Asian reference margins averaged US\$400/Ton, surpassing expectations for this quarter
- Asia-China spread decreased to US\$77/Ton as marine freight costs have been gradually returning to previous levels



POLYPROPYLENE MARGINS

NA Polypropylene Margins | PP to PGP

(cpp)



- PP reference margins decreased to 34 cpp (-13% QoQ) mainly due to lower demand towards quarter-end and new capacity in North America

3Q22 FINANCIAL HIGHLIGHTS

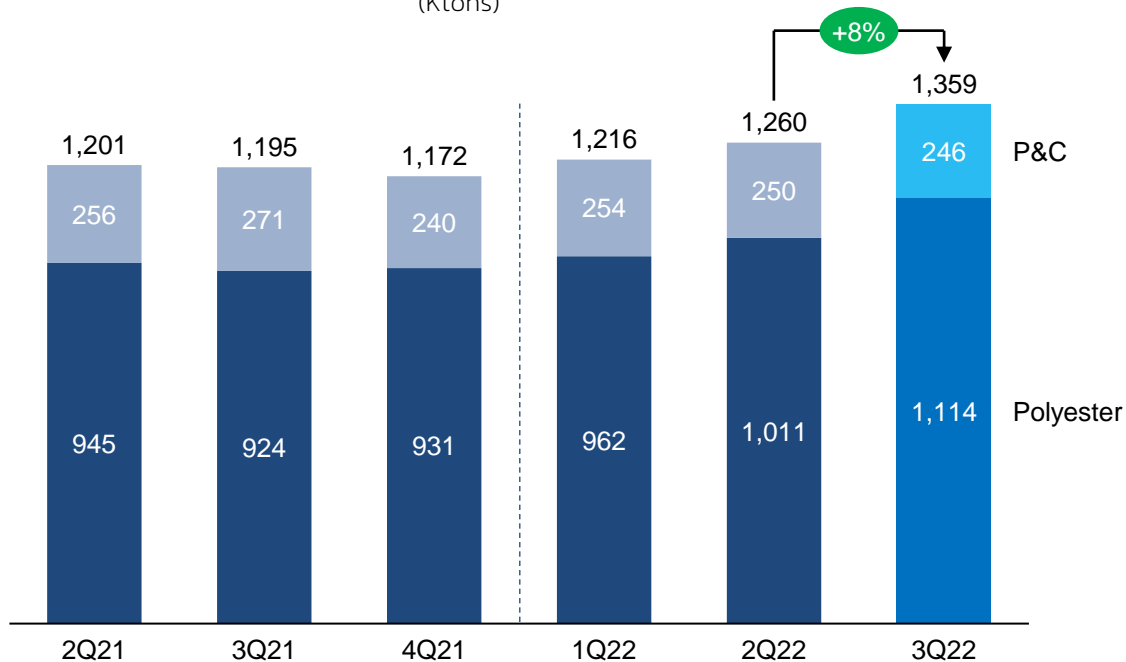
- **Volume** increased to **1.36M tons (+8% QoQ)**, due mostly to incremental volume from the newly incorporated PET Sheet and Resin business
- **Highest ever Comparable EBITDA of US\$424M (+15% QoQ)** mainly due to incremental EBITDA from the new business and higher-than-expected margins
- **Leverage remained** at **1.2x** this quarter
- Recovered **US\$22 million** in debt from **M&G Mexico** in 3Q22
- **Corpus Christi Polymers (CCP)** reinitiated construction in August, completion expected by **early 2025**



VOLUME EVOLUTION

Quarterly Sales Volume

(Ktons)

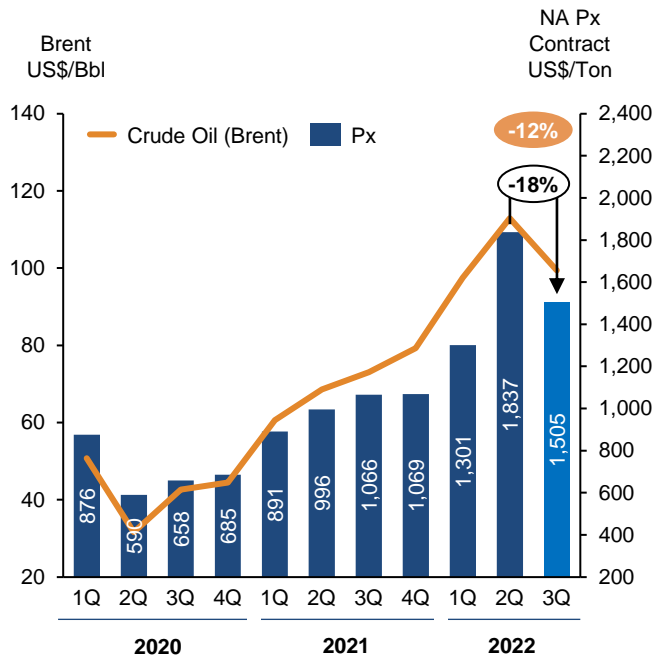


- Overall quarterly volume increased by 8% QoQ due mostly to incremental volume from the new PET business
- Polyester volume was 10% higher QoQ
- P&C volume decreased by 2% QoQ due to a slight decline in both PP and EPS volume

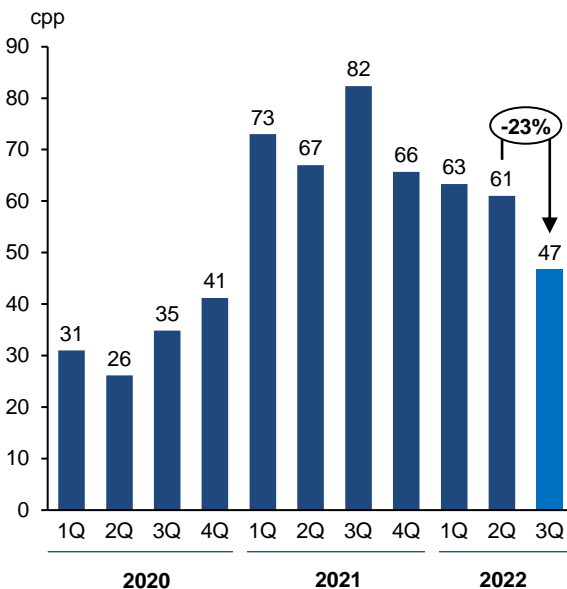


FEEDSTOCK COSTS

Crude Oil & Paraxylene



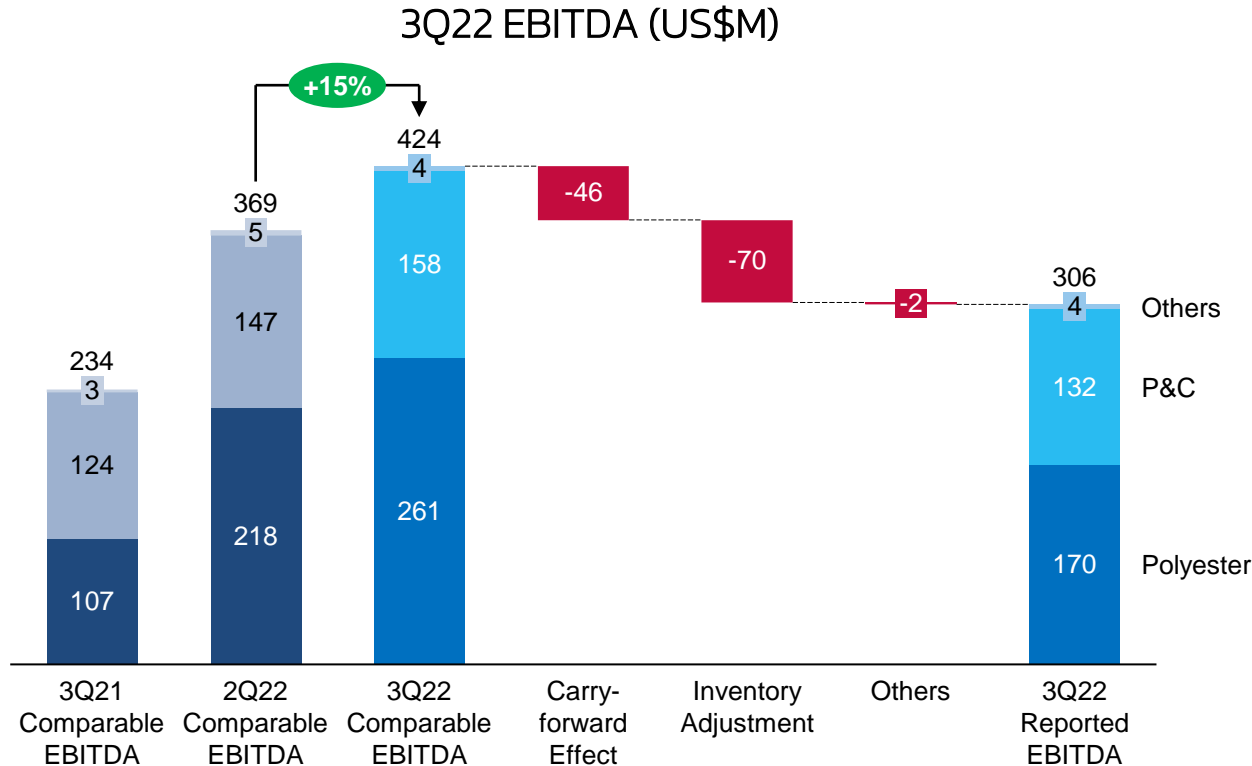
NA Propylene Contract Price



- Brent crude oil price decreased (-12% QoQ) due to a tighter macroeconomic environment
- Paraxylene price decreased (-18% QoQ) in line with crude oil
- Propylene prices declined gradually as demand weakened (-23% QoQ)



EBITDA BREAKDOWN

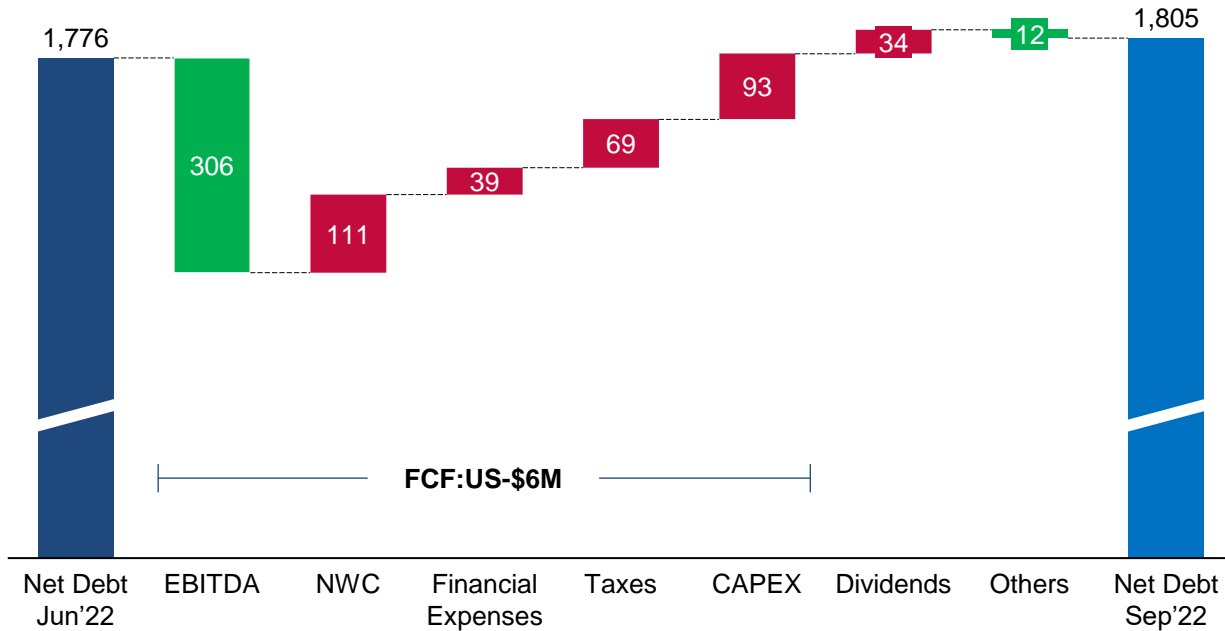


- Comparable EBITDA of US\$424M (+15% QoQ)
- Polyester Comparable EBITDA of US\$261M (+20% QoQ) from strong margins and volume
- Record P&C Comparable EBITDA of US\$158M (+8% QoQ)
- Combined inventory adjustment & carry-forward effect of US-\$116M as a result of declining raw material prices



FREE CASH FLOW GENERATION

Quarterly Free Cash Flow (US\$M)

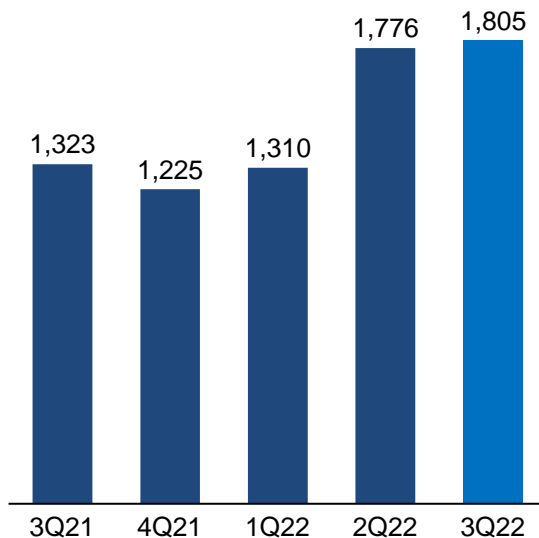


- Free Cash Flow of US-\$6M in 3Q22 as EBITDA was offset primarily by increased Net Working Capital and CAPEX
- Lower NWC impact in 3Q due mostly to lower raw material prices vs the previous quarter
- CAPEX of US\$93 mainly allocated to scheduled maintenance and a portion for CCP's construction

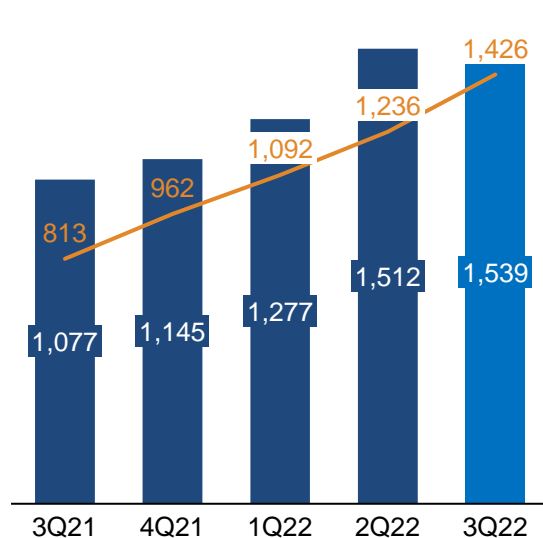


NET DEBT & LEVERAGE

Net Debt (US\$M)

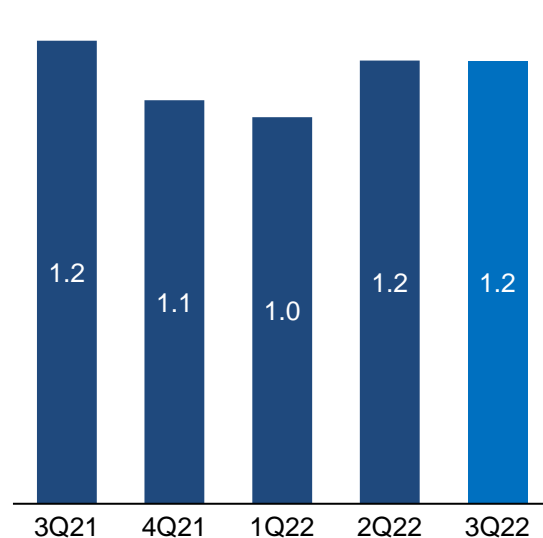


LTM EBITDA (US\$M)



— Comp. EBITDA

Net Debt/EBITDA (Times)



EPS CIRCULARITY



A clear plastic container filled with fresh green leafy vegetables, possibly lettuce or spinach, is the central focus. The leaves are vibrant green and appear to have some moisture on them. In the background, there is a blurred image of a red container, likely holding tomatoes, and a blue object, possibly a bag of produce. The overall scene suggests a fresh, healthy meal preparation.

OUTLOOK



JOSÉ DE JESÚS VALDEZ

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JOSÉ CARLOS PONS

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 alpek
APPENDIX

EXTRAORDINARY EFFECTS BREAKDOWN

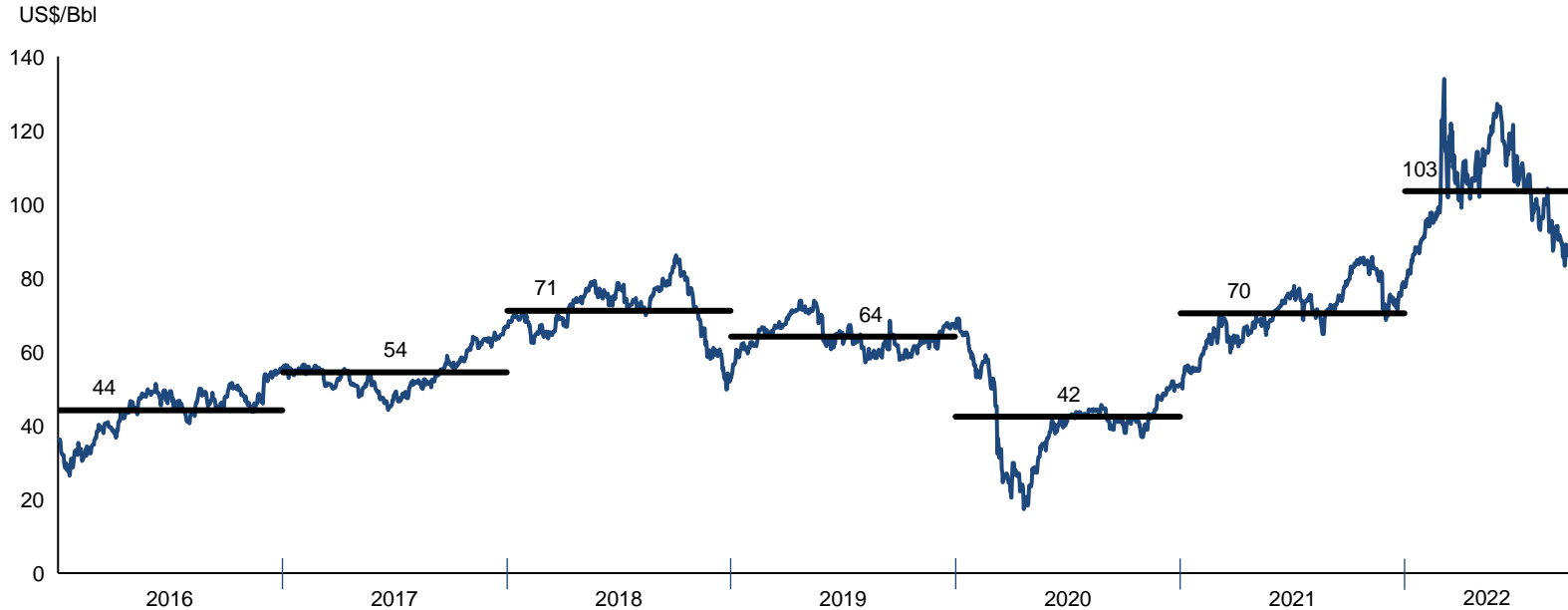
	2022				2021				Delta			
M dls	1Q	2Q	3Q	YTD	1Q	2Q	3Q	YTD	1Q	2Q	3Q	YTD
Reported EBITDA	456	507	306	1,270	324	273	279	876	132	234	27	393
Inventory Adjustment	(63)	(80)	70	(74)	(63)	(18)	(22)	(103)	(0)	(63)	92	30
Carry-forward	(66)	(73)	46	(93)	(58)	(29)	(21)	(109)	(8)	(43)	67	16
Others	6	15	2	22	0	(1)	(1)	(2)	6	16	3	24
Comparable EBITDA	333	369	424	1,126	203	225	234	662	130	144	190	463



RELEVANT REFERENCES | CRUDE OIL

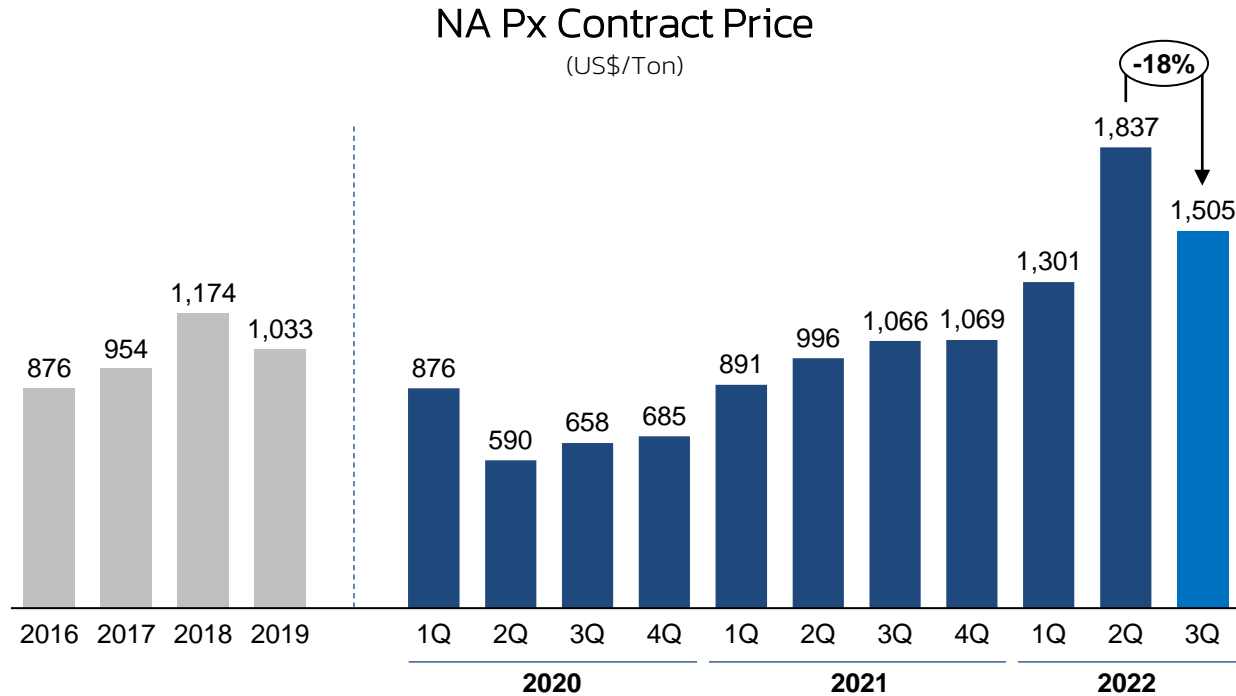
Prices decreased due to a tighter macroeconomic environment

Brent Crude Oil Price



RELEVANT REFERENCES | PARAXYLENE

Px prices decreased 18%, in line with crude oil

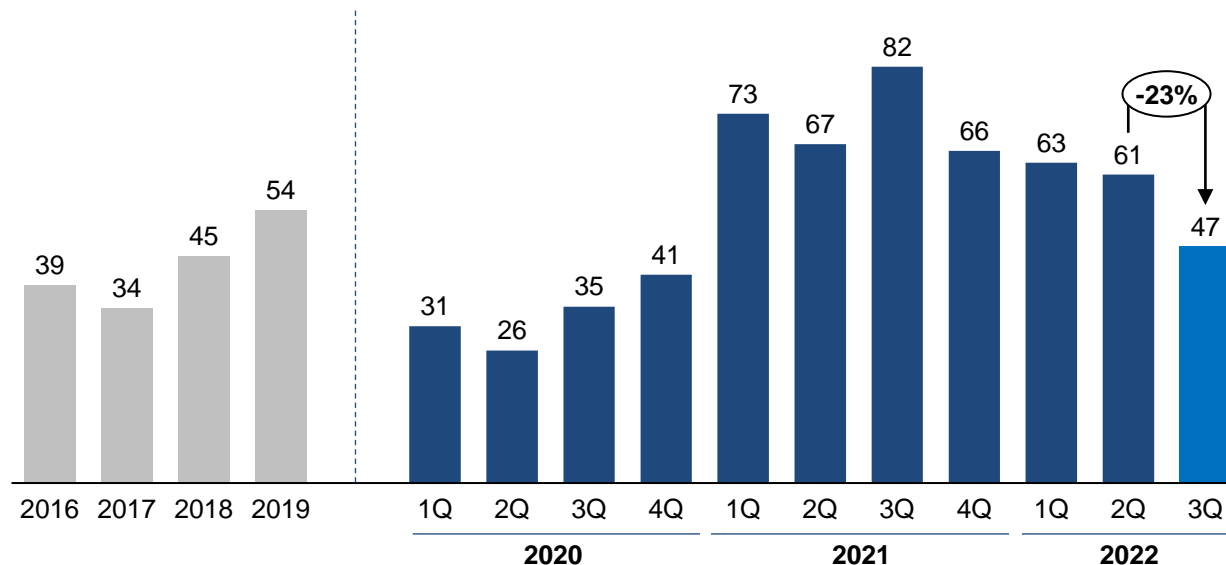


RELEVANT REFERENCES | PROPYLENE

Started to decline gradually as demand weakened

NA Propylene Contract Price | PGP

(cpp)

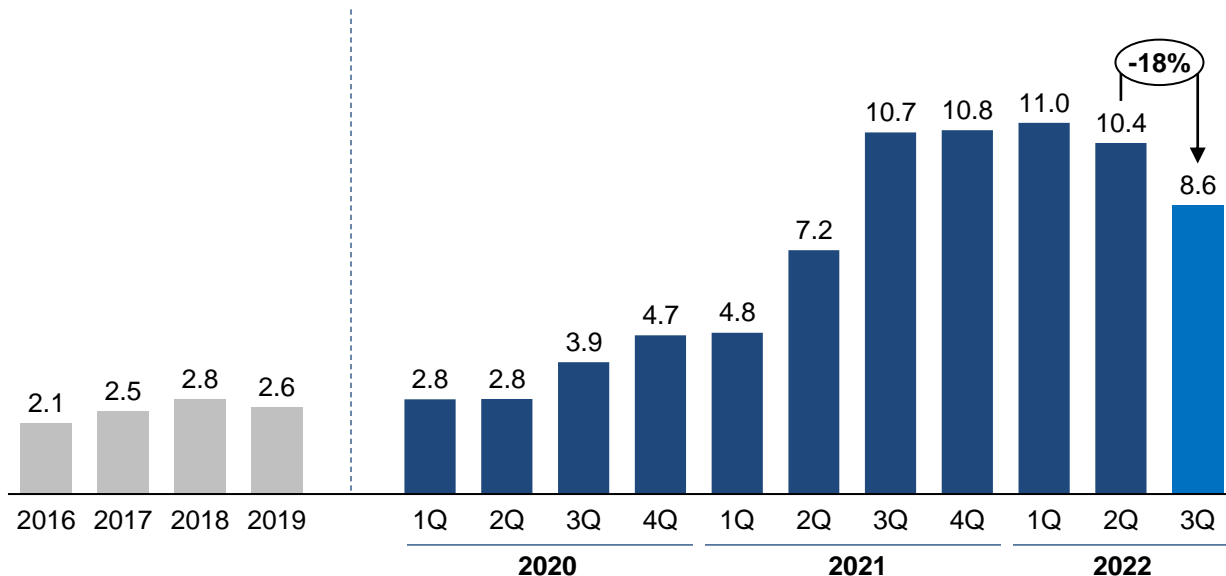


OCEAN FREIGHT PRICES

Starting to gradually decline to previous levels

Asia – USA Spot Ocean Freight Rate

(US\$/K/Container)



Note: Prices based on 20-foot containers with 24-ton capacity from Shanghai to U.S. East Coast.



FOR ADDITIONAL INFORMATION

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