



FOURTH QUARTER AND FULL YEAR 2023

Earnings Webcast



TODAY'S SPEAKERS



JORGE YOUNG
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TODAY'S AGENDA



- 1 Overview
- 2 Current Priorities
- 3 Financial Performance
- 4 Guidance & Outlook
- 5 Q&A

2023 REVIEW

1. Achieving structural cost reductions
2. Strengthening the balance sheet



2023 FINANCIAL HIGHLIGHTS

FREE CASH FLOW

\$408M

+269% YoY

NET WORKING CAPITAL

\$596M

+244% YoY

CAPEX \$277M

38%

Reduction from
Original Guidance

TOTAL VOLUME

4.64M TONS

-8% YoY

COMPARABLE EBITDA

\$734M

-47% YoY

TOTAL DEBT

\$1.73B

-7% YoY

1. STRUCTURAL COST REDUCTIONS

COST STRUCTURE IMPROVEMENT

ACTION

Footprint
Optimization

Organizational
Restructuring

Improved Power
Supply Agreements

Systems Efficiency
& Centers of Excellence

EFFECTIVE BY:

1Q24

2H24

1Q24

2025

IMPACT

Annualized Run-
Rate Savings

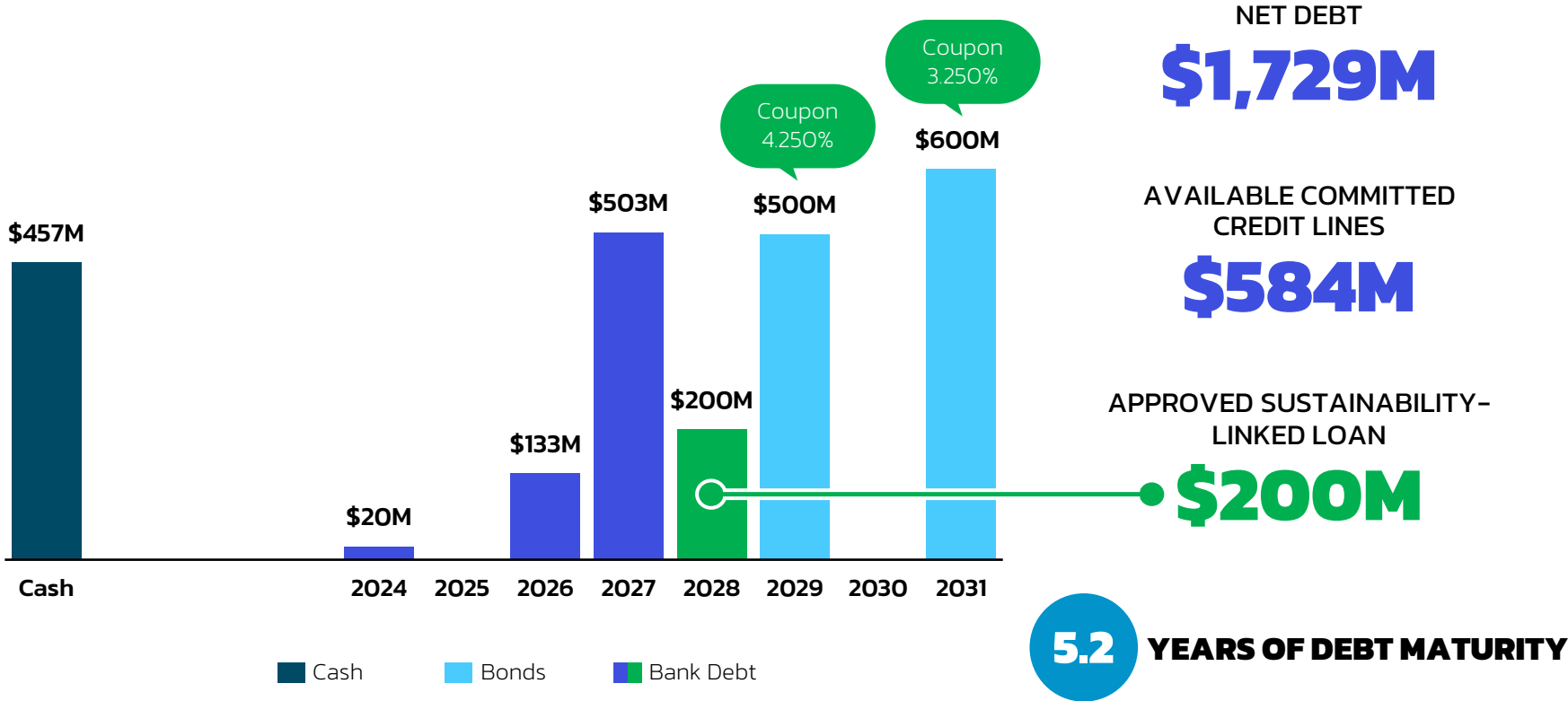
\$40M+

\$35M

\$75M+

Annualized Run-Rate Savings

2. STRENGTHENING THE BALANCE SHEET



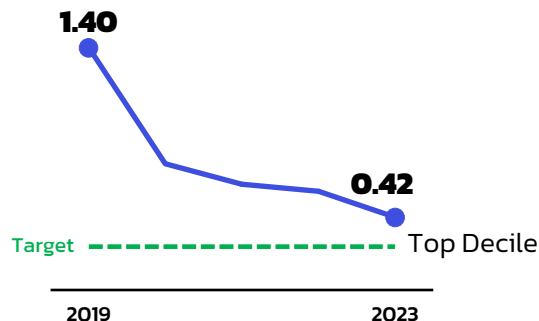
Consolidated Debt Profile (December 2023). All amounts in U.S. dollars unless otherwise noted.

3. REMARKABLE RESULTS IN ESG

SAFETY

TRIR

Total Recordable Incident Rate



0 Accidents

Across 12 Plants

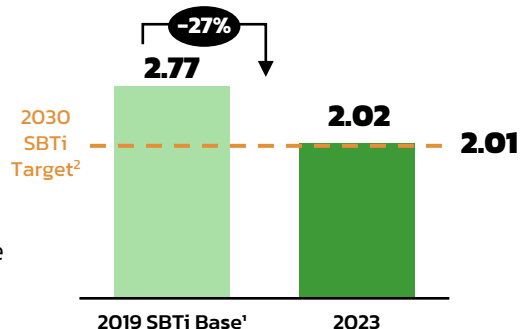
+1,300 Days

Without Accidents in PP Business

ENVIRONMENT

SBTi³ CO₂

Scope 1 & 2 Emissions (MTons)



27%

CO₂ Emissions Reduction

27%

of our electricity consumption
comes from carbon-free energy

OTHER

6

Recycled + biobased
products

+17%

Recycled PET
volume

21%

of the Board of Directors
are women



In support of

**WOMEN'S
EMPOWERMENT
PRINCIPLES**

Established by UN Women and the
UN Global Compact Office

(1) Figures include Octal emissions.

(2) Considers 27.5% CO₂ reduction

(3) Science Based Targets initiative



FINANCIAL RESULTS

4Q23 FINANCIAL HIGHLIGHTS

VOLUME

1.1M TONS

-7% QoQ

- Influence from Asian imports
- Demand slowdown from seasonality and oversupply

COMPARABLE EBITDA¹

\$167M

+5% QoQ

- Higher PET and EPS reference margins
- Lower feedstock costs in NA
- Lower spread in Px prices

OTHER

- Net working capital \$163M from inventory management optimizations
- CAPEX of \$112M comprised of scheduled maintenance, CCP costs, and a \$28M earnout from Octal



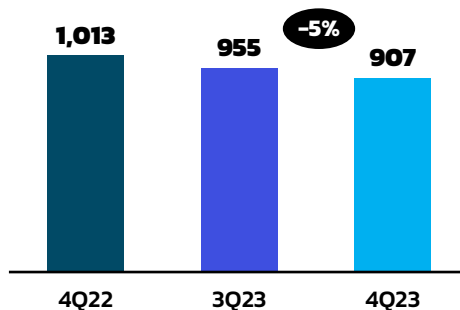
All amounts in U.S. dollars unless otherwise noted.

(1): In line with our standard practices, these figures consider hyperinflation and currency devaluation as extraordinary effects, given their non-cash nature.

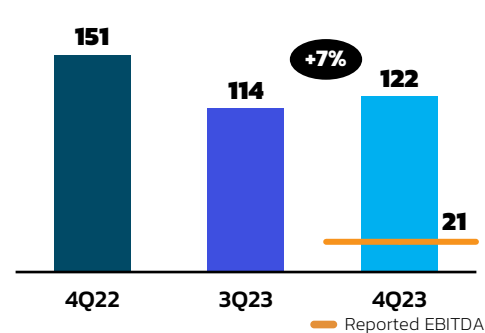
POLYESTER

- Volume continued to see impact from Asian imports
- Lower feedstock cost and a more favorable spread between North American and Asian prices
- Asian integrated PET reference margins increased 5%

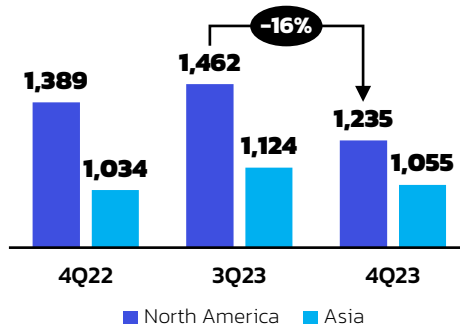
VOLUME



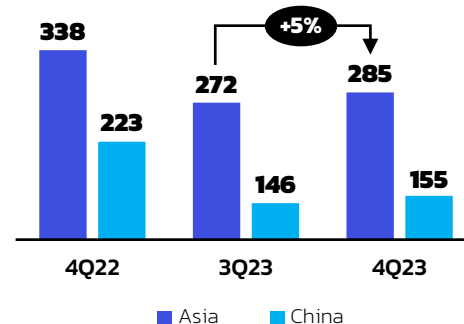
COMPARABLE EBITDA



FEEDSTOCK COSTS



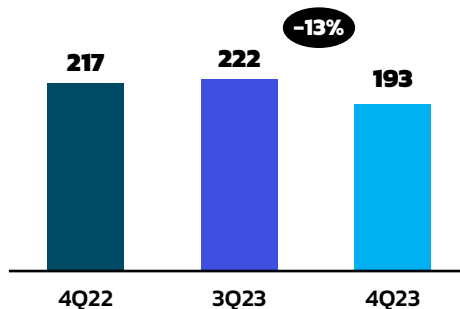
REFERENCE MARGINS



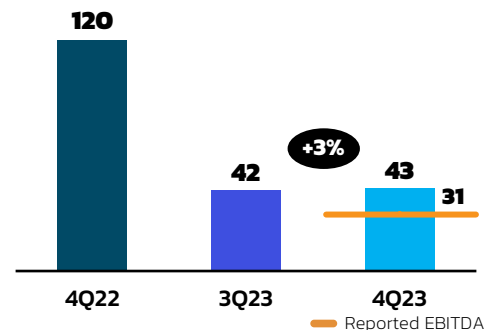
PLASTICS & CHEMICALS

- Sluggish demand in PP amid seasonality and supply dynamics in the region
- Continued pressure from Asian imports in EPS
- Higher EPS reference margins offset Polypropylene feedstock costs

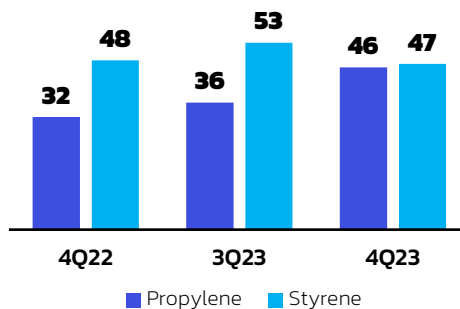
VOLUME



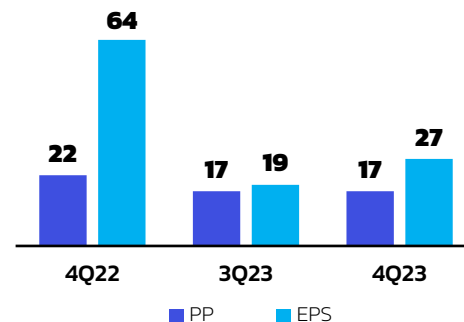
COMPARABLE EBITDA



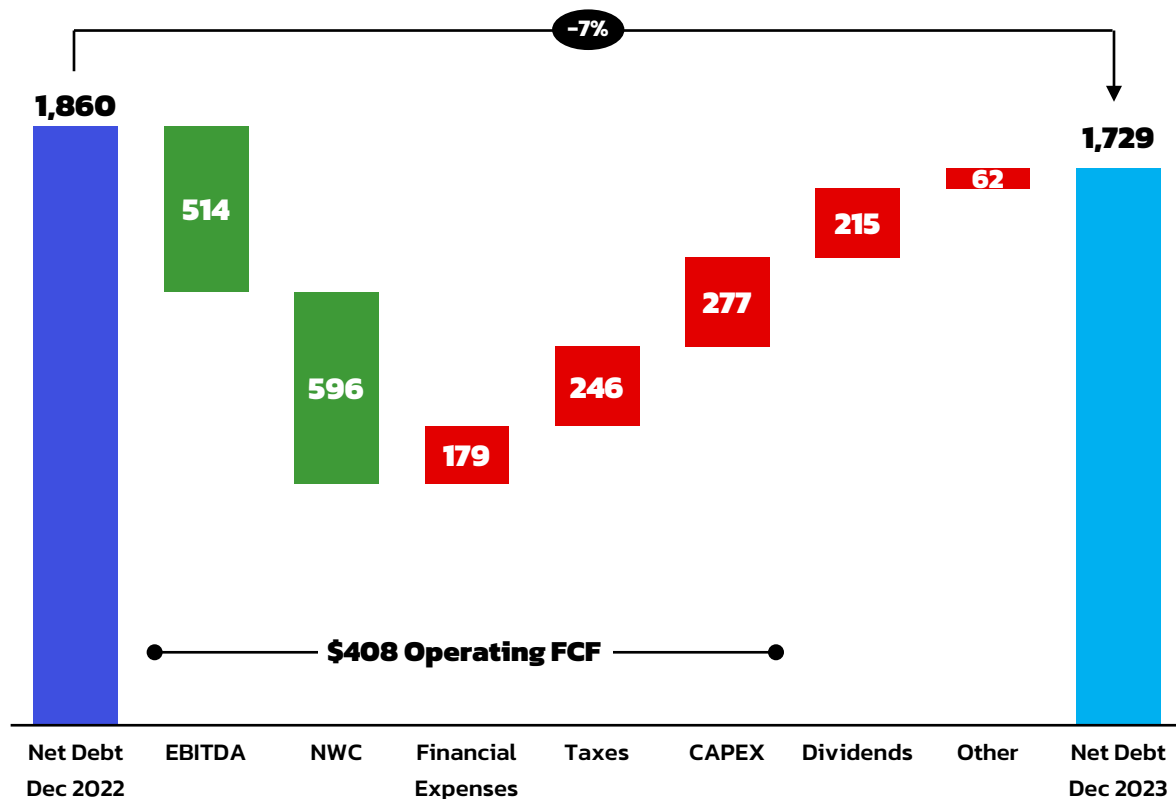
FEEDSTOCK COSTS



REFERENCE MARGINS



FREE CASH FLOW GENERATION



\$596M NWC

Mainly due to inventory management and lower raw material prices

\$277M CAPEX

Scheduled maintenance and CCP construction

\$408M Op. FCF

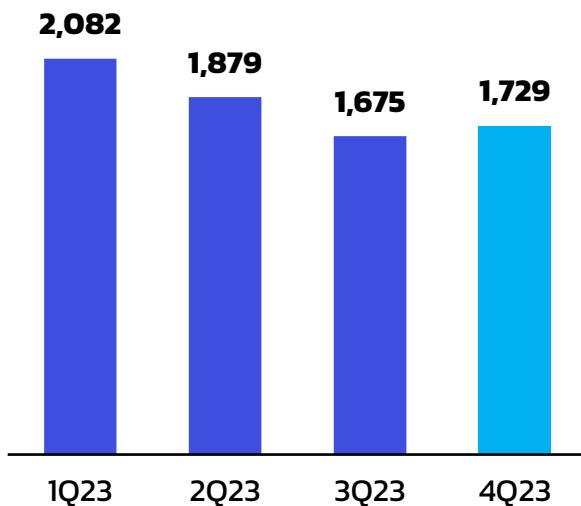
\$131M

Net debt reduction

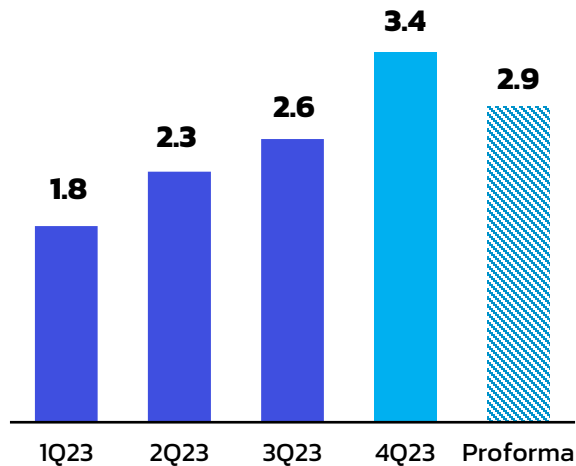
All amounts in millions of U.S. dollars unless otherwise noted.

NET DEBT & LEVERAGE

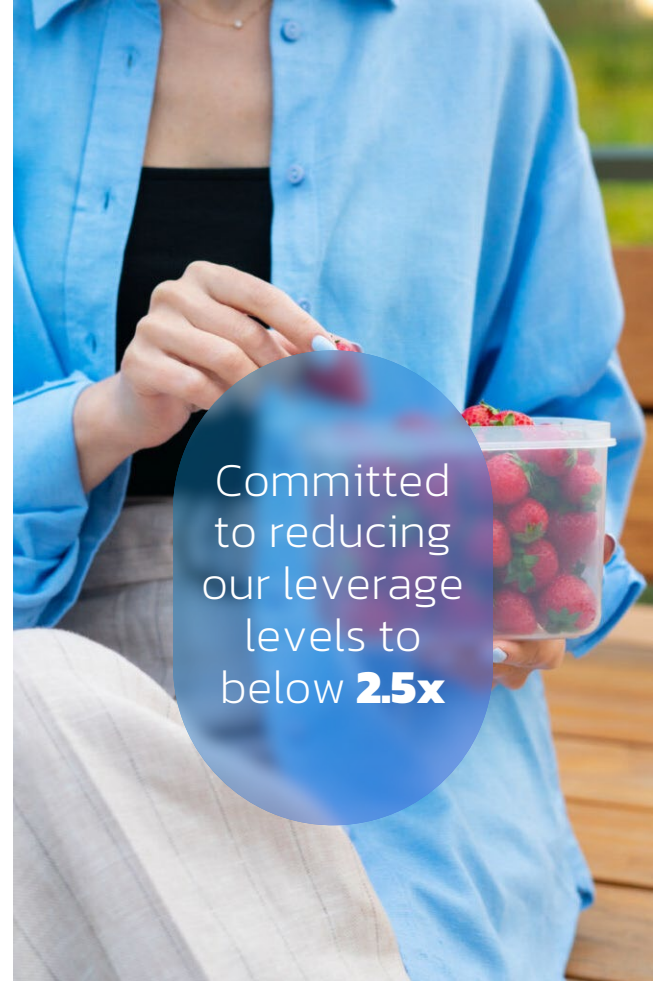
Net Debt



Leverage (Times)



All amounts in millions of U.S. dollars unless otherwise noted



Committed
to reducing
our leverage
levels to
below **2.5x**

LOOKING AHEAD

1. Achieving structural **cost reductions**
2. Capitalize our **position** as a **domestic supplier**
3. Maximizing **cash flow** and further strengthening the **balance sheet**



2024 GUIDANCE

		METRICS	UNITS	2024 GUIDANCE	2023	CHANGE (% VS. 2023)
MARKET		Asia PTA/PET Margin	US\$/Ton	270	308	-12%
		China PTA/PET Margin	US\$/Ton	170	187	-9%
		Polypropylene Margin	CPP	16	17	-12%
FINANCIALS		Volume	Mtons	4.8	4.6	+4%
		Net Sales	US\$B	7.80	7.76	+1%
		Comparable EBITDA ¹	US\$M	600	734	-18%
		CAPEX	US\$M	200	277	-28%

(1) Excludes inventory adjustments and carry-forward effects



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