



FIRST QUARTER 2024

Institutional Presentation

APRIL 2024





INDEX

ALPEK AT A GLANCE

STRATEGY AND COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

RELEVANT EVENTS

THE CASE FOR PET

APPENDIX

ALPEK HOLDS LEADING POSITIONS ACROSS TWO MAIN SEGMENTS

PTA, PET resin, & rPET

65%
EBITDA



POLYESTER

PET Sheet

Expandable Styrenics
(EPS & ARCEL®)

**PLASTICS &
CHEMICALS**

34%
EBITDA



Polypropylene
(PP)

Specialty Chemicals
& Fertilizers

PET

#1

Americas

#2

Worldwide



#1 PTA & rPET

in the Americas

Only PP

*producer in
Mexico*



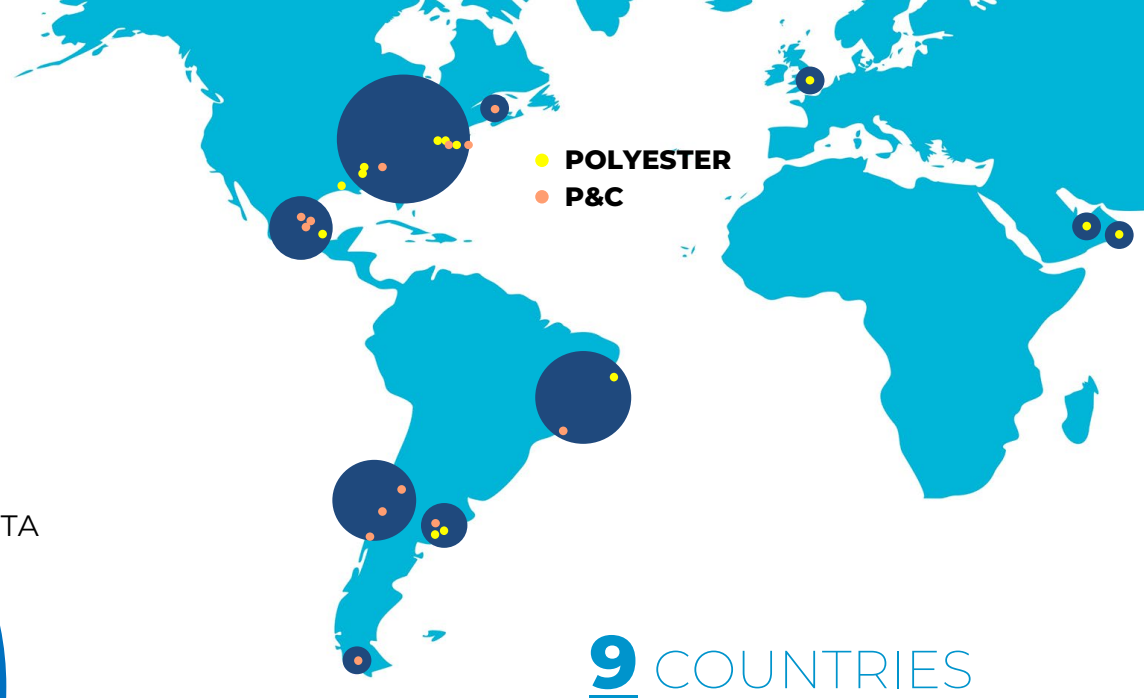
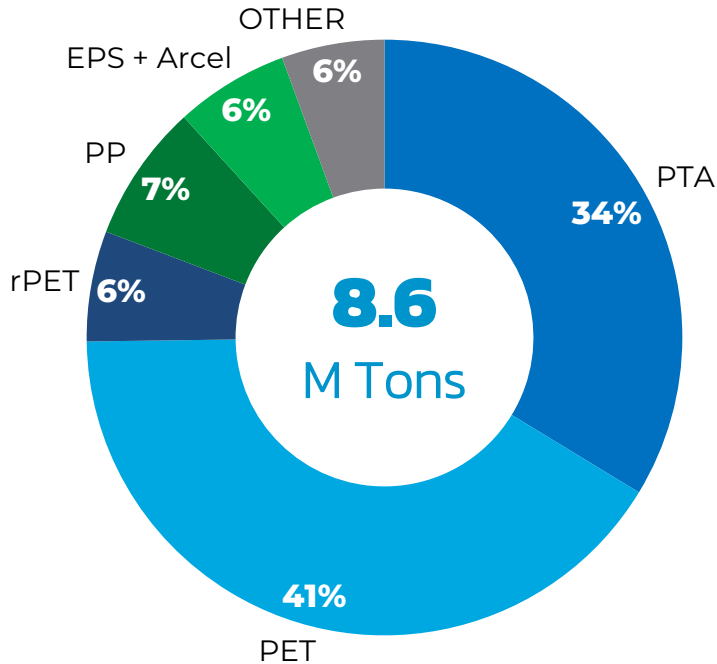
#1 EPS

in the Americas



OUR GLOBAL FOOTPRINT

TOTAL CAPACITY BY PRODUCT



9 COUNTRIES

33 PLANTS

+5,600 EMPLOYEES
WORLDWIDE



INDEX

ALPEK AT A GLANCE



STRATEGY & COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

RELEVANT EVENTS

THE CASE FOR PET

APPENDIX

INVESTMENT THESIS

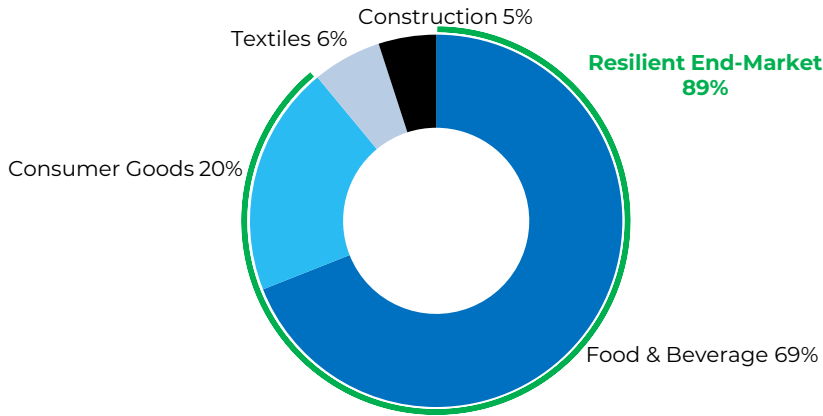
- **Leadership** Polyester & EPS position in the Americas
- **Resilient** consumer-oriented products
- **Continuous** growth through strategic acquisitions
- **Unique** and **efficient** technologies to produce high-end products
- **Focused and clear strategy** led by experienced leadership
- **Strong** ESG **performance** and progress



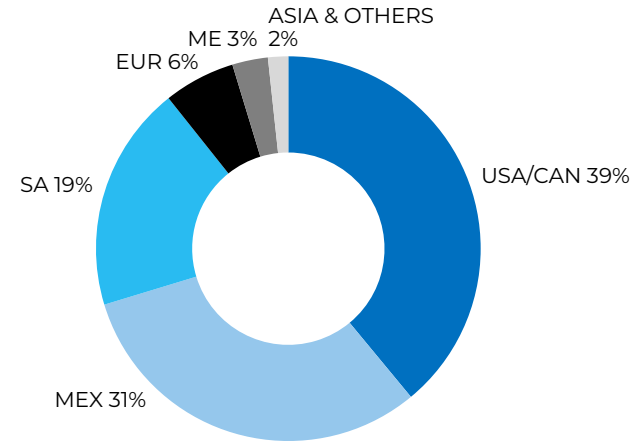
RESILIENT END-MARKETS ACCOUNT FOR 89% OF VOLUME

95% of sales are dollar-based

Volume by Industry 2023



Sales Geography 2023



Food



Beverage



Personal Care



Home Products



Sample End Users by Industry



GROWTH THROUGH KEY STRATEGIC ACQUISITIONS

OPERATIONS

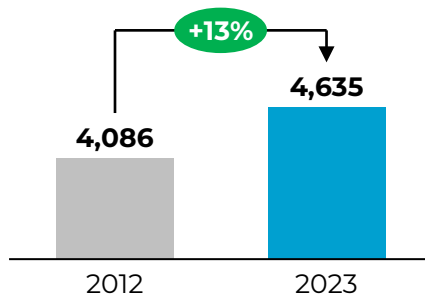
2012
20 sites
3 countries



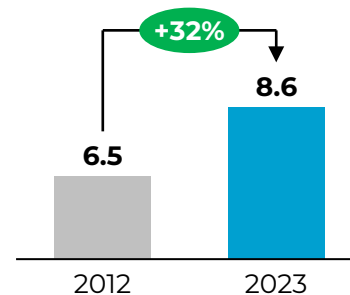
2023
33 sites
9 countries



SALES VOLUME (KTONS)



TOTAL CAPACITY (MTONS)



2012



IPO (BMV)

2015-2016



BASF

Styrenics acquisition (North & South America)

2018



PQS

Polyester acquisition (Brazil)

2019



PET acquisition (UK)
rPET acquisition (USA)

2020



NOVA Chemicals

Styrenics acquisition (USA)

2021



rPET acquisition (USA)

2022



OCTAL

PET resin & sheet acquisition (ME/USA)



LONG-TERM STRATEGY BASED ON 3 KEY PILLARS

1 STRENGTHEN CORE BUSINESS



Global Cost Improvement

Zero-Based Budgeting & process innovation (Mainly Operations, Logistics & SG&A)



Value-added Products

Shift to products with higher margins & barriers to entry (PET, Copolymers and others)



Footprint Optimization

Ensure global production grows across optimal sites & logistic networks

2 CAPTURE ESG-RELATED OPPORTUNITIES



Foster Product Circularity

Increase mechanical (PET) & chemical recycling (PP, EPS) capacity through organic growth, M&A and Open Innovation to reach ESG goals. Offer biodegradable alternatives for EPS & PP

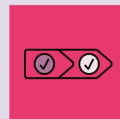


Value-Creation in CO2 Emissions Reduction

Pursue opportunities & participate in new markets associated with reaching carbon neutrality before 2050 (Renewable energy, Green hydrogen, CO₂ capture, Carbon offsetting)

GROWTH CATALYSTS

3 STRATEGIC & FOCUSED GROWTH



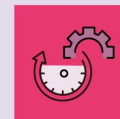
Value Chain Integration

Grow capacity selectively & integrate into value chain (Px, EPS)



Product Innovation

New products & business lines (Natural Gas Commercialization, Biovento® & others)



M&A Opportunities

Seize opportunistic growth focused on synergies and geographic diversification

MANAGEMENT WITH 25+ YEARS AVERAGE EXPERIENCE

Clear strategy & culture of empowerment ensure efficient operations



Jorge Young
CEO (34)



José Carlos Pons
CFO (28)



Teresa Quintero
CHRO (14)



Alejandro Llovera
President
Polyester (39)



Alejandro Alanis
President
Polypropylene (25)



Andreas Plettner
President
EPS (22)



David Coindreau
President
Chemicals (17)



Roberto Blanco
President
Natural Gas (21)



INDEX

ALPEK AT A GLANCE

STRATEGY & COMPETITIVENESS



FINANCIAL RESULTS

ESG PROGRESS

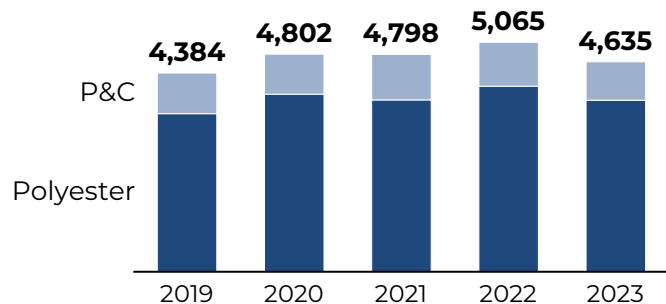
RELEVANT EVENTS

THE CASE FOR PET

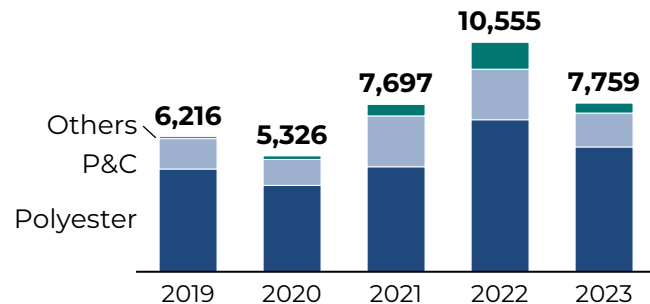
APPENDIX

FINANCIAL RESULTS

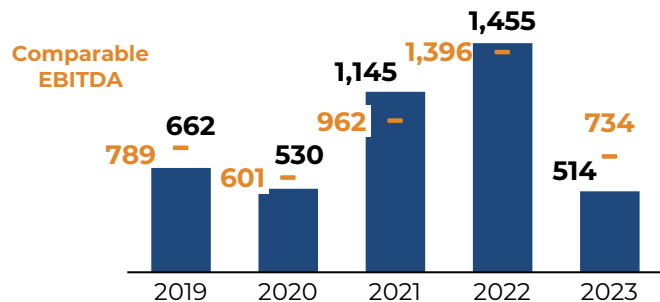
Sales Volume (KTon)



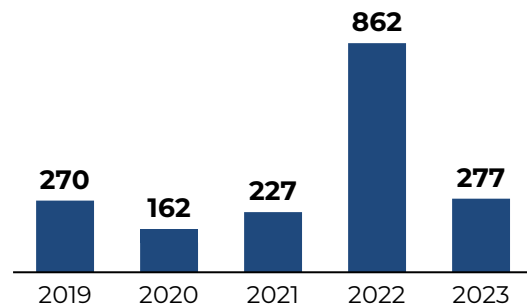
Revenues (US\$M)



Reported EBITDA (US\$M)



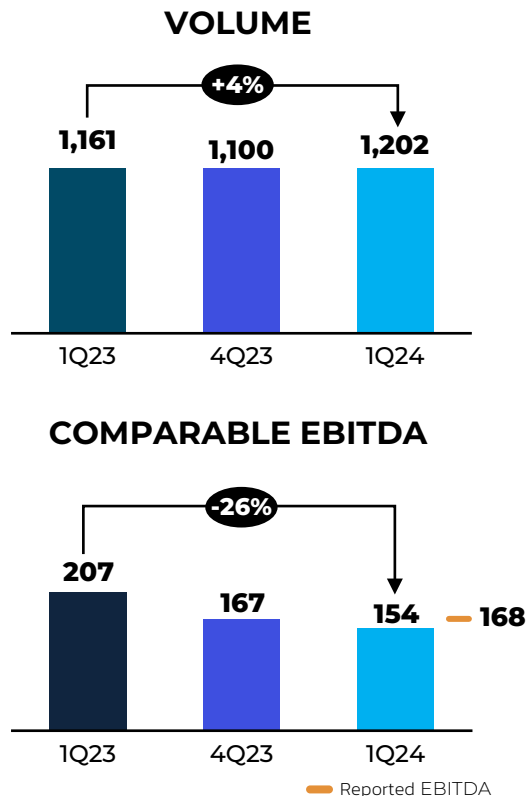
CAPEX (US\$M)



1Q24 FINANCIAL RESULTS

VOLUME
1.2M TONS
+4% YoY | +9% QoQ

COMPARABLE EBITDA¹
\$154M
-26% YoY | -8% QoQ



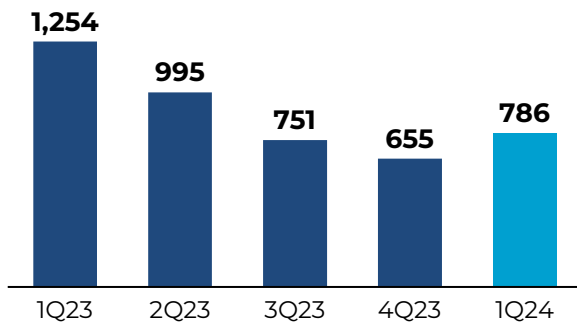
- In line with Guidance
- Improved volume, particularly for Polyester
- Reference margins
 - PET: Stable
 - P&C: Lower
- Higher feedstock costs due to supply disruptions

• Volume in kttons, Comparable EBITDA in US\$M

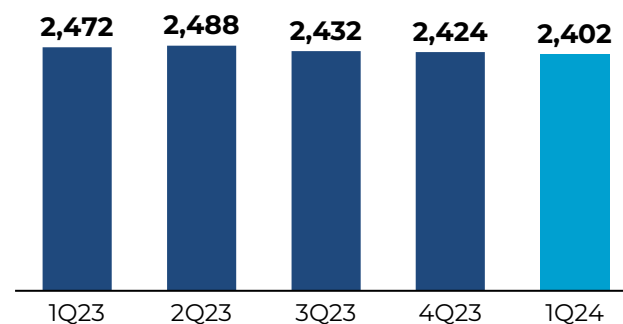
• (1): This figure no longer consider hyperinflation and currency devaluation as extraordinary effects.

BALANCE SHEET ACCOUNTS

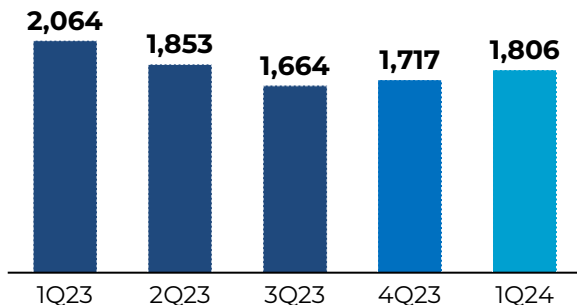
Net Working Capital (US\$M)



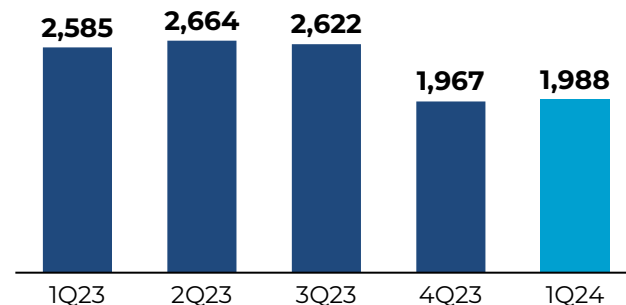
Property, Plant and Equipment (US\$M)



Net Debt (US\$M)

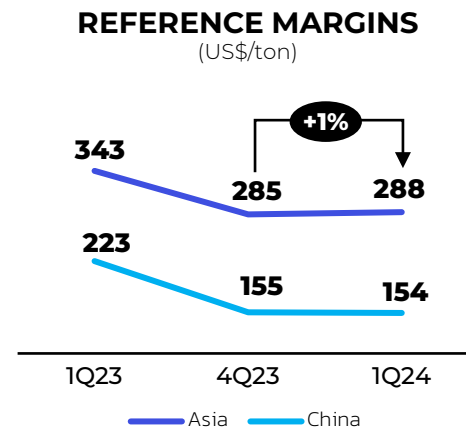
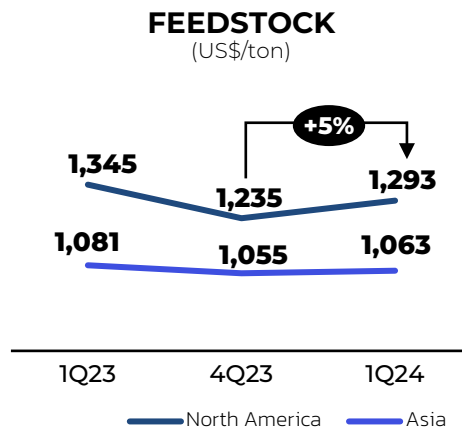
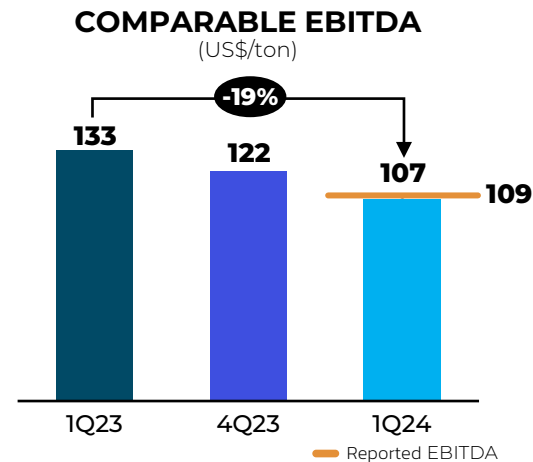
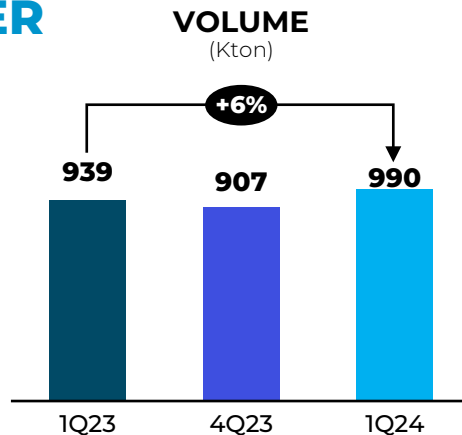


Stockholders' Equity (US\$M)



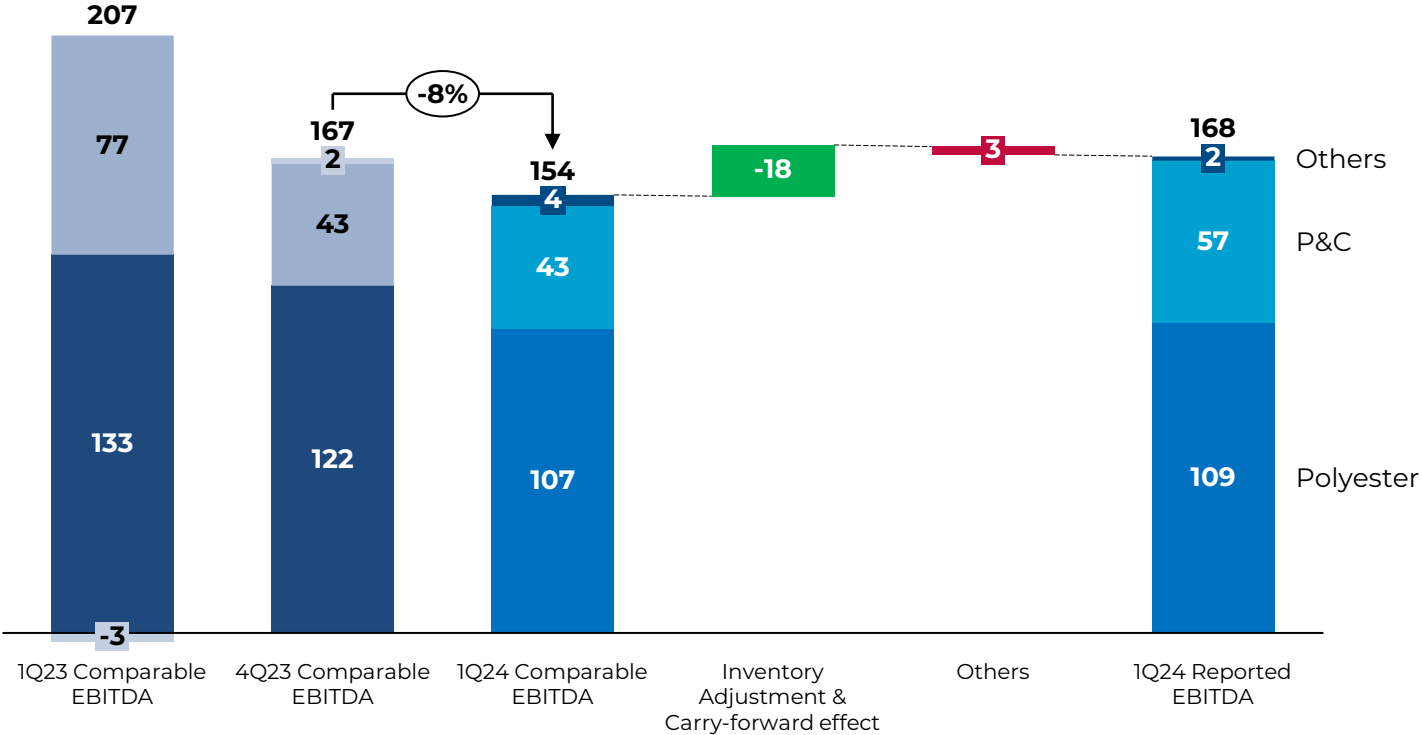
1Q24 RESULTS: POLYESTER

- Volume recovered from customers anticipating heightened demand
- Higher feedstock cost & increased Px disconnection
- PET reference margins increased from all-time low in 3Q23



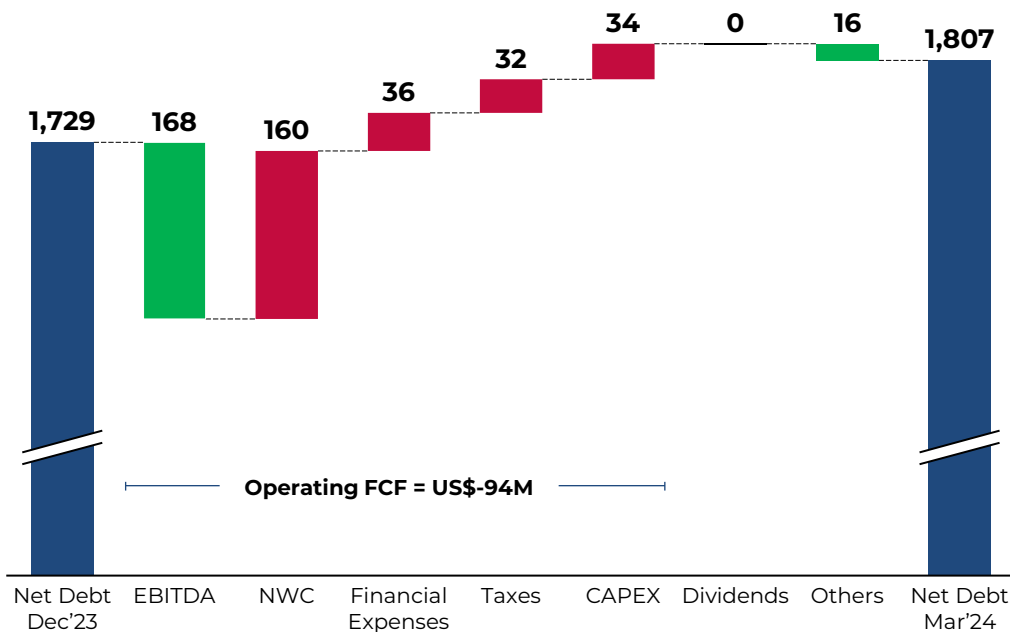
EBITDA BREAKDOWN

1Q24 EBITDA (US\$M)



FREE CASH FLOW GENERATION

FCF YTD (US\$M)



NWC

Higher raw material prices

-\$160

CAPEX

Mainly from scheduled maintenance

\$34

INCOME TAX

Favorable reduction expected from last year's figures

\$32

(YTD US\$M)

ND / EBITDA

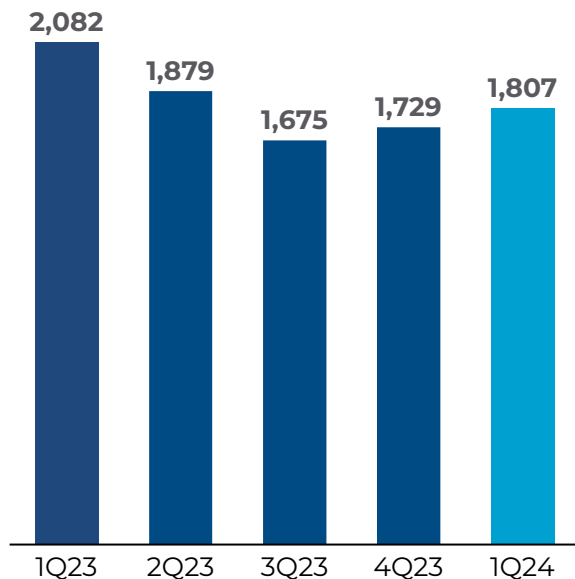
3.4

3.7

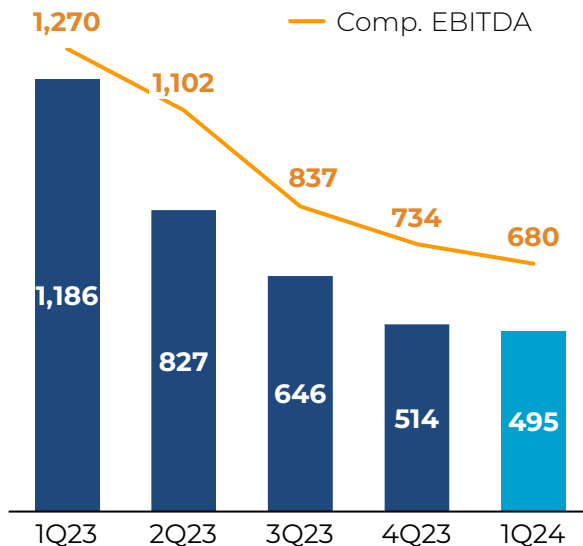


NET DEBT & LEVERAGE

Net Debt (US\$M)



LTM EBITDA (US\$M)



Committed to reaching the **2.5x** target year-end

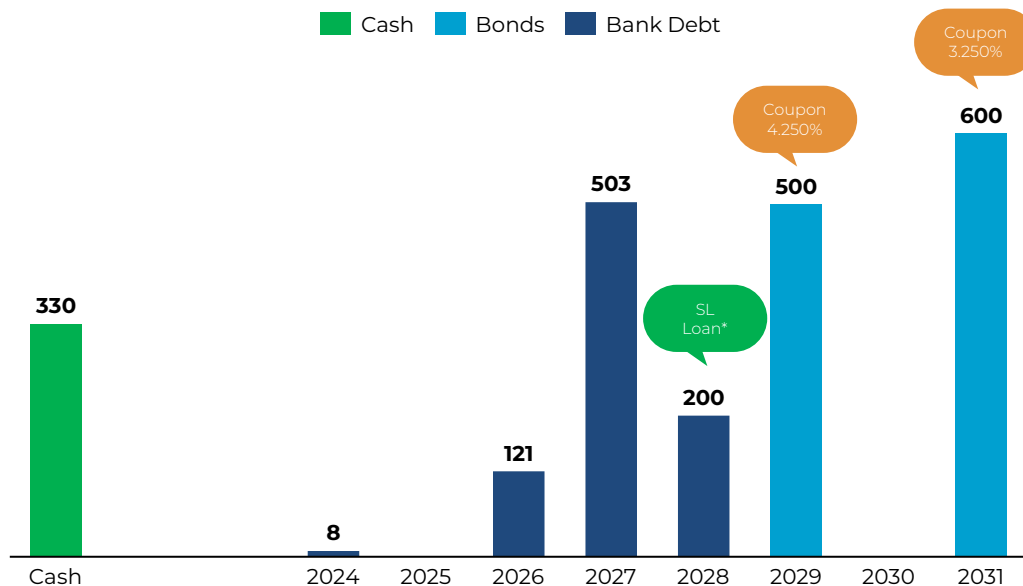
3.7

ND / EBITDA



HEALTHY BALANCE SHEET

Consolidated Debt Profile (Mar. 2024) (US\$M)



5.0 YEARS OF DEBT MATURITY

Solid Credit Ratings

	RATING:	OUTLOOK:
MOODY'S	Baa3	Stable
Fitch Ratings	BBB-	Stable
S&P Global Ratings	BBB-	Stable

Net Debt: US\$1,807M

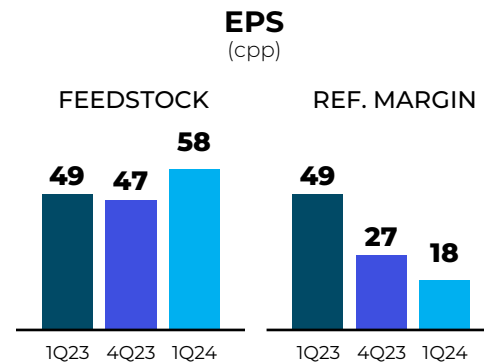
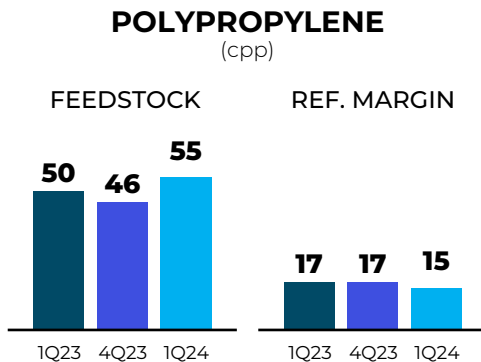
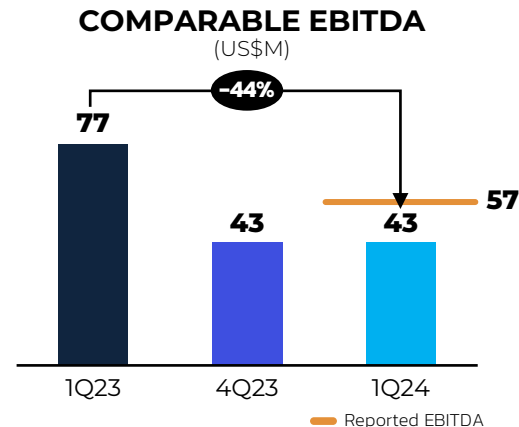
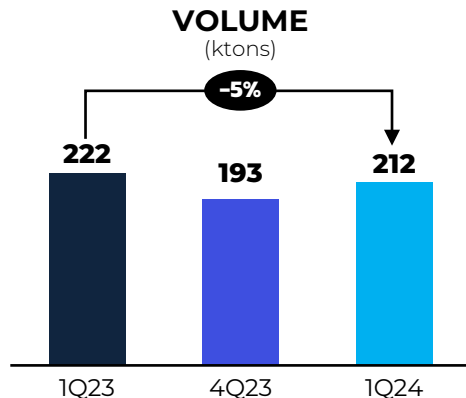
Gross Debt: US\$2,137M

Available Comm. Credit Lines US\$586M

Note: *First sustainability-linked loan
99% of Debt denominated in USD

1Q24 RESULTS: PLASTICS & CHEMICALS

- Volume recovered vs 4Q23. Down YoY as some industries are still under pressure
- Higher feedstock costs led to a decrease in average reference margins





INDEX

ALPEK AT A GLANCE

STRATEGY & COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

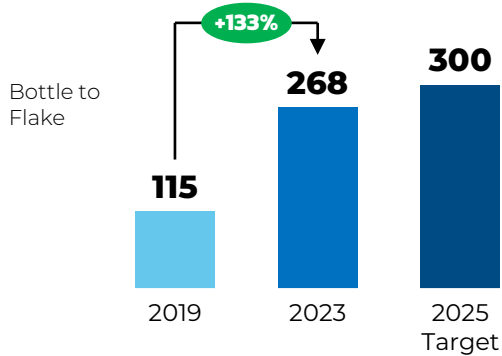
RELEVANT EVENTS

THE CASE FOR PET

APPENDIX

SIGNIFICANT PROGRESS TOWARDS OUR MAIN ESG TARGETS

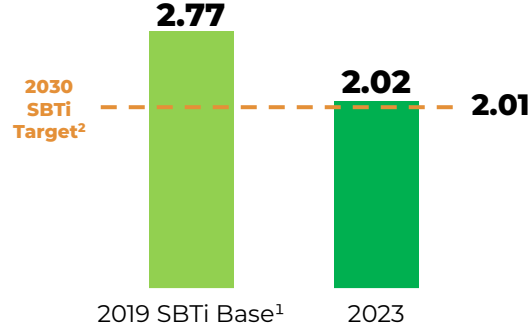
rPET CAPACITY (KTA)



+17%

Recycled PET volume

SBTi CO₂ Scope 1 & 2 Emissions (MTons)



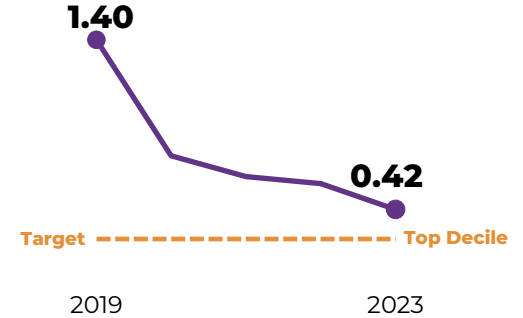
27%

CO₂ Emissions Reduction

27%

of our electricity consumption comes from carbon-free energy

SAFETY (TRIR)



0 Accidents

Across 12 Plants

+1,300 Days

Without Accidents in PP Business

(1) Figures include Octal emissions

(2) Considers 275% CO₂ reduction.

OUR EFFORTS LEAD TO GREAT RESULTS

RATINGS AND PERFORMANCE¹



Climate Change

B ●

Water

B- ●

Supply Chain

B- ●



Risk Rating

20 ●

-19

Chemical Risk Percentile

7 ●

-55



CSA Rating

59 ●

+27

Chemical Percentile

94 ●

+63



ESG RECOGNITION



Categoría Gobernanza

S&P Dow Jones Indices

A Division of **S&P Global**

Total Mexico ESG Index

Institutional Investor

3rd in its segment



In support of

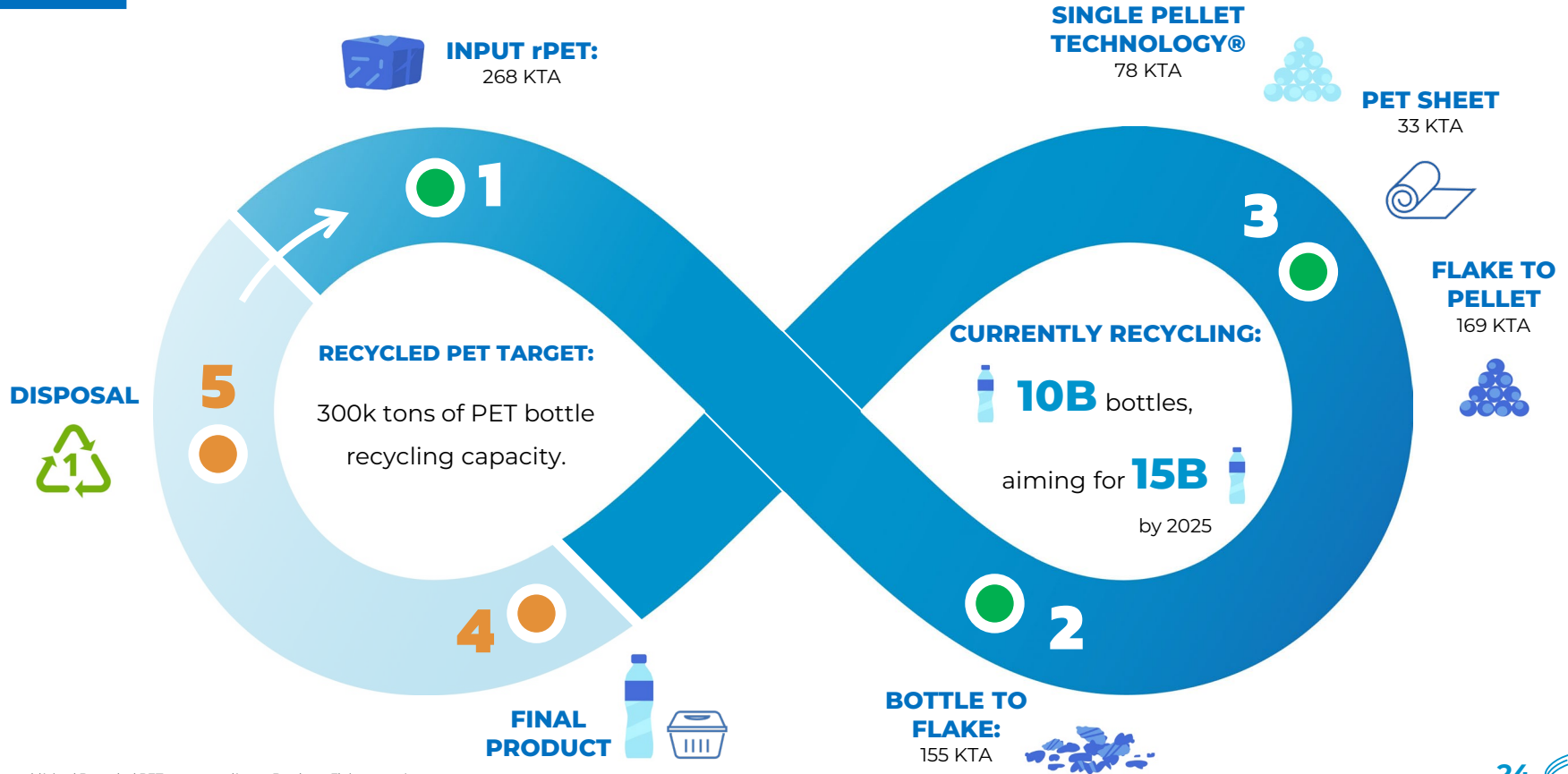
WOMEN'S EMPOWERMENT PRINCIPLES

Established by UN Women and the UN Global Compact Office



(1) Results as of 2023, change vs. 2019.

ALPEK HOLDS LEADING POSITION IN rPET IN THE AMERICAS



Note: The established Recycled PET target applies to Bottle to Flake capacity Alpek's output capacity

LEADING THE WAY IN EPS RECYCLING

Today we already have:

RECYCLED AND DEGRADABLE EPS SOLUTIONS*

PLANS TO CONTINUE BUILDING RECYCLED CAPACITY

PARTNERSHIPS TO IMPROVE EPS COLLECTION (cyclyx)

PRODUCTS CERTIFIED COMPILING GLOBAL SUSTAINABILITY AND CIRCULARITY STANDARDS:



ISCC PLUS:

Certified to offer 4 EPS products with 100% Biobased raw material



SCS (RECYCLED CONTENT):

Certified to offer a minimum of 5% recycled content for Arcel® and 25% for rPEK

TARGET:

"Alpek commits to grow its long-term usage and sustainable applications for EPS, work on biodegradable alternatives, and increase recycling content in select products to at least 30% by 2030."

NEW PRODUCT: BIOVENTO®

Organic bio-based fertilizer produced with microorganisms

4 QUALITY PROPERTIES:

- Turns nitrogen in the air into nutrients that plants easily absorb
- Increases crop production and quality with fast-assimilating nitrogen (100% yield)
- Produces 100% healthy and natural products
- Certificate approved to use for safety in cropping regulations

Biovento® received all necessary government approvals to begin commercialization in 2024.





INDEX

ALPEK AT A GLANCE

STRATEGY & COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

RELEVANT EVENTS

THE CASE FOR PET

APPENDIX

COST STRUCTURE IMPROVEMENT

80% PROGRESS TOWARDS GOAL

ACTION:	Footprint Optimization	Improved Power Supply Agreements	Organizational Restructuring	Systems Efficiency & Centers of Excellence
EFFECTIVE BY:	1Q24	1Q24	2H24	2025+
EXECUTION:	Completed	Completed	On-track	On-track

\$60M
Achieved by 1Q24



\$75M
by 2H24



INDEX

ALPEK AT A GLANCE

STRATEGY & COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

RELEVANT EVENTS

 **THE CASE FOR PET**

APPENDIX

IT'S IMPORTANT TO KNOW: NOT ALL PLASTICS ARE THE SAME



PET is #1 for a reason

- 1 100% RECYCLABLE
- 2 RECYCLED AT HIGH RATES
- 3 ONLY PLASTIC THAT CAN BE REMADE BACK TO ITS ORIGINAL PURPOSE

HOWEVER, THEY ALL GET BUNDLED TOGETHER,
SO LET'S BUILD THE CASE FOR PET!



SO MUCH MORE THAN JUST BOTTLES

PET IS A BIG PART OF OUR LIVES AND IS PRESENT
IN MANY OF THE THINGS WE USE EVERY DAY

You can easily identify PET products, just look for the !

WATER BOTTLES



PERSONAL CARE
PACKAGING



SAFETY GOGGLES



SODA BOTTLES



JACKETS



ANTIBACTERIAL GEL BOTTLES



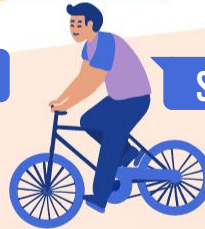
FACEMASKS



FRUIT PACKAGING



SPORT SHIRTS



JUICE BOTTLES

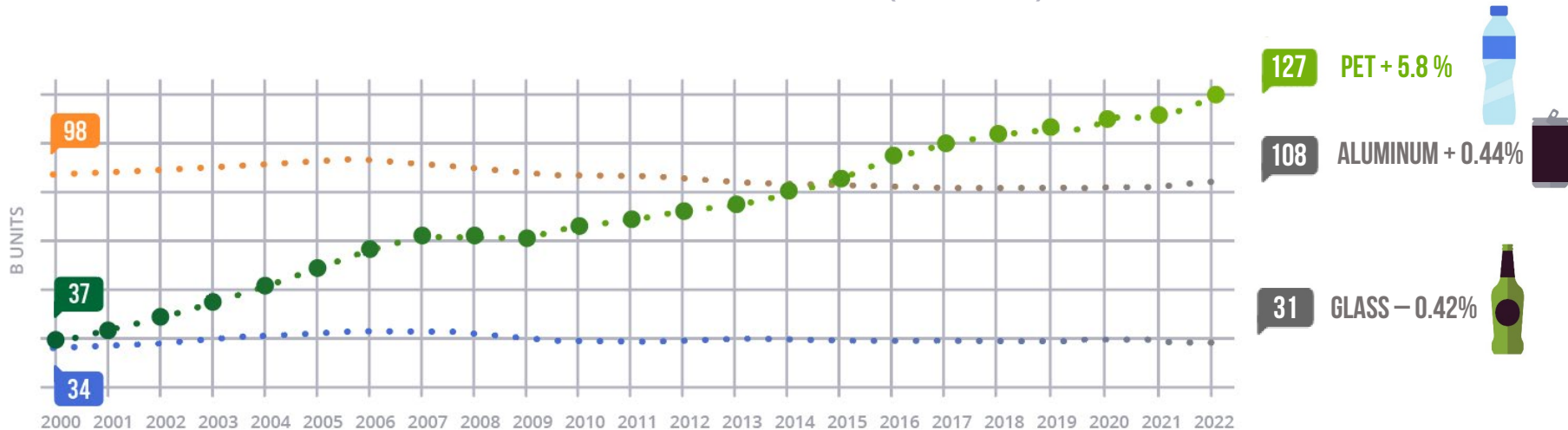


FOOD PACKAGING



THE LEADING BEVERAGE PACKAGING MATERIAL, CAGR OF 5.8% SINCE 2000

BEVERAGE PACKAGING INDUSTRY UNITS BY SUSTRATE (B UNITS)



PET'S CARBON FOOTPRINT IS 80% LOWER THAN GLASS OR ALUMINUM

WHICH MAKES IT THE RIGHT CHOICE
FOR THE ENVIRONMENT (YES, REALLY)

*Let's put it into
perspective»*



37 gr. CO₂
1.0x



182 gr. CO₂
4.9x



187 gr. CO₂
5.1x



CARBON FOOTPRINT OVER LIFECYCLE, PER 355 ML. BOTTLE.

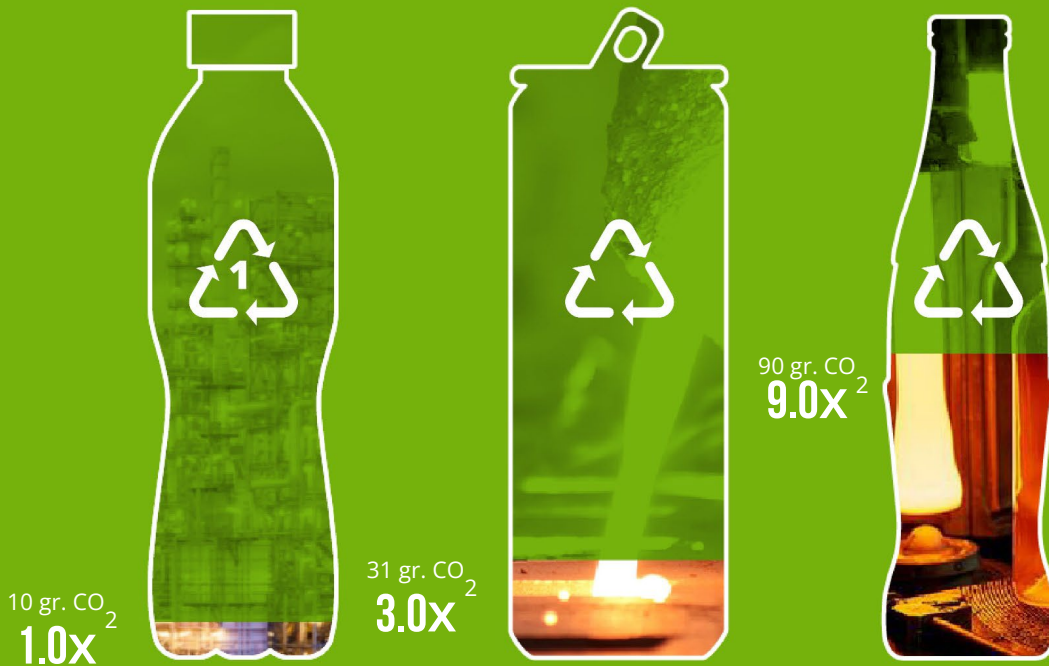
PET'S CARBON FOOTPRINT IS 80% LOWER THAN GLASS OR ALUMINUM

WHICH MAKES IT THE RIGHT CHOICE
FOR THE ENVIRONMENT (YES, REALLY)

*Let's put it into
perspective»*



...THAT GETS EVEN BIGGER WHEN USING RECYCLED MATERIALS!



CARBON FOOTPRINT OVER LIFECYCLE, PER 355 ML. BOTTLE.

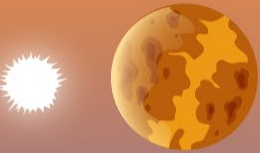
JUST THINK ABOUT THE TEMPERATURE NEEDED TO PRODUCE PET VS. ALUMINUM OR GLASS:

GLASS IS MADE AT TEMPERATURES HOTTER THAN LAVA.

2,800°F



1,200°F



ALUMINUM IS MADE AT A TEMPERATURE HOTTER THAN THE SURFACE OF VENUS.

PET IS MADE AT THE SAME TEMPERATURE NEEDED TO MAKE A NICE SLICE OF PIZZA.

480°F





The CO₂ emissions generated by
1 PERSON flying from NYC to San Francisco

is equal to that from recycling **29,600 PET bottles**

ENOUGH TO ENJOY A DRINK WITH EVERY ONE OF
YOUR MEALS FOR **THE NEXT 30 YEARS**



INDEX

ALPEK AT A GLANCE

STRATEGY & COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

THE CASE FOR PET

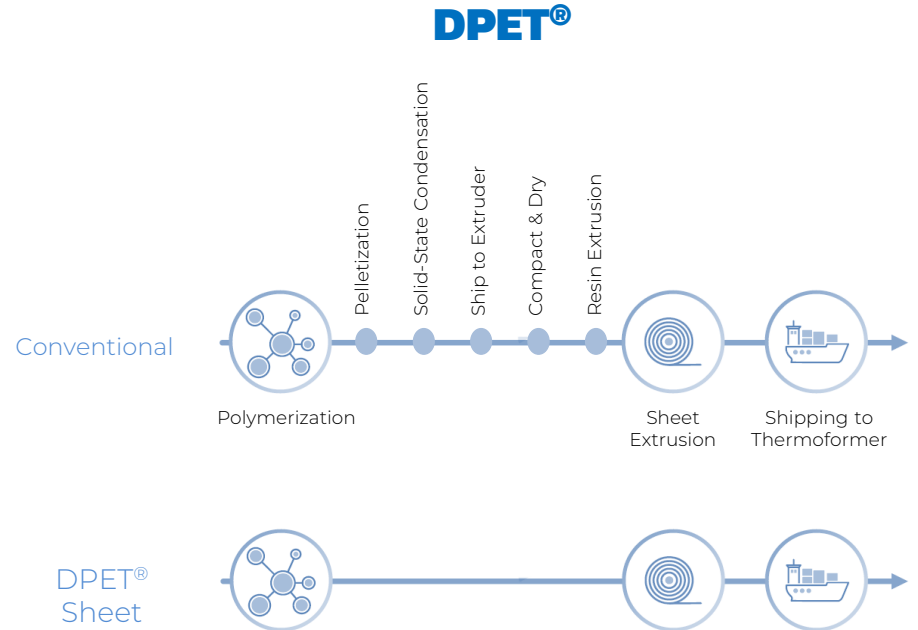
RELEVANT EVENTS



APPENDIX

STATE-OF-THE-ART TECHNOLOGY

Low-cost production & Patents

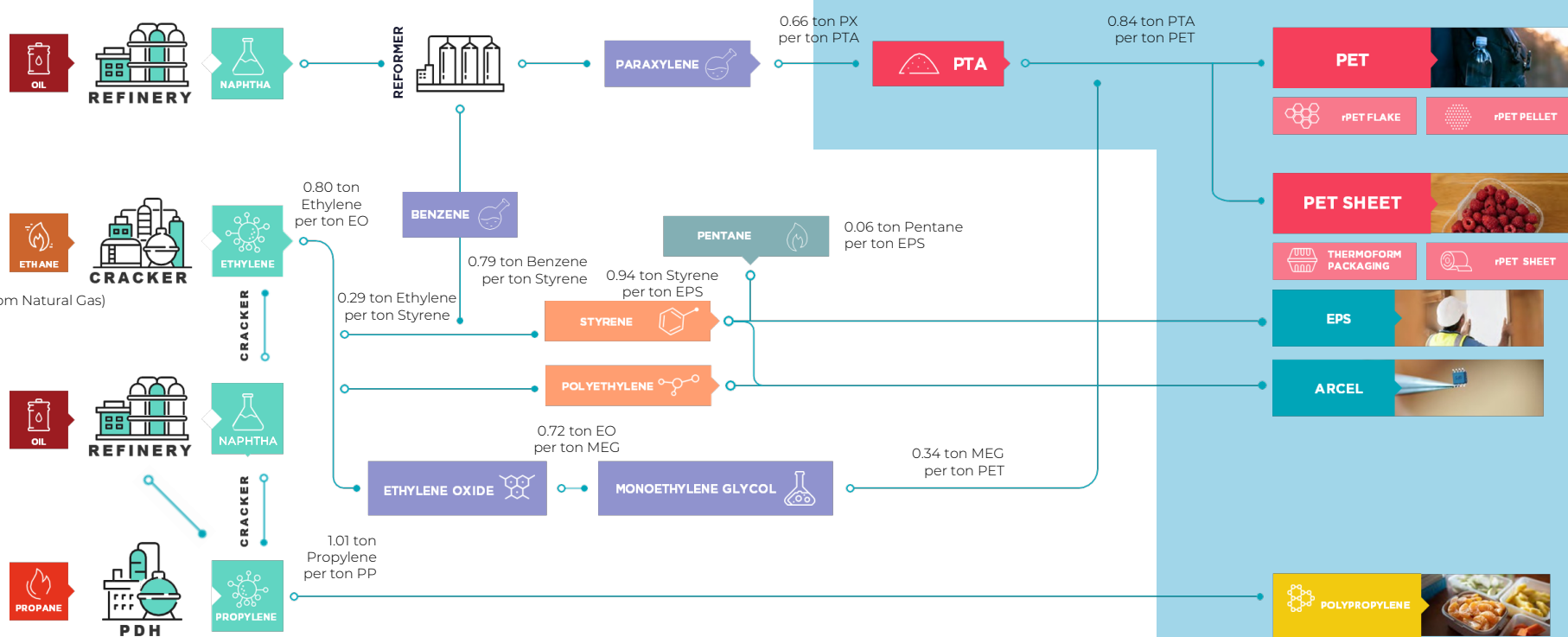


OUR GLOBAL FOOTPRINT

Country	Site	PTA	PET			rPET		PP	EPS	Arcel	Other
			Resin	Sheet	Flake	Pellet	SPT				
Mexico (3,150)	Altamira	1,000						640	240		
	Salamanca										360
	Cosoleacaque	610	185								
	Lerma										100
USA (2,753)	Fayetteville, NC		170		64						
	Columbia, SC	640	725								
	Bay St. Louis, MS		430				15				
	Richmond, IN				66	31					
	Darlington, SC					26					
	Monaca, PA								123	36	
	Painesville, OH								45		
	Cincinnati, OH			33							
	Reading, PA				115	49					
Canada (144)	Montreal		144								
Argentina (246)	Zárate		190								
	Pacheco				22	15					
	General Lagos								19		
Brazil (1,136)	Guaratingueta								46		
	Ipojuca	640	450								
Chile (28)	Santiago										5
	Puerto Montt										2
	Punta Arenas										1
	Concon								20		
Oman (1,072)	Salalah		576	400		48	48				
Saudi Arabia (11)	Riyadh										11
UK (220)	Wilton		220								
Capacity Kta:		2,890	3,090	433	268	169	78	640	493	36	479

Note: rPET flake capacity modified in 2021 to reflect inputs / totals may reflect rounding
Kta: Thousand tons per year Source: Alpek estimates

OUR VALUE CHAIN



LATEST QUARTER RESULTS

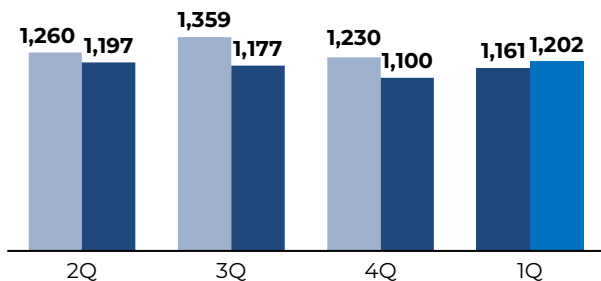
RESULTS AND KEY METRICS

	1Q24	4Q23	1Q23	QoQ (%)	YoY (%)
Volume¹ (ktons)	1,202	1,100	1,161	9	4
Polyester	990	907	939	9	6
Plastics & Chemicals	212	193	222	10	(5)
Production (ktons)	1,422	1,339	1,381	6	3
Polyester	1,212	1,150	1,172	5	3
Plastics & Chemicals	210	189	209	11	-
Revenues	1,903	1,691	2,062	13	(8)
Polyester	1,395	1,235	1,490	13	(6)
Plastics & Chemicals	398	342	433	17	(8)
Others	110	115	140	(4)	(22)
Reported EBITDA	168	53	187	217	(10)
Polyester	109	21	91	424	21
Plastics & Chemicals	57	31	99	85	(43)
Others	2	2	(3)	33	172
Comparable EBITDA²	154	167	207	(8)	(26)
Polyester	107	122	133	(12)	(19)
Plastics & Chemicals	43	43	77	-	(44)
Others	4	2	(3)	137	228
Net Income (Loss) (Cont. Int.)	8	(635)	(6)	101	246
CAPEX	34	112	52	(70)	(35)
Net Debt	1,807	1,729	2,082	5	(13)
Net Debt / EBITDA³	3.7	3.4	1.8		

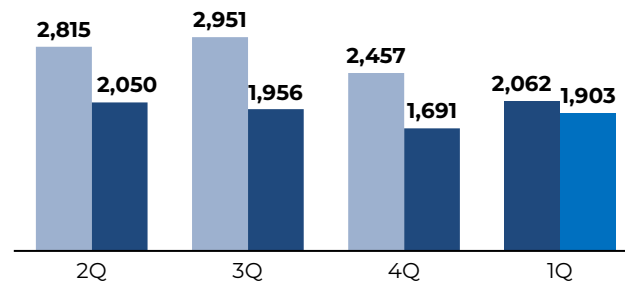
(1) Excludes intracompany sales (2) Excludes inventories, carry-forward effects, and non-operating, one-time (gains) losses (3) Times: last 12 months

RESULTS BY QUARTER

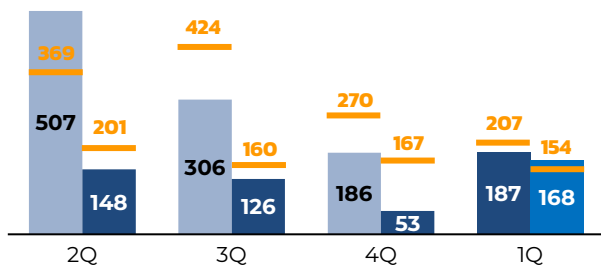
Sales Volume (KTon)



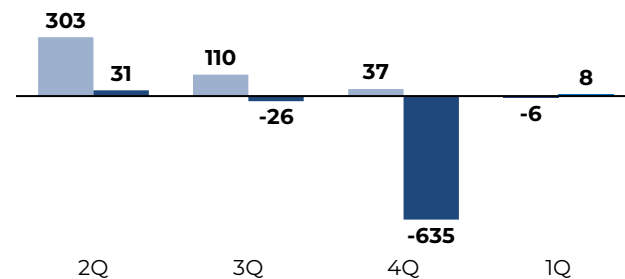
Revenues (US\$M)



Reported EBITDA (US\$M)



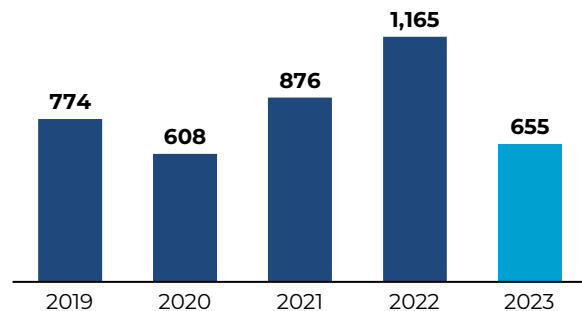
Majority Net Income (US\$M)



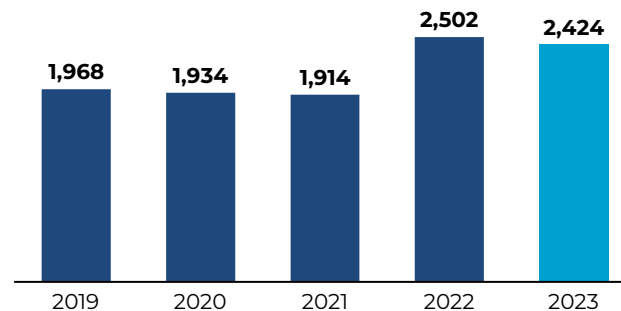
■ 2022
 ■ 2023
 ■ 2024
 — Comparable EBITDA

BALANCE SHEET ACCOUNTS

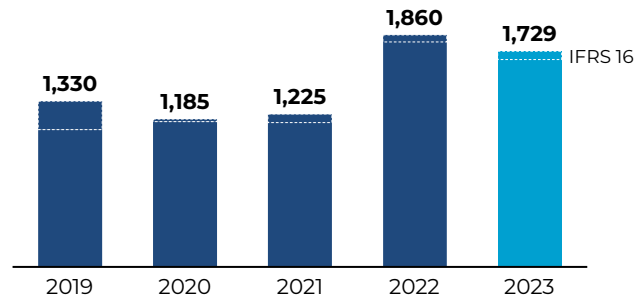
Net Working Capital (US\$M)



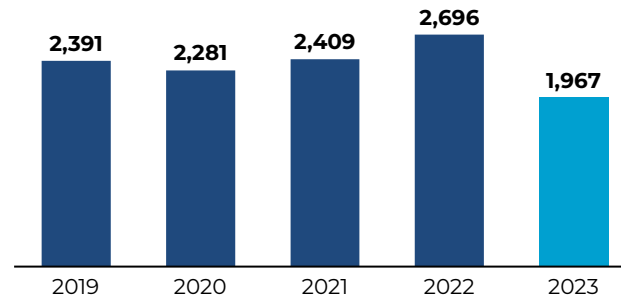
Property, Plant and Equipment (US\$M)



Net Debt (US\$M)

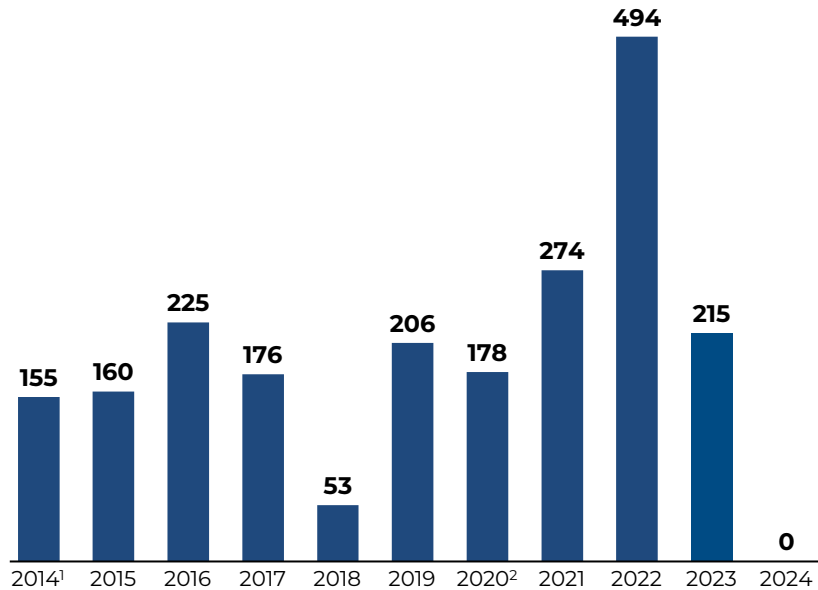


Stockholders' Equity (US\$M)

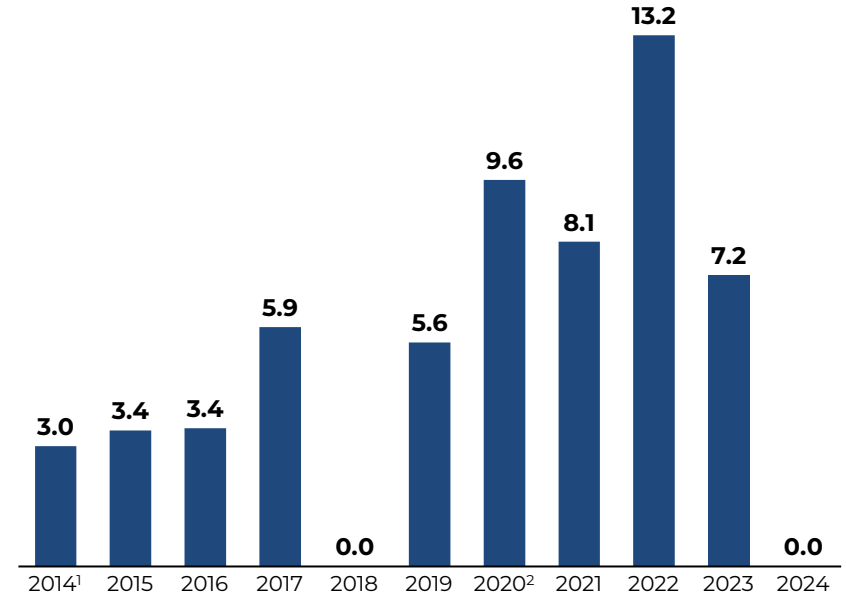


DIVIDENDS

Total Dividends (US\$M)



Dividend Yield (%)



(1) Paid in December 2013

(2) Showing US\$143M Dividend in 2020 (Compensated lack of dividend in 2018)

LATEST QUARTER RESULTS

CASH FLOW

	1Q24	4Q23	1Q23	QoQ (%)	YoY (%)
EBITDA	168	53	187	217	(10)
Net Working Capital & Others	(160)	163	(66)	(198)	(142)
CAPEX	(34)	(112)	(52)	70	35
Financial Expenses	(36)	(46)	(42)	22	13
Income Tax	(32)	(57)	(57)	44	43
Dividends	-	(15)	(185)	100	100
Payment to affiliated companies	(1)	(1)	-	(63)	-
Other Sources / Uses	17	(39)	(8)	143	302
Decrease (Increase) in Net Debt	(78)	(54)	(223)	(45)	65

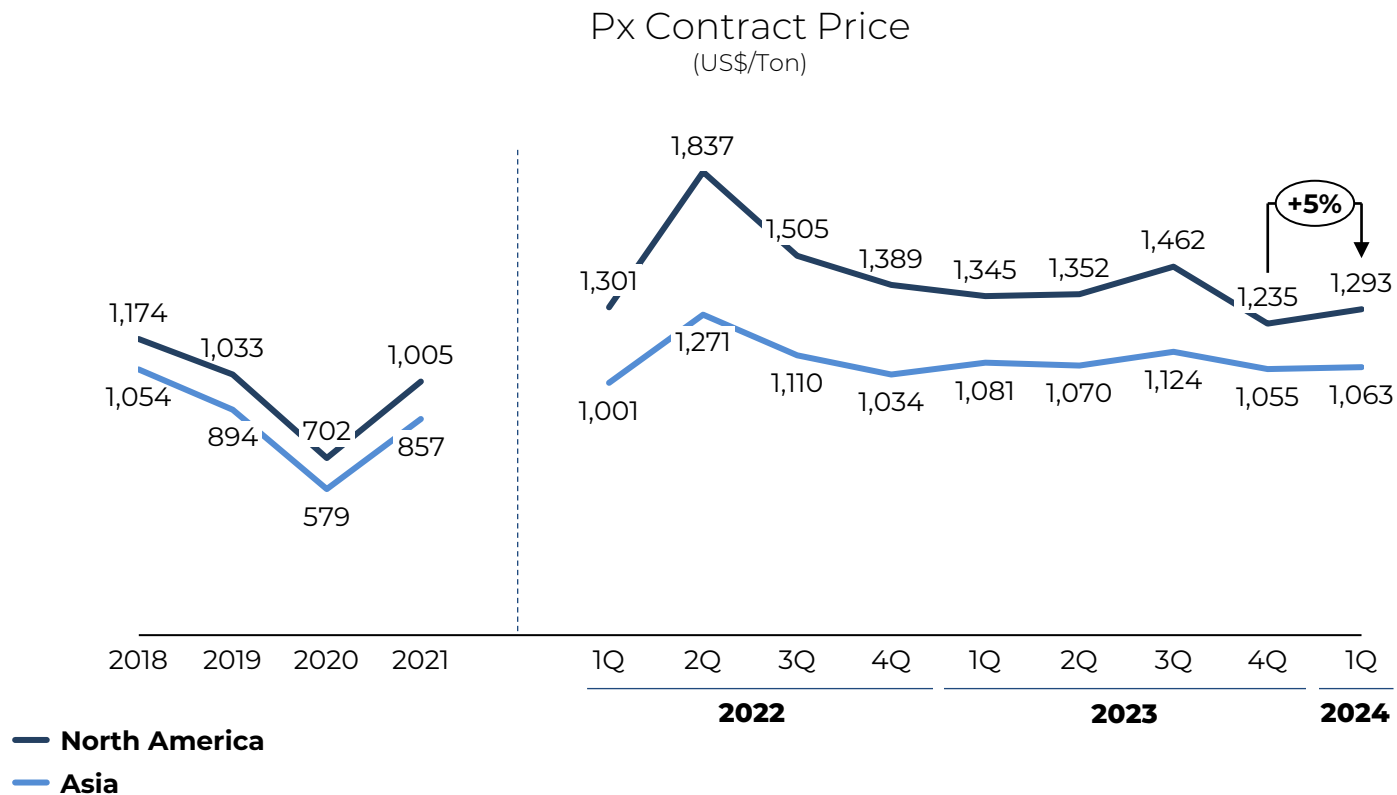
NET INCOME

	1Q24	4Q23	1Q23	QoQ (%)	YoY (%)
Consolidated Net Income	20	(629)	19	103	5
Non-Controlling Interest	11	6	24	86	(53)
Controlling Interest	8	(635)	(6)	101	246
Earnings per Share (U.S. \$)	0.00	(0.30)	0.00	101	246
Avg. Outstanding Shares (million)*	2,107	2,107	2,107	-	-

* The same number of equivalent shares are considered in the periods presented

RELEVANT REFERENCES | PARAXYLENE

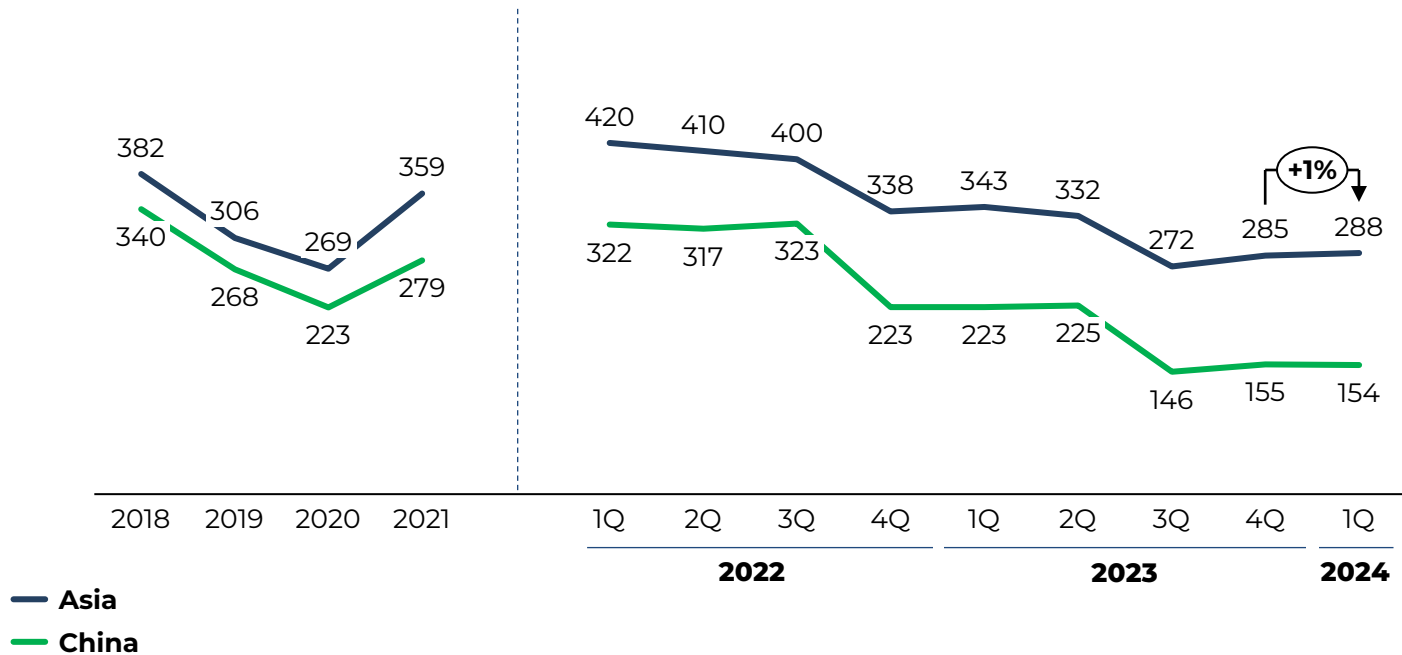
Px disconnection increased to \$230 per ton



RELEVANT REFERENCES | INTEGRATED PET MARGINS

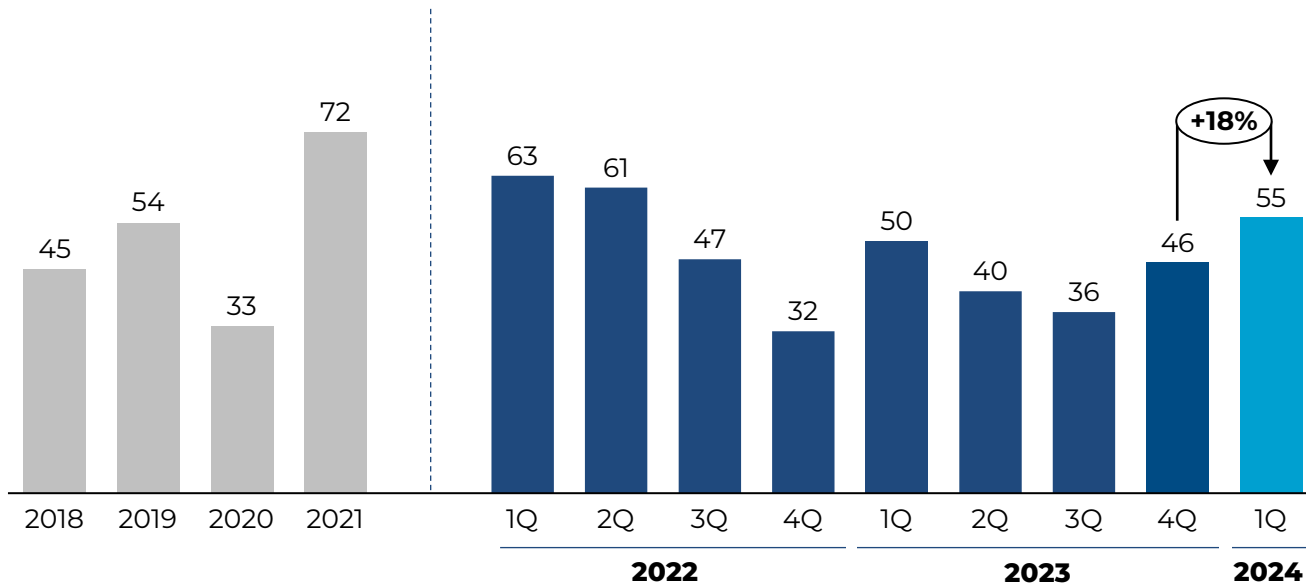
Chinese ref. margins remain stable, while Asian ref. margins continue on the rise

PET Integrated Margins | Px / MEG to PET
(US\$/Ton)



RELEVANT REFERENCES | PROPYLENE

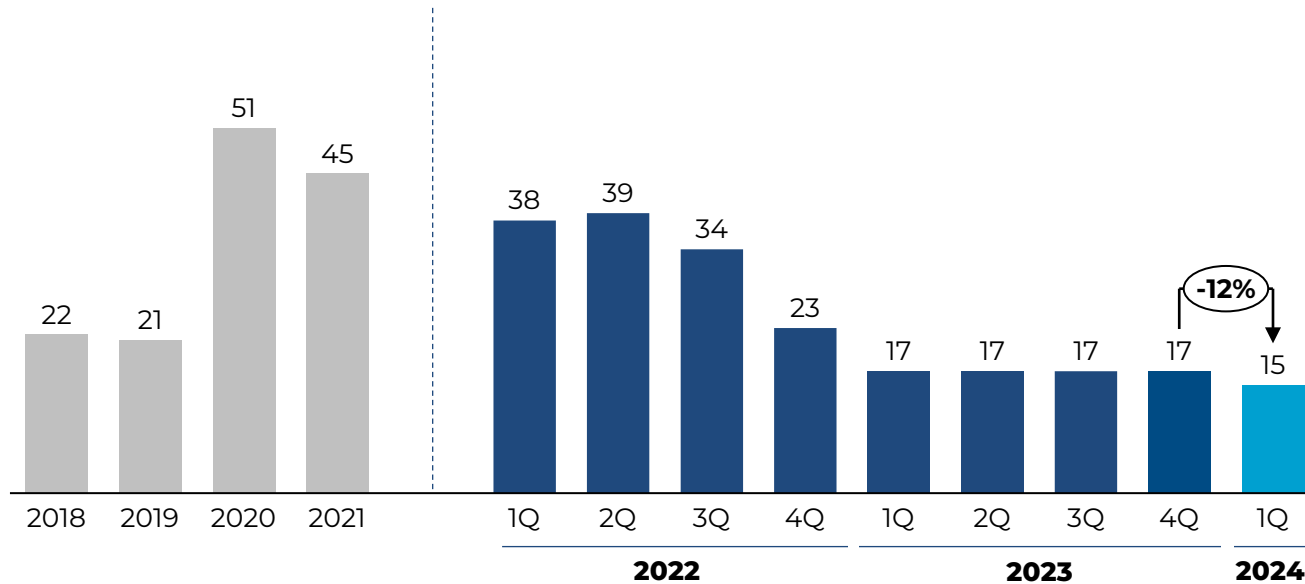
NA Propylene Contract Price | PGP
(cpp)



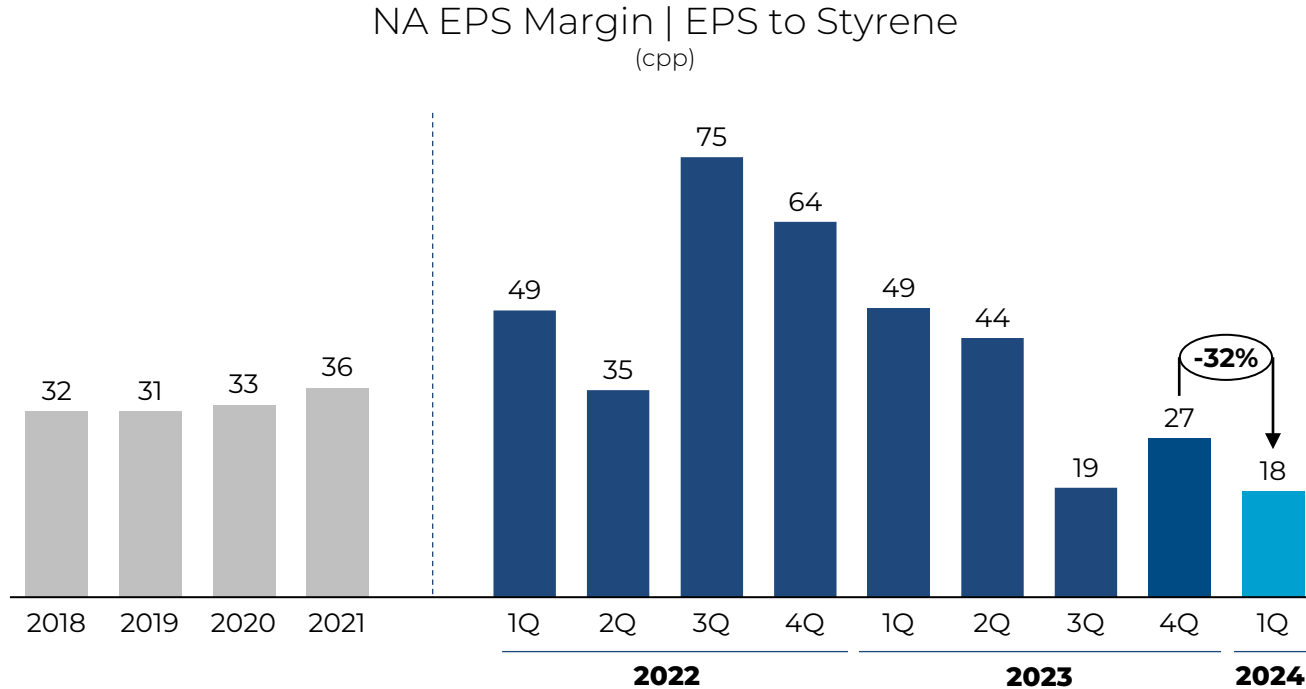
RELEVANT REFERENCES | POLYPROPYLENE MARGINS

Higher feedstock costs led to lower reference margins

NA Polypropylene Margins | PP to PGP
(cpp)

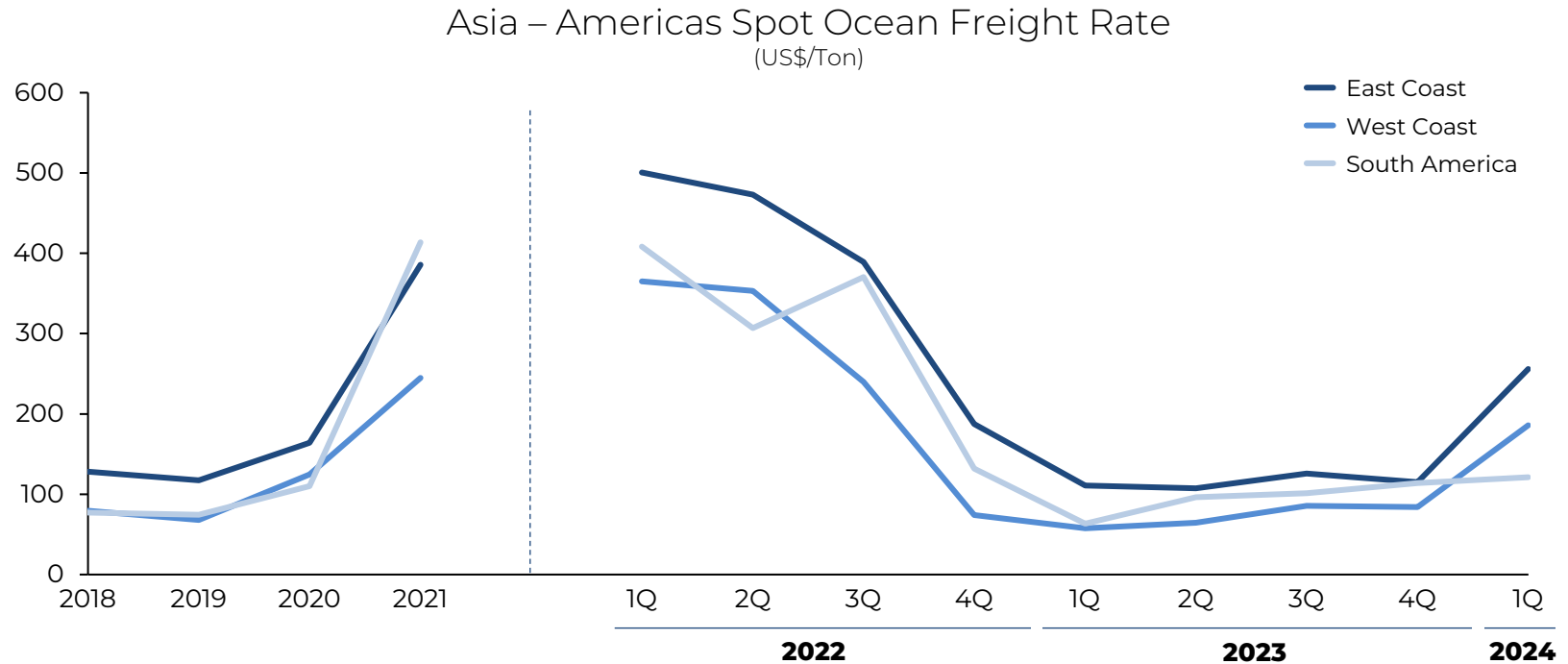


RELEVANT REFERENCES | EPS REFERENCE MARGINS



OCEAN FREIGHT PRICES

Returned to historical levels



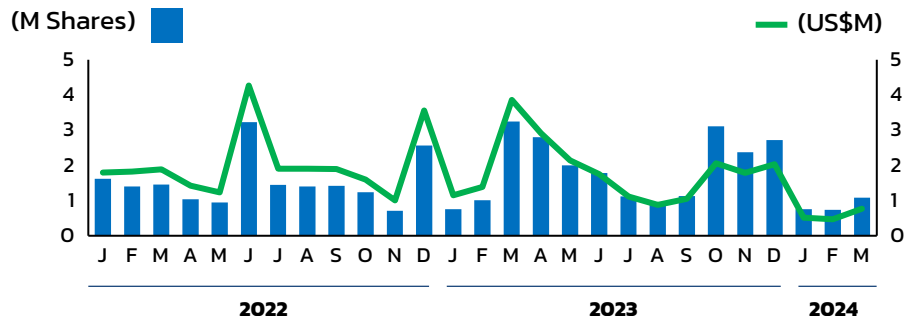
STOCK HIGHLIGHTS (BMV: ALPEK)

Daily Stock Price (MXN)



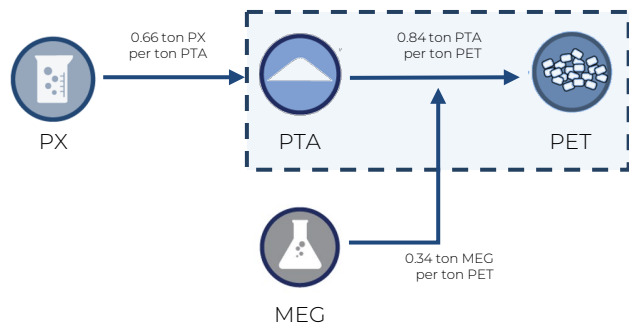
Valuation	2021	2022	2023	1Q24
Market Cap. (US\$M)	2,282	2,810	2,208	1,435
Net Debt (US\$M)	1,225	1,860	1,729	1,807
EBITDA LTM (US\$M)	1,145	1,455	514	495
Enterprise Value / EBITDA	3.3	3.4	8.2	7.1
Price / Earnings	4.5	3.6	-3.8	-2.4
Price per Share (MXN)	21.92	26.84	18.61	11.58
Exchange Rate (MXN/USD)	20.28	20.13	17.77	17.00

Daily Average Traded Shares & Value (M Shares)



HOW TO: INTEGRATED PET REFERENCE MARGINS

Methodology based on public information (Bloomberg)



Product Bloomberg Ticker	Unit	Price (Illustrative)
PET MERSPEN Index	US\$ / PET ton	890
PTA PTI Comdty	US\$ / PTA ton	710
Px MATXSSEA Index	US\$ / Px ton	785
MEG POLIMESA Index	US\$ / MEG ton	610

Three-Step Guide

1
$$\text{PET Margin} = \text{PET Price} - (\text{Yield}_{\text{PET from PTA}} * \text{PTA Price}) - (\text{Yield}_{\text{PET from MEG}} * \text{MEG Price})$$

86 890 0.84 710 0.34 610
 US\$ / PET ton US\$ / PET ton PTA ton / PET ton US\$ / PTA ton MEG ton / PET ton US\$ / MEG ton

2
$$\text{PTA Margin} = \text{PTA Price} - (\text{Yield}_{\text{PTA from Px}} * \text{Px Price})$$

192 710 0.66 785
 US\$ / PTA ton US\$ / PTA ton Px ton / PTA ton US\$ / Px ton

3
$$\text{PET Int. Margin} = \text{PET Margin} + (\text{Yield}_{\text{PET from PTA}} * \text{PTA Margin})$$

247 86 0.84 192
 US\$ / PET ton US\$ / PET ton PTA ton / PET ton US\$ / PTA ton

One-Step Shortcut

$$\text{PET Int. Margin} = \text{PET Price} - (\text{Yield}_{\text{PET from PTA}} * \text{Yield}_{\text{PTA from Px}} * \text{Px Price}) - (\text{Yield}_{\text{PET from MEG}} * \text{MEG Price})$$

247 890 0.84 0.66 785 0.34 610
 US\$ / PET ton US\$ / PET ton PTA ton / PET ton Px ton / PTA ton US\$ / Px ton PET ton / MEG ton US\$ / MEG ton

Key:

Ref. Price

Yield

Result

CONTACT US FOR ADDITIONAL INFORMATION



BÁRBARA AMAYA (+13)

IRO | Strategic Planning | Corporate Finance

bamaya@alpek.com



ALEJANDRA BUSTAMANTE (+12)

IR Manager

abustamante@alpek.com

Email: IR@alpek.com
Phone: +52 (818) 748-1146

DISCLAIMER

This presentation contains, or may be deemed to contain, “forward-looking statements”. By their nature, forward looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The future results of Alpek, S.A.B. de C.V. and its subsidiaries may differ from the results expressed in, or implied by the forward-looking statements set out herein, possibly to a material degree.



FIRST QUARTER 2024

Institutional Presentation

APRIL 2024

