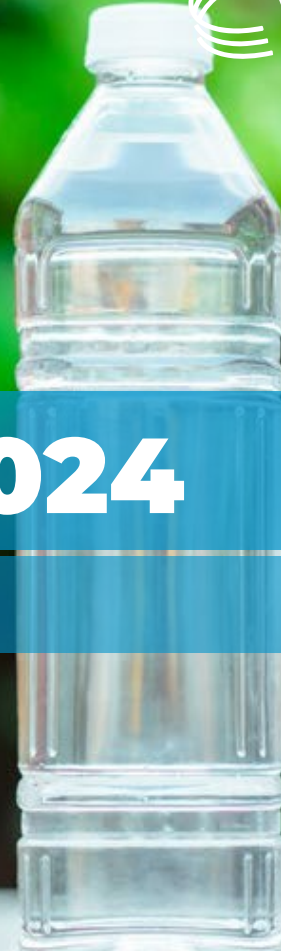




THIRD QUARTER 2024

Institutional Presentation

OCTOBER 2024





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ALPEK HOLDS LEADING POSITIONS ACROSS TWO MAIN SEGMENTS

PTA, PET resin, & rPET

66%
EBITDA

POLYESTER

PET Sheet

Expandable Styrenics
(EPS)

**PLASTICS &
CHEMICALS**

33%
EBITDA

Polypropylene
(PP)

Specialty Chemicals
& Fertilizers

PET **#1** **#2**
Americas Worldwide



#1 PTA & rPET
in the Americas

Only PP
producer in
Mexico

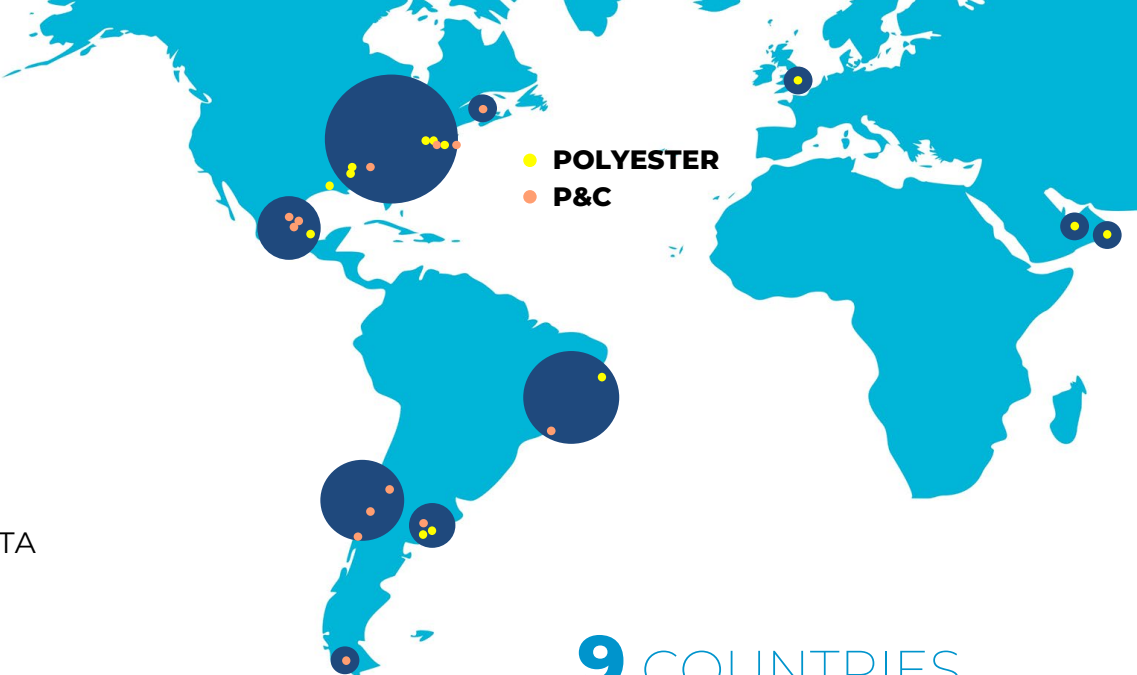
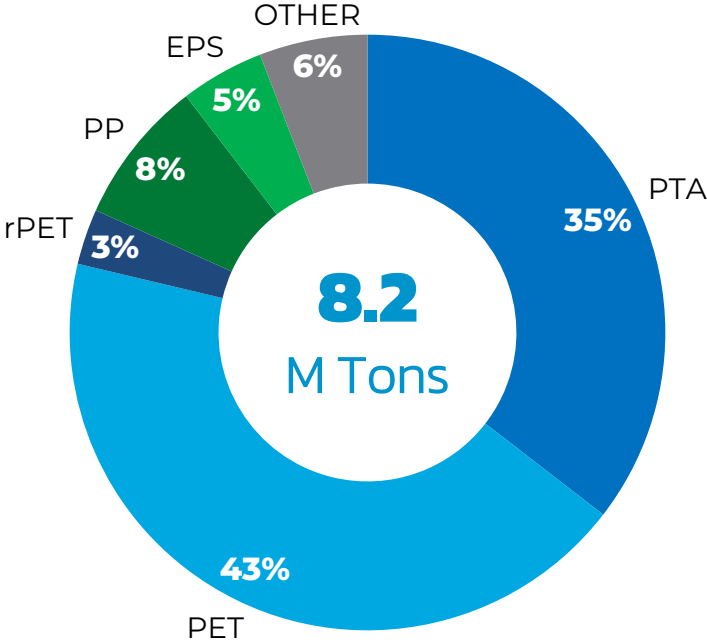


#1 EPS
in the Americas



OUR GLOBAL FOOTPRINT

CAPACITY BY PRODUCT



9 COUNTRIES

34 PLANTS

+5,500 EMPLOYEES
WORLDWIDE





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INVESTMENT THESIS

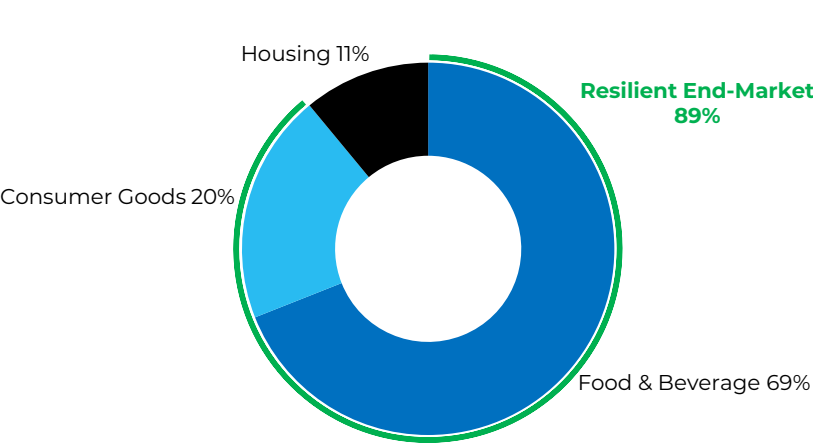
- **Leadership** positions in **attractive markets** in the Americas
- Focus on **efficiency, low costs, quality & service**
- **Cyclical** businesses, with high potential for cash flow generation
- **Achieving growth** and **dividend** payments, maintaining solid financial strength and **investment grade**
- **Experienced management** to navigate **industry cycles**
- Commitment and **progress** on **ESG**



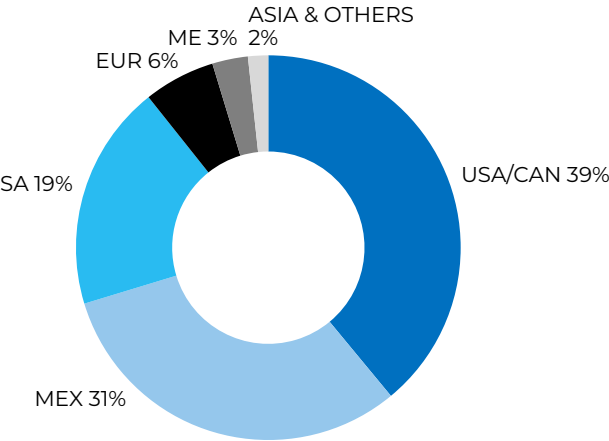
RESILIENT END-MARKETS ACCOUNT FOR 89% OF VOLUME

95% of sales are dollar-based

Volume by Industry 2023



Sales Geography 2023



Food



Beverage



Personal Care



Home Products

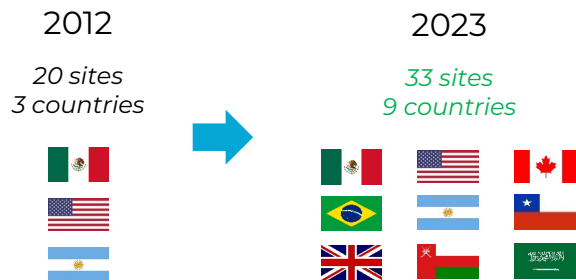


Sample End Users by Industry

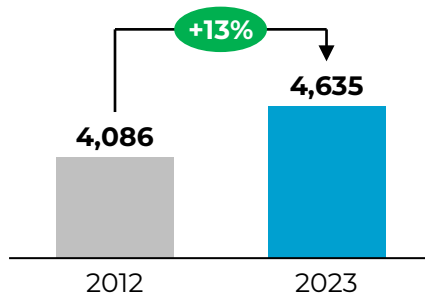


GROWTH THROUGH KEY STRATEGIC ACQUISITIONS

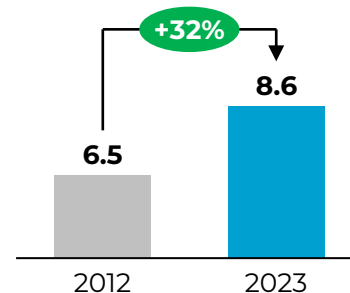
OPERATIONS



SALES VOLUME (KTONS)



TOTAL CAPACITY (MTONS)



2012



IPO (BMV)

2015-2016



Styrenics
acquisition (North &
South America)

2018



Polyester
acquisition (Brazil)

2019



PET acquisition (UK)
rPET acquisition
(USA)

2020



Styrenics acquisition
(USA)

2021



rPET acquisition
(USA)

2022



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

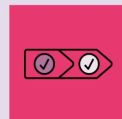


Value-Creation in CO2 Emissions Reduction

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



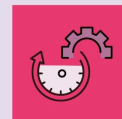
Value Chain Integration

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 (27)



Teresa Quintero
CHRO (14)



Alejandro Llovera
President
Polyester (39)



Alejandro Alanis
President
Polypropylene (25)



Andreas Plettner
President
EPS (25)



David Coindreau
President
Chemicals (18)



Roberto Blanco
President
Natural Gas (21)



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FINANCIAL RESULTS

ESG PROGRESS

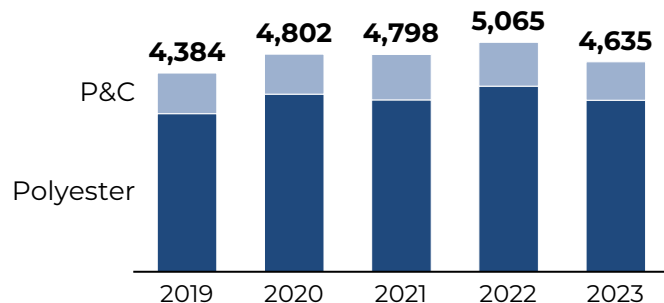
RELEVANT EVENTS

THE CASE FOR PET

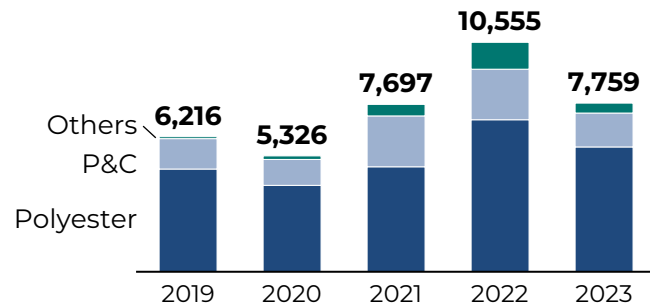
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FINANCIAL RESULTS

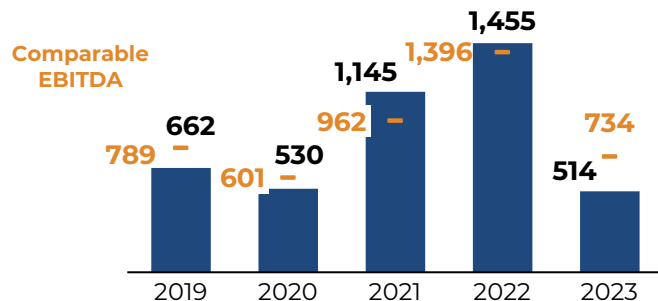
Sales Volume (KTon)



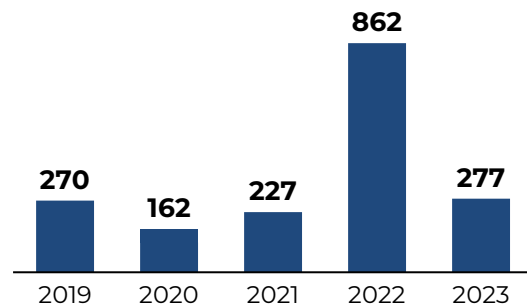
Revenues (US\$M)



Reported EBITDA (US\$M)



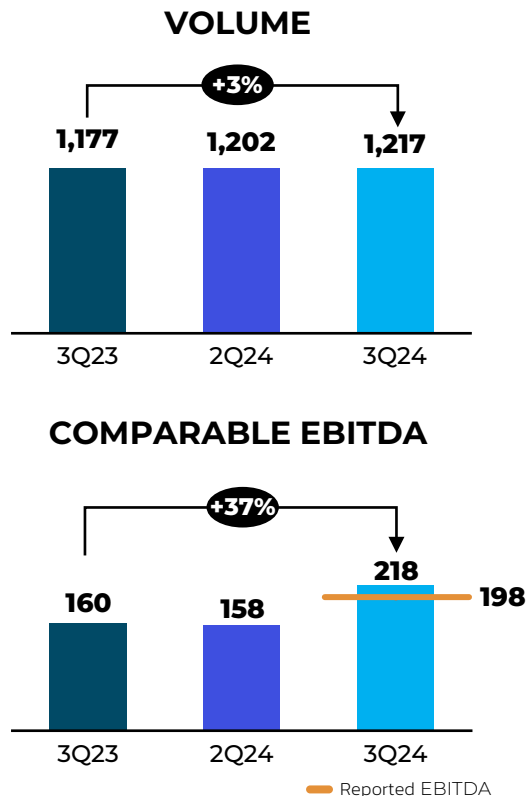
CAPEX (US\$M)



3Q24 FINANCIAL RESULTS

VOLUME
1.22M TONS
+3% YoY | +1% QoQ

COMPARABLE EBITDA¹
\$218M
+37% YoY | +38% QoQ

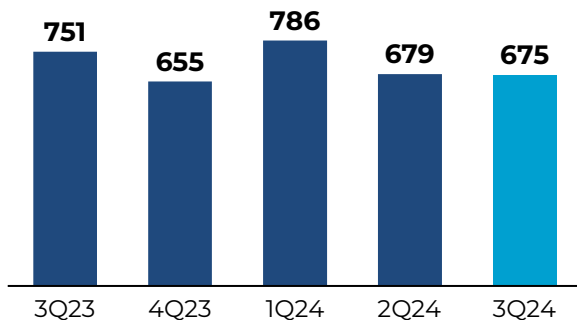


- Stable regional demand for both of our segments
- Slight reference margins expansion driven by higher ocean container freight costs
- Comp. EBITDA exceeded our expectations for the quarter

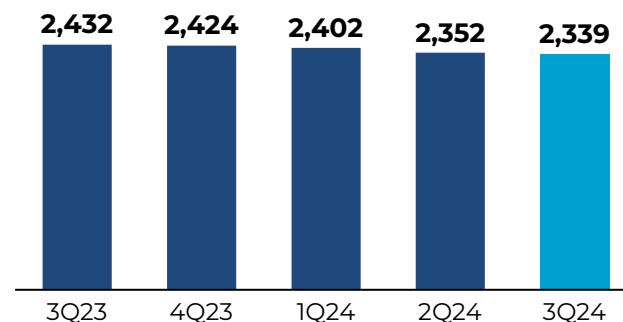


BALANCE SHEET ACCOUNTS

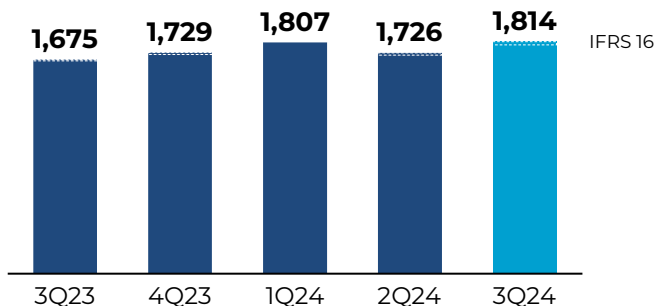
Net Working Capital (US\$M)



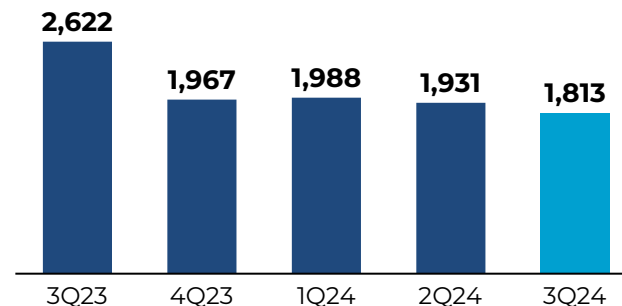
Property, Plant and Equipment (US\$M)



Net Debt (US\$M)



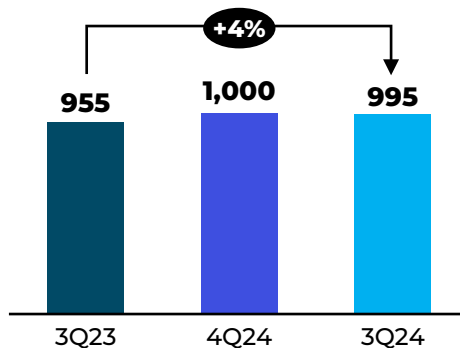
Stockholders' Equity (US\$M)



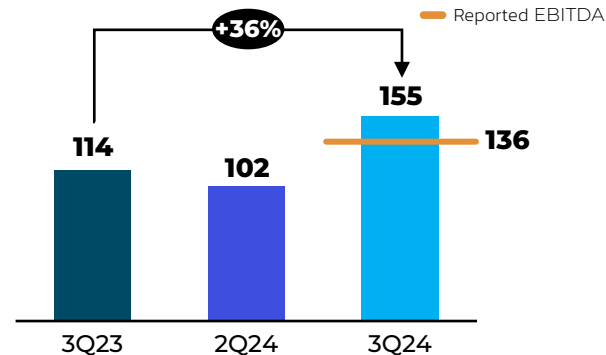
3Q24 RESULTS: POLYESTER

- Volume +4% YoY due to steady demand levels
- Enhanced performance supported by better reference margins, high freight costs, and lower raw material prices

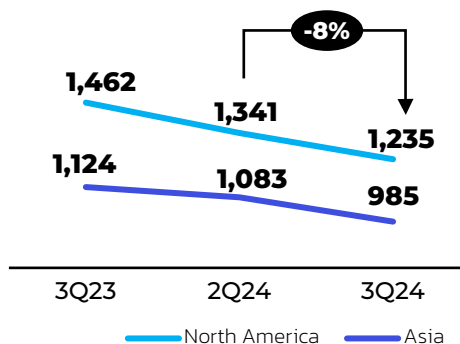
VOLUME



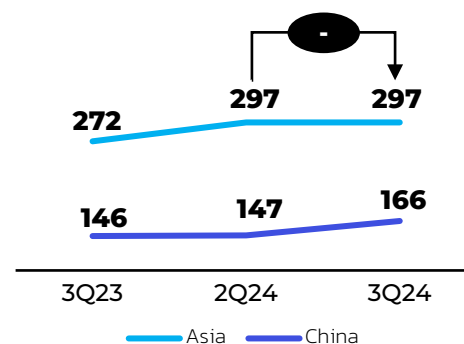
COMPARABLE EBITDA



PX PRICES



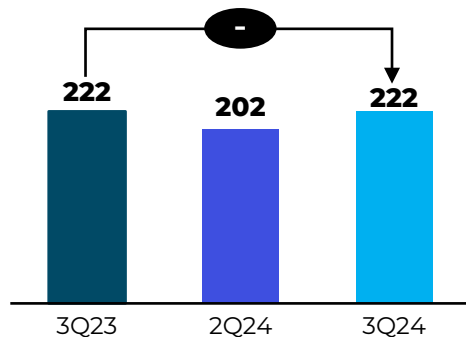
REFERENCE MARGINS



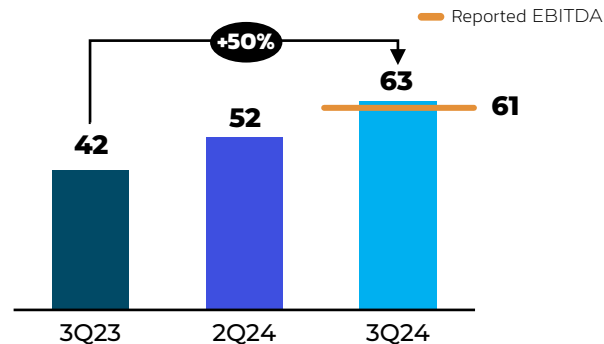
3Q24 RESULTS: PLASTICS & CHEMICALS

- Volume improvement from regional demand, particularly for EPS
- Improvement in Comp. EBITDA driven by the recovery of reference margins, particularly for EPS, and normalized operations in Altamira

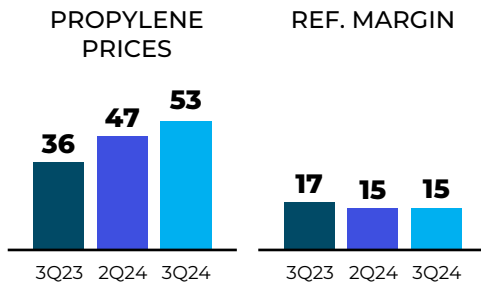
VOLUME



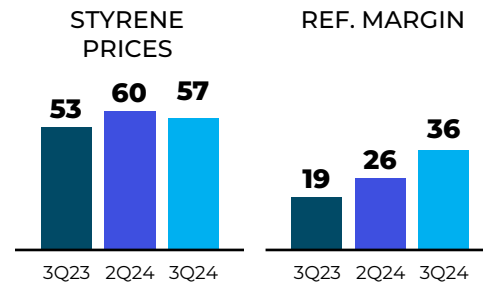
COMPARABLE EBITDA



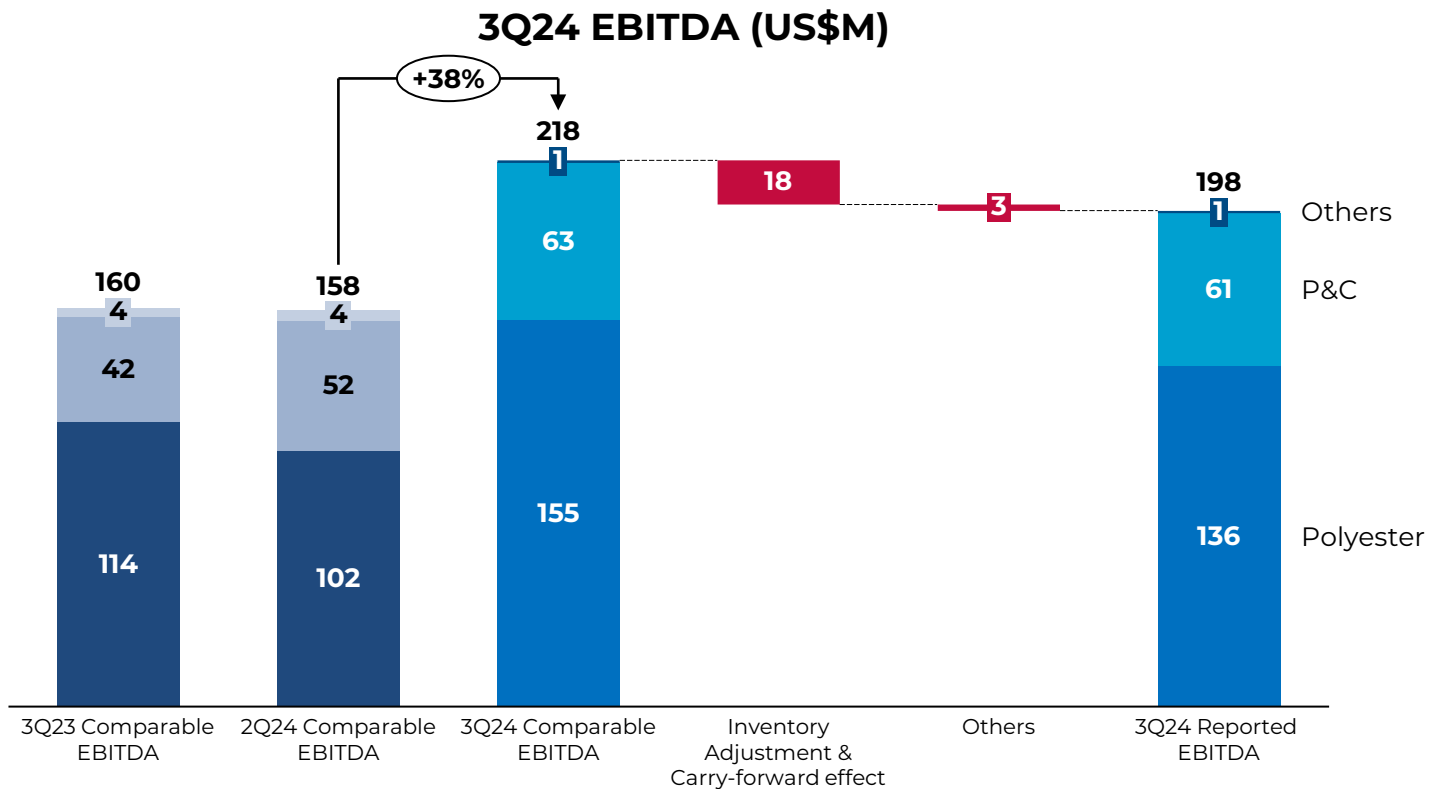
POLYPROPYLENE



EPS

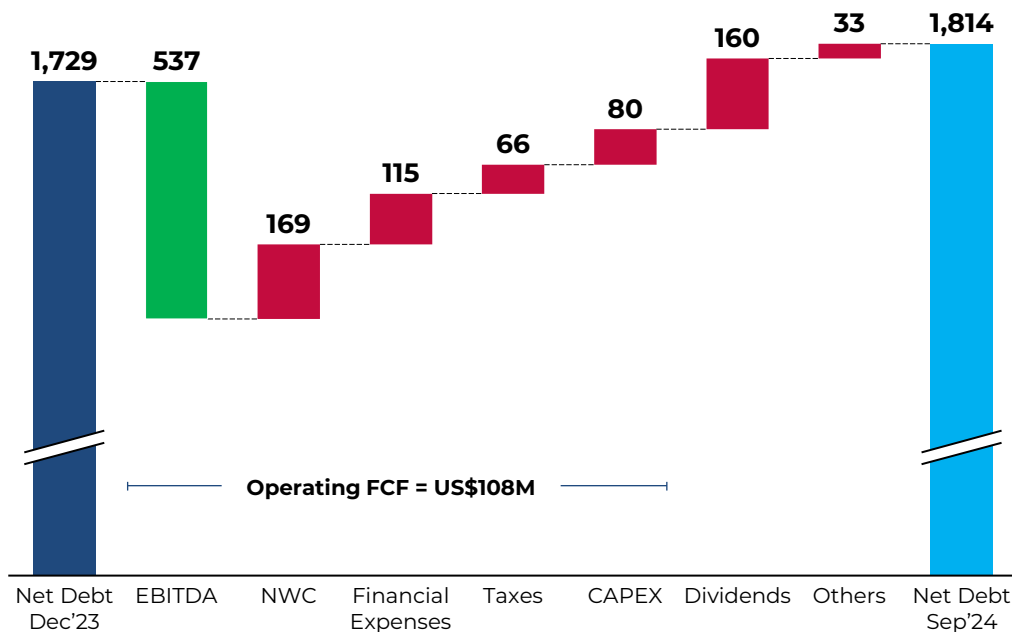


EBITDA BREAKDOWN



FREE CASH FLOW GENERATION

FCF YTD (US\$M)



NWC

Investment of \$43M in 3Q24, as lower raw material prices were offset by higher volume

-\$169

CAPEX

Mainly from scheduled maintenance and on track with Revised Guidance

\$80

DIVIDENDS

Dividend to Shareholders of \$132M in September

\$160

(YTD US\$M)

ND / EBITDA

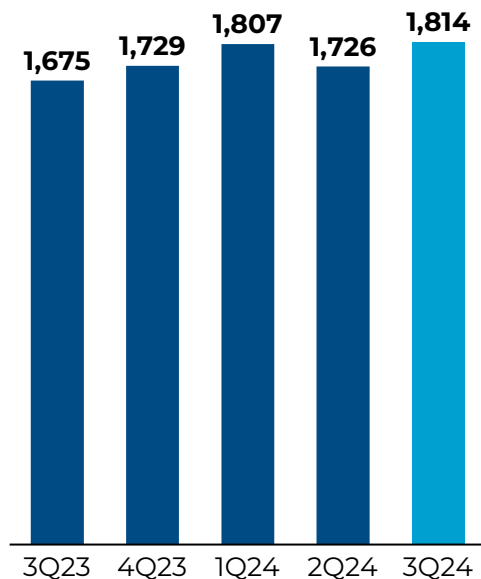
3.4

3.1

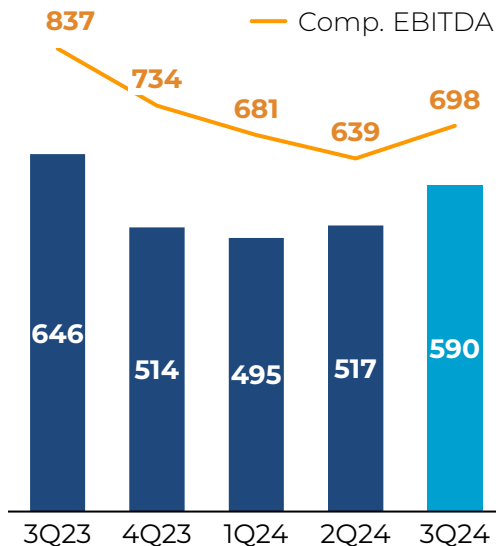


NET DEBT & LEVERAGE

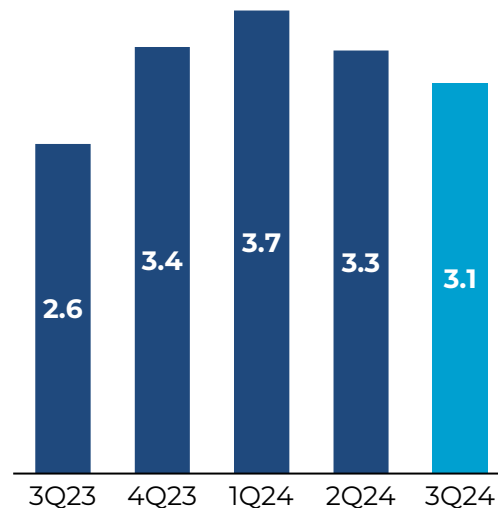
Net Debt (US\$M)



LTM EBITDA (US\$M)

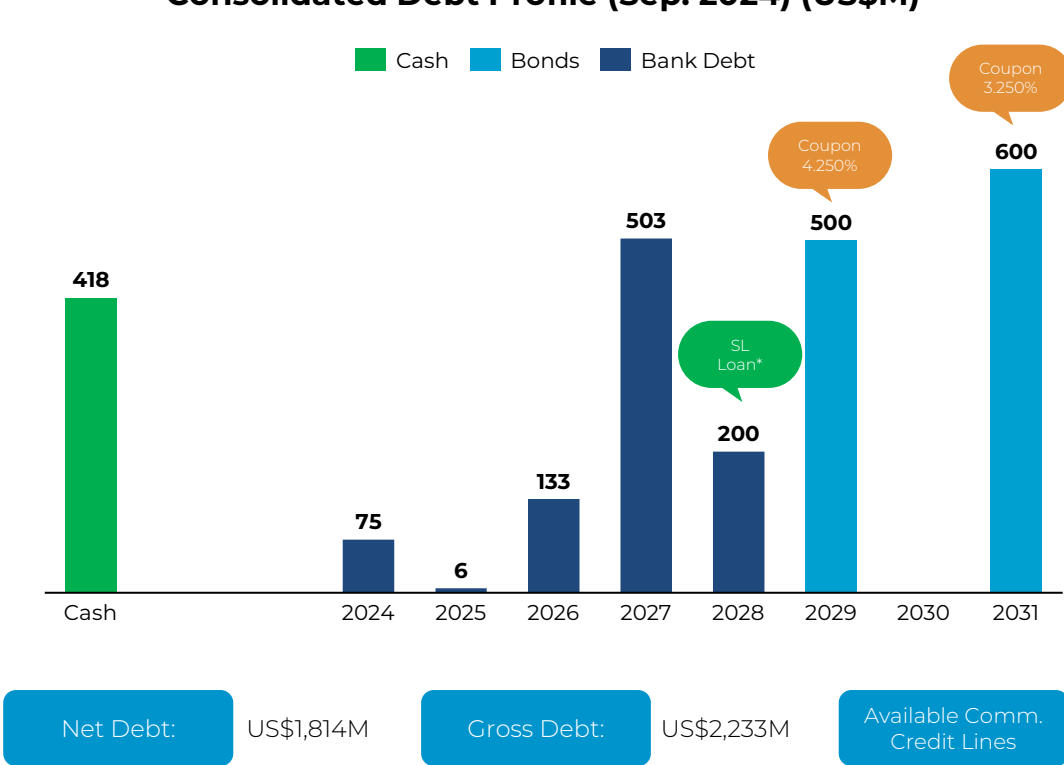


LEVERAGE (TIMES)



HEALTHY BALANCE SHEET

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



4.3 YEARS OF DEBT MATURITY

Solid Credit Ratings

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

Note: *First sustainability-linked loan.
100% of Debt denominated in USD



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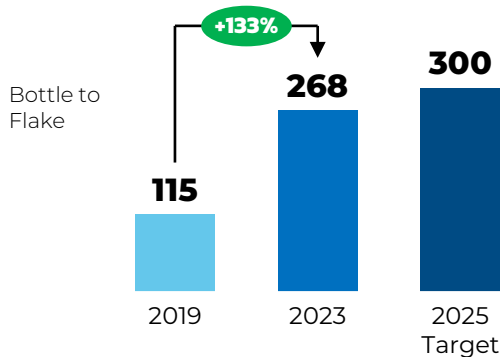
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SIGNIFICANT PROGRESS TOWARDS OUR MAIN ESG TARGETS

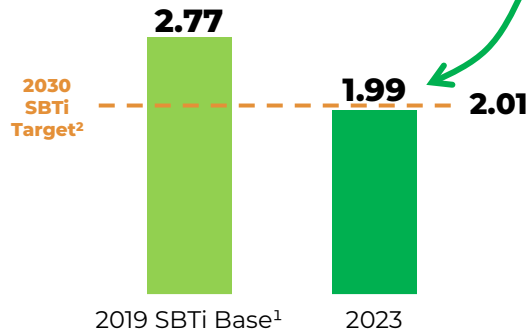
rPET CAPACITY (KTA)



+17%

Recycled PET
volume

SBTi CO₂ Scope 1 & 2 Emissions (MTons)



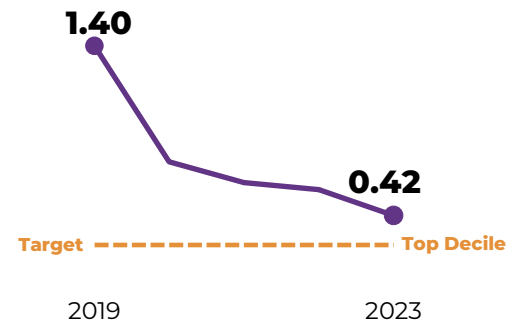
28%

CO₂ Emissions Reduction

27%

of our electricity consumption
comes from carbon-free energy

SAFETY (TRIR)



0 Accidents

Across 12 Plants

+3 Years

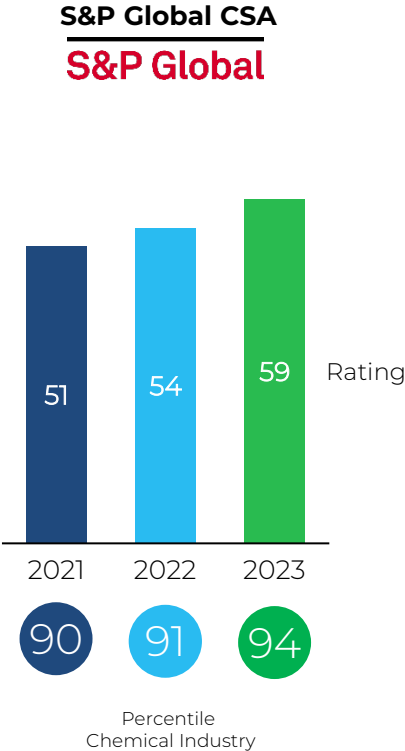
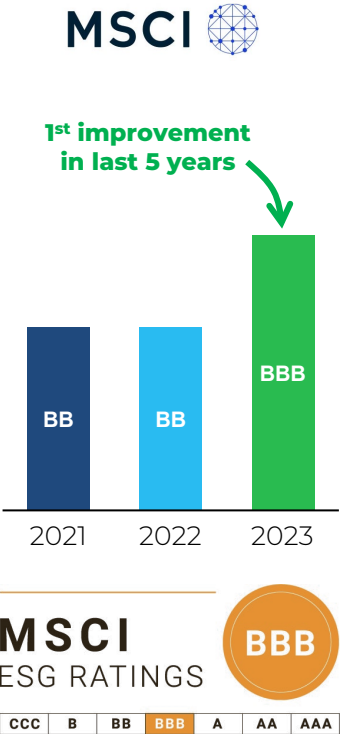
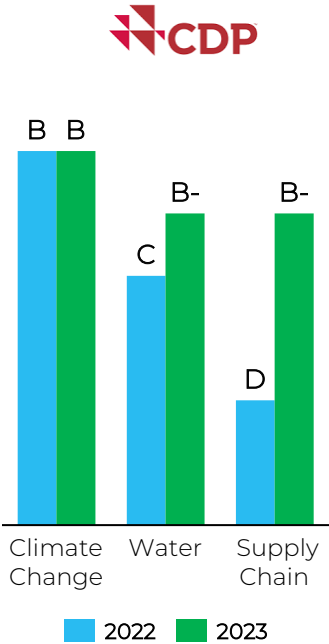
Without Accidents in PP
Business

(1) Figures include Octal emissions

(2) Considers 27.5% CO₂ reduction



IMPROVEMENT IN OUR ESG RATINGS



(1) As of June 2024

ALPEK'S RECOGNITION THROUGHOUT THE YEARS

ESG RECOGNITION

BlackRock

Investor Stewardship

Only Mexican company featured by Blackrock in 2021 for ESG efforts

Institutional Investor

Investor Recognition

3rd Place ESG in Latin America in the Oil & Gas sector



Categoría Gobernanza

Winner as **Leader Company** in Sustainable Innovation



PEPSICO

Supplier Award

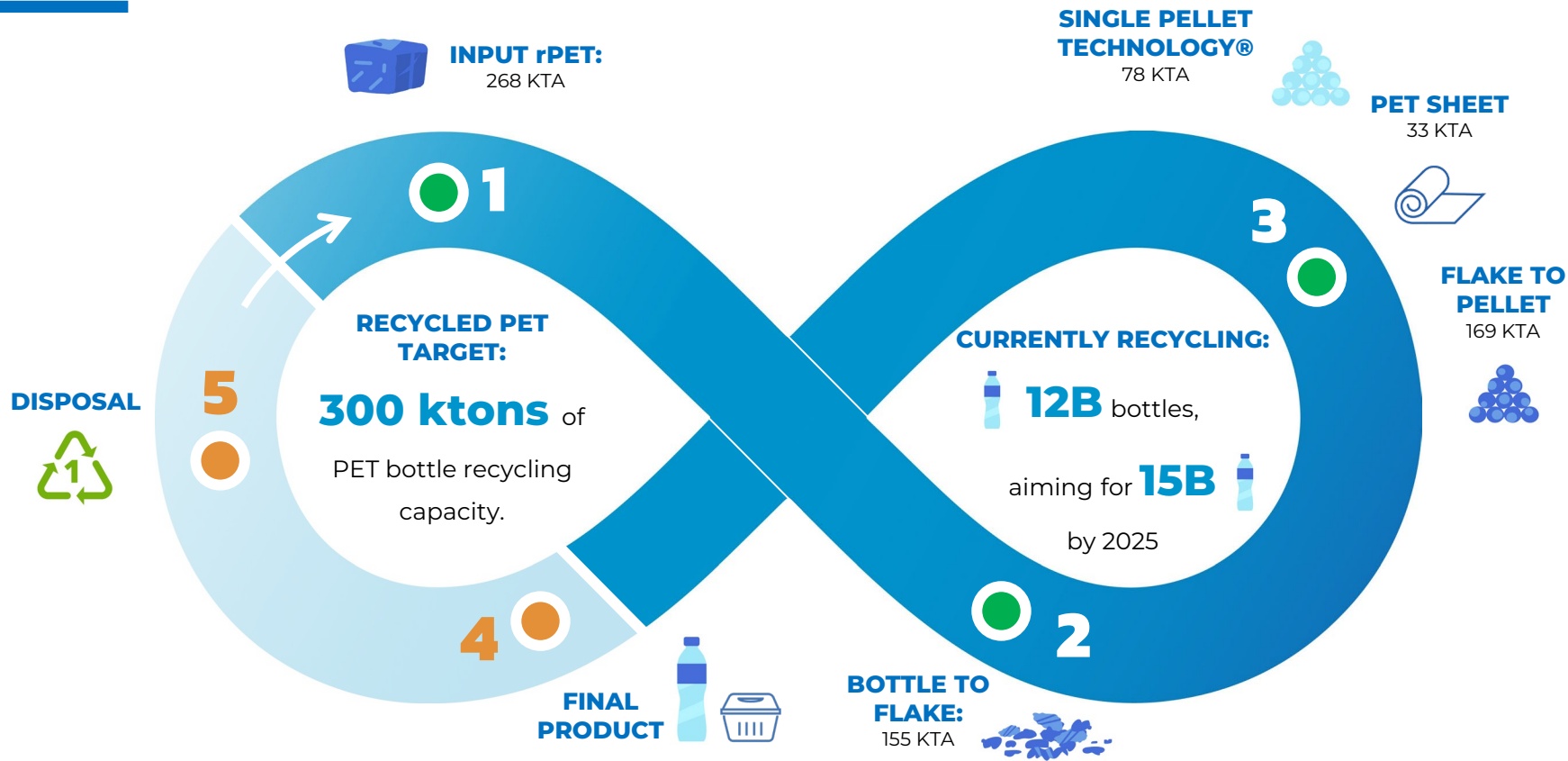
Winner in the Innovation Category for its **commitment & progress in rPET**

S&P Dow Jones Indices

A Division of **S&P Global**

Inclusion in its Total Mexico ESG S&P Index

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

DEVELOPING RECYCLED EPS

Today we already have:

RECYCLED AND DEGRADABLE EPS SOLUTIONS¹

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 25% for rPEK

TARGET:

"By 2030, Styropek commits to offer up to 30% of recycled and/or bio-based content in packaging products and expand its portfolio of highly energy-efficient products for thermal insulation applications in the construction sector up to 100%."

Aiming to recycle
14 ktons
by 2030²

(1) Only in select products.

(2) Projected data



NEW PRODUCT: BIOVENTO®

Organic fertilizer produced with microorganisms

5 QUALITY PROPERTIES:

- Turns nitrogen in the air into nutrients that plants easily absorb
- Increases crop production and quality with fast-assimilating nitrogen (100% yield)
- Focused on the organic foods market
- Outstanding performance in customer fields
- Certificate approved to use for safety in cropping regulations

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





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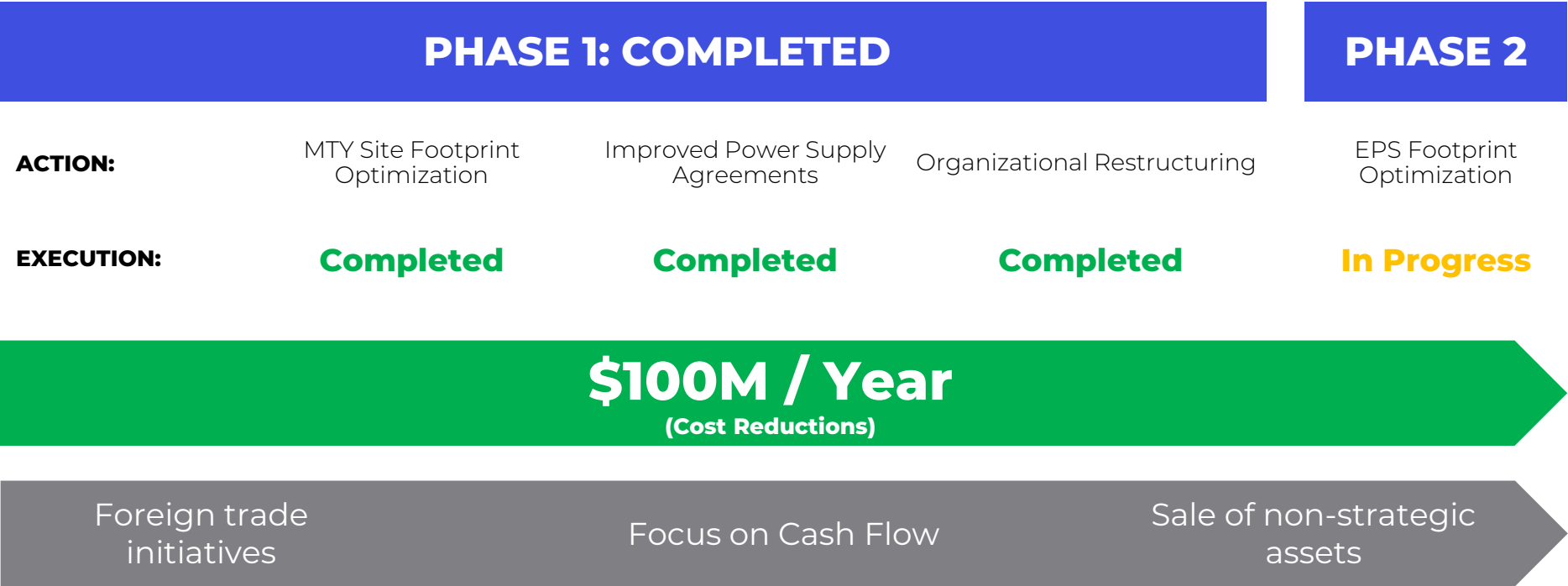


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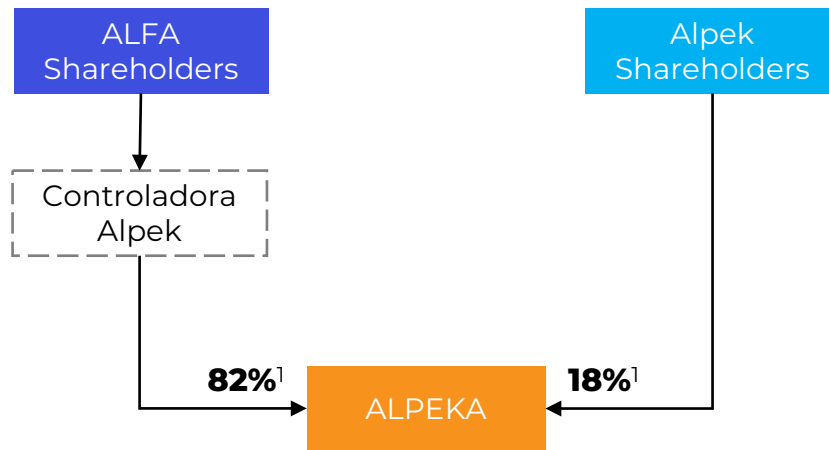
COST STRUCTURE IMPROVEMENT



Note: Costs calculated on a run-rate annualized basis.

ALFA SHAREHOLDERS APPROVED ALPEK SPIN-OFF

- Controladora Alpek will be constituted by ALFA as the spun-off company, listed in the *Bolsa Mexicana de Valores*
- ALFA plans to transfer all its Alpek shares, certain assets, liabilities and capital to Controladora Alpek
- ALFA Shareholders will receive one share of Controladora Alpek for each of their ALFA shares

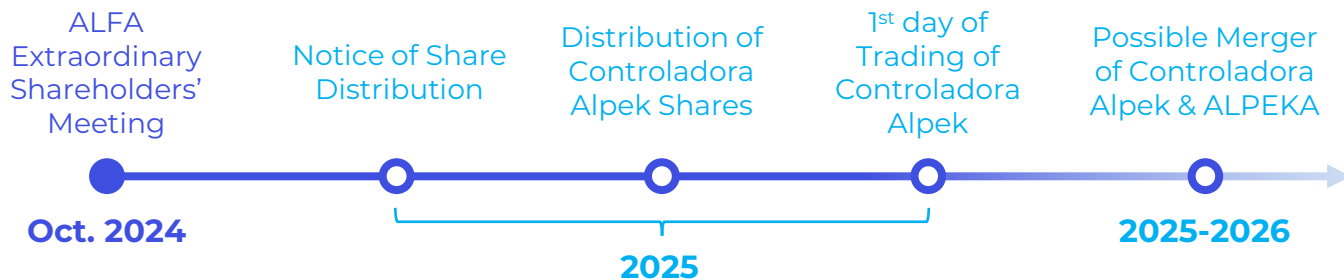


ALPEK STRUCTURE

By 2025-2026 the goal is to merge Controladora Alpek and Alpek into a single share

(1) Share ownership in Alpek

ALPEK SPIN-OFF TIMELINE



- Greater Stock Liquidity
- Improved Governance
- Highly Experienced Mgmt Team
- Broader Investor Outreach
- BoD & Management Unchanged



2024 REVISED GUIDANCE

METRICS	UNITS	REVISED '24 GUIDANCE	ORIGINAL '24 GUIDANCE	CHANGE (%)
Comparable EBITDA ¹	US\$M	675	600	13
CAPEX	US\$M	150	200	(25)

- Solid domestic demand and higher freight costs in the quarter led to a positive outlook for full-year results



(1) Excludes inventory adjustments and carry-forward effects



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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



FRUIT PACKAGING



SPORT SHIRTS



JUICE
BOTTLES



FACEMASKS

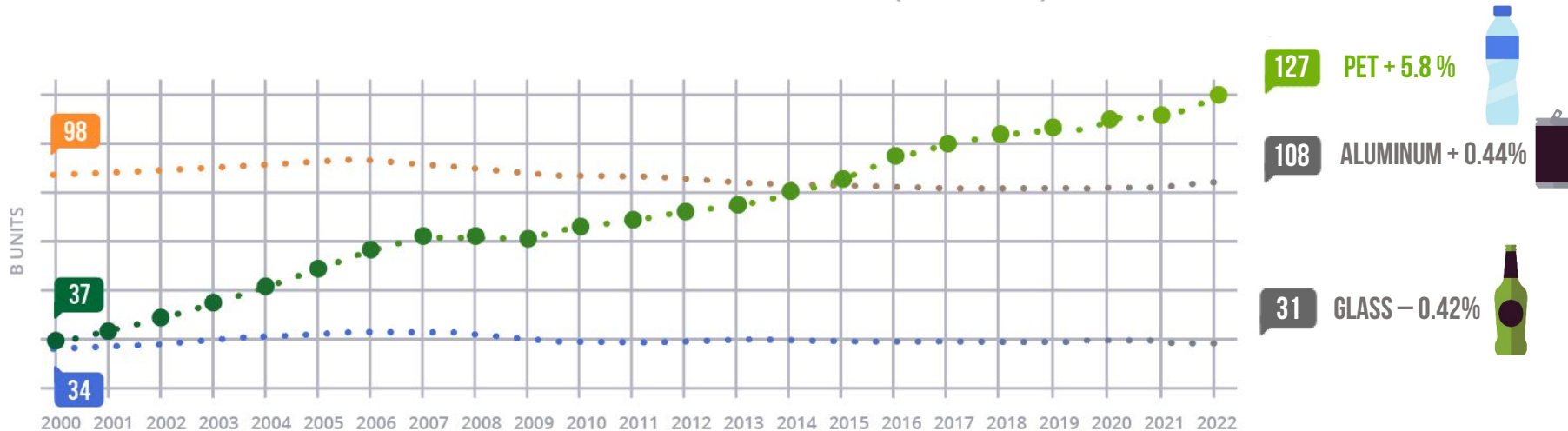


ANTIBACTERIAL GEL BOTTLES



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



THERE'S A BIG DIFFERENCE WHEN LOOKING AT A NEW BOTTLE...

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»*



10 gr. CO₂
1.0x



31 gr. CO₂
3.0x



90 gr. CO₂
9.0x



...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



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

1,200°F



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**



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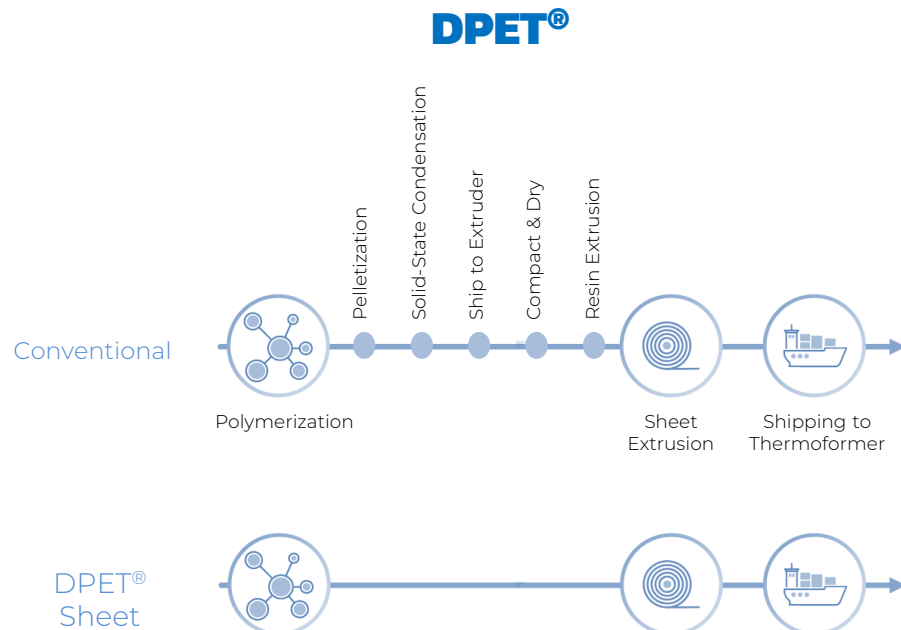
RELEVANT EVENTS



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STATE-OF-THE-ART TECHNOLOGY

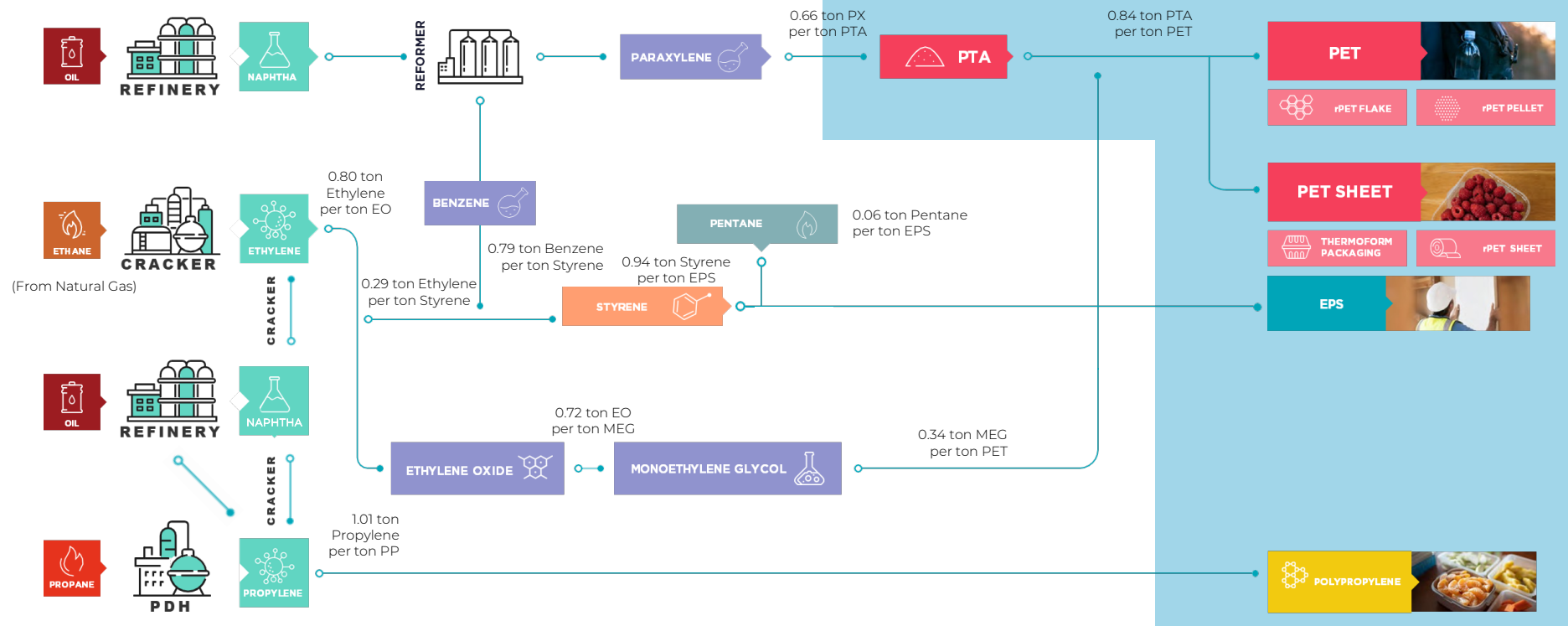
Low-cost production & Patents



OUR GLOBAL FOOTPRINT

Country	Site	PTA	PET		rPET			PP	EPS	Other
			Resin	Sheet	Flake	Pellet	SPT			
Mexico (2,790)	Altamira	1,000						640	240	
	Cosoleacaque	610	185				15			
	Lerma									100
USA (2,583)	Fayetteville, NC		170		64					
	Columbia, SC	640	725							
	Bay St. Louis, MS		430				15			
	Richmond, IN				66	31				
	Darlington, SC					26				
	Monaca, PA								123	
	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	119

OUR VALUE CHAIN



LATEST QUARTER RESULTS

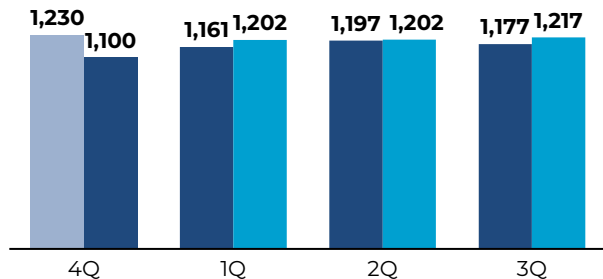
RESULTS AND KEY METRICS

	3Q24	2Q24	3Q23	QoQ%	YoY%	YTD24	YTD23	Ch.%
Volume¹ (ktons)	1,217	1,202	1,177	1	3	3,621	3,535	2
Polyester	995	1,000	955	(1)	4	2,985	2,878	4
Plastics & Chemicals	222	202	222	10	-	636	657	(3)
Revenues	1,967	1,921	1,956	2	1	5,792	6,068	(5)
Polyester	1,420	1,425	1,483	-	(4)	4,240	4,504	(6)
Plastics & Chemicals	444	399	372	11	19	1,241	1,214	2
Others	103	98	101	5	2	311	350	(11)
Reported EBITDA	198	170	126	16	58	537	461	16
Polyester	136	122	79	12	73	367	260	41
Plastics & Chemicals	61	44	43	40	41	161	197	(18)
Others	1	5	4	(82)	(74)	8	4	108
Comparable EBITDA²	218	158	160	38	37	531	568	(7)
Polyester	155	102	114	51	36	364	374	(3)
Plastics & Chemicals	63	52	42	21	50	158	189	(17)
Others	1	4	4	(76)	(73)	9	4	121
Net Income (Controlling Interest)	26	13	(26)	104	200	47	(1)	6,205
CAPEX	24	22	38	7	(38)	80	165	(52)
Net Debt	1,814	1,726	1,675	5	8			
Net Debt / EBITDA³	3.1	3.3	2.6					

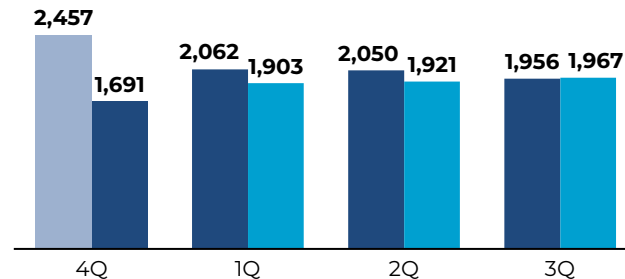
(1) Excludes intracompany sales (2) Excludes inventories, carry-forward effects, and non-operating, one-time (gains) losses (3) Times: last 12 months

RESULTS BY QUARTER

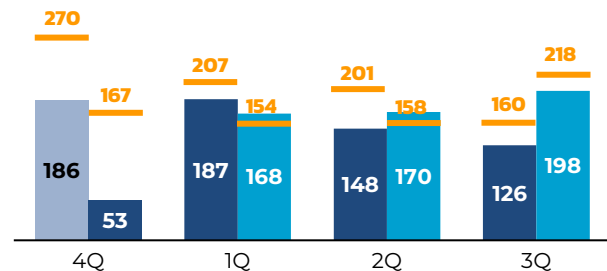
Sales Volume (KTon)



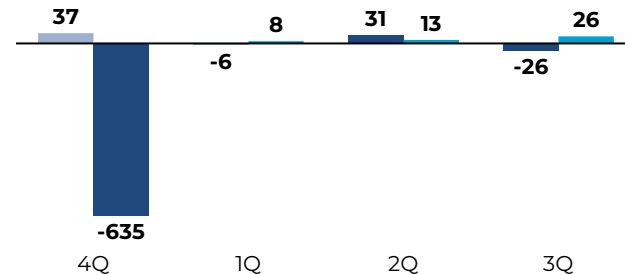
Revenues (US\$M)



Reported EBITDA (US\$M)

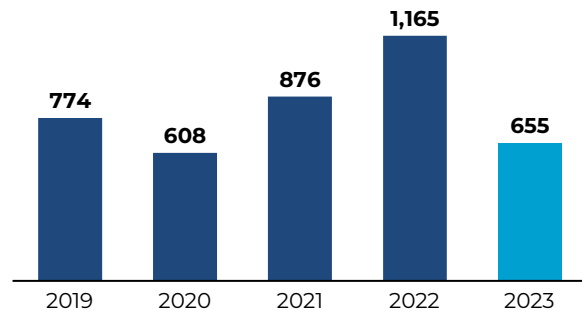


Majority Net Income (US\$M)

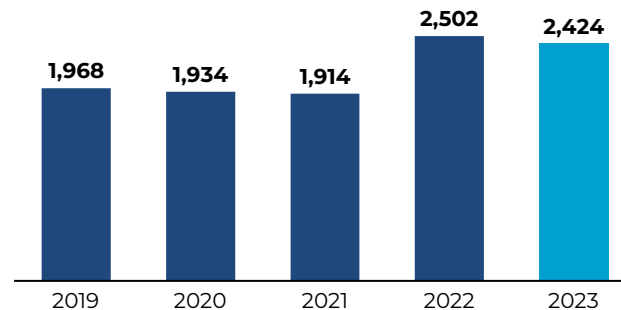


BALANCE SHEET ACCOUNTS

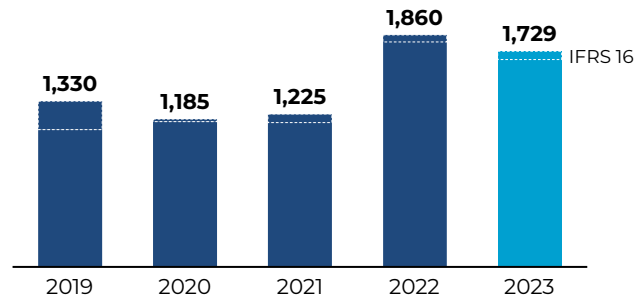
Net Working Capital (US\$M)



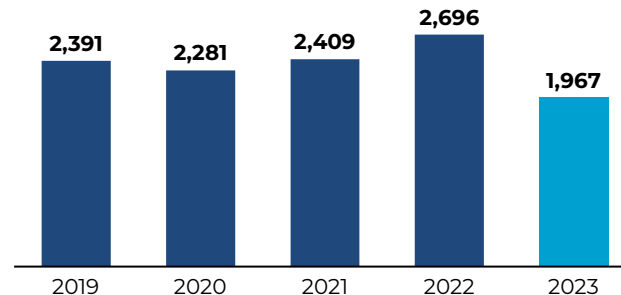
Property, Plant and Equipment (US\$M)



Net Debt (US\$M)

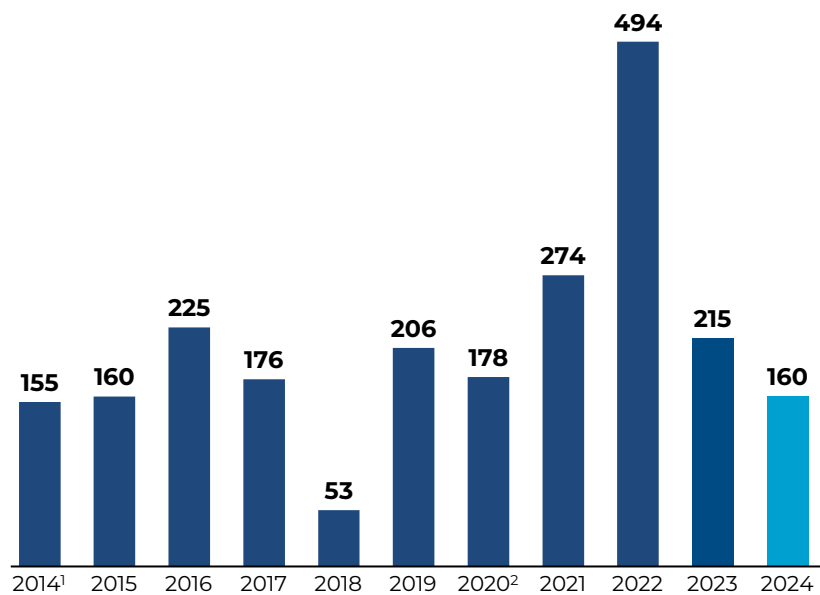


Stockholders' Equity (US\$M)

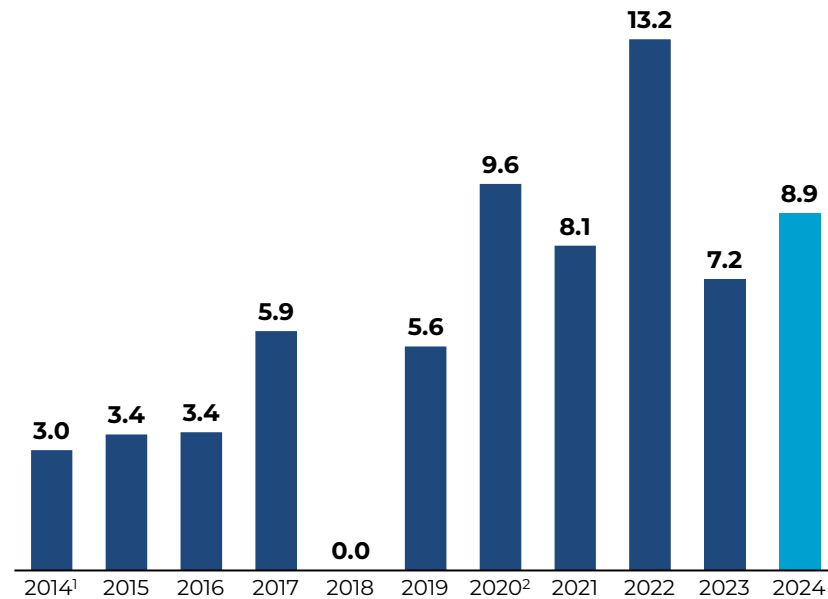


DIVIDENDS

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

	3Q24	2Q24	3Q23	QoQ%	YoY%	YTD24	YTD23	Ch.%
EBITDA	198	170	126	16	58	537	461	16
Net Working Capital & Others	(43)	34	214	(226)	(120)	(169)	432	(139)
CAPEX	(24)	(22)	(38)	(7)	38	(80)	(165)	52
Financial Expenses	(38)	(40)	(46)	5	17	(115)	(132)	13
Income Tax	(7)	(26)	(35)	73	79	(66)	(188)	65
Dividends	(140)	(20)	(15)	(600)	(836)	(160)	(200)	20
Payment to affiliated companies	(11)	1	1	(1,112)	(2,090)	(11)	(3)	(289)
Other Sources / Uses	(24)	(15)	(2)	(60)	(999)	(22)	(20)	(13)
Decrease (Increase) in Net Debt	(89)	82	204	(209)	(144)	(86)	185	(146)

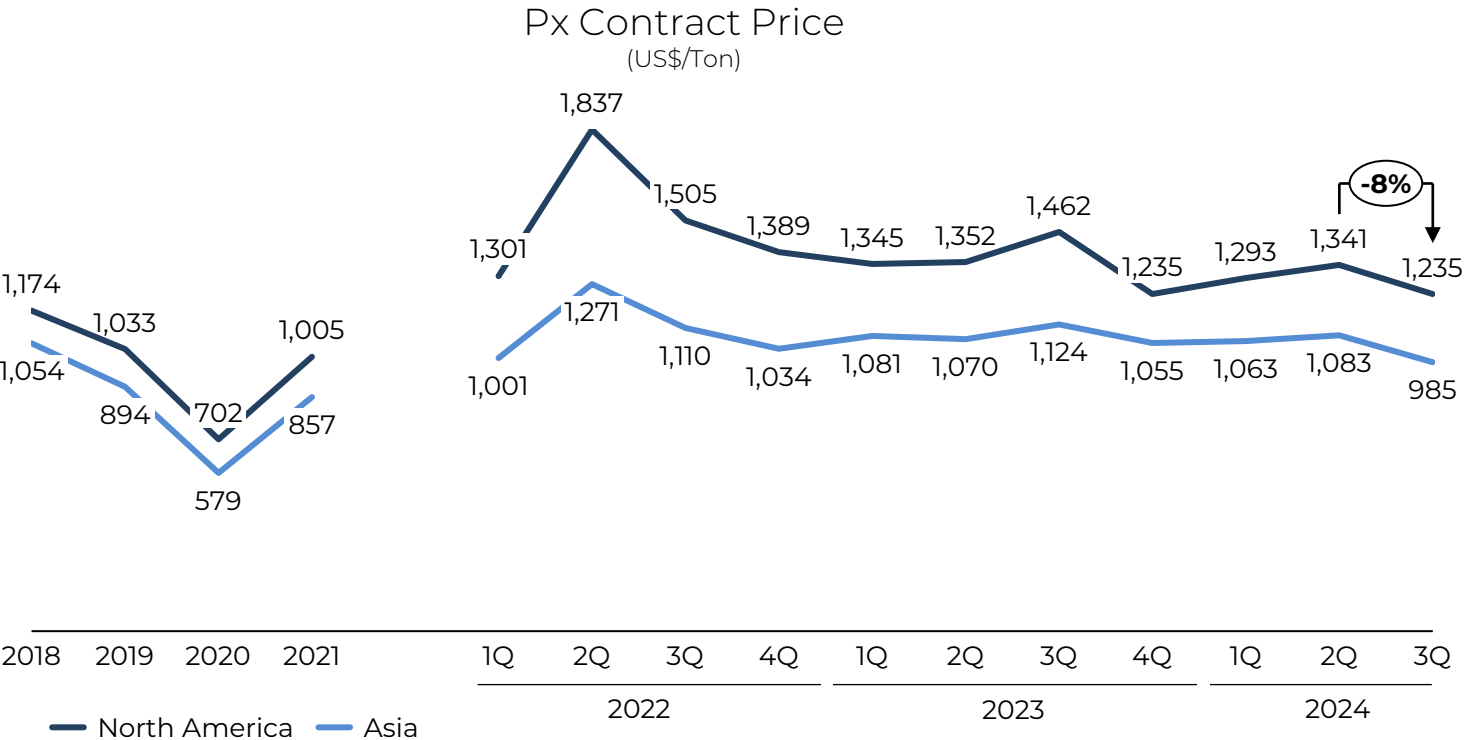
NET INCOME

	3Q24	2Q24	3Q23	QoQ%	YoY%	YTD24	YTD23	QoQ%
Consolidated Net Income (loss)	37	16	(19)	130	295	73	42	73
Non-Controlling Interest	11	3	7	225	65	26	43	(39)
Controlling interest	26	13	(26)	104	200	47	(1)	6,205
Earnings per Share (U.S. \$)	0.01	0.01	(0.01)	104	200	0.02	0.00	6,206
Avg. Outstanding Shares (million)*	2,107	2,107	2,107	-	-	2,107	2,107	-

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

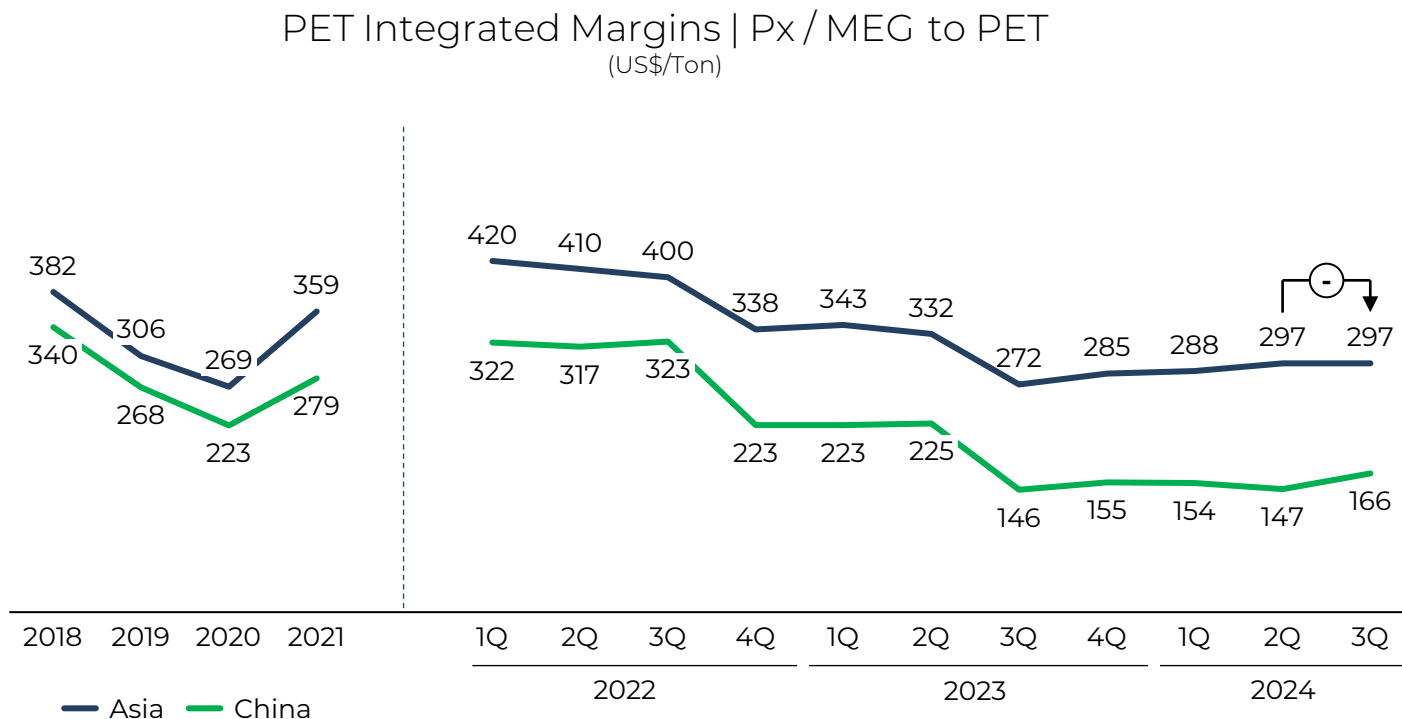
RELEVANT REFERENCES | PARAXYLENE

Px disconnection decreased to \$250 per ton

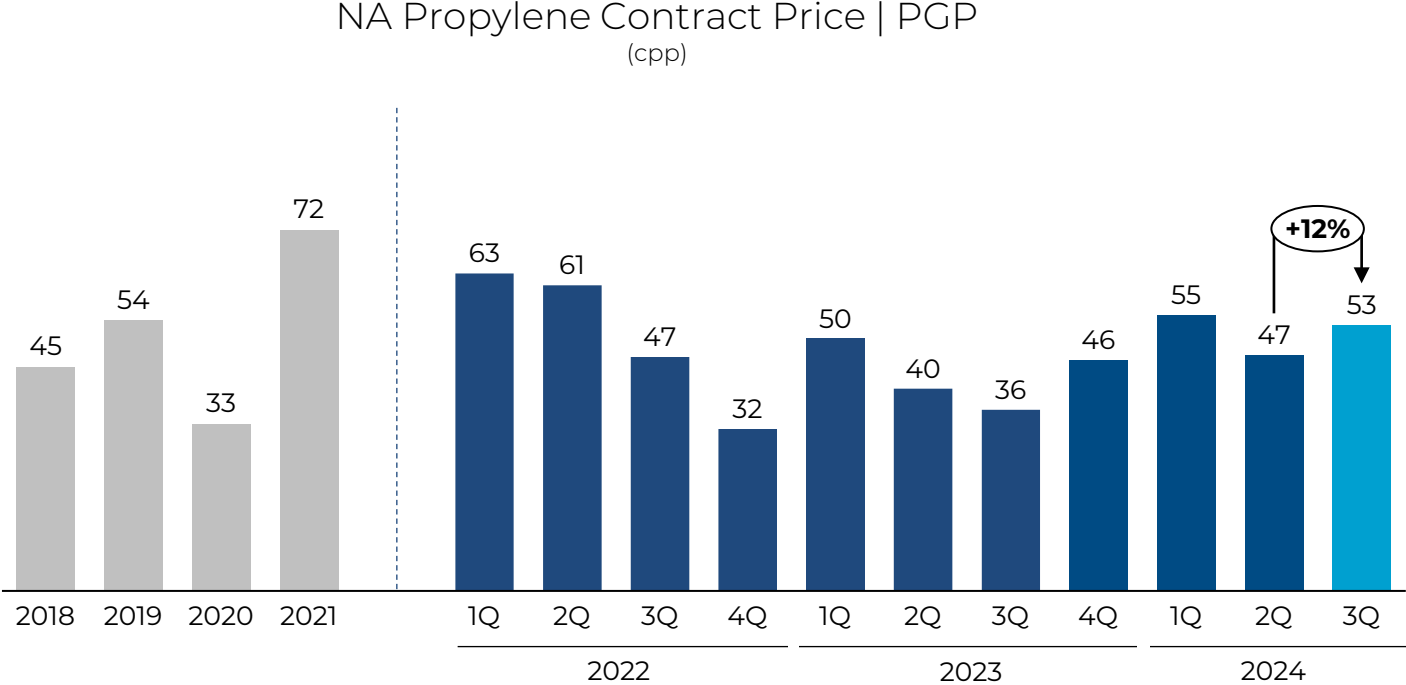


RELEVANT REFERENCES | INTEGRATED PET MARGINS

Asian ref. margins remain stable, while Chinese ref. margins increased



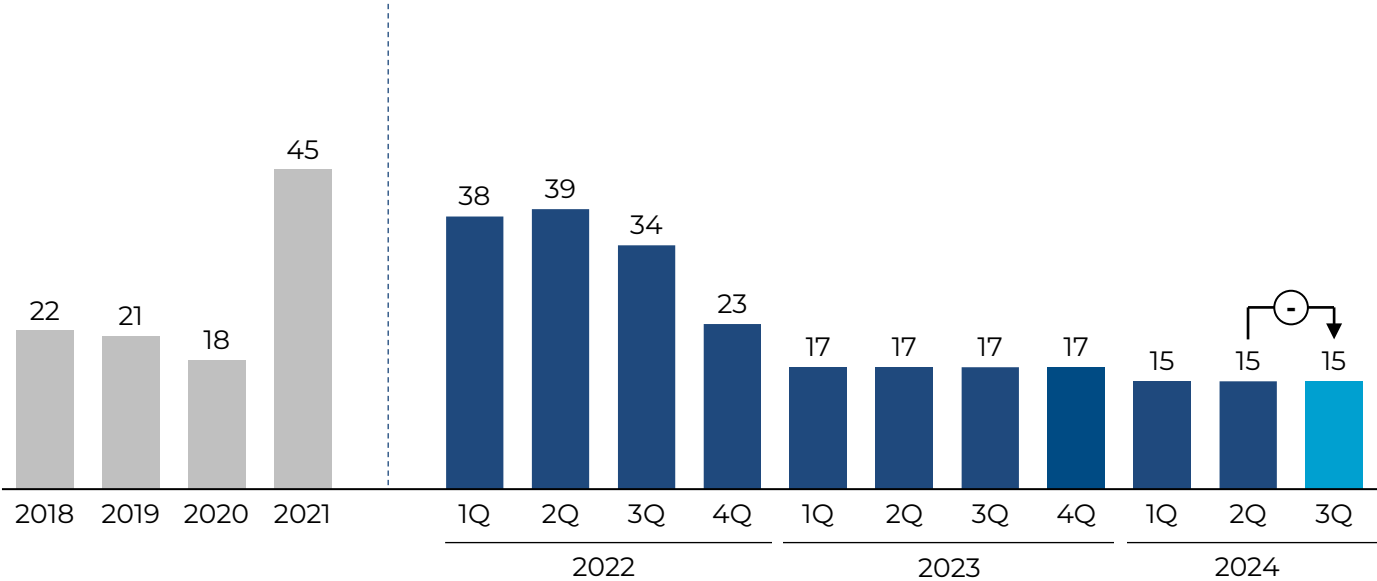
RELEVANT REFERENCES | PROPYLENE



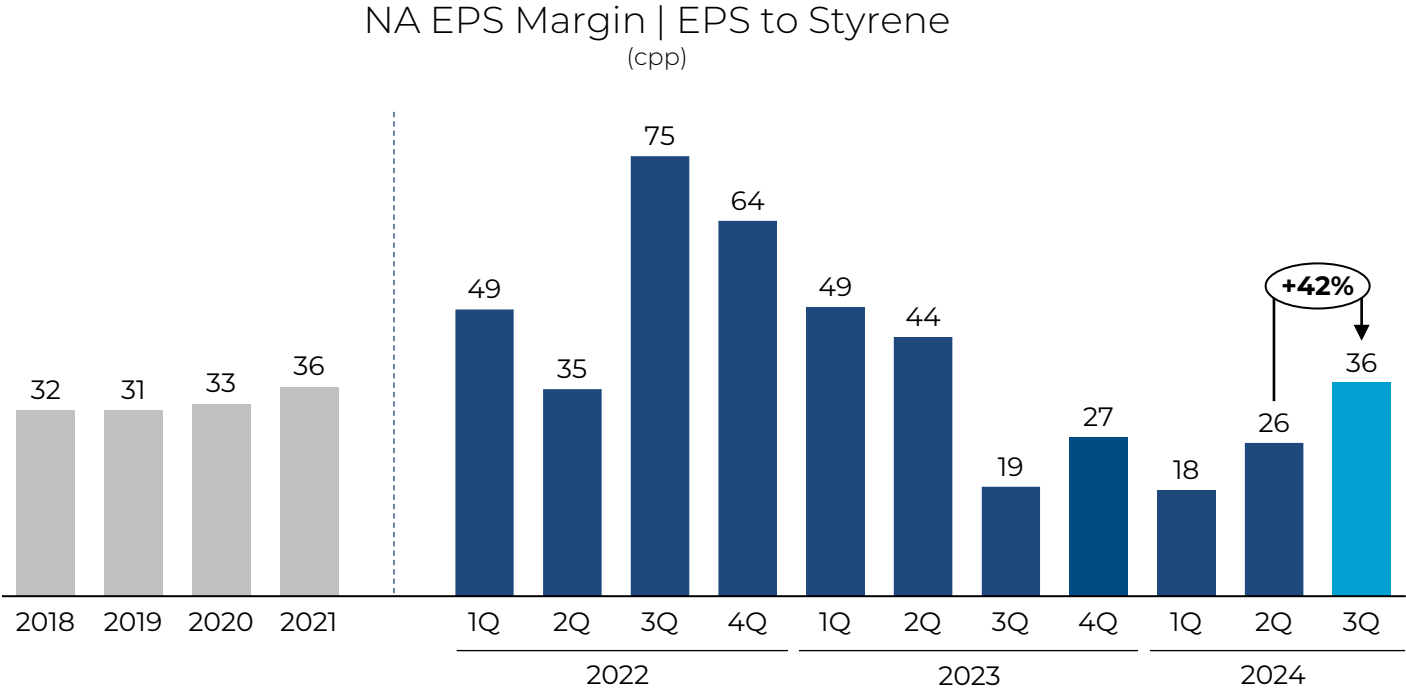
RELEVANT REFERENCES | POLYPROPYLENE MARGINS

Margins remain flat

NA Polypropylene Margins | PP to PGP
(cpp)

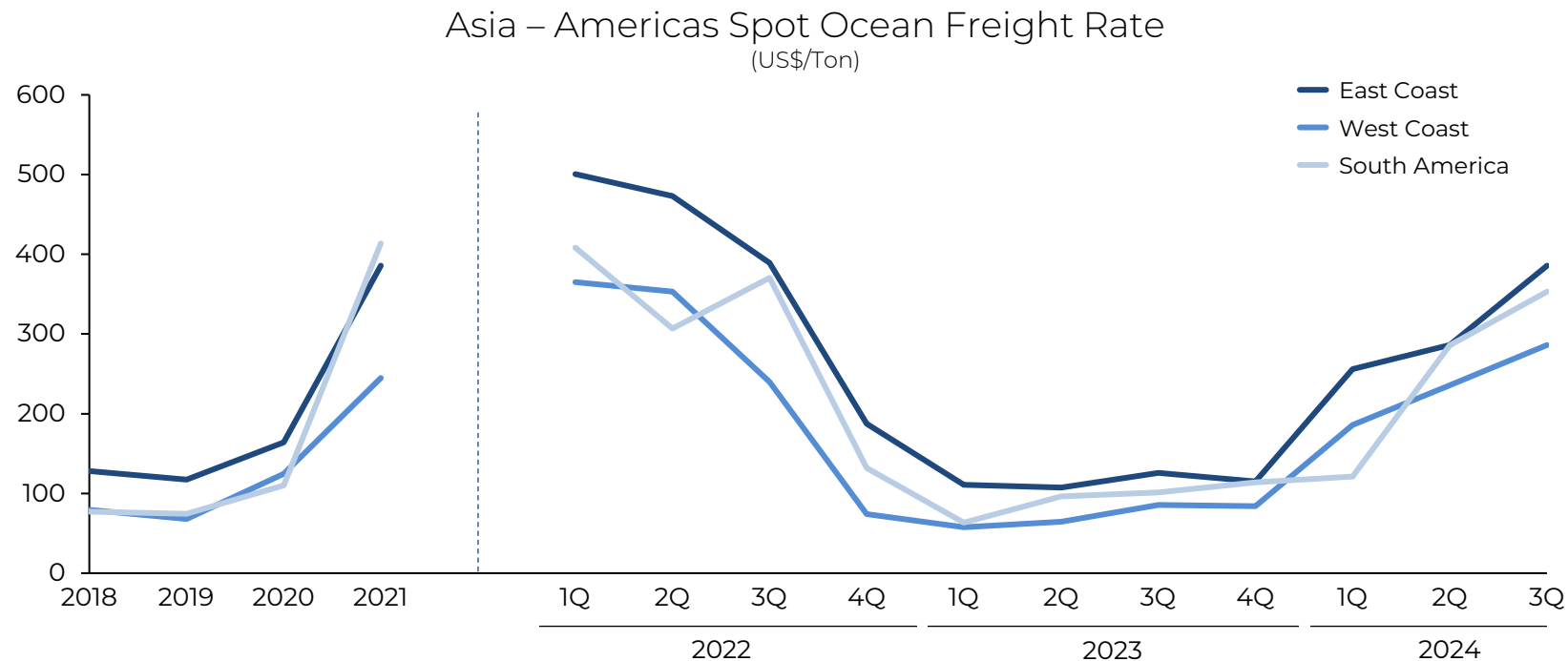


RELEVANT REFERENCES | EPS REFERENCE MARGINS



OCEAN FREIGHT PRICES

Highest levels seen since 2022, with a downward trend towards quarter-end

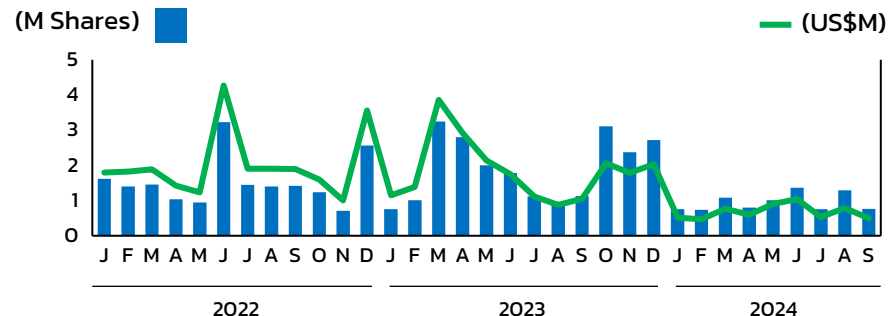


STOCK HIGHLIGHTS (BMV: ALPEK)

Daily Stock Price (MXN)



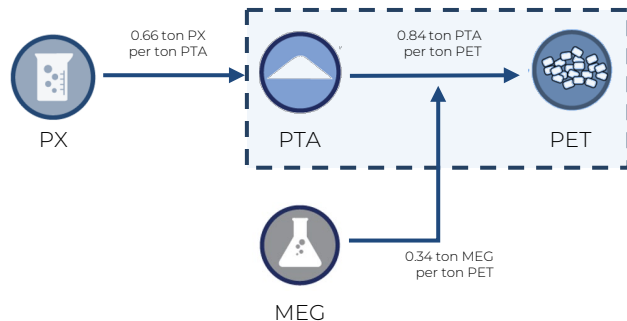
Daily Average Traded Shares & Value (M Shares)



Valuation	2021	2022	2023	3Q24
Market Cap. (US\$M)	2,282	2,810	2,208	1,376
Net Debt (US\$M)	1,225	1,860	1,729	1,814
EBITDA LTM (US\$M)	1,145	1,455	514	590
Enterprise Value / EBITDA	3.3	3.4	8.2	5.9
Price / Earnings	4.5	3.6	-3.8	-2.5
Price per Share (MXN)	21.92	26.84	18.61	12.36
Exchange Rate (MXN/USD)	20.28	20.13	17.77	18.92

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 POLIMESE Index	US\$ / MEG ton	610

Three-Step Guide

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

US\$ / PET ton US\$ / PET ton PTA ton / PET ton US\$ / PTA ton MEG ton / PET ton US\$ / MEG ton

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

US\$ / PTA ton US\$ / PTA ton Px ton / PTA ton US\$ / Px ton

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

US\$ / PET ton US\$ / PET ton PTA ton / PET ton US\$ / PTA ton

One-Step Shortcut

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

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

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THIRD QUARTER 2024

Institutional Presentation

OCTOBER 2024

