



SECOND QUARTER 2024

Earnings Webcast



TODAY'S SPEAKERS



JORGE YOUNG
CEO



JOSÉ CARLOS PONS
CFO



BÁRBARA AMAYA
IRO

TODAY'S AGENDA



- 1** Overview
- 2** Strategic Initiatives
- 3** Financial Performance
- 4** Q&A



QUARTER OVERVIEW



ALTAMIRA OPERATIONS

COST STRUCTURE IMPROVEMENT

100% PROGRESS TOWARDS 2024 GOAL

ACTION:	Footprint Optimization	Improved Power Supply Agreements	Organizational Restructuring	Systems Efficiency & Centers of Excellence
EFFECTIVE BY:	1Q24	1Q24	3Q24	2025+
EXECUTION:	Completed	Completed	Completed	On-track

\$75M

Effective by 3Q24

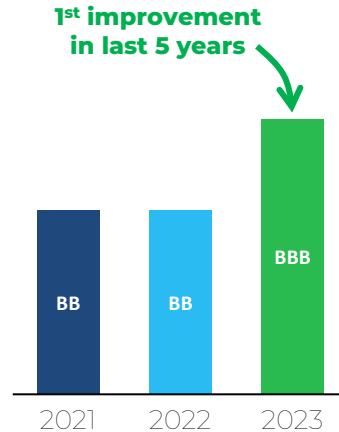
PROGRESS ON ESG FRONT

- Alpek published its 2023 Sustainability Report, including the following additions:

- New Materiality Matrix
- Roadmap showcasing our decarbonization journey



MSCI 



MSCI
ESG RATINGS



CCC B BB **BBB** A AA AAA

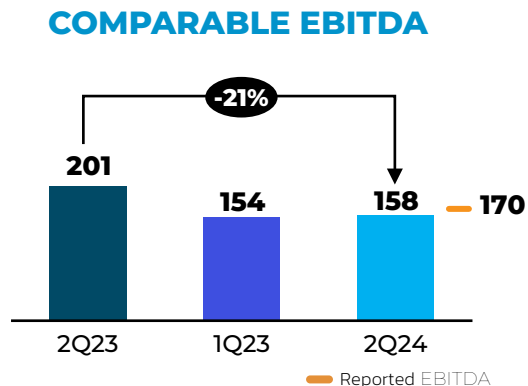
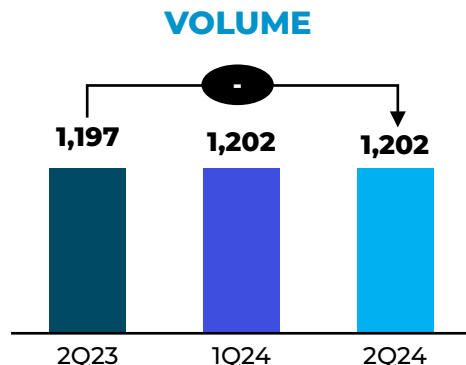


FINANCIAL RESULTS

2Q24 FINANCIAL RESULTS

VOLUME
1.2M TONS
Flat YoY & QoQ

COMPARABLE EBITDA
\$158M
-21% YoY | +3% QoQ

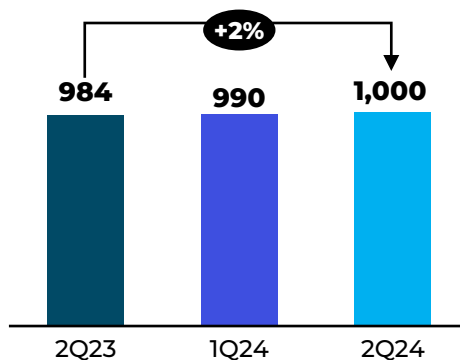


- Both volume & Comp. EBITDA in line with Guidance
- Stable volume, with an improvement for Polyester
- Partially offset by temporary disruptions in Altamira operations

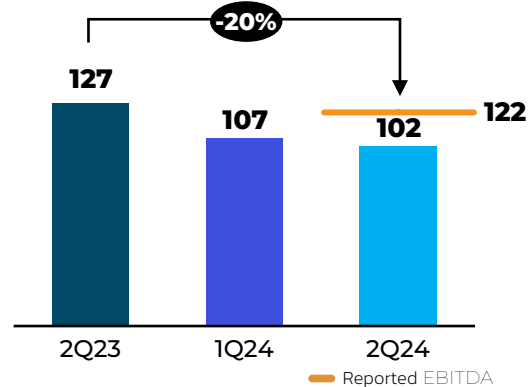
POLYESTER

- Volume increase mainly from a continuation of stable demand levels
- PTA production from Altamira impacted by scheduled maintenance and temporary restrictions to water supply
- Reference margins remained at lower levels

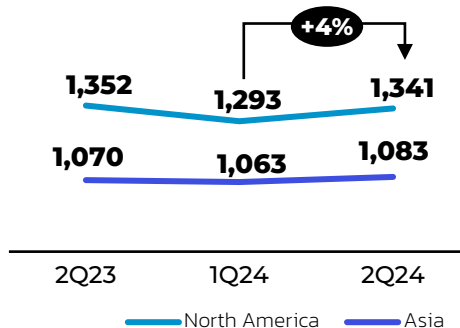
VOLUME



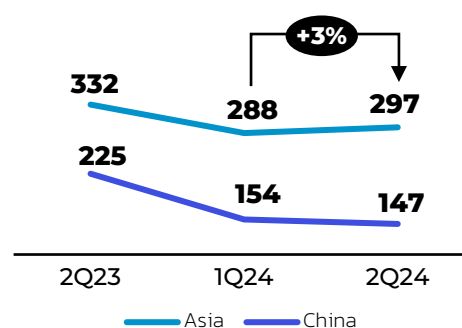
COMPARABLE EBITDA



PX PRICES



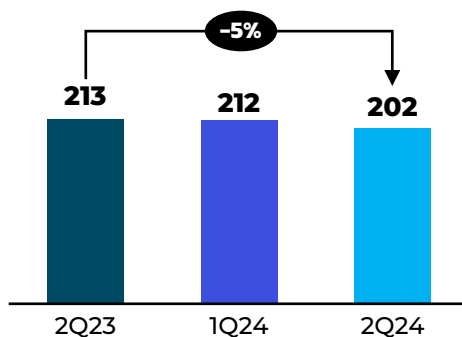
REFERENCE MARGINS



PLASTICS & CHEMICALS

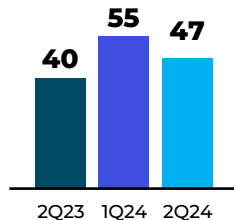
- Volume down primarily from temporary interruptions in Altamira
- EPS reference margins witnessed a recovery, while PP remained flat

VOLUME

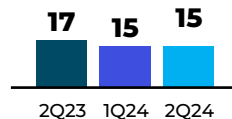


POLYPROPYLENE

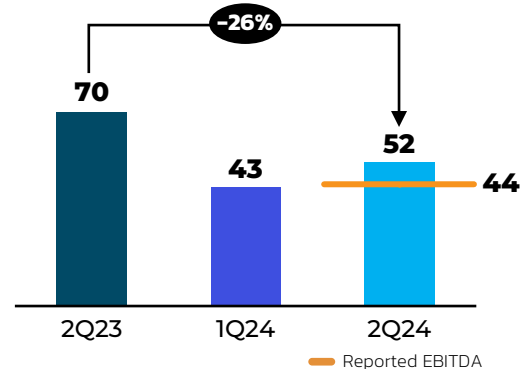
PROPYLENE PRICES



REF. MARGIN

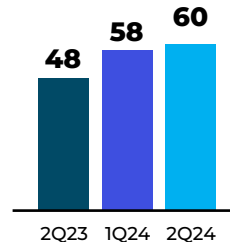


COMPARABLE EBITDA

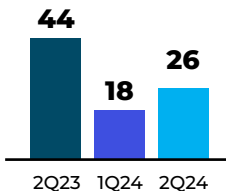


EPS

STYRENE PRICES

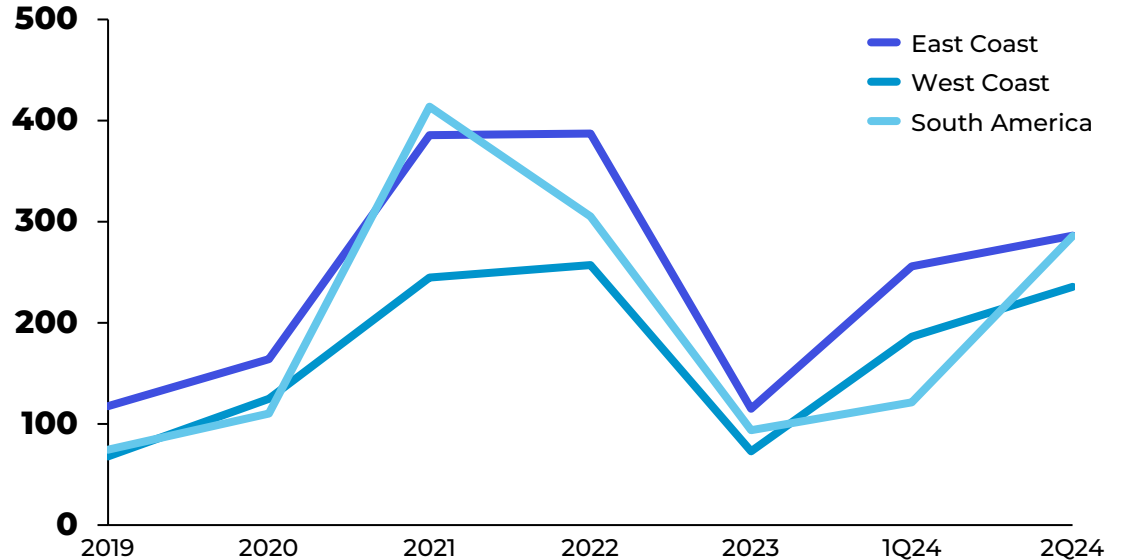


REF. MARGIN



OCEAN FREIGHTS

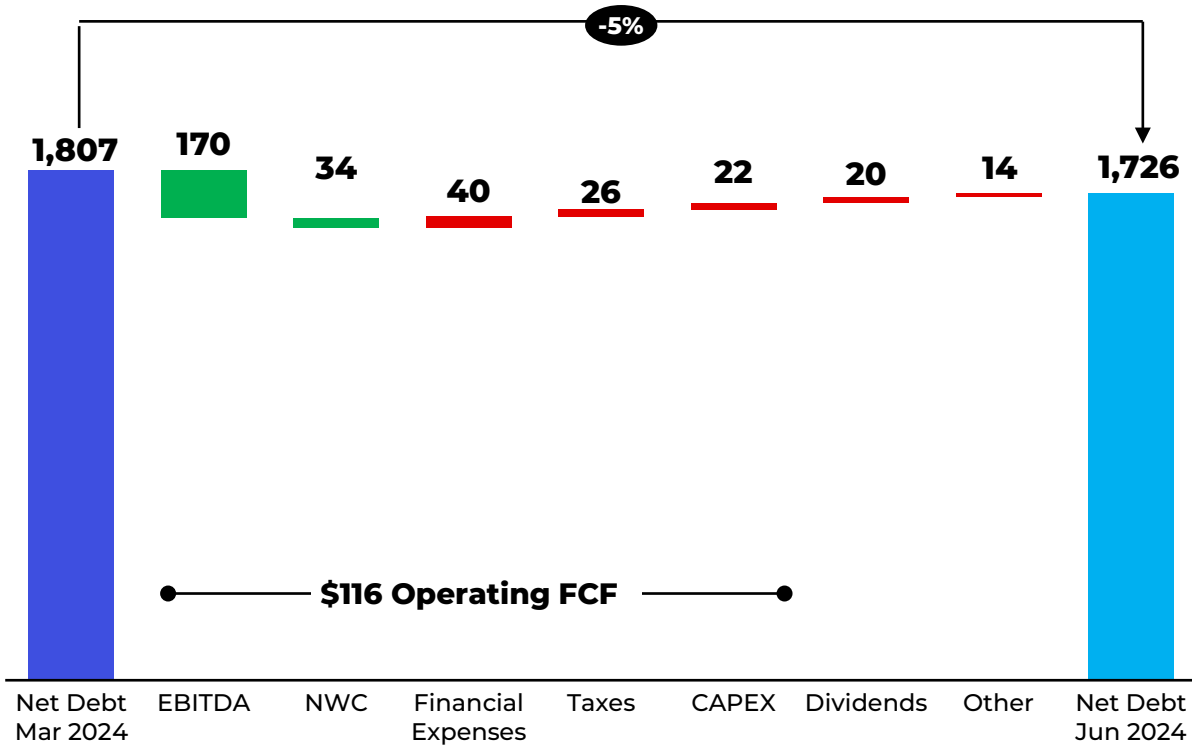
- Continued conflict in the Red Sea, alternate transportation routes and tight capacity
- Significant role in domestic markets that could generate potential opportunities
- Increase reaching levels last seen since 2022



Asia – Americas Spot Ocean Freight Rate (US\$/Ton)

Source: SCFI, prices based on 20-foot containers with 24-ton capacity from Shanghai to U.S. East Coast, West Coast & South America

FREE CASH FLOW GENERATION



\$34M NWC

Mainly from variations in raw material prices

\$22M CAPEX

Scheduled maintenance

\$116M Op. FCF

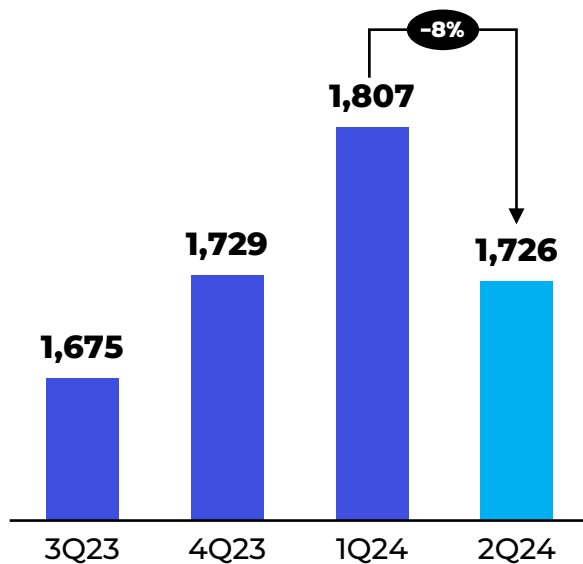
\$82M

Net debt decrease

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

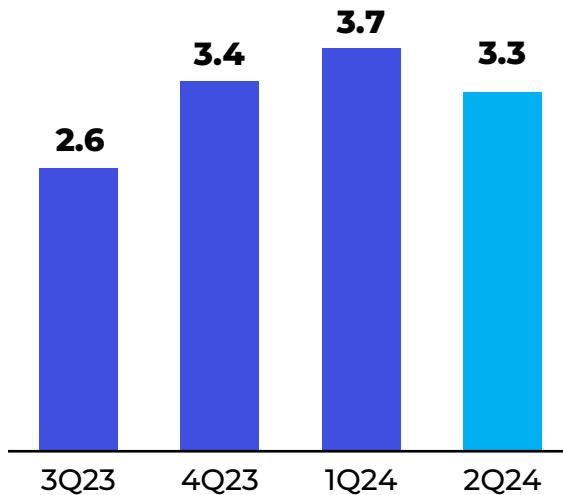
NET DEBT & LEVERAGE

Net Debt



Leverage

(Times)



Committed to reaching **2.5x** target

2024 PRIORITIES

1. Achieving structural cost reduction initiatives

- \$75M annualized savings up-to-date
- Looking for additional opportunities

2. Capitalize our position as a domestic supplier.

- Reliable supply of high-quality products
- Sustainable packaging solutions – CaPETAll patent for bottle caps made 100% from PET

3. Maximizing cash flow and further strengthening the balance sheet

- Potential monetization of non-strategic assets

On track to reach full-year Guidance





JORGE YOUNG
CEO



JOSÉ CARLOS PONS
CFO

INVESTOR RELATIONS



BÁRBARA AMAYA

IRO | Strategic Planning Director |
Corporate Finance Director

bamaya@alpek.com



ALEJANDRA BUSTAMANTE

IR Manager

abustamante@alpek.com

VISIT [ALPEK.COM](https://alpek.com) OR
CONTACT US FOR
ADDITIONAL INFORMATION: IR@ALPEK.COM



SECOND QUARTER 2024

Earnings Webcast

