



SECOND QUARTER 2024

Institutional Presentation

JULY 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

64%
EBITDA



POLYESTER

PET Sheet

Expandable Styrenics
(EPS & ARCEL®)

**PLASTICS &
CHEMICALS**

34%
EBITDA



Polypropylene
(PP)

Specialty Chemicals
& Fertilizers

PET #1 #2
Americas Worldwide



#1 PTA & rPET
in the Americas

Only PP
producer in Mexico

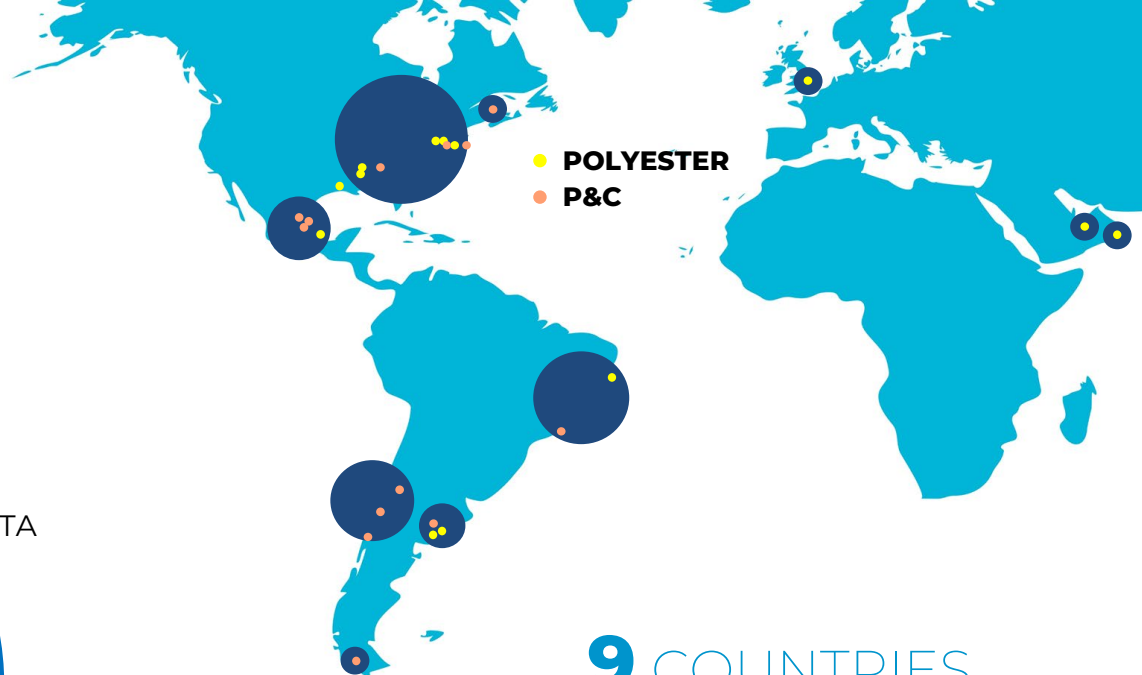
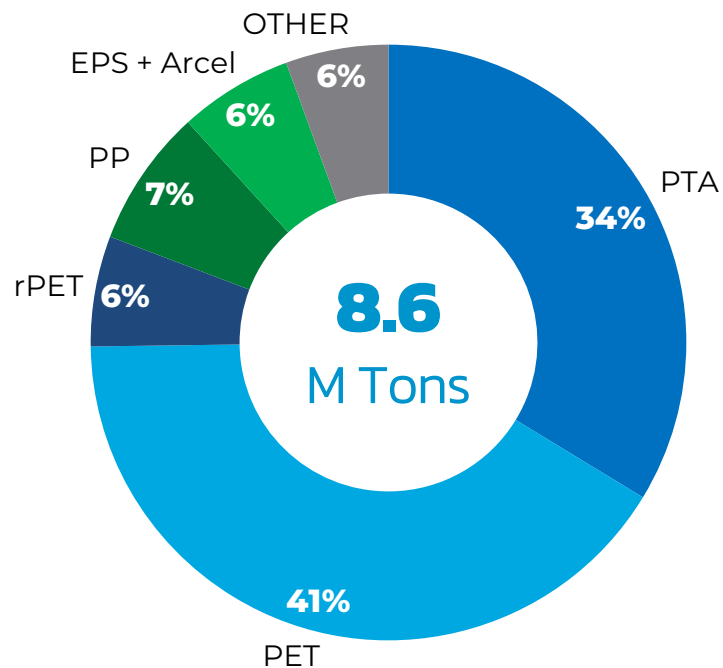


#1 EPS
in the Americas



OUR GLOBAL FOOTPRINT

TOTAL CAPACITY BY PRODUCT



9 COUNTRIES

33 PLANTS

+5,500 EMPLOYEES
WORLDWIDE





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ALPEK AT A GLANCE

 **STRATEGY & COMPETITIVENESS**

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INVESTMENT THESIS

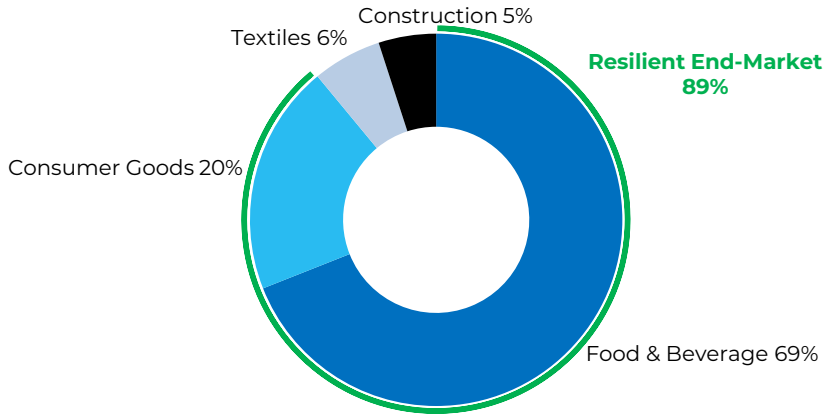
- **Leadership** Polyester & EPS position in the Americas
- **Resilient** consumer-oriented products
- **Continuous** growth through strategic acquisitions
- **Unique** and **efficient** technologies to produce high-end products
- **Focused and clear strategy** led by experienced leadership
- **Strong**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



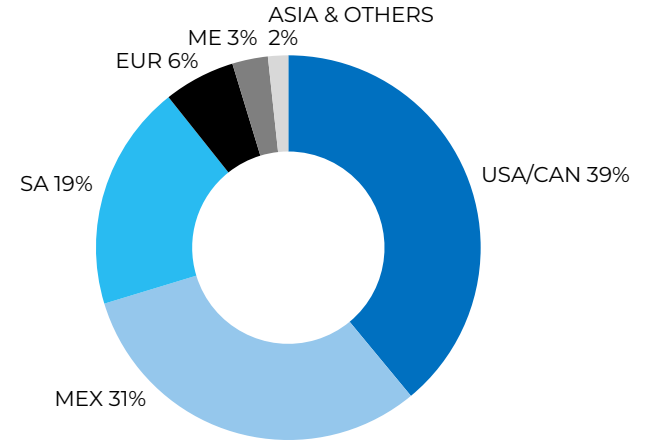
RESILIENT END-MARKETS ACCOUNT FOR 89% OF VOLUME

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

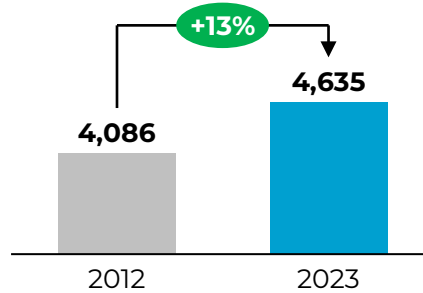
2012
20 sites
3 countries



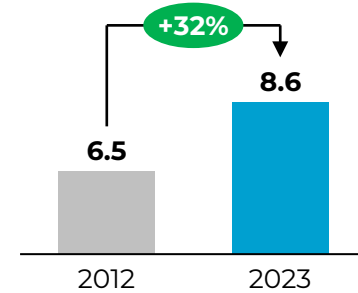
2023
33 sites
9 countries



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

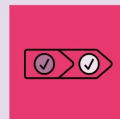


Value-Creation in CO2 Emissions Reduction

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



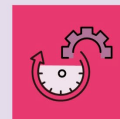
Value Chain Integration

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)



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STRATEGY & COMPETITIVENESS

FINANCIAL RESULTS

ESG PROGRESS

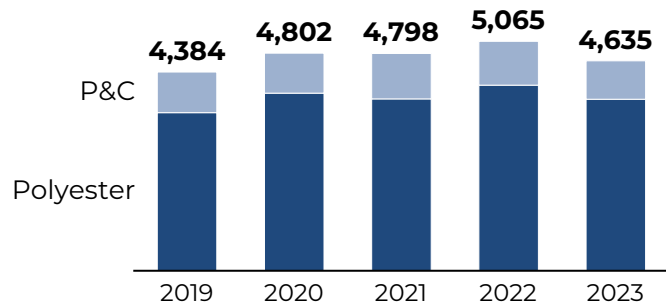
RELEVANT EVENTS

THE CASE FOR PET

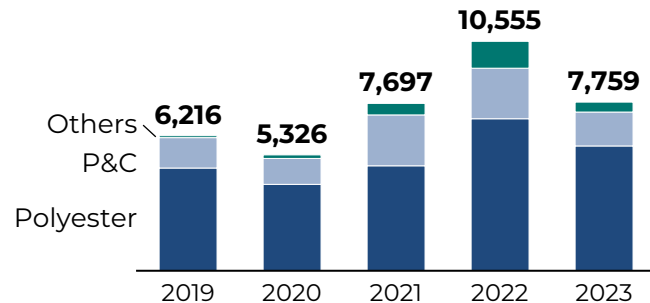
APPENDIX

FINANCIAL RESULTS

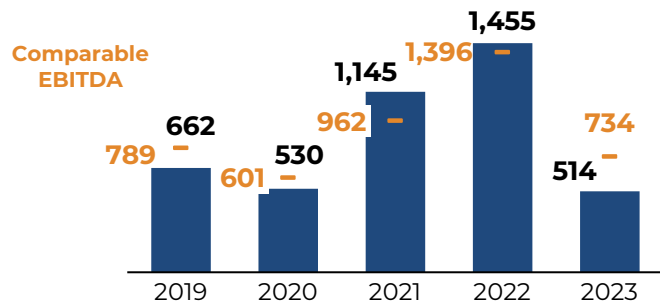
Sales Volume (KTon)



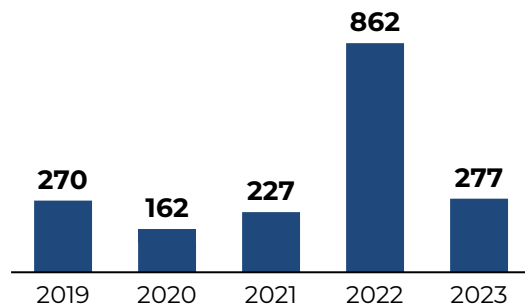
Revenues (US\$M)



Reported EBITDA (US\$M)



CAPEX (US\$M)

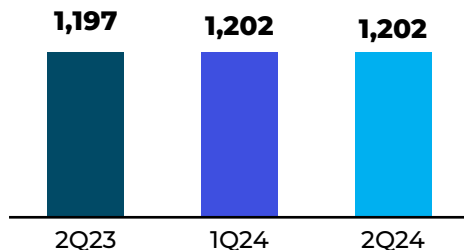


2Q24 FINANCIAL RESULTS

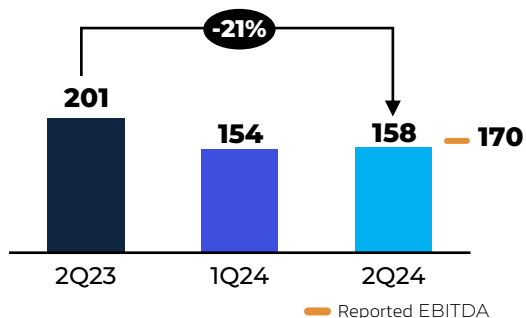
VOLUME
1.2M TONS
Flat YoY & QoQ

COMPARABLE EBITDA¹
\$158M
-21% YoY | +3% QoQ

VOLUME



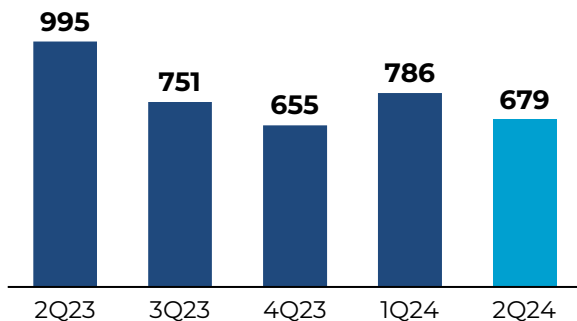
COMPARABLE EBITDA



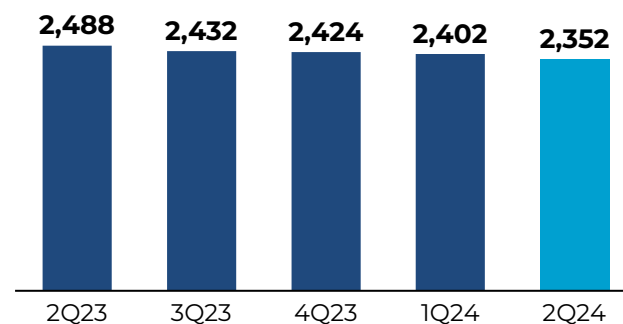
- Both volume & Comp. EBITDA in line with Guidance
- Stable volume, with an improvement for Polyester
- Partially offset by temporary disruptions in Altamira operations

BALANCE SHEET ACCOUNTS

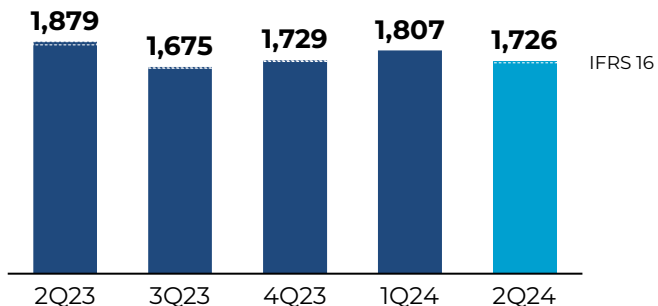
Net Working Capital (US\$M)



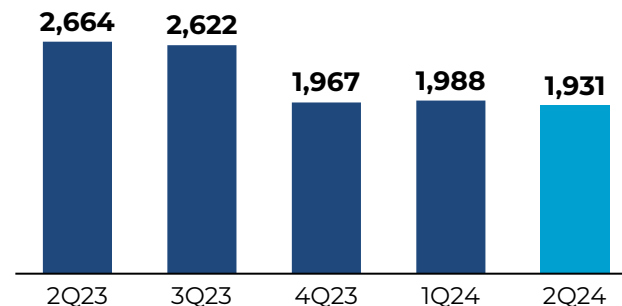
Property, Plant and Equipment (US\$M)



Net Debt (US\$M)

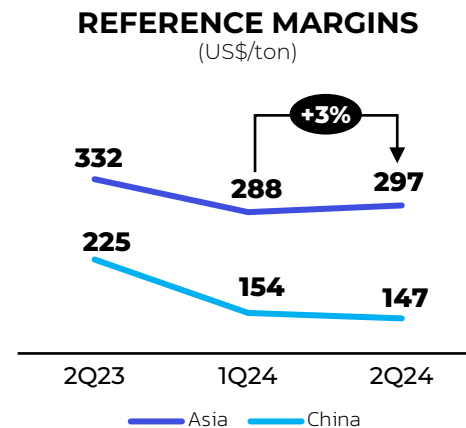
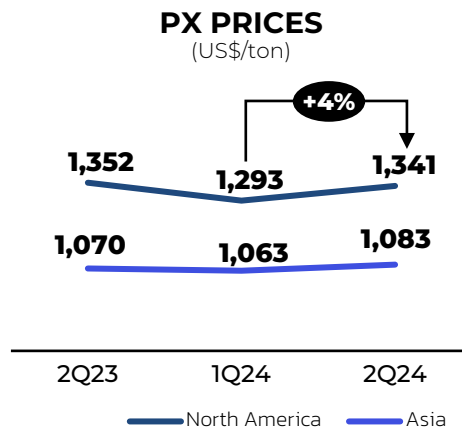
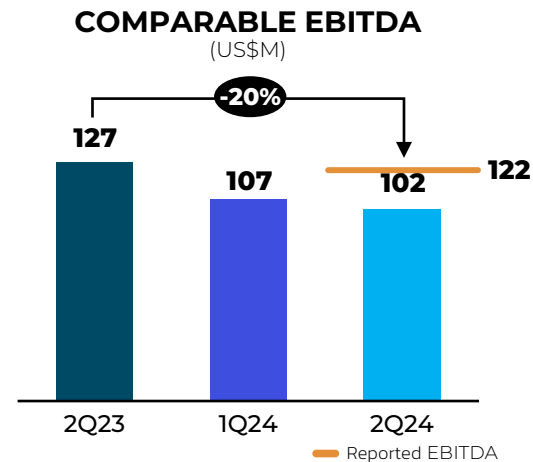
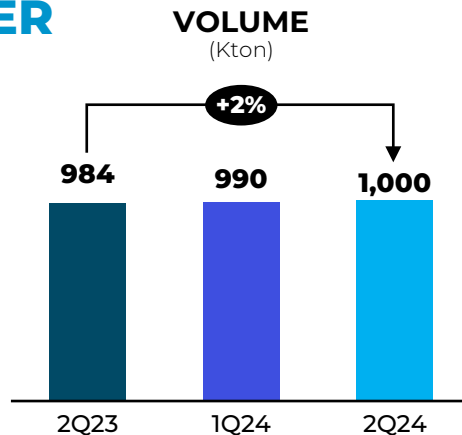


Stockholders' Equity (US\$M)



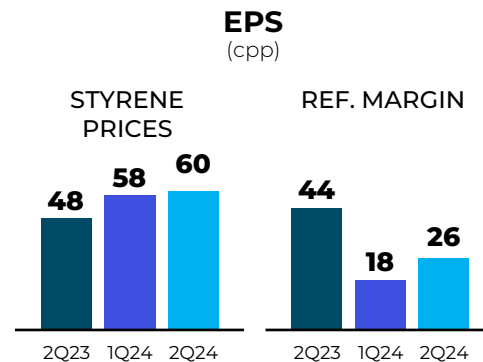
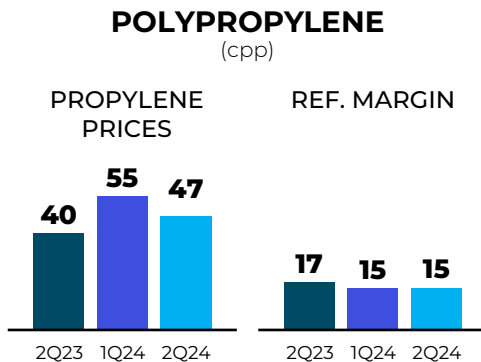
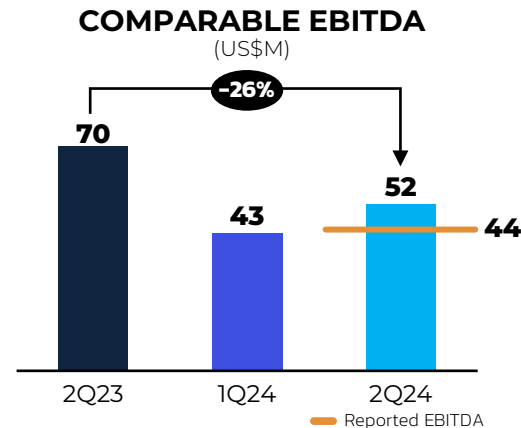
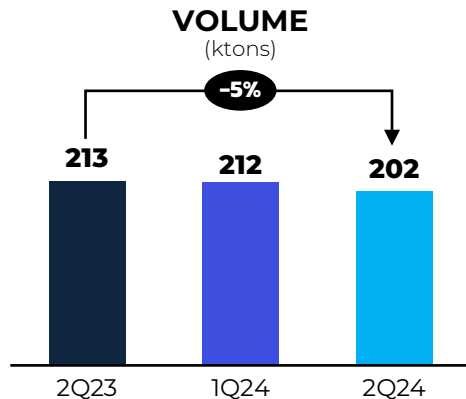
2Q24 RESULTS: POLYESTER

- Volume increased mainly from a continuation of solid demand
- PTA production from Altamira impacted by scheduled maintenance and temporary restrictions to water supply
- Reference margins in line with Guidance expectations



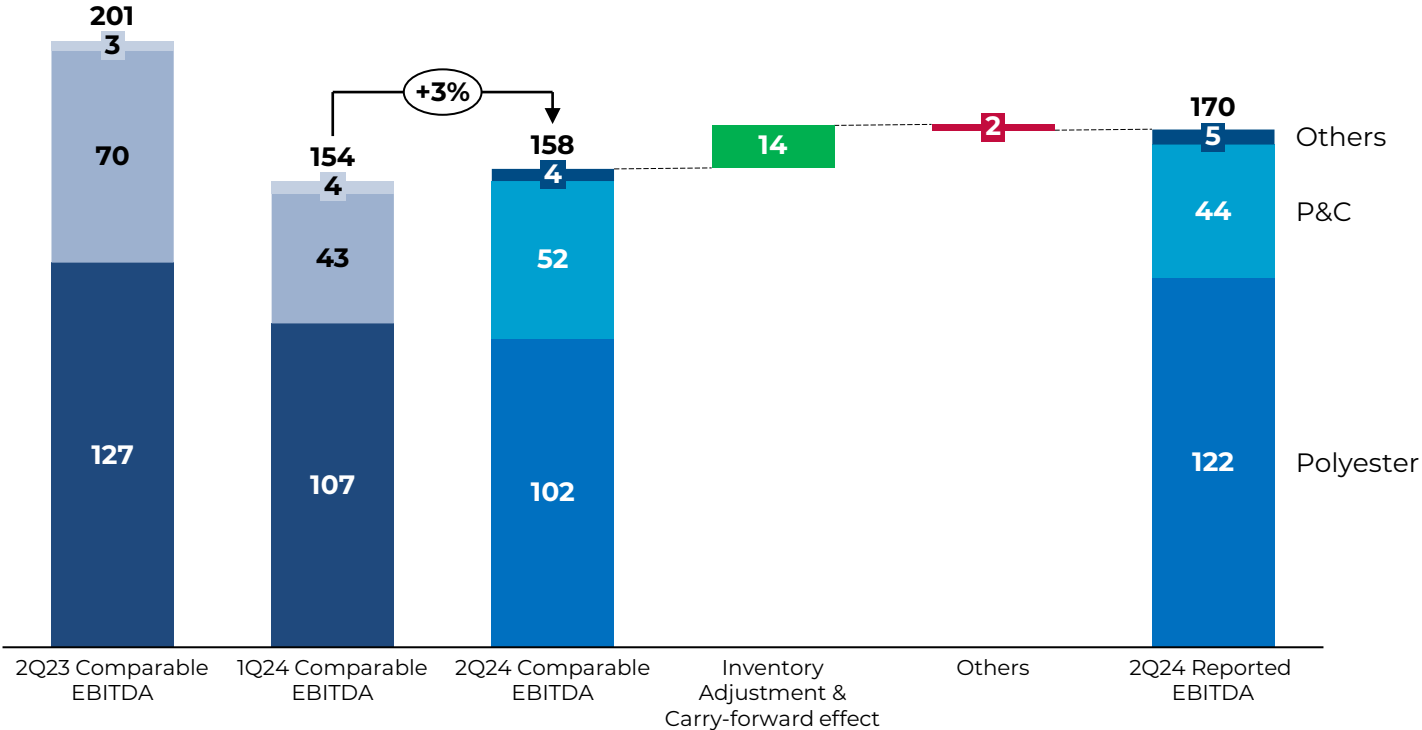
2Q24 RESULTS: PLASTICS & CHEMICALS

- Volume decrease due to the temporary interruptions in Altamira
- EPS reference margins recovered, while PP remained flat



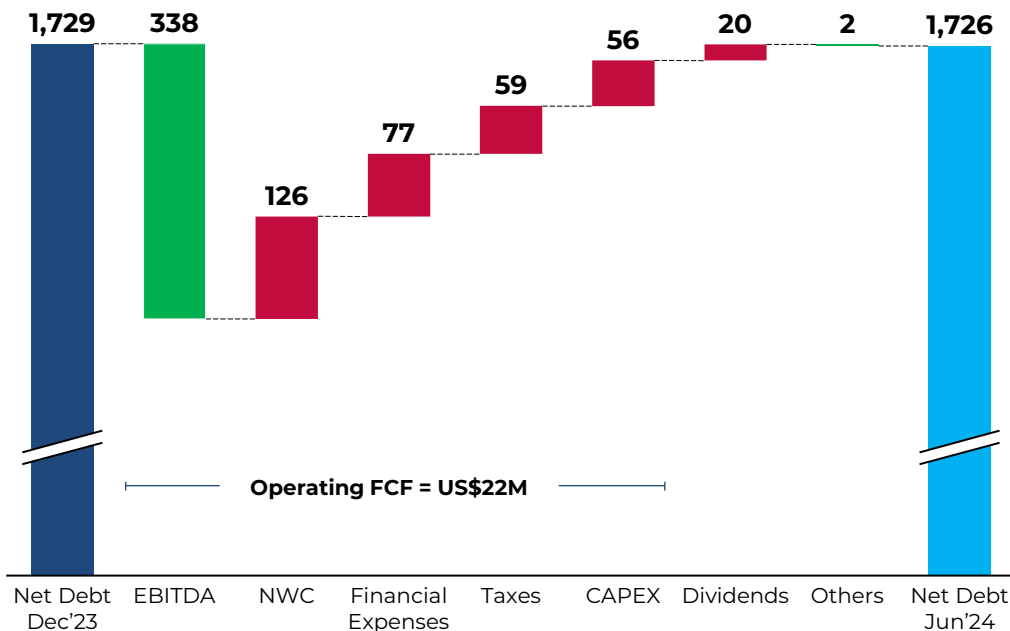
EBITDA BREAKDOWN

2Q24 EBITDA (US\$M)



FREE CASH FLOW GENERATION

FCF YTD (US\$M)



NWC

Improved by \$34M in 2Q24, as PP and EPS raw material prices decreased on a sequential basis

-\$126

CAPEX

Mainly from scheduled maintenance and well below Guidance

\$56

INCOME TAX

Notable reduction compared to 2023 figures

\$59

(YTD US\$M)

ND / EBITDA

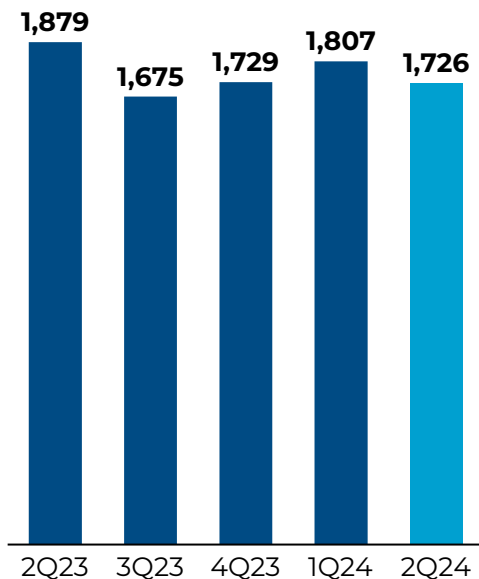
3.4

3.3

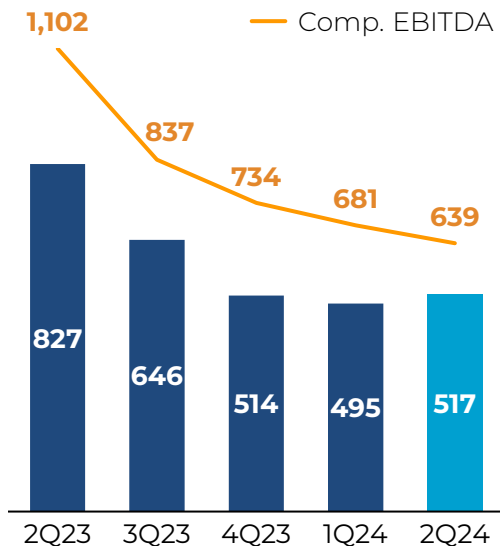


NET DEBT & LEVERAGE

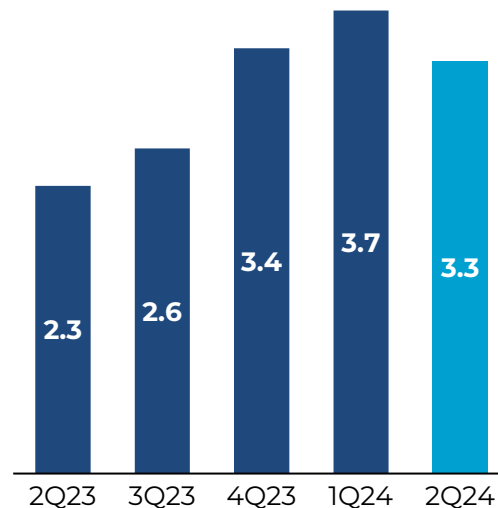
Net Debt (US\$M)



LTM EBITDA (US\$M)

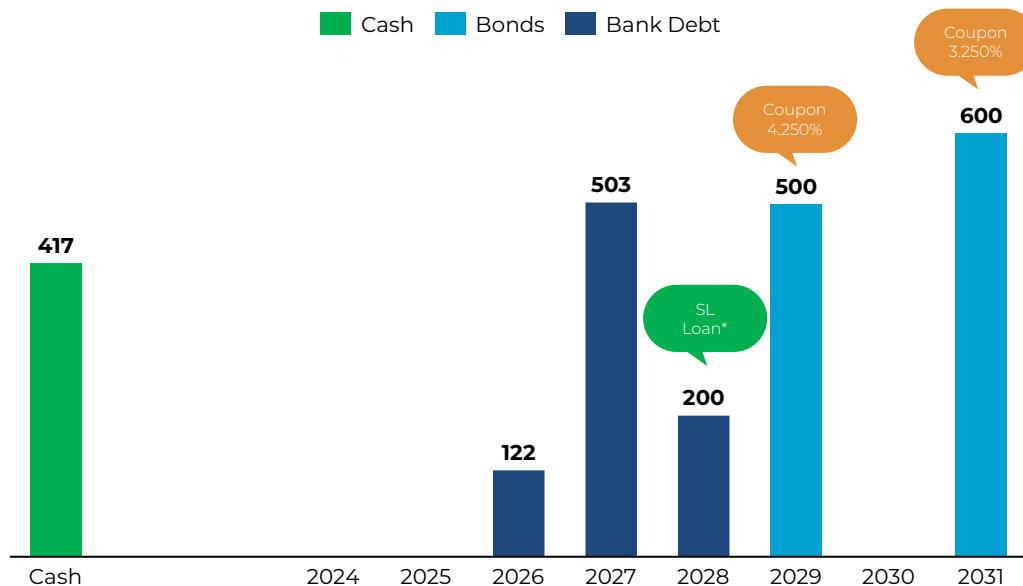


LEVERAGE (TIMES)



HEALTHY BALANCE SHEET

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



4.8 YEARS OF DEBT MATURITY

Solid Credit Ratings

MOODY'S

RATING:

Baa3

OUTLOOK:

Stable

Fitch Ratings

BBB-

Stable

S&P Global Ratings

BBB-

Stable

Net Debt:

US\$1,726M

Gross Debt:

US\$2,142M

Available Comm. Credit Lines

US\$585M

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



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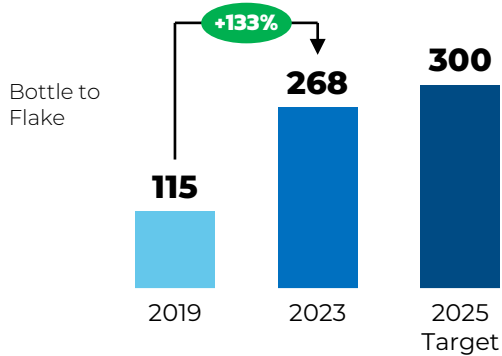
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SIGNIFICANT PROGRESS TOWARDS OUR MAIN ESG TARGETS

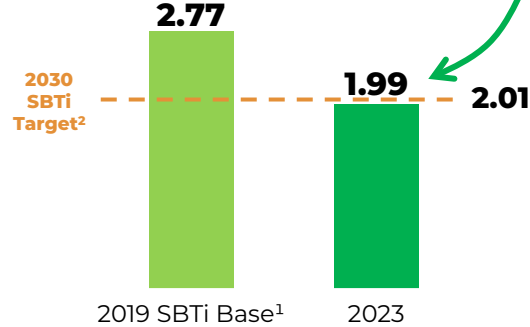
rPET CAPACITY (KTA)



+17%

Recycled PET volume

SBTi CO₂ Scope 1 & 2 Emissions (MTons)



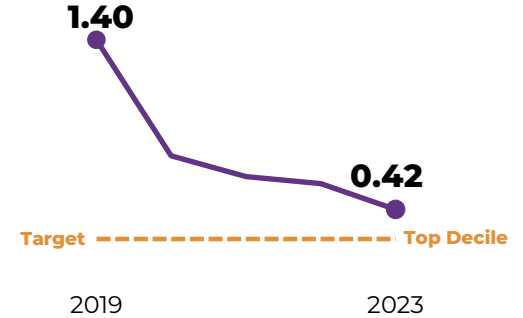
28%

CO₂ Emissions Reduction

27%

of our electricity consumption comes from carbon-free energy

SAFETY (TRIR)



0 Accidents

Across 12 Plants

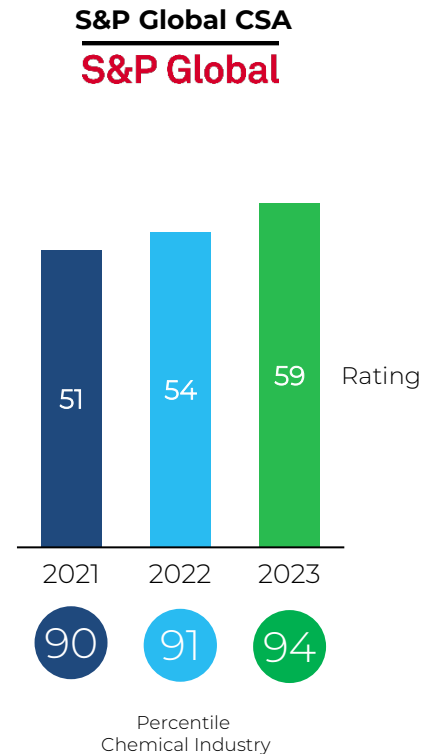
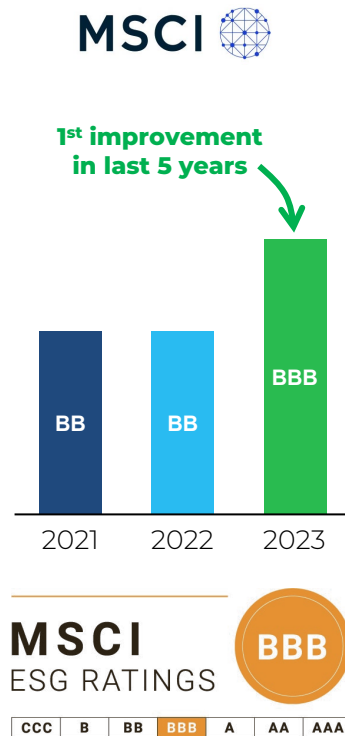
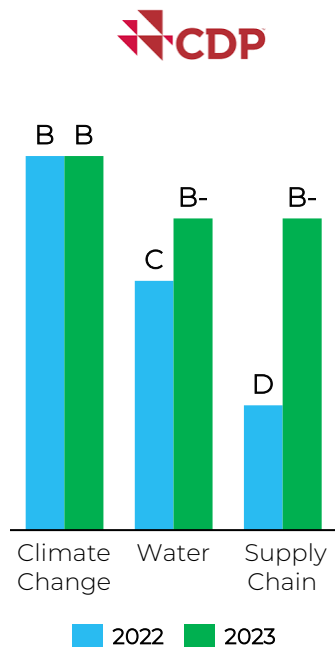
+3 Years

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



Winner as **Leader Company** in Sustainable Innovation



PEPSICO

Supplier Award

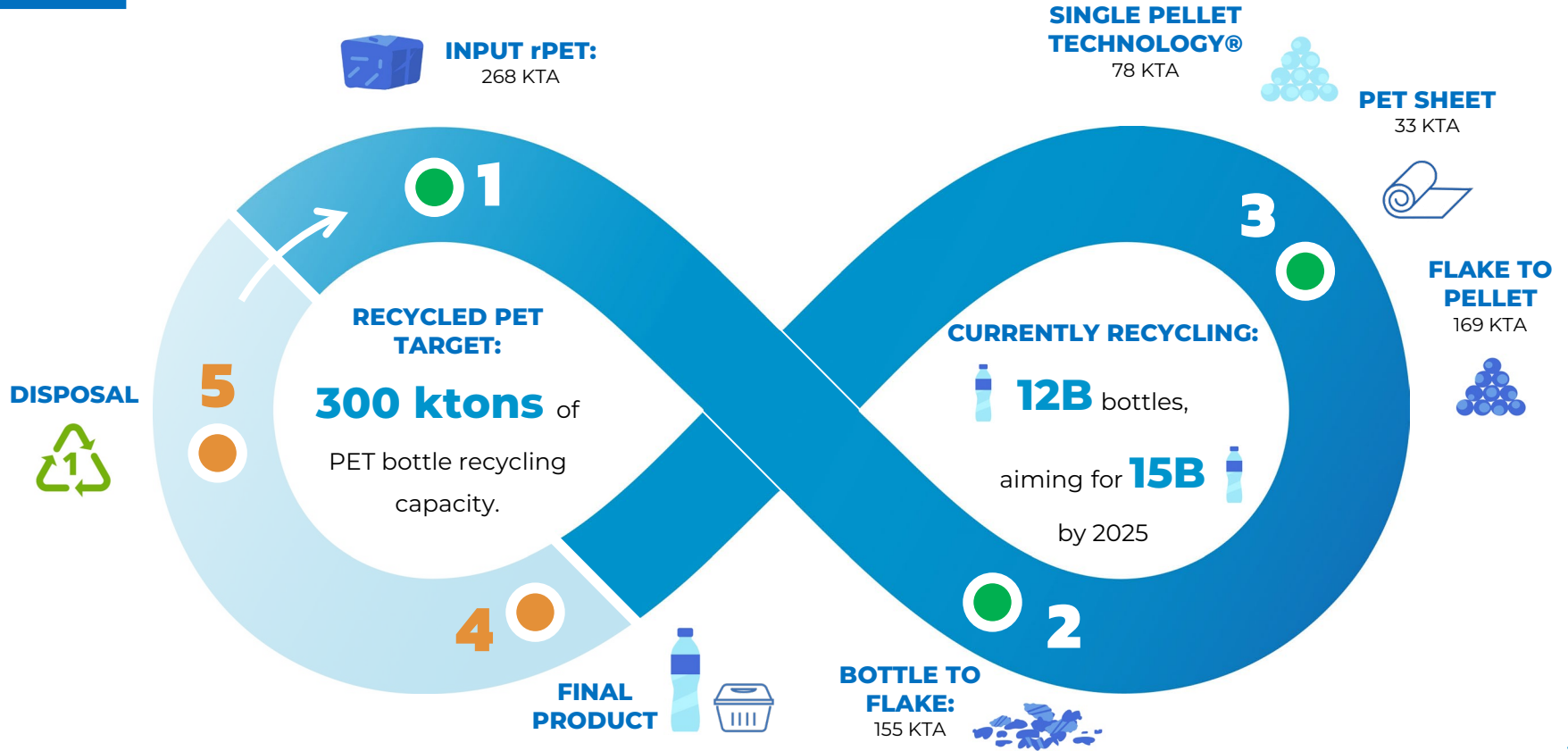
Winner in the Innovation Category for its **commitment & progress in rPET**

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 5% recycled content for Arcel® and 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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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



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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



FRUIT PACKAGING

SAFETY GOGGLES



SPORT SHIRTS



JUICE
BOTTLES



SODA BOTTLES



FOOD PACKAGING

ANTIBACTERIAL GEL BOTTLES



JACKETS

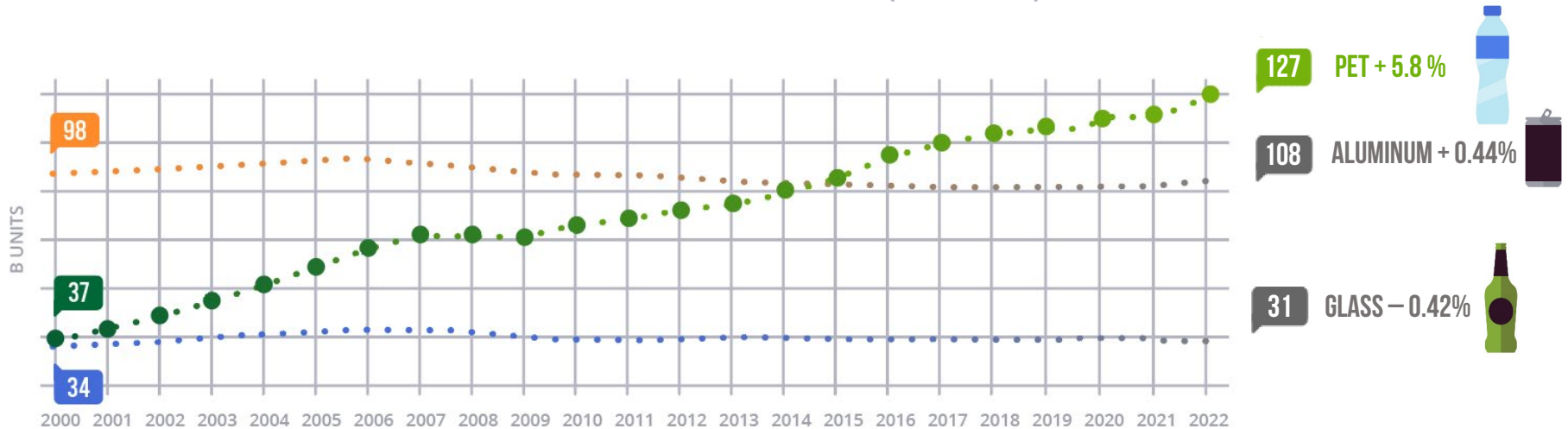


FACEMASKS



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.

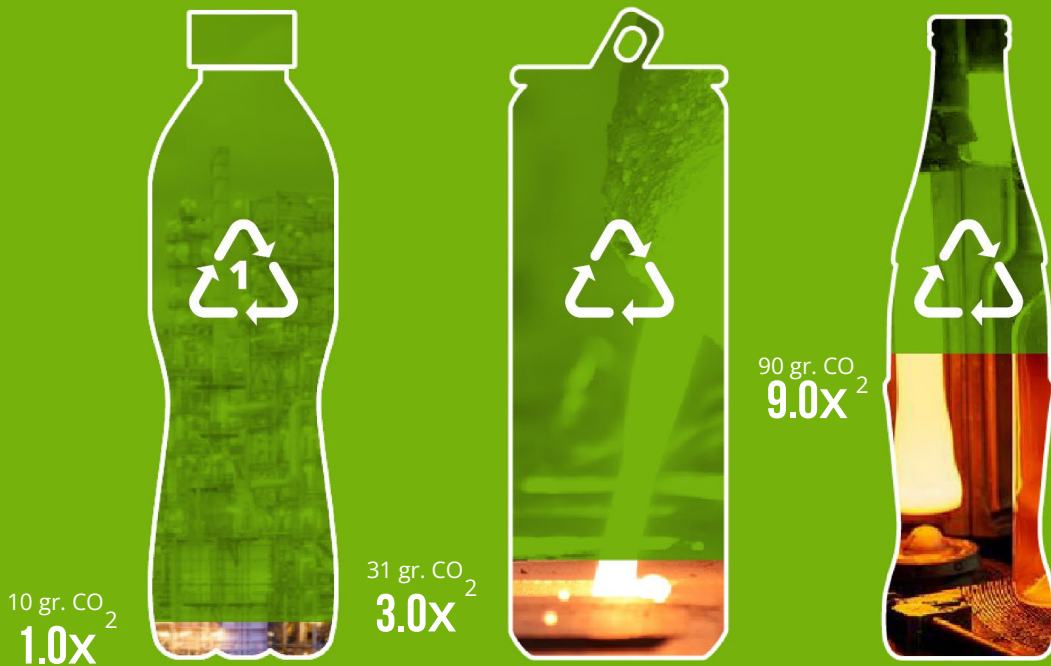
PET'S CARBON FOOTPRINT IS 80% LOWER THAN GLASS OR ALUMINUM

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.

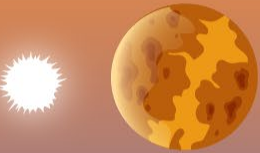
JUST THINK ABOUT THE TEMPERATURE NEEDED TO PRODUCE PET VS. ALUMINUM OR GLASS:

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**



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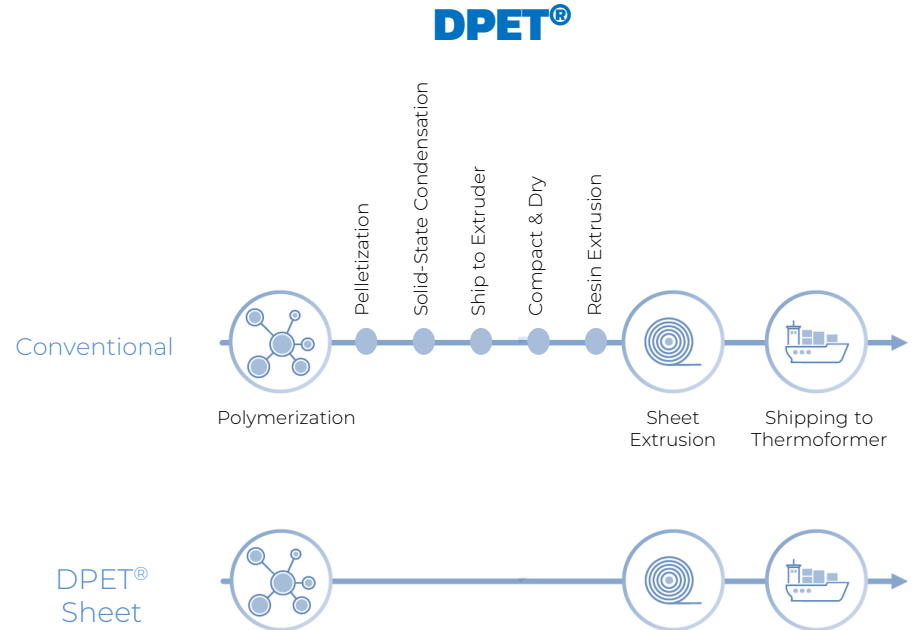
RELEVANT EVENTS



APPENDIX

STATE-OF-THE-ART TECHNOLOGY

Low-cost production & Patents

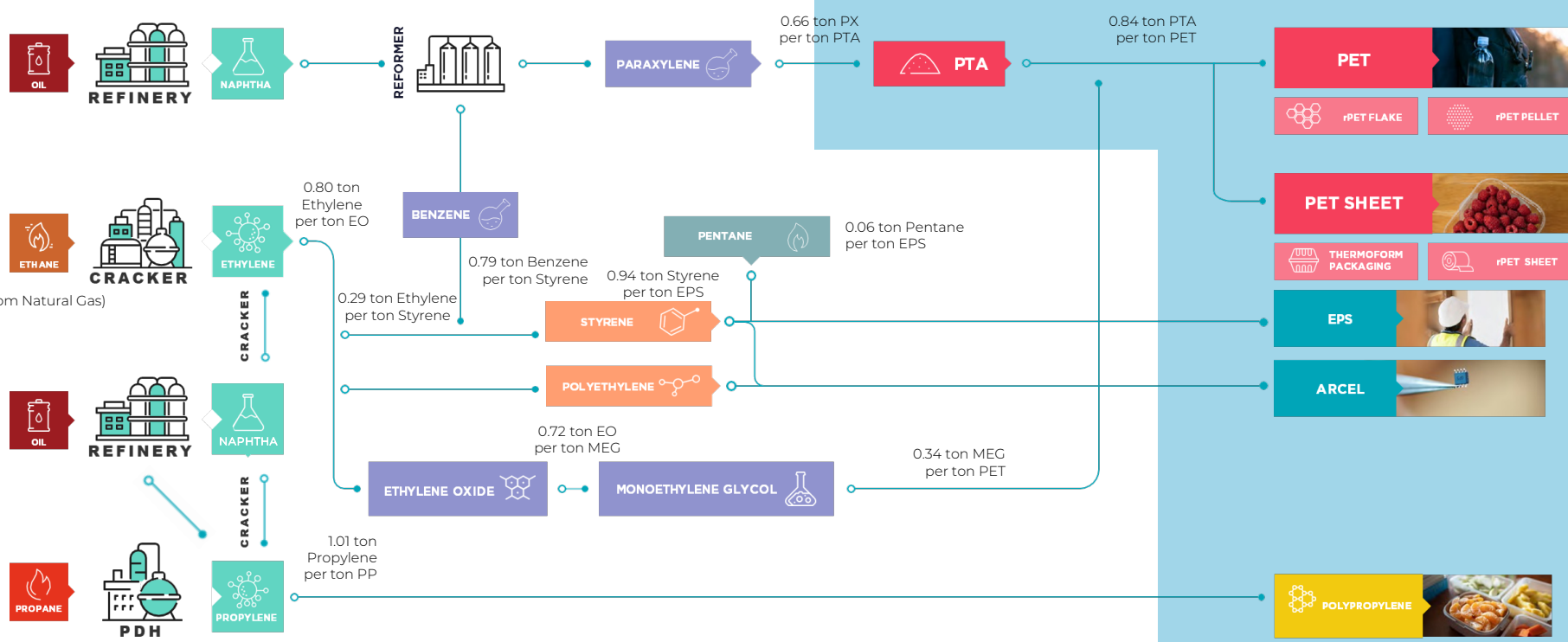


OUR GLOBAL FOOTPRINT

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				15				
	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

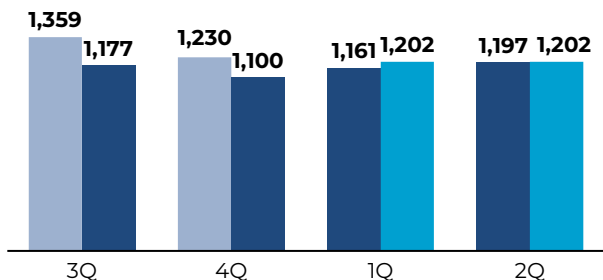
RESULTS AND KEY METRICS

	2Q24	1Q24	2Q23	QoQ%	YoY%	YTD24	YTD23	Ch.%
Volume¹ (ktons)	1,202	1,202	1,197	-	-	2,404	2,358	2
Polyester	1,000	990	984	1	2	1,990	1,923	3
Plastics & Chemicals	202	212	213	(4)	(5)	414	435	(5)
Production (ktons)	1,586	1,422	1,393	12	14	3,008	2,775	8
Polyester	1,406	1,212	1,184	16	19	2,618	2,356	11
Plastics & Chemicals	180	210	209	(14)	(14)	390	418	(7)
Revenues	1,921	1,903	2,050	1	(6)	3,825	4,112	(7)
Polyester	1,425	1,395	1,532	2	(7)	2,820	3,022	(7)
Plastics & Chemicals	399	398	409	-	(3)	797	842	(5)
Others	98	110	109	(11)	(10)	208	248	(16)
Reported EBITDA	170	168	148	1	15	338	335	1
Polyester	122	109	90	11	35	231	181	28
Plastics & Chemicals	44	57	55	(23)	(20)	100	154	(35)
Others	5	2	3	157	69	7	-	-
Comparable EBITDA²	158	154	201	3	(21)	312	408	(23)
Polyester	102	107	127	(4)	(20)	210	260	(19)
Plastics & Chemicals	52	43	70	20	(26)	95	147	(36)
Others	4	4	3	14	34	8	-	-
Net Income (Controlling Interest)	13	8	31	52	(59)	21	25	(16)
CAPEX	22	34	75	(33)	(70)	56	127	(56)
Net Debt	1,726	1,807	1,879	(5)	(8)			
Net Debt / EBITDA³	3.3	3.7	2.3					

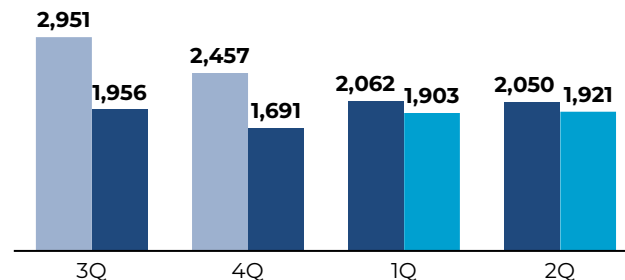
(1) Excludes intracompany sales (2) Excludes inventories, carry-forward effects, and non-operating, one-time (gains) losses (3) Times: last 12 months

RESULTS BY QUARTER

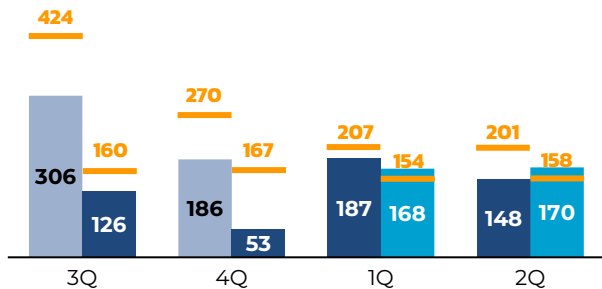
Sales Volume (KTon)



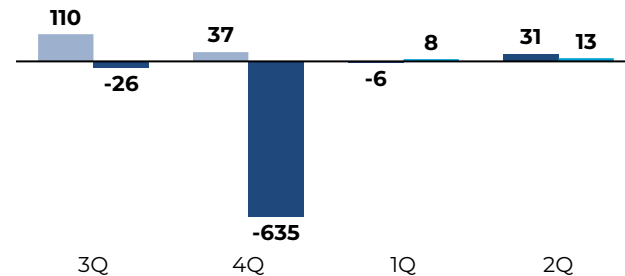
Revenues (US\$M)



Reported EBITDA (US\$M)



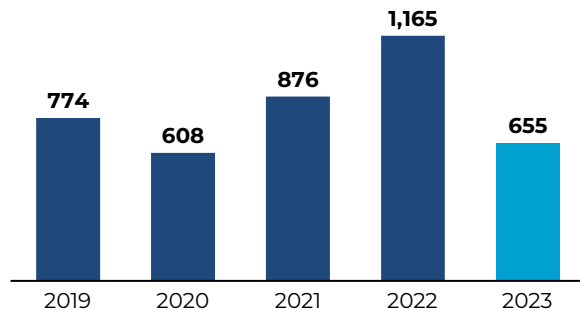
Majority Net Income (US\$M)



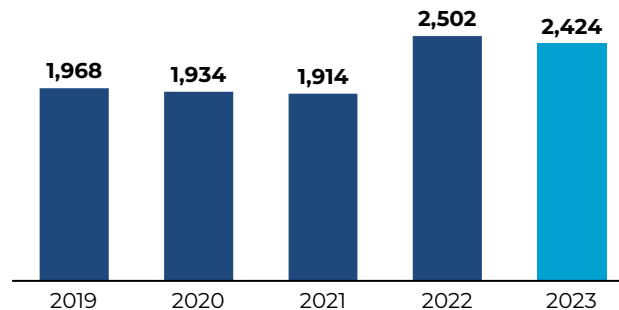
■ 2022
 ■ 2023
 ■ 2024
 — Comparable EBITDA

BALANCE SHEET ACCOUNTS

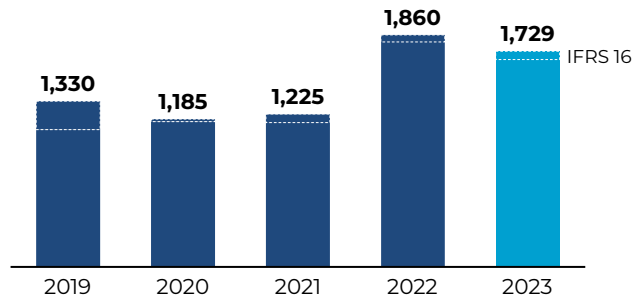
Net Working Capital (US\$M)



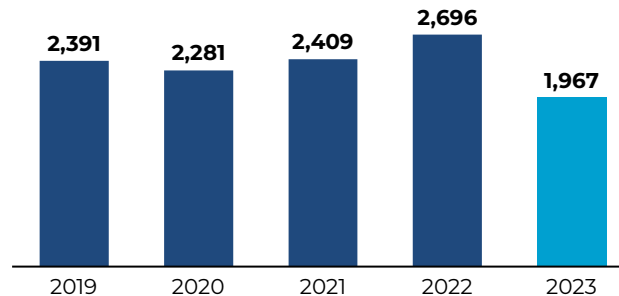
Property, Plant and Equipment (US\$M)



Net Debt (US\$M)

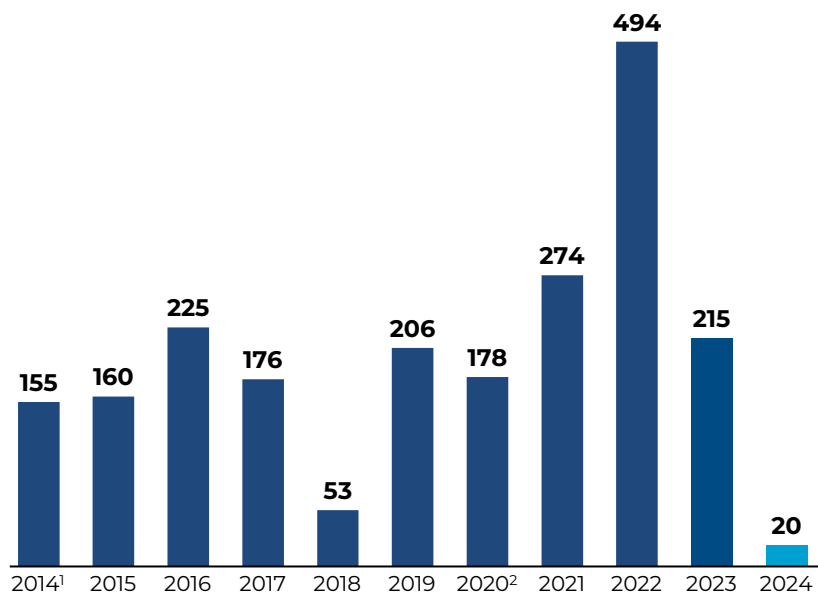


Stockholders' Equity (US\$M)

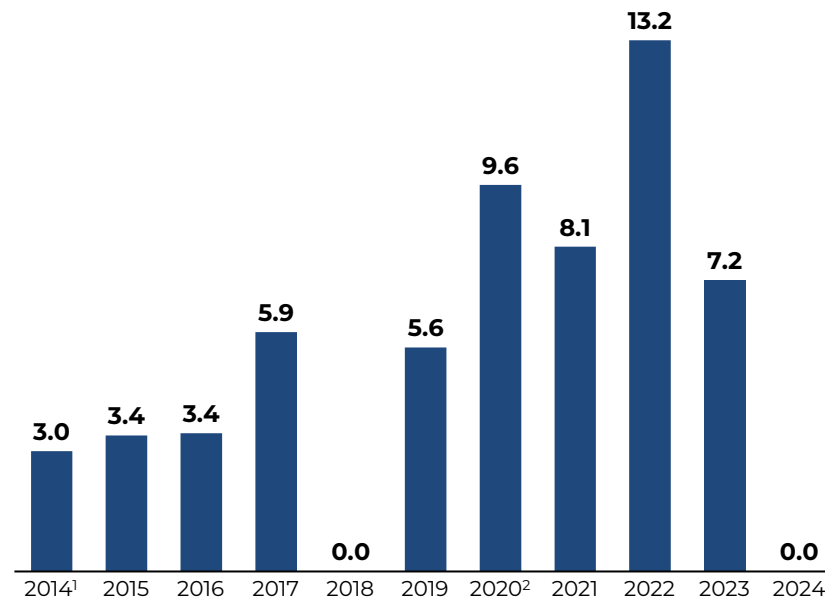


DIVIDENDS

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

	2Q24	1Q24	2Q23	QoQ%	YoY%	YTD24	YTD23	Ch.%
EBITDA	170	168	148	1	15	338	335	1
Net Working Capital & Others	34	(160)	284	121	(88)	(126)	218	(158)
CAPEX	(22)	(34)	(75)	33	70	(56)	(127)	56
Financial Expenses	(40)	(36)	(45)	(11)	10	(77)	(86)	11
Income Tax	(26)	(32)	(97)	19	73	(59)	(154)	62
Dividends	(20)	-	-	(100)	(100)	(20)	(185)	89
Payment to affiliated companies	1	(1)	(3)	188	132	-	(3)	96
Other Sources / Uses	(15)	17	(9)	(189)	(64)	2	(17)	111
Decrease (Increase) in Net Debt	82	(78)	203	204	(60)	3	(19)	117

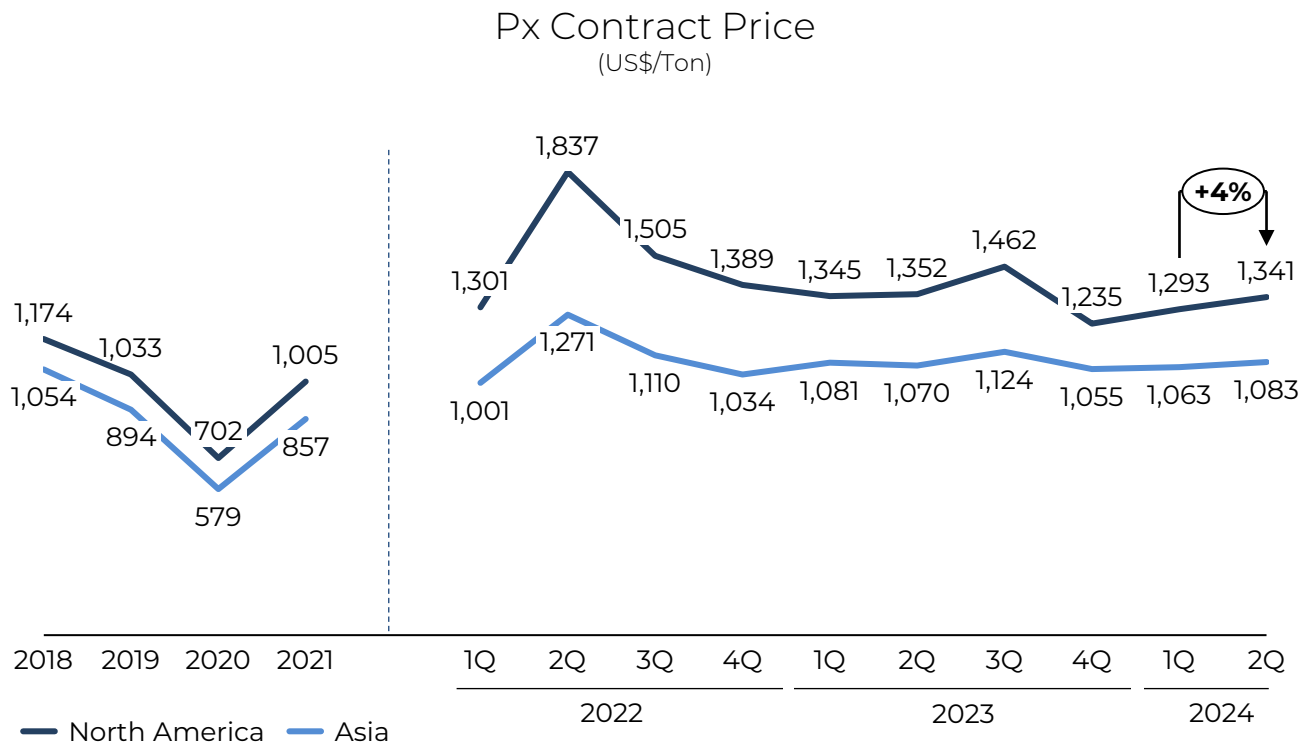
NET INCOME

	2Q24	1Q24	2Q23	QoQ%	YoY%	YTD24	YTD23	QoQ%
Consolidated Net Income (loss)	16	20	42	(19)	(62)	36	61	(41)
Non-Controlling Interest	3	11	12	(70)	(70)	15	36	(59)
Controlling interest	13	8	31	52	(59)	21	25	(16)
Earnings per Share (U.S. \$)	0.01	0.00	0.01	52	(59)	0.01	0.01	(16)
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

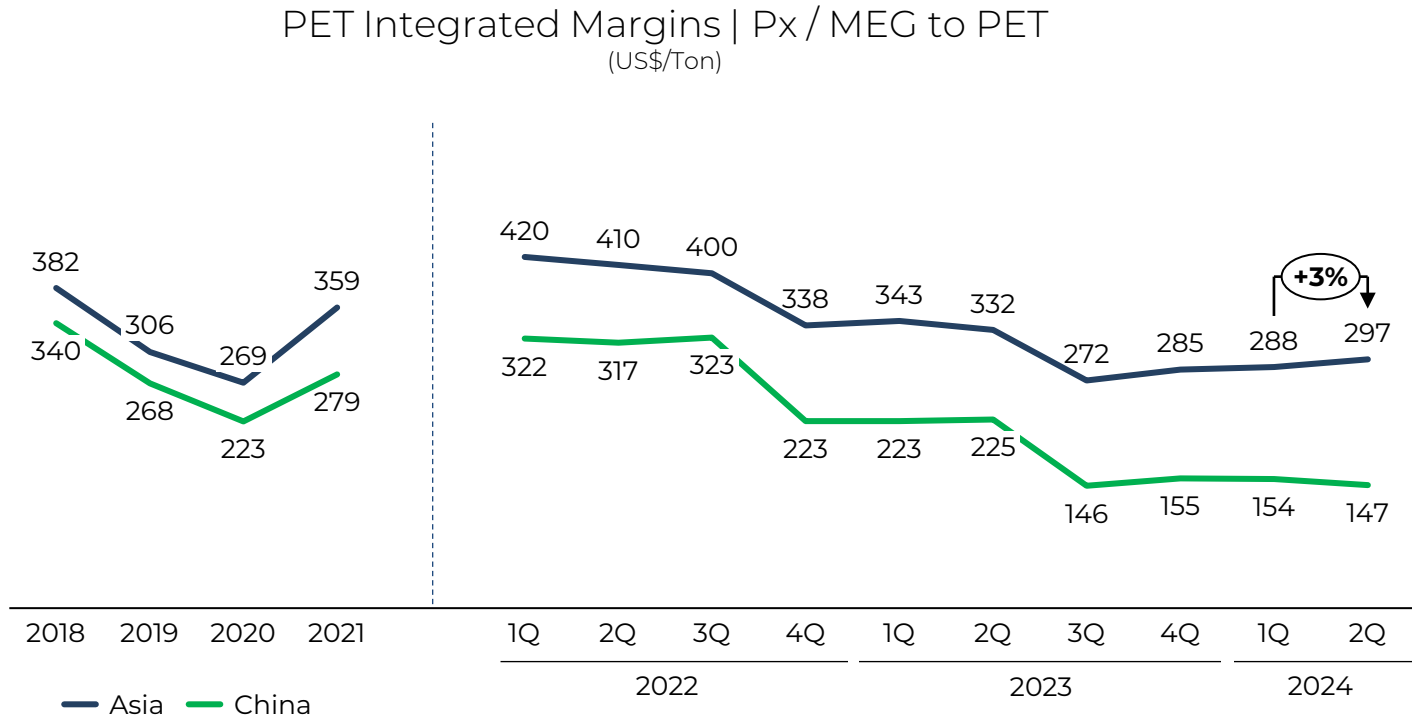
RELEVANT REFERENCES | PARAXYLENE

Px disconnection increased to \$258 per ton



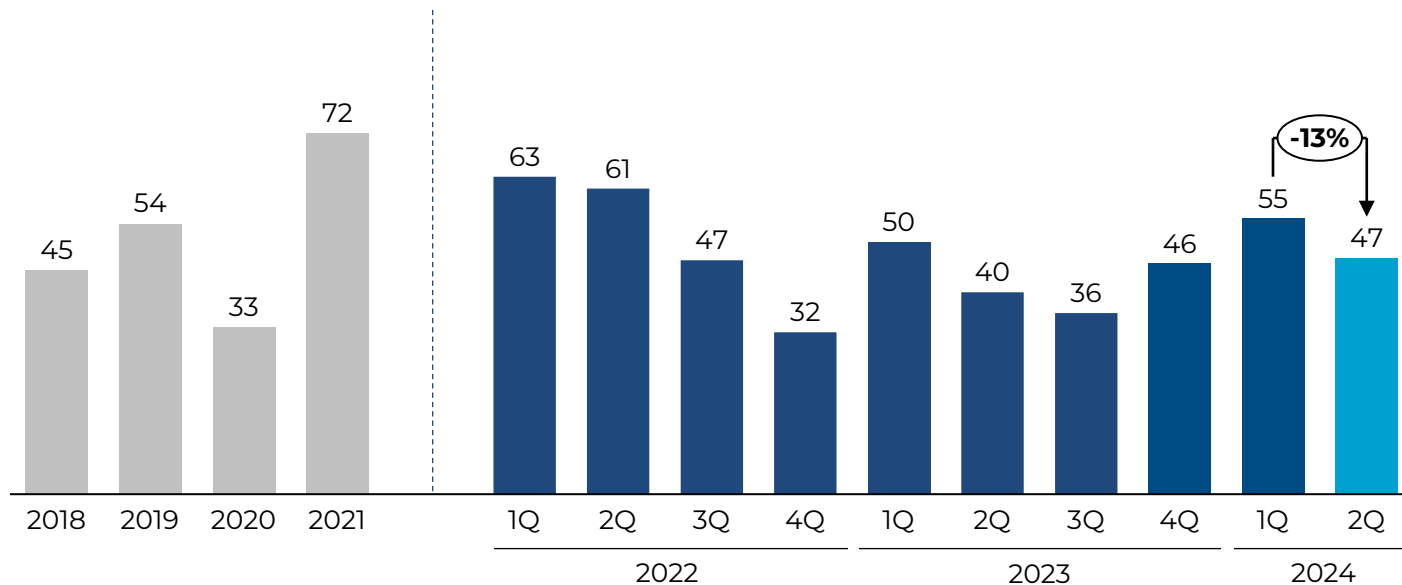
RELEVANT REFERENCES | INTEGRATED PET MARGINS

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



RELEVANT REFERENCES | PROPYLENE

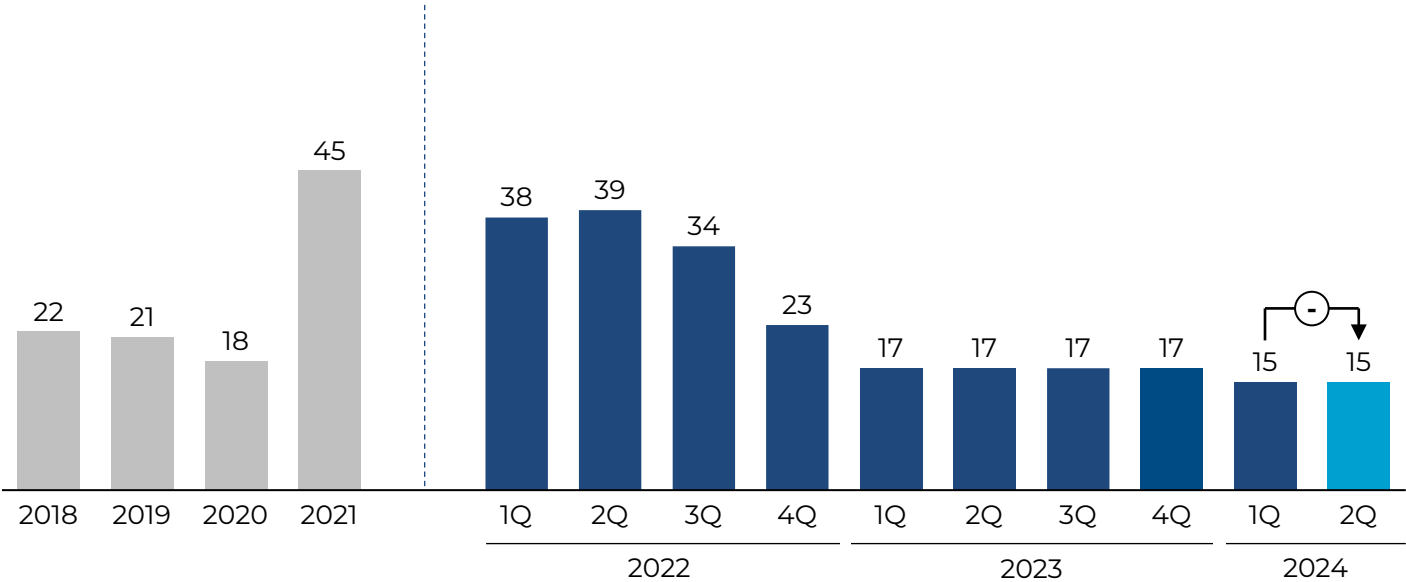
NA Propylene Contract Price | PGP
(cpp)



RELEVANT REFERENCES | POLYPROPYLENE MARGINS

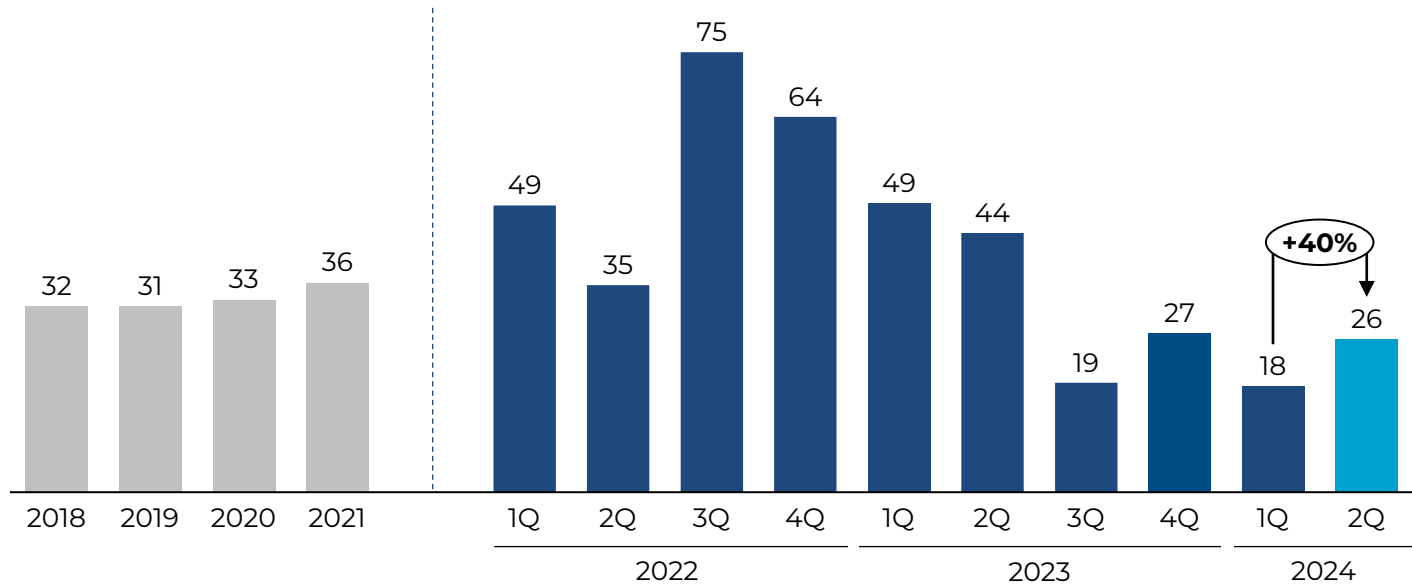
Margins remain flat

NA Polypropylene Margins | PP to PGP
(cpp)



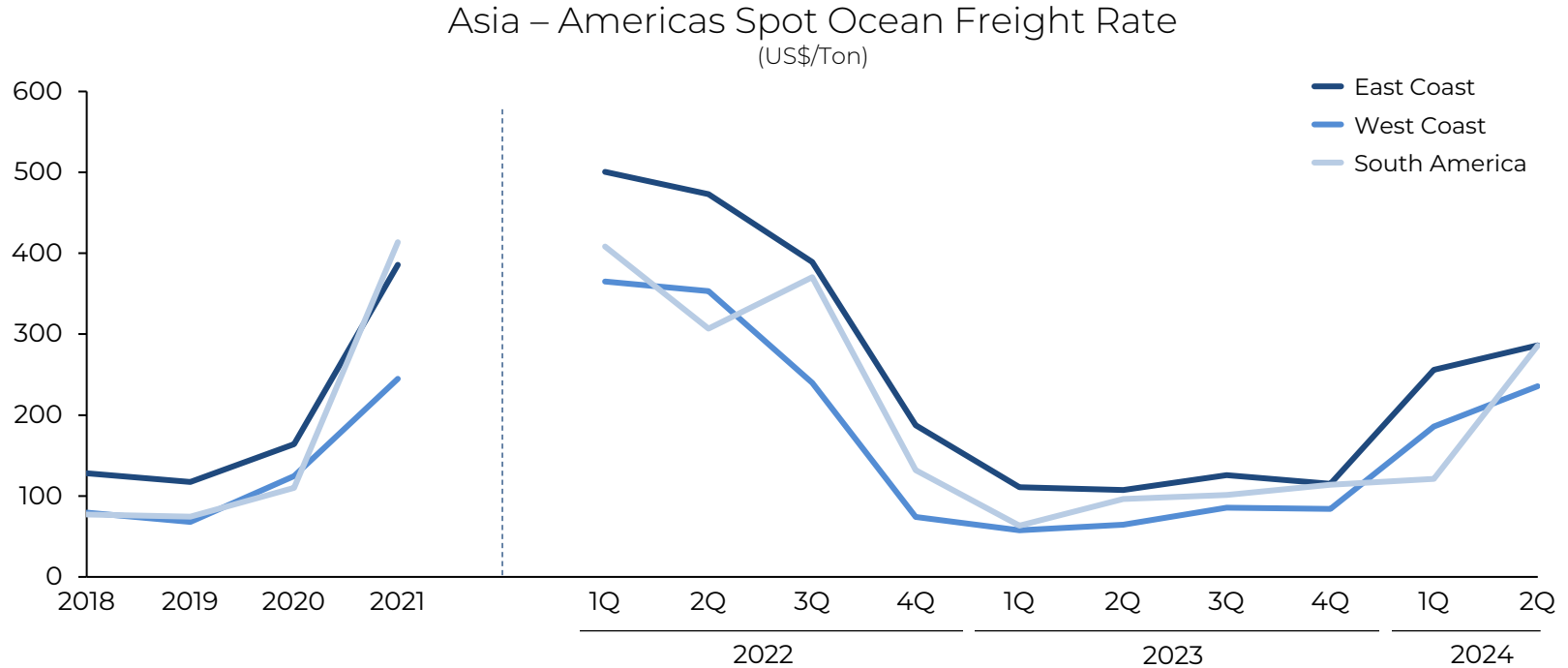
RELEVANT REFERENCES | EPS REFERENCE MARGINS

NA EPS Margin | EPS to Styrene
(cpp)



OCEAN FREIGHT PRICES

Recent disruptions in import flows have led to rising ocean freight costs



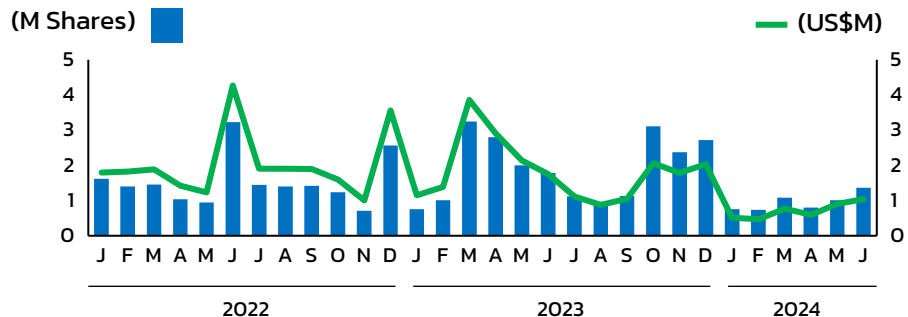
STOCK HIGHLIGHTS (BMV: ALPEK)

Daily Stock Price (MXN)



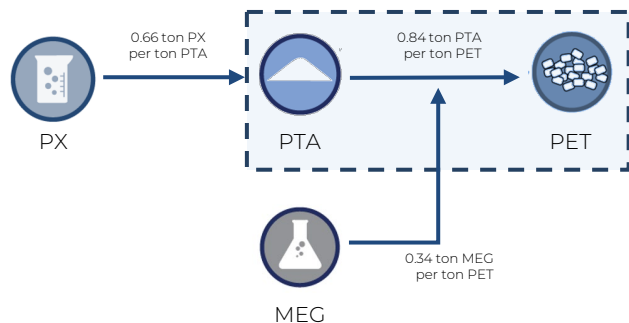
Valuation	2021	2022	2023	2Q24
Market Cap. (US\$M)	2,282	2,810	2,208	1,625
Net Debt (US\$M)	1,225	1,860	1,729	1,726
EBITDA LTM (US\$M)	1,145	1,455	514	517
Enterprise Value / EBITDA	3.3	3.4	8.2	7.0
Price / Earnings	4.5	3.6	-3.8	-2.7
Price per Share (MXN)	21.92	26.84	18.61	13.27
Exchange Rate (MXN/USD)	20.28	20.13	17.77	17.21

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

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

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SECOND QUARTER 2024

Institutional Presentation

JULY 2024

