



Polymer
Solutions

Building &
Infrastructure

Precision
Agriculture

Connectivity
Solutions

Fluor & Energy
Materials

Q4 and FY 2024 Earnings Call

Friday, February 21, 2025

Safe Harbor

In addition to historical information, this presentation contains "forward-looking" statements that reflect management's expectations for the future. The words "anticipate," "believe," "expect," "hope," "have the intention of," "might," "plan," "should" and similar expressions generally indicate comments on expectations. The final results may be materially different from current expectations due to several factors, which include, but are not limited to, global and local changes in politics, the economy, business, competition, market and regulatory factors, cyclical trends in relevant sectors; as well as other factors that are highlighted under the title "Risk Factors" in the annual report submitted by Orbia to the Mexican National Banking and Securities Commission (CNBV). The forward-looking statements included herein represent Orbia's views as of the date of this presentation. Orbia undertakes no obligation to revise or update publicly any forward-looking statement for any reason unless required by law.

Q4 and Full Year 2024 Overview

01 A continued challenging economic environment has resulted in weaker conditions in most of Orbia's markets, negatively impacting demand for its products and creating a generally tighter pricing environment.

02 Orbia continues to strengthen its financial position through cost optimization, disciplined capital allocation and improved working capital efficiency to reduce leverage and support growth.

03 Despite the challenging environment, Orbia remains committed to the targets that were shared in its Q3 2024 Business Update Presentation, including 2025 EBITDA of approximately \$1.25 billion, and is making progress towards delivering on them.

Revenue

Q4 \$1.8B and FY \$7.5B

Q4 up 0.5%
and FY down 9% YoY

Lower revenue in all segments.
Driven by lower prices and mix in CS,
lower volumes in B&I and lower
derivatives volumes in PS.

EBITDA

Q4 \$222M and FY \$1.1B¹

Q4 down 2%
and FY down 25% YoY

Lower volume and one-time
charges in F&EM; lower prices,
unfavorable mix in CS.

EBITDA Margin

Q4 12.5% and FY 14.6%¹

Q4 down 27 bps
and FY down 317 bps YoY

Lower prices and mix in CS and
lower volumes and one-time
charges in F&EM.

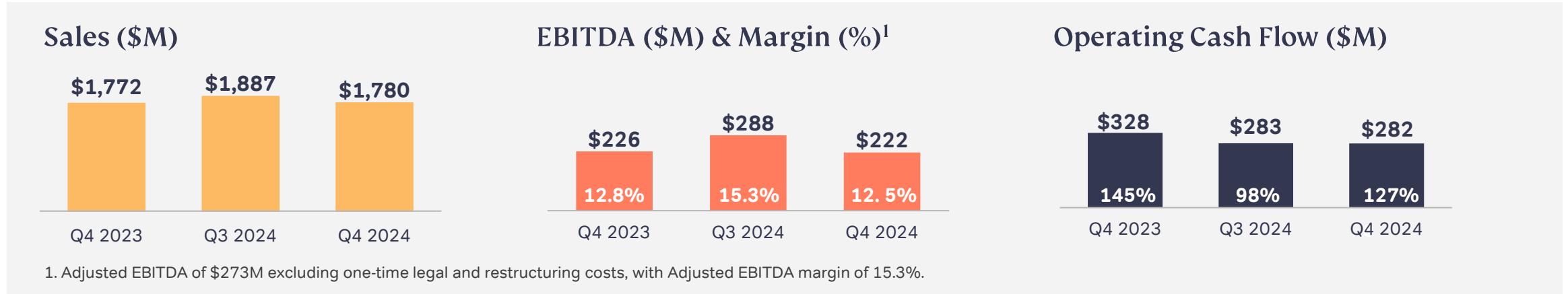
Operating Cash Flow

Q4 \$282M and FY \$519M

Q4 down \$46M
and FY down \$412M YoY
Lower EBITDA, negative currency
fluctuation and one-time charges,
partly offset by favorable taxes.

1. Excluding one-time legal and restructuring costs, Adjusted EBITDA was \$273 million in the quarter with Adjusted EBITDA margin of 15.3%, while full year Adjusted EBITDA was \$1.2B with Adjusted EBITDA margin of 15.8%.

Executing on initiatives to reduce leverage and enhance profitability

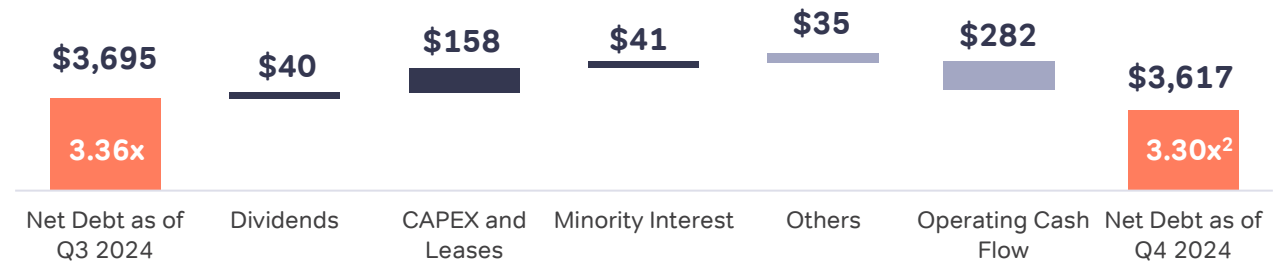


Q4 2024 Highlights

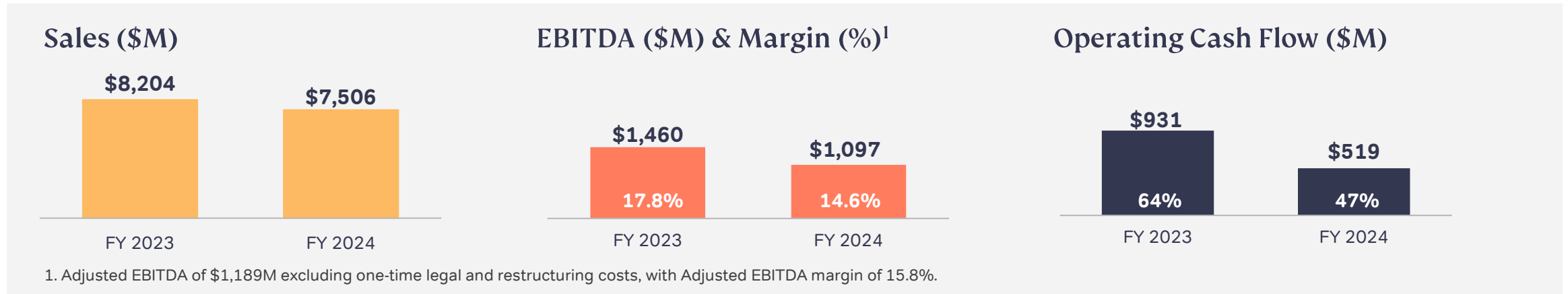
- Operating cash flow of \$282M decreased by \$46M or 14%, mainly due to negative currency fluctuations and one-time charges, partially offset by lower cash taxes paid and effective working capital management.
- Capital expenditures of \$131M, down 30%, including maintenance and selective strategic growth investments.
- Orbia paid \$40M in dividends which consisted of the fourth installment of the ordinary dividend approved at the Annual Shareholder Meeting held on April 9, 2024.

2. Net-debt-to Adjusted EBITDA at December 31, 2024 was 3.04x.

Focused on cash generation and disciplined capital deployment



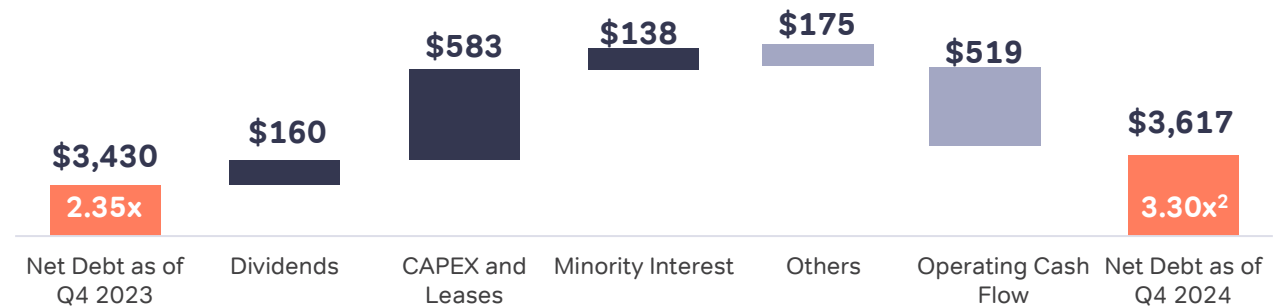
Committed to deliver operational and financial discipline



FY 2024 Highlights

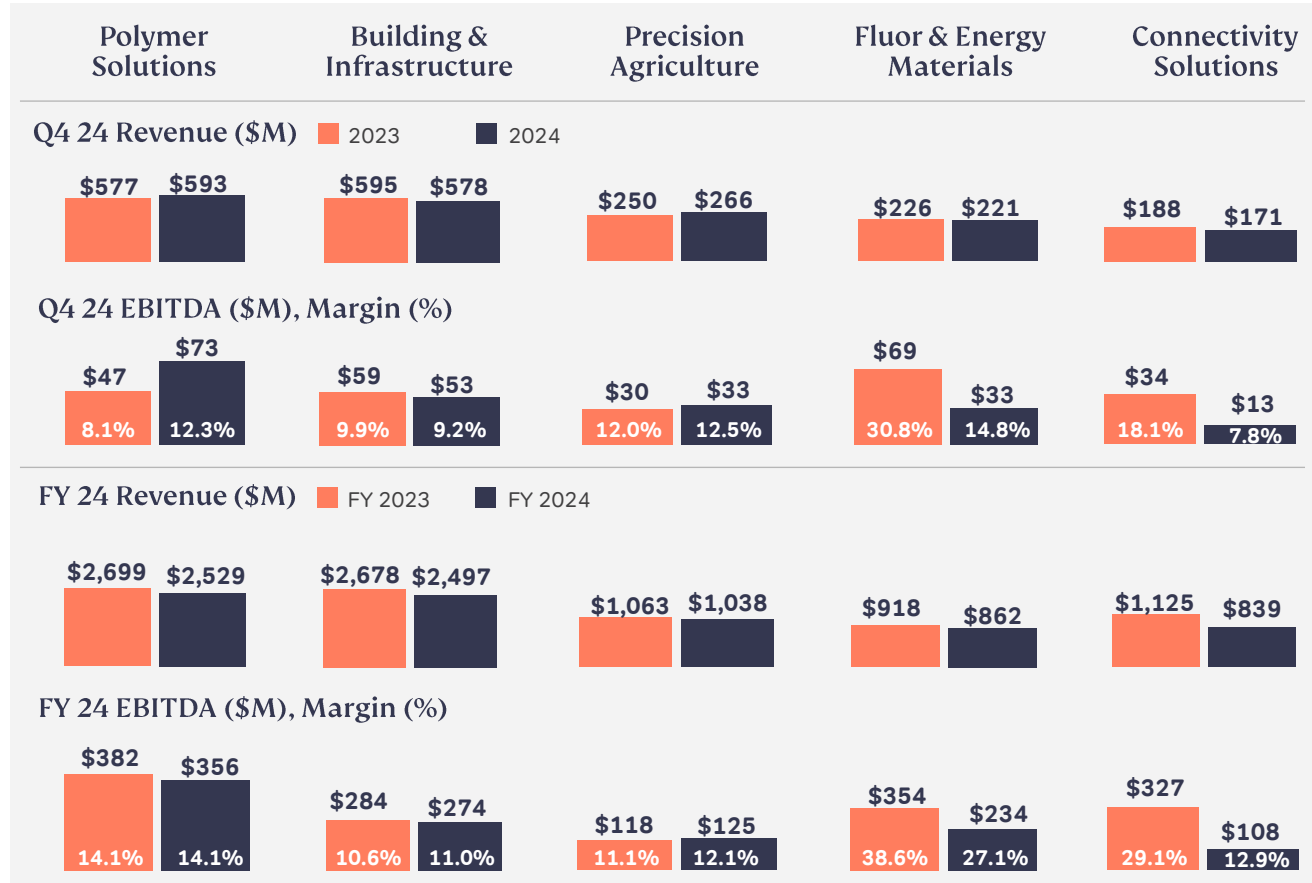
- Operating cash flow and free cash flow were \$519M and negative \$64M respectively, mainly due to lower EBITDA, currency fluctuation and one-time legal and restructuring charges.
- Capital expenditures of \$477M, down 27%, due to tight controls over both maintenance and growth spending.
- Orbia paid \$160M in dividends during the year as approved at the Annual Shareholders Meeting held on April 9, 2024.

Focused on cash generation and disciplined capital deployment



2. Net-debt-to Adjusted EBITDA at December 31, 2024 was 3.04x.

Results declined driven by lower revenues across all business groups and one-time charges



Polymer Solutions

- Decrease in revenues year-over-year was primarily driven by lower resin prices and derivatives volumes and prices, partly offset by higher resins volumes.
- EBITDA decreased year-over-year driven by lower revenues and one-time restructuring expenses, partly offset by cost savings initiatives.

Building & Infrastructure

- Decrease in revenues year-over-year was primarily by lower volumes in Europe, mainly in Germany and France, as well as weak demand in Latin America.
- EBITDA decline driven by lower volumes and prices and one-time legal and restructuring expenses, partly offset by the benefit of cost reduction initiatives.

Precision Agriculture

- Decrease in revenues year-over-year was driven by weaker demand in the U.S. and Turkey, partially offset by higher sales in China, Israel, Brazil, Africa and the Middle East.
- EBITDA increase due to cost saving efforts and improved operational efficiencies, partially offset by lower revenues.

Fluor & Energy Materials

- Decrease in revenues year-over-year was driven by lower refrigerants volumes due to the quota phase down in both the U.S. and Europe.
- EBITDA decline driven by lower revenues in refrigerant gases, one-time legal expenses and higher raw material costs, partly offset by cost control measures.

Connectivity Solutions

- Decrease in revenues year-over-year reflecting lower prices and an unfavorable mix.
- EBITDA decreased year-over-year due to lower prices and an unfavorable mix, partly offset by benefits from cost controls.

2025 Guidance and Market Outlook

EBITDA

~\$1.25B

CAPEX

~\$400M

Net Debt to EBITDA

2.70x – 2.80x

Effective Tax Rate

27% – 31%¹

Polymer Solutions

- Persistent, challenging market in 2025, driven by excess PVC supply.
- Focus on footprint optimization, strict cost control, working capital and capital investment leading to improved profitability and cash generation.

Building & Infrastructure

- Challenging market conditions are expected to continue in Europe and moderate growth is anticipated in Latin America.
- Contributions from new product launches and emerging segments to ramp up through the year.
- Focus on realizing the benefits from cost optimization initiatives.

Precision Agriculture

- Difficult market conditions in the U.S., Turkey and parts of Europe owing to low crop prices and macroeconomic factors.
- Growth anticipated from further penetration in extensive crops, mainly in Brazil, India, the U.S. and China.
- Focus on developing growth initiatives from the new digital farming system platform and operational efficiency benefits.

Fluor & Energy Materials

- Markets in the fluorine value chain to remain solid.
- Consistent demand and stable prices.
- Tight cost-control measures will continue to support margins, and growth investments will be focused on next generation refrigerants, medical propellants and battery materials.

Connectivity Solutions

- Volumes to grow through the year as network investment activity returns to more normalized levels.
- Profitability driven by increased demand and improving mix.
- Benefits from cost reductions and higher utilization of manufacturing facilities.

1. Excluding the impact of inflation and foreign exchange rate changes in Mexico.



Q&A



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Orbia is a company driven by a shared purpose: to advance life around the world. The five Orbia business groups have a collective focus on expanding access to health and well-being, reinventing the future of cities and homes, ensuring food, water and sanitation security, connecting communities to information and enabling the energy transition with basic and advanced materials, specialty products and innovative solutions.