

Polymer
Solutions

Connectivity
Solutions

Building &
Infrastructure

Fluor & Energy
Materials

Precision
Agriculture

Q3 2024 Earnings Call

Thursday, October 24, 2024

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.

Q3 2024 Overview

01 Orbia's results were lower year-over-year. Weak market conditions persist and the Company remains cautious for the remainder of the year.

02 Orbia continued to focus on optimizing its cost structure and managing cash flows, resulting in a strong operating cash flow conversion rate of 98% of EBITDA for the quarter.

03 Orbia is well positioned to benefit as markets recover and to continue to create value for shareholders.

Revenue

\$1.9B

Down 4% YoY

Volumes were lower, except for F&EM and CS, and lower prices in PS and CS.

EBITDA

\$288M

Down 10% YoY

Due to lower revenues as well as prices. This was partly offset by the benefit from cost reduction initiatives.

EBITDA Margin

15.3%

Down 89bps

Due to lower prices and an unfavorable product mix in CS and lower revenues in B&I and PS.

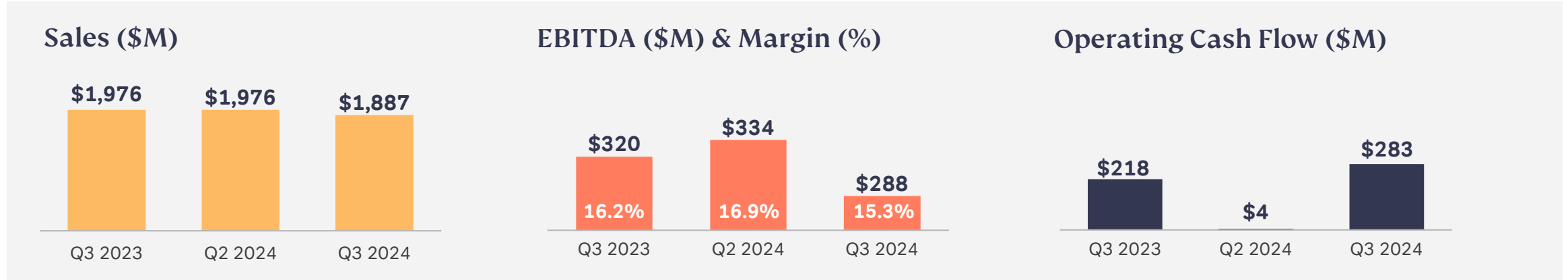
Operating Cash Flow

\$283M

Up \$65M YoY

Driven by lower taxes paid and an improvement in working capital compared to the prior year.

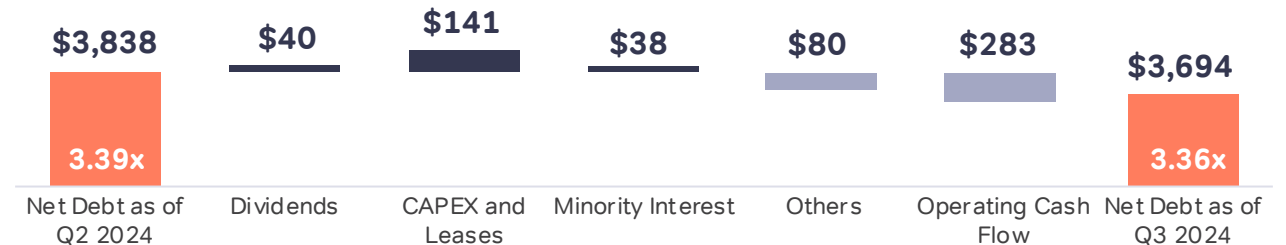
Delivered strong operating cash flow despite weak market conditions



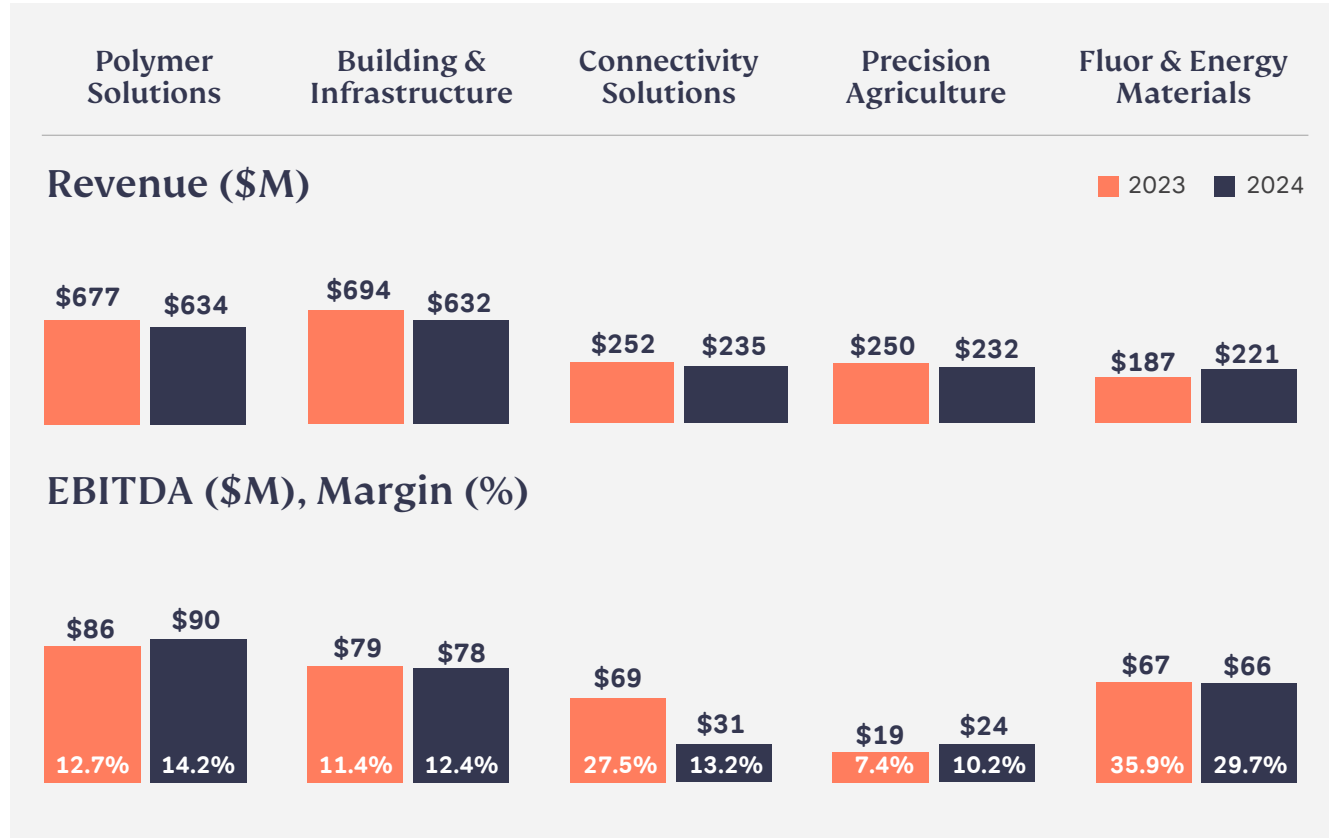
Q3 2024 Highlights

- Capital expenditures of \$107M, down 36% including maintenance and targeted investments to support the Company's growth initiatives.
- Orbia paid \$40M in dividends which consisted of the third installment of the \$160M ordinary dividend approved at the Annual Shareholder Meeting held on April 9, 2024.
- Net debt-to-EBITDA ratio slightly decreased from 3.39x to 3.36x compared to previous quarter, primarily due to higher cash balance and lower gross debt, despite lower cumulative 12-month EBITDA.

Improved cash generation and disciplined capital deployment.



Results declined driven by lower revenues across most business groups, except for Fluor & Energy Materials



Polymer Solutions

Lower revenues driven by lower volumes in the derivatives business and lower prices across the product portfolio. EBITDA and EBITDA margin improved driven by lower ethylene and electricity costs coupled with production efficiencies and lower fixed costs.

Building & Infrastructure

Lower revenues driven by weak demand in EMEA and Latin America. EBITDA decreased slightly driven by lower revenue, partly offset by continued margin improvements supported by business optimization and cost efficiencies.

Connectivity Solutions

Lower revenues driven by lower pricing and an unfavorable product mix, partially offset by higher volumes. Lower EBITDA due to lower revenues and prices, partly offset by benefits from cost reduction initiatives.

Precision Agriculture

Lower revenues due to soft demand in the U.S. and Turkey, despite higher volumes driven by continued growth in China, Africa and Latin America. EBITDA improved due to significant cost saving efforts.

Fluor & Energy Materials

Higher revenues driven by higher minerals volumes. EBITDA decreased driven by product mix because of lower revenues from refrigerant gases due to lower quota and customer inventory management initiatives, partly offset by higher minerals revenues and lower operating costs.

2024 Guidance and market outlook

EBITDA

~\$1.10B – 1.15B¹

CAPEX

\$450M – \$480M

Net Debt to EBITDA

3.0x – 3.1x¹

Effective Tax Rate

27% – 31%²

Polymer Solutions

- The expected recovery in the second half of the year has not materialized as anticipated.
- We remain in the trough of the cycle, which we expect will continue through the balance of the year.
- We will continue to focus on controlling spending and operational efficiency.

Building & Infrastructure

- We expect continued weak demand in EMEA and LATAM.
- We are focused on manufacturing footprint optimization and operational cost reduction to position the business for improved profitability.
- We are also working to ramp-up production from recent investments.

Connectivity Solutions

- We expect a slower ramp up in demand recovery than previously anticipated, although customers remain optimistic for growth as we progress through 2025.
- Primary focus will continue on controlling costs and enhancing operational efficiency for the remainder of 2024.

Precision Agriculture

- We continue to see weak market conditions in the U.S. and Turkey, driven by low crop prices causing farmers to delay irrigation investments.
- We continue to see growth in extensive crops in China, Africa, and Brazil.
- We will continue to focus on cost management and improving cash flow.

Fluor & Energy Materials

- While we see some signs of demand recovery in Refrigerants, Q4 is normally a seasonally slower period.
- We are maintaining our focus on maximizing value in the fluorine chain and diligently controlling costs.

1. Expected adjusted EBITDA is \$1.15B to \$1.20B excluding one-time legal and restructuring costs of \$50 million. Adjusted Net Debt to EBITDA of 2.9x to 3.0x.

2. 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.