



Q4 and Full Year 2021 Earnings Call

February 24, 2022

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.

Strong Year-End Results With Positive Momentum

01 Orbia delivered another solid quarter, closing 2021 on a positive note.

02 Robust financial results, enabled by our diversified and integrated portfolio, offset the impact of ongoing macro pressures, such as raw material cost increases, supply chain disruptions and other issues stemming from the COVID-19 pandemic.

03 Strong balance sheet promotes growth by enabling investments in innovation, geographic expansion and bolt-on acquisitions.

**Strong Performance Underpinned
by Consistent Execution**

Q4 and Full Year 2021 Financial Highlights

Revenue

Q4 \$2.3B and FY \$8.8B

Up 34% QoQ and Up 37% YoY
Driven by higher PVC prices and continued momentum across all businesses.

EBITDA

Q4 \$504M and FY 2.05B

Up 31% QoQ and Up 55% YoY
Due to enhanced profitability in Polymer Solutions and Building & Infrastructure.

EBITDA Margin

Q4 21.5% and FY 23.3%

**Down 50 bps QoQ and
Up 280 bps YoY**
Despite cost increases.

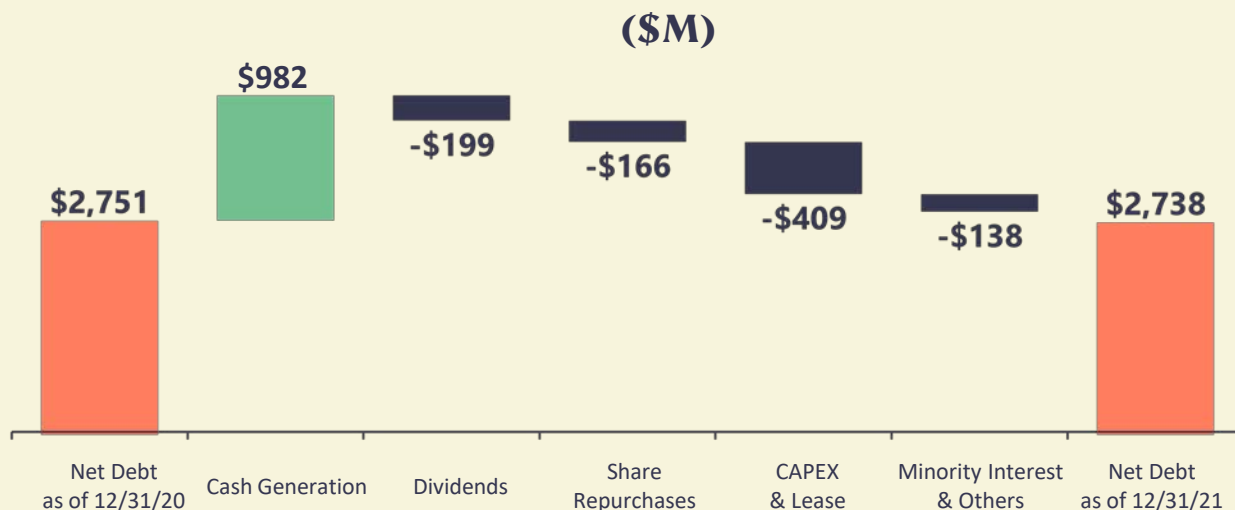
Free Cash Flow

Q4 \$304M and FY \$572M

Reflected strong EBITDA performance partly offset by increased working capital.

Strong Financial Performance

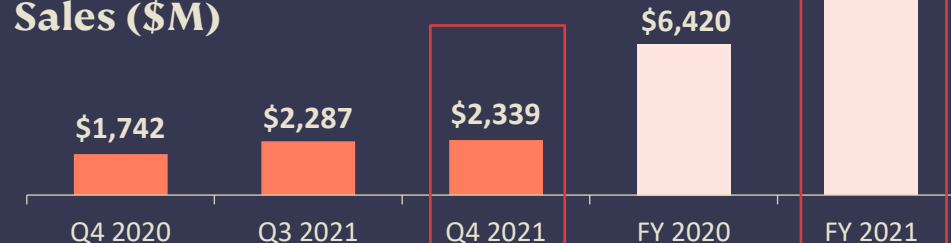
Disciplined capital deployment maintaining lower net debt levels



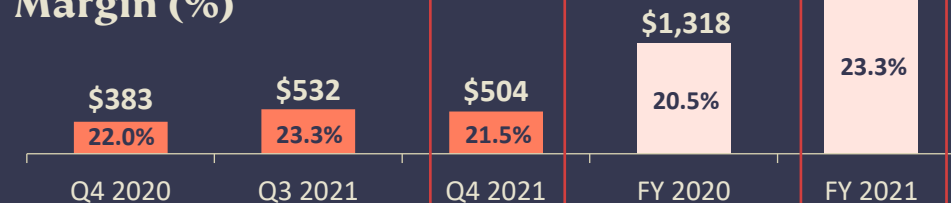
Q4 and Full Year 2021 Highlights

- In 2021 we repaid the remainder of former \$750 million 2022 senior note, reducing average cost of debt to 4.1% with an average maturity to 14.8 years; next significant maturity extended to 2026.
- Strong free cash flow of \$304 for Q4 and \$572 million for 2021 from higher EBITDA partially offset by increased working capital due to higher raw material costs.
- ROIC of 13.9% up from 6.8% in prior year reflecting strong business performance during last 12 months.
- Healthy return to shareholders of \$146 million in Q4 and \$365 million in 2021, including dividends and share buybacks.

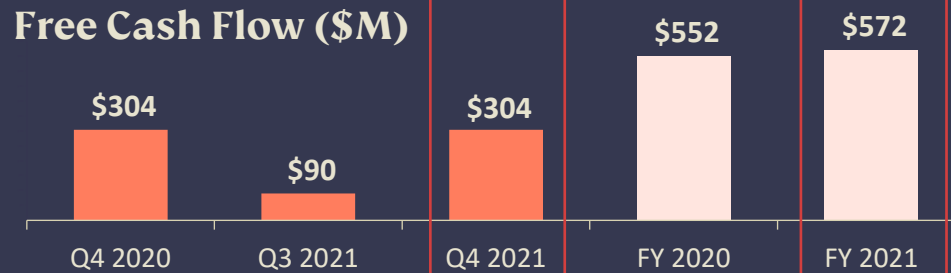
Sales (\$M)



EBITDA (\$M) Margin (%)



Free Cash Flow (\$M)



Fourth Quarter and Full Year 2021 Results

Solid performance throughout 2021 driven by strong results in Polymer Solutions and Building & Infrastructure businesses

US\$M	Fourth Quarter									Full Year								
	Revenues			EBITDA			EBITDA Margin			Revenues			EBITDA			EBITDA Margin		
Business Groups	2021	2020	%Var.	2021	2020	%Var.	2021	2020	bps	2021	2020	%Var.	2021	2020	%Var.	2021	2020	bps
Polymer Solutions	999	617	62%	320	158	103%	32.1%	25.7%	640	3,438	2,171	58%	1,134	462	145%	33.0%	21.3%	1,170
Building & Infrastructure	702	582	21%	82	88	(6)%	11.7%	15.1%	(340)	2,922	2,071	41%	424	261	63%	14.5%	12.6%	190
Precision Agriculture	266	270	(1)%	10	53	(82)%	3.6%	19.5%	(1,590)	1,126	972	16%	146	181	(20)%	12.9%	18.6%	(570)
Data Communications	297	176	69%	41	34	19%	13.6%	19.3%	(570)	994	732	36%	134	173	(23)%	13.5%	23.7%	(1,020)
Fluorinated Solutions	198	182	9%	67	58	15%	33.6%	32.0%	160	744	698	7%	244	254	(4)%	32.9%	36.4%	(360)

Orbia has established bold Sustainability Commitments to reach net zero

Our Near-term Results Aligned with Long-term Goals



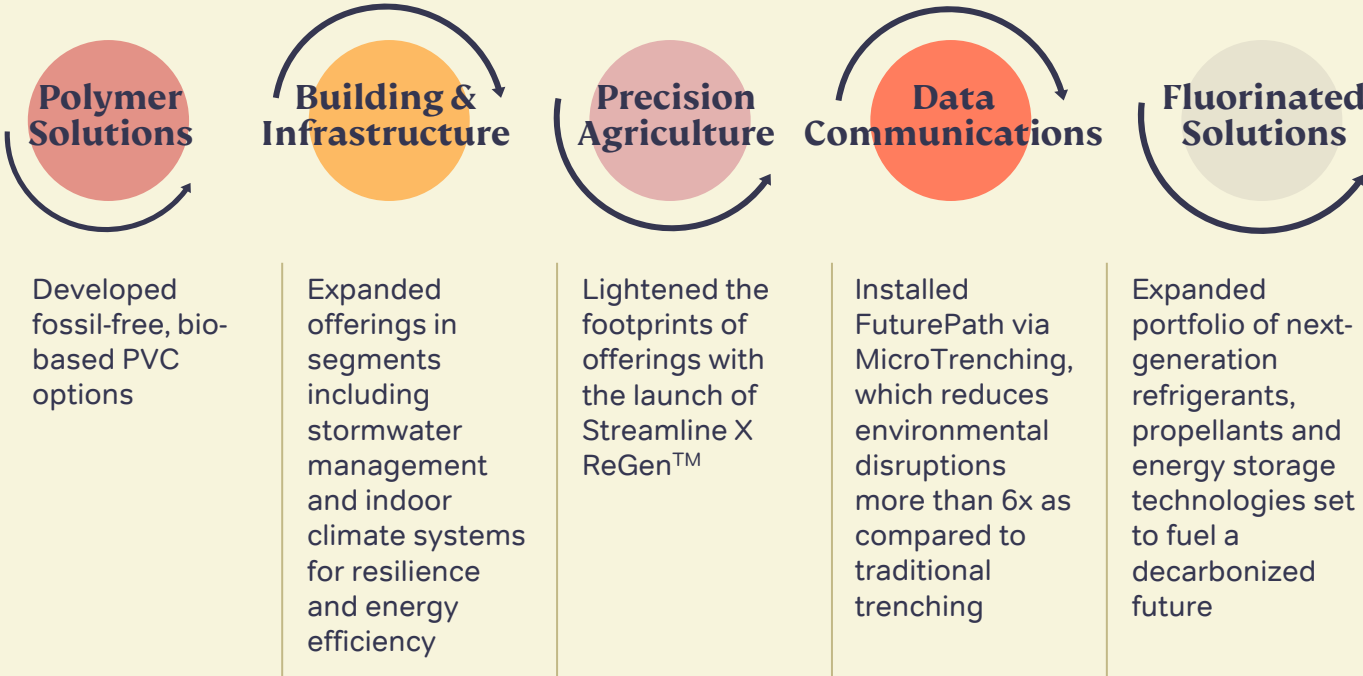
Constantly looking at ways to decarbonize our operations through optimizing manufacturing processes and transitioning to low-carbon and renewable energy sources.

1. Pending submission to the Science Based Target initiative, and subsequent approval. 2. Total Recordable Incident Rate



We won't stop at net zero but go beyond to maximize our positive impact in the world by:

1 Advancing Solutions for a Climate Resilient Economy



2 Investing in High-Impact Initiatives



66% of revenues contribute to the UN SDGs

Full Year 2022 Outlook and Global Business Assumptions and Trends

	2022 Guidance
Revenue	Moderate increase
EBITDA Range	\$1.60B – \$1.75B
Effective Tax Rate	Between 29% and 32%
CAPEX (Includes incremental, high-return, growth-related projects but excludes potential larger growth investments)	\$350M – \$450M

Assumptions and Trends Across Our Global Businesses

Polymer Solutions	Building & Infrastructure	Precision Agriculture	Data Communications	Fluorinated Solutions
<ul style="list-style-type: none"> PVC market expected to remain healthy, with prices softening but settling above pre-pandemic levels Global demand growing above supply, resulting in tight supply/demand balance 	<ul style="list-style-type: none"> Normalization of market conditions expected as raw material supply constraints continue to ease Continue to manage margins and focus on driving a higher value sales mix 	<ul style="list-style-type: none"> Strong demand expected to continue in most parts of world, with strong market fundamentals Continue focus on offsetting input cost increases through the year 	<ul style="list-style-type: none"> Volume and revenue growth will be driven by fiber infrastructure investments in U.S., Canada and Europe Normalization of raw material costs expected through the year 	<ul style="list-style-type: none"> Improvements in revenue across product portfolio due to market strengthening and new regulations Focus on closely managing margins, with continued pressure on raw material prices and inflationary impacts

Net Sales and EBITDA growing at a compound annual growth rate in the high single digit range or more over the longer term

Closing Remarks

01

Disciplined execution of our growth strategy - now focused on accelerating investments in organic growth and selective bolt-on acquisitions.

02

Leveraging our business model in order to optimize our cost position, realize synergies and capture market share.

03

Addressing the world's most pressing challenges drives our business agenda and our strategic approach to sustainability.

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