



Polymer
Solutions

Connectivity
Solutions

Building &
Infrastructure

Fluor & Energy
Materials

Precision
Agriculture

Q1 2025 Earnings Call

Friday, April 25, 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.

Q1 2025 Overview

01 First-quarter results demonstrate the resilience of our businesses across market cycles.

02 Adjusted EBITDA for the quarter improved compared to the same period last year.

03 Orbia kept strong financial discipline while advancing cost optimization, non-core asset divestments, and balance-sheet improvements.

Revenue

\$1.8B

Down 3% YoY

Driven by lower prices and a raw material supply disruption in PS, lower volumes in B&I, partly offset by better results in F&EM and PA.

EBITDA

\$198M¹

Down 21% YoY

Due to a raw material supply disruption in PS and lower revenues in B&I.

EBITDA Margin

11.0%

Down 261bps

Due to lower profitability in PS and B&I.

Operating Cash Flow

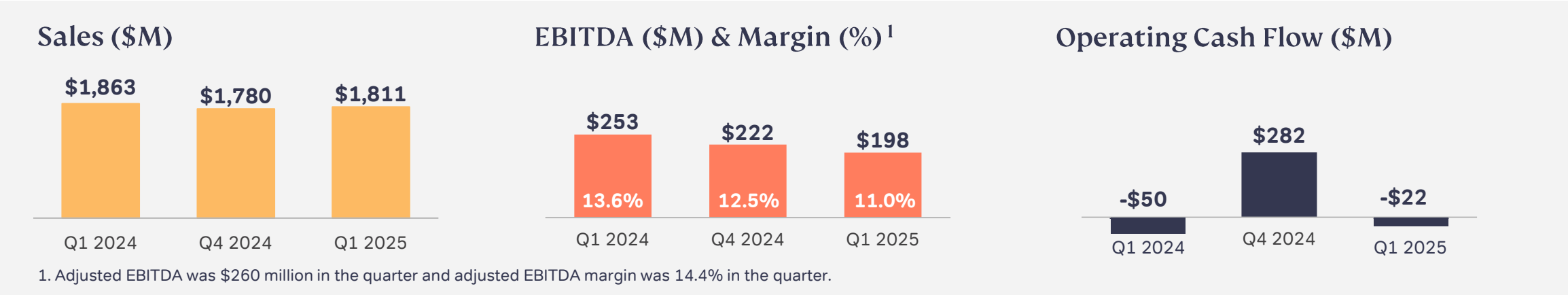
-\$22M

Up \$28M YoY

Driven by effective working capital and positive currency fluctuations partly offset by lower EBITDA

1. Adjusted EBITDA was \$260 million in the quarter and adjusted EBITDA margin was 14.4% in the quarter. Adjusted EBITDA includes items that have a limited number of occurrences, are clearly identifiable, and are not reflective of ongoing business performance. These items include legal and restructuring costs, as well as the impact of a raw material supply disruption in our Polymer Solutions business.

Despite challenging market conditions, efficient working capital management helped offset EBITDA decline

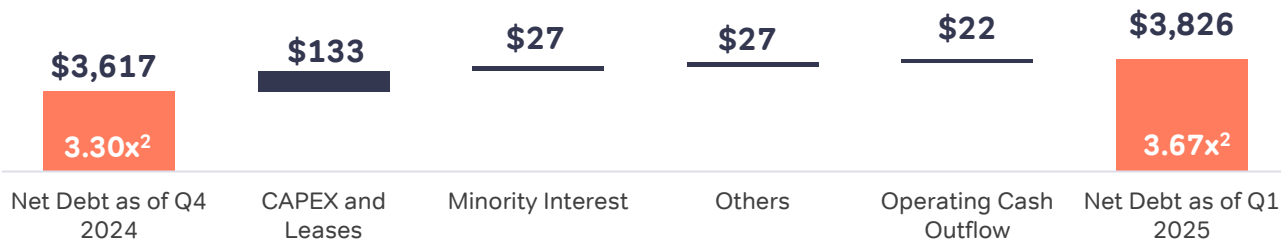


Q1 2025 Highlights

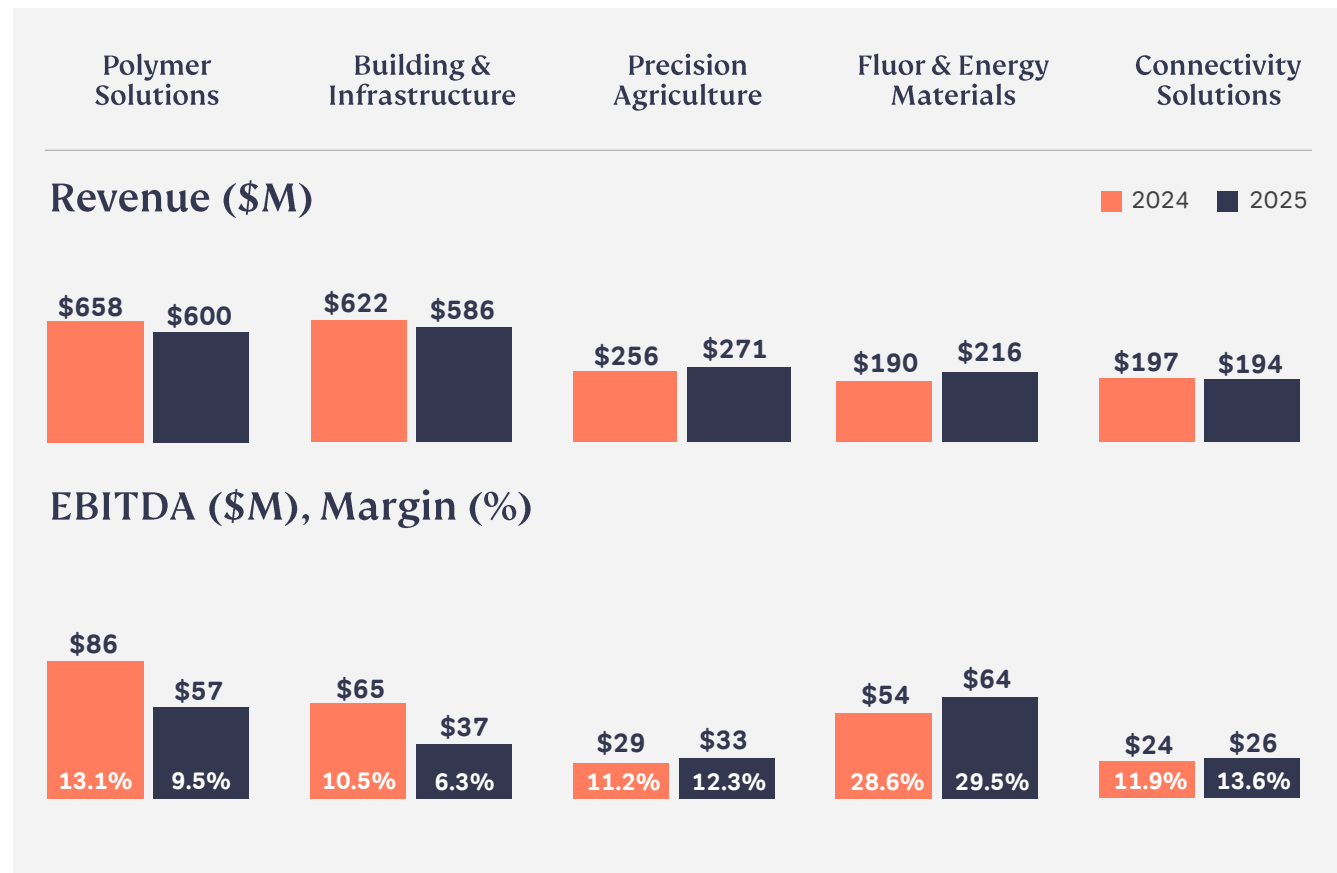
- Operating cash outflow of \$22M increased by \$28M YoY. The increase was mainly due to effective working capital management and positive currency fluctuations, partly offset by lower EBITDA.
- Capital expenditures of \$105M, down \$27M YoY.
- Net debt-to-EBITDA ratio increased from 3.30x to 3.67x compared to year end 2024. The increase in the ratio is reflective of the seasonal nature of Orbia's cash flows and the Company expects the ratio to begin declining in the second half of the year.

2. Net-debt-to Adjusted EBITDA at 3.04x on December 31, 2024 and 3.23x on March 31, 2025.

Consistent with recent initiatives, maintained disciplined capital controls



Results declined driven by non-operating costs and lower revenues in Polymer Solutions and Building & Infrastructure



Polymer Solutions

- Decrease in revenues was largely driven by a persistent weak pricing environment and the operational disruption at one of the Company's key raw material suppliers.
- EBITDA decreased year-over-year, driven by lower revenue and higher input costs, partly offset by benefits from cost reduction initiatives.

Building & Infrastructure

- Decrease in revenues was driven by weakness in parts of Continental Europe and Mexico, partly offset by strength in Brazil and the U.K. and contribution from the new manufacturing plant in Indonesia.
- EBITDA decreased year-over-year, driven by restructuring costs and lower revenue, partially offset by operational costs savings.

Precision Agriculture

- Increase in revenues was primarily driven by Brazil and Peru, partially offset by declines in Mexico and Northern Europe.
- EBITDA increased year-over-year, driven by higher revenues and cost saving efforts.

Fluor & Energy Materials

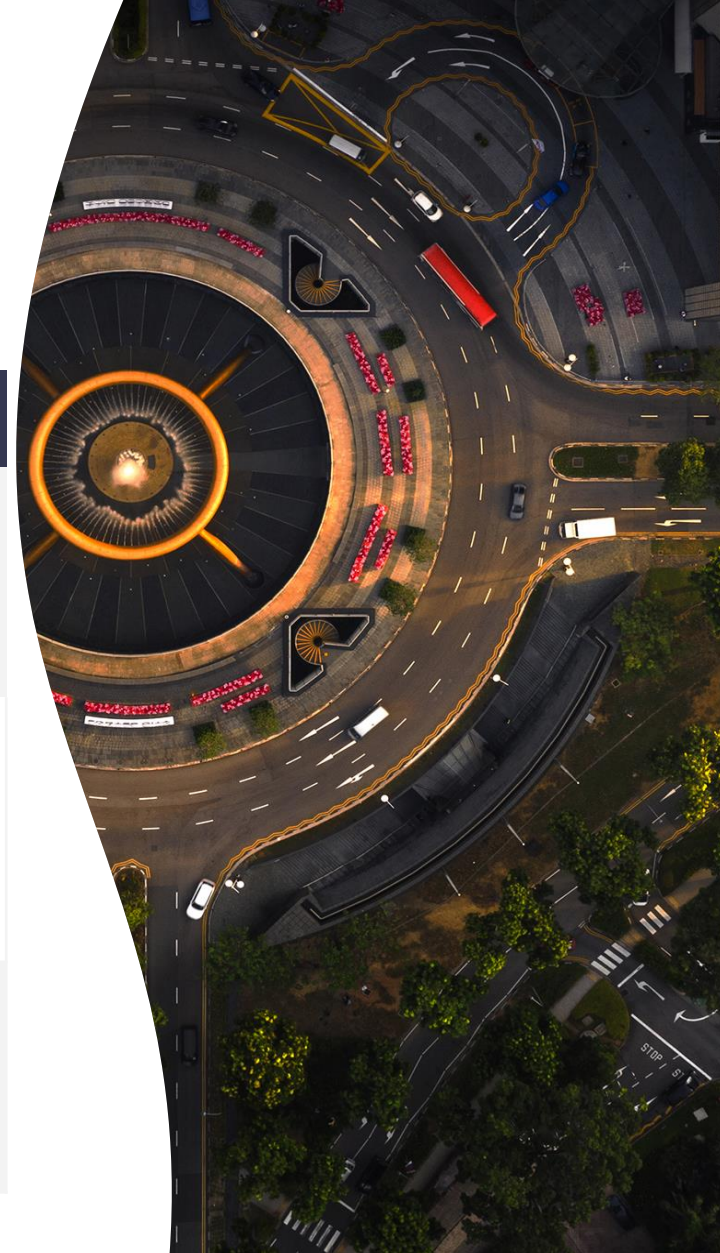
- Increase in revenues was primarily driven by higher refrigerant volumes and stable prices across the upstream minerals portfolio.
- EBITDA increased year-over-year driven by higher revenue and a reduction in fixed costs, partly offset by higher raw materials costs.

Connectivity Solutions

- Slight decrease in revenues was driven by lower prices, partially offset by higher volumes.
- EBITDA increased year-over-year primarily due to higher volumes and cost savings.

Update on actions to improve earnings power and strengthen the balance sheet

Initiatives	Update	Expected Contribution
Cost savings initiatives	<ul style="list-style-type: none">On track to deliver cumulative annual savings of \$160 million by end of 2025.Achieved 70% of our target to reach a savings level of \$250 million per year by 2027.	~\$250M/year by 2027
Completed growth investments to deliver returns in near term	<ul style="list-style-type: none">Ramping up revenues from recently completed and soon to be completed organic growth investments in 2025.These include the new product launches and Indonesia investment in Building & Infrastructure, and the completed capacity expansion in North America in Connectivity Solutions, among others.	~\$150M/year by 2027
Non-core asset sales	<ul style="list-style-type: none">Signed agreements that will generate proceeds of over \$25 million from non-core asset divestments as of the end of Q1 2025. Anticipate to reach at least \$75 million by the end of 2025.On track to reach \$150 million in proceeds by end of 2026.	~\$150M total by 2026



2025 Guidance and Market Outlook

EBITDA

~\$1.10 - 1.20B¹

CAPEX

~\$400M or less

Effective Tax Rate

27% – 31%²

Polymer Solutions

- Challenging market dynamics driven by excess supply and lower export prices out of China and the U.S. expected to continue, mitigated by our primary markets in Europe and Latin America where dynamics are more favorable.
- Focused on capturing benefits from footprint optimization efforts and maintaining strict discipline on fixed costs, working capital, and capital investments.

Building & Infrastructure

- Expecting stable to improving performance despite challenging market conditions in parts of Europe and Mexico.
- Driven by focus on cost optimization efforts and incremental profitability from new product launches and geographic expansions.

Precision Agriculture

- Market conditions are expected to remain stable. We anticipate growth through deeper penetration in extensive crops, mainly in Brazil, India and the U.S.
- Continued focus on growth from the new digital farming platform, new products, while delivering operational efficiencies.

Fluor & Energy Materials

- Markets for our fluorine value chain remain fundamentally solid, supported by consistent demand and pricing.
- Continued tight cost-control measures to support margins, and growth investments will be focused on low carbon refrigerants, medical propellants and battery materials.

Connectivity Solutions

- Expect volumes to grow through the year as network investment activity returns to more normalized levels.
- Profitability growth will be driven by increased demand, as well as benefits from cost reductions and higher utilization of manufacturing facilities.

1. Expected adjusted EBITDA, excluding one-time legal and restructuring costs.
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.