



Q1 2020 Earnings Call

April 30th, 2020

Q1 2020 Financial Highlights



Despite a strong start to the year, our revenues were

\$1.6 billion

down 8%, due to coronavirus-related impacts in March

Consolidated reported EBITDA in Q1 2020 was

\$ 309 million

down 3%

Expanded EBITDA margin

+100 basis points

to 19%

Improved working capital and strong profitability drove free cash flow to

\$ 105 million

reflecting a strong conversion rate of **34%** for the quarter

Orbia's Response to COVID-19

Executional Clarity

- Coordinate and scale response planning adaptively
- Engage the organization
- Empower the team
- Lead with purpose and integrity



Team Health & Safety

- Ensure our employees' health
- Support those who are/may be infected
- Reduce stress and boost morale
- Ensure compliance with regulatory requirements



Business Strength

- Preserve topline and build trust with customers
- Reinforce ability to supply
- Adapt resources to meet business needs
- Monitor and respond to market and competitive dynamics
- Prepare for "bounce back" scenarios



Financial Resilience

- Manage cash and liquidity
- Ensure cost discipline
- Revise financial plans and perform stress tests

Team Health & Safety

1. Ensure our employees' health
2. Support those who are or may be infected
3. Manage stress and boost morale
4. Ensure compliance with regulatory requirements



Business Strength

1. Preserve top-line and build trust with customers
2. Reinforce ability to supply
3. Adapt resources to meet business needs
4. Monitor and respond to market and competitive dynamics
5. Prepare our teams and businesses for “bounce back” scenarios



Financial Resilience

1. Manage cash and liquidity
2. Ensure cost discipline
3. Revise financial plans and perform stress tests

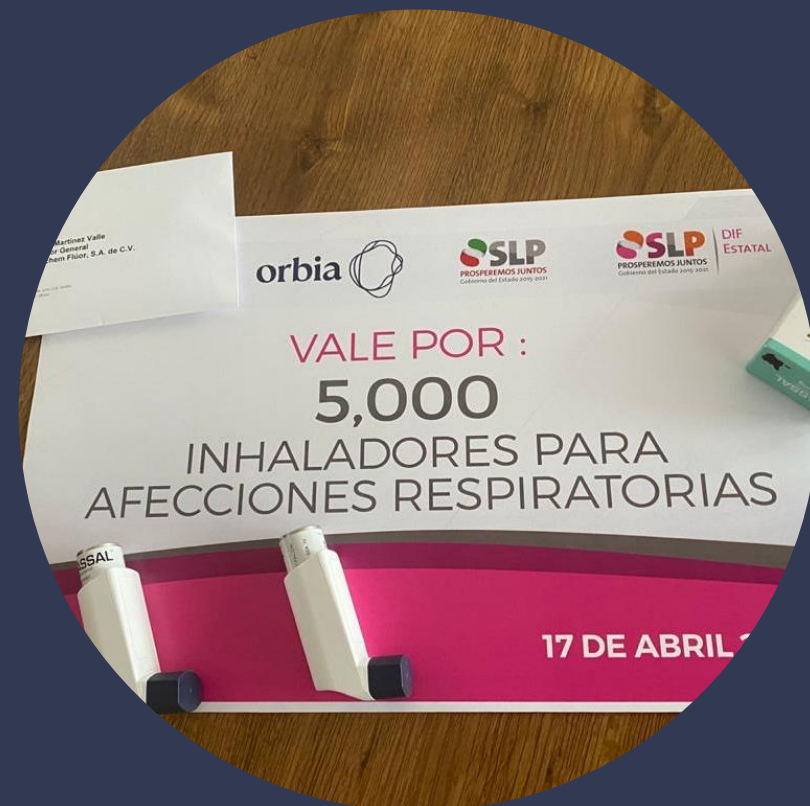


Executional Clarity

1. Coordinate and scale response planning adaptively
2. Engage the organization
3. Empower the team
4. Lead with purpose and integrity



Orbia's Relief Efforts



Donating 65,000 inhalers to health authorities to meet increased patient need for these lifesaving devices that contain our medical-grade propellant gases.



Launching a company-wide giving campaign to collect, pool and distribute resources to coronavirus response, relief and recovery efforts in vulnerable regions worldwide.



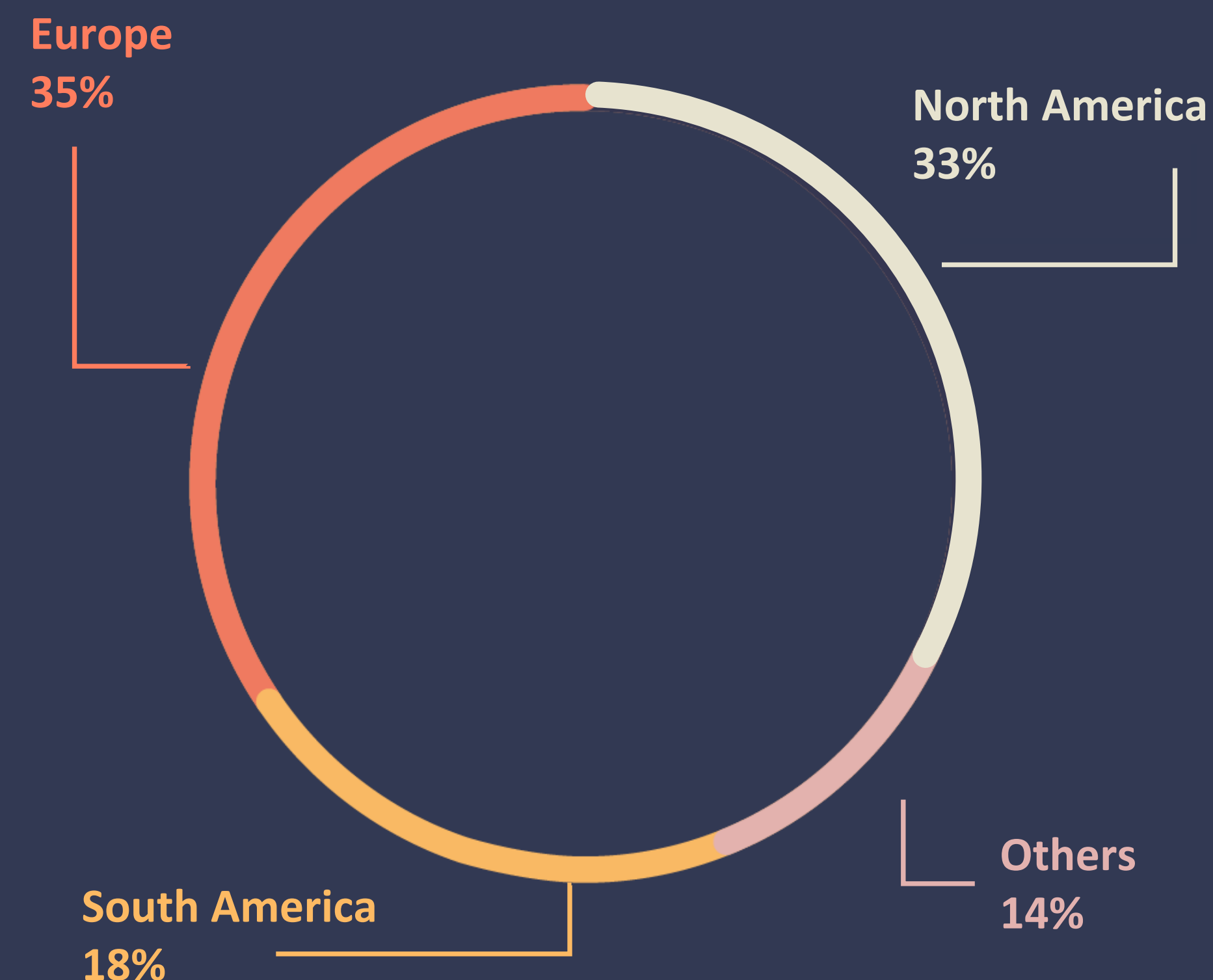
Developing and donating 100,000 face shields to health care workers, and additionally supplying at cost 10,000 shields per day, seven days a week, to meet global demand.

Financial Performance

mm US\$	First Quarter		
FINANCIAL HIGHLIGHTS	2020	2019	%Var.
Net sales	1,626	1,766	-8%
Operating income	172	186	-8%
EBITDA	309	318	-3%
EBITDA margin	19.0%	18.0%	102 bps
Consolidated net income (loss)	77	77	0%

Business Groups	Sales (mm US\$)			EBITDA (mm US\$)		
	Q120	Q119	%Var.	Q120	Q119	%Var.
Vestolit (Polymer Solutions)	583	595	-2%	121	102	19%
Wavin (Building and Infrastructure)	512	558	-8%	51	63	-19%
Netafim (Precision Agriculture)	232	273	-15%	37	41	-10%
Dura-Line (Data Communications)	170	182	-7%	29	27	7%
Koura (Fluor)	182	205	-11%	68	86	-21%
Eliminations	-54	-50	7%	4	-2	N/A
Orbia Consolidated	1,626	1,766	-8%	309	318	-3%

Sales Per Region Q1 2020

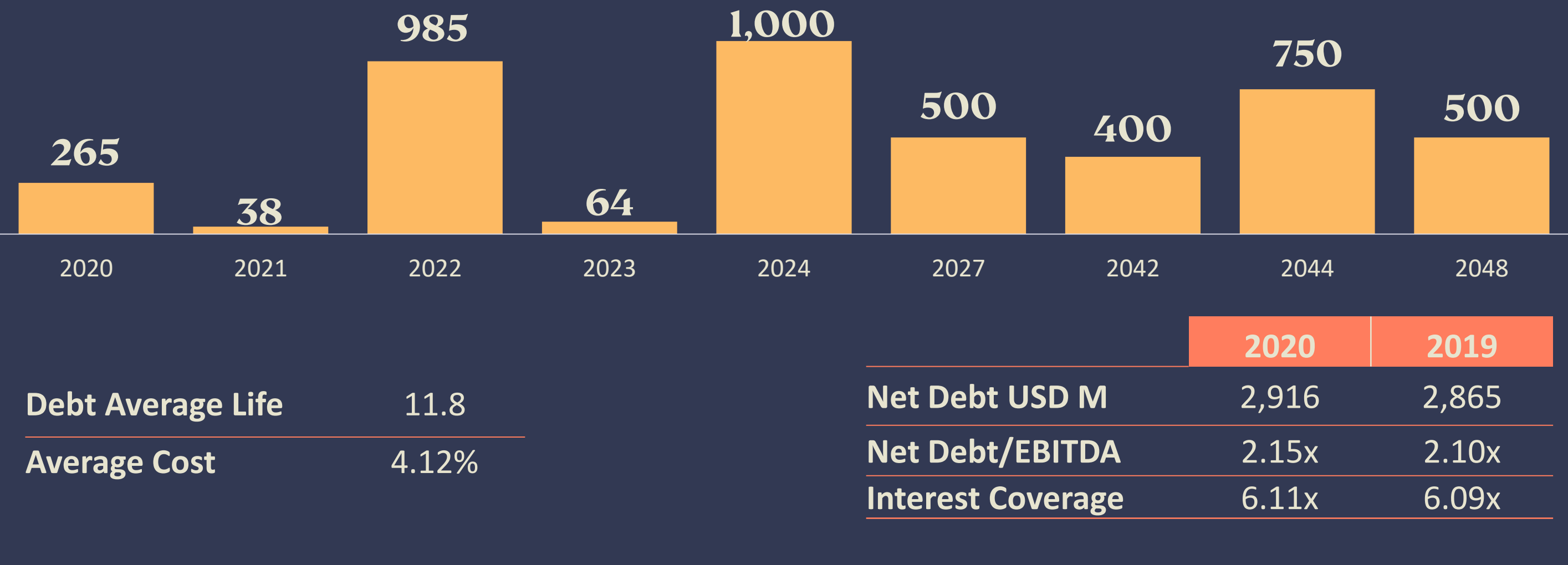


Strong Free Cash Flow with a Sound Balance Sheet

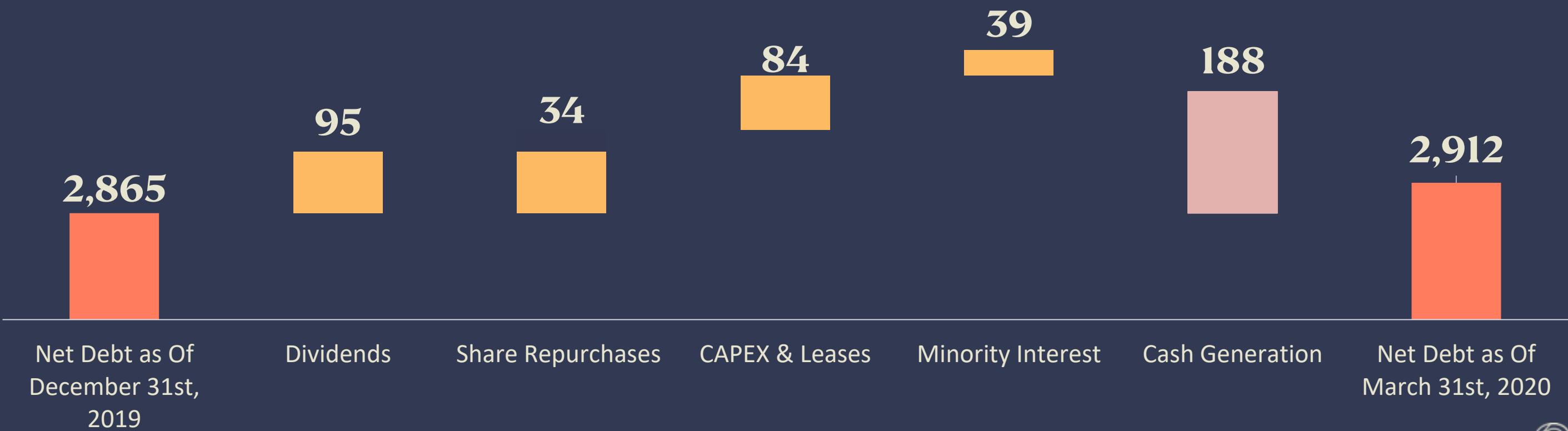
Free Cash Flow Statement

mm US\$	First Quarter		
	2020	2019	%Var.
EBITDA	309	318	-3%
Taxes	-30	-48	-38%
Net interest / Bank commissions	-88	-99	-11%
Change in trade working capital	7	-215	N/A
Others (Other assets - provisions, Net)	47	84	-44%
CTA and FX	-57	5	N/A
Cash generation	188	44	327%
CapEx	-60	-60	0%
Leasing payments	-24	-28	-14%
Free cash flow	105	-44	N/A
FCF conversion (%)	33.8%	-13.7%	

Debt Profile as of March 2020 | USD (MM)



Net Debt Evolution Q1 2020



Measures to preserve financial strength and liquidity

1. Developing a business continuity plan for our operations
2. Applying a zero-based approach in key areas
3. Reducing discretionary expenses
4. Redefining safety stock levels
5. And closely monitoring credit risks, among others





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