

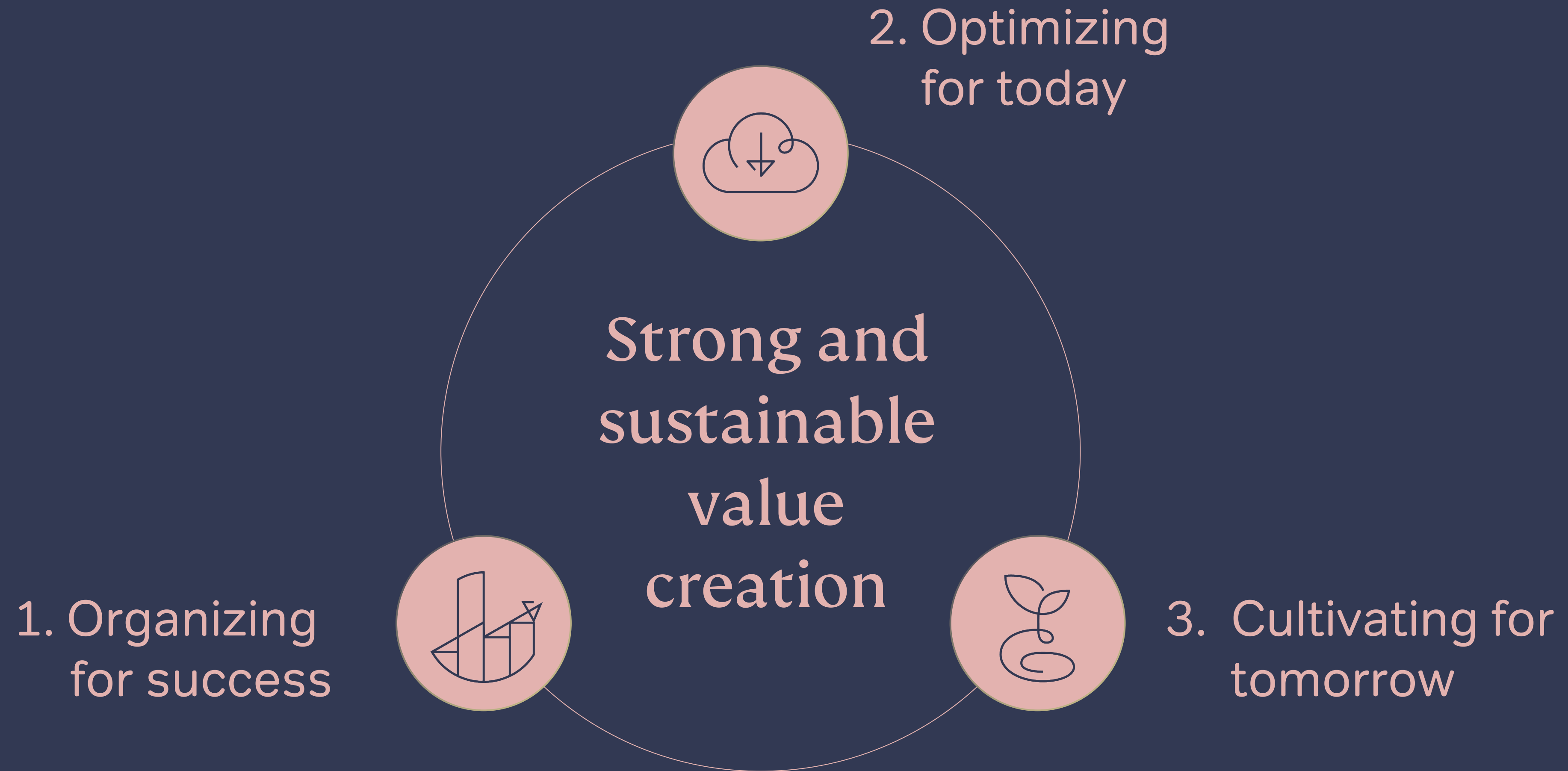


Third Quarter 2019 Conference Call

October 24th, 2019

Highlights 3Q 2019

- Third consecutive quarterly improvement in our EBITDA, reaching \$380M, reflecting a 21.8% EBITDA margin, mainly driven by the sequential improvement in our Vestolit (Polymer Solution) business, despite lower sales (-2% compared to last year, primarily as a result of reduced revenues in our Wavin business (Building and Infrastructure))
- Strong Upstream business in Koura (Fluor) significantly compensated the impact of illegal imports of refrigerant gases in Europe on our Downstream business
- Netafim (Precision Agriculture) and Dura-Line (Data Communications) maintained a strong positive trend in their profitability
- Improvement in working capital drove higher cash generation to \$262M, reflecting a strong free cash flow conversion of 39.5%
- On sustainability, Orbia is now a component of the DJ Sustainability Index, adopted the Task Force on Climate Related Disclosures and signed the United Nations CEO Water Mandate





“Orb”

The Latin word for a
spherical globe.

“bia”

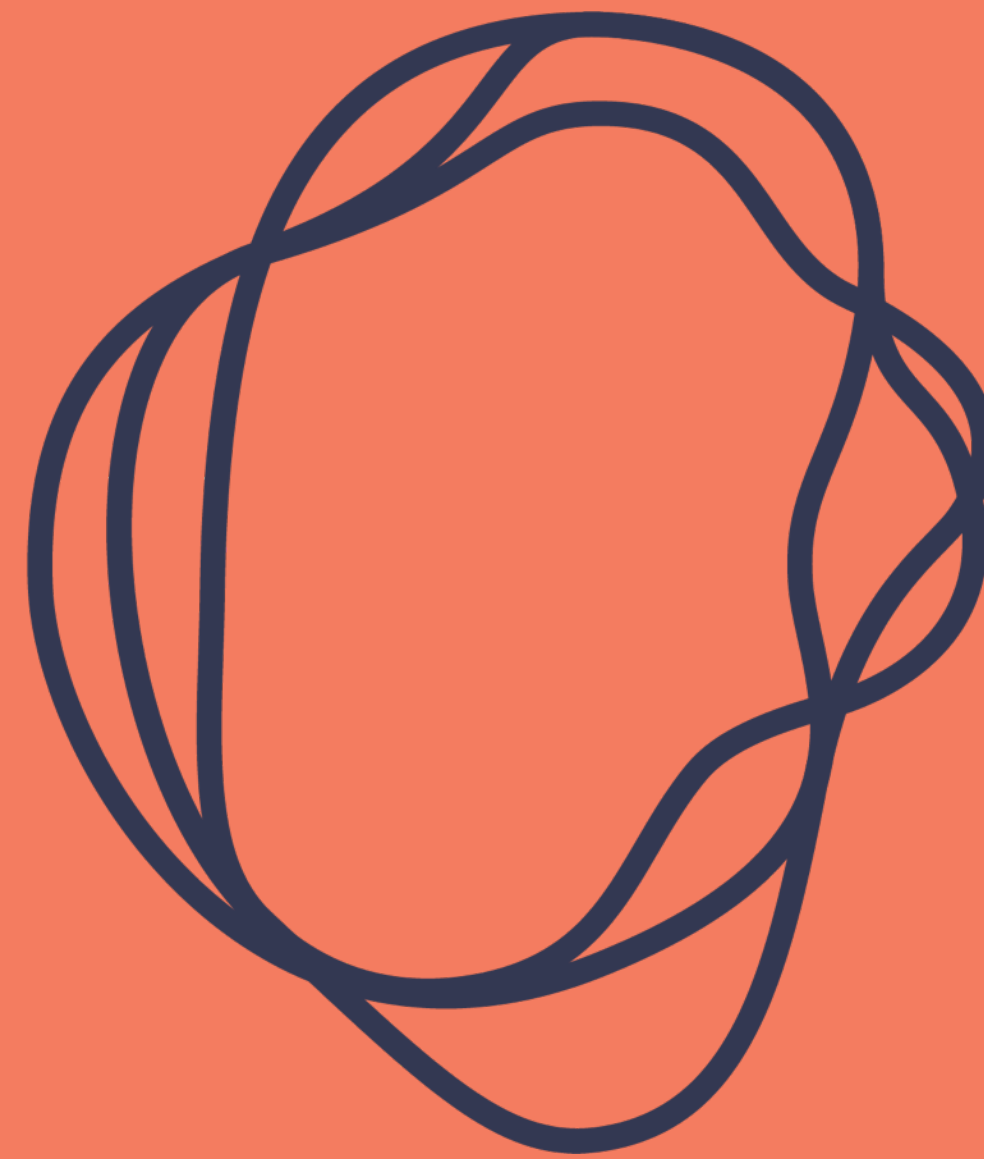
A word from Greek
mythology for the
personification of force.



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Advance life around the world



Fluor

Vinyl

Fluent

Our new brand architecture



Precision Agriculture

Building & Infrastructure

Data Communication

Polymer Solutions

Fluor

Building &
Infrastructure



Data
Communication



Precision
Agriculture



Polymer
Solutions



Fluor



The global challenges Orbia is addressing

How do we feed the world sustainably?



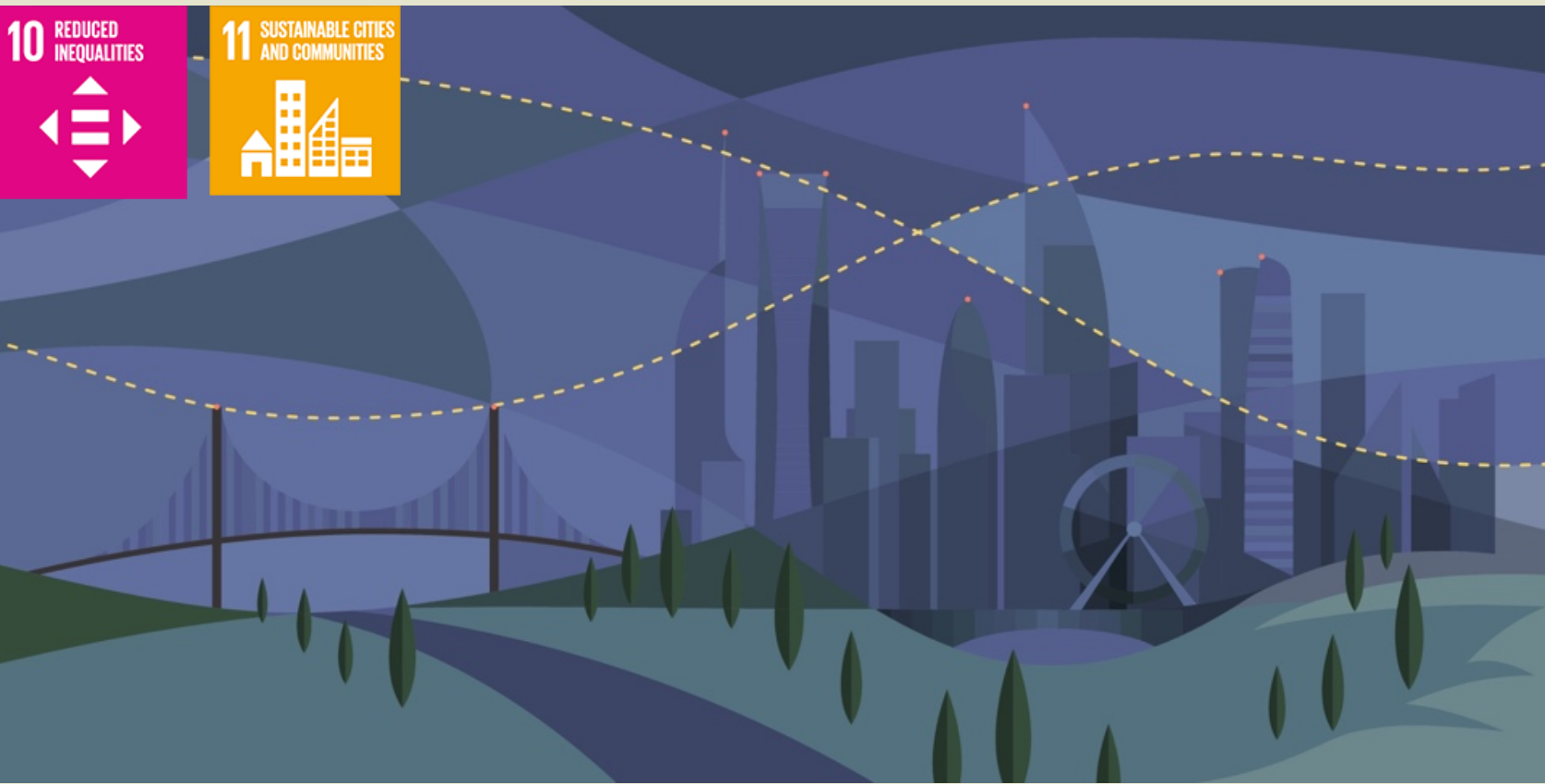
How can we better manage our water systems?



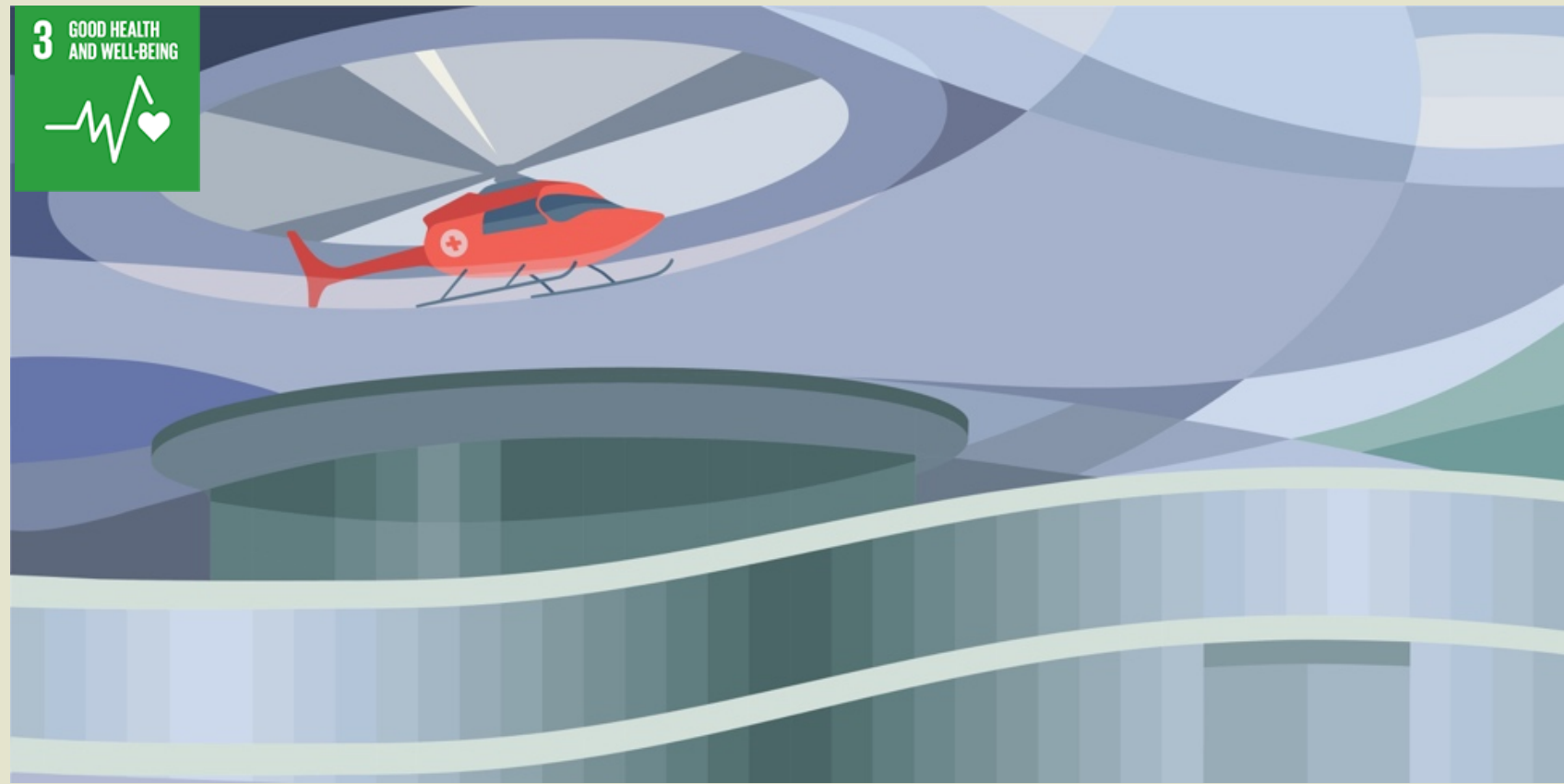
How do we make cities more livable, lovable and resilient ?



How do we connect and empower communities with data?



Can health and well-being be made accessible?



How do we push beyond sustainability to regeneration?



● 2016 ● 2017 ● 2018



Organic growth as our way going forward



Enhancing our Growth Strategy....

Key Actions

Focus on Core Businesses	Clear focus on where to play and how to win: <ul style="list-style-type: none">• Expand market share• Identify value added / high margin products• Product portfolio expansion and digital innovation• Disciplined capital allocation & deployment agility
Organic Profitability Improvement	Leverage current capabilities to maximize returns: <ul style="list-style-type: none">• Identified internal synergies• Operational efficiencies• Improve working capital management• Benchmark vs best in class
Tracking & Executing of our Transformation	Migrating from focus on selected metrics to an enhanced set of in-depth KPIs: <ul style="list-style-type: none">• Margins, ROIC, FCF conversion• Safety, quality, utilization, productivity• Market share, customer satisfaction & profitability• R&D spending

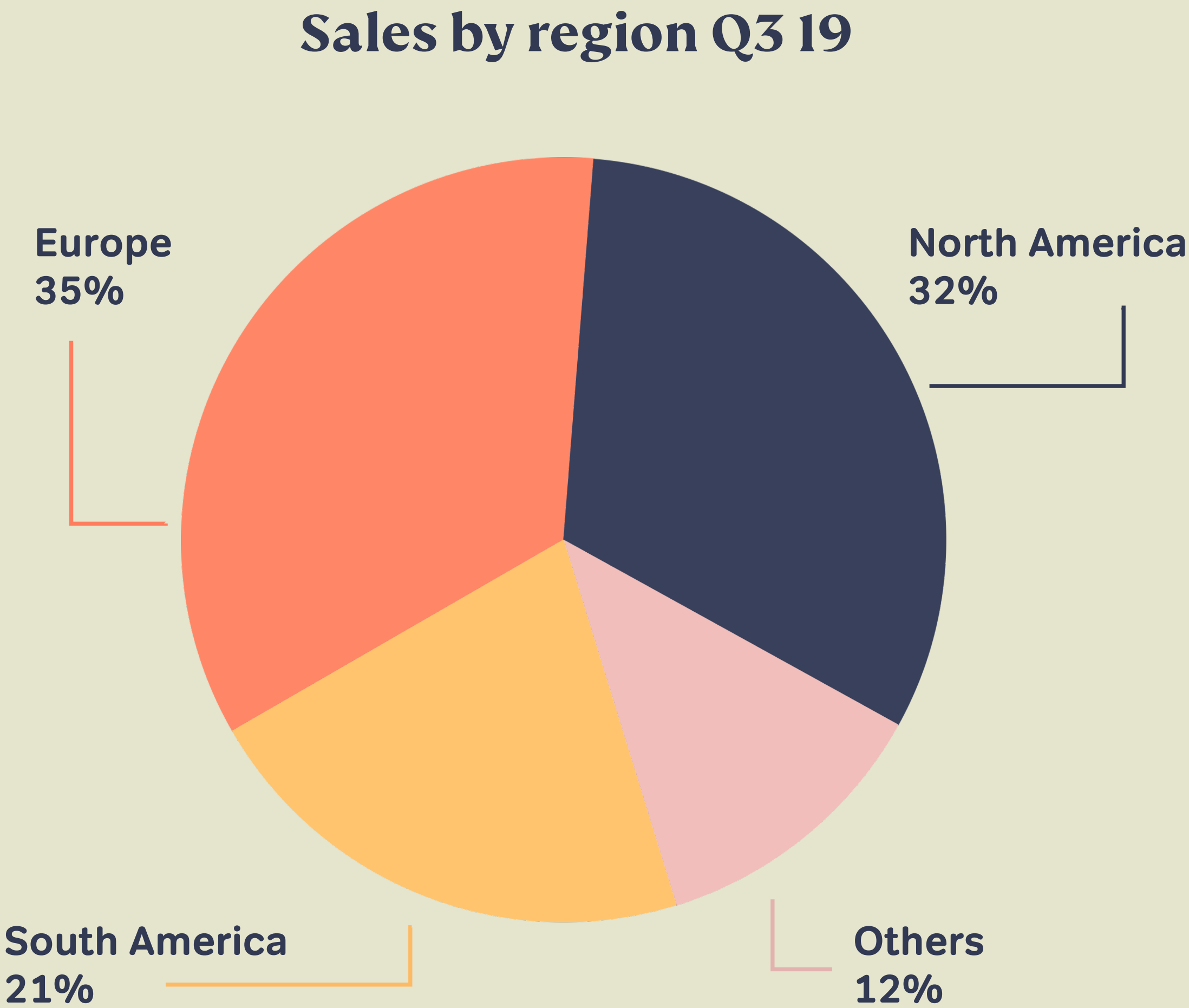
...To Reach our Full Potential

- ✓ Higher Organic Growth
- ✓ Attractive EBITDA Margins
- ✓ Disciplined Cash Management
- ✓ Operational Excellence
- ✓ Innovation Mindset
- ✓ Strong Balance Sheet
- ✓ ROIC Improvement

Resilient financial performance

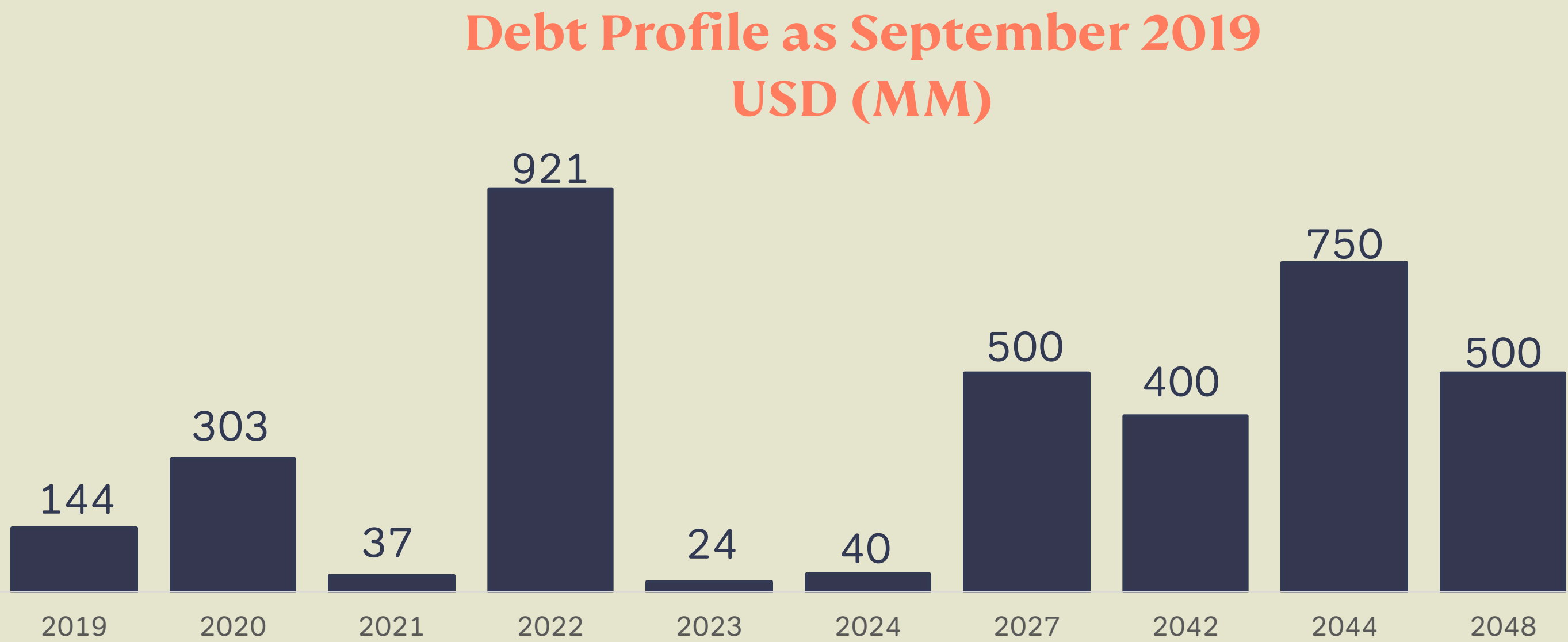
MM US\$	Third Quarter		
Financial Highlights	2019	2018	%Var.
Net sales	1,747	1,785	-2%
Operating income	245	270	-9%
EBITDA	381	375	2%
EBITDA margin	21.8%	21.0%	80 bps
EBITDA wo IFRS 16 effect	360	375	-4%
Consolidated net income (loss)	107	120	-11%

Quarter	Sales			EBITDA		
MM US\$	3Q19	3Q18	%Var.	3Q19	3Q18	%Var.
Vestolit (Polymer Solutions)	602	621	-3%	137	138	-1%
Fluent	969	1,003	-3%	147	135	9%
Koura (Fluor)	210	210	0%	86	89	-3%
Eliminations / Holding	(34)	(49)	-31%	11	13	-15%
Orbia Consolidated	1,747	1,785	-2%	381	375	2%



Strong cash generation supporting a healthy balance sheet

MM US\$	Third Quarter		
	2019	2018	%Var.
EBITDA	381	375	2%
Taxes	(59)	(58)	2%
Net interest / Bank comissions	(90)	(81)	11%
Change in trade working capital	48	(40)	N/A
Others (provisions, CTA, FX)	(18)	(46)	-61%
Cash generation	262	150	75%
CapEx	(73)	(63)	16%
Leasing payments	(39)	(10)	290%
Free cash flow	151	77	96%
FCF conversion (%)	39.5%	20.5%	



	2019	2018
Debt Average Life	13.74	
Average Cost	4.99%	
Net Debt USD M	2,976	2,871
Net Debt/EBITDA	2.32x	2.05x
Interest Coverage	4.41x	5.59x



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