

orbia
Advancing life together

Polymer Solutions
Building & Infrastructure
Precision Agriculture
Connectivity Solutions
Fluor & Energy Materials

# Q3 2026 Earnings Call

Wednesday, October 28, 2026

# 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.

# Overview

**01** Orbia's third quarter results reflect the strengths of the Company's businesses amid uneven demand across markets and geographies. The impact of higher raw material, energy and logistics costs, currency volatility and rising interest rates weighed most heavily on rate-sensitive construction and housing markets and on Orbia's operations in Europe.

**02** This diversification allows the Company to absorb temporary pressures in parts of the business, while capturing opportunities in others, supporting more resilient earnings and cash flow across market cycles. Orbia's teams are responding efficiently to rising input, energy and freight costs with disciplined commercial actions, while actively managing the company's supply chains.

**03** Orbia remains focused on strengthening the balance sheet through cost optimization, disciplined capital allocation, cash generation, and making progress on non-core asset sales.

**Revenue**
**$2.2B**
Up 12% YoY
Driven by higher sales across all business groups.

**EBITDA**
**$332M**
Up 12% YoY
Primarily driven by CS, F&EM and B&I, partly offset by PS and PA.

**EBITDA Margin**
**15.1%**
Up 10 bps
Driven by higher profitability in CS and F&EM.

**Operating Cash Flow**
**$245M**
Down $26M YoY
Driven by incremental working capital investments and higher taxes paid, partly offset by higher EBITDA.

# Higher revenue, EBITDA and improved leverage position

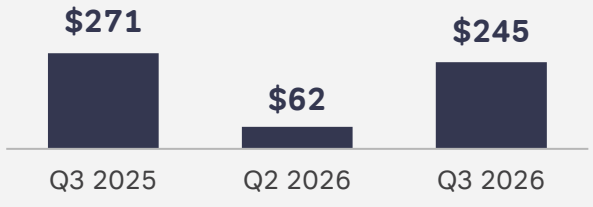
## Sales ($M)




## EBITDA ($M) & Margin (%)



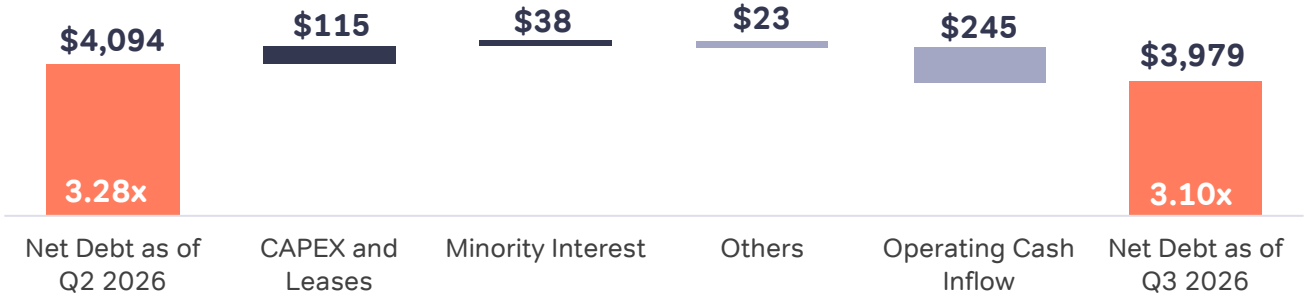

## Operating Cash Flow ($M)



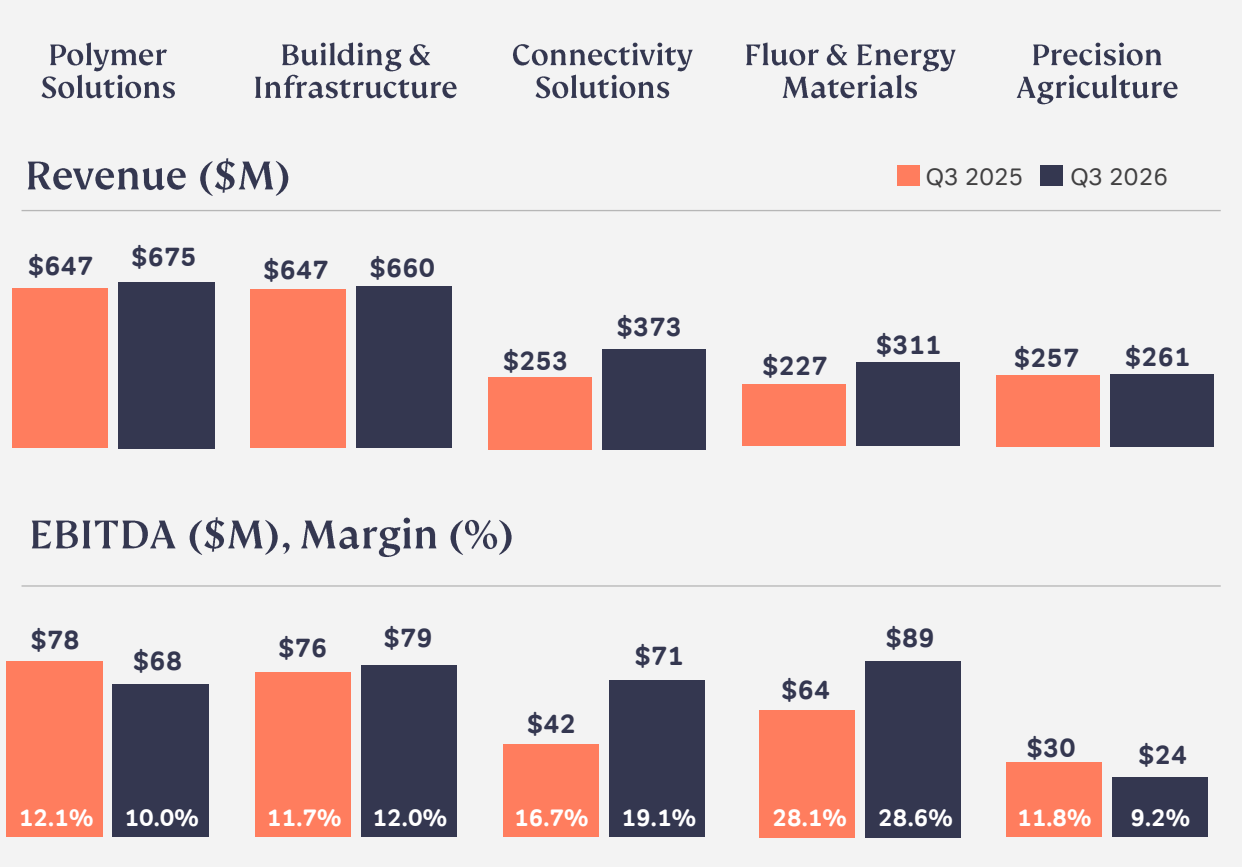

## Q3 2026 Highlights

- EBITDA increased 12% YoY. While, operating cash inflow of $245M decreased by $26M YoY, and free cash flow of $130M decreased by $14M YoY.
- Working capital increase of $10M in the Q3 2026 compares to a decrease of $14M in the same quarter of 2025, reflecting elevated business activity as well as higher selling prices and input costs resulting from the Middle East conflict.
- Net debt-to-EBITDA ratio decreased from 3.28x to 3.10x during the quarter, primarily driven by a decrease in net debt of $115M, mainly driven by positive free cash flow, and an increase of $37M in the last 12 months EBITDA.

## Net Debt decreased by $115M, mainly driven by positive free cash flow.



# Results improved YoY driven by Connectivity Solutions and Fluor & Energy Materials




## Polymer Solutions

- Increase in revenues was driven by higher prices in general resins and was partially offset by soft demand for derivatives in Europe.
- EBITDA decreased driven by higher feedstock, electricity and logistics costs, mainly in Europe, partly offset by higher margin in general resins.

## Building & Infrastructure

- Increase in revenues driven by growth in Latin America and the benefits from the pricing actions implemented to offset higher raw material costs during the last quarter, partially offset by soft demand in Europe.
- EBITDA increased due to margin expansion in Latin America driven by favorable pricing, partially offset by lower volumes in EMEA, and the reversal of the timing lag benefit between price increases and rising input costs experienced in the previous quarter.

## Connectivity Solutions

- Increase in revenues was driven by continued volume growth, supported by strong demand across the U.S. telecommunications and data center markets. Revenues improved as well supported by the favorable pricing actions taken to offset higher raw material costs during the last quarter.
- EBITDA increased, driven by higher revenues, a favorable product mix and high plant utilization.

## Fluor & Energy Materials

- Increase in revenues was driven by strong volume and the pricing actions implemented to offset the significant cost inflation pressures experienced during the year.
- EBITDA increased, driven by higher revenue, a favorable product mix and the temporary benefit from product life cycle dynamics in part of the medical propellant product portfolio, partially offset by higher raw material costs, primarily sulphur, and higher freight costs.

## Precision Agriculture

- Increase in revenues was driven higher project revenues in the Middle East and Africa, continued positive performance in Peru and the U.S., and the impact of pricing actions as a result of higher raw material costs.
- EBITDA decreased driven by an unfavorable sales mix, the reversal of the timing lag benefit between price increases and rising input costs, partially offset by pricing actions.

# FY 2026 guidance and market outlook



**EBITDA**
~$1,250M

**CAPEX**
~$400M

**Effective Tax Rate**
27% – 32%[1]

## Polymer Solutions

- PVC resin prices have moderated as global supply conditions have eased, although expected to remain above pre-conflict levels. Recent oil and coal price increases have provided pricing support.
- However, near-term performance is expected to be tempered by soft demand and higher input costs in Europe and operational challenges in derivatives in Mexico.
- The business will remain focused on cost and pricing discipline, operational safety, asset reliability, cash generation and profitability.

## Building & Infrastructure

- The business expects demand conditions will remain challenging, particularly in Europe, with ongoing pricing pressure and the normalization of material margins.
- The business continues to prioritize profitability and cash generation through footprint optimization, new product introductions, cost discipline and working capital management.

## Fluor & Energy Materials

- The business expects the favorable fluorine pricing and product mix to continue supporting performance, offset by seasonal volume trends, rising raw materials and logistics cost and the absence of the contribution from favorable product end of life cycle dynamics in part of the medical propellants product portfolio.
- The business will maintain its focus on strategic pricing, safe and reliable operations, while advancing investments in next-generation medical propellants, mining infrastructure and battery materials.

## Precision Agriculture

- Demand is expected to strengthen as input costs stabilize as well as due to seasonality. The business expects to sustain solid momentum supported by strong project activity in Africa, continued strong demand in Peru and the U.S., improving conditions in selected markets and the ramp up of recently launched products.
- The business will focus on disciplined sales execution, cost management, inventory optimization and cash generation initiatives.

## Connectivity Solutions

- The business expects sustained demand growth supported by telecommunications networks expansion, and AI and data center infrastructure investment in the U.S.
- Continued pricing discipline, deeper penetration of higher-value applications and improved plant utilization are expected to support margin expansion and profitability growth.

1. Excluding discrete items that do not reflect ongoing operational results such as foreign exchange rate changes and inflation adjustments, as well as other non-recurring items.

## Building & Infrastructure Rebranding

Orbia is rebranding its Building & Infrastructure business group as Orbia Water & Climate Solutions (W&CS) to better reflect its evolving portfolio, strategic direction and long-term growth opportunities. The new name reinforces the business' focus on delivering differentiated water and climate solutions that advance water security, climate resilience and sustainable living, supported by growing capabilities in customer-centric innovation and upstream engagement.

# Q&A



# Appendix

# Leverage profile

## Net Debt/Adjusted EBITDA

- $4.0B in debt balance, net of cash.

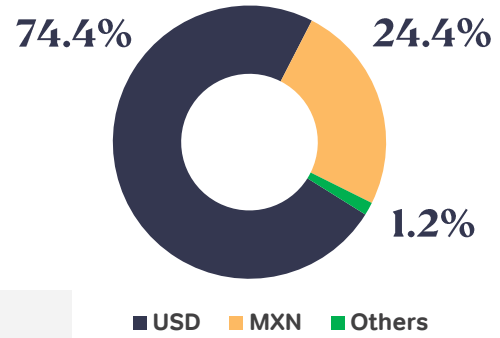
## Bank Facility

- Ample liquidity with $1.4B available under a committed revolving credit facility, currently undrawn.

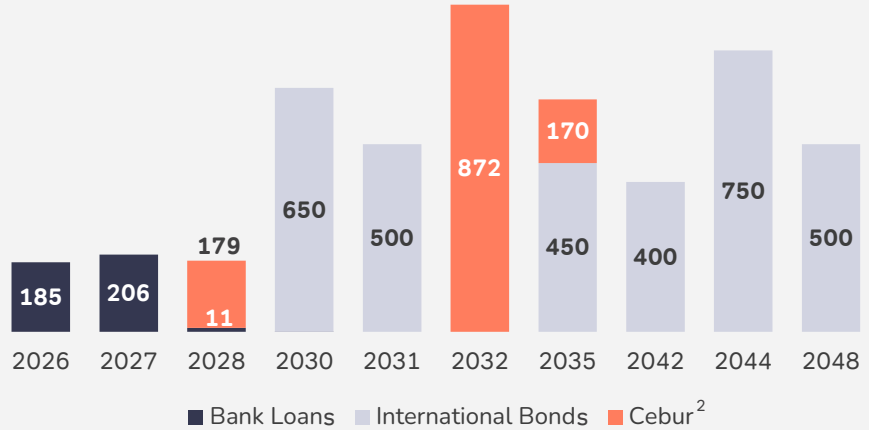
## Credit Ratings (outlook)

- S&P: BBB- (negative)
- Fitch: BB+ (stable)
- Moody's: Ba2 (negative)

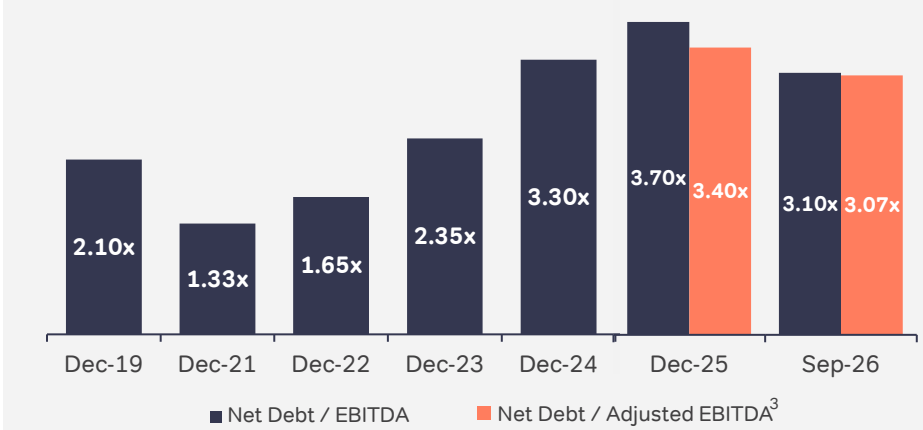
## Debt by currency




## Debt maturities ($M)[1]




## Net Debt-to-EBITDA




**5.98%**
Average cost of debt[4]

**9.54 years**
Average LT debt maturity

1. As of end of Q3 26. Closing FX $17.8413 2. Mexican local bonds. 3. EBITDA excludes items that have a limited number of occurrences, are clearly identifiable and not reflective of ongoing business performance. 4.Weighted average cost of debt, all USD swapped from local currencies.

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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, addressing food, water and sanitation security, connecting communities to information and enabling the energy transition with basic and advanced materials, specialty products and innovative solutions.