



Orbia

Q3 2021 Earnings Call

October 28, 2021



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.

Our Newly Appointed CFO in August 2021 – Jim Kelly



30+ years finance leadership experience in global organizations

Prior to joining Orbia, **held a variety of senior positions**, most recently at Cabot Corporation

B.S. degree in accounting from Georgetown;
MBA from Harvard

Strong Quarterly Results With Positive Momentum

- 01** Orbia delivered incredibly strong results for a third consecutive quarter
- 02** Our diversified and integrated portfolio of businesses enabled strong results, despite continued increases in raw material, freight and labor costs and ongoing supply chain disruptions
- 03** Market demand remains robust across all businesses and recent strategic bolt-on acquisitions are contributing to strong results

Q3 2021 Financial Highlights

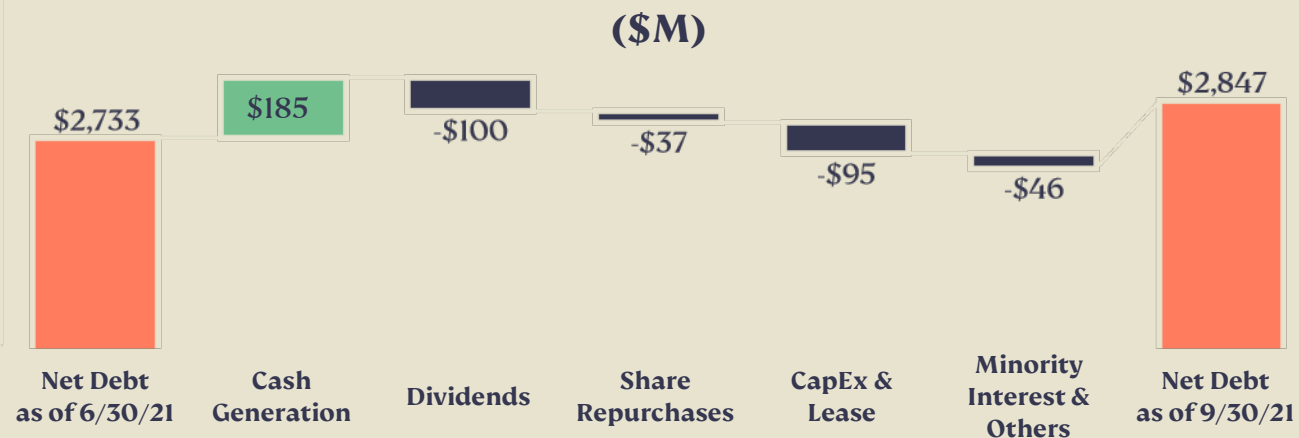
| | |
|--|---|
| REVENUE \$2.3 Billion Up 40% YoY, driven by higher PVC prices and continued momentum across all Businesses | EBITDA \$532 Million Up 47% YoY, due to higher PVC prices in Polymer Solutions |
| EBITDA MARGIN 23.3% Up 118 basis points YoY, despite cost increases | FREE CASH FLOW \$90 Million reflecting strong EBITDA performance partly offset by increased working capital |

Strong Performance Underpinned by Consistent Execution



Outstanding Financial Performance

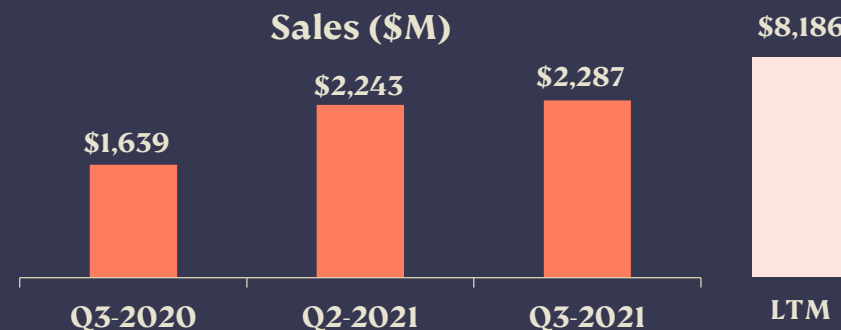
Disciplined capital deployment maintaining lower net debt levels



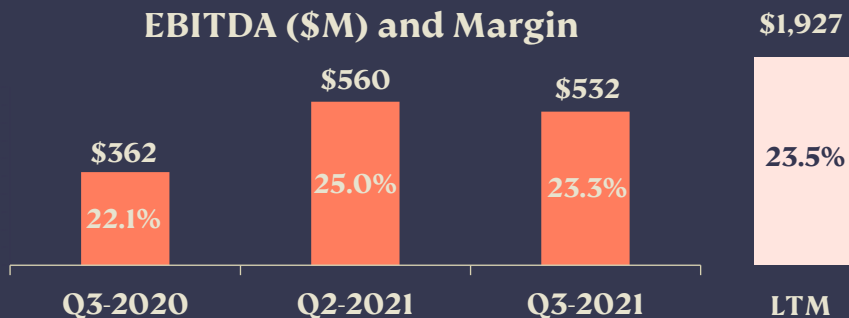
Q3 2021 Highlights

- **Repaid the remainder of former \$750 million 2022 senior note**, reducing average cost of debt to 4.2% with an average maturity to 14.2 years; next significant maturity extended to 2026
- **Strong free cash flow of \$90 million** from higher sales activity by increased working capital for raw material inventory
- **ROIC of 12.1% up from 6.4% in prior year** reflecting strong business performance during last 12 months
- **Healthy return to shareholders: \$100 million in dividends** paid during the quarter and completed **share buybacks of \$37 million**.

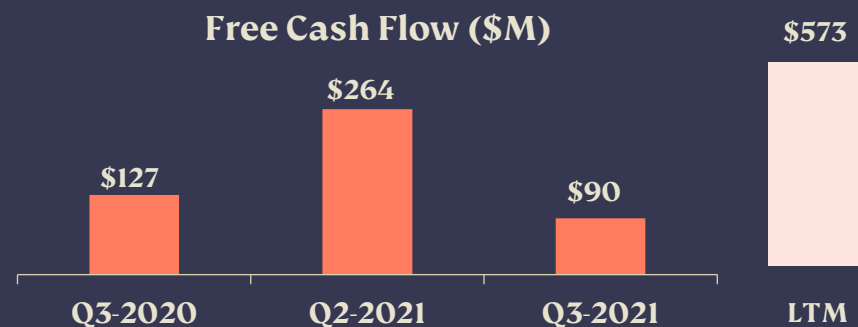
Sales (\$M)



EBITDA (\$M) and Margin



Free Cash Flow (\$M)



LTM represents last twelve months ending 9/30/21

Robust Topline and EBITDA Performance Driven by Vestolit and Wavin; Higher Raw Material Costs Impact EBITDA in Dura-Line and Netafim

V vestolit
alphagary

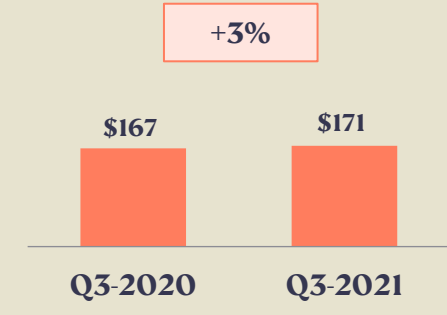
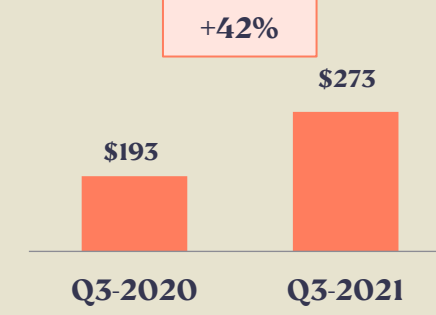
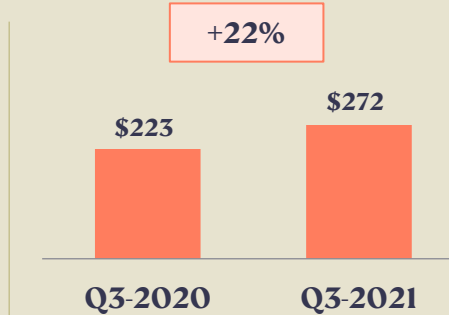
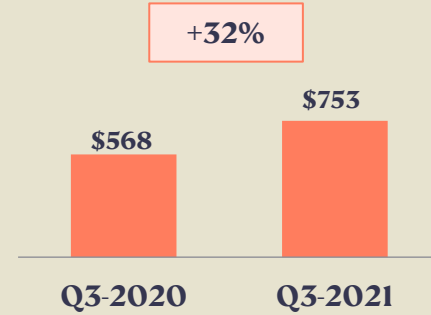
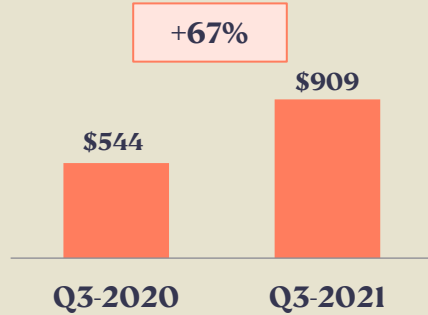
wavin

NETAFIM™

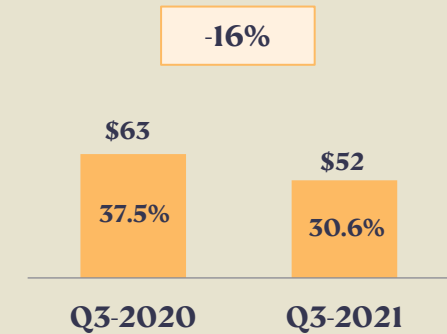
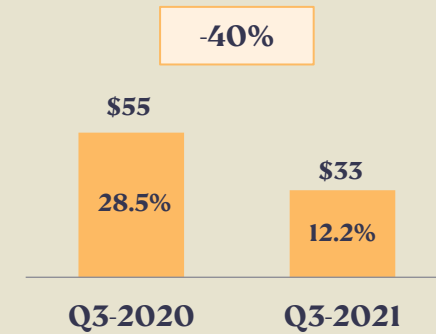
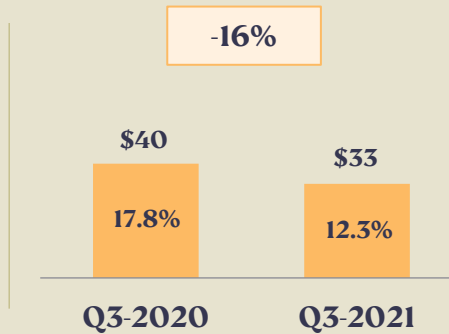
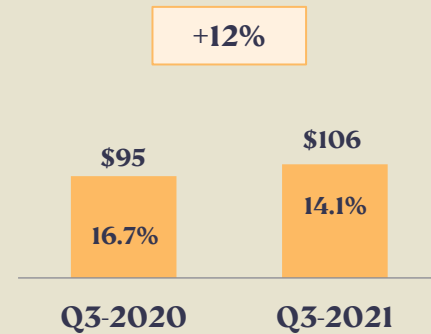
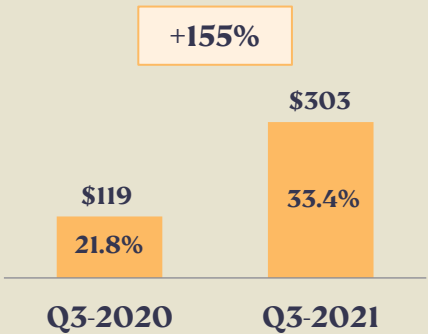
dura-line

koura

Third Quarter Revenues (\$M)



Third Quarter EBITDA (\$M) & Margin



- Continued robust PVC demand and pricing, creating favorable investment environment

- Strong topline across EMEA and LATAM with strong pricing as well as healthy demand in the building and infrastructure markets

- Robust market demand particularly in the U.S., Europe, Africa, Brazil and Turkey, offsetting continued market weakness in India due to COVID-19; EBITDA impacted by higher input costs not yet fully reflected in pricing

- Continued strong demand mostly in North America, higher pricing, geographic expansion and increased sales coverage, EBITDA affected by higher input costs not yet fully reflected in pricing

- Strong pricing across the business. EBITDA impacted by lower acid-grade fluorspar volumes, rising raw material and transportation costs, investments to support the growth of the business and a one-time impact from Hurricane Ida

Embedding Sustainability Across our Portfolio of Businesses

V vestolit
alphagary

- Launched a decarbonization team with aim to reduce scope 1 and 2 emissions at all plants and operating facilities by 5% versus 2020
- In addition, we have been successful in reducing our year-to-date solid waste-to-landfill by almost 20% versus 2020

wavin

- Sales of products utilizing recycled materials continued to increase, zero waste-to-landfill projects were scaled at manufacturing sites, contracts with energy providers were audited for efficiency, and the transition to renewable sources is underway, with a target to use 100% renewable energy within two years in EMEA facilities.

NETAFIM™

- The Netafim system virtually eliminates methane emissions and ground water contamination associated with rice production and reduces the presence of arsenic in the grain by 90%
- Netafim also launched a circular business model in Europe that processes reclaimed driplines and use them for the manufacture of new driplines. Our expansion into Europe follows the successful implementation of a similar program in the US

dura-line

- Completed the installation of solar panels in its Goa facility to generate 1 million kWh yearly and increase energy efficiency and cost savings
- As part of the US Department of Energy's Better Buildings, Better Plants Program, each of our plants is conducting a third-party energy audit
- A sustainability committee at each plant will continue to drive waste reductions through waste stream mapping

Koura


- Continues to invest in development and commercialization of low global warming potential (GWP) refrigerants and medical propellants
- Koura's refrigerant Klea® 473A provides an 85% reduction in GWP versus the incumbent R23
- Koura's medical propellant Zephex® 152a reduces the carbon footprint of metered dose inhalers by 90%

Investing In Our Communities and Enhancing Our Corporate Governance

Full Year 2021 Outlook and Global Business Trends

| | Prior (as of 7/29/21) | Current (as of 10/28/21) |
|----------------------|--------------------------|---|
| EBITDA Growth | 32% to 35% | 44% to 48% reflecting strong performance year-to-date, and the ongoing momentum. This revised outlook assumes no pandemic-related or other material disruptions to Orbia's businesses. |
| CAPEX | \$350M – \$400M | \$300M – \$350M |

Trends Across Our Global Businesses

| | | | | |
|---|--|--|--|---|
|  |  |  |  |  |
| Strength expected to continue through year-end | Strong demand from the construction & infrastructure sectors expected to continue, outside normal seasonal effects | Strong demand expected to continue through year-end and pricing expected to begin catching up with raw material and logistics cost increases | Strong demand in North America and Europe driven by customer ramp-up of fiber deployment with pricing catching up with raw material and logistics cost increases | Improving market conditions across most product lines |

Well-Positioned to Benefit from Continued Recovery and Strong Demand in 2021

Closing Remarks

01

Disciplined execution of Orbia's 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

orbis

