

Welcome to Investor Day Orbia Advance Corporation

# Purpose-Driven.

Customer-Focused. Addressing World Challenges.

## 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.

# Welcome to Orbia's Investor Day

## **9:00**AM

Gerardo Lozoya Latapi & Josh Preneta Investor Relations Director & Corporate Vice President of Strategy

#### **Chairman's Remarks**

Juan Pablo del Valle Perochena Chairman of the Board

#### We Are Orbia

Welcome

Sameer Bharadwaj Chief Executive Officer

#### **Enabling a Sustainable Future**

**Tania Rabasa Kovacs** Corporate Vice President of Sustainability and Corporate Affairs

#### Positioned to Grow in a Favorable Market Environment

Nick Ballas Executive Vice President & President, Polymer Solutions | Vestolit

**Gautam Nivarthy** Executive Vice President & President, Polymer Solutions | Alphagary

#### **Building a Better Future**

**Maarten Roef** Executive Vice President & President, Building & Infrastructure | Wavin

10:50ам

BREAK

### **11:00**AM Growing More with Less

Gaby Miodownik Executive Vice President & President, Precision Agriculture | Netafim

#### **Enabling Advanced Connectivity**

**Peter Hajdu** Executive Vice President & President, Data Communications | Dura-Line

#### Mine to Market and Beyond

**Gregg Smith** Executive Vice President & President, Fluorinated Solutions | Koura

#### **Securing Future Growth**

**Shai Albaranes** Corporate Vice President of Innovation

#### Financial Outlook Jim Kelly Senior Vice President and Chief Financial Officer

#### **Closing Remarks**

Sameer Bharadwaj & Juan Pablo del Valle Perochena Chief Executive Officer & Chairman of the Board

#### 12:15<sub>PM</sub> Q&A Session

#### **1:00**<sub>PM</sub> Lunch | St. George CD Room





# We Are Orbia | Global and Purpose-Driven



Sameer Bharadwaj Chief Executive Officer

## Key Messages

O1 Harnessing the power of material science and innovation to serve customer needs, address world challenges and provide sustainable solutions

- 02 Investing in profitable growth, leveraging our uniquely advantaged positions to bring differentiated solutions to market
- 03 Maximizing the value of integration across Orbia and the value chains we participate in

O4 Creating value as **good stewards of capital** and disciplined operators

O5 Delivering **double-digit earnings growth** and returns to shareholders through stable, growing dividends

# Addressing the world's biggest challenges

# A Force for the World

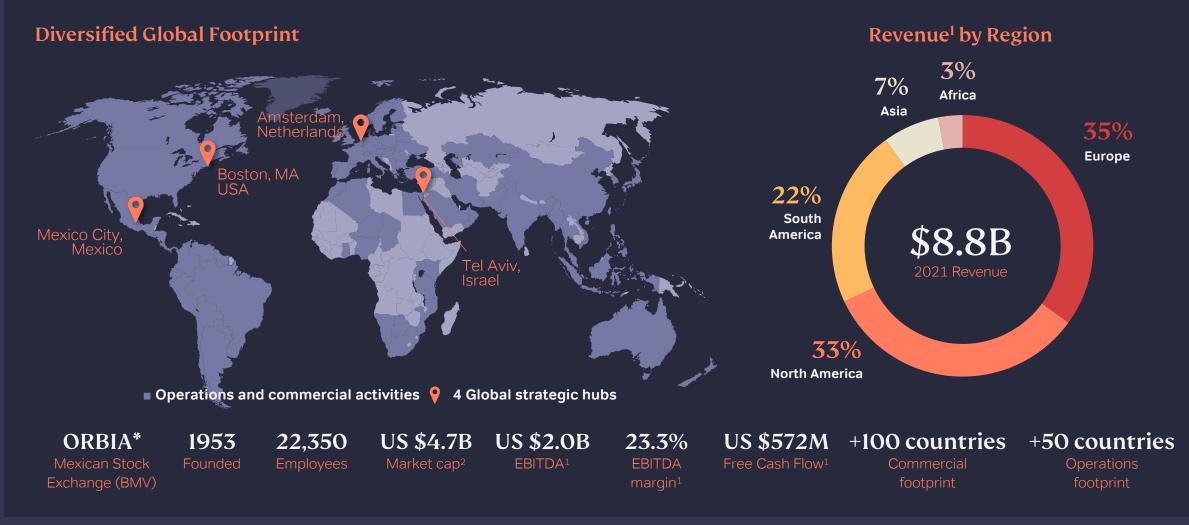
Driven by purpose and unified by values, we choose to work on the toughest challenges

From mine to market, ground to home and lab to everyday life...

...we rely on our collective ingenuity and integration across the value chain to transform materials into greener, smarter, more efficient solutions

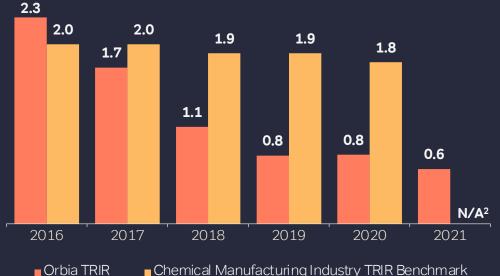


# **Global Imprint and Impact**





## Safety of Our People and **Communities Comes First**







orbi

- 78% reduction in TRIR<sup>1</sup> 2015–2021
- 55% below industry benchmark in 2020

1. Total Recordable Incident Rate. 2. 2021 Chemical Manufacturing Industry TRIR Benchmark not published as of 05/12/22.

## People are Our Most Valuable Asset





Our people strategy is to create enduring experiences for our employees. Three strategic pillars guide our actions:

#### Fulfillment

Fostering an inclusive culture

Women in leadership roles increased from 17% in 2018 to 22% in 2021

#### Development

Providing training, innovation and leadership resources

380,000 hours invested in 2021

### Well-Being

Offering programs that promote wellness, balance and autonomy

First global mental health and well-being survey conducted in 2021

# Leading Positions Across All Businesses



IHS Markit (PVC – Capacity to produce by Process).
 IHS Markit (PVC – Capacity to produce by Shareholder)
 Company estimates.
 Dun & Bradstreet interview with Data Communications sales teams & experts (Mar 2022).
 Roskill Fluorspa<u>r 2020-2030 Outlook Report (2021).</u>



# Customer-Focused and Addressing World Challenges

Information Access Sanitation & Water Health & Food & **Climate Resilience** & Decarbonization Well-Being Water Security & Connectivity Management 3 of 5 3 of 5 5 of 5 3 of 5 5 of 5 Business groups Business groups **Polymer Solutions Polymer Solutions Polymer Solutions Polymer Solutions Polymer Solutions Building & Infrastructure Building & Infrastructure Building & Infrastructure Data Communications Building & Infrastructure Fluorinated Solutions Precision Agriculture Precision Agriculture Fluorinated Solutions Precision Agriculture Data Communications Data Communications Fluorinated Solutions** Fluorinated Solutions

# Providing Access to Clean Water and Sanitation

## World Challenge

Access to clean water and sanitation critical as the world grows

## **Customer Solutions**

Orbia provides PVC for use in pipes and fittings to deliver clean water and sanitation to people around the world

- PVC is safe, recyclable, durable and cost-effective
- PVC is lower carbon footprint compared to alternatives and UV-resistant

#### Orbia provides city-scale water management solutions

• Hot and cold water, soil and waste



~2B

People without access to clean drinking water in 2020

People without access to safely managed sanitation in 2020



1. Source: https://www.unicef.org/press-releases/billions-people-will-lack-access-safe-water-sanitation-and-hygiene-2030-unless

# Enhancing Urban Climate Resilience

## World Challenge

Cities worldwide are under stress with population growth, aging infrastructure, flooding, droughts, pollution and sinking land

**Customer Solutions** 

## Orbia provides resilient and sustainable urban infrastructure solutions to address systemic risks

- Stormwater management solutions enable municipalities to better manage cities through storms
- Indoor climate solutions improve building energy
   efficiency for homeowners
- Modular rainwater management systems protect tree growth in cities
- Water recycling systems enable developers to deploy natural vegetation green roofs using rainwater

1. https://www.worldbank.org/en/topic/urbandevelopment/overview#1

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Expected urban population growth through 2045; from 4 to 6B<sup>1</sup>



# Helping the World Grow More with Less

## World Challenge

By 2050, feeding a planet of 10 billion people will require an estimated 60% increase in agricultural production >10B World population by 2050

### **Customer Solutions**

Orbia delivers resource-efficient irrigation solutions to farmers for food security and responsible climate stewardship

- Precision irrigation solutions increase crop yields
- Greenhouse solutions help extend growing seasons
- Recycling and reuse services help farmers reduce waste
- Drip irrigation addresses carbon footprint of rice farming



Cultivated land that's precision irrigated



1. Source Sources: https://blogs.worldbank.org/opendata/chart-globally-70-freshwater-used-agriculture https://wad.jrc.ec.europa.eu/irrigations

# Enabling Connectivity and Opening Access

## World Challenge<sup>1</sup>

Exponential increase in connectivity demand to widen internet access, enable remote working and scale cloud services

• ~\$90B in subsidies/funding in North America

# \$900B

Investment in cellular networks 2022-2027; Data center investments to grow to \$500B

## **Customer Solutions**

Orbia delivers scalable connected infrastructure solutions to network providers; leader in North America

- FuturePath<sup>®</sup> durable and customized conduit solutions enable network providers to connect homes, communities and regions with lower costs and fewer environmental disruptions
- Ultra low friction conduit lining helps installers place fiber cables more efficiently and cost effectively
- Dura-Line Academy trains installers to effectively deploy Orbia solutions in the field

# 100M

Additional homes requiring fiber connections in North America and Europe by 2027





# Driving the Electrified Future

## World Challenge

- Demand for lithium-ion battery storage is projected to reach 5-10 Terawatt hours (TWh) by 2030, from ~0.5 TWh today<sup>1</sup>
- Fluorine is a key component of a lithium-ion battery, 10% by mass<sup>2</sup>
- Meeting fluorine demand for batteries will be challenging with concurrent growth in telecommunications, semiconductors and existing applications

# >30M

Electric vehicles sold worldwide annually by 2030

## **Customer Solutions**

#### High-value fluorinated materials for battery manufacturers

- Electrolyte salts and additives, fluoropolymer binders for cathodes
- Security of fluorine supply with the world's largest mine
- Local supply chains in Europe and North America; includes Europe's first electrolyte salt manufacturing joint venture
- Engineered materials from recycled batteries
- Working with customers to develop tailored performance materials

1. External publication: Angewandte Chemie (Edition: DOI: 10.1002/anie.201901381) based on Munster University study (Dr. Martin Winters) 2. Inclusive of LiPF6, PVDF, electrolyte additives and all upstream fluorine-based materials.

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30kg

Fluorspar needed for 75KWH Model 3 car battery



## Orbia's Strategy for Value Creation

## Three Key Focus Areas



## Invest in profitable growth and innovation



- To leverage our uniquely advantaged position and cutting-edge technologies globally and at scale
- To serve our customers with new, differentiated solutions with an emphasis on decarbonization technologies

Maximize the value of integration across Orbia and the value chains we participate in



Create shareholder value by being thoughtful stewards of capital and disciplined operators

## Execution of Our Strategy Drives Significant Earnings Growth

### Annual EBITDA Growth Target 2022-2027

					orbia 🔿
Polymer Solutions	Building & Infrastructure	Precision Agriculture	Data Communications	Fluorinated Solutions	Orbia Total
8%–10%	7% – 9%	10% - 12%	>15%	>15%	11%-14%

#### **Growth Components**

70%-80%

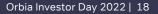
#### **Core Business:**

Capturing above-market growth in spaces where we participate today

## 20% - 30%

Adjacent Products: Bringing new, differentiated, valueadded products to market Adjacent Services: Moving into valueadded services

#### **Geographic Expansion:** Leveraging our leadership positions to expand into new markets

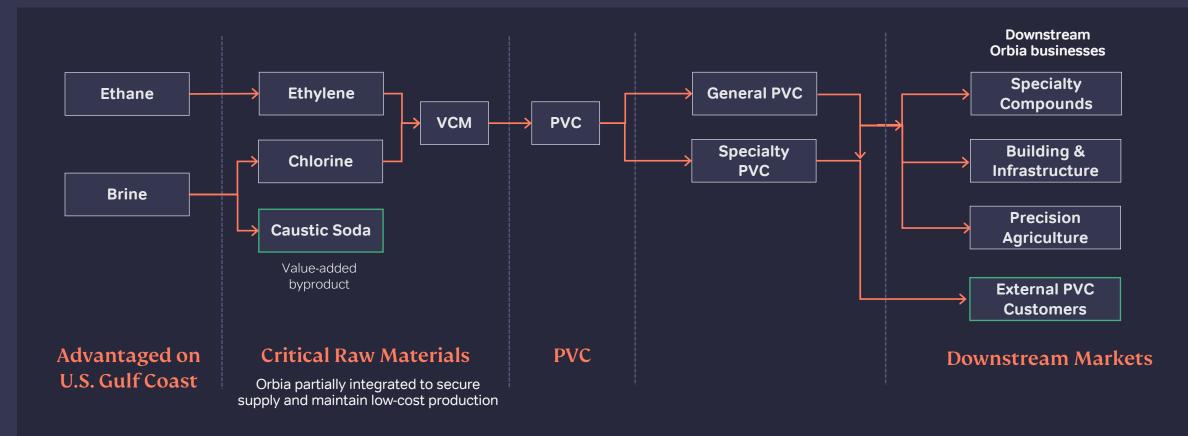


# Orbia Plans to Invest in Profitable Growth to Capture and Exceed Market Growth Rates

	Targeted Orbia Revenue Growth Rate +/-1% <sup>1</sup>	Market Growth Rate +/-1% <sup>2</sup>	Market Growth Drivers
Polymer Solutions	~7%	~4%	<ul> <li>Basic needs for clean water, sanitation, building safety and medical products</li> <li>Increasing urbanization</li> <li>Long-term shift toward polymer-based clean water and sanitation systems</li> </ul>
Building & Infrastructure	~6%	~5%	<ul> <li>Underlying construction growth</li> <li>Long-term shift toward polymer-based clean water and sanitation systems</li> <li>Increasing demand for stormwater management and indoor climate solutions</li> </ul>
Precision Agriculture	~9%	~7%	<ul> <li>Adoption of high-efficiency and yield-improving irrigation systems</li> <li>Conversion from flood to drip irrigation systems</li> </ul>
Data Communications	~11%	~9%	<ul> <li>5G network deployment</li> <li>Data center adoption</li> <li>Urban and rural network deployment</li> </ul>
Fluorinated Solutions	~11%	~4.5%	<ul> <li>Demand for fluorinated materials in batteries; 5G &amp; data center deployment</li> <li>Lower global warming potential refrigerants and medical propellants</li> </ul>
Weighted Average	8%-11%	5% – 6%	

1. Orbia targets for time period 2022 – 2027; 2. 2022 – 27 Market Growth rates based on 3rd party and Orbia estimates, assuming stable commodity price environment

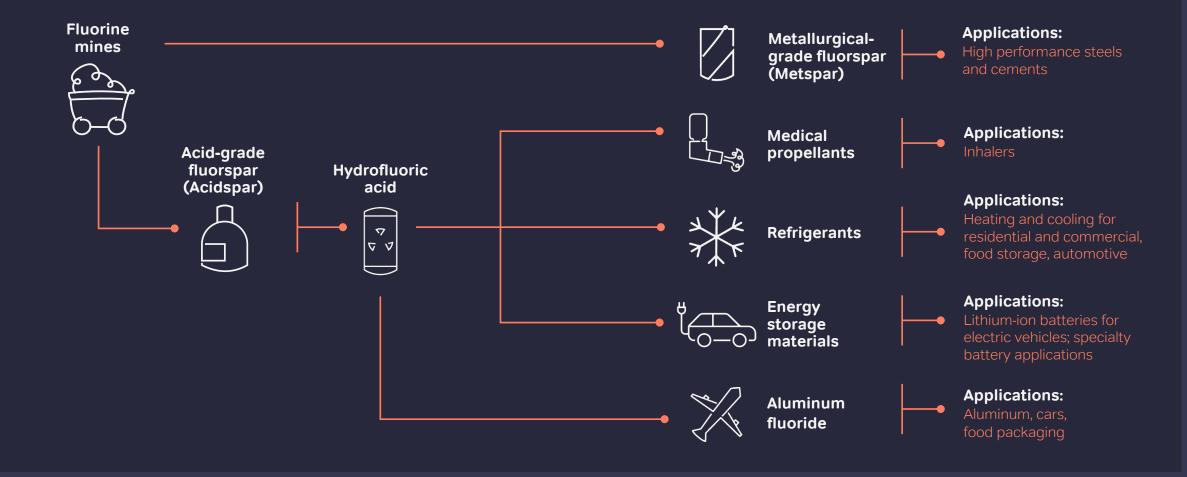
# Vertical Integration Enables Low-Cost PVC Production and Security of Supply



Leverage Vertical Integration

# Mine to Market Integration for Today and Tomorrow

Leverage Vertical Integration



## Continuing to Realize Synergies Across Our Business Groups

Synergy Category	Vertical Integration	Innovation Mindset	Geographic Synergies	Asset Synergies
Description	<ul><li>Supply security</li><li>Improved economics</li></ul>	<ul> <li>Need sharing and collaborative solution development for true differentiation</li> </ul>	<ul> <li>Enter new markets more effectively</li> <li>Leverage of regional resources and facilities</li> </ul>	<ul> <li>Share resources and best practices across business groups</li> </ul>
Opportunities	<ul> <li>Increasing internal consumption of PVC, plasticizers and stabilizers</li> </ul>	<ul> <li>Fit-for-use precision irrigation pipe to reduce project costs</li> <li>E-commerce platform</li> </ul>	<ul> <li>India, U.S., Indonesia</li> <li>Shared service centers</li> </ul>	<ul> <li>Share IT, legal, people teams</li> <li>Manufacturing excellence</li> </ul>

Leverage Vertical Integration

# Highly Disciplined Approach to Investments in Profitable Growth

## 70 - 80% of our growth is captured in core markets

• Rich pipeline of opportunities within our existing portfolio

**Create Shareholder** 

Value

- Projects are highly actionable, lower risk and within our control
- Expansions within current businesses and existing markets
- Growth comes at a cost of <4x EBITDA</li>

### Inorganic growth is a tool to execute our strategy

- We will consider acquisitions to enable speed to market, enter new geographies or to acquire technologies not currently in our portfolio
- Deals must have actionable synergies and attractive growth profiles
- Expected returns must exceed cost of capital with conservative assumptions and be ROIC-accretive in the mid-term





# The Next Phase in Our Transformation

Deployment of an excellence operating system across our business groups

- Common tools, processes and playbooks
- Standardization of how we run our businesses



# Example areas of benefits:

- ✓ Innovation
- ✓ M&A execution
- ✓ Safety tools and processes
- Cybersecurity policies
- Financial reporting standards
- Pricing execution
- Data-driven planning and solutions
- Talent attraction and retention

## Accelerating Digital Transformation @ Orbia

## **Foundational IT**

# A modern, resilient, and secure core

- Aligned Enterprise Resource Planning (ERP) systems
- Risk-based cybersecurity capabilities
- Information and operational technology convergence

## Customer-Centric Digital

Digitalized commercial excellence enablement

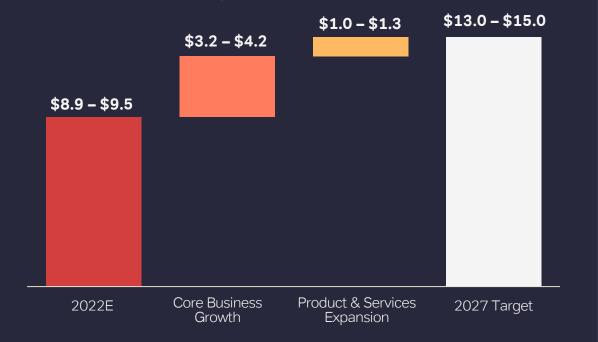
- E-commerce and digital portals
- Leveraging advanced pricing algorithms to improve margins
- Automation of sales and service capabilities to ensure customer focus

## **Future-Fit Digital**

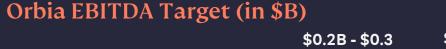
# Harnessing innovation, data and analytics

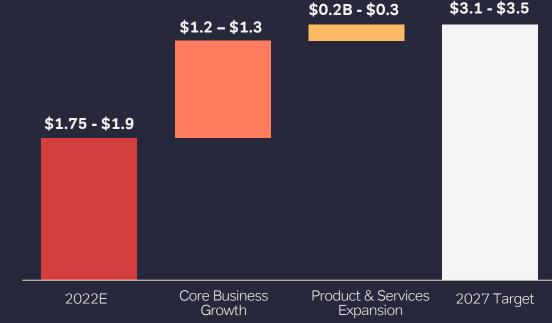
- Learning through focused
   proof-of-concepts
- Data as an asset and growing analytics skills
- Collaborating with ecosystem partners and platforms

## Target CAGR<sup>1</sup> 2022-2027: Revenue 8 – 11% and EBITDA 11% – 14%



#### Orbia Revenue Target (in \$B)





## Target EBITDA margin of 22 – 24% in 2027

1. Compounded annual growth rate Orbia Investor Day 2022 | 26



# Experienced in Complex Operating Environments

Areas of Focus Cyber/Compliance	Management Approaches
<ul><li>Cybersecurity risk</li><li>Ethics and compliance</li></ul>	<ul> <li>World-class cybersecurity team</li> <li>Strong Code of Ethics; extensive worldwide training; reporting hotline</li> </ul>
<ul> <li>Operational</li> <li>Mine safety and tailings management</li> <li>Chemical process and transportation safety</li> </ul>	<ul> <li>Strict operating protocols for underground activities; significant investments in mine safety technology and in upgrading and modernizing tailings dams</li> <li>Focused and consistent efforts to enhance safety of chemical operations and transportation-related activities; systematic crisis response plans</li> </ul>
<ul> <li>Regulatory/Liabilities</li> <li>Regulatory risks</li> </ul>	<ul> <li>Proactive engagement with regulatory bodies to enable transition to lower GWP products (F-gas regulation in Europe, AIM act in U.S.)</li> </ul>
<ul> <li>Systemic</li> <li>Macroeconomic, supply chain/logistics, labor risks</li> <li>Climate risks</li> </ul>	<ul> <li>Resilient businesses, secure supply chains, very low employee turnover</li> <li>Hurricane response planning; diversified manufacturing base; promotion of circular approaches in manufacturing</li> </ul>

# Resilience Throughout Economic Cycles

## Financial

- Low leverage and conservative approach to our balance sheet, targeting Net Debt/EBITDA <2.5
- Operating cash flow in excess of 60% of EBITDA
- Ready access to additional debt at favorable terms

## Structural

- Low-cost positions in Polymer Solutions and Fluorinated Solutions, profitable even in challenging market conditions
- Integration into PVC provides security of supply and advantages to downstream businesses

## **Investment Thesis**

- Ol Harnessing the power of material science and innovation to **serve customer needs,** address world problems and provide sustainable solutions
- 02 Investing in profitable growth, leveraging our uniquely advantaged positions to bring differentiated and value-added solutions to market
- 03 Maximizing the value of integration across Orbia and the value chains we participate in
- O4 Creating value as good stewards of capital and disciplined operators
- O5 Delivering double-digit earnings growth and returns to shareholders through stable, growing dividends



# Enabling a Sustainable Future



Tania Rabasa Kovacs Corporate Vice President of Sustainability and Corporate Affairs

## Key Messages

Ol Progressing on our science-based commitments to carbon neutrality and setting new targets

O2 Aspiring at going **beyond net zero** with focus on customers

O3 Strong governance structure enables our ESG ambitions to create impact at speed and scale

# Progressing on Our Path to Carbon Neutrality and Setting New Targets



Our pathway<sup>1</sup> is backed by science-based commitments 2025 2030 2050 Environmental **Air Emissions** Safety Waste Management **Climate Change Climate Change Climate Change** TRIR < 0.2 for 100% of facilities 100% of sites certified **Reduce sulfur** Achieve net zero oxides (SOx) Reduce scope 1 & 2 employees to achieve zero with an environmental **Reduce scope 3 GHG** carbon emissions GHG emissions by waste to landfill management system emissions by (scope 1 & 2) and emissions by 30%

60%

#### We are progressing towards meeting our goals:

-10%

contractors

Scope 1 & 2 emissions vs. 2019 baseline -8%

Scope 3 emissions vs. 2019 baseline -21%

SOx emissions s. 2018 baseline

### Our progress is being recognized by third parties:



DRIVING SUSTAINABLE ECONOMIE

47%

Member of Dow Jones Sustainability Indices Powered by the S&P Global CSA



1. Baseline year is 2019, except for Air Emissions for which a 2018 baseline applies.



# Aspiring to Net Zero With Focus on Customers

Decarbonization and sustainability solutions guide our work in material science and innovation

Running Low-Impact and Resilient Operations



Seeking opportunities to minimize or eliminate negative impact, while implementing projects to become climate-resilient Delivering Sustainable Solutions

Developing products and services with improved environmental performance and supporting the United Nations Sustainable Development Goals (SDGs)



Seeding New Businesses for a Net-Positive World



Accelerating new technologies and business models for a net-positive world

This framework allows us to operate and grow sustainably

# Running Low-Impact and Resilient Operations Across Business Groups



Optimizing for Efficiency

- Installation of more efficient
   equipment
- Co-generation in place and plans to implement tri-generation at relevant sites



 Renewables increased 28% in 2021 vs. 2020



Implementing technologies to enable reuse of process water



 39% of our plants are zero waste to landfill

#### Using Recycled Content

- Building and Infrastructure recycled content in products at 25% by 2025
- Precision Agriculture recycled content in dripper lines at 45% by 2030

We aspire to be a global leader in sustainable development, based on how we conduct our business

# Delivering Sustainable Solutions



### Health & Well-Being

Resins and compounds used for essential medical applications Medical propellants used in asthma treatment

## Data Consumption & Connectivity

Wide range of connectivity infrastructure and materials for fiber cables

### Food & Water Security

Precision irrigation solutions save up to 50% water compared to other methods and promote sustainable and resilient agricultural practices

Water management solutions provide access to drinking water while reducing loss in water networks

Orbia is contributing to addressing the United Nations' Sustainable Development Goals (SDGs)



### **Climate Resilience & Decarbonization**

Indoor Climate Solutions increase energy efficiency by 34%

Advanced fluorine materials improve lithium-Ion battery performance, a key enabling technology in the transition to cleaner sources of energy

New low-GWP propellants and refrigerants have competitive carbon footprint compared to alternative technologies

#### Sanitation & Water Management

Resins and water pipes for housing and infrastructure provide access to better sanitation

Caustic soda and chlorine used for water treatment and other cleaning agents

Through our Corporate Social Responsibility initiatives, we leverage our solutions to make communities more resilient



# Seeding New Businesses for a Net Positive World

We are exploring several sub-categories in the broad Climate Tech<sup>1</sup> space where we can add value:



#### Energy

Production, development and distribution of alternative fuels and net zero GHG emission sources of energy



#### Mobility & Transport

Transition to electrical vehicles and other solutions for reduced GHG emissions from transportation



#### Food, Agriculture & Land Use

Efficient solutions to meet the increase in demand for food without increasing GHG emissions, and improving soil health



#### **Heavy Industry**

Efficient processes, materials used and products for reducing GHG emissions for manufacturing



#### **Built Environment**

Efficient construction and building operations methods

#### Making strategic investments through Orbia's Corporate Venture Capital Fund:



Innovates water electrolysis technology for the very largescale production of green hydrogen

www.verdagy.com



Manufactures engineered battery materials using valuable elements reclaimed from spent lithium-ion batteries

www.ascendelements.com



Al and deep learning technology for pest control process in agriculture

https://greeneye.ag/

## OSMOSES

Utilizes membrane technology to transform industrial chemical separations with innovative molecular filters

www.osmoses.com



Provides cloud-based stormwater monitoring platform to offer real-time data and insights to water utility industry

www.stormsensor.io



### Strong Governance Structure Enables Our ESG<sup>1</sup> Ambitions

#### Effective Board Oversight & Risk Management

- Board of Directors oversees ESG strategy through Corporate Practices & Sustainability Committee
- The Audit Committee assists the Board in identifying, assessing and mitigating risks through the Critical Risk Committee (CRC) chaired by the CEO and comprised of functional and business leaders

#### Robust Governance Structure at the Enterprise Level

- Since 2021, a performance-driven ESG metric is tied to annual compensation for senior managers
- $\checkmark$  Orbia's VP of Sustainability is a member of the leadership team



### Key Takeaways

We have established **ambitious commitments**, made significant **progress** across ESG practices in the past few years and set **new impactful targets** 

02 We will **deliver long-term value** by focusing on climate action both in our operations and also through our offerings and investments

03

We will continually **raise the bar** to improve our already strong **governance** structure to **ensure we achieve our ambitions with transparency and accountability** 

### Orbia's Sustainability Reporting Suite



#### Learn more at orbia.com/sustainability



# Positioned to Grow in a Favorable Market Environment



Nick Ballas Executive Vice President & President, Orbia Polymer Solutions (Vestolit)



### Key Messages

O1 Leading market position in polyvinyl chloride (PVC) resins and polymer compounds with state-of-the-art operational platform

- O2 Low-cost position driven by vertical integration and access to U.S. Gulf Coast economics with an advantaged geographic footprint that provides access to attractive end markets
- 03 Best-in-class specialty product portfolio with downstream access to high-value applications through Specialty Resins and Compounds businesses

**Well-positioned** to grow and take advantage of favorable market dynamics through capacity expansions and bolt-on opportunities





V vestolit alphagary

An industry leader in the production of PVC resins, polymer compounds and derivative chemicals

Enabling solutions for:

- Clean water and sanitation
- Affordable housing and infrastructure
- Food and water security
- City-scale water management

**#1** Specialty PVC producer globally<sup>2</sup>

- **#6** Resins producer globally
- **#1** Latin America
- **#1** Compounds in global markets served
- **#1** Derivatives in Mexico

\$3.5B<sup>1</sup>

2021 Revenues 3-year CAGR: 11.8% 2021 EBITDA 3-year CAGR: 28.9%

**1.1B** 

80+

**Countries served** 

**33.0%** 2021 EBITDA margin 3-year average: 24.4%

Production sites

**3.6**K

R&D centers in Mexico, U.S., UK, Germany and India Employees

orbia

Polymer Solutions

All figures as of year-end 12/31/21. CAGR for 2019 – 2021.
 IHS Markit (2022 Edition - Fall 2021 update, PVC - Capacity to produce)

### Addressing Customer Needs and World Challenges

#### **Population Growth**

10B

People are expected to live on Earth by 2050—25% more than today<sup>1</sup>

#### Life Expectancy

77 years

By 2050, compared to 72.5 today<sup>1</sup>

todav<sup>2</sup>

**PVC** 

#### **Provides difficult-to-replicate** characteristics:

- Cost-efficient polymer
- Lower carbon footprint by weight than alternatives
- UV protection with no carbon black
- Durability required for long-life applications
- Barrier properties for medical uses
- Highly recyclable

#### **Derivative Products**

#### Offers essential products for critical end-uses:

- Building
- Automotive
- Water treatment
- Cleaning and sanitation
- Medical and pharmaceutical
- Food and beverage



1. United Nations, Department of Economic and Social Affairs, Population Division, World Population Prospects 2019. 2. United Nations, Department of Economic and Social Affairs, Population Division, World Urbanization Prospects: The 2018 Revision.

🗸 vestolit

### Applications for Advancing Life | Robust Growth Potential



#### Building

**PVC:** Flooring, windows, carpets, wire and cable, roofing

**Derivatives:** Paint and coatings, adhesives, alumina



#### Infrastructure

PVC: Pipes and fittings



Cleaning & Sanitation

Derivatives: Soaps and detergents, wipes and tissues, bleach and other cleaning products



Automotive PVC:

Artificial leather, sealants, wrappings

> **Derivatives:** Alumina



#### Water Treatment

**Derivatives:** Chlorine-based products for disinfection, additives to adjust water PH



**Medical** &

Pharmaceutical

**PVC:** 

Blood bags, catheters,

dialysis equipment,

tubing, surgical gloves,

oxygen masks



#### Food & Beverage

**PVC:** Can coatings and films for food preservation

**Derivatives:** Cardboard packaging, food additives

3.5% CAGR 2030<sup>1</sup>

2. Statista, Disposable medical supplies, November 2021.

3. Statista, Food market global, March 2022.

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4.0%

) \_

4.9%

3.7%

7.4%



4.8%

(

CAGR 2030<sup>6</sup>

Statista, Water and Wastewater treatment, March 2022.
 Statista, Global household cleaners' market, October 2021.
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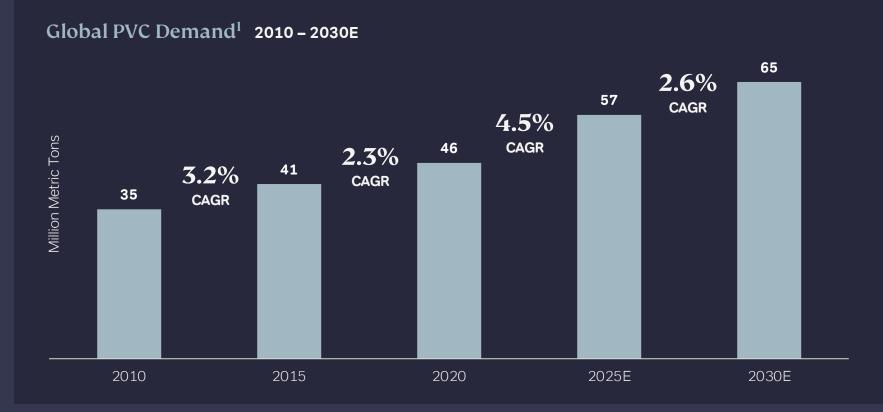
6. ResearchAndMarkets.com Global Automotive Market, October 2021.



1. Future of Construction, Marsh, Guy Carpenter, Oxford Economics, September 2021, pg. 33. Housing and infrastructure.



### Strong, Stable PVC Demand Growth Over Decades



- PVC demand driven by building and infrastructure industries and global urbanization
- Demand expected to accelerate after COVID-19 pandemic and then resume long-term trends
- No other existing material offers suitable balance of performance and cost to meaningfully change long-term demand profile

## **3.1%** Compounded annual growth rate (CAGR) 2010 – 2030E



### PVC Supply Will Remain Constrained...

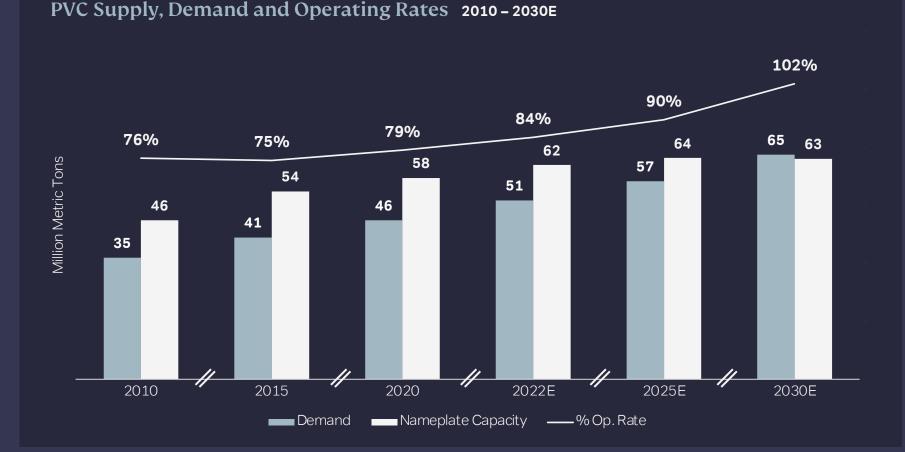
Global PVC Supply<sup>1</sup> 2011 – 2025 Expansions & Closures 4.3 Million Metric Tons 2.5 2.4 2.2 1.6 1.6 1.3 1.2 1.1 0.5 0.4 0.4 0.0 -0.5 Announced capacity additions -1.1 as of April 1, 2022 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022E 2023E 2024E 2025E

- Under-investment in new capacity in the industry over the last 10 years
- Announced expansions indicate that PVC supply additions will not keep pace with demand growth
- Aging assets and lack of investment have led to reliability issues in the industry
- China's decarbonization efforts have resulted in some acetylenebased capacity being taken offline, which is affecting global supply

1. IHS Markit (PVC - Capacity to produce by Process).



### ...Leading to High Operating Rates and a Favorable Market Environment



- Operating rates have grown steadily through this time period
- 2021 supply disruptions evidenced an already tight industry balance
- Industry dynamics are very supportive of investment, especially for those who can secure a low-cost position



1. IHS Markit (2022 Edition - Fall 2021 update, PVC Supply and Demand)

Invest in Growth and Innovation

### Planned Investment in the PVC Value Chain<sup>1</sup>

Strengthening our low-cost position; security of supply and integration value to downstream businesses



#### 1-million-ton expansion

Four year phased investment 2022 - 2026

Expanding integrated footprint

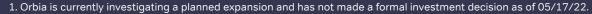
World-class chlor-alkali, VCM and PVC facilities at bottom left of supply curve

#### Strategic Rationale

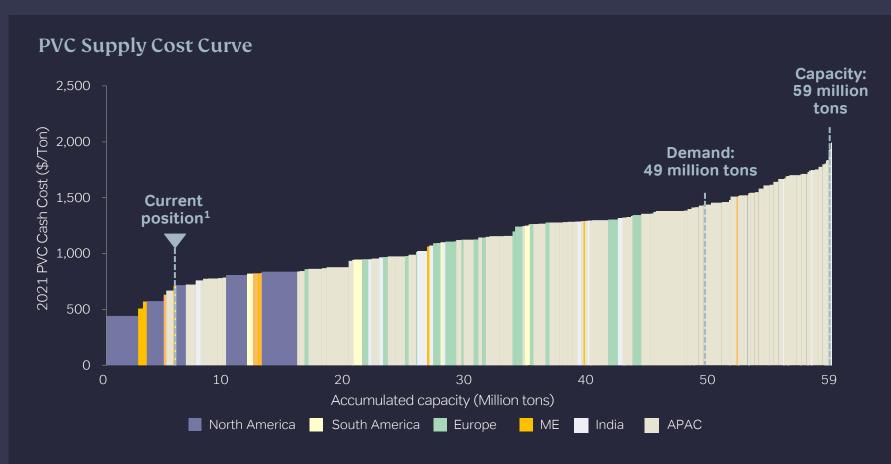
- Supply/demand imbalance creating favorable investment conditions
- Announced capacity additions do not meet medium-term demand
- Advantaged access to raw materials on U.S. Gulf Coast
- U.S. Gulf Coast offers an excellent location to serve regional and global markets
- Capital-efficient investment to unlock significant value
- ROIC well above our cost of capital

#### >\$650M Estimated EBITDA Contribution by 2027

- Our best-in-class technology, strong operational platform and value chain knowledge uniquely qualify us to navigate the industry's complexity
- Sustainability-driven with maximum use of clean and renewable energy sources
- Secure supply chains for Compounds, Building and Infrastructure and Precision Agriculture businesses



### Our Uniquely Advantaged Position Places Us at the Low End of the Industry Supply Curve



- Orbia's integration and access to low-cost raw materials positions us at left side of the supply curve today
- Low-cost players in North America and Middle East are integrated into ethylene and chlor-alkali-VCM
- Non-integrated producers are generally subject to wide swings in raw material costs
- Many Asian producers, particularly those whose PVC is acetylene-based, are high cost and currently offline or curtailed

**vestolit** 

1. Position based on General Resins Americas. Sources: IHS Markit CCMA (Feb 24, 2022) and Vestolit databases. Considers 100% of JV ethylene integration.

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Invest in Growth and Innovation

#### Invest in Growth and Innovation

### Investing in Growth and Innovation

#### Integrated Chlor-Vinyl and PVC Capacity

- Increase of 1M mt or 70% of General Resins PVC capacity
- Mix of new investment and debottlenecking
- **Short-term:** Capital-efficient debottlenecking of existing assets
- Medium-term: Investment in
   lowest cost-integrated capacity

#### Specialty PVC Global Growth

- Increase of 110 kt of Specialty Resins capacity
- Expand current Specialty footprint 30% to address market growth in high-value segments
- Implementing our best-in-class technology to solve customers' needs with differentiated solutions

Low emissions process technology, with maximum use of clean and renewable energy

orbia

vestolit

Targeting annual revenue growth of 6% – 8% and EBITDA growth of 8% – 10% over the next five years

### Deploying Our Excellence Operating System



Commercial

Excellence

- Direct sales model with strong long-term relationships
- 30+ year relationships with top 10 customers
- Centralized commercial organization for efficient
  global pricing and volume placement
- Significant volume to Orbia Wavin and Orbia Alphagary to capture higher integrated margins



Operational Excellence

- Operated system of plants at 90+% utilization in 2021
- Utilizing dynamic modeling to optimize operating conditions and increase throughput 5-10% with limited capital investment
- Maximizing cogeneration to reduce electricity costs and emissions



- Safety: Excellent safety performance with TRIR of 0.35; goal is 0.2 by 2025
- Program to increase women in management and STEM supports fulfillment of key positions
- Leadership succession and talent development plans in place to ensure long-term success



#### Sustainability

- Goal is to lead the industry in sustainability
- Key factor in future investment choices: Maximize clean energy / renewables from day one
- Bio-based PVC under development
- Continuous improvement: Reduction of CO<sub>2</sub> by 3% and solid waste to landfill by 20% per year







### Execution of Our Plan will Lead Us to...

Strengthened position at the low end of the industry supply curve

Increased **global PVC market position** from #6 to #4

Consolidated #1 position in **Specialty Resins** globally

Significant growth in EBITDA and cashflow

**Industry leader in sustainability** through shift to clean energy, product development, innovation and continuous improvement





# Positioned to Grow in a Favorable Market Environment



Gautam Nivarthy Executive Vice President & President, Orbia Polymer Solutions (Alphagary)

# Orbia Alphagary | Developing Innovative Material Solutions for Customer Needs in Sizable, High-Growth Markets

#### **Differentiated Capabilities**

	$\leq$	$\geq$	
$\leq$	$\geq$	<	$\geq$
$\leq$		$\neg$	/

Design, development and manufacture of a **wide variety of polymer compounded materials** as well as a range of color concentrates and tailored series of stabilizers and plasticizers



Deliver functional **performance solutions** for uniquely challenging material applications by using material science knowledge, formulation expertise and application development



Most applications have high-performance requirements and are often in regulated markets with high switching costs



Applications include wire and cable, medical, food and beverage, consumer goods, building and construction, general purpose, industrial and automotive



Flexible solutions with strategic geographic footprint that benefit from vertical integration

#### **Global Reach**

Regions Served	Manufacturing Locations
North America	Leominster, MA, US Pineville, NC, US Denver, PA, US
South America	Cartagena, Colombia Altamira, Mexico Tlaxcala, Mexico
Europe	Melton Mowbray, UK
Asia	Vadodara, India



### Solving Critical World Challenges with Specialty Compounds



### Safer and more efficient data and power transmission

Wire and cable for data transmission in cell towers, buildings and high voltage power transmission uses safe, fire-retardant raw materials and specialty compounds

#### MEGOLON® | SMOKEGUARD®



#### Medical devices for healthier living

Medical applications such as tubing and rigid connectors used for dialysis, use polymer compounds that are safe, gamma-irradiated, durable and have consistent performance

#### ALPHAMED® | VYTHENE® | MEXIFLEX®



### Sustainable water transportation and building infrastructure

Diverse materials used in pipes, fittings and joints contain proprietary stabilizer-based formulations that meet strict performance requirements and can be recycled

#### VINASTAB® | EVOPRENE® | PROVIN®



#### Invest in Growth and Innovation

### Investing in Growth and Innovation

#### **Core Business**

• Wire and cable offerings for data communications, power and emerging growth applications such as high-voltage cables, solar energy and electric vehicles

#### **Geographic Expansion**

 Drive 10% topline growth through disciplined geographic expansion and new product penetration into emerging markets

#### **Functional Additives**

• Differentiated product portfolio in specialty plasticizers and PVC heat share stabilizers to gain share

- Medical compounds for equipment and accessories in dialysis, respiratory, circulatory and other hospital applications
- Offerings for the circular economy with enhanced recycled content, bio-based and biodegradable ingredients

- Expand wire and cable portfolio into India, Asia and Middle East markets with fit-for-purpose solutions to support growing infrastructure needs
- Expand asset footprint to serve growing needs of specialty plasticizers and PVC heat stabilizers in Latin America, Europe, U.S. and Asia

Targeting annual revenue growth of 6% – 8% and EBITDA growth of 8% – 10% over the next five years



### Deploying Our Excellence Operating System



Innovation through close collaboration
 with customers

Commercial Excellence • Commercial excellence program to drive consistent use of CRM tools, business development and value-in-use pricing



Operational Excellence

- Installing IoT solutions to allow for dynamic monitoring of plant performance
- Lean manufacturing focus to achieve world-class, fixed-cost productivity across all sites
- Enable E-service and E-commerce through Product Information Management (PIM) system



• Relentless focus on safety with a TRIR goal of 0.4 in 2022 and 0.2 by 2025

- Focus on upskilling workforce with targeted training around operations and commercial excellence
- Increase diversity in leadership team through focused recruiting and talent development



Sustainability

- Zero waste to landfill by 2025
- Reduce GHG emissions by 50% by 2030 (vs. 2019) through focused efforts
- Significantly reduce water consumption by 20% in 2025 though efficiency and recycling
- Target 10% of product portfolio by value from recycled, bio-based or biodegradable content by 2025



### Key Takeaways

Ol Leading market position in polyvinyl chloride (PVC) resins and polymer compounds with state-of-the-art operational platform

02

**Low-cost strategy** driven by vertical integration and access to U.S. Gulf Coast economics with an **advantaged geographic footprint** that provides access to attractive end markets



**Best-in-class specialty product portfolio** with downstream access to high-value applications through Specialty Resins and Compounds businesses

O4 Well-positioned to grow and take advantage of favorable market dynamics through capacity expansions and bolt-on opportunities







### Building & Infrastructure

# **Building** a **Better Future**



Maarten Roef **Executive Vice President & President, Orbia Building & Infrastructure (Wavin)** 



### Key Messages

- Ol Globally integrated market leader and provider of sustainability-linked pipe and fittings products and services for building and infrastructure markets with scale
- O2 Clear intellectual property and thought leader with centralized R&D dedicated to front-end innovation and all stages of new product development
- 03 Unique project execution capabilities across large markets with highly knowledgeable teams
- 04 Well positioned for future growth through multi-channel "one-stop shop" route to market, geographic expansion, bolt-on acquisitions, globalization of existing product lines, new product launches and services







Offering sustainability-based customer solutions for drinking water, sanitation, climate resilient cities and better building performance

**Redefining today's pipes and fittings** industry with durable products and solutions that require less construction to install

Innovating sustainable technologies

for water collection and management, heating and cooling and a revolutionary road surface

Leading market share positions include: **#1** in Europe<sup>3</sup> **#1** in Latin America<sup>3</sup>

1. All figures as of year-end 12/31/21. 2. 2019-2021 fiscal years. 3. Per company estimates.

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\$2,922M<sup>1</sup> \$424M

2021 Revenues 3-year CAGR<sup>2</sup>: 7.4%

**2021 EBITDA** 3-year CAGR<sup>2</sup>: 14.6% 14.5%

2021 EBITDA margin 3-year Average<sup>2</sup>: 13.0%

80K+

**SKUs in portfolio** 

**Countries served** across 3 continents **Production sites** in 37 countries

6

13.0k

**Employees** 

**Business** units

Training facilities Innovators in **R&D** center

orbia ( ) (wavin)

Building a better future

### Addressing Water and Energy Challenges



1. <u>Source</u>: (R. Liemberger and A. Wyatt)

2. Source: UNESCO-IHE, Institute for Water Education

3. Source: When It Rains, It Pours Global Warming and the Increase in Extreme Precipitation from 1948 to 2011

4. Source: European Commission – Energy Performance of Buildings



### Providing Solutions to Optimize Water, Improve Sanitation, Enhance Urban Climate Resilience and Reduce Energy Use in Buildings



#### Safe and Efficient Water Supply

Water Infrastructure Hot & Cold Water Solutions



#### Better Sanitation and Hygiene

Soil & Waste Products Foul Water Management Solutions



#### Climate-Resilient Cities

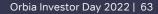
Stormwater Management Systems



#### Better Building Performance

**Indoor Climate Solutions** 

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### Leveraging Competitive Advantages for Future Growth

- Broad product portfolio with expert services and solutions and strong global brand recognition
- Recognized industry and thought leader with track record of innovation, product quality and technical support
- **Groundbreaking sustainability practices,** significantly impacting our footprint, along with our customers' footprints
- Strong customer relationships and operational excellence
- Strong commercial IT backbone and leader in and Emarketing and E-commerce, with products sold across 20 web shops
- Assured supply through Polymer Solutions

Global market leader leveraging scale and brand



#### Invest in Growth and Innovation

### Investing in Growth and Innovation

#### **Existing Europe & Latin America**

- Cross-selling existing products, solutions and services
- Expanding services and advanced digital solutions

Indonesia: Greenfield

- Maintaining status as "partner of choice"
- Adding technologies via M&A, internal development, ventures and partners

#### **Geographic Expansion**

India: 19 locations with
 focus on organic growth

#### Stormwater Management

 Become true global stormwater player to aid urban climate resilience

#### Indoor Climate

 Niche player in residential and small commercial markets

- Complete portfolio to bring rainwater to groundwater, reuse water and reduce heat stress in cities
- Fully integrated systems to address temperature, ventilation, humidity, air quality and air composition
- Interactive with home platforms like Alexa and Google Home

Acquisition(s) to enter

with city leaders

North American markets

Collaborative engagement

- Creating integrated rainwater management solutions
- Sensor-based zone control of temperature and ventilation

# Targeting annual revenue growth of 5% – 7% and EBITDA growth of 7% – 9% over the next five years



#### **3** Create Shareholder Value

### Deploying Our Excellence Operating System



Commercial

Excellence

- Becoming E-commerce and digital leader supporting customers before, during and after installation
- Multichannel distribution, platform and direct sales, including web-based sales
- Online training through Wavin Academy
- Global collaboration, project design and consultancy, supported by technical experts
- Connecting products, services and monetizing data



Operational Excellence

- Continuous optimizing and standardizing our portfolio for reduced complexity
- Footprint rationalization
- Fully automating and integrating supply chain systems backing the multichannel approach
- Backward and forward integration with Polymer Solutions and Precision Agriculture



- Safety-first
- Strong global leadership team
- Knowledgeable and experienced; entrepreneurial and change-oriented
- Continuous onboarding of new talent using online training and providing ongoing education
- Fully embracing and delivering on diversity, equity and inclusion programs
- Low turnover



**Sustainability** 

#### Internal goals for 2025

- 25% use of recycled materials; 10% of new products bio-based
- 90% products expected to be 100% recyclable
- Green energy sources, including >150K solar panels
- New products to focus on lighter weight, 100% recycled
- External focus on scope 3 emissions reduction
  - Upstream: Transport
  - Downstream: Low-impact recyclable products; energy reduction



### Innovation in Action

Case Study: Adapting To Climate Change With Innovative Solutions in Bourget du Lac, France

#### Background

Construction of 187 apartments:

- Water retention basins
- Climate change and urbanization are putting urban environments to the test:
  - Heavy rainfall events
  - Long periods of droughts
  - Heritage of outdated sewer and stormwater drainage systems
  - Efficient drainage of stormwater run-off is not enough anymore
  - Water storage, infiltration and reuse are essential

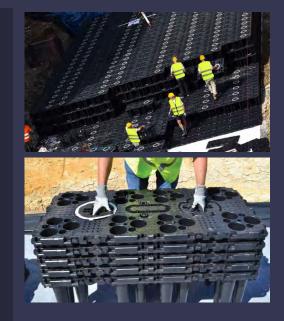
#### **Orbia Solution**

Wavin AquaCell+

- Lightweight and designed for easy and fast installation
- Made of 100% recycled material
- 100% recyclable
- Stackable, resulting in reduced logistics
- Can hold heavy traffic

#### Outcome

- Two 1,000m<sup>2</sup> Aquacell+ underground water basins, 10,000 crates
- Installation in only 4 days
- Determining factors for customer: Product quality, space savings during storage, ease of installation and Wavin's support on-site









Building & Infrastructure

### Key Takeaways

- **Globally integrated market leader** and provider of sustainability-linked pipe and fittings products and services for building and infrastructure markets with scale
- O2 Clear intellectual property and thought leader with centralized R&D dedicated to front-end innovation and all stages of new product development
- 03 Unique project execution capabilities across large markets with highly knowledgeable teams
- O4 Well positioned for future growth through its multi-channel "one-stop shop" route to market, geographic expansion, bolt-on acquisitions, globalization of existing product lines, new product launches and services





# **15-Minute Break**



# Growing More with Less



Gaby Miodownik Executive Vice President & President, Orbia Precision Agriculture (Netafim)



### Key Messages

- Ol Largest global provider of precision irrigation products and services supported by growing demand for food, land and water
- 02 Well-equipped to increase market share and expand leadership position in high-value crops, digital farming, extensive crops and greenhouse solutions
- 03 Culture of continuous improvement and innovation, with superior product quality, agronomical solutions and technical expertise
- 04 World's most developed footprint and distribution network, with wide range of offerings and end-to-end solutions helping farmers increase crop yields—and grow more with less





Focusing on precision irrigation systems, greenhouses and digital farming technologies

- Solutions enable farmers and producers to get higher and betterquality yields while using less water, fertilizer and other inputs
- Playing a critical role in driving a food-secure future
- **#1** Global market share<sup>2</sup>

 All figures as of 12/31/21; all averages and CAGR based on 2019-2021; 2021 EBITDA and EBITDA margin based on normalized EBITDA of \$171M and excludes \$25 million of unusual items.
 Company estimates.

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\$1,126M<sup>1</sup>

2021 Revenues 3-Year CAGR: 6% \$171M 2021 EBITDA 3-Year CAGR: 3.4% 15.2%

2021 EBITDA margin 3-Year average: 17.0%

30% Global market share

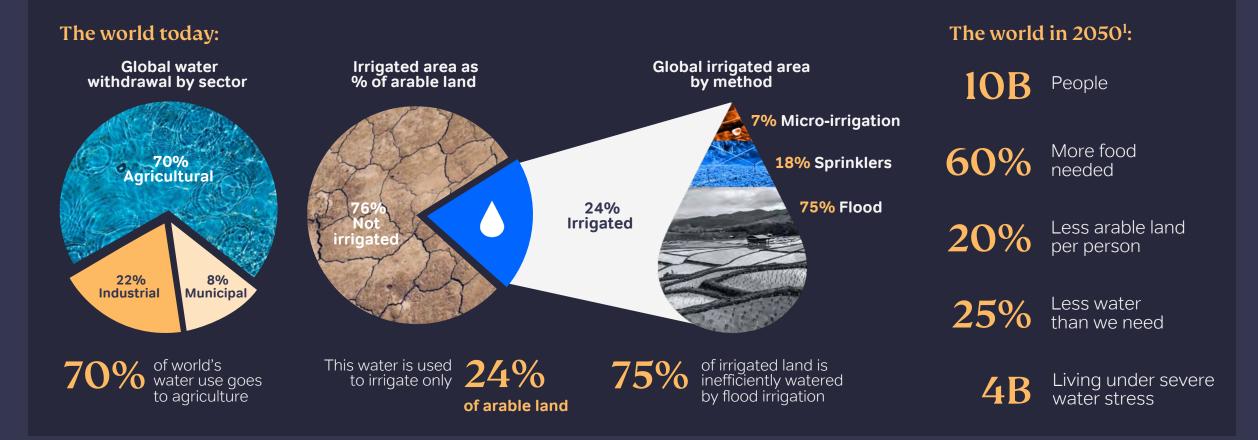
in precision irrigation Countries served Manufacturing plants

Employees

### Grow more with less



## Addressing Our Limited Resource Future with Precision Irrigation Solutions



#### 1% conversion to drip irrigation is worth ~\$6B.

1. FAO Reports—The State of the World's Hland and Water Resources for Food and Agriculture-How to Feed the World in 2050.



## The Advantages of Precision Irrigation



**Higher and better-quality yields,** typically 50% - 100% more<sup>1</sup>



**Reduced costs** of other inputs such as crop protection, fertilizers, labor and energy



Average of **50% water savings** 



Improved sustainability



1. Various company trials. Orbia Investor Day 2022 | 74

## Leveraging Leadership and Quality to Outpace Market Growth

Aligned with population growth, local food security and climate change megatrends

#### **Precision Irrigation**

- Leader in precision irrigation, expecting to expand current 30% global market share<sup>1</sup>
- Post-COVID and over next 10 years, expect 8%–10% growth, above 3%–5% historical average<sup>2</sup>

\$3.5B Precision irrigation market





#### Protected Agriculture (Greenhouse)

- Accelerating market penetration following acquisition of Gakon to become a key player
- Global greenhouse market expected to grow 7%–8%<sup>3</sup> annually through 2027



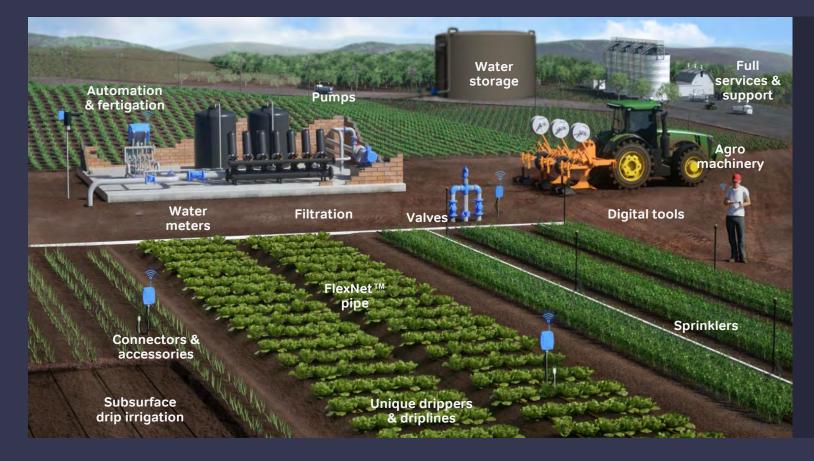
#### \$2.5B Protected agriculture market

#### \$6B irrigation and protected agriculture total addressable market

1. Global leader except in India (20% market share) and China (dominated by local players) 2. Per Company estimates 3. Per Company estimates. Orbia Investor Day 2022 | 75



## Sustainable Competitive Advantages with Full End-to-End Solutions



- Best-in-class, broad range of end-to-end integrated offerings
- **Strong brand** based on reputable teams, largest distribution network, design and engineering
- Turnkey project capabilities
- Unique expertise, service and support with 130 agronomists
- Proven track record of innovation
  - 250 registered patents
  - 150 pending patents
- Cutting-edge digital farming platforms

#### Invest in Growth and Innovation

## Investing in Growth and Innovation

#### **Core Business**

 Expand market share leadership above 30% and grow market leadership in traditional markets, to grow by >50% over five years

#### Services

• Shifting to services business models, including Irrigation-as-a-Service ("IaaS") to create recurring revenue streams

#### **Digital Farming**

- Significant penetration into extensive crops such as corn, rice, cotton in excess of 20% growth per year
- Leveraging unique precision irrigation service capability to develop mega-projects in emerging markets

 Geographic expansion into Africa, Central Asia, China and Middle East

- At the forefront of digital farming for irrigation and fertigation
- Cloud-based, cutting-edge SaaS solution for monitoring, analysis and control
- Creating and leveraging partnerships with cutting-edge AgTech startups
- Significant growth expected to add \$100M in incremental revenue in 2027

#### Greenhouse Market

• Expansion expected primarily in our focus markets: North America, Middle East, China and Australia

## Targeting annual revenue growth of 8% – 10% and EBITDA growth of 10% – 12% over the next five years



## Deploying Our Excellence Operating System



Excellence

- Realizing benefits of large company cost efficiencies in procurement; supply chain cost efficiencies
- Joint efforts into PVC synergies with Building and Infrastructure and Polymer Solutions groups
- Introducing new services business model, growing from three to ten business units
- Pricing excellence initiatives, implementing Bl pricing tool and methods to improve gross profit
- Reducing accounts receivables by 15%



Operational Excellence

- Rapidly deployed growth capital to respond to market needs and grow topline in 2021
- Investing in systems, technologies, robotics, and industry 4.0 to improve operations, supply chain and E-commerce
  - IT investment to reduce costs
  - Reduced scrap by 150 basis points in 2021
  - Material usage optimization, with annual savings of ~\$3M

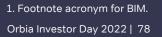


- Achieving record safety results, with goal of 40% improvement in TRIR
- Well-established talent programs
- Growth in training programs: >50k total hours with four unique upskilling programs
- Significant focus on volunteering and supporting our communities



#### Sustainability

- Usage of recycled material in driplines increased by 300 basis points
- Increased our recycling quantity by 60%
- Scaled up ReGen<sup>™</sup> to offer a complete, sustainable solution to farmers to recycle driplines
- Drip irrigation solution for rice farming to save water, improve yields and significantly reduce GHG emissions





## Innovation in Action

#### Case Study: Rice Farming

#### Background

- Provide irrigation solution to reduce environmental footprint from rice paddy farming
- Rice paddy farming consumes 40% of the world's irrigation water and generates 10% of global methane emissions<sup>1</sup>

#### Orbia Solution

- Drip irrigation solution using dry mechanized seeding, no field leveling and dry mechanized harvesting
- Eliminate risks for groundwater contamination
- Reduce high costs associated with intensive labor needed for paddy preparation, field leveling and manual water management

#### Outcome

- Converted over 3,000 hectares in Europe, Asia and South America
- 70% lower water consumption
- Close to zero methane emissions
- Close to zero contamination in grains
- Reduced energy usage by 35%
- Creating a significant business opportunity, while revolutionizing the world's most important crop
- Potential for hundreds of millions/year addressable market

1. Sources: Ma et al. (2012). EPA website (https://www.epa.gov/ghgemissions/global-greenhouse-gas-emissions-data



## **Key Takeaways**

- Largest global provider of precision irrigation products and  $\mathbf{O1}$ services supported by growing demand for food, land and water
- Well-equipped to increase market share and expand 02leadership position in high-value crops, digital farming, extensive crops and greenhouse solutions
- 03 Culture of continuous improvement and innovation, with superior product quality, agronomical solutions and technical expertise
- World's most developed footprint and distribution network,  $\mathbf{04}$ with wide range of offerings and end-to-end solutions helping farmers increase crop yields—and grow more with less





# Enabling Advanced Connectivity Infrastructure



Peter Hajdu Executive Vice President & President, Orbia Data Communications (Dura-Line) 

## Key Messages

**Global leader** in the design and manufacturing of fiber conduit as well as customized solutions with scale and reach

O2 Strategic partner for the world's largest telecom and cloud companies with largest install base and multi-year contracts

03 Well-positioned to capture large, growing demand in fiber network development to drive significant, long-term growth

**Future growth** driven by increasing sales coverage and manufacturing footprint, expanding into new markets and adding higher value products and services





Producing conduit, cable-inconduit and accessories for the passive telecommunication networks infrastructure industry

Essential and innovative products and solutions create physical pathways for fiber and other network technologies that connect cities, homes and people

**#1** Global market share<sup>2</sup>

**\$994**M<sup>1</sup>

2021 Revenues 3-year CAGR: 7.6% \$134M

2021 EBITDA 3-year CAGR: 7.8%

# 13.5%

2021 EBITDA margin 3-year average: 18.9%

Employees

R&D centers Global production plants >500M

Meters conduit produced in 2021 (325,000 Miles)

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C dura-line

Enabling advanced connectivity infrastructure

1.All figures as of 12/31/21;
2.Internal analysis based on revenue data from competitors' annual reports / company filings, Dun & Bradstreet (DNB), expert interviews (Mar 2022)

## Public & Private Organizations are Prioritizing Massive Investments in Network Infrastructure

Large Private and Public Investments in Fiber Networks

#### "Senate Passes \$1T Infrastructure Bill... IIJA Allocates \$65B to Build Broadband Networks in Unserved Areas"

The New York Times, November 15, 2021 Telecompetitor, February 28, 2022 "Google Fiber Goes On Hiring Spree to Support Expansion Efforts"

Fierce Telecom, March 23, 2022

#### "AT&T to Pump Nearly \$50B Into Its Networks"

Telecoms.com, March 14, 2022

"KKR Raises \$17B for Its Biggest Infrastructure Fund Ever... Global Demand for Infrastructure and Growing Broadband Access Requires Funding Far In Excess of Public Sources. A Big Opportunity for Private Capital."

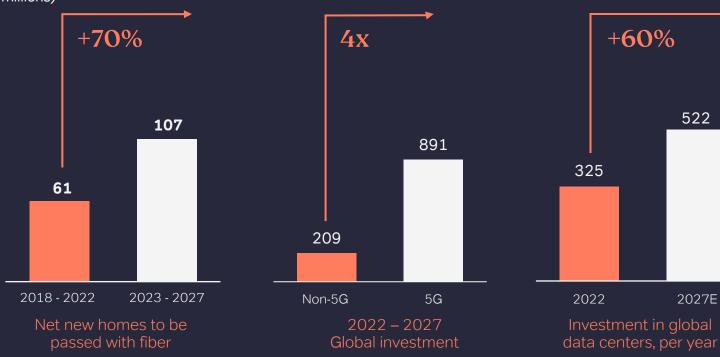
Bloomberg, March 14, 2022



## Strong Market Forces Driving Connectivity Demand

#### ~\$120B Public Investment in **Rural and Urban Broadband**

North America and Western Europe<sup>1</sup> homes passed with fiber, # homes (in millions)



~\$900B in 5G

Investments in 5G

vs. non 5G, \$B

Mobile Networks

#### >\$500B in Data **Center Investments**

Investment in data centers, \$B per year

# 522

#### Huge Growth in Passive Network Infrastructure

#### **Rural and Urban Broadband**

- \$90B public investment in the U.S.: Infrastructure bill, RDOF, and CARES/ARPA money to expand broadband access
- Government of Canada's \$6B investment into internet infrastructure
- >\$20B of government investment in Europe (\$13B in Germany, \$7B in the UK)

#### Mobile Networks

- Mobile operators investing 80% on 5G with majority of investments focused on North America and Europe (ex-China)
- 5G technology requires fiber connections and/or backhaul connectivity

#### **Data Centers**

 Increase in additional storage, processing, disseminating data and applications driven by investments by cloud technology and streaming companies

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🕲 dura·line

1. UK, Germany & Italy only. Source: RVA Market Research (Mar 2022); IDATE (Dec 2021); GSMA – The Mobile Economy (Feb 2022); Frost & Sullivan (Feb 2021); Company press releases, Government of Canada, Germany Federal Ministry for Digital & Transport, Ofcom, Orbia estimates.

## Addressable Market Expanding Rapidly Driven by Investments in Connectivity

#### **Conduit Market Driven by Demand for Fiber**

Large, multi-year growth driven by need for fiber to support billions of devices with private and government-funded infrastructure

- Urban and rural broadband
- Data centers and edge computing

Total addressable market of passive network infrastructure<sup>1</sup>

Addressable market of fiber conduit

- 8% growth per year globally
- +10% growth in North America

5G cellular mobile networks • \$20B in  $2022 \rightarrow$  \$28B in 2027 • 7% growth per year globally • +10% growth in North America • \$3.5B in  $2022 \rightarrow $5B$  in 2027

1. Includes passive products that are part of a Fiber to the Home (FTTH) network build including infrastructure, connectorization, fiber cabling, etc. 2. Source: RVA Market Research, CRU Group, Global Market Insights (GMI), Omdia Racks Systems, Orbia estimates.



## Providing Foundational Infrastructure with Sustainable Competitive Advantages

- 50 years of market leadership and innovation
- Global presence, strategically aligned with high-growth markets
- Relationship-driven support and solutions serving largest telecom and data providers in the world (ex-China)

200+

Salesforce and Project Specialist Employees<sup>1</sup> Largest, most sophisticated among peers

## 75%

#1

**15 of Top 20 Largest Telecom Companies** 

in U.S. and Europe have relationships with Dura-Line

#### 36 Net Promoter Score

Top quartile of peer group<sup>2</sup>, enabled by reliability of supply, high quality products and best- in-class customer support

#### Global Footprint<sup>3</sup>

17 manufacturing locations in highest value markets with close proximity to customers

## +15 Years

**Average Relationship Tenure** With largest telecom providers<sup>4</sup>

1. All figures as of Dec 31, 2021.2. Network and other communications equipment net promoter score 2022 benchmarks (Customer Guru). 3. Orbia estimates; 4. Largest telecom providers defined as the top 20 North America and Europe telco and cable providers by number of subscribers.



## Investing in Growth and Innovation

#### **Core Business**

• Grow revenue from \$1.0 to \$1.7B

Invest in Growth and Innovation

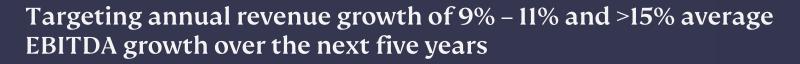
• Expand and upgrade capacity in U.S. and Canada to capture infrastructure investments

#### **Product Line Expansion**

 Shifting to 50% of higher margin advanced conduit products and accessories

#### Services and Digital

- Expanding service offerings to deepen relationships with customers and increase value add to 5-10% of revenue
- Intensifying the digital customer experience to increase loyalty
- Building recurring revenue through advanced digital solutions
- Passive network design, inspection and maintenance
- Wide-area sensing



 Expand and upgrade European footprint to capture new fiber investments on the continent
 Incr acc by 2 diffe mas

Expanding and mass-

customizing of FuturePath

solution to enable "dig-once"

- Increase strategic accounts revenue by 20% through differentiation and mass-customization
- Increase partnerships with cloud/data center providers 2-3x faster than rest of industry







## Deploying Our Excellence Operating System



Commercial

Excellence

- Engaging customers earlier in the sales process via advisory services and digital tools
- Maximizing profit and coverage via targeted investment in sales coverage and sales specialists
- Faster response and improvement using real-time customer feedback
- Disciplined pricing process incorporating internal and external inputs, and leveraging state-of-the-art AI tools
- Launching Dura-Line Academy, a global educational platform



Operational Excellence

- +80% capacity increase by expanding production footprint
- Driving production efficiency via multi-year "Pathways 2 Excellence" lean program, with real-time insights through digital tools
- Maximizing business impact and customer satisfaction through robust sales, inventory and operations processes
- Manufacturing asset exchange and sharing with Building and Infrastructure



- People
- Driving employee engagement and well-being through robust listening strategy with monthly surveys and rapid management feedback
- Driving diversity with women in 33% of executive leadership positions
- Investing in leadership through several programs
   from flagship institutions
- Updating incentive schemes to align with short- and long-term business goals



Sustainability

- Supporting customer to avoid "re-digs" through the use of FuturePath solution
- Reducing environmental impact:
  - 11% reduction of CO<sub>2</sub> scope 1 & 2 emissions
  - 15% reduction of waste to landfill
  - 61% of waste diverted from landfill
- Introducing products made from reutilized raw materials





## Innovation in Action

Case Study: Delivering State-of-the-Art Connectivity in Partnership with a Leading Cloud Company

#### Background

Multi-billion cloud company operates globally—was seeking support in designing and building direct facility connections to meet growing data demand

- Many new data centers are being built physically closer to end users to improve user experience
- Cloud companies are shifting from leasing to ownership models, building their own networks to control costs and optimize performance

10x increase of business volume

#### **Orbia Solution**

- Defined and designed conduit infrastructure to enable the company to build flexible networks between and around facilities
- Leveraged microtechnology products to meet present capacity and future expansion requirements
- Provided bespoke installer training to install microtechnology products
- Collaborated throughout the process from specification to design to deployment

Outcome

- Strategic supplier position valued at +\$20M per year
- Strong relationships established with key decision makers
- Established as a "go-to" **resource** for building flexible conduit infrastructure
- A dedicated team will coordinate all future activity and maximize knowledge sharing between the companies





## Key Takeaways



**Global leader** in the design and manufacturing of fiber conduit as well as customized solutions with scale and reach

O2 Strategic partner for the world's largest telecom and cloud companies with largest install base and multi-year contracts

03

Well positioned to capture large, growing demand in fiber network development to drive significant, long-term growth

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🕲 dura·line

**Future growth** driven by increasing sales coverage and manufacturing footprint, expanding into new markets and adding higher value products and services



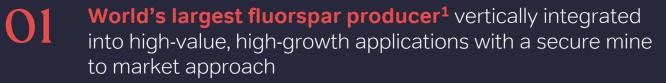
# Mine to Market and Beyond



Gregg Smith Executive Vice President & President, Orbia Fluorinated Solutions (Koura)



## Key Messages



Owner's mindset to optimizing and investing in current portfolio

03

02

Investing in **low carbon footprint** refrigerants and medical propellants to massively reduce greenhouse gas emissions for our customers

04 Enabling the world's rapid transition to **sustainable energy** with fluorinated battery materials





**Creating fluorine-based** products, technologies and applications that advance life around the world

Fluorspar reserves ensure a secure, sustainable supply chain to enhance our day-to-day lives

**#1** Fluorspar **#1** Medical propellants **#1** Fluorine intermediates

2021 Revenues 3-year<sup>2</sup> CAGR: -3.8%

\$743M<sup>1</sup> \$244M

**2021 EBITDA** 3-year CAGR: -11.5% 32.9%

2021 EBITDA margin 3-year average: 36.5%

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Koura

18% **Production of the** world's fluorspar

100% **Vertical integration** 

~1.5K

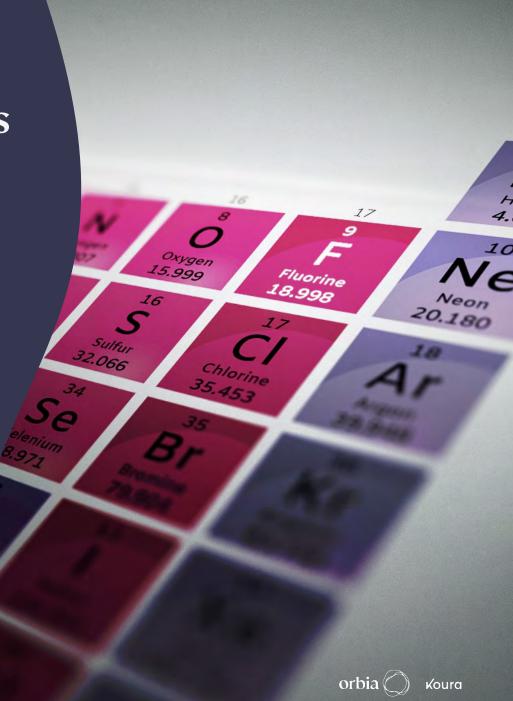
**Employees** 

From mine to market

1. All figures as of year-end 12/31/21; 2019-2021 fiscal years. 2. Per third party reports and Company estimates.

## Fluorine is a Critical Element, and is Widely Present in our Daily Lives

- Fluorine is the most reactive element on the periodic table
- Fluorine makes strong chemical bonds with other elements, and its compounds have distinctive properties:
  - Chemical, heat, weather resistance
  - Repelling water and oil
  - Unique electrical properties
- The primary source of fluorine worldwide is calcium fluoride (CaF<sub>2</sub>) which occurs as the mineral fluorspar



## Fluorine Plays a Fundamental Role in Enhancing our Day-to-Day Lives



**Infrastructure** Fluorspar is critical to cement, steel and aluminium industries



#### **Cooling & Refrigeration**

Fluorine is used in refrigerants for air conditioning and food storage



#### **Medical Propellants**

Fluorinated medical gas ensures drug stability and efficacious delivery



**Pharmaceuticals** Fluorine plays a key role in life-changing drugs and anesthetics



**Telecommunications** Fluorine is used in fluoropolymers and coatings for data communications



Semiconductors High-purity fluorine is used in chips and displays



**Renewables** Fluorine protects solar panels from moisture



Energy Storage Fluorine enables lithium-ion batteries to work



## Solving Customer Problems and Addressing World Challenges

**Market Size** 

2030 CAGR \$2 5B Minerals Metspar key to quality production of steel and cement with lower carbon footprints Fluorspar 3% - 5% CAGR1 Hydrogen Hydrogen fluoride is a key intermediate for semiconductors and fluoropolymers Aluminum fluoride is essential for the manufacturing of aluminum \$5R Chemical fluoride/aluminum Intermediates 3% - 5% CAGR fluoride **Products** Leading incumbent refrigerants supplier \$8P Refrigerants Leading the journey for low carbon footprint, highly-efficient refrigerant solutions 3% - 5% CAGR \$10B Market leader with 70% global market share<sup>3</sup> Medical propellants Leading the transition to low-GWP<sup>2</sup> metered dose inhaler using Zephex<sup>®</sup> 152a (inhalers) 5% - 10% CAGR \$20R Energy storage Positioning to be a key supplier of fluorinated battery materials Leading the technology development for recycled battery materials materials >20% CAGR

1. CAGR values 2021 through 2030c; 3<sup>rd</sup> party and Company estimates. 2. Global Warming Potential. 3. Company estimates, discussions with pharma companies. 4. Angewandte Chemie (Edition: DOI: 10.1002/anie.201901381) based on Munster University study (Dr. Martin Winters).





## Investing in Growth and Innovation

#### **Core Business**

- Optimize and invest in minerals and chemical intermediates
- Improve the efficiency of our mine through technology advancement

#### Low Carbon Footprint Refrigerants

- Auto, commercial, residential and cold-chain shipping
- Recycling and reclamation

#### Healthcare

 Low carbon footprint propellant Zephex<sup>®</sup>152a

#### Sustainable Energy

• Key materials for lithium-ion batteries

• Licensing our formulations to pharma companies

• Explore opportunities to go downstream

oustainable Energy

- Performance-enhancing battery additives and formulations
- Recycling of lithium-ion batteries

## Targeting annual revenue growth of 10% – 12% and EBITDA growth of >15% over the next five years



#### Invest in Growth and Innovation

## Become a Key Materials Supplier to the Battery Market

**Investment Focus** 

#### The Energy Storage Market



Lithium-ion battery market will grow with electric vehicle demand beyond 2030



Fluorine comprises 10% of each electric vehicle lithiumion battery by mass

~30kg

Each electric vehicle creates demand for 30kg of acidspar

Foosung LiPF6 production joint LiPF6 and other venture in Europe; vertically-integrated electrolyte salts partnership in North America Koflyte<sup>®</sup> additives and solvents; Electrolyte Silatronix acquisition for electrolyte additives formulation and battery testing Licensed technology; **PVDF** and working to scale in leveraging electrodes Vestolit capabilities **Energy Storage Materials** Technology development and Recycled commercialization internally and battery through external investments materials New battery technologies **New battery** and materials; alternative technologies lithium sources



### **3** Create Shareholder Value

## Deploying Our Excellence Operating System



- Value pricing mindset
- F-gas quota optimization
- Secure supply chains
- Global distribution and reach



Operational Excellence

- Improved fluorspar processing to meet growth in cement and stainless-steel applications
- Rationalized and upgraded the acidspar manufacturing footprint
- Improved uptime with efficient maintenance overhauls



People

- Safety is our first principle
- Successfully executed OneKoura organizational redesign in 2021
- Recruitment and hiring practices ensure commitment to diversity



Sustainability

- Koura's new products will enable Orbia to achieve its scope 3 reduction targets and reduce the carbon footprint of our customers
- Deployed technology to reuse +80% of process water in mining operations
- Increased refrigerant recycling capacity by 50%
- Reduced SOx emissions by >25% vs. 2018 baseline





## Key Takeaways



**World's largest fluorspar producer<sup>1</sup>** vertically integrated into high-value, high-growth applications with a secure mine to market approach

- O2 Owner's mindset to optimizing and investing in current portfolio
- 03
  - Investing in **low carbon footprint** refrigerants and medical propellants to massively reduce greenhouse gas emissions for our customers
- 04

Enabling the world's rapid transition to **sustainable energy** with fluorinated battery materials

1. Roskill Fluorspar 2020 – 2030 Outlook report (2021 Edition). Orbia Investor Day 2022 | 101





# Securing Future Growth



Shai Albaranes Corporate Vice President, Innovation & Ventures

## Key Messages

Ol Innovation is at the heart of everything we do it guarantees the future growth and profitability of Orbia and our senior leadership is fully committed

02 We consciously select business group-led innovation and Orbia-wide efforts to balance risk profiles, time horizons and expertise

03 We leverage **external innovation**, through partnerships and investments, **to accelerate time to market** 

04

**Decarbonizing our planet** is one of our selection criterion, especially in Orbia Ventures investments

## Our Innovation Portfolio Combines Business-Specific Initiatives as Well as Orbia-Wide Efforts

#### **Business-Specific**

V vestolit alphagary

© dura·line

(wavın)

Koura

**↓**NETAFIM<sup>™</sup>

#### **Business Innovation**

Industry leadership and customer centricity drive business-specific core R&D efforts

## orbia LaunchPad

Our internal innovation program allows every employee to contribute to innovation Orbia-Wide

## orbia startup partnerships

Combining cutting-edge innovation and Orbia global footprint and scale

## orbia ventures

\$130M CVC fund invests in promising startups aligned with our strategy



## Innovation is Embedded in Each of Our Businesses

>280 Research and development professionals

Portfolio of



(Including patents in the process of registration)

New products and services account for

13%

of revenues

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## LaunchPad, Orbia's Internal Innovation Program, Allows Every Employee to Innovate

#### 2021 by the Numbers



Thousands of employees participated and submitted **854 ideas** 



**+6,200 hours** of innovation mentoring and training provided



Projected to deliver significant financial impact over the long term

"Orbia...compared with our average customer, has performed higher than the benchmark data...and is more than double that of similarly sized customers."

BrightIdea



## We Invest In and Partner with Leading Startups

#### **Orbia Ventures (Select Investments)**



Al and deep-learning technology for pest control process in agriculture



Water electrolysis technology for the very large-scale production of green hydrogen



Advanced battery materials reclaimed from spent lithium-ion batteries



Unprecedented visibility into the health and productivity of any tree at any time



Cloud-based stormwater monitoring platform for the water utility industry

#### Startup Partnerships (Select Examples)



Orbia Koura is partnering with Ascend to recycle lithium and fluorine that can be used in production of battery materials. Koura and Ascend developed new IP to recycle anode and other battery materials. Ascend has signed manufacturing JVs with leading players and the IP from our joint developments will be integrated in Ascend's recycling facilities and Koura's facilities.



Orbia Wavin signed an exclusive partnership with TaKaDu, an Israeli-based startup that offers advanced leak detection services to urban water managers. TaKaDu provides the technology and Wavin leverages its strong presence in Brazil, Columbia and Mexico to provide commercial and customer-focused services.

## Key Takeaways

O1 Innovation is at the heart of everything we do it guarantees the future growth and profitability of Orbia and our senior leadership is fully committed

02 We consciously select business group-led innovation and Orbia-wide efforts to balance risk profiles, time horizons and expertise

03 We leverage **external innovation,** through partnerships and investments, **to accelerate time to market** 

04

**Decarbonizing our planet** is one of our selection criterion, especially in Orbia Ventures investments



# Financial Strategy



Jim Kelly Chief Financial Officer

## Key Messages

**Creating value for all stakeholders** with targeted revenue growth of 8-11% and targeted EBITDA growth of 11-14% over the long term

02

01

Balancing our capital allocation model with investments in profitable growth while **maintaining a strong and flexible balance sheet** 

03

**Returning cash to shareholders** through consistent dividends that grow with earnings and stock repurchases

1. Compounded Annual Growth Rates.

Orbia Investor Day 2022 | 110

## Reaffirming 2022 Full-Year Estimates

Revenue (\$B)

### EBITDA (\$B)



Assuming 2022 full-year EBITDA margins in the range of 20% – 21%, given market uncertainties and inflationary pressure



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## Investing in Growth, Realizing Synergies, Maintaining Capital and Operational Discipline Yields Outstanding Results

### Polymer Solutions

- Capacity expansion
- Geographic expansion
- Functional additives

### Building & Infrastructure

- Existing Europe and Latin America
- Geographic
   expansion
- Stormwater
   management
- Indoor climate

### Precision Agriculture

- Core business
- Services
- Digital farming
- Greenhouse market

### Data Communications

- Core business
- Product line expansion
- Services and digital

### Fluorinated Solutions

- Core business
- Low carbon footprint refrigerants
- Healthcare
- Sustainable energy

#### Annual EBITDA Growth Target 2022-2027

8%-10% 7%-9% 10%-12% >15% >15%

# Targeting Revenue of \$13.0 - \$15.0B and EBITDA of \$3.1 - \$3.5B by 2027

### Net Revenue (\$B) Historical and Target





### **Driving Growth**

Significant revenue growth through 2027 and beyond

### Growth driven by:

- Sustainability-linked megatrends in the industries in which we participate
- Focused investments leveraging existing leadership positions and innovation
- World-class management team and disciplined execution

## Increasing Operating Cash Flow and Operating Cash Flow Conversion

### Operating Cash Flow<sup>1</sup> (\$M) & Operating Cash Flow Conversion<sup>2</sup> (%)



### **Strong Cash Flow**

- Operating Cash Flow expected to more than double in 5 years, by 2027
- Achieve Operating Cash Flow Conversion of >60% through 2027

## Core drivers of improvement include:

- Working capital improvements
- Efficiencies from digitalization and process improvements
- Supply chain benefits

1. Operating Cash Flow = EBITDA less interest, taxes &  $\Delta$  in working capital. 2. Operating Cash Flow Conversion: EBITDA / Operating Cash Flow.



## Supporting Growth with a Strong, Flexible Balance Sheet

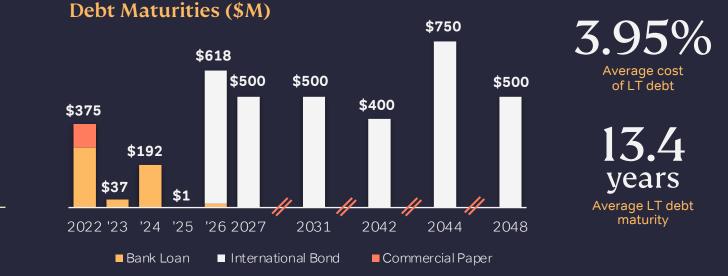
- Target Net Debt/EBITDA: <2.5X
- Long-Term Debt
  - No near-term fixed debt maturities
  - \$3.45B in long-term debt<sup>1</sup>

### Bank Facility

- Ample liquidity with \$850M in available credit under \$1B revolving loan facility
- EUR \$750M commercial paper program, EUR \$95M outstanding<sup>1</sup>

### • Credit Ratings

- Moody's: Baa3 stable outlook
- S&P: BBB- stable outlook
- Fitch: BBB stable outlook



### Net Debt-to-EBITDA



1. As of 03/31/22. Orbia Investor Day 2022 | 115

## Demonstrated Ability to Grow EBITDA and Maintain Leverage Below Target Over Long Term



## Orbia grew EBITDA organically and through acquisitions by >11% annually and maintained net leverage ratio<sup>1</sup> <2.5x over the last decade

1. Net leverage ratio = EBITDA/Net Debt

Orbia Investor Day 2022 | 116

## Maximizing Returns with Disciplined Capital Allocation

### Invest in Growth

### **Invest in Organic Growth**

 Reinvest cash flow to invest in high-return growth including capacity, geographic and market share expansion

### Selective, Disciplined M&A

- Acquisitions to enable speed to market or bolt-on products and technologies to enhance portfolio
- Attractive growth profile, synergies and medium-term ROIC accretive

### **Return Cash to Shareholders**

### **Pay Dividends**

 Regular return of cash to shareholders with dividend increases, aligned with earnings growth

### **Repurchase Shares**

Share repurchases while prioritizing growth investments

## Targeting Long-Term ROIC in Mid-Teens

## Historical ROIC (%) and Forecast 13% - 15% 13.9% 7.9% 7.1% 2019 2021 2027E 2020

### Focusing on Returns

- Targeting ROIC above 10% through investment cycle
- Longer-term ROIC target in mid-teens



## Returning Cash to Shareholders

### \$1.1B to Shareholders 2018-2022



### History of Returning Cash

Consistently returned cash to shareholders since 2018

- >14% of EBITDA returned through dividends since 2018
- Average dividend yield >4%

### Projected to Continue

Intend to maintain stable dividend that grows with the business

1. Orbia shareholders approved Orbia's 2022 \$240M base dividend and \$60M special dividend on 04/01/22, payable in 4 installments throughout the year.

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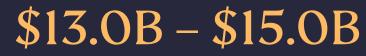


## Operating Cash Flow Funds 75% of Our Cash Requirement Through 2027, While Maintaining Leverage <2.5x

Sources of Cash		2022 – 2027 inclusive	Uses		2022 – 2027 inclusive
Operating Cash Flow <sup>1</sup>	\$7.8B - \$8.0B	<ul> <li>Grows from \$1.1B to over \$2.0B per year</li> </ul>	Maintenance Capital	\$1.8B - \$1.9B	<ul> <li>Increases from low level during pandemic and grows with business</li> </ul>
Incremental Debt	\$2.8B - \$3.4B	<ul> <li>Debt increases during period of investment</li> <li>Target &lt;2.5x Net Debt to EBITDA over the long term</li> </ul>	Growth Capital	\$6.5B - \$6.8B	<ul> <li>Inclusive of organic growth and small-to- medium-size bolt-on acquisitions</li> </ul>
			Returns to Shareholders	\$2.3B - \$2.7B	<ul> <li>Stable dividend grows with underlying business</li> <li>Maintain share buyback program while prioritizing growth investments</li> </ul>

Our strategy enables us to invest in growth, maintain low leverage ratios and deliver stable returns to shareholders.

Delivering Top and Bottom-Line Growth, Industry-Leading Returns and Consistent Value to Shareholders



2027 Revenue

\$3.1B - \$3.5B

2027 EBITDA

22 - 24%

Long-term EBITDA margin

>60%

Operating cash conversion

13 - 15%

Return on invested capital



Leverage ratio

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Dividends

Stable and growing

## Key Takeaways

**Creating value for all stakeholders** with targeted revenue growth of 8-11% and targeted EBITDA growth of 11-14% over the long term

02

01

Balancing our capital allocation model with investments in profitable growth while **maintaining a strong and flexible balance sheet** 

03

**Returning cash to shareholders** through consistent dividends that grow with earnings and stock repurchases

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Driven by purpose and unified by values, we choose to work on the toughest challenges

From mine to market, ground to home and lab to everyday life...

...we rely on our collective ingenuity and integration across the value chain to transform materials into greener, smarter, more efficient solutions



## Key Takeaways from Investor Day

Our global businesses and core values are inextricably linked to sustainability and solving world challenges

We have plans to expand our market-leading positions, adhering to our excellence operating framework and innovation mindset

03

Orbia has an exciting future ahead, with a disciplined growth strategy in place to generate high returns on investments and dividends to shareholders



### Orbia Gives Back To advance life around the world

At Orbia, we believe that fostering STEM skills is essential to achieve our purpose and promote more equitable societies.

**On behalf of our stakeholders,** we are donating \$50,000 USD to sponsor 150 young and talented girls in STEM training that builds foundational computing, coding and entrepreneurial skills and prepares future generations to push the boundaries for good.





# Q&A