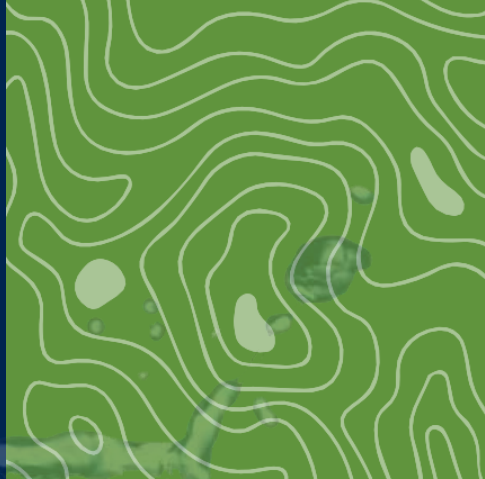
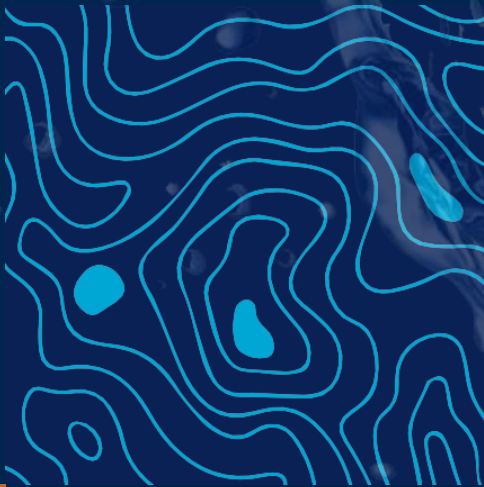


2023

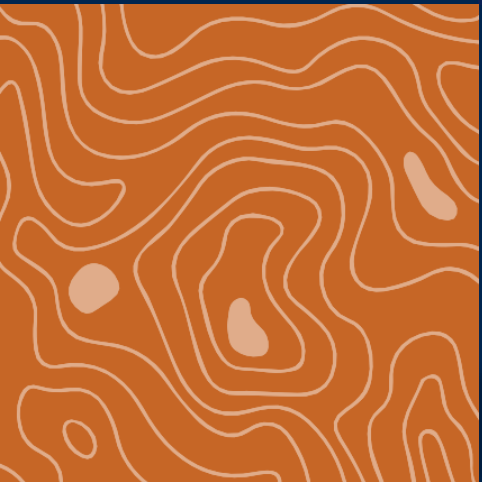


1Q



Earnings Call

April 27th 2023



Forward Looking Statements

This presentation contains certain forward-looking statements and information relating to Grupo Rotoplas S.A.B. de C.V. and its subsidiaries (collectively, “ROTOPLAS”) that are based on its knowledge of present facts, expectations and projections, circumstances and assumptions about future events. Many factors could cause the actual results, performance or achievements of ROTOPLAS to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic, political, governmental, and business conditions globally and in the countries in which ROTOPLAS operates, ROTOPLAS’ ability to continue developing innovative solutions, changes in interest rates, changes in inflation rates, changes in exchange rates, the cyclical activity of the water sector generally, changes in demand, consumer preferences, and prices of our solutions, ROTOPLAS’ ability to execute its corporate strategies to new markets and regions, changes in raw material and energy prices, changes in business strategy, changes in the prevailing regulatory framework, competition, natural disasters and other unforeseen events and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected or targeted. Forward-looking statements are made as of the date hereof, and ROTOPLAS does not intend, nor is it obligated, to update these forward-looking statements, whether as a result of new information, future events or otherwise.

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Speakers

 Carlos Rojas Aboumrad
CEO



 Mario Romero Orozco
CFO



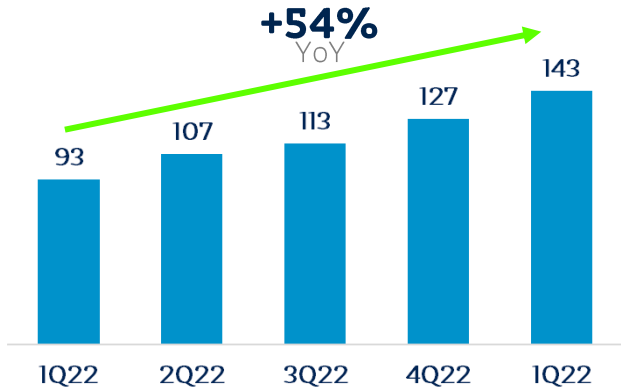
01

1Q23 Performance Overview

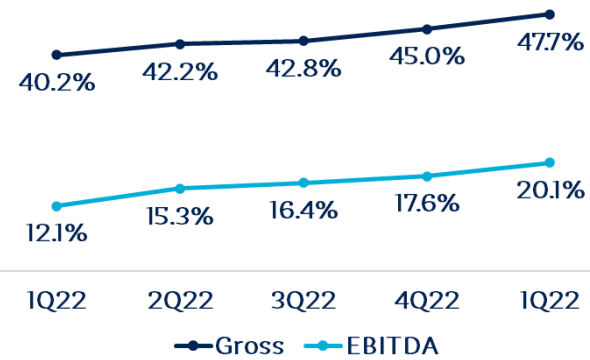
Rotoplas | 1Q23

Figures in million MXN

Recovery in services | Sales

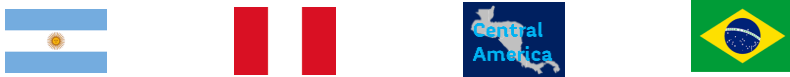


Sequential margin improvement



Gross Margin historical record
Historic high EBITDA Margin

Growth in local currency



Impacted by the effect of the "Super Peso"

Highlights:

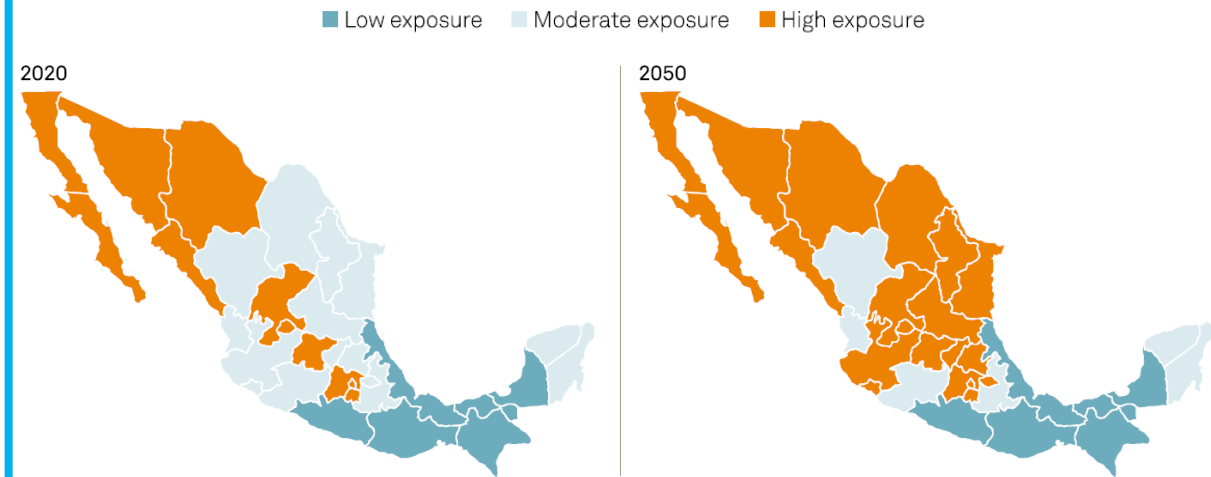
- Brand leadership
- Pursuit of new growth avenues
- Competitive pricing strategy
- Raw materials costs benefit
- Strict expense discipline



Nearshoring | Opportunities in the water industry

- There is an **estimated deficit** of **1 million homes** with decentralized **water solutions needs**.
- A **30% growth** in **demand** for **industrial parks** drives the need for wastewater treatment.
- Factory **construction processes** will **need water solutions**.
- **Regions** that will **benefit most** from nearshoring are those that **suffer most** from **water scarcity**.

Number of Mexican states highly exposed to water stress could almost double by 2050



Source: S&P Global Ratings. April 4, 2023

1Q23 ESG Highlights

We remain committed to creating **value** in the **people**, **planet**, and **profit** pillars, and we will continue to **lead** and **innovate** in this crucial **industry** so that **people** can **have more and better water**.

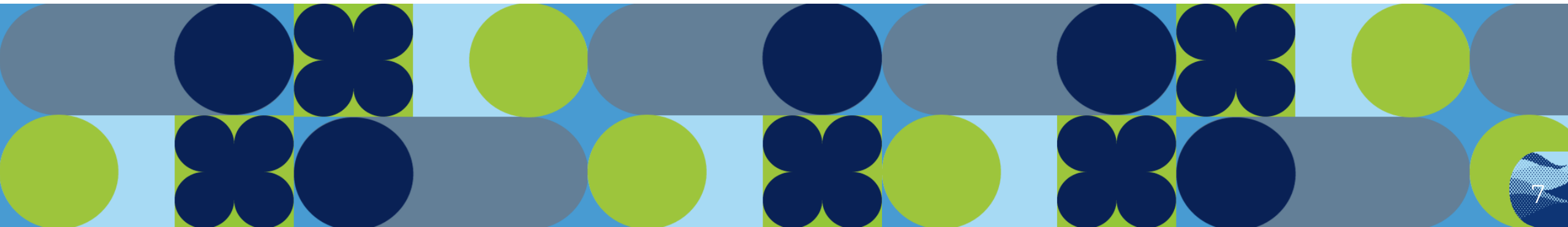


Only Latin American company to be Recognized in the **S&P Global 2023 Sustainability Yearbook** as one of the top 8 ESG performers in the building products sector



Alianza por la inclusión laboral de personas con discapacidad

Recognized us as a company that is **committed** to the **inclusion** of **people with disabilities** in the workforce in Mexico



02

Financial & Strategy Highlights

Sales | Products & Services Mix

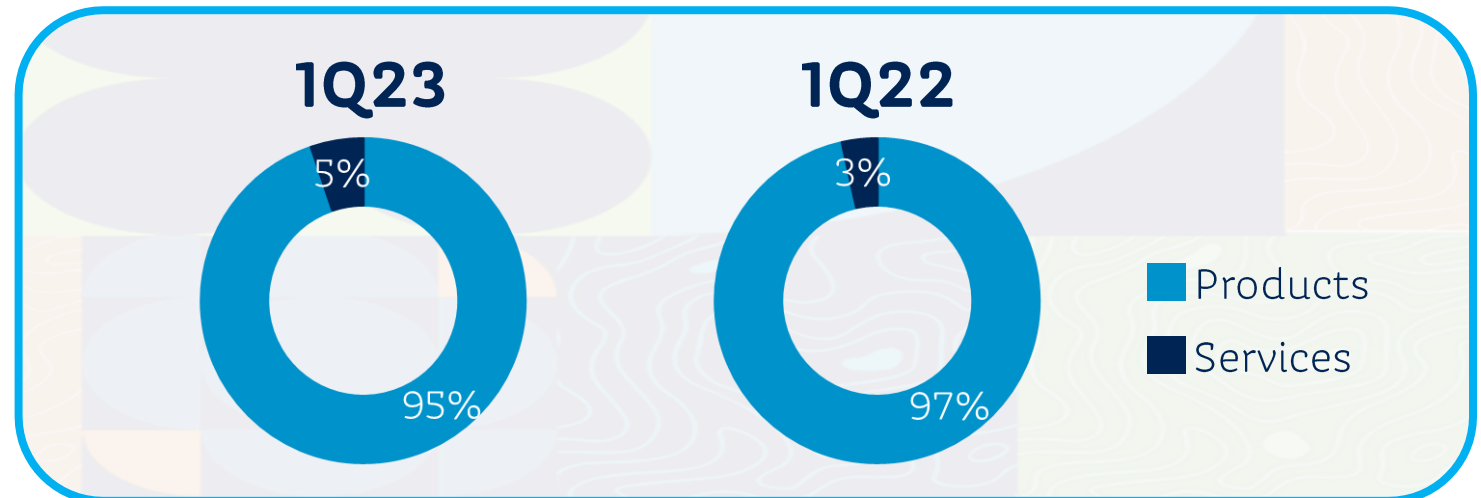
+92,000 bebbia users

+5,200 e-commerce clients

Services experienced **significant growth**

Public sector sales:
1Q23 – 3.1%

		1Q23	1Q22	%Δ
Products	Sales	2,603	2,567	1%
	EBITDA	599	392	53%
	% Margin	23%	15%	770 bp
Services	Sales	143	93	54%
	EBITDA	(46)	(70)	(35%)
	% Margin	(32%)	(76%)	NM
Total	Sales	2,746	2,660	3%
	EBITDA	553	322	72%
	% Margin	20%	12%	800 bp



Sales | Per Country



	1Q23
Δ Sales	10%
EBITDA Margin	30%

- ☒ Good performance in **services** and **products**.
- ☒ **Recovery** of **RSA** and **accelerated** growth of **bebbia**.
- ☒ **EBITDA margin** improved due to **commercial** efforts and a **benefit** in **raw material** costs.



	1Q23
Δ Sales	(1%)
EBITDA Margin	13%

- ☒ **Sales double** in **local currency** related to **price** and **volume** increases.
- ☒ Increase in **expenses pressured** the **operating** profit and **EBITDA**.



	1Q23
Sales	(16%)
EBITDA Margin	(18%)

- ☒ **Sales** affected by **operational disruption** during the **upgrading** of our e-commerce **platform** and **lower** demand for storage **tanks** due to heavy rains and **weather** events.
- ☒ Impact in **EBITDA** due to **expenses** for the **development** of businesses.

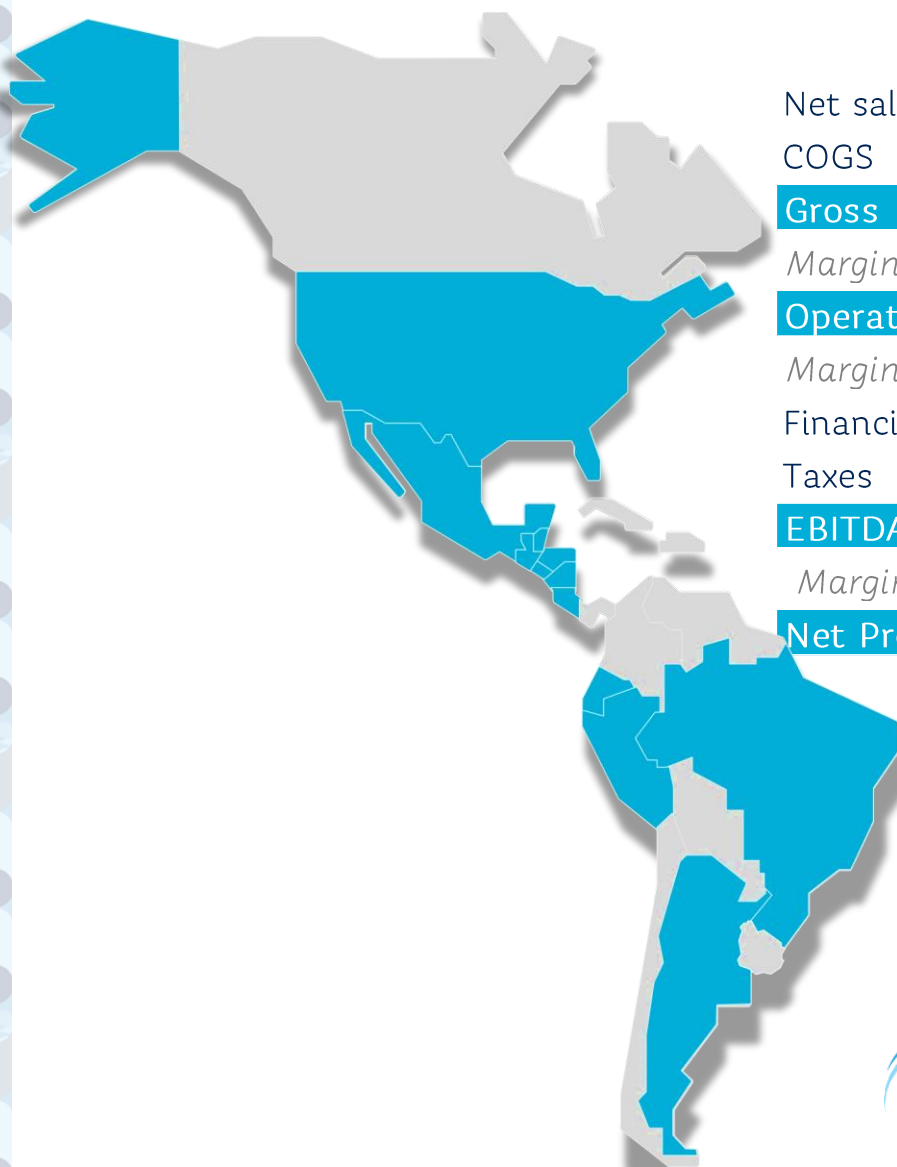


	1Q23
Δ Sales	2%
EBITDA Margin	19%

- ☒ **Peru:** Increased **demand** for water **heaters**.
- ☒ **Central America:** Sales growth in local currency due to **pricing strategy**.
- ☒ **Brazil:** WWTPs pipeline continues to **expand**.

P&L | Financial Highlights

Figures in million MXN



	1Q23	1Q22	Δ %/bps
Net sales	2,746	2,660	3%
COGS	1,435	1,592	(10%)
Gross Profit	1,311	1,068	23%
Margin	48%	40%	750 bp
Operating Income	438	222	97%
Margin	16%	8%	760 bp
Financing Result	(411)	(155)	NA
Taxes	(9)	(20)	53%
EBITDA	553	322	72%
Margin	20%	12%	800 bp
Net Profit	37	88	(58%)

Gross Margin historical record
 Historic high EBITDA Margin

- ✿ **8% growth** excluding the effect of the strong Mexican peso
- ✿ **\$86 million** impact in **EBITDA** related to **new businesses**
- ✿ **EBITDA margin** above guidance
- ✿ **\$252 million loss** in the mark-to-market valuation of our **FX coverage** instruments



Cash Position

Figures in million MXN

Current Leverage

Balance Sheet

Cash & Cash equivalents

Total Debt

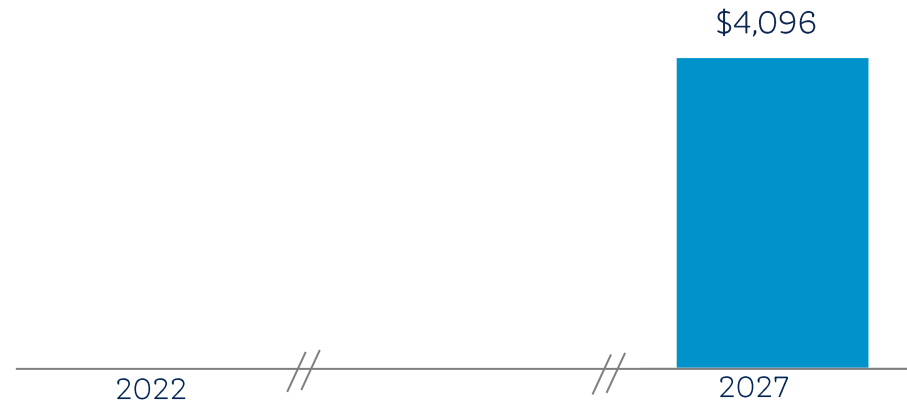
Net Debt

Net Debt / EBITDA

+1.4% Cash position vs. 4Q22

	3M23	3M22	Δ %
Cash & Cash equivalents	682	1,443	(53%)
Total Debt	4,146	4,094	1%
Net Debt	3,464	2,650	31%
Net Debt / EBITDA	1.6x	1.6x	0x

Debt Maturity Profile

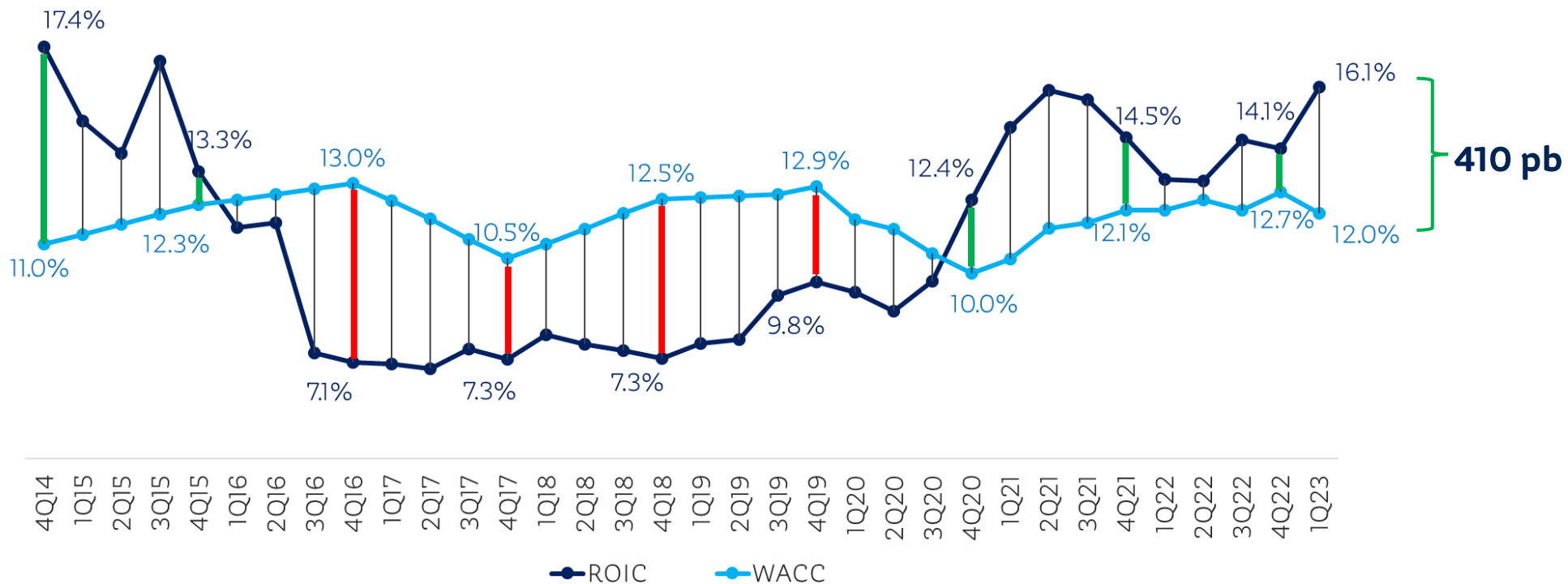


- Cash conversion cycle increased by 12 days
- Leverage within the Company's debt guideline of < 2.0x

- \$50 million working capital loan
- \$4 billion from the issuance of our sustainable bond AGUA 17-2X



ROIC | Sustainable value creation



ROIC-WACC spread exceeds earnings guidance

ROIC: NOPAT L12M/Average Invested Capital t, t-1.
 Invested Capital: Total Assets – Cash and Cash Equivalents – Short-Term Liabilities.
 ROIC excludes Flow program execution costs from 2Q20 to 4Q21 as they are one-off.

ESG Initiatives & Progress



S&P Sustainability Yearbook 2023



Inclusion of people with disabilities in the workforce in Mexico by **Entrale**



Annual Integrated Report 2022

Now available on our website.



Partnership with the **UN Development Programme** to launch **a flour**, focused on the Mexican municipalities that most **lack access to water and sanitation**



Commemoration of **International Women's Day**

Gender inclusion and women empowerment initiatives



Shareholders' Meeting | Proposals

To be held today, April 27th, 2023, at 12:00 noon in Mexico City.

01

Capital reimbursement in cash to the shareholders of the Company by means of a capital stock reduction, at the rate of **\$0.50** (fifty cents, Mexican pesos) **for each outstanding share.**

Rotoplas

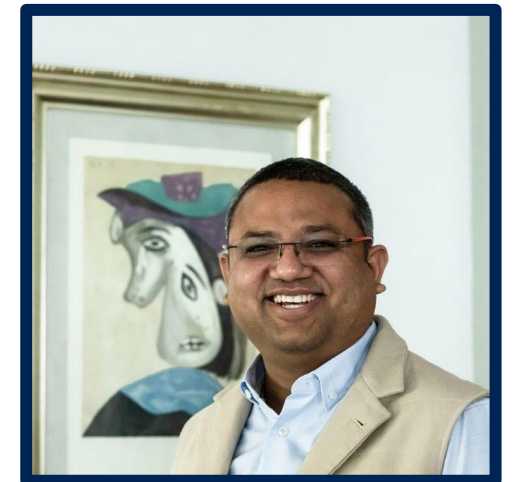
Dividend Yield **1.8%**

02

Nomination of **Dr. Leo Rastogi** to the Board of Directors

Dr. Leo Rastogi is a successful serial entrepreneur, corporate executive, and board member, with a PhD in Leadership from Harvard Business School. He is currently the **Founder & CEO of Minerva Groupe**, a diversified business group with interests in Health and Wellness, **Med-tech, IT, Digital Media**, and Real Estate.

He has previously served as CEO of the Digital Business Group at Happiest Minds Technologies and has over a decade of experience as a board member. Leo has been recognized for his **entrepreneurial achievements** and is a published author of 2 books.



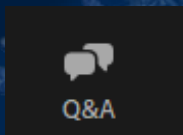
Guidance 2023

We have revised our sales growth guidance in order to align our expectations with current market conditions

	Guidance 2023	Revised Guidance 2023
Sales	> 15%	≥ 10%
EBITDA Margin	16.0% - 17.0%	16.0% - 17.0%
Net Debt / EBITDA	<2x	<2x
ROIC	WACC + 150 pb	WACC + 150 pb



Thank you!



You can submit a question by pressing the “Q&A” button.

Please include:

*Name

*Fund or Company