Rotoplas® más y mejor agua

2Q26

Earnings Call

July 23rd, 2026

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.

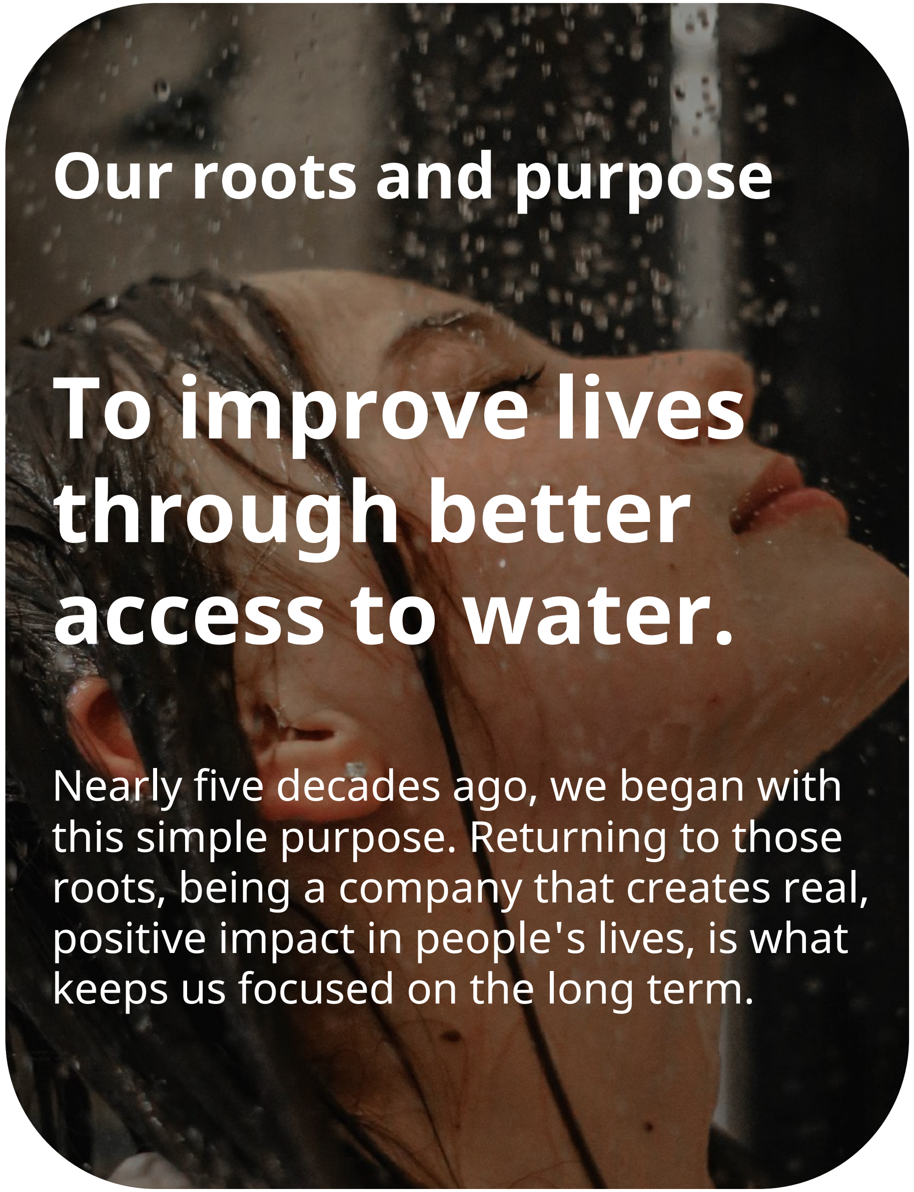
Speakers

Carlos Rojas Aboumrad
CEO

Andrés Pliego Rivero-Borrell
CFO

01 2Q26 Performance Overview

2Q26 Results | A quarter of steady, sequential progress



Our roots and purpose

To improve lives through better access to water.

Nearly five decades ago, we began with this simple purpose. Returning to those roots, being a company that creates real, positive impact in people's lives, is what keeps us focused on the long term.

Steady Sequential Progress

- Delivered top-line growth, double-digit EBITDA expansion, and solid margin improvements.

Continuous Deleveraging

2.3x

- Leverage came down to 2.3x. Refinanced our sustainable bond, keeping strong cash generation and long-term financial flexibility.

Structural Execution Capability

- Mitigated currency volatility and high raw material costs through pricing discipline, innovation, and sharp capital allocation.

Business Priorities

Profitable Growth & Core Expansion

- Disciplined pricing protecting margins against higher costs.
- Smart technology embedded across the full water cycle.
- Innovation expanding addressable markets & reaching new customers.
- Stronger sales force & plumber training driving adoption.

Water Innovation & Market Disruption

- *bebbia* scaling with record subscriber additions.
- Improved unit economics & recurring revenue.
- Platform migration completed, ready to accelerate.

Tech & Talent Enablement

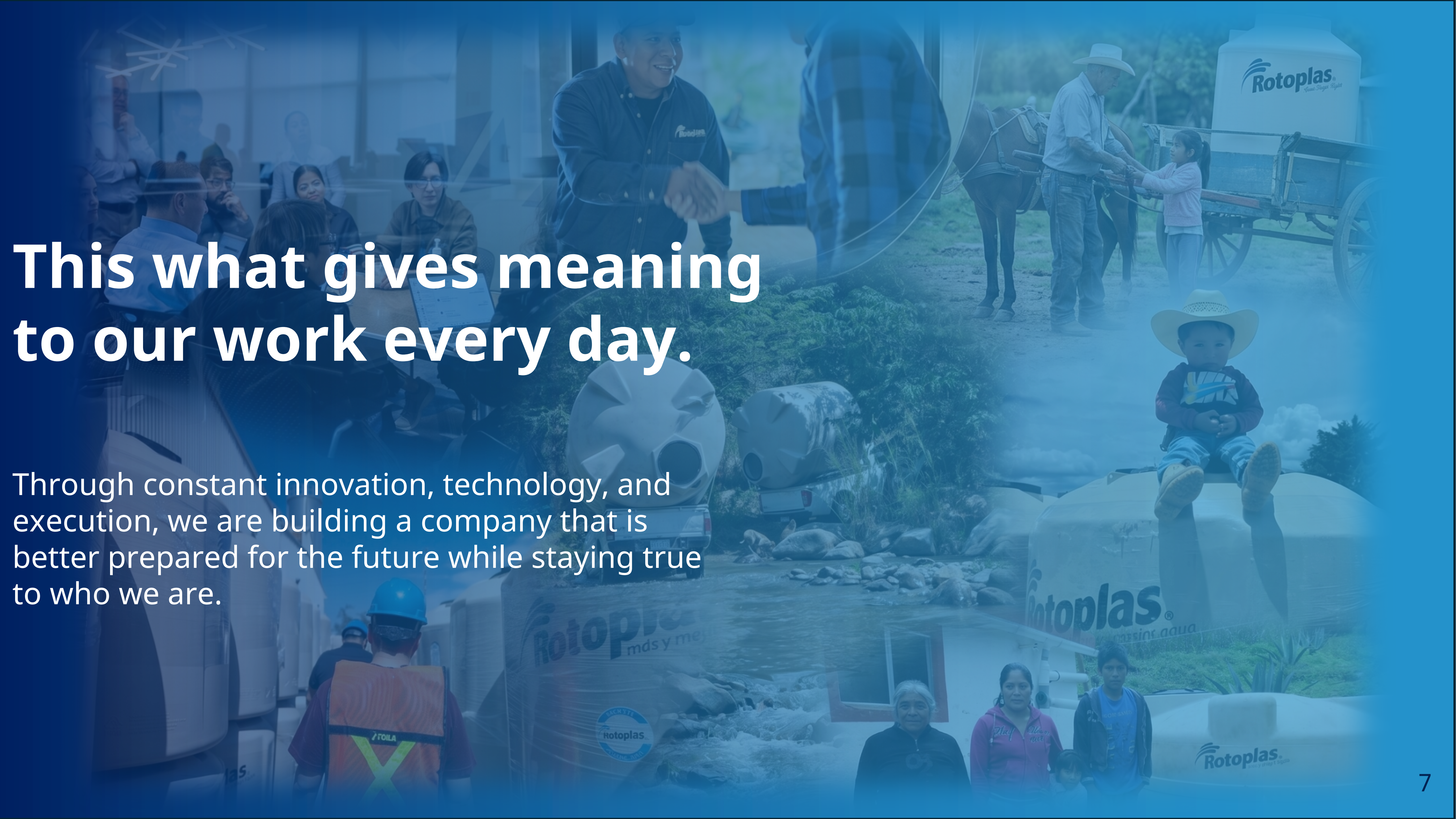
- AI-enabled tools improving customer experience.
- Investment in analytics, automation & e-commerce talent.

Sustainable Impact & Efficiency

- CDP Supplier Engagement Leader, 2nd consecutive year.
- Peru: sustainable management distinction, 9th consecutive year.
- Sustainability Week with 300+ employees engaged.

This what gives meaning to our work every day.

Through constant innovation, technology, and execution, we are building a company that is better prepared for the future while staying true to who we are.



02 Financial & Strategy Highlights

P&L | Financial Highlights

Figures in million MXN

	2Q26	2Q25	Δ %/pb	6M26	6M25	Δ %/pb
Sales	3,044	2,945	3%	5,705	5,580	2%
COGS	1,766	1,728	2%	3,290	3,247	1%
Gross Profit	**1,277**	**1,217**	**5%**	**2,415**	**2,333**	**3%**
Margin	*42%*	*41%*	*70 bp*	*42%*	*42%*	*50 bp*
SG&A	1,060	1,010	5%	2,037	1,987	3%
Operating Income	**217**	**207**	**5%**	**377**	**346**	**9%**
Margin	*7%*	*7%*	*10 bp*	*7%*	*6%*	*40 bp*
Net Financing Cost	(334)	(154)	NA	(303)	(271)	NA
Taxes	84	10	NA	163	9	NA
Net Result	**(201)**	**42**	**NA**	**(89)**	**65**	**NA**
Margin	*(7%)*	*1%*	*NA*	*(2%)*	*1%*	*(280) bp*
EBITDA	**409**	**369**	**11%**	**741**	**669**	**11%**
Margin	*13%*	*13%*	*90 bp*	*13%*	*12%*	*100 bp*

Performance per Country

	2Q26	6M26
Δ Sales	4%	4%
EBITDA Margin	21%	20%

- Broad-based growth supported by strong commercial execution.
- EBITDA expanded through pricing discipline and cost control.

	2Q26	6M26
Δ Sales	(13%)	(13%)
EBITDA Margin	(1%)	(7%)

- Growth in local currency, FX translation continued to affect sales in MXN.
- Volumes recovered across all three product categories.
- EBITDA improved, reflecting gradual operating stabilization.

	2Q26	6M26
Δ Sales	2%	(2%)
EBITDA Margin	9%	5%

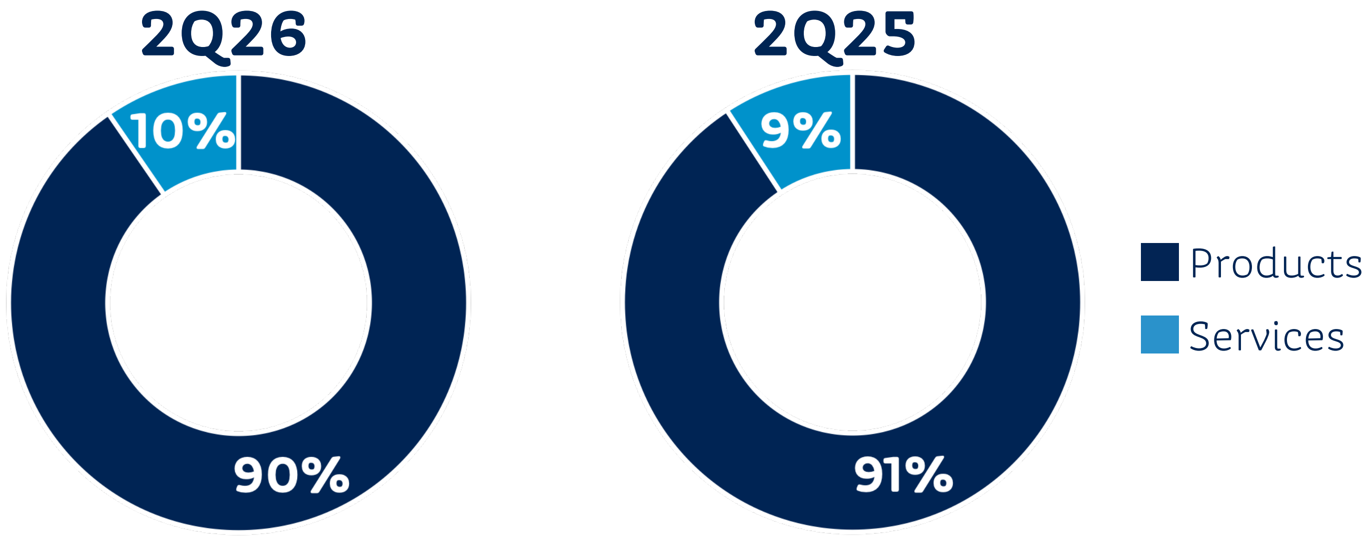
- Higher-value B2B segments continued gaining traction.
- Commercial footprint expansion supported profitable growth.
- Fifth consecutive quarter with positive EBITDA.

	2Q26	6M26
Δ Sales	24%	20%
EBITDA Margin	2%	12%

- **Peru:** Strong demand supported broad-based volume growth.
- **Central America:** Commercial momentum remained solid across the region.
- **Brazil:** EBITDA impacted by a one-time Brazil litigation item; underlying margins improved

Sales | Products & Services

Figures in million MXN



+193,000 bebbia units

Products sustained profitable growth through commercial execution and pricing discipline.

Services continued scaling, with *bebbia* improving unit economics.

		2Q26	2Q25	%Δ	6M26	6M25	%Δ
Products	Sales	2,747	2,661	3%	5,118	5,041	2%
	EBITDA	501	409	22%	857	723	18%
	Margin %	*18%*	*15%*	*280 bps*	*17%*	*14%*	*240 bps*
Services	Sales	297	284	5%	586	539	9%
	EBITDA	(92)	(41)	NA	(116)	(54)	NA
	Margin %	*(31%)*	*(14%)*	NA	*(20%)*	*(10%)*	NA
Total	Sales	3,044	2,945	3%	5,705	5,580	2%
	EBITDA	409	369	11%	741	669	11%
	Margin %	*13%*	*13%*	*90 bps*	*13%*	*12%*	*100 bps*

Strengthening Our Financial Foundation

Debt Management & Refinancing

- **AGUA 17-2X** Bond fully prepaid
- New 7-Year Loan closed with **Bancomext**
  - Pricing: 28-day TIIE de Fondeo + 195 bps
  - Impact: Extended maturity profile and strengthened capital structure.

Interest Rate Hedging & Cost of Debt

50%

Notional Hedged

4-Year Swap (thru June 2030)

8.96%

Blended Cost of Debt

With Rate Certainty

- Fixed Rate: 7.495% swap locked in for 50% of debt
- Floating Rate: Remaining 50% stays floating
- Strategic Flexibility: Secures funding for growth priorities

Cash Position

Figures in million MXN

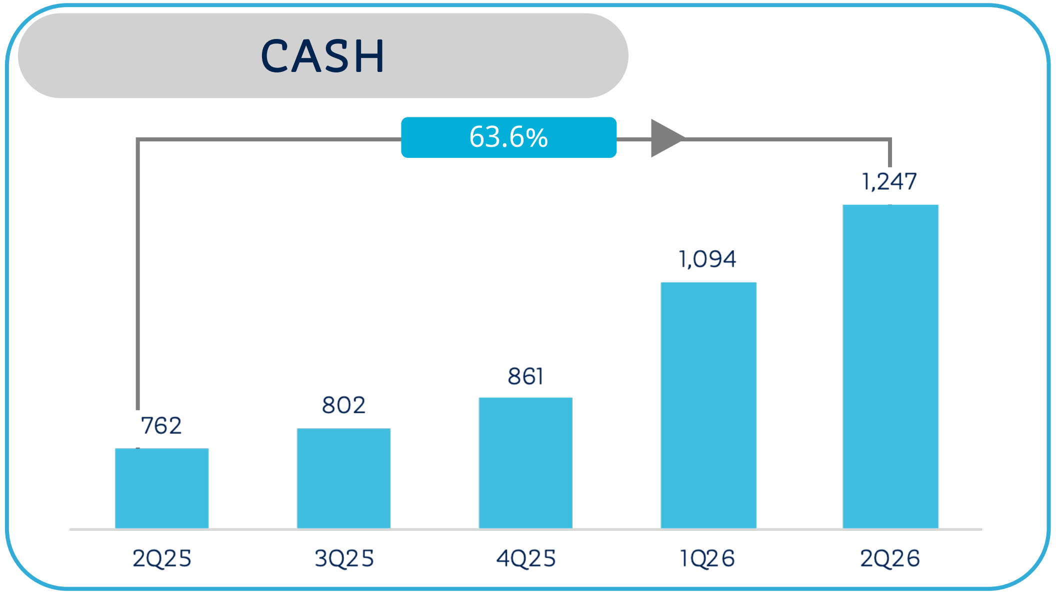
Current Leverage

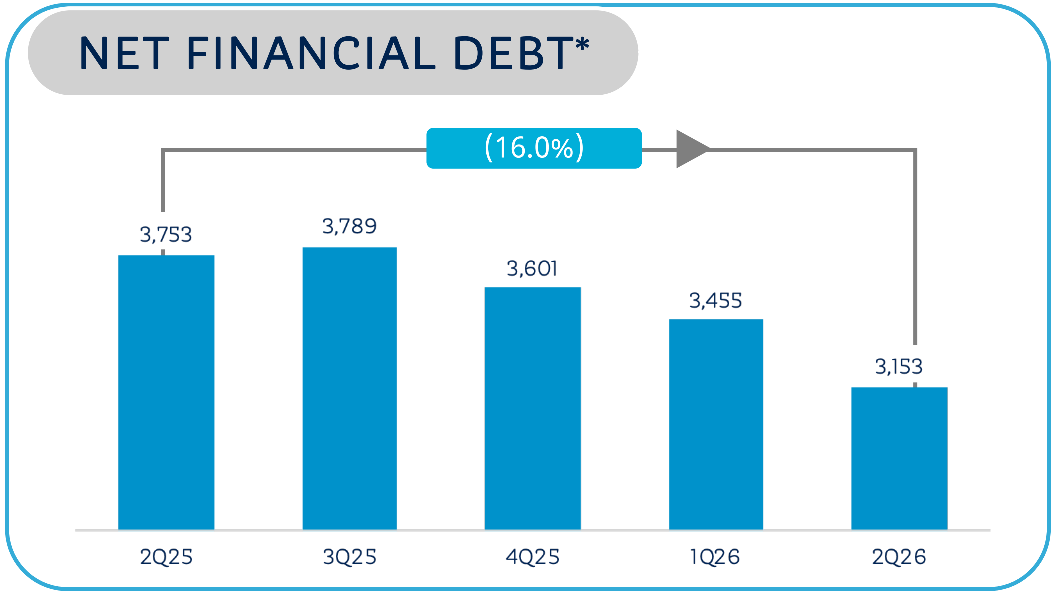
Balance Sheet	6M26	6M25	Δ %
Cash & Cash equivalents	1,247	762	64%
Total Financial Debt*	4,399	4,515	(3%)
Net Financial Debt*	3,153	3,753	(16%)
Net Financial Debt* / EBITDA	2.3x	3.2x	(0.9)x

Debt Maturity Profile

Short Term Debt — $431

Long Term Debt — $4,000

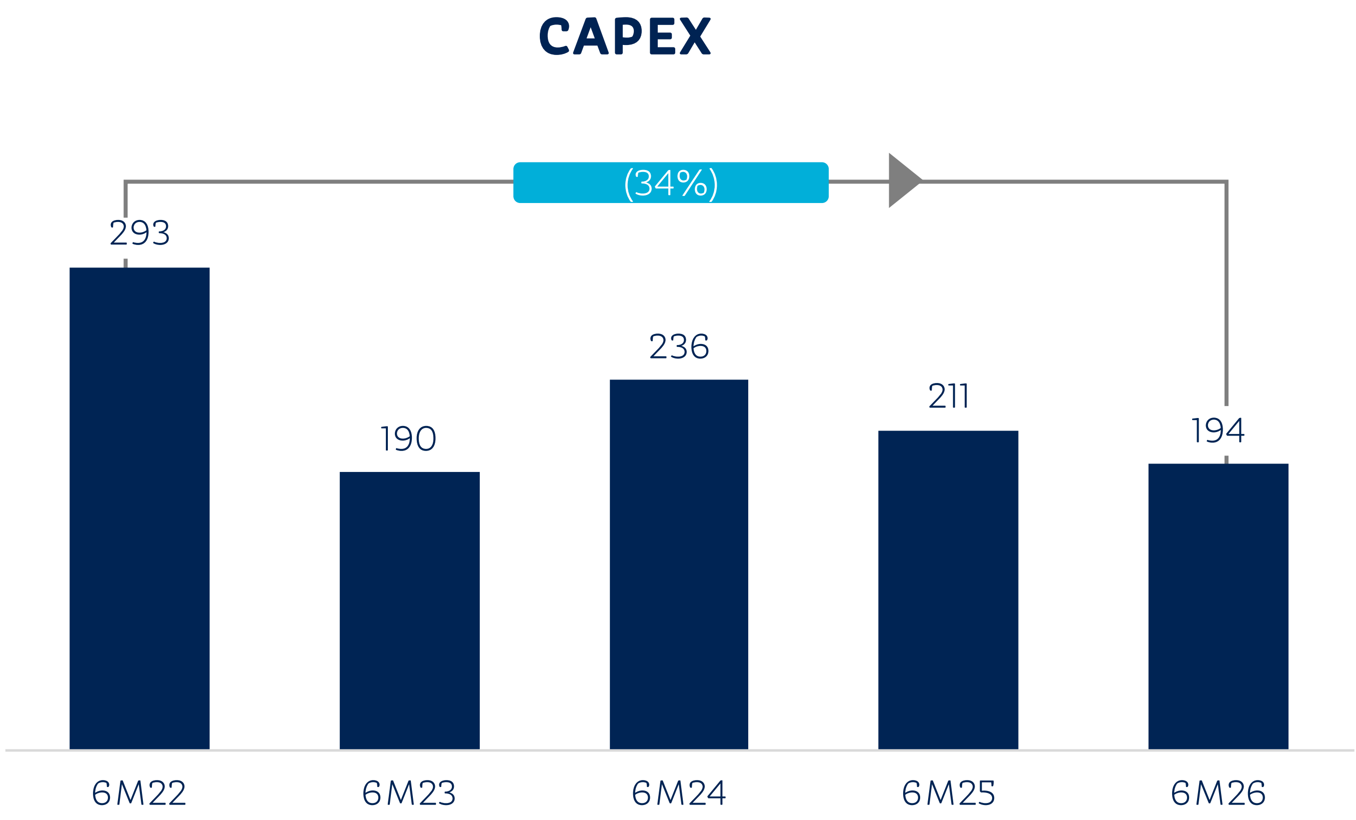




*Net Financial Debt excludes leases

Discipline in Capital Allocation

Figures in million MXN



- **CapEx** was **3.4% of sales** for 6M26.
- Capital allocation continued prioritizing high-return growth initiatives.
- 91% of CapEx was allocated to Mexico, primarily to services.

Priorities

Margin Discipline

Deleveraging

Executing on Services' path to breakeven

Thank you!

Q&A

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

Please include:
***Name**
***Fund or Company**

Q&A