

A high-speed photograph of a water splash, showing a crown-like shape with several droplets rising from the center. The water is clear and blue, set against a white background.

Grupo Rotoplas S.A.B. de C.V.
Earnings Results Conference Call
3Q17

October 19th, 2017

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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Carlos Rojas Mota Velasco

Chairman and Chief Executive Officer



Mario Romero

Chief Financial Officer

Highlights



Continuing trend of strong sales growth and increasing profitability

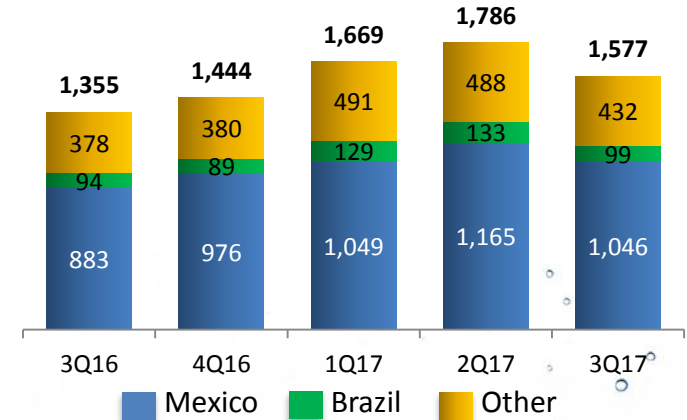
- Double digit growth in both Sales and EBITDA and margin expansion.

Sales to the government channel in line with the Company's Strategy

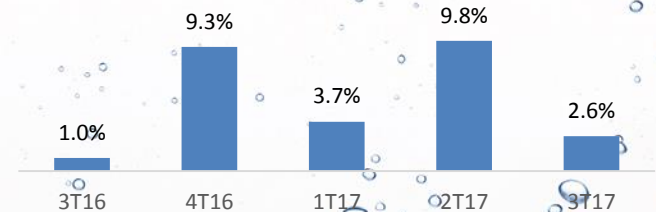
- Sales represented less than 6% for the first nine months of 2017.

Sales by region

Figures in millions of MXN



Percentage of sales to Government channel



Highlights



Refreshing of Company's strategy

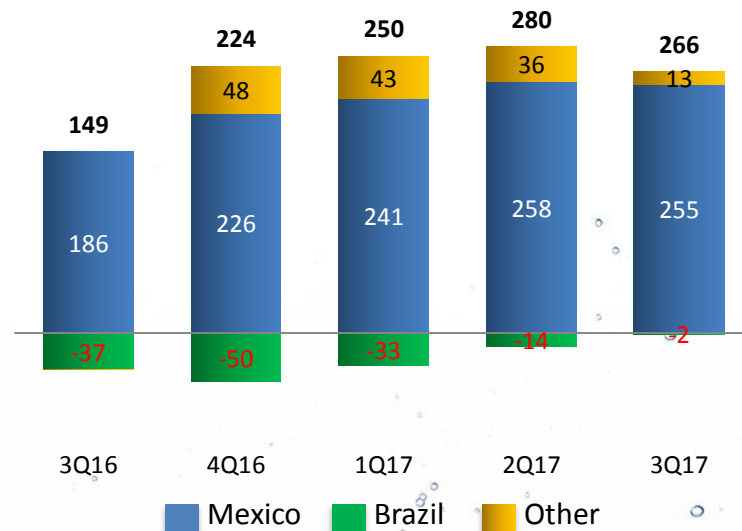
- Focus on water as a service
- Digital acceleration
- Financial management discipline

AGUA part of Dow Jones Sustainability MILA Pacific Alliance Index

- Tracks the performance of companies with the highest RobecoSAM' sustainability scores in the Pacific Alliance region.

EBITDA by region

Figures in millions of MXN



Financial Highlights

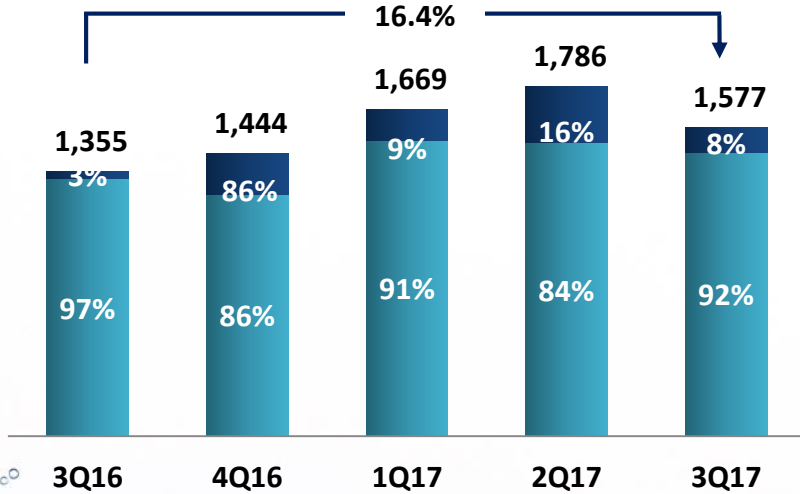


3Q17 Result - Sales

Figures in millions of MXN

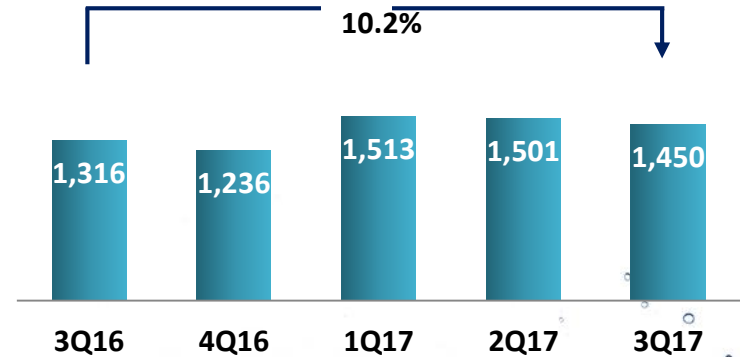


Sales Mix

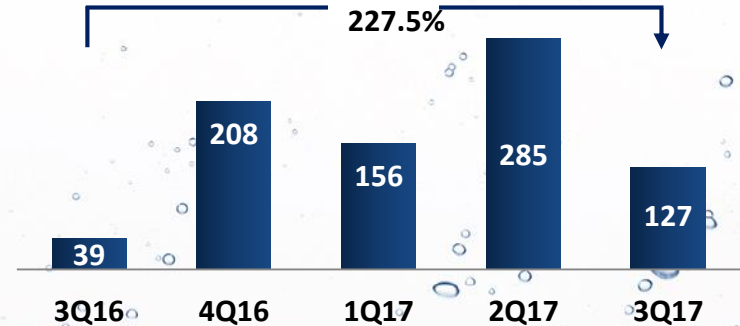


Individual Integrated

Sales Individual Solutions



Sales Integrated Solutions

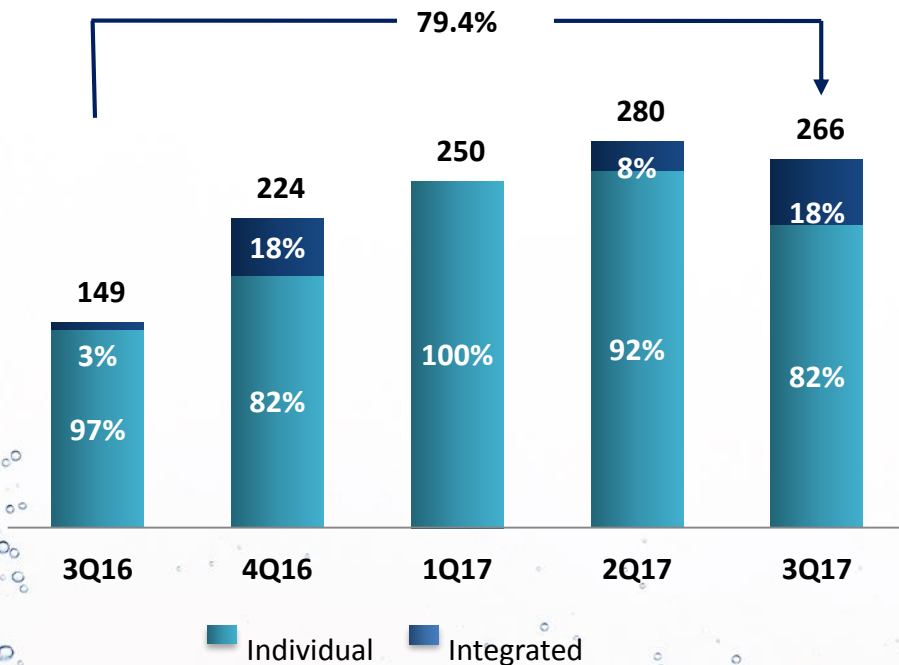


3Q17 Result - EBITDA

Figures in millions of MXN



EBITDA by Solution



- Greater contribution by **urban integrated solutions**.
- Strong **expense control**.
- Confirm our guidance:
 - Double-digit growth in sales and EBITDA.
- LTM EBITDA **\$1,021 million pesos**.

Q&A





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