3Q26

Earnings Call

October 22nd, 2026

Grab a coffee! Webcast will start at 12:05 pm ET

(10:05 am CDMX)

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

Andrés Pliego Rivero-Borrell
CFO

01

3Q26 Performance Overview

3Q26 Results | Growth accelerated and margins are expanding

+10%
Net sales
Fastest pace in several quarters

+35%
EBITDA
13.2% margin, 250 bp above last year

2.2x
Net debt / EBITDA
3.2x* a year ago

All regions grew, and EBITDA improved for the fifth consecutive quarter.

* As reported in the Q3'25 earnings release, the LTM NOPAT and EBITDA calculation for Q3'25 does not include the post-closing 2024 adjustment related to Argentina's results. Considering this adjustment, Q3'25 ROIC based on audited figures would be 3.4% and leverage (Net Financial Debt / EBITDA) would stand at 3.7x.

Ambidexterity | Strengthening the core while building what's next

EXPLOIT

What we already know how to do

Run the core better, faster and with fewer errors.

EXPLORE

What we do not know yet

Develop new opportunities that can become tomorrow's growth.

This quarter we saw progress on both fronts

A more efficient core

Operating expenses at 35% of sales vs. 37% a year ago.

New solutions

carry a growing share: strategic solutions in Mexico and Central America at close to 8% of Group sales; Services up 10%.

Business Priorities

Profitable Growth & Core Expansion

- Agile pricing and expense control.
- Strategic solutions reaching new customers.
- Vertical-focused strategy in the US.
- Operational stabilization in Argentina.

Water Innovation & Market Disruption

- bebbia scaling with better unit economics.
- Growing recurring revenue in Services.
- Water treatment gaining traction.
- Wastewater regulation creating demand.

Tech & Talent Enablement

- AI and digital tools in daily work.
- AI-driven campaigns reaching customers.
- New ERP, starting with bebbia.
- Stronger data and AI capabilities.

Sustainable Impact & Efficiency

- Rotogotas de Ayuda supporting communities.
- Progress against AGUA strategy targets.
- Recognized by Expansión and in Peru.
- Women development program, 2nd edition.

Without water, there’s no life.

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Key takeaways

A more efficient core

New businesses and products contributing

A stronger balance sheet

Focus on what we can control

Behind every number there are families, schools and communities with better access to water.

02 Financial & Strategy Highlights

P&L | Discipline is paying off: the bottom line is back near breakeven

Figures in million MXN

	3Q26	3Q25	Δ %/bp	9M26	9M25	Δ %/bp
Sales	2,927	2,671	10%	8,631	8,251	5%
COGS	1,721	1,555	11%	5,010	4,802	4%
Gross Profit	**1,206**	**1,116**	**8%**	**3,621**	**3,449**	**5%**
Margin	*41%*	*42%*	*(60) bp*	*42%*	*42%*	*20 bp*
SG&A	1,014	989	3%	3,052	2,976	3%
Operating Income	**192**	**127**	**51%**	**569**	**473**	**20%**
Margin	*7%*	*5%*	*170 bp*	*7%*	*6%*	*90 bp*
Net Financing Cost	164	354	(54%)	467	625	(25%)
Taxes	30	(29)	NM	193	(20)	NM
Net Result	**(2)**	**(198)**	**NM**	**(91)**	**(133)**	**NM**
Margin	*(0%)*	*(7%)*	*730 bp*	*(1%)*	*(2%)*	*50 bp*
EBITDA	**385**	**285**	**35%**	**1,126**	**954**	**18%**
Margin	*13%*	*11%*	*250 bp*	*13%*	*12%*	*150 bp*

Performance per Country | Diversification is visible: the U.S., Peru and Central America lead growth

	3Q26	9M26
Δ Sales	**5%**	4%
EBITDA margin	**18%**	19%

- Demand remained soft.
- Growth pushed by new strategic solutions and services momentum.
- Margin +250 bp: operating leverage and a better services margin.

	3Q26	9M26
Δ Sales	**7%**	(6%)
EBITDA margin	**0%**	(4%)

- Sales grew 24% in local currency on pricing, though lower in real terms amid weak demand.
- Volumes contracted as construction stayed weak.
- EBITDA at breakeven vs. a loss in 3Q25. We remain cautious.

	3Q26	9M26
Δ Sales	**21%**	5%
EBITDA margin	**3%**	4%

- ~31% growth in USD: led by storage, industrial and chemical.
- EBITDA margin 3%: partial pass-through of a supplier cost increase and entry pricing for new accounts.
- Sixth consecutive quarter of positive EBITDA.

	3Q26	9M26
Δ Sales	**25%**	22%
EBITDA margin	**19%**	14%

- **Peru:** better sentiment; El Niño heat lifted storage.
- **Central America:** double-digit growth across the region.
- **Brazil:** water treatment platform building out.

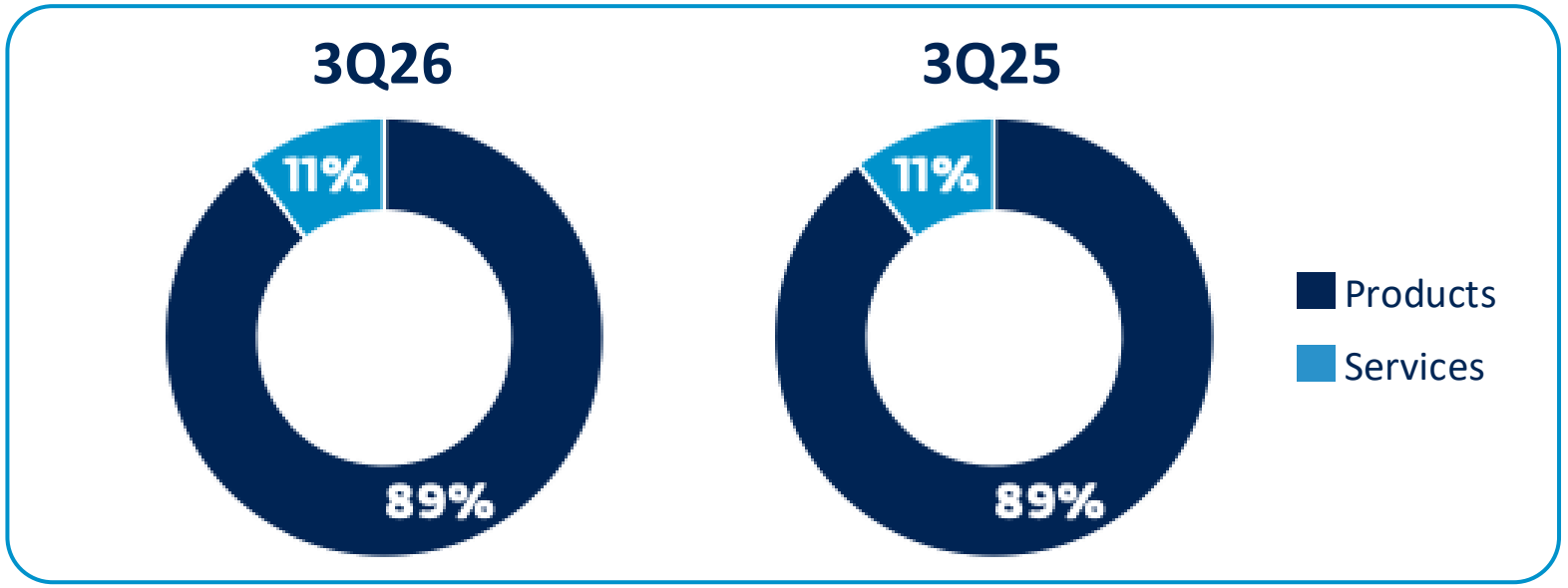
Products & Services | Services reached positive EBITDA as bebbia keeps scaling

Figures in million MXN

+208,000 bebbia subscribers: **record additions**

Products grew across all regions, with a stable 15% EBITDA margin.

Services turned EBITDA positive as bebbia's unit economics improved.



		3Q26	3Q25	Δ %/bp	9M26	9M25	Δ %/bp
Products	Sales	2,615	2,388	10%	7,733	7,429	4%
	EBITDA	381	348	10%	1,238	1,071	16%
	Margin %	*15%*	*15%*	*0 bp*	*16%*	*14%*	*160 bp*
Services	Sales	312	283	10%	898	822	9%
	EBITDA	4	(63)	NM	(112)	(117)	NM
	Margin %	*1%*	*(22%)*	*NM*	*(12%)*	*(14%)*	*180 bp*
Total	Sales	2,927	2,671	10%	8,631	8,251	5%
	EBITDA	385	285	35%	1,126	954	18%
	Margin %	*13%*	*11%*	*250 bp*	*13%*	*12%*	*150 bp*

Capital Structure | The balance sheet keeps getting stronger

Figures in million MXN

Current Leverage

Balance sheet	9M26	9M25	Δ %
Cash & cash equivalents	1,074	802	34%
Total financial debt*	4,363	4,591	(5%)
Net financial debt*	3,289	3,789	(13%)
Net financial debt* / EBITDA	2.2x	3.2x	(1.0)x

**Net Financial Debt excludes leases*

Long-term debt

$3,956

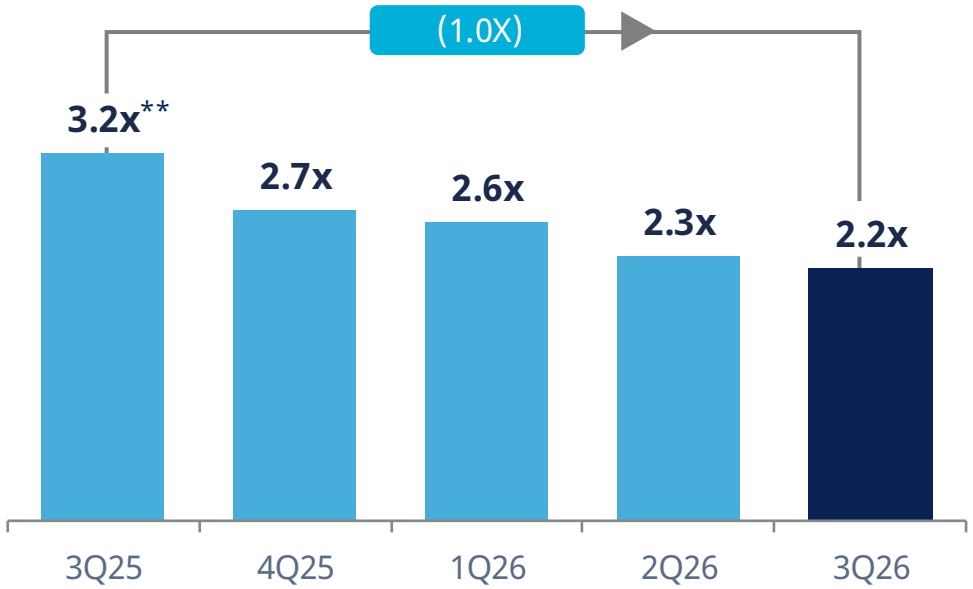
Mainly the 7-year Bancomext loan

Short-term debt

$407

Working capital lines in Mexico

Net financial debt* / EBITDA



A full turn of deleveraging in one year

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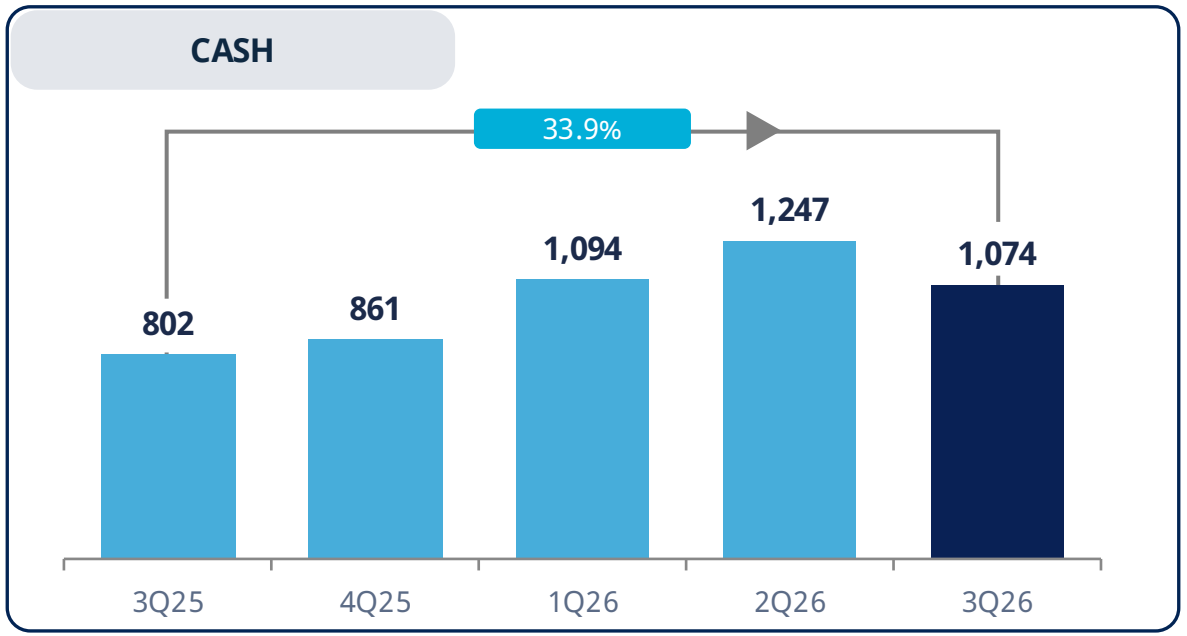
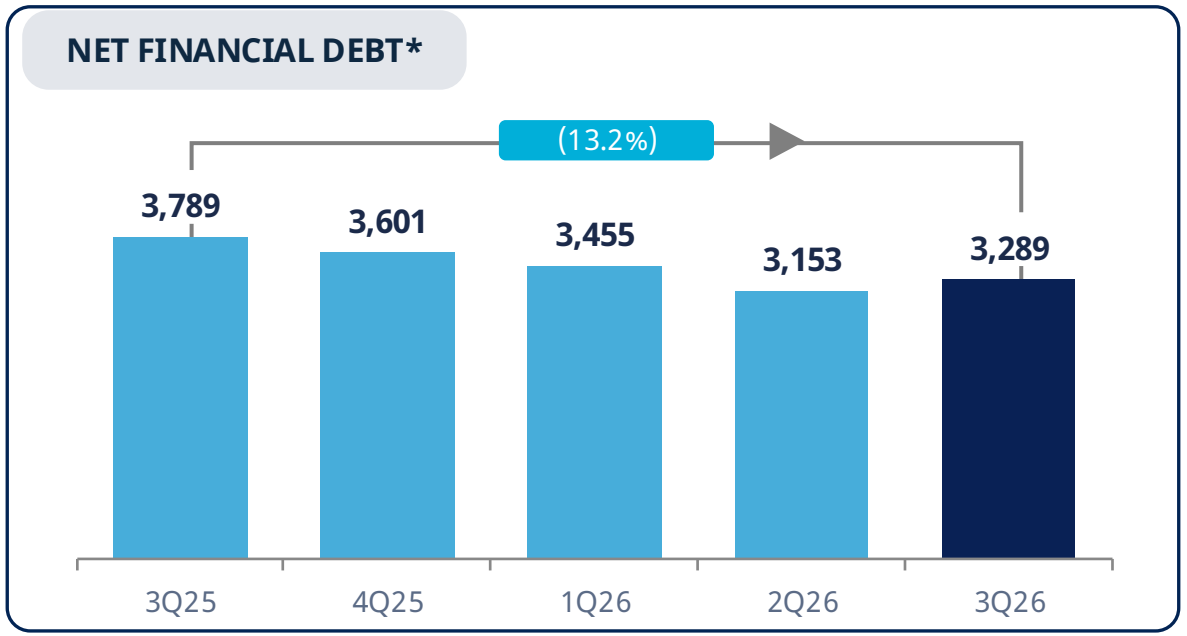
Cash Flow & Balance Sheet | Leverage, debt and cash all moved in the right direction ↘

Figures in million MXN





$1,191M
Operating cash flow

$317M
CapEx, 3.7% of sales

12 days
Cash conversion cycle

*Net Financial Debt excludes leases

Capital Reimbursement | Proposal

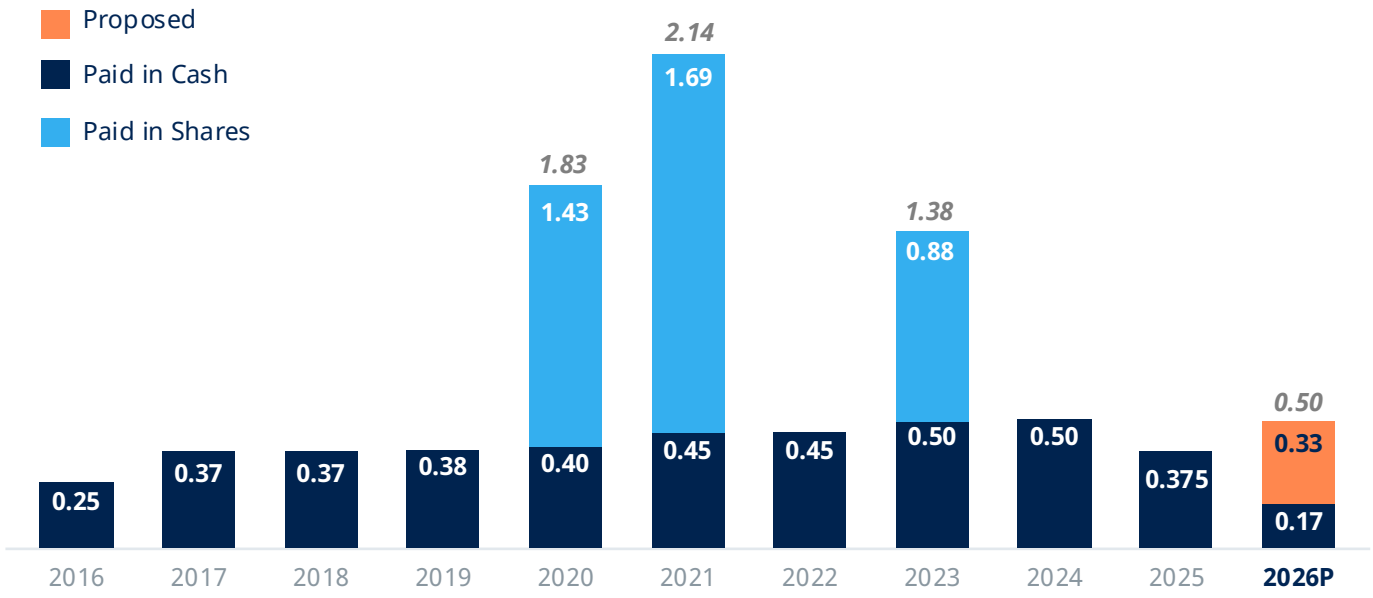
Figures in MXN

$0.33
Per share (MXN)

~$160.4M
Total distribution (MXN)

~2.3%
Yield

Dividends per Share



Next steps

✓ **Board of Directors**
Approved the proposal yesterday.

2 **Extraordinary Shareholders' Meeting**
Proposal to be submitted for approval.

486.2 million shares outstanding. Yield on AGUA closing price of MXN $14.35 (October 20, 2026).

Priorities

Margin Discipline

Deleveraging

Steady improvement in Services

Thank you!

Q&A

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

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

Q&A