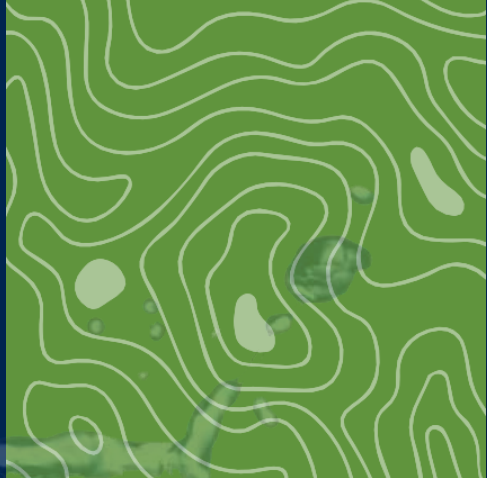
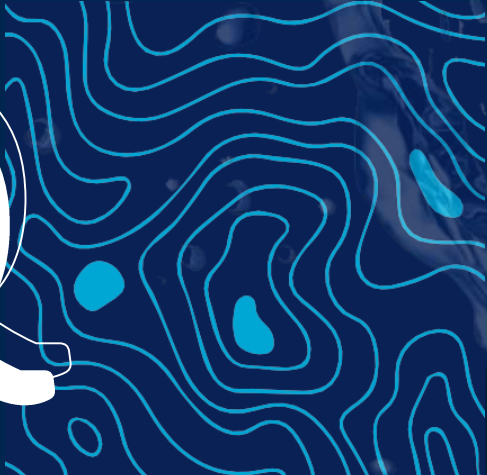




2023

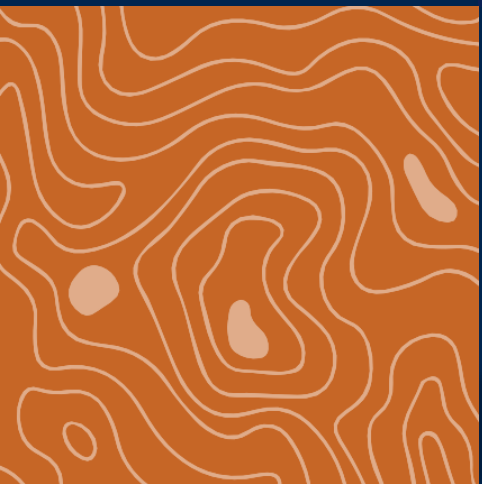


4Q



Earnings Call

February 8th 2023



Grab a coffee!
webcast will start
at 12:05 am EST

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 Aboumrad
CEO



 Mario Romero Orozco
CFO

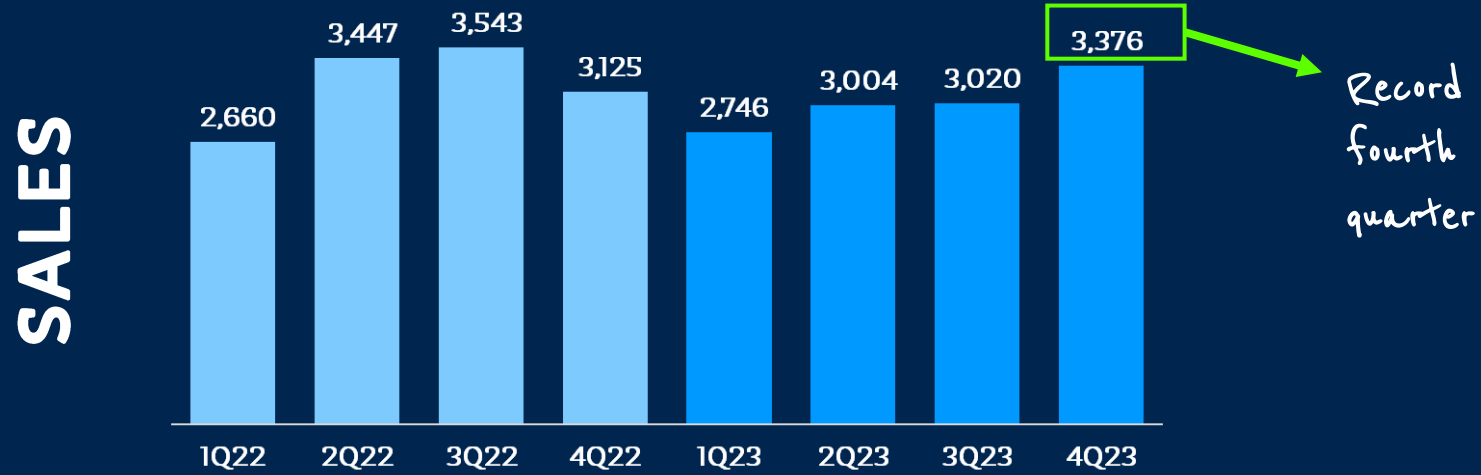


01

4Q23 Performance Overview

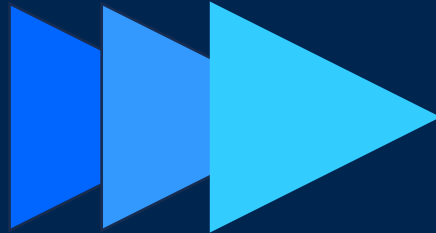
Rotoplas | 2023 Development

Figures in million MXN



PRIORITIES

-  **Operational Excellence**
-  **Maintaining brands leadership**
-  **New business growth**



	Guidance 2023	Results 2023
Sales	(8%)	(5%)
EBITDA Margin	17.0% - 18.0%	17.5%
Net Debt / EBITDA	<2x	1.6x
ROIC	WACC + 350 pb	WACC + 260 pb

ESG Targets

Profit

Tier-1 suppliers evaluated with ESG criteria

Customer satisfaction (NPS score)

Planet

CO₂ intensity – Scopes 1 and 2 per ton of processed resin

m³ of water purified by our solutions

People

People with access to water and sanitation (cumulative)

Women in the workforce

	Target 2023	Results 2023	Target 2025
Tier-1 suppliers evaluated with ESG criteria	45%	50%	100%
Customer satisfaction (NPS score)	73	76	80
CO ₂ intensity – Scopes 1 and 2 per ton of processed resin	0.45	0.43	0.41
m ³ of water purified by our solutions	656K	759K	1.7M
People with access to water and sanitation (cumulative)	788K	800K	1M
Women in the workforce	27%	23.7%	30%

ABC Company
ABC Industry

Sustainability Yearbook Member

S&P Global Corporate Sustainability
Assessment (CSA) Score 2023

S&P Global CSA Score 2023: XX/100
Score date: February 7, 2024

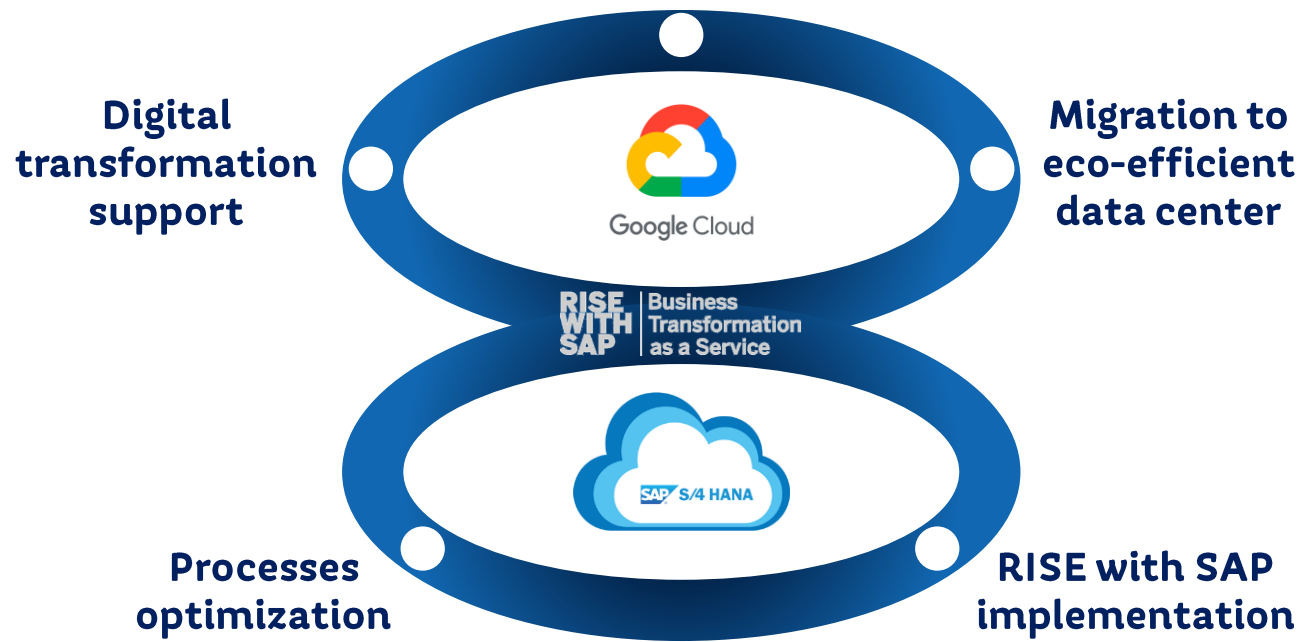
The S&P Global Corporate Sustainability Assessment (CSA) Score is the S&P Global ESG Score without the inclusion of any modelling approaches. Position and scores are industry specific and reflect exclusion screening criteria. Learn more at <https://www.spglobal.com/esg/csa/yearbook/methodology/>

S&P Global

 Sustainable 1

Building alliances

Enhanced Cloud Services and AI Integration



Programmatic M&A

Focus

In-depth market analysis leading to targeted acquisitions in the U.S., Mexico, and Brazil

Key businesses

- Water purification
- Treatment and recycling
- Irrigation

Acquisition criteria

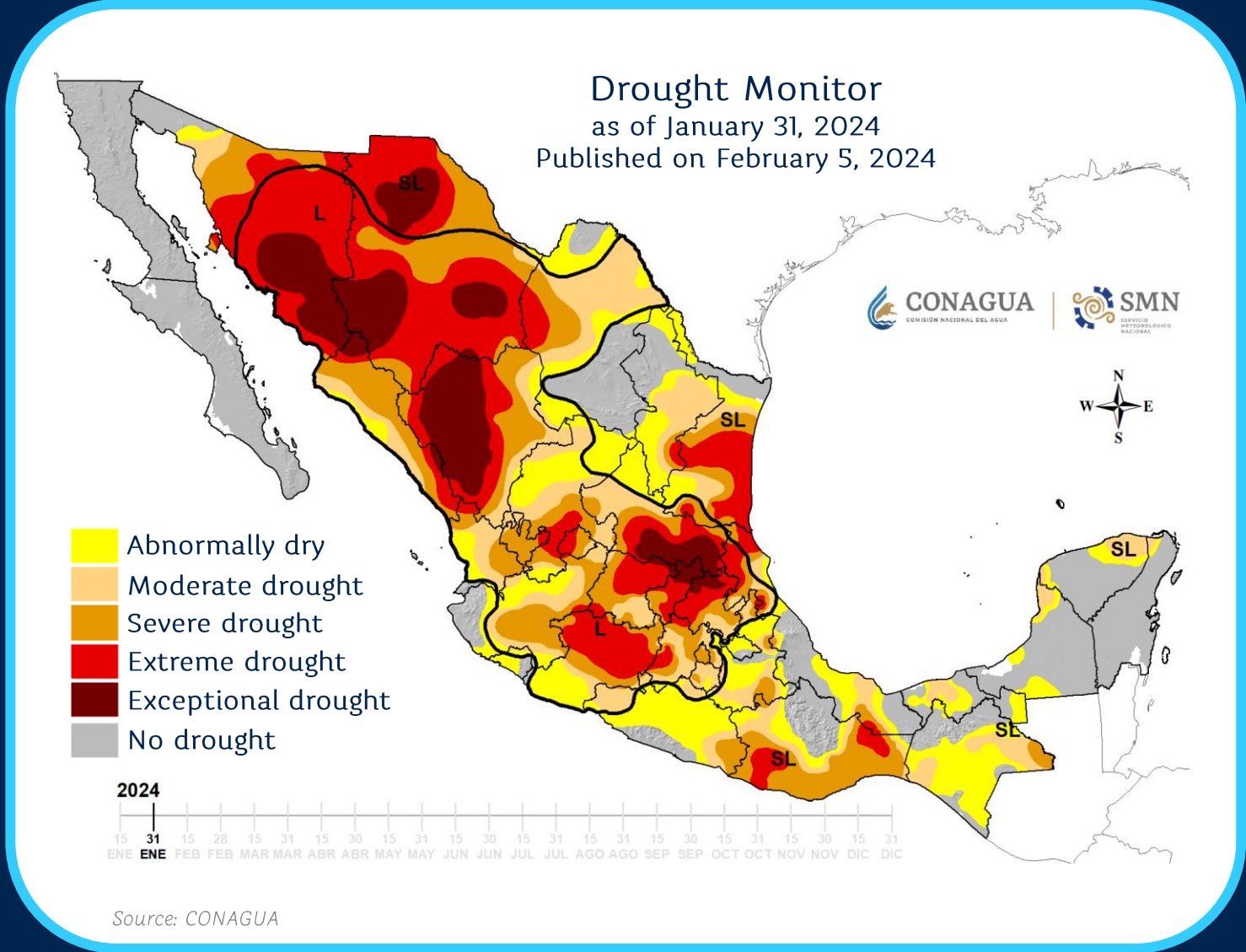
- Strategic fit
- Financially attractive
- Accretive acquisitions
- Added operational capabilities
- IRR > 18%

First acquisition under this strategy

HiTech assets including the brand, inventory and clients database



We reaffirm our commitment to be an ally in tackling this urgent water crisis.

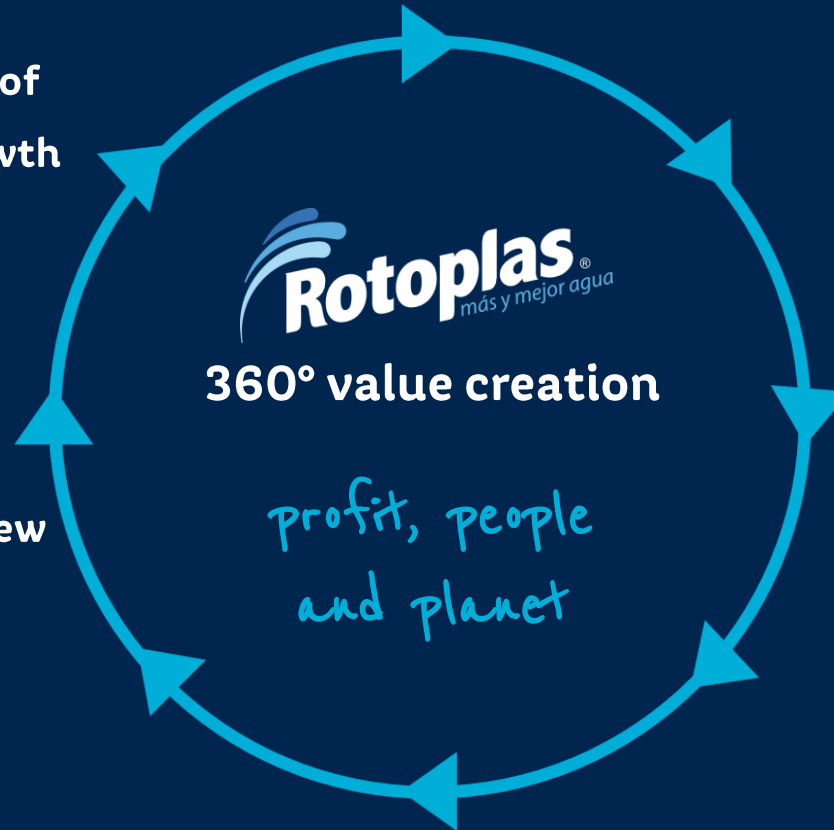


02

Financial & Strategy Highlights

Accomplishments

- Maintain or increase the **market share** of products and achieve double-digit growth in services
- Improve **EBITDA**
- Record high **Net Promoter Score**
- Upgrade 6 out of 8 plants in MX with new storage production technology
- Launch a **Programmatic M&A Strategy**
- Improve the **cash conversion cycle** and Net Debt/EBITDA ratio below 2.0x



Challenges

- **High comparison base** due to water scarcity
- “**Super Peso**”
 - Impact in sales
 - FX losses and FX hedge instrument
- **Competitive pricing dynamics**
- **Political and macro events** in Argentina, Peru and Central America
- **Climate Events:** El Niño in Peru, unusual wet season in U.S.



P&L | Financial Highlights

Figures in million MXN

	4Q23	4Q22	Δ %/bps	2023	2022	Δ %/bps
Net sales	3,376	3,125	8%	12,146	12,774	(5%)
COGS	1,875	1,720	9%	6,625	7,331	(10%)
Gross Profit	1,502	1,405	7%	5,521	5,444	1%
Margin	44%	45%	(5) pb	45%	43%	290 pb
Operating Income	352	452	(22%)	1,559	1,584	(2%)
Margin	10%	14%	(410) pb	13%	12%	40 pb
Financial Expenses	311	181	71%	1,251	768	63%
Taxes	2	(134)	NA	27	26	2%
EBITDA	554	550	1%	2,131	1,982	8%
Margin	16%	18%	(120) pb	18%	16%	200 pb
Net Result	39	405	(90%)	280	791	(65%)

Record EBITDA

YTD

- ✿ **1.6% increase in sales** excluding the **effect** of the strong Mexican **peso**
- ✿ **\$254 million** impact in **EBITDA** related to **new businesses**
- ✿ **\$288 million loss** in **FX hedge** instruments

Sales | Per Country

	4Q23	2023
 Δ Sales	(5%)	(6%)
EBITDA Margin	21%	26%


- ⊗ **Water scarcity** in 2022 raised the **comparative base**.
- ⊗ 4Q “Ofertas Azules” + water cuts in Mexico City → **recovery in products demand**.
- ⊗ **Strong** growth in **services**, driven by **bebbia** and **RSA**.

	4Q23	2023
 Δ Sales	52%	6%
EBITDA Margin	17%	16%

- ⊗ Growth as a result of **increase in volumes** but most importantly, due to **pricing**.
- ⊗ **Price adjustments** to mitigate inflationary pressure on costs.
- ⊗ Growth, combined with expense control, resulted in an EBITDA **margin expansion**.

	4Q23	2023
 Δ Sales	(24%)	(21%)
EBITDA Margin	(16%)	(17%)

- ⊗ Demand was affected by **unusually wet season** in Texas and California.
- ⊗ Normalization in demand after the **pandemic years**.
- ⊗ **Decrease** in **sales** affects **cost and expenses absorption**, deteriorating the EBITDA.

	4Q23	2023
 Δ Sales	(21%)	(12%)
EBITDA Margin	14%	14%

- ⊗ **Peru:** Political instability and the El Niño phenomenon shrink the market.
- ⊗ **Central America:** Price adjustments and “Ofertas Azules” campaign boost regional sales.
- ⊗ **Brazil:** Expansion in water treatment projects and improved sales process.

Sales | Products & Services Mix

+110,000 bebbia units

+6,700 e-commerce clients

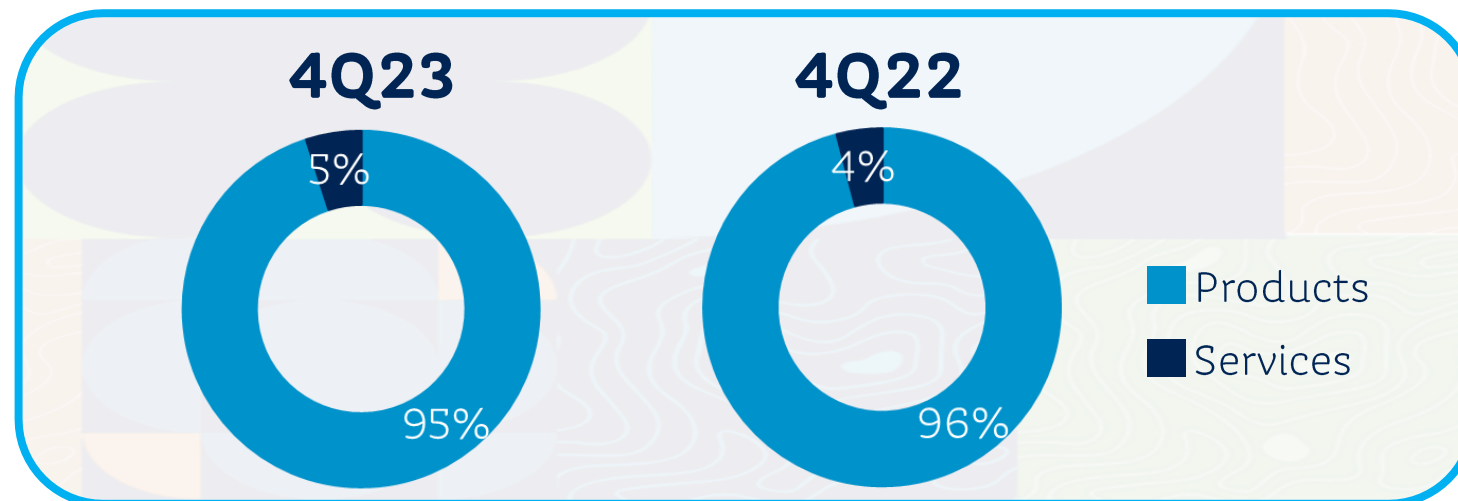
Services experienced **significant growth**

Public sector sales:

4Q23 – 3.4%

2023 – 3.3%

		4Q23	4Q22	%Δ	2023	2022	%Δ
Products	Sales	3,209	2,999	7%	11,521	12,336	(7%)
	EBITDA	595	616	(3%)	2,385	2,281	5%
	% Margin	19%	21%	(200) pb	21%	19%	220 bp
Services	Sales	167	127	32%	625	438	43%
	EBITDA	(41)	(66)	(37%)	(254)	(299)	(15%)
	% Margin	(25%)	(52%)	NM	(41%)	(68%)	NM



Cash Position

Figures in million MXN

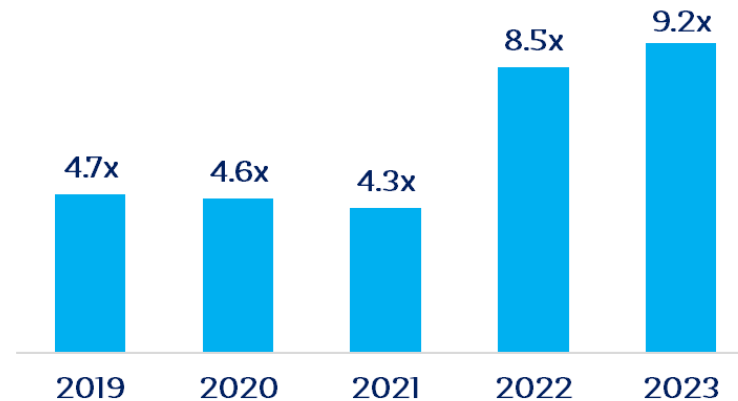
Current Leverage

Balance Sheet	2023	2022	Δ %
Cash & Cash equivalents	566	673	(16%)
Total Debt	4,028	4,009	0%
Net Debt	3,462	3,337	4%
Net Debt / EBITDA	1.6x	1.7x	(0.1)x

Debt Maturity Profile



Interest coverage



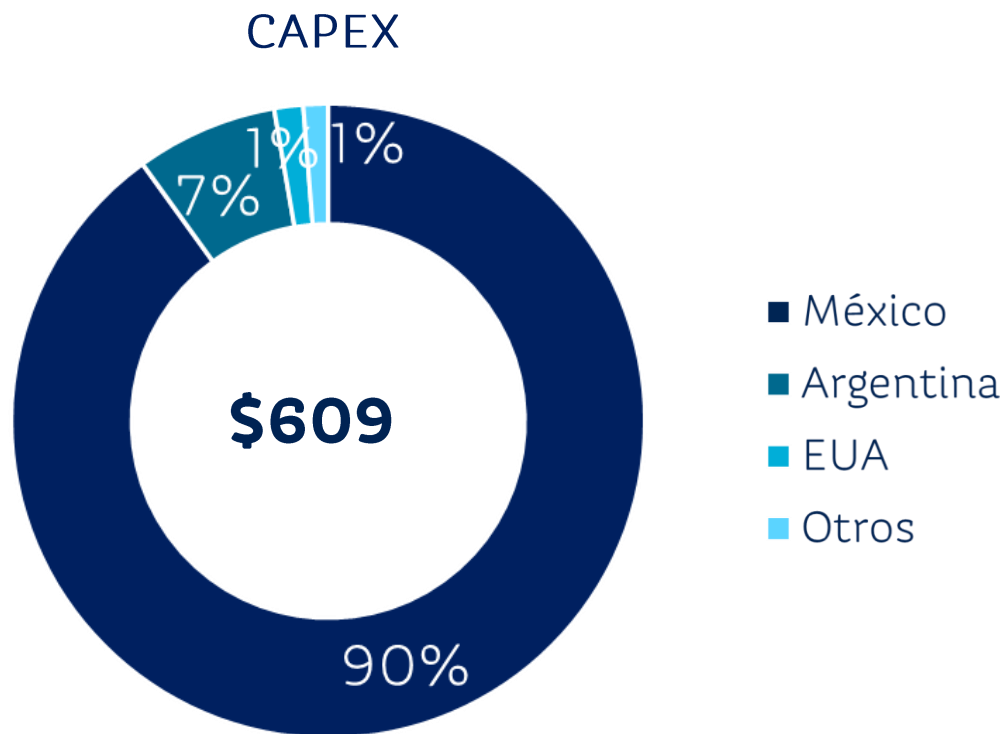
- Cash conversion cycle optimized by 29 days
- Leverage within the Company's debt guideline of < 2.0x

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



Discipline in Capital Allocation

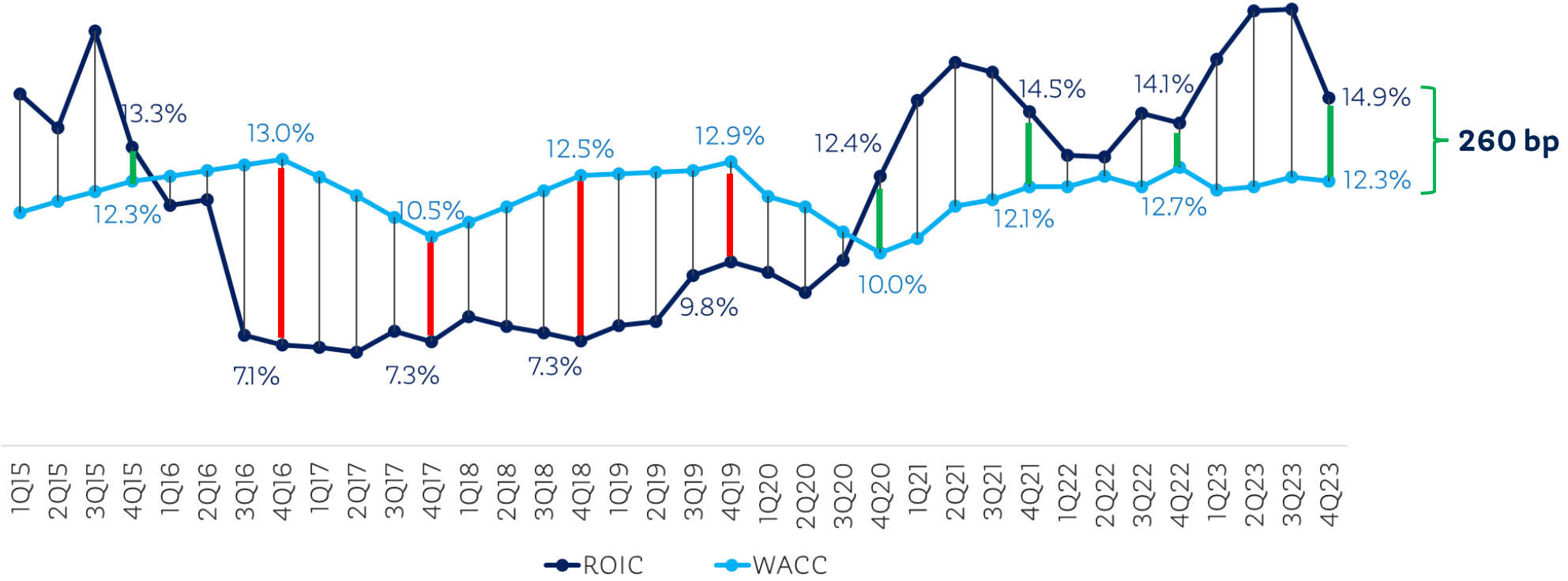
Figures in million MXN



Investments for the **long-term sustainability** of the business.

- **\$470** million invested in new **technology** to produce **storage** solutions and in **machinery** to **increase production** capacity in Mexico and Argentina.
- **\$122** million for **treatment plants** in **Mexico** and **\$3** million in **Brazil**

ROIC | Sustainable value creation



ROIC
closed the year with
an YoY **80 bps**
expansion

ROIC: NOPAT LTM/ Invested Capital LTM, monthly average
 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 and progress

Planet

- 12% decrease in CO₂e Scope 1 & 2 emissions.
- Use of 12,428 tons of recycled resins, 24% of the total processed resins.

CDP 2023 scores

	2022 score	2023 score	Industry average score	North America and global average score
Climate Change Questionnaire	B	A-	B	C



Profit

- Update of the Code of Ethics and anticorruption set of policies.
- Launching of the Sustainability 2.0 Committee and creation of D&I Committee.

People

- Volunteering programs.
- Workgroups:
 - Gender
 - LGBTIQ+
 - People with disabilities



Guidance 2024

2024 Guidance	
Sales	> 10%
EBITDA Margin	18% - 19%
Net Debt / EBITDA	< 2.0x
ROIC	WACC + 200 pb

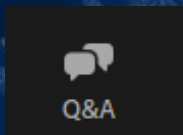


Yesterday, the Board of Directors approved to submit for the consideration of the GSM:

- A capital reimbursement in cash of \$0.50 (fifty cents) for each outstanding share.



Thank you!



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

Please include:

*Name

*Fund or Company