



Grupo Rotoplas (AGUA*)

Earnings Results Conference Call 3Q18

October 18th, 2018

Forward Looking Statements

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Carlos Rojas Mota Velasco
Chairman of the Board & CEO



Mario Romero
CFO

Highlights

27% growth in sales and 11% in EBITDA

Growth drivers for sales:

- Operations in the United States
- “IPS” recent acquisition in Argentina (water-flow company)
- Wastewater treatment plants / “Drinking water” platform
- Central America & Perú

Highlights

Argentina

- Complete portfolio of products
(water storage, water flow and water treatment)
- Rotoplas grows faster than industry average



IPS

+ 70 years of history
healthy balance sheet
competitive export platform

Highlights

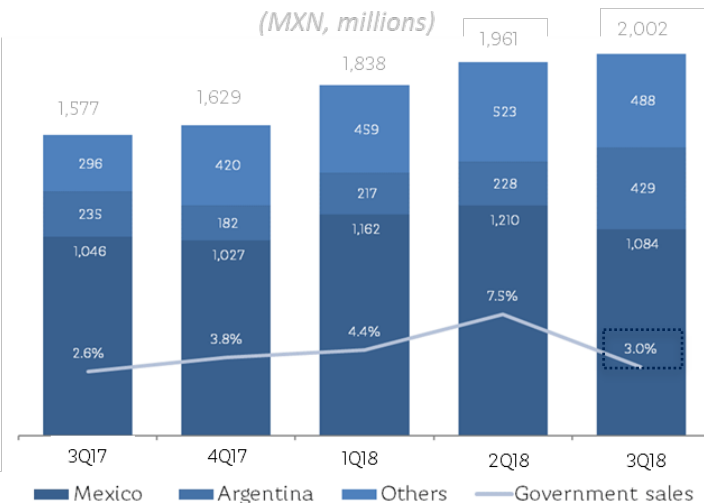
- Reopening of Sustainable Bond AGUA 17-2X Ps.1,000 million (Oct 11)

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MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

- Government sales

Sales by Country

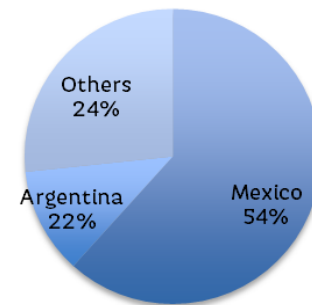


3Q Results

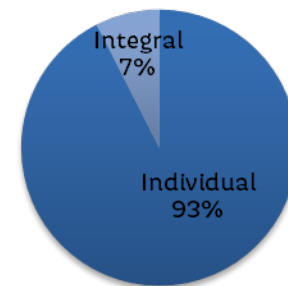
(MXN, millions)

	3Q18	3Q17	Var.
Net Sales	2,002	1,577	27.0%
Gross Profit	769	657	17.0%
<i>Gross Profit Margin</i>	38.4%	41.7%	(330) bp
EBIT	187	198	(5.5%)
<i>EBIT Margin</i>	9.3%	12.5%	(320) bp
Net Income	66	124	(46.8%)
<i>Net Income Margin</i>	3.3%	7.8%	(450) bp
EBITDA	295	266	10.8%
<i>EBITDA Margin</i>	14.8%	16.9%	(210) bp

Sales 3Q18



Sales 3Q18



Depreciation & Amortization - 9M18

(MXN, millions)

9M18 - \$309

9M17- \$197

Δ \$111

Breakdown:

Growth

\$49

One-time M&A expenses (IPS, e-commerce)

\$33

One-time accelerated depreciation in solar panels in Mexico and machinery divestiture in Brazil

\$29

Total

\$111

Thank you