

Corporate Presentation

# 10Q25

Grupo Rotoplas S.A.B. de C.V.



### Our Purpose

We exist to transform people's quality of life by ensuring water is used to its fullest extent

### Our Mission

For people to have more and better water

### Our Vision

Offer non-centralized and sustainable water solutions, with relevant benefits for our customers, within the Rotoplas Way

We are currently at a crucial point in addressing water-related problems

A **40% gap** between global **water supply and demand** is projected by **2030**

We could **exhaust our fresh water supply by 2040** at the current rate of consumption

At least 69% of the impact of **climate change is manifested through the water cycle**

# Investment considerations

01 The Water Industry

02 Our Solutions

03 Our Strategy

04 Our Results

# 01

## The Water Industry



# Global Water Industry | An immense opportunity

## What you need to know:



- **75%** of our planet is **covered** by **water**, but **less** than **1%** is **usable**.
- Water **demand** has **increased** by **40%** over the last 40 years and is **expected** to **rise** an additional **25%** by **2050**, while **supply** has more than **halved** since **1970**.
- We could **exhaust** our **fresh water supply** by **2040** at the current rate of **consumption**.
- **80%** of global **wastewater** is **discharged** into the **sea without** adequate **treatment**.
- **Microplastics** are present in **83%** of **drinking water**.
- **57%** of global freshwater **aquifers** are **overexploited**.
- **One third** of **freshwater** in pipelines is **lost** due to **leaks**.

- The **climate** and **water crises** are **interconnected**: for every **+1°C**, there is a **20% reduction** in renewable **water**.
- At least **69%** of the **impact** of **climate change** is **manifested** through the **water cycle**.
- **Every dollar invested** in water access and sanitation **could yield \$7** in **returns**<sup>1</sup>.
- **Solving** the global **water crisis** would **cost** only **1%** of the **annual GDP** until **2030**.
- Approximately **78%** of the **capital employed** in **water security** comes from the **public** sector, but it is **expected** to **fall** to **43%** in the next decade, while **private capital** will **increase** from 3.8 to **12.6 trillion** dollars<sup>2</sup>.

1. World Bank  
2. Global Water Intelligence

## Regional Outlook



Water scarcity is most acute in its northern and central regions, where overexploitation of aquifers meets with insufficient management. Pollution further diminishes water quality, impacting urban and rural communities. Mexico faces a critical need to balance usage and improve water quality controls.



Argentina's principal water issue is the disparity in water distribution, leading to scarcity in arid regions and contamination from industrial and agricultural sources in others. Essential resources are unevenly spread, with significant areas facing drought conditions and water quality challenges.



In the United States, water scarcity in the west and pollution issues are critical, exacerbated by old infrastructure (70-100 years) that causes inefficiencies and water loss, highlighting the urgency for updated systems and sustainable management practices.



Peru's water crisis primarily stems from the uneven geographical distribution of water, with abundant resources in the Amazon but scarce availability in coastal and Andean regions. Pollution from mining and poor wastewater management further aggravates water quality issues in populated areas.



Central America deals with dual threats of water scarcity in some areas and excess in others, compounded by pollution from inadequate waste management. These issues strain limited water management capabilities, affecting both human health and regional biodiversity.



Brazil grapples with regional water scarcity in the Northeast and pollution concerns across urban areas, despite abundant resources in the Amazon. Inadequate sanitation infrastructure exacerbates water quality problems, presenting significant health and environmental challenges.

Across these regions, **climate change exacerbates existing water challenges**, intensifying droughts and floods, altering rainfall patterns, and putting additional pressure on already strained water management and conservation efforts.

# 02

## Our Solutions

# A story motivated by water

Rotoplas is born in Mexico



1978

The first polyethylene water tank is launched

1978



International expansion begins with the plant in Guatemala

1996



Rotoplas starts operating in Argentina

1997

Acquisition of Talsar in Argentina and Sytesa (RSA) in Mexico

2016



Start of operations in the USA

2015



Rotoplas is listed on the BMV under the ticker AGUA\*

2014



Launch of Tuboplus

2003



Issuance of the first Sustainable Bond in LATAM & Entry into the Dow Jones Sustainability MILA Pacific Alliance

2017



Start of the Flow transformation program

2019



Launch of the Sustainable Growth Plan for 2025

2020

Update of the Sustainability Strategy

2021



Start of technological update in plants In Mexico

2022




 **14** countries

 **18** plants

 **+3,200** employees

 **27** product lines

 **3** Service lines

 **+32,000** points of sale

 **+143,000** points of service

# Our Products | Solutions for adapting to climate change

## STORAGE



**Rotoplas**  
más y mejor agua

## WATERFLOW



**Tuboplas**



Instalamos  
confianza  
AGUA, GAS y DESAGUE






## IMPROVEMENT



**SEÑORIAL**  
Calor que perdura

**Rotoplas**  
más y mejor agua

## Value Traditional Business

-  Leading brands
-  Strong market share
-  Strong cash flow
-  Steady EBITDA – 1Q25 \$314
-  Dividend payment



# Our Services | Climate change mitigation solutions

## PURIFICATION



bebbia®

## TREATMENT & RECYCLING






rsa | Rotoplas  
servicios  
de agua | Acuantia.

## IRRIGATION



riego®

## Growth New Businesses

-  Investment phase:  
negative cash flow
-  Negative EBITDA – 1Q25  
(\$13)
-  Strong earnings growth  
potential

# Rotoplas' presence

## Portfolio by country

We provide an extensive array of products and services tailored to meet the unique requirements identified in each market where we operate.

● Mature Market   ● Expanding Market   ● Emerging Market   ● Explore   ● Plan

### PRODUCTS

Storage	Acuantia. THE TANK DEPOT	Rotoplas	Rotoplas	Rotoplas		Rotoplas
Waterflow		Tuboplus	Tuboplus	Rotoplas		Instalamos confianza
Improvement		Rotoplas	Rotoplas	Rotoplas		SEÑORIAL Color que perdura

### SERVICES

Purification		bebbia.			
Treatment & recycling	Acuantia.	rsa Rotoplas servicios de agua			Acuantia.
Irrigation		rieggo.			

# 03

## Our Strategy



# Strategic Priorities



## Sustainable growth of the traditional business (products)

- SMART Project
  - New manufacturing process for storage solutions
  - Launch of the Tinaco Plus+
- Release of the B2B e-commerce platform



## Growth and development of **new businesses** (services)

- Increase penetration of bebbia
- Explore new industries with RSA and Acuantia Brazil
- Continue to develop rieppo



## Digitization of the water ecosystem

- Launch of bebbia SMART with IoT
- Migration to Google to improve operational efficiencies



## Commitment to look after all **stakeholders**

- Be driven by the company's purpose
- Adopt best ESG practices
- Create value for our shareholders
- Promote the well-being of the society while protecting the planet



# Financial Priorities

## 01.

### Reversing the EBITDA trend through cost and expense reductions

- Decrease in digital expenses
- SG&A: Internal restructuring
- General expense reductions across all business units

## 02.

### Increasing free cash flow through optimized working capital and controlled Capex

- Reduce inventories in Argentina and Mexico
- Optimizing accounts receivables by leveraging technology in our processes
- Capex Cherry-Picking Strategy:
  - Prioritize maintenance Capex to sustain the performance of products
  - "Pay-as-you-grow" strategy for services businesses

**We are entering a phase of reduced investment, focusing on reaping the benefits of previous efforts**

**We remain fully committed to generating value for our shareholders**

# Discipline in Capital Allocation

Resource allocation for:



Organic growth



Inorganic growth  
Coherence matrix approach



Share buybacks



Dividend Payment



Debt Payment

Process:



Project proposal



Evaluation



IRR > WACC

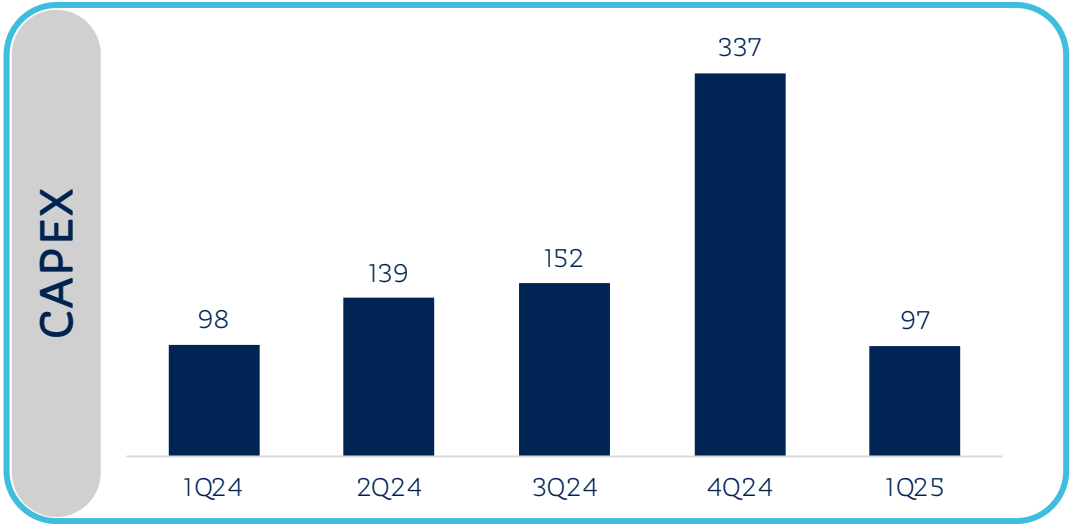


Validation and approval



Quarterly status update

Con el apoyo de un Comité de Asignación de Capital



# Sustainability Strategy | 360° Value Generation



TASK FORCE ON  
CLIMATE-RELATED  
FINANCIAL  
DISCLOSURES



**360° Value generation**

- Our strategy places profit, people, and planet on equal priority, aiming to create value across all stages of water use and for diverse stakeholder groups.
- Rotoplas Issued the First Sustainable Bond in Latam

# ESG | Results & Goals



## Profit

Suppliers evaluated with ESG criteria\*

Customer Satisfaction (NPS Score)

Results 2024	Results 1Q25	Goal 2025
76%	77%	100%
80	80	80



## Planet

CO<sub>2</sub> Intensity - Scope 1 and Scope 2 –  
per ton of processed resin

m<sup>3</sup> of purified water using our solutions

0.38	0.38	0.41
1.2M	262K	1.7M



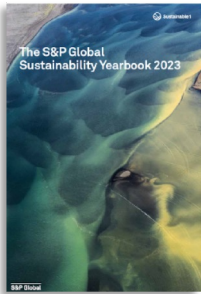
## People

People impacted with access to sanitation  
(cumulative)

Women in the workforce

1.1M	1.2M	1M
25.1%	25.7%	30%

### Indices & Recognitions



\*Suppliers classified as "Critical - Tier 1."

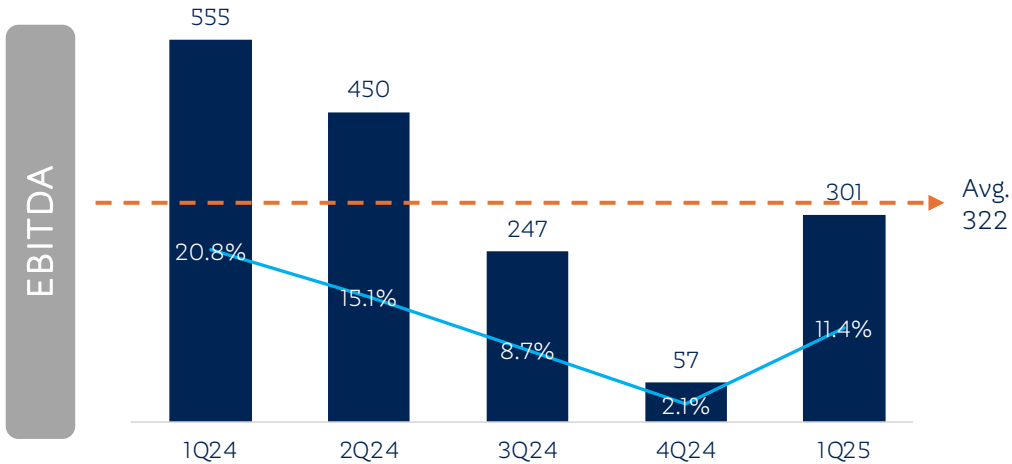
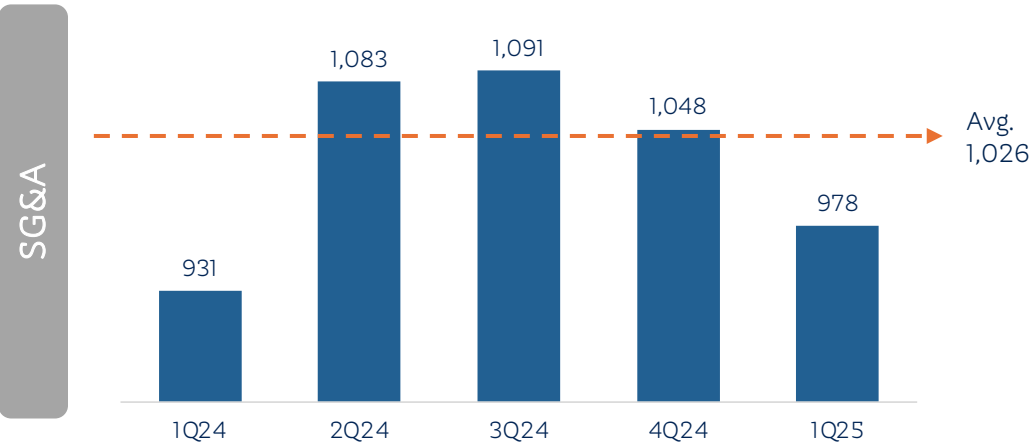
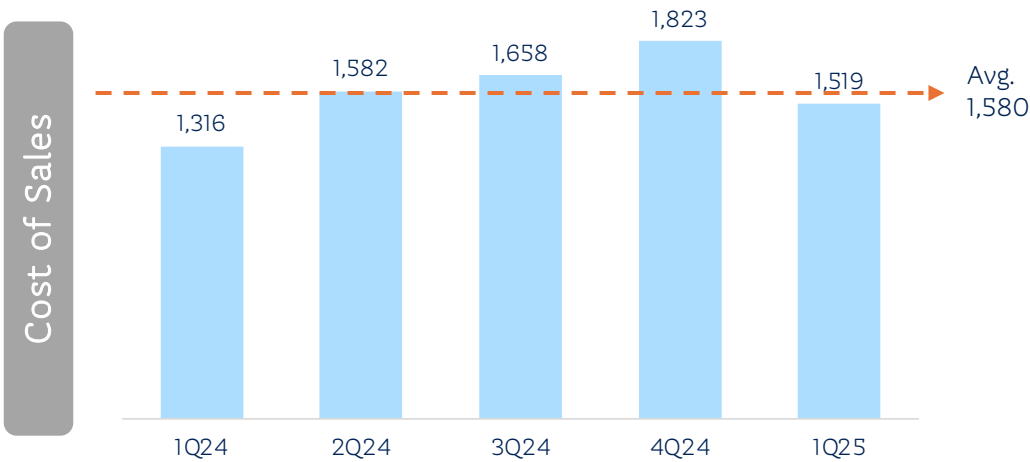
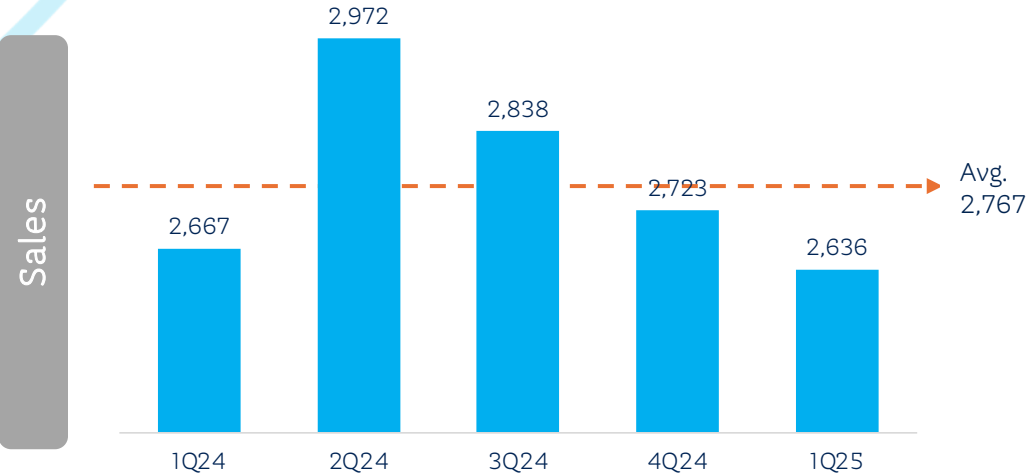


# 04

## Our Results

# Sequential Improvement | P&L

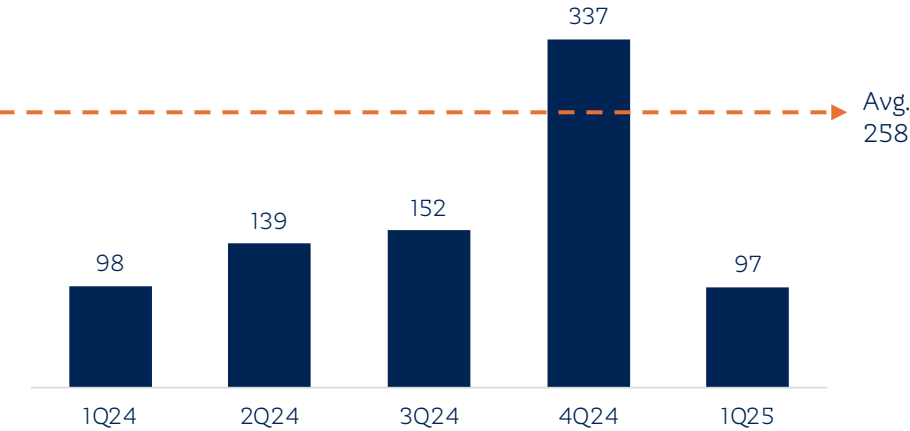
MXN mm



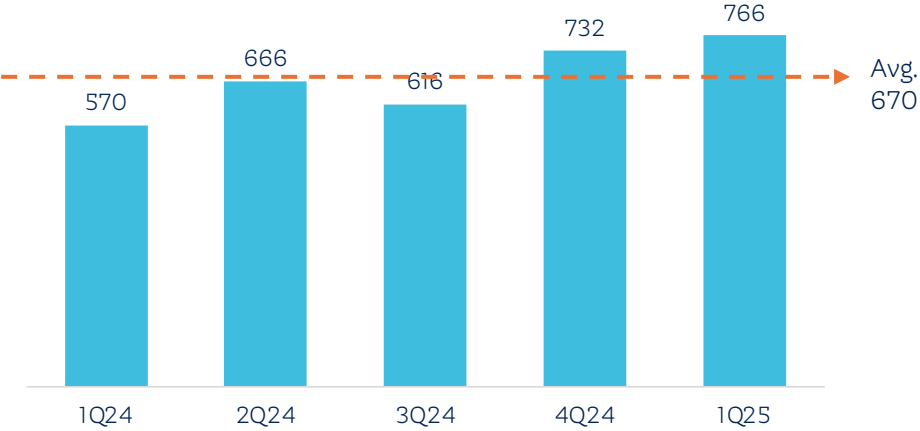
# Sequential Improvement | Balance Sheet

MXN mm

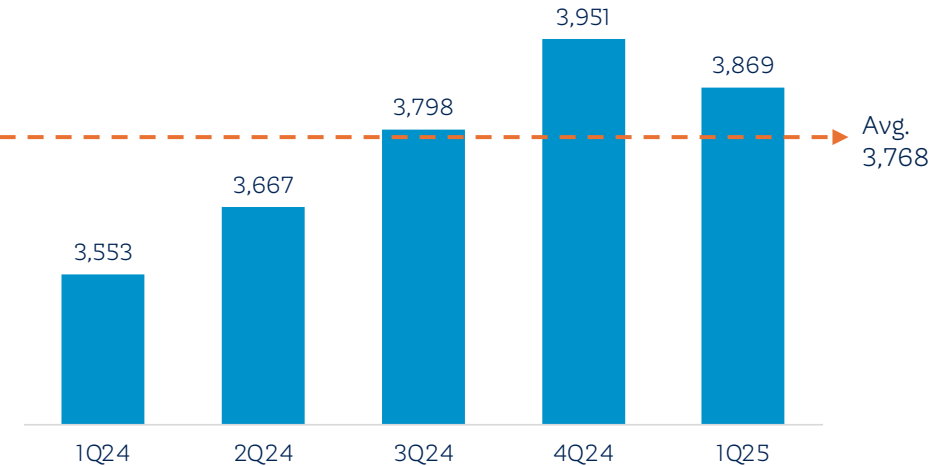
CapEx



Cash



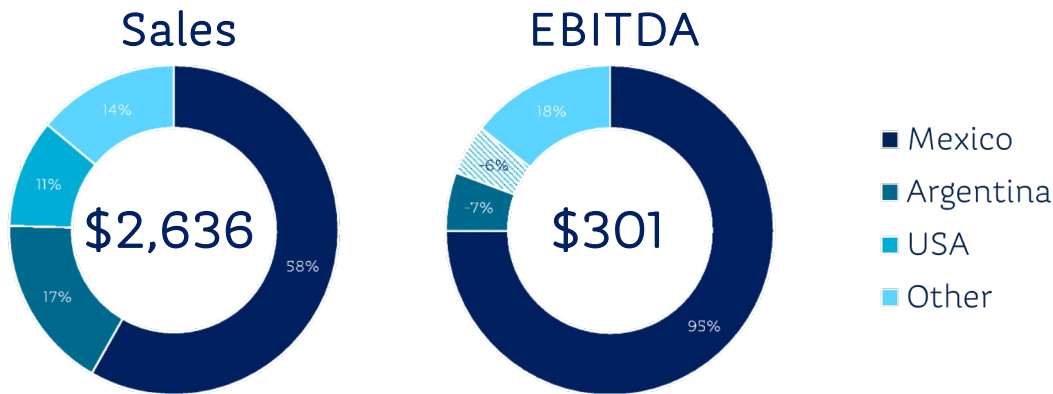
Net Debt



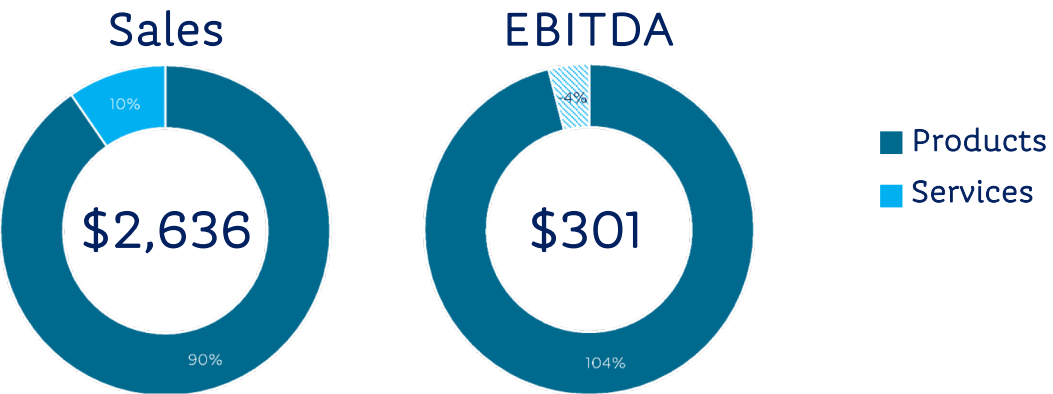
# 1Q25 Results

MXN mm

## By Country



## By Solution



		1Q25	1Q24	Δ %/bps
Income Statement	Net sales	2,636	2,667	(1%)
	Cost of Sales	1,519	1,316	15%
	Gross Profit	1,117	1,352	(17%)
	Margin	42%	51%	(830) pb
	Operating Income	139	421	(67%)
	Margin	5%	16%	(1050) pb
	Financing Result	116	64	83%
	Taxes	(1)	54	NA
	EBITDA	301	555	(46%)
	Margin	11%	21%	(940) pb
	Net Result	24	304	(92%)



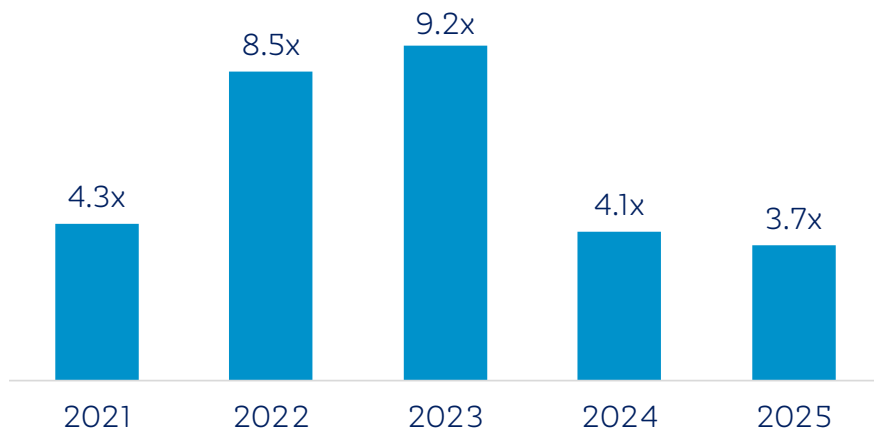
# 1Q25 Results

MXN mm

## Debt Maturity Profile



## Interest coverage\*



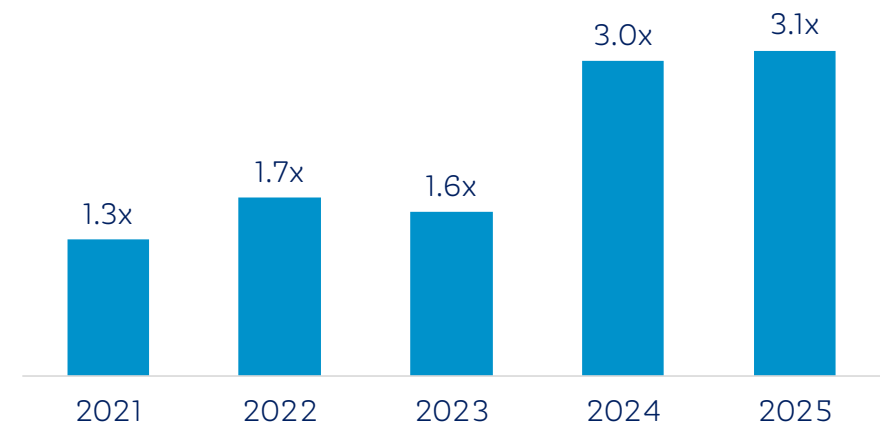
\*\*Considers net interest paid = interest expense – interest income  
 \*Calculation of interest coverage: LTM EBITDA/ LTM Net interest expense

## Balance Sheet

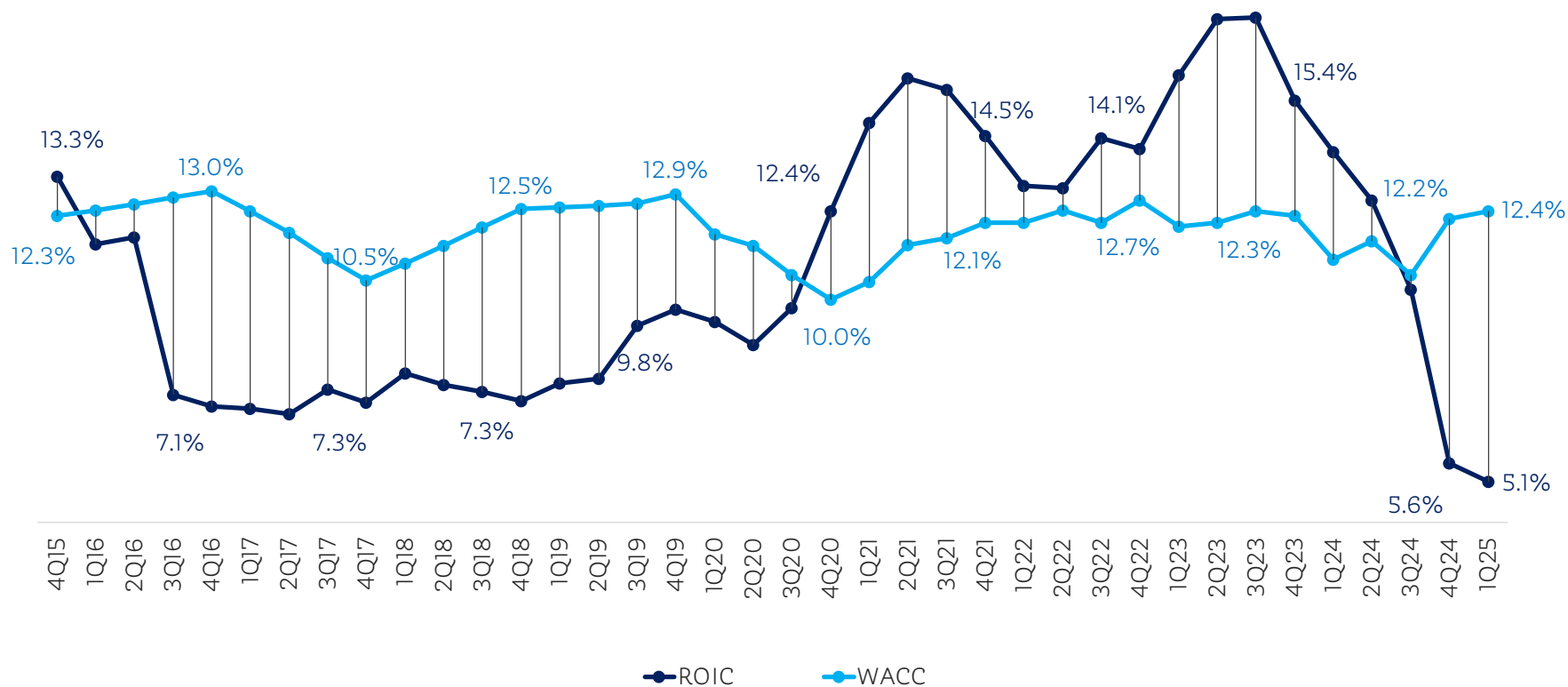
March 2025

Cash and Cash Equivalents	766
Other Asssets	13,945
<b>Total Assets</b>	<b>14,711</b>
Debt	4,635
Other Liabilities	3,549
<b>Total Liabilities</b>	<b>8,184</b>
Equity	6,527
<b>Liabilities + Equity</b>	<b>14,711</b>

## Net debt / EBITDA



# ROIC vs. WACC



Our **focus** in the **coming quarters** is to **enhance NOPAT** to regain a **positive spread** between **ROIC** and **WACC**

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.

# Key Takeaways

- We are **strengthening our traditional** business with **innovation** and **efficiency**
- Our growing **services platform is unlocking new opportunities** across the water cycle
- **Digital transformation** is **enhancing** how we **operate** and **connect** with **customers**
- **Prior investments are expected to start** delivering visible **results**, leading to **improved cash flow** and **enhanced ROIC**
- **Sustainability** continues to **guide every decision**, creating meaningful **impact** for all **stakeholders**

• <b>AGUA*</b> upside potential.....	Analyst Coverage		
	Apalache	Buy	\$28.50
	BTG Pactual	Neutral	\$24.80
	GBM	Buy	\$44.00
	Miranda Research	Buy	\$28.00
	Signum / Punto	Buy	\$18.64
	Consensus		\$28.79

# Thank you!

## INVESTOR RELATIONS

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