

Earnings Call

1Q25

24/04/25



Forward Looking Statements

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Speakers



Carlos Rojas Aboumrad
CEO



Andrés Pliego Rivero-Borrell
CFO



01

1Q25 Performance Overview

Business Priorities

Sustainable growth of the traditional business



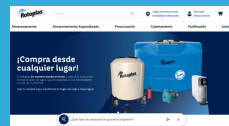
- Vertical tank and IoT water level meter launched in Mexico.
- E-commerce continues scaling, supported by AI-driven customer service.
- The U.S. posted double-digit revenue growth and a 4th consecutive quarterly improvement in EBITDA margin.

Growth and Development of Services



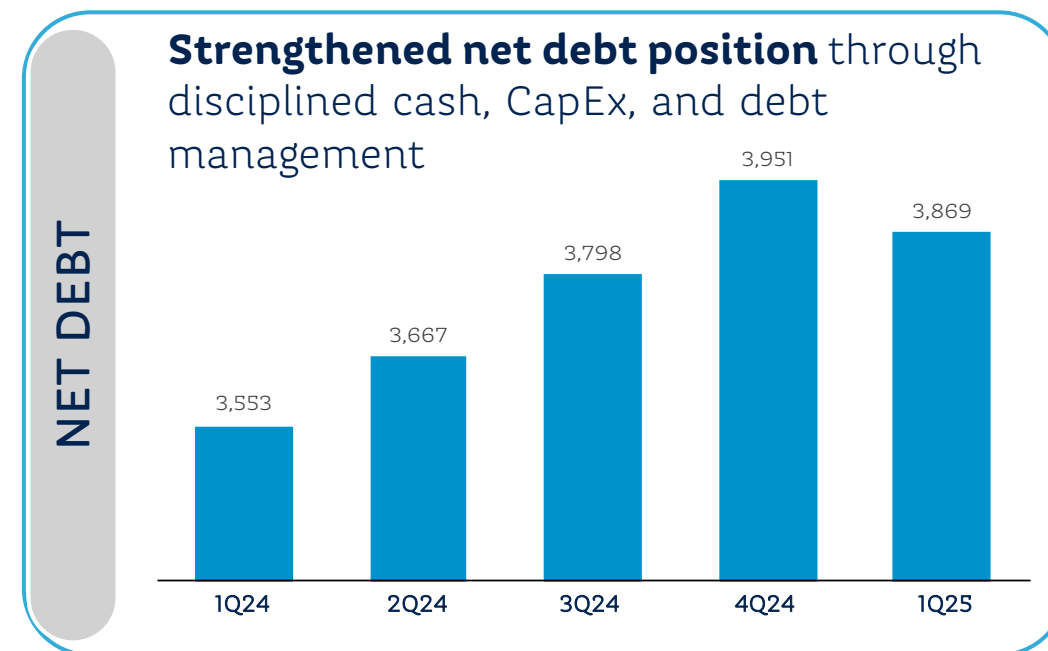
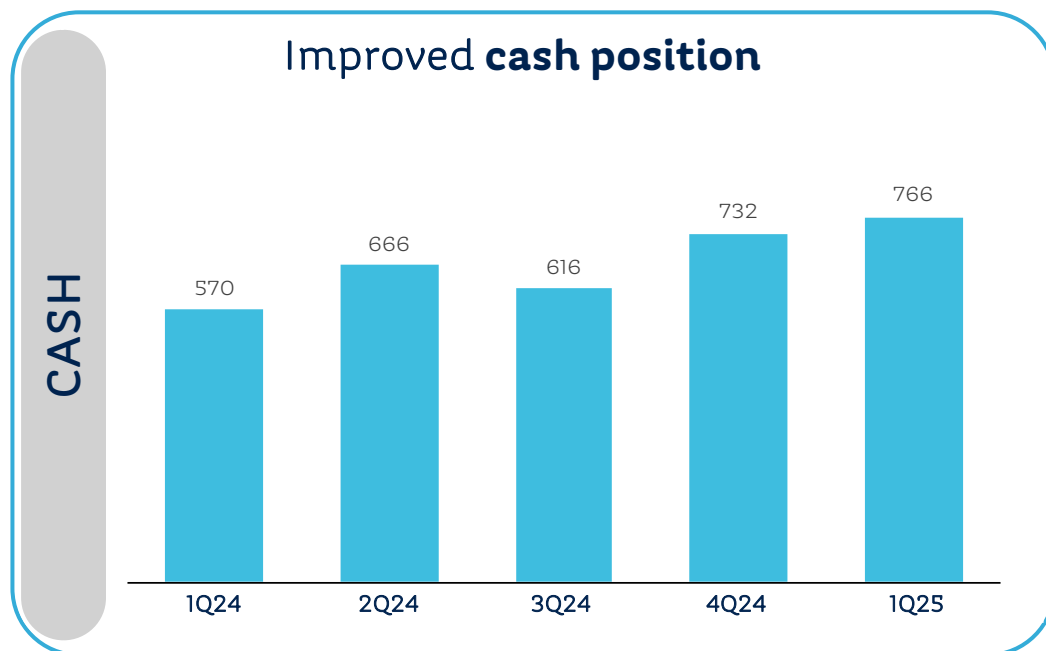
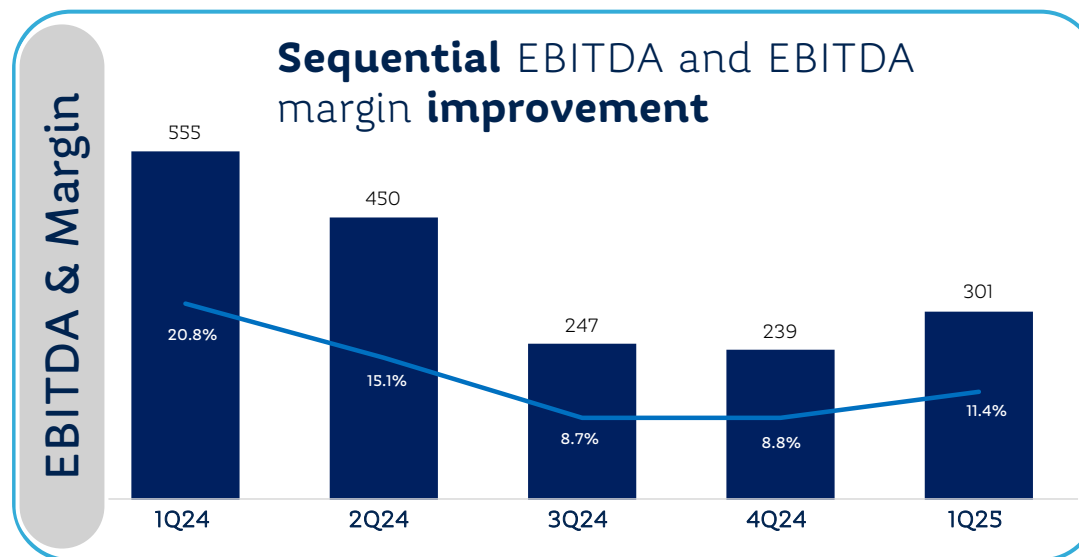
- Strong performance from bebbia and RSA.
- bebbia surpassed 143,000 active subscribers.
- Validates long-term growth potential in value-added water services.

Digital Transformation



- B2B and B2B2C e-commerce scaling steadily.
- National logistics control tower improving operations.
- AI-driven predictive sales pilots advancing.
- Building scalable, tech-enabled growth foundations.

Business Priorities



General Shareholders' Meeting 2025

New Board Member

- William A. Russo to join the Board
- Global expert in strategy, operations and transformation

Board Composition

- 14 Members
- 50% independence

Committees Composition

- Members of the Audit, Corporate Practices, and Compensation Committees to be approved

2024 Financial Statements

- Approval of the Financial Statements including adjustments related to IFRS 29 (hyperinflation accounting) in Argentina

Our Focus

- **Tight cost and expense management**
- **Driving operational efficiency**
- **Creating long-term value**

02

Financial & Strategy Highlights

P&L | Financial Highlights

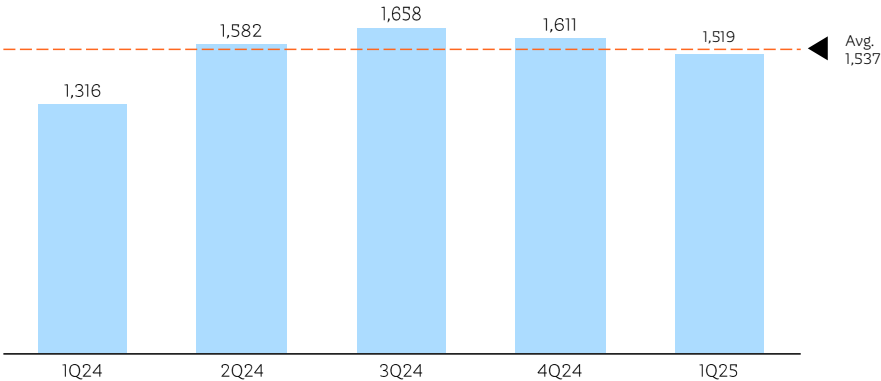
Figures in million MXN

	1Q25	1Q24	Δ %/bps
Net Sales	2,636	2,667	(1%)
COGS	1,519	1,316	15%
Gross Profit	1,117	1,352	(17%)
Margin	42%	51%	(830) bp
SG&A	978	931	5%
Operating Income	139	421	(67%)
Margin	5%	16%	NA
Comprehensive Financing Cost	116	64	83%
Taxes	(1)	54	NA
Net Result	24	304	(92%)
Margin	1%	11%	NA
EBITDA	301	555	(46%)
Margin	11%	21%	(940) bp
ROIC	5.1%	14.0%	(890) bp

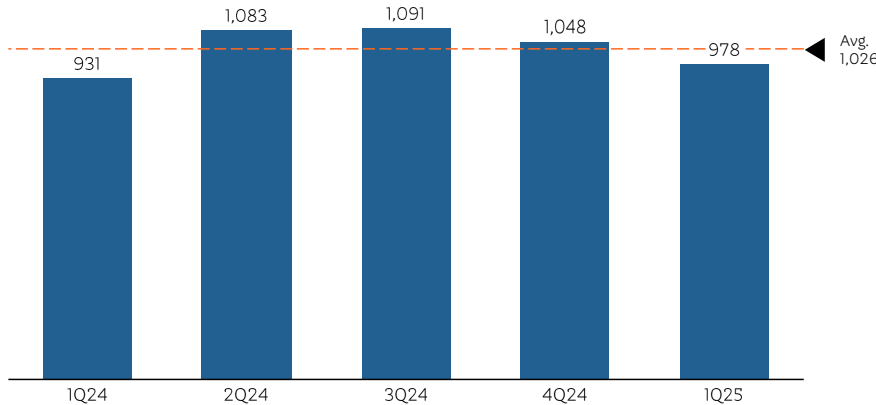
EBITDA Margin excluding severance packages would have been 13.2%



Cost of Sales



SG&A



Sales | Per Country



	1Q25
Δ Sales	(10%)
EBITDA Margin	19%

- Product sales declined due to softer market conditions.
- Services — driven by bebbia and RSA — delivered double-digit growth.
- EBITDA margin improved sequentially, supported by strict cost control despite lower volumes.



	1Q25
Δ Sales	2%
EBITDA Margin	(5%)

- Slight volume recovery in water flow, heaters stayed under pressure.
- Economic headwinds and seasonality continue to limit demand.
- EBITDA impacted by cost inflation and low operating leverage.



	1Q25
Δ Sales	25%
EBITDA Margin	(7%)

- Revenue grew in local currency and MXN, driven by industrial clients.
- Operational efficiency gains continued under the lean strategy.
- EBITDA margin improved for the fourth consecutive quarter.



	1Q25
Δ Sales	23%
EBITDA Margin	15%

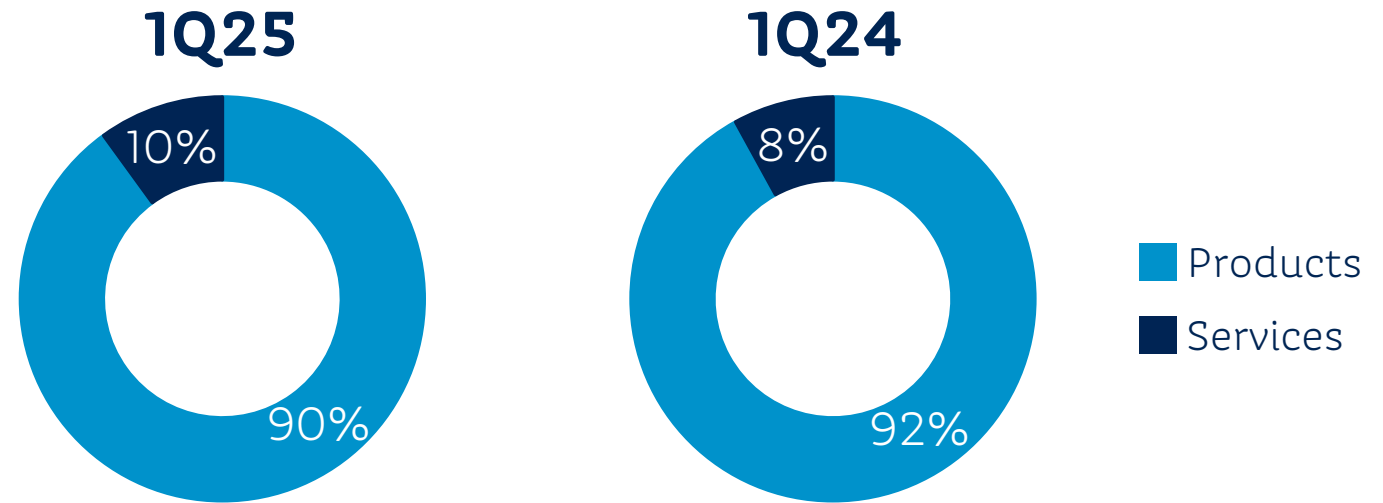
- Double-digit revenue growth across all regions.
- Solid demand and disciplined execution supported profitability.
- EBITDA margins remained healthy, reflecting strong operational performance.

Sales | Products & Services

Figures in million MXN

+143,000 *bebbia* units

Services continue with **strong traction**



		1Q25	1Q24	%Δ
Products	Sales	2,380	2,445	(3%)
	EBITDA	314	607	(48%)
	Margin %	13%	25%	NM
Services	Sales	255	223	15%
	EBITDA	(13)	(52)	74%
	Margin %	(5%)	(23%)	NM
Total	Sales	2,636	2,667	(1%)
	EBITDA	301	555	(46%)
	Margin %	11%	21%	(940) bps

Cash Position

Figures in million MXN

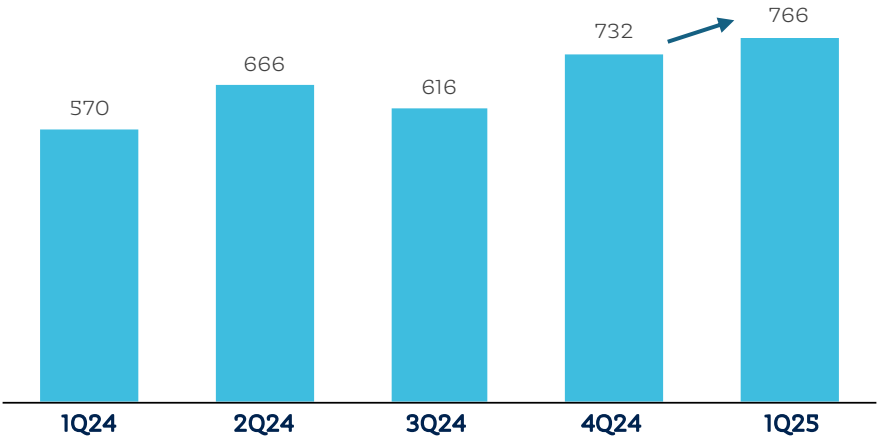
Financial Leverage

Balance Sheet	2025	2024	Δ %
Cash & Cash equivalents	766	570	34%
Total Debt	4,635	4,123	12%
Net Debt	3,869	3,553	9%
Net Debt / EBITDA	3.1x	1.7x	1.5x

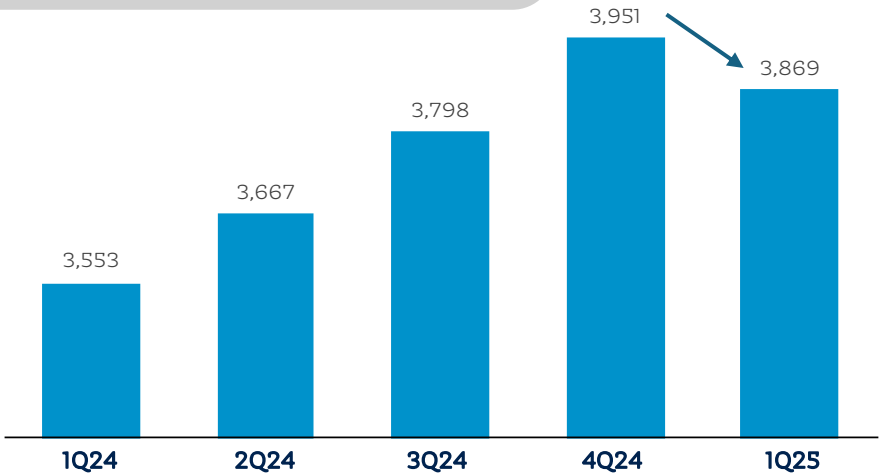
Debt Maturity Profile



CASH



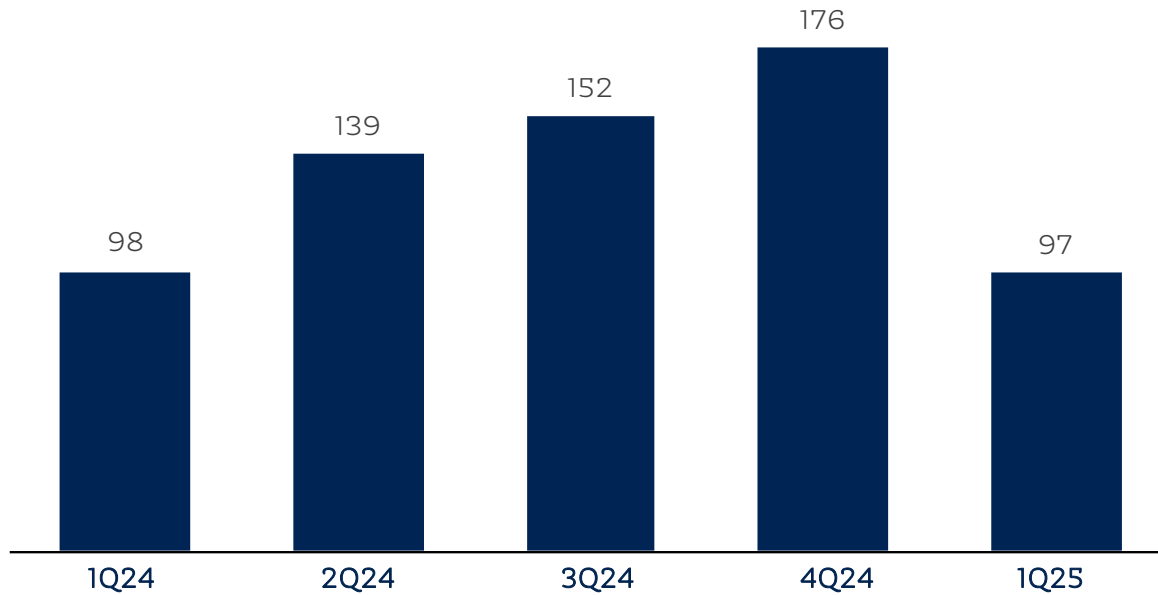
NET DEBT



Discipline in Capital Allocation

Figures in million MXN

CAPEX



- **CapEx** was **3.7% of quarterly sales**.
- 86% allocated to services in Mexico and Brazil.
- Investments tied to secured purification clients or treatment plant contracts.
- The focus remained on cash flow discipline and driving growth in services.

Annual Integrated Report 2024

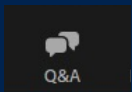


Highlights:

- 17% reduction in water intensity
- 12% decrease in Scope 1 & 2 CO₂e emissions intensity per ton of processed resin and metal
- Renewable energy reached 28% of total consumption
- \$17 million invested in high-impact social initiatives
- Over 290,000 people benefited in Mexico, Peru, and Argentina

<https://rotoplas.com/investors/financial-information/>

Thank you!



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

Please include:

*Name

*Fund or Company

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Q&A