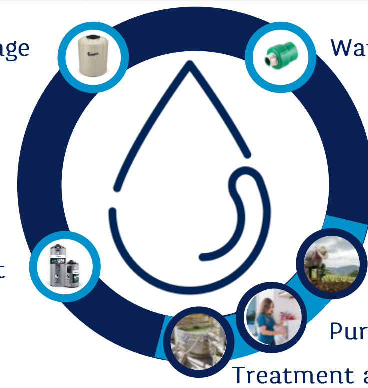
Grupo Rotoplas
(BMV: AGUA*)

Who is Rotoplas?

Since 1978, Grupo Rotoplas has been enhancing people's relationship with water, becoming a market leader in the Americas. With over 40 years of experience, 18 plants in 14 countries, and 9 distinct brands, Rotoplas offers 27 product lines, a service platform, and an e-commerce business. It tackles water management challenges with solutions for storing, piping, improving, treating, and recycling water. Listed on the Mexican Stock Exchange (BMV) as "AGUA" since 2014, Rotoplas drives innovation and sustainability, delivering integrated solutions that enhance water quality and efficiency.

- S&P Global Ratings ---- **'mxAA-'**
- Fitch Ratings ---- **AA(mex)**
- MSCI ---- **BBB**

Leading products and services in a rapidly growing and high-impact industry.



Why AGUA*?

- Rotoplas pays dividends annually, despite being a growing company
- Clear climate change and diversity targets
- Transformation story: Rotoplas significantly increased its ROIC since 2019
- Leader in sustainability and innovation – Rotoplas operates sustainably and helps its clients to reduce their environmental impact
- Sustainable growth plan
- Upside potential with a consensus TP of $42.60

Water **Scarcity**: **2.2 billion people lack safe water**; 40% affected; worsening due to poor management.

Water **Pollution**: Over **80% of wastewater flows untreated**; 1.8M people die annually from waterborne diseases.

Water **Storage**: Half of world's population to live in **water-stressed areas by 2025**.

Agricultural Water Use: Agriculture accounts for **70% of global water withdrawals**, impacting water availability.

Water **Disasters**: Floods, droughts, and storms **affect over 1.5 billion people** annually.

Our presence

PRODUCTS	Storage	Acuantia / The Tank Depot	Rotoplas	Rotoplas	Rotoplas		Rotoplas
	Waterflow		Tuboplus	Tuboplus	Rotoplas		Instalamos confianza IPS
	Improvement		Rotoplas	Rotoplas	Rotoplas		SEÑORIAL
SERVICES	Purification		bebbia				
	Treatment and recycling	Acuantia.	rsa Rotoplas servicios de agua			Acuantia.	
	Irrigation		rieggo				

Mature market · Expanding market · Emerging market · Explore

INVESTOR RELATIONS
Mariana Fernandez
mfernandez@rotoplas.com
Maria Fernanda Escobar
mfescobar@rotoplas.com

rotoplas.com/investors/

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Figures in MXN mm

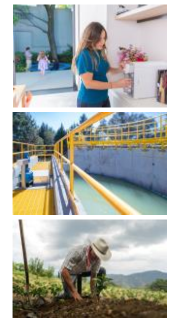
Our solutions

Value
Traditional Business
Adaptation Solutions

- Leading brands
- Strong market share
- Strong cash flow
- Steady EBITDA – YTD $1,136
- Dividend payment

Growth
New Businesses
Mitigation Solutions

- Investment phase: negative cash flow
- Negative EBITDA – YTD ($131)
- Strong earnings growth potential



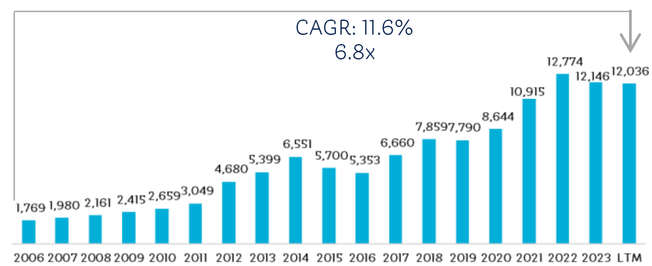
bebbia

rsa Rotoplas servicios de agua

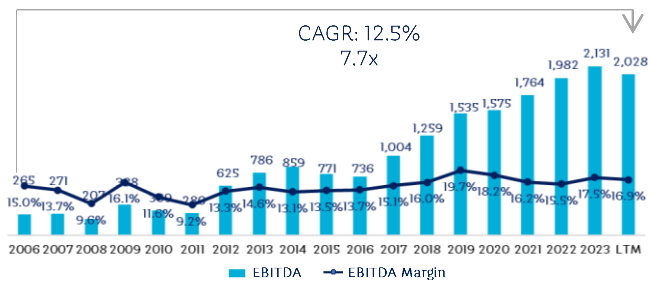
Acuantia

rieggo

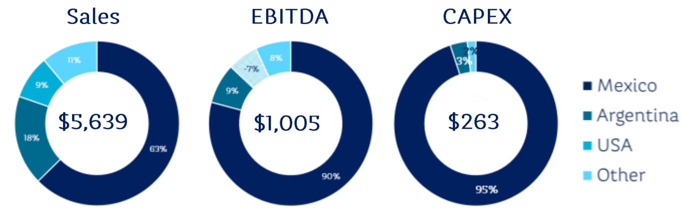
SALES



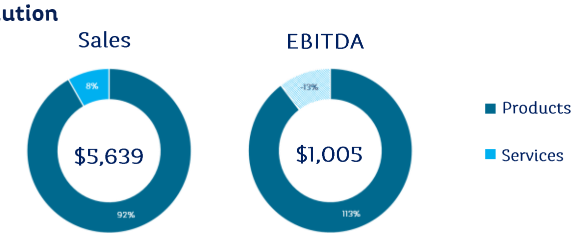
EBITDA



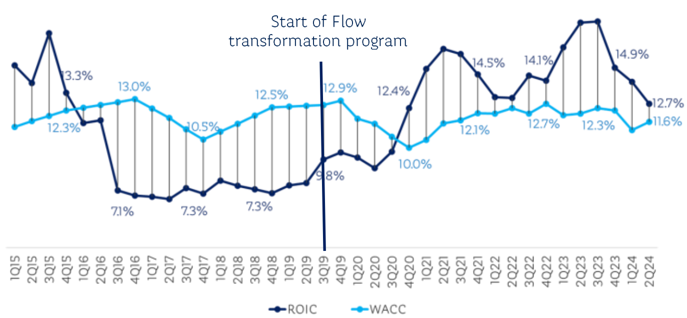
6M24 Results | by country



By solution



ROIC & WACC



Balance Sheet

	June 2024
Cash and Cash Equivalents	666
Other Asssets	12,819
Total Assets	**13,484**
Debt	4,332
Other Liabilities	2,871
Total Liabilities	**7,204**
Equity	6,281
Liabilities + Equity	**13,484**

2025 Growth Plan

- **2x** sales (vs. 2020)
- EBITDA margin **≥20%**
- Net Debt / EBITDA **≤2.0x**
- Double digit **ROIC** > **WACC**

Growth Drivers:
- **Flow** transformation program
- **Water stress** related risks
- **CapEx 5%** of sales

Goals | ESG

	Goal 2025
Suppliers evaluated with ESG criteria	100%*
Customer Satisfaction (NPS Score)	80
CO_2 Intensity - Scopes 1 & 2 – per ton of processed resin	0.41
m³ of purified water using our solutions	1.7 MM
People impacted with access to sanitation (cumulative)	1 MM
Women in the workforce	30%

* % of Critical Tier 1 suppliers

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