

Earnings Call

2Q25

24/07/25



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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Speakers



Carlos Rojas Aboumrad
CEO



Andrés Pliego Rivero-Borrell
CFO



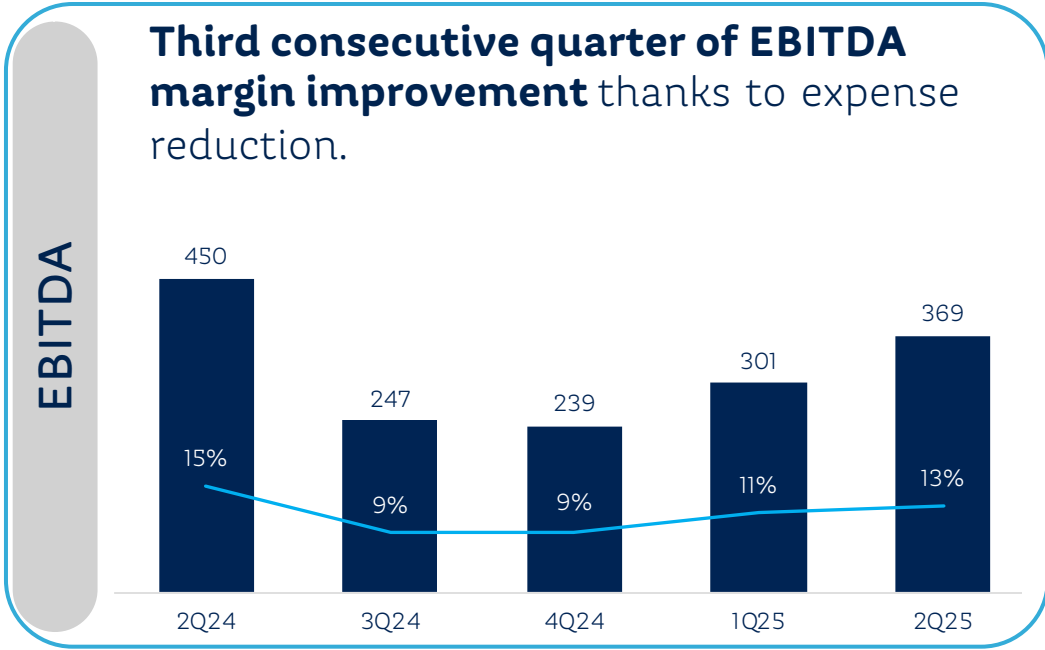
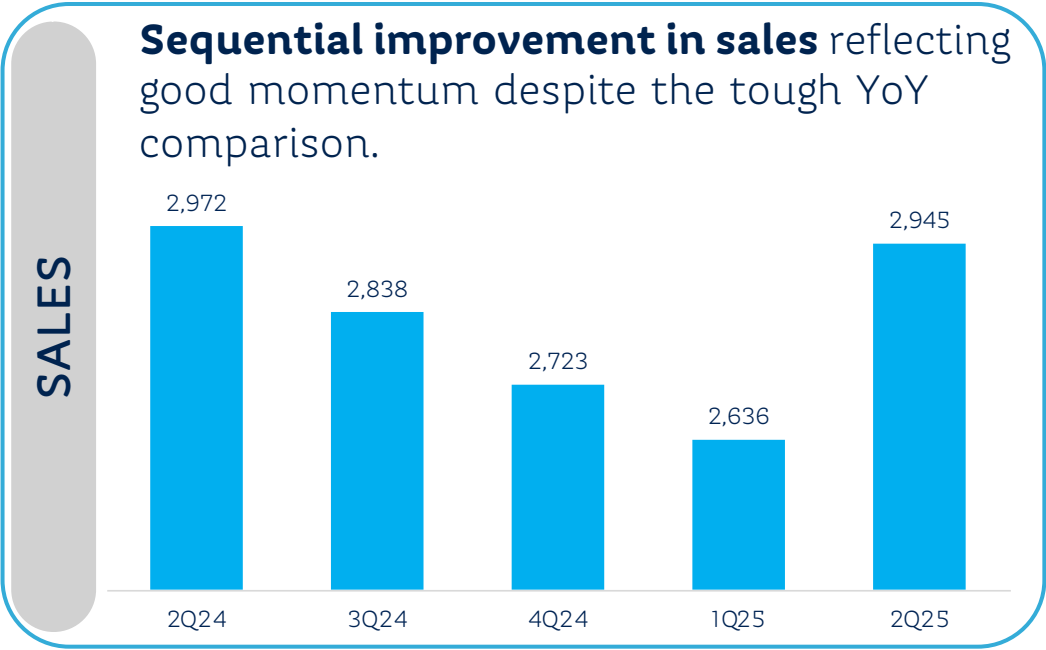
01

2Q25
Performance
Overview

Business Priorities

Figures in million MXN

Despite external challenges, we continue to prove our strategy is working, delivering sequential growth and building a stronger, more solid business.



The 4Q24 figures do not include the post-closing audit adjustment related to Argentina's results.

Business Priorities

Sustainable growth of the core business



- In Mexico, the vertical tinaco and an IoT-enabled water level sensor are showing strong market acceptance.
- Our e-commerce business gained traction, supported by AI tools that enhanced the customer experience.
- In the U.S., we achieved double-digit revenue growth YoY.
- After five consecutive quarters of margin improvement, we reached positive EBITDA in the U.S.

Growth and Development of New Businesses



- Strong performance from bebbia and RSA.
- bebbia surpassed 155,000 active subscribers.
- We're getting closer to breakeven. Sequential margin improvement confirms our strategy is working.
- This progress is helping transform Rotoplas into a more resilient company with recurring revenues and deeper customer relationships.

Digital Transformation



- Scaling our B2B and B2B2C e-commerce platforms.
- Launching a national logistics control tower in Mexico for better coordination and visibility.
- Piloting AI-driven predictive sales tools to enhance customer engagement and planning.

Sustainability and Stakeholder Commitment



- Partnered with SUNASS in Peru to benefit 11,000+ people with water storage solutions.
- Delivered rainwater harvesting systems to 35 schools in Mexico with Heineken.
- Advancing our purpose through cross-sector collaboration for water access.

Board of Directors Meeting 2Q25

- Board approved calling an **Extraordinary Shareholders' Meeting**
- **Proposal:** Capital reimbursement of **MXN 0.25** per share in cash
- **Amount is half of previous years**

- **Continued focus on profitability and cash flow improvement**
- **Investing in technology and services for long-term growth**
- **Staying disciplined and focused on what we can control**

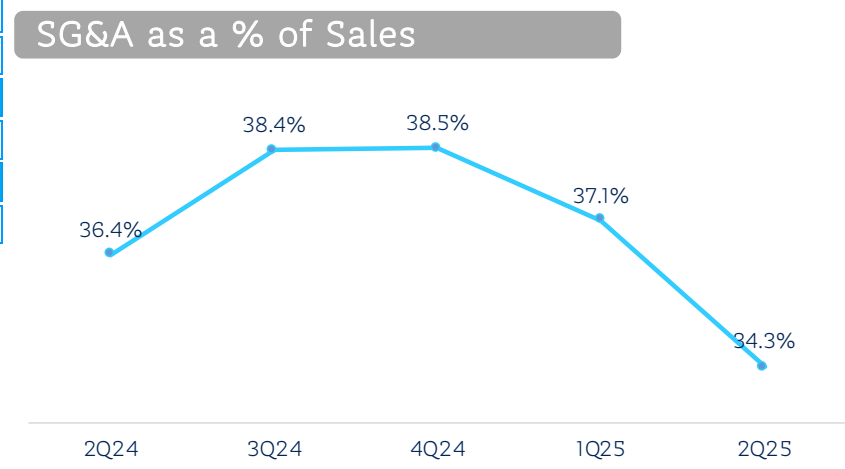
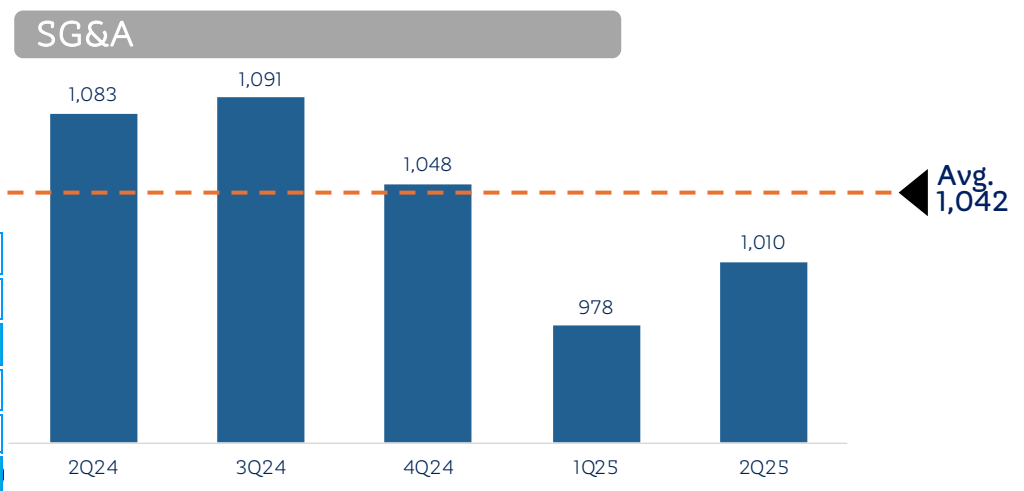
02

Financial
& Strategy
Highlights

P&L | Financial Highlights

Figures in million MXN

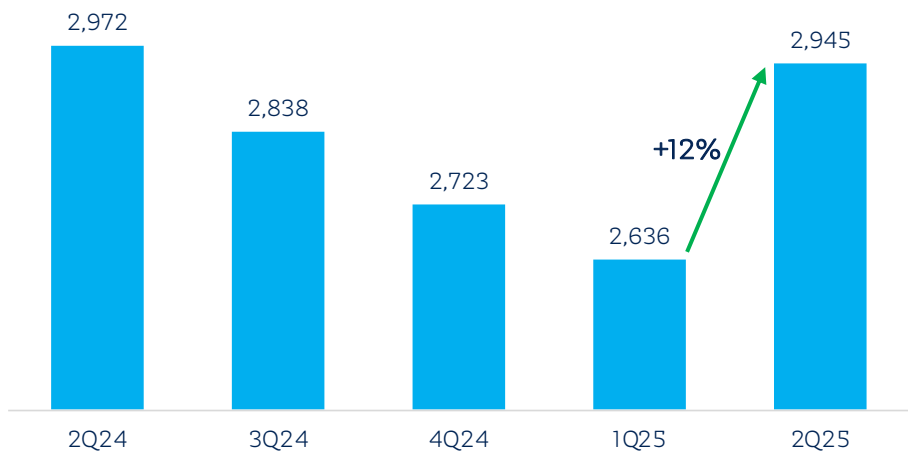
	2Q25	2Q24	Δ %/bps	6M25	6M24	Δ %/bps
Net Sales	2,945	2,972	(1%)	5,580	5,639	(1%)
COGS	1,728	1,582	9%	3,247	2,898	12%
Gross Profit	1,217	1,390	(12%)	2,333	2,742	(15%)
Margin	41%	47%	(550) bp	42%	49%	(680) bp
SG&A	1,010	1,083	(7%)	1,987	2,014	(1%)
Operating Income	207	307	(33%)	346	728	(53%)
Margin	7%	10%	(330) bp	6%	13%	(670) bp
Comprehensive Financing Cost	154	187	(17%)	271	250	8%
Taxes	10	60	(83%)	9	114	(92%)
Net Result	42	60	(30%)	66	364	(82%)
Margin	1%	2%	NA	1%	6%	(520) bp
EBITDA	369	450	(18%)	669	1,005	(33%)
Margin	13%	15%	(260) bp	12%	18%	(580) bp



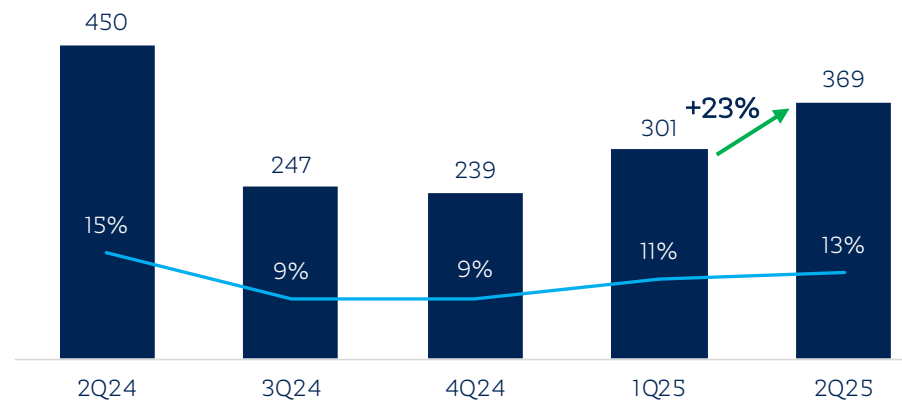
P&L | Financial Highlights

Figures in million MXN

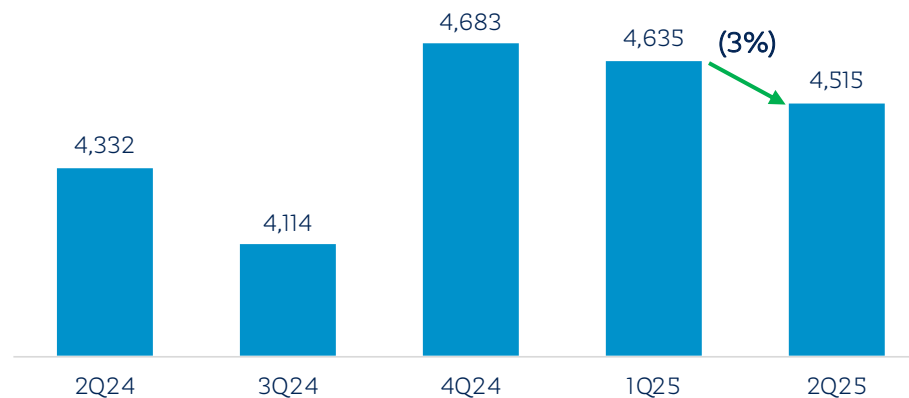
Sales



EBITDA & EBITDA Margin



Financial Debt



The 4Q24 figures do not include the post-closing audit adjustment related to Argentina's results.

Sales | Per Country



	2Q25	6M25
Δ Sales	(7%)	(8%)
EBITDA Margin	19%	19%

- Sales declined due to tough comps and weak demand.
- EBITDA margin held stable despite lower product volumes related to rainy season.
- Strong service growth, led by bebbia and RSA.



	2Q25	6M25
Δ Sales	(1%)	1%
EBITDA Margin	(8%)	(6%)

- Sales remained flat amid inflation and low consumer confidence.
- EBITDA pressured by limited pricing power and fixed costs.
- Volumes stabilized but recovery signals are still weak.



	2Q25	6M25
Δ Sales	21%	23%
EBITDA Margin	8%	1%

- Sales increased driven by water infrastructure investments and drought.
- EBITDA turned positive with scale and operational efficiency.
- Store productivity and cost control supported performance.

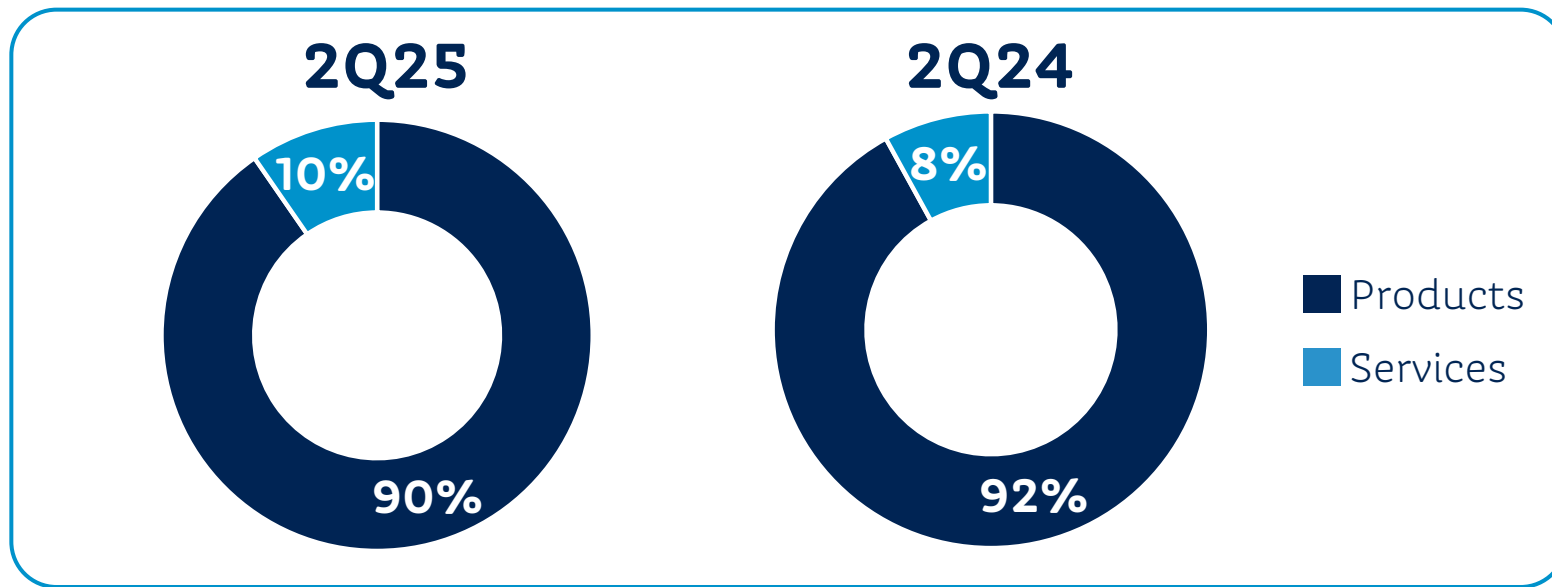


	2Q25	6M25
Δ Sales	13%	18%
EBITDA Margin	16%	15%

- Sales grew across all regions and product categories.
- EBITDA improved due to volume increase and cost discipline.
- Cold season and product launches boosted sales in Peru.

Sales | Products & Services

Figures in million MXN



+155,000 *bebbia* units

Services continue with **strong traction**

		2Q25	2Q24	%Δ	6M25	6M24	%Δ
Products	Sales	2,661	2,729	(3%)	5,041	5,174	(3%)
	EBITDA	409	528	(23%)	723	1,136	(36%)
	Margin %	15%	19%	(400) bps	14%	22%	(770) bps
Services	Sales	284	243	17%	539	466	16%
	EBITDA	(41)	(78)	(48%)	(54)	131	(59%)
	Margin %	(14%)	(32%)	NM	(10%)	(28%)	NM
Total	Sales	2,945	2,972	(1%)	5,580	5,639	(1%)
	EBITDA	369	450	(18%)	669	1,005	(33%)
	Margin %	13%	15%	(260) bps	12%	18%	(580) bps

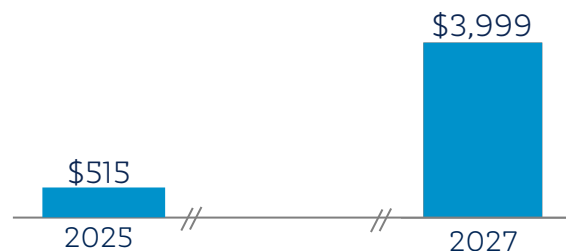
Cash Position

Figures in million MXN

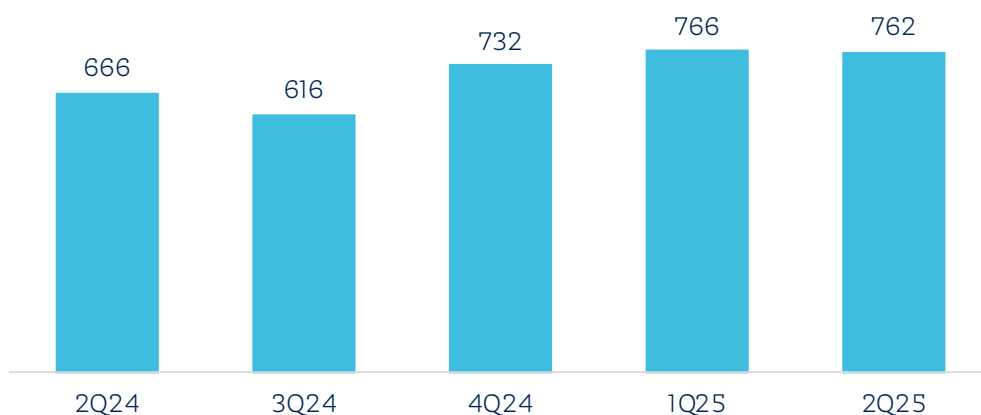
Current Leverage

Balance Sheet	2025	2024	Δ %
Cash & Cash equivalents	762	666	14%
Total Debt	4,515	4,332	4%
Net Financial Debt*	3,753	3,667	2%
Net Financial Debt* / EBITDA	3.2x	1.8x	1.4x

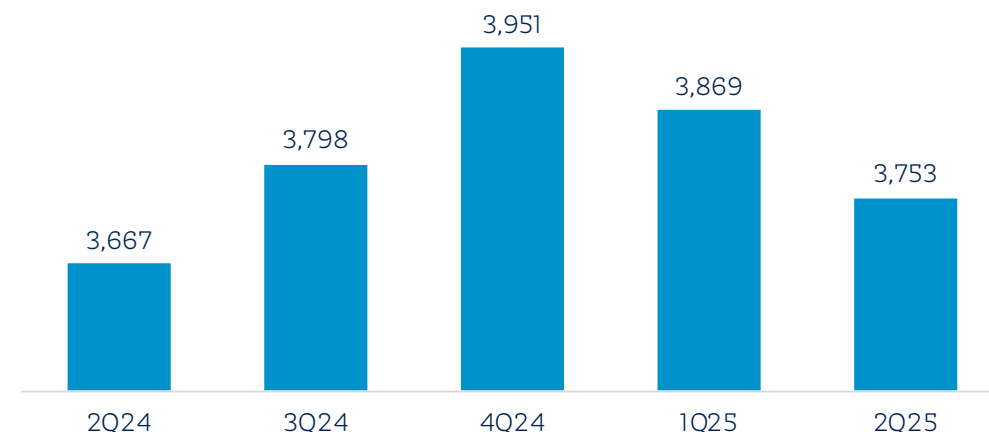
Debt Maturity Profile



CASH



NET FINANCIAL DEBT*

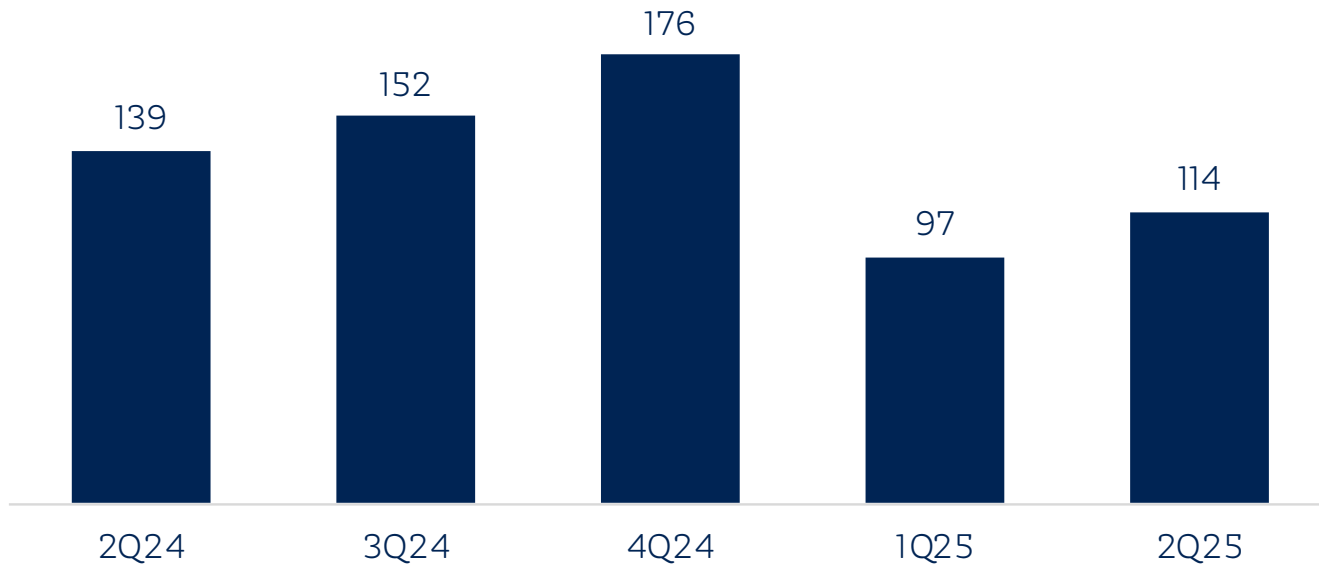


*Net Financial Debt excludes leases

Discipline in Capital Allocation

Figures in million MXN

CAPEX



- **CapEx** was **3.8% of quarterly sales**.
- Investments tied to secured purification clients or treatment plant contracts.
- Focused on cash flow discipline and profitable service growth.

More and Better Water | Strengthening communities and securing water access

CDP Supplier Engagement Assessment

We are proud to share that Rotoplas has been distinguished as a **Supplier Engagement Leader** by **CDP, the leading environmental disclosure platform**. Only two Mexican companies (Rotoplas and CEMEX) received this distinction.

Biodiversity Assessment

We have published, in English and Spanish, the company's first biodiversity assessment.

Every story of change is made possible by the dedication of each person at Rotoplas. The impact is real, and it's thanks to you.

Fundación Coca-Cola | 610 schools equipped in Mexico (162,000+ students)

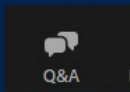
"Ensuring basic services for our students means protecting the health of our girls—especially because dirty restrooms can expose them to illness or infection. This benefit we've achieved is not only economic, but also social and human."

Heineken | 85 rainwater harvesting systems in community centers in Monterrey

"I want to thank you for this harvesting system that benefits both us and our community center. We've been suffering through the crisis for a couple of years now, and it's affected all of us. Today, with this system, we have enough water secured. We're grateful to everyone who came to support us (...)."



Thank you!



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

Please include:

*Name

*Fund or Company

 **Rotoplas**[®]
más y mejor agua