

Results

3Q15

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

Grupo Rotoplas Reports Third Quarter and Nine Months Results

- Strong revenue performance from all countries ex Brazil.
- 470 basis point EBITDA margin expansion compared to 3Q14.
- During 3Q15 net income increased 57.6%.
- 11.8% increase in cash position, quarter on quarter.

Mexico City, October 20, 2015. Grupo Rotoplas S.A.B. de C.V. (BMV: AGUA) (“Rotoplas” or “the Company” or “the Group”), Latin America’s leading provider of individual and integrated water solutions, today announced its unaudited financial results for the third quarter ended September 30, 2015. The information within has been prepared based on International Financial Reporting Standards (IFRS) and in nominal values.

Carlos Rojas Mota Velasco, Chief Executive Officer, commented, “*We are pleased with our progress this quarter. Despite expected weak sales in Brazil due to continued economic and political challenges we again experienced strong demand for our integrated solutions in Mexico and solid performance in the other countries in which we operate. The strategy we established in the first half of the year proved that Rotoplas’ management is prepared to address a challenging environment focused on profitability and commitment to maintain shareholder value.*”

Financial Highlights

Figures in millions of MXN

	3Q15	3Q14	Var.	9M15	9M14	Var.
Net Sales	1,561	1,665	(6.2%)	4,304	4,956	(13.2%)
Individual Solutions	1,100	1,263	(12.9%)	3,428	3,679	(6.8%)
Integrated Solutions	461	402	14.6%	876	1,277	(31.4%)
Mexico	1,154	679	69.9%	2,752	2,288	20.3%
Brazil	148	821	(81.9%)	840	2,139	(60.7%)
Other	258	165	56.8%	712	529	34.6%
EBITDA Margin	17.8%	13.1%	470 bp	13.0%	12.3%	70 bp
Individual Solutions	15.9%	13.1%	280 bp	13.6%	13.2%	40 bp
Integrated Solutions	22.3%	13.2%	910 bp	10.8%	9.8%	100 bp
Mexico	29.0%	13.2%	1580 bp	22.4%	16.1%	630 bp
Brazil	(43.4%)	17.2%	(6060) bp	(11.3%)	10.8%	(2210) bp
Other	3.1%	(7.4%)	1050 bp	5.4%	1.8%	360 bp

Results for 3Q15

Results for the Third Quarter 2015**Selected 3Q15 Financial Information**

Figures in millions of MXN

	3Q15	3Q14	Var.
Net Sales	1,561	1,665	(6.2%)
Gross Profit	677	649	4.3%
<i>Gross Profit Margin</i>	43.4%	39.0%	440 bp
Operating Income	252	169	49.0%
<i>Operating Income Margin</i>	16.1%	10.2%	590 bp
EBITDA	278	219	27.0%
<i>EBITDA Margin</i>	17.8%	13.1%	470 bp

Third quarter net sales decreased by 6.2% year on year, negatively impacted by the economic and political situation in Brazil.

Revenues from Mexico and other countries excluding Brazil increased by 67% year on year. Sales in Mexico increased as the ban related to Mexico's June mid-term elections was lifted. Revenues from other countries also increased, due to greater demand of our solutions.

Gross profit margin increased 440 basis points due to an improved raw material cost, greater fixed cost absorption, and better sales mix due to higher integrated solutions sales.

Operating expenses as a percentage of sales decreased by 150 basis points in the third quarter of 2014 due to cost cutting initiatives and to the measures taken during the first half of the year in Brazil.

As a result, operating income increased 49.0% and operating margin increased 590 basis point year on year. Third quarter EBITDA reached Ps. 278 million; a 27.0% increase compared to the prior year. EBITDA margin expanded to 17.8% from 13.1% as reported in 3Q14.

At the Group level, net income increased 57.6% to Ps. 139 million from Ps. 88 million as reported in the third quarter of 2014. This increase was due to better sales mix and to the operating expense reduction throughout the organization.

Results for 3Q15

Results by Solution 3Q15

Figures in millions of MXN

	Individual Solutions			Integrated Solutions		
	3Q15	3Q14	Var.	3Q15	3Q14	Var.
Net Sales	1,100	1,263	(12.9%)	461	402	14.6%
EBITDA	175	166	5.7%	103	53	94.4%
<i>EBITDA Margin</i>	<i>15.9%</i>	<i>13.1%</i>	<i>280 bp</i>	<i>22.3%</i>	<i>13.2%</i>	<i>910 bp</i>

Individual solutions represented 70% of third quarter net sales; a 12.9% year on year decrease. Rotoplas sold individual solutions to the public sector in Brazil during the third quarter of 2014 which were then migrated to integrated solutions by the end of 2014. Excluding sales to Brazil's public sector, individual solutions sales increased 16.5% in the third quarter of 2015.

Integrated solutions contributed 30% of sales and increased by 14.6% year on year, primarily driven by resumed sales in Mexico once the electoral ban was lifted.

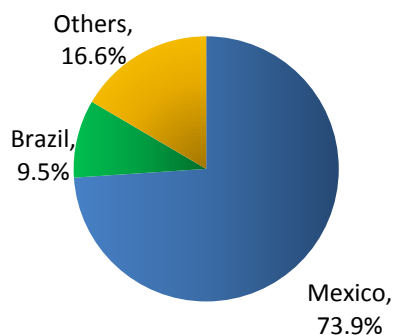
EBITDA margin for individual solutions expanded by 280 basis points to 15.9%, and integrated solutions EBITDA margin expanded 910 basis points, driven by better raw material costs and lower operating expenses.

Results by Country 3Q15

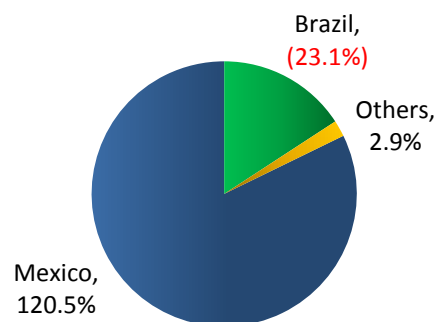
Figures in millions of MXN

	Mexico			Brazil			Other		
	3Q15	3Q14	Var.	3Q15	3Q14	Var.	3Q15	3Q14	Var.
Net Sales	1,154	679	69.9%	148	821	(81.9%)	258	165	56.8%
EBITDA	335	90	NA	(64)	142	NA	8	(12)	NA
<i>EBITDA Margin</i>	<i>29.0%</i>	<i>13.2%</i>	<i>1580 bp</i>	<i>(43.4%)</i>	<i>17.2%</i>	<i>(6060) pb</i>	<i>3.1%</i>	<i>(7.4%)</i>	<i>1050 bp</i>

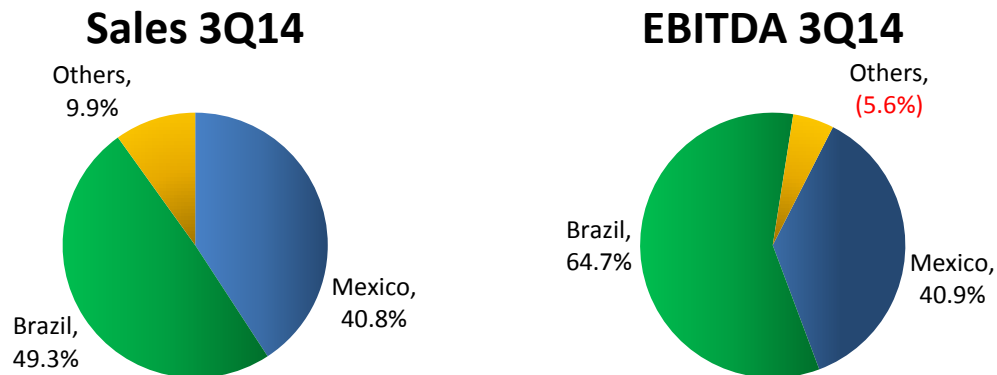
Sales 3Q15



EBITDA 3Q15



Results for 3Q15



Results for the 9M15

Selected 9M15 Financial Information

Figures in millions of MXN

	9M15	9M14	Var.
Net Sales	4,304	4,956	(13.2%)
Gross Profit	1,737	1,914	(9.2%)
<i>Gross Profit Margin</i>	40.4%	38.6%	180 bp
Operating Income	481	482	(0.2%)
<i>Operating Income Margin</i>	11.2%	9.7%	150 bp
EBITDA	561	609	(7.9%)
<i>EBITDA Margin</i>	13.0%	12.3%	70 bp

Net sales reached Ps. 4,304 million, from Ps. 4,956 million for the comparable nine month period in 2014, again due to weak performance in Brazil during the first nine months of 2015 resulting from the political and economic problems described previously.

Gross profit margin increased 180 basis points year on year due to a better sales mix, greater fixed costs absorption and improved costs of raw materials.

However, the implemented measures to reduce operating expenses did not offset weakness in sales, neither the non-recurrent expenses from the downsizing in Brazil; thus operating margin increased only by 150 basis points

At the Group level, EBITDA decreased 7.9% year on year due to lower sales volume in Brazil.

Results for 3Q15

Results by Type of Solution 9M15

Figures in millions of MXN

	Individual Solutions			Integrated Solutions		
	9M15	9M14	Var.	9M15	9M14	Var.
Net Sales	3,428	3,679	(6.8%)	876	1,277	(31.4%)
EBITDA	466	484	(3.6%)	94	125	(24.5%)
<i>EBITDA Margin</i>	<i>13.6%</i>	<i>13.2%</i>	<i>40 bp</i>	<i>10.8%</i>	<i>9.8%</i>	<i>100 bp</i>

Nine month net sales of individual solutions decreased by 6.8% as compared to the prior year. However, excluding the effect of migrating individual solutions to integrated solutions in Brazil, individual solutions increased by 18.7%. Individual solutions represented 80% of the Company's net revenue for the first nine months of 2015.

Nine month net sales of integrated solutions were Ps. 876 million; a 31.4% year on year decrease, resulting from the slowdown in Brazil.

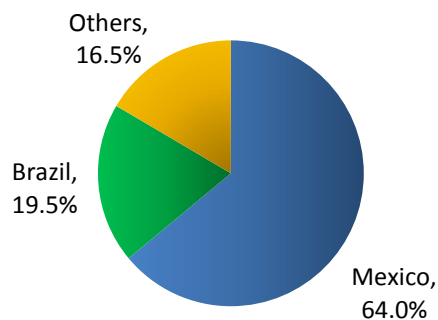
The margin expansion in both segments was due to better raw material costs and tighter operating expense management as result from the zero based budget practice throughout the organization. EBITDA margin for the nine months of 2015 for individual solutions was 13.6%, integrated solutions margin was 10.8%.

Results by Country 9M15

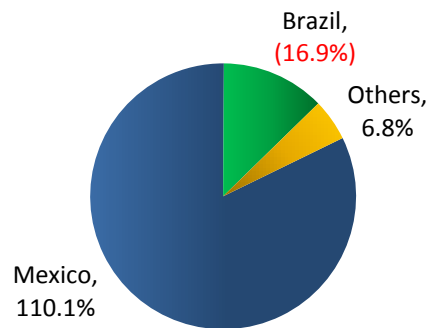
Figures in millions of MXN

	Mexico			Brazil			Other		
	9M15	9M14	Var.	9M15	9M14	Var.	9M15	9M14	Var.
Net Sales	2,752	2,288	20.3%	840	2,139	(60.7%)	712	529	34.6%
EBITDA	617	369	67.2%	(95)	230	NA	38	10	NA
<i>EBITDA Margin</i>	<i>22.4%</i>	<i>16.1%</i>	<i>630 bp</i>	<i>-11.3%</i>	<i>10.8%</i>	<i>(2210) bp</i>	<i>5.4%</i>	<i>1.8%</i>	<i>360 bp</i>

Sales 9M15

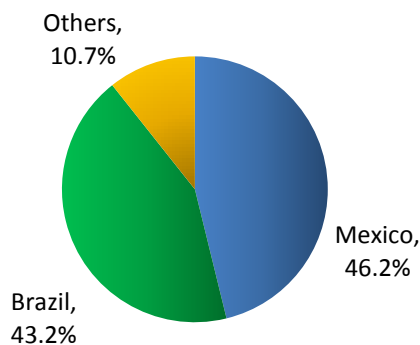


EBITDA 9M15

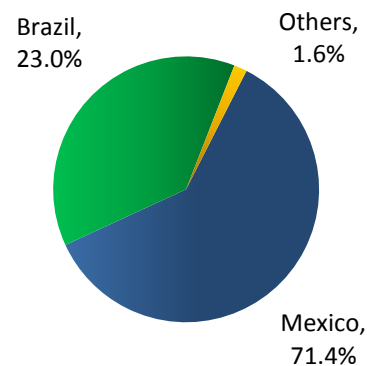


Results for 3Q15

Sales 9M14



EBITDA 9M14



Non-operating Results

During the first nine months of the year the Company's comprehensive financing cost was Ps. 80 million as compared to Ps. 73 million for 2014. The appreciation of the US dollar against the currencies of those countries where Rotoplas operates generated a cumulative exchange rate loss of Ps. 76 million.

Net interest came to Ps. 17 million in the Company's favor, due to a greater treasury surplus as compared to the prior year.

Capex

As of September 30, 2015, the Company has made capital investments of Ps. 205 million which have been allocated to capacity expansion in Mexico and to opening new plants in the U.S.

Capex

Figures in millions of MXN

	9M15	%
Mexico	126	61%
Brazil	33	16%
Others	46	22%
Total	205	100%

Debt

Total debt was Ps. 1,202 million for the nine month period, with 99.3% comprised of long-term debt and the remaining balance comprised of short-term debt. 99% of the Company's total debt is denominated in Mexican pesos, with the remaining 1% denominated in Brazilian reals.

Grupo Rotoplas' cash position as of September 30, 2015 was Ps. 3,733 million; an 11.8% increase from the second quarter 2015. This increase is due to the effective working

Results for 3Q15

capital management, supported by the ongoing improvement of processes established within the Company. Correspondingly, the Company's net debt was (Ps. 2,531) million.

Figures in millions of MXN

	9M15	Dec. 2014	Var.
Total Debt	1,202	1,211	(0.7%)
Short-Term Debt	8	10	(18.2%)
Long-Term Debt	1,194	1,201	(0.6%)
Cash and Cash Equivalents	3,733	3,945	(5.4%)
Net Debt	(2,531)	(2,734)	7.4%

Financial Indicators for the Third Quarter of 2015--Twelve months

	LTM15	LTM14
Net Debt/EBITDA	(3.4) x	1 x
Total Liabilities/Stockholders' Equity	0.4	1.2
Earnings Per Share	0.7	1.0
Price per Share at Closing	27.9	na

*Earnings per Share adjusted to the current number of shares outstanding.

Derivative Financial Instruments

The use of derivative financial instruments is governed by the recommendations and policies dictated by our Board of Directors and supervised by our Auditing Committee, both of which provide guidelines for managing risk in exchange rates, interest rates and credit, the use of derivative and non-derivative financial instruments and, investing excess cash.

As of September 30, 2015, market value positions for Grupo Rotoplas were:

Type of Instrument	Market Value (millions of pesos)
SWAP	(2.0)
SWAP / CAP	(18.5)

Share Buyback Program

As of September 30, 2015 the Company's buyback fund reported 4,057,861 shares in treasury.

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Analyst Coverage

As of September 30, 2015, Grupo Rotoplas was covered by analysts the following brokerages:

- Bank of America Merrill Lynch
- Grupo Bursátil Mexicano (GBM)
- Goldman Sachs
- Santander

Conference Call

Grupo Rotoplas will host a conference call on Wednesday, October 21, at 10:00 am CT/11:00 am ET, to present the Company's financial results for the third quarter of 2015.

Carlos Rojas Mota Velasco, Chairman of the Board and Chief Executive Officer, and Mario Romero Orozco, Chief Financial Officer, will review third quarter results followed by a question and answer session.

To participate in the conference call, please dial:

- From Mexico: 001 800 514 1067
- From the U.S.: 1 888 455 2260
- From other countries: 1 719 325 2469

Conference number: 518275

The call is also available through the Grupo Rotoplas investor relations website:

www.rotoplas.com/inversionistas.html

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Forward Looking Statements

This press release may include certain forward-looking statements relating to Grupo Rotoplas S.A.B. de C.V. that rely on considerations of the Grupo Rotoplas S.A.B. de C.V. management and are based on current and known information; however, the forward-looking statements could vary due to facts, circumstances and events beyond the control of Grupo Rotoplas, S.A.B. de C.V.

About the Company

Grupo Rotoplas SAB de CV is Latin America's leading provider of individual and integrated solutions for storing, carrying, and treating water. With a history of more than 35 years' in the industry and 21 facilities throughout the Americas, Rotoplas has a presence in 12 countries and a portfolio of more than 17 product lines. Grupo Rotoplas is listed on the Mexican Stock Exchange (BMV) under the ticker "AGUA" since listing in December, 2014.

Results for 3Q15

Grupo Rotoplas S.A.B. de C.V.**Consolidated Income Statement for 3Q15 and as of September 2015**

Non-Audited Figures - in millions of MXN

	3Q15	3Q14	Var.	9M15	9M14	Var.
Net Sales	1,561	1,665	(6.2%)	4,304	4,956	(13.2%)
Cost of Sales	884	1,016	(13.0%)	2,566	3,042	(15.6%)
Gross Profit	677	649	4.3%	1,737	1,914	(9.2%)
<i>Gross Profit Margin</i>	43.4%	39.0%	440 bp	40.4%	38.6%	180 bp
Operating Expenses	425	480	(11.5%)	1,256	1,431	(12.3%)
Operating Income	252	169	49.0%	481	482	(0.2%)
<i>Operating Income Margin</i>	16.1%	10.2%	590 bp	11.2%	9.7%	150 bp
Comprehensive Financing Cost	(51)	(41)	(25.5%)	(80)	(73)	(9.8%)
Financial Income	31	41	(22.8%)	90	117	(22.9%)
Financial Costs	83	82	1.5%	171	191	(10.3%)
Earnings Before Taxes	201	129	56.1%	402	410	(1.9%)
Taxes	62	40	52.7%	114	117	(2.8%)
Net Income	139	88	57.6%	288	293	(1.5%)
<i>Gross Profit Margin</i>	8.9%	5.3%	360 bp	6.7%	5.9%	80 bp
EBITDA	278	219	27.0%	561	609	(7.9%)
<i>EBITDA Margin</i>	17.8%	13.1%	470 bp	13.0%	12.3%	70 bp

Results for 3Q15

Grupo Rotoplas S.A.B. de C.V.**Balance sheet as of 3Q15 and year-end 2014**

Non-Audited Figures - in millions of MXN

	3Q15	Dec. 2014
Cash and Cash Equivalents	3,733	3,945
Accounts Receivable	1,700	1,725
Inventory	858	877
Other Current Assets	408	384
Current Assets	6,700	6,932
Property, Plant and Equipment -Net	1,260	1,196
Other Long-Term Assets	447	408
Total Assets	8,407	8,536
Short-Term Debt	8	10
Suppliers	838	939
Other Accounts Payable	284	155
Short-Term Liabilities	1,130	1,103
Long-Term Debt	1,194	1,201
Other Long-Term Liabilities	60	67
Total Liabilities	2,385	2,371
Total Stockholders' Equity	6,023	6,165
Total Liabilities + Stockholders' Equity	8,407	8,536