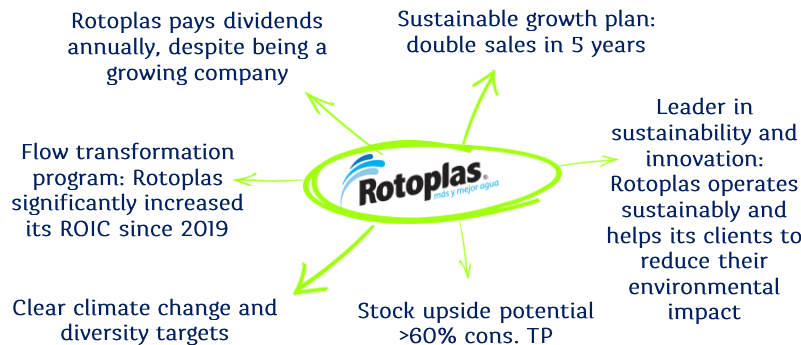


Since its inception in 1978, Grupo Rotoplas has established a clear objective, which is to improve the relationship of humans with water. To address present and future water-related challenges, Rotoplas offers a diverse portfolio of products and services aimed at mitigating the water impact in the societies where it is present. It has consolidated its position as a leading company in the water and sanitation solutions market in Latin America and the United States. Geographic expansion has driven the strengthening of its operations, as well as the culture of innovation and sustainability that characterizes it.

Why AGUA*?



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

Water **Pollution**: Over **80% of wastewater flows untreated**; 1.8M 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

SERVICES

	USA	Mexico	Central America	Peru	Brazil	Argentina
Storage	THE TANK DEPOT Acuantia.	Rotoplas	Rotoplas	Rotoplas		Rotoplas
Waterflow		Tuboplus	Tuboplus	Rotoplas		IPS Instalamos confianza
Improvement		Rotoplas	Rotoplas	Rotoplas		SEÑORIAL
Purification		bebbia.				
Treatment and recycling	Acuantia.	rsa Rotoplas servicios de agua			Acuantia.	
Irrigation		riego.				

Mature market
 Expanding market
 Emerging market
 Plan
 Explore

Our solutions

Figures in MXN mm

Value Traditional Business Adaptation Solutions

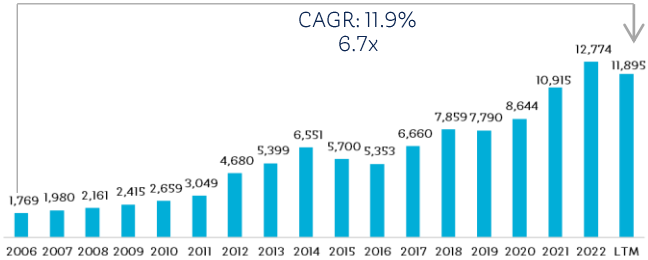
- Leading brands
- Strong market share
- Strong cash flow
- Steady EBITDA – YTD \$1,790
- Dividend payment

Growth New Businesses Mitigation Solutions

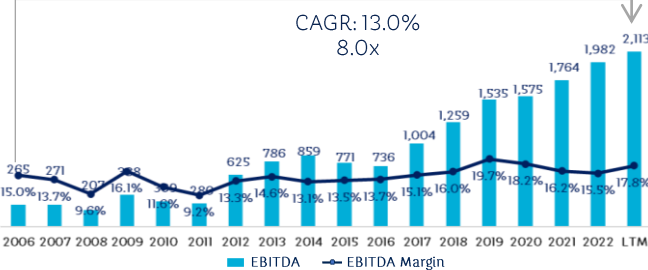
- Investment phase: negative cash flow
- Negative EBITDA – YTD (\$213)
- Strong earnings growth potential



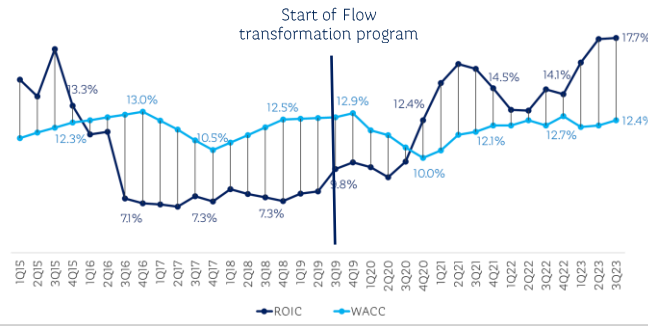
SALES



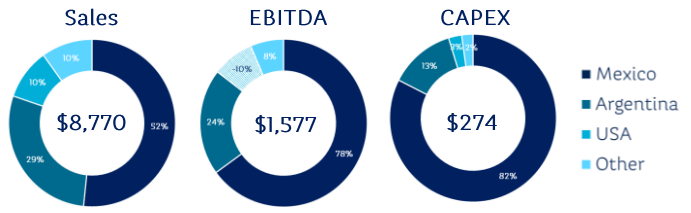
EBITDA



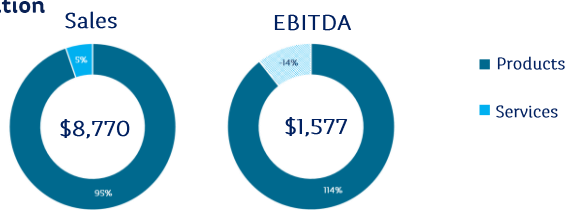
ROIC & WACC



1Q23 Results | by country



By solution



September 2023

Balance Sheet	Value
Cash and Cash Equivalents	633
Other Assets	11,687
Total Assets	12,320
Debt	4,114
Other Liabilities	2,319
Total Liabilities	6,432
Equity	5,888
Liabilities + Equity	12,320

Sustainability Strategy



Results & Goals | ESG

- Suppliers evaluated with ESG criteria
- Customer Satisfaction (NPS Score)
- CO₂ Intensity - Scopes 1 & 2 – per ton of processed resin
- m³ of purified water using our solutions
- People impacted with access to sanitation (cumulative)
- Women in the workforce

Results 2022	Goal 2023	Goal 2025
20%	45%*	100%*
72	73	80
0.48	0.45	0.41
404K	656K	1.7 MM
553K	788K	1 MM
24%	27%	30%

Net zero across all scopes

Indices & Recognitions

* % of Critical Tier 1 suppliers

What's next for Rotoplas? | 2025 expected growth

Guidance

- 2x Sales
- EBITDA Margin $\geq 20\%$
- Net Debt / EBITDA $\leq 2.0x$
- Double digit **ROIC** > **WACC**

- Growth Avenues**
- Water as a Service Platform (MX +BR)
 - ACUANTIA (US)
 - Launching of new solutions
 - Synergies between operations
 - D&A Platforms

	Expected Growth CAGR 23-25	
	Revenue	EBITDA
PRODUCTS	15 – 17%	20 – 22%
Mexico	15 – 17%	15 – 17%
Argentina	12 - 14%	12 - 14%
USA	24 – 26%	margin > 5%
Other	16 - 18%	16 – 19%
SERVICES	82 – 84%	margin > 0%
TOTAL	20 – 22%	26 – 28%