

4Q15

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

Grupo Rotoplas Reports Fourth Quarter and Full Year 2015 Results

Fourth Quarter Highlights

- Net sales decreased 12.5% year over year while net sales ex-Brazil increased 14.4%
- Gross margin increased by 290 basis points year over year

Full Year Highlights

- Revenues decreased by 13.0% as compared to 2014; ex Brazil revenues increased by 20.7%
- Strong operating and financial leverage resulted in a net income decrease of only 3.4% despite Brazil-driven reduction in net sales
- 70 basis points net income margin expansion

Mexico City, Mexico, February 10, 2016. Grupo Rotoplas S.A.B. de C.V. (BMV: AGUA) (“Rotoplas” or “the Company” or “the Group”), the leading provider of individual and integrated water solutions in the Americas, reported unaudited financial results for the fourth quarter and 12 months ended December 31, 2015. The information within has been prepared based on International Financial Reporting Standards (IFRS).

“Strong demand for our products and strict financial discipline throughout our company played a key role in 2015, supporting profitability and growth in all markets except Brazil, which continues to be impacted by a challenging economic environment. However, the quick actions we took early in the year to right-size our operations in that country enabled us to contain the impact on our Brazilian business and achieve a breakeven position in the fourth quarter, which we expect to remain sustainable through 2016. There are significant opportunities in the fast growing global water industry and we will continue to leverage our diverse product suite, unmatched distribution platform and brand recognition to strengthen our footprint while focusing on those factors over which we have control.” said Grupo Rotoplas Chief Executive Officer Carlos Rojas Mota Velasco.

Results for 4Q15 and Full Year 2015

Financial Highlights

Figures in millions of MXN

	4Q15	4Q14	Var.	2015	2014	Var.
Net Sales	1,397	1,596	(12.5%)	5,700	6,552	(13.0%)
Individual Solutions	1,049	1,172	(10.5%)	4,477	4,851	(7.7%)
Integrated Solutions	347	424	(18.1%)	1,223	1,701	(28.1%)
Mexico	880	780	12.8%	3,632	3,068	18.4%
Brazil	278	617	(55.0%)	1,118	2,756	(59.5%)
Others	239	199	20.3%	951	728	30.7%
EBITDA Margin	15.0%	15.7%	(70) bp	13.5%	13.1%	40 bp
Individual Solutions	15.2%	17.2%	(200) bp	14.0%	14.1%	(10) bp
Integrated Solutions	14.6%	11.6%	300 bp	11.9%	10.2%	170 bp
Mexico	21.9%	22.3%	(40) bp	22.3%	17.7%	460 bp
Brazil	(1.2%)	10.2%	(1140) bp	(8.8%)	10.6%	(1940) bp
Others	8.6%	6.8%	180 bp	6.2%	3.2%	300 bp

Fourth Quarter 2015 Results

Selected 4Q15 Financial Information

Figures in millions of MXN

	4Q15	4Q14	Var.
Net Sales	1,397	1,596	(12.5%)
Gross Profit	566	601	(5.7%)
<i>Gross Profit Margin</i>	40.5%	37.6%	290 pb
EBIT	181	216	(16.4%)
<i>EBIT Margin</i>	12.9%	13.5%	(60) pb
Net Income	115	124	(7.8%)
<i>Net Income Margin</i>	8.2%	7.8%	40 pb
EBITDA	210	251	(16.3%)
<i>EBITDA Margin</i>	15.0%	15.7%	(70) pb

Fourth quarter net sales decreased 12.5% year on year due to the challenging economic and political situation in Brazil. This resulted in a decrease in total retail sales volumes for the fourth quarter 2015.

However, sales excluding Brazil increased 14.4% year on year supported by increased demand from Mexico in the second half of the year once the electoral ban had been lifted, as well as a double-digit increase from other countries.

Gross profit margin increased by 290 basis points due to a 190 basis point improvement in raw material costs and greater fixed cost absorption.

Results for 4Q15 and Full Year 2015

Operating profit as a percentage of sales decreased by 60 basis points compared to the same period of last year. This was primarily due to decreased sales volume which partially offset Rotoplas' successful cost cutting initiatives.

Measures taken by the Company in the early part of the year have mitigated the negative effects on EBITDA from Rotoplas' operations in Brazil which, despite lower sales volume, resulted in a breakeven EBITDA in the final quarter. This is a further reflection of the successful strategies instituted by Rotoplas and the Company's ongoing commitment to profitability. At the Group level, EBITDA reached Ps. 210 million; a 16.3% decrease and margin decreased 70 basis points.

Results by Solution 4Q15

Figures in millions of MXN

	Individual Solutions			Integrated Solutions		
	4Q15	4Q14	Var.	4Q15	4Q14	Var.
Net Sales	1,049	1,172	(10.5%)	347	424	(18.1%)
EBITDA	159	201	(21.0%)	51	49	3.0%
<i>EBITDA Margin</i>	15.2%	17.2%	(200) bp	14.6%	11.6%	300 bp

Individual solutions represented 75% of fourth quarter net sales and decreased 10.5% year on year. Fourth quarter retail sales in Brazil decreased, negatively impacting the performance of individual solutions. However this was partially offset by continued strong sales of individual solutions in Mexico and other countries.

Integrated solutions represented 25% of net sales and decreased 18.1% year on year, primarily due to the economic downturn in Brazil.

Fourth quarter EBITDA margin for individual solutions decreased by 200 basis points to 15.2%, while EBITDA margin for integrated solutions expanded by 300 basis points, supported by improved raw material costs, sales in Mexico and product mix.

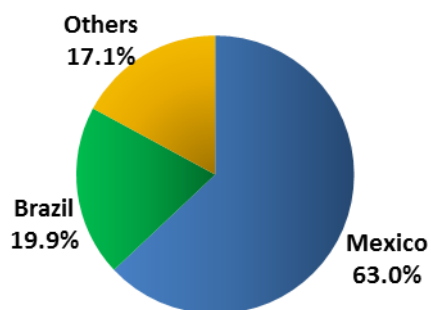
Results for 4Q15 and Full Year 2015

Results by Country 4Q15

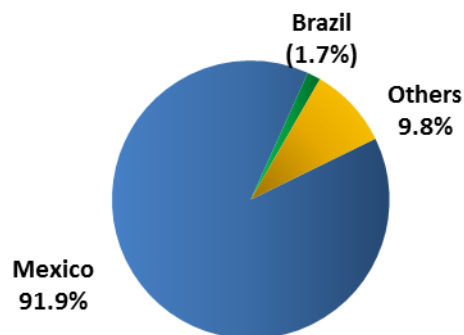
Figures in millions of MXN

	Mexico			Brazil			Others		
	4Q15	4Q14	Var.	4Q15	4Q14	Var.	4Q15	4Q14	Var.
Net Sales	880	780	12.8%	278	617	(55.0%)	239	199	20.3%
EBITDA	193	174	10.8%	(3)	63	NA	21	13	52.9%
EBITDA Margin	21.9%	22.3%	(40) bp	(1.2%)	10.2%	(1140) bp	8.6%	6.8%	180 bp

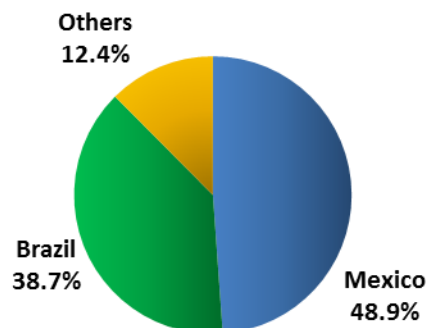
Sales 4Q15



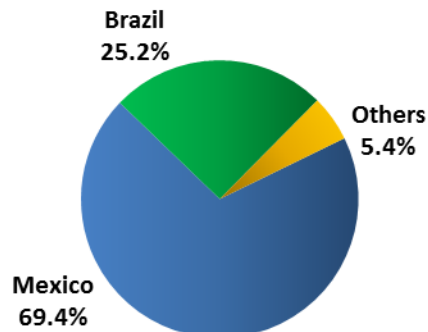
EBITDA 4Q15



Sales 4Q14



EBITDA 4Q14



Results for 4Q15 and Full Year 2015

Full Year 2015 Results

Selected Full Year 2015 Financial Information

Figures in millions of MXN

	2015	2014	Var.
Net Sales	5,700	6,552	(13.0%)
Gross Profit	2,303	2,514	(8.4%)
<i>Gross Profit Margin</i>	40.4%	38.4%	200 pb
EBIT	662	698	(5.2%)
<i>EBIT Margin</i>	11.6%	10.7%	90 pb
Net Income	403	417	(3.4%)
<i>Net Income Margin</i>	7.1%	6.4%	70 pb
EBITDA	771	860	(10.3%)
<i>EBITDA Margin</i>	13.5%	13.1%	40 pb

For 2015, net sales decreased 13.0% due to weak performance in Brazil in both individual and integrated solutions, related to the political and economic challenges previously described. 2015 revenues excluding Brazil increased 20.7%, benefiting from increased sales of individual and integrated solutions in Mexico and strong sales volume in all other countries.

Gross profit margin increased by 200 basis points year on year. The increase in gross profit margins is due to an improved sales mix, better absorption of fixed costs as well as favorable raw materials prices.

The Company successfully expanded operating margin by 90 basis points despite lower sales volume, Ps. 70 million absorption in one timer charges related to scaling down Rotoplas' presence in Brazil, and to expenses related to the startup of US operations. This was partially achieved through tight control of operating expenses based on the zero based budget practice implemented throughout the organization in 2015.

It's important to note that despite the decrease in 2015 net sales, net income decreased by only 3.4% for the full year 2015 given the operating and financial leverage achieved throughout the Company.

Although 2015 was a challenging year, the measures taken during the first half of the year resulted in a 40 basis point year on year increase in EBITDA margin and a 70 basis point increase in net income margin.

Results for 4Q15 and Full Year 2015

Results by Type of Solution 2015

Figures in millions of MXN

	Individual Solutions			Integrated Solutions		
	2015	2014	Var.	2015	2014	Var.
Net Sales	4,477	4,851	(7.7%)	1,223	1,701	(28.1%)
EBITDA	625	685	(8.7%)	145	174	(16.7%)
<i>EBITDA Margin</i>	14.0%	14.1%	(10) bp	11.9%	10.2%	170 bp

Full year individual solutions sales decreased by 7.7% year on year. Rotoplas sold individual solutions to the public sector in Brazil during 2014 which were then migrated into integrated solutions by the end of 2014. However, excluding this classification effect individual solutions sales increased 12.9% year on year. Individual solutions represented 79% of the Company's 2015 net revenue.

Full year net sales of integrated solutions were Ps. 1,223 million; a 28.1% year on year decrease, impacted by the slowdown in Brazil but partially offset by increased demand in Mexico during the second half of the year.

Despite improved raw materials costs and measures taken to manage operating expenses throughout the organization, full year EBITDA margins by solution were negatively impacted by the slowdown of sales in Brazil. However, due to strong performance in all countries excluding-Brazil individual solutions performance remained flat year on year while integrated solutions margins expanded by 170 basis points, primarily due to increased sales in Mexico.

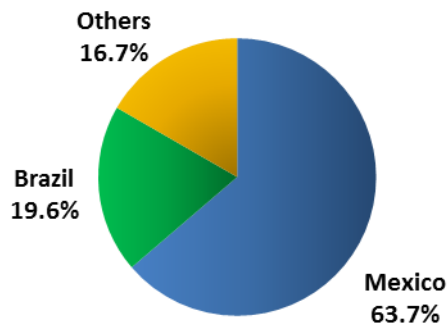
Results for 4Q15 and Full Year 2015

Results by Country 2015

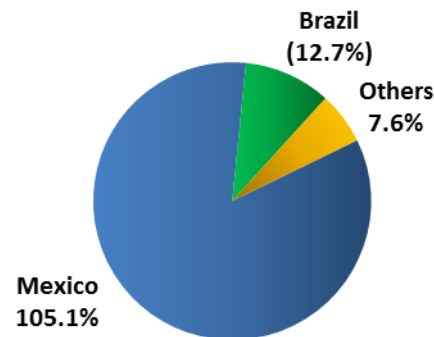
Figures in millions of MXN

	Mexico			Brazil			Others		
	2015	2014	Var.	2015	2014	Var.	2015	2014	Var.
Net Sales	3,632	3,068	18.4%	1,118	2,756	(59.5%)	951	728	30.7%
EBITDA	810	543	49.1%	(98)	293	NA	59	23	NA
EBITDA Margin	22.3%	17.7%	460 bp	-8.8%	10.6%	(1940) bp	6.2%	3.2%	300 bp

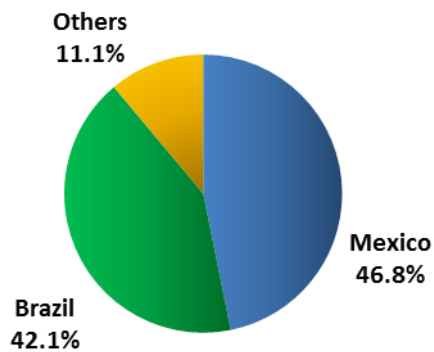
Sales 2015



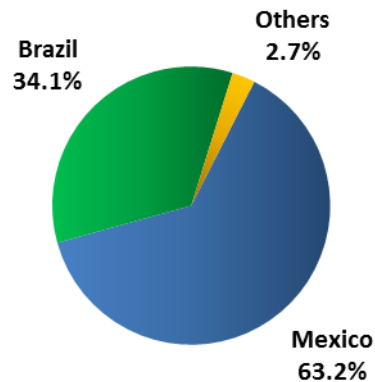
EBITDA 2015



Sales 2014



EBITDA 2014



Non-operating Results

Comprehensive financing costs for 2015 decreased by Ps. 87 million as compared to a Ps. 122 million decrease in 2014. US dollar appreciation against the currencies of those countries in which Rotoplas operates resulted in a cumulative exchange rate loss of Ps. 89 million.

Net interest came to Ps. 32 million in the Company's favor, due to a greater treasury surplus as compared to the prior year.

Results for 4Q15 and Full Year 2015

Capex

As of December 31, 2015, the Company has made capital investments of Ps. 328 million, or 5.8% of sales, which have been allocated mainly to capacity expansion in Mexico and to the opening of new plants in the U.S.

Capex

Figures in millions of MXN

	2015	%
Mexico	213	65%
Brazil	40	12%
Others	75	23%
Total	328	100%

Debt

Total year end debt was held at Ps. 1,217 million, 98.9% of which was 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 December 31, 2015 was Ps. 3,476 million. Cash resources were used primarily to support the increase in working capital required in fast growing markets. Correspondingly, the Company's net debt was (Ps. 2,259) million.

Figures in millions of MXN

	2015	Dec. 2014	Var.
Total Debt	1,217	1,211	0.5%
Short Term Debt	13	10	30.4%
Long Term Debt	1,204	1,201	0.3%
Cash and Equivalents	3,476	3,945	(11.9%)
Net Debt	(2,259)	(2,734)	17.4%

Financial Indicators for December 2015

	LTM15	LTM14
Net Debt / EBITDA (x)	(2.9) x	(3.2) x
Total Liabilities/Stockholders' Equity	0.4	0.4
Earnings Per Share	0.83	0.86
Price per Share at Closing	29.5	30.1
Outstanding Shares	486.2	486.2

Rotoplas' resilience due to diversification both by product and by geography, resulted in a decrease in earnings per share of only Ps. 0.03 year on year due to the negative effects from Brazil.

Results for 4Q15 and Full Year 2015

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 December 31, 2015, market value positions for Grupo Rotoplas were:

Type of Instrument	Market Value (millions of pesos)
SWAP	(1.5)
SWAP / CAP	(12.9)

Relevant Events

- In the fourth quarter 2015, Grupo Rotoplas opened its second plant in the US, located in Tallapoosa, Georgia. This plant is an important part of the Company's growth strategy to become one of the leading water solutions providers in the US. The Tallapoosa plant is Rotoplas' second facility in the US.
- Grupo Rotoplas announced in early 2016 the signature of one non-binding letter of intent and one binding letter with two companies that will add value, improved technology and enhanced profitability to Rotoplas' product portfolio of water-related solutions in Mexico and Argentina.

The transactions will be financed with the Company's cash in hand. These transactions are subject to approval by the appropriate regulatory authorities and are expected to close during the first half of 2016.

Share Buyback Program

As of December 31, 2015 the Company's share buyback fund reported 6,127,759 shares in treasury.

Analyst Coverage

As of December 31, 2015, Grupo Rotoplas is covered by analysts at the following brokerages:

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

Results for 4Q15 and Full Year 2015

Conference Call

Grupo Rotoplas will host a conference call on Thursday, February 11, 2016 at 10:00 a.m. Mexico City time / 11:00 a.m. EST to present the Company's 2015 Fourth Quarter and Full Year Results.

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:

- Mexico: 001 800 514 1067
- USA: 1 888 395 3227
- Other countries: 1 719 457 2628

Conference number: 972385

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

www.rotoplas.com/investors

Investor Relations

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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., it relies on considerations of the Grupo Rotoplas S.A.B. de C.V. management which 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 S.A.B. de C.V. is Latin America's leading provider of individual and integrated water solutions for storing, carrying, and treating water. With more than 35 years' experience in the industry and 23 plants throughout the Americas, Rotoplas has a presence in 12 countries and a portfolio that includes 17 product lines. Grupo Rotoplas has been listed on the Mexican Stock Exchange (BMV) under the ticker "AGUA" since December 2014.

Results for 4Q15 and Full Year 2015

Grupo Rotoplas S.A.B. de C.V.
Consolidated Income Statement for 4Q15 and Full Year 2015
 Non-Audited Figures - in millions of MXN

Income Statement

Figures in millions of MXN

	4Q15	4Q14	Var.	2015	2014	Var.
Net Sales	1,397	1,596	(12.5%)	5,700	6,552	(13.0%)
Cost of Sales	830	995	(16.6%)	3,397	4,037	(15.9%)
Gross Profit	566	601	(5.7%)	2,303	2,514	(8.4%)
<i>Gross Profit Margin</i>	40.5%	37.6%	290 bp	40.4%	38.4%	200 bp
Operating Expense	386	385	0.3%	1,641	1,816	(9.6%)
Operating Income	181	216	(16.4%)	662	698	(5.2%)
<i>Operating Income Margin</i>	12.9%	13.5%	(60) bp	11.6%	10.7%	90 bp
Comprehensive Financing Cost	(6)	(49)	87.3%	(87)	(122)	29.0%
Financial Income	38	(3)	NA	128	114	12.0%
Financial Costs	44	46	(4.7%)	215	237	(9.2%)
Earnings Before Taxes	174	167	4.0%	576	577	(0.2%)
Taxes	60	43	38.2%	174	160	8.2%
Net Income	115	124	(7.8%)	403	417	(3.4%)
<i>Net Income Margin</i>	8.2%	7.8%	40 bp	7.1%	6.4%	70 bp
EBITDA	210	251	(16.3%)	771	860	(10.3%)
<i>EBITDA Margin</i>	15.0%	15.7%	(70) bp	13.5%	13.1%	40 bp

Results for 4Q15 and Full Year 2015

Grupo Rotoplas S.A.B. de C.V.**Balance Sheet as of year-end 2015 and 2014**

Non-Audited Figures - in millions of MXN

Balance Sheet

Figures in millions of MXN

	4Q15	Dic. 2014
Cash and Cash Equivalents	3,476	3,945
Accounts Receivable	1,874	1,725
Inventory	768	877
Other Current Assets	276	384
Current Assets	6,394	6,932
Property, Plant and Equipment -Net	1,304	1,196
Other Long-Term Assets	483	408
Total Assets	8,181	8,536
Short-term Debt	13	10
Suppliers	580	939
Other Accounts Payable	280	155
Short-term Liabilities	872	1,103
Long-term Debt	1,204	1,201
Other Long-Term Liabilities	52	67
Total Liabilities	2,128	2,371
Total Stockholders' Equity	6,054	6,165
Total Liabilities + Stockholders' Equity	8,181	8,536