



AGUA





Carlos
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Mario
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José Luis
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SPEAKERS



Gonzalo
Uribe



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Carlos
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For more than three decades, in Rotoplas we have contributed to improve the quality of life; for that reason, day by day, we focus on creating solutions that facilitate having **more and better water.**

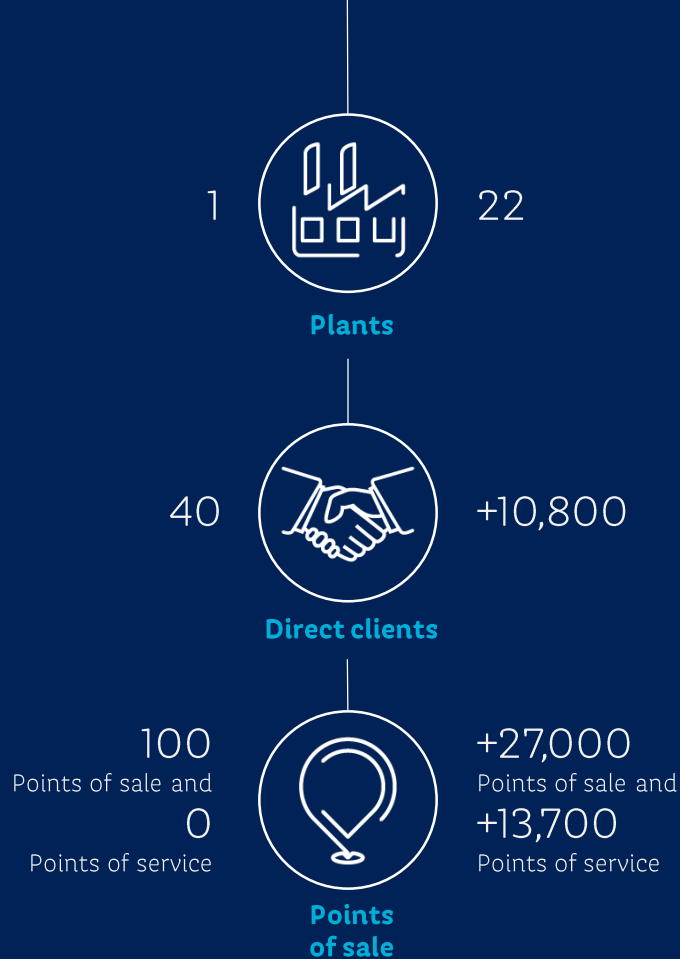
Beginning of Rotoplas



Rotoplas

Today

Beginning of
Rotoplas



Rotoplas
Today

FINANCE

- i) Demand / water supply
- ii) Solid Results
- iii) AGUA* and peers
- iv) Best Corporate Governance Practices

Water Demand

Population Growth

	2020	2050
Rural	3.0B	3.0B
Urban	4.0B	7.0B
Total	7.0B	10.0B

The demand for water for non-agricultural use increases **2.5x faster** than the population



General population will grow by an average of **77 million people** year-over-year in the **next 20 years**

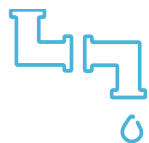
Water Supply

Water distribution imbalance

10 countries control
60% of the global fresh water supply



Across the world, water supply & sewer systems are



60–80 years old

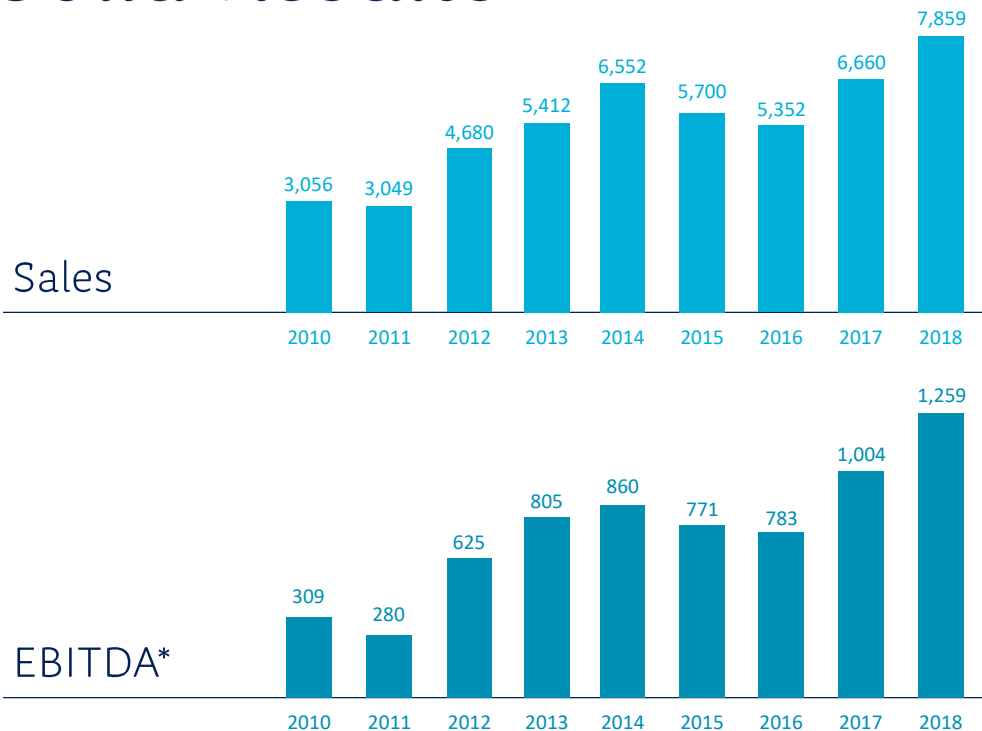
in many cases have reached the end of their useful lives

40%

decrease in
renewable water

per capita in the last 22 years

Solid Results



*Adjusted EBITDA includes one-time expenses (donations and acquisition-related expenses)

Solid Financial Position to Continue to grow

\$2,979

million pesos in Total Debt

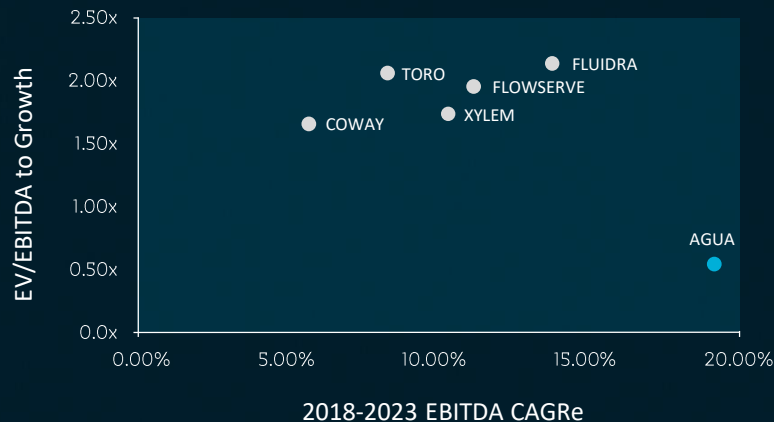
- 100% of debt in pesos
- Fix rate

1.5x

Net Debt / EBITDA

AGUA* and Peers

	EBITDA CAGR (18e-22e)	EV/EBITDA to growth
AGUA	23.03%	0.56x
XYLEM INC	10.02%	1.74x
TORO CO	8.04%	2.06x
COWAY CO LTD	5.45%	1.67x
FLOWERVE CORP	10.86%	1.95x
FLUIDRA SA	13.46%	2.13x



Best Corporate Governance Practices

8 Independent Directors, 53%.

6 Related Directors.

Gender diversity.
















Every committee chaired by an independent director.

Cultural diversity, 5 international directors.

Members with knowledge of different industries and sectors, complementing functional and market experience.

Representation of different generations (Baby Boomers, Gen X and Millennials).

Board of Directors

	Alejandro Aboumrad Gabriel
	Alfredo Elías Ayub
	Carlos Rojas Aboumrad
	Carlos Rojas Mota Velasco
	Francisco Amaury Olsen
	Francisco José González Gurría
	Gonzalo Uribe Lebrija
	John G. Sylvia
	José María Tomás González Lorda
	Luis Fernando Reyes Pacheco
	Mario Antonio Romero Orozco
	Pablo Iturbe Fernández
	Mariana Díaz Ibarra
	Alberto Esteban Arizu
	Jerónimo Marcos Gerard Rivero








SUSTAINABILITY

- i) ESG Results
- ii) Water and carbon footprint
- iii) Annual Report



ESG Results – AGUA

MEMBER OF
Dow Jones
Sustainability Indices
 In Collaboration with RobecoSAM

	2016	2017	2018
Total 3 dimensions	25	33	40
Economic	28	36	41
Innovation, Corporate governance, Relationship with the client  			
Environmental	19	20	39
Water, energy, Operational efficiency, Climate change   			
Social	26	40	40
Accident, diversity, development of collaborators  			

ESG Results – AGUA

2nd consecutive year

MILA Pacific Alliance

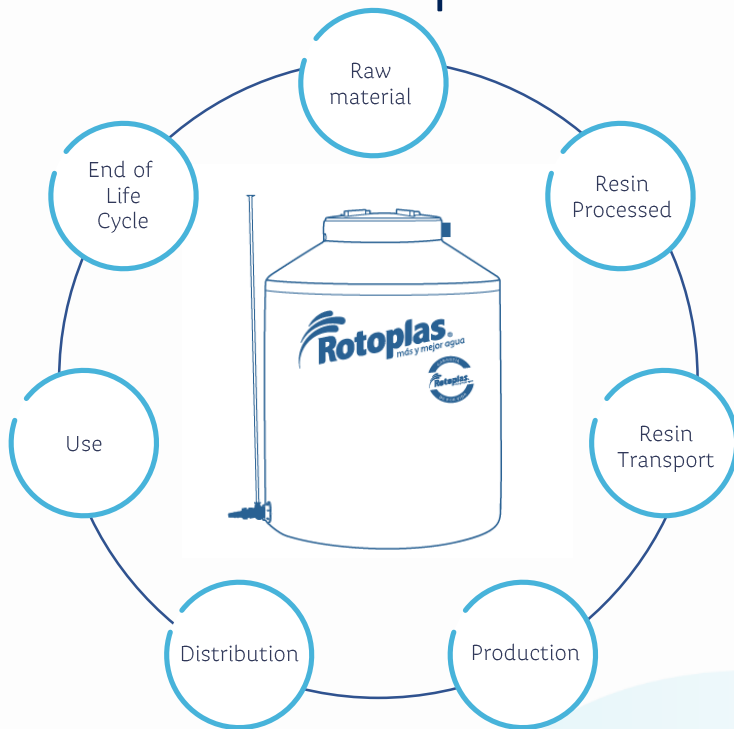
MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

Sustainability Strategy (4 focal points)

1. Institutionalization and governance
2. Collaborative innovation with purpose
3. Impulse for socioeconomic development
4. Safeguarding water as a future resource

Water and Carbon Footprint

360° impact vision
of our products



Water and Carbon Footprint

360° impact vision
of our products



Water footprint – 16 products (ISO 14067)
Carbon footprint– 5 products (ISO 14046)

Environmental Cards



Water
Footprint



Carbon
Footprint

1,100L tri-layer storage tank

At Rotoplas we carry out projects to create and share economic, social and environmental value

We stand out for being a benchmark in measuring the water and carbon footprint of our products, mitigating their impact on water and greenhouse gases, increasing energy and water efficiency.

Results available in <https://rotoplas.com/sustentabilidad/home-eng/>

First verified Annual Integrated Report

WE ARE
CLARITY
DYNAMISM
STRENGTH
IMPULSE
REFLECTION
MOTION
ANNUAL INTEGRATED REPORT
2018



PRODUCTS

- i) Customer Centricity
- ii) Positioning and product strategy by country

The customer at the center of the organization


































Positioning and product strategy by country

Rotoplas seeks to expand its portfolio of solutions that meet the current needs of each region

 Current offering

 Plan

	Mexico	Central America	Peru	Argentina	Brazil	USA
Harvesting						
Storage						
Water Flow and Control						
Water heating						
Purification						
Sanitation and treatment						

SERVICES

- i) Challenges
- ii) Treatment and Reuse Solution
- iii) Drinking Water Solution
- iv) Positioning and service strategy by country

Water Challenges Today

The image is a composite. The left half has a teal overlay and contains three lines of white text. The right half is a close-up photograph of a person's hand, with a silver ring on the ring finger, reaching towards a brass faucet with a blue handle. The faucet is slightly out of focus compared to the hand.

3 out of 10 people do not have access to drinking water.

More than 80% of all wastewater is not treated and thus returns to the environment.

The purification and treatment of decentralized water are vital to improve the quality of life and responsible use.

3 Pillars



Decentralized
Systems



End to end
Services



Massification

Sytesa

2007

- Inception

2017

- +400 WWTPs (Wastewater treatment Plants)
- 1 industry
- 1 solution

2019

- 16 clients
- 5 industries
- 2 solutions
- 3 business models



Drinking Water



Schools

+4,000 drinking water fountains in public schools

Opportunity
+40,000 private schools, gyms, public parks and hospitals, among others



Residential

Innovative business model with the potential of reaching 27 million homes in Mexico

bebbia

We seek to change the way of drinking water in Mexico, offering a solution from beginning to end ...

- ✓ Unlimited water
- ✓ Monthly payment
- ✓ No bottles or water jugs
- ✓ Purification Quality guarantee

How does bebbia work?

01 Contract online



Use our recommendation system to choose the right service for you

02 Technical Service



Our technicians will install the service in less than 72 hours. Includes maintenance every 6 months

03 Enjoy



Just by opening the tap you will have 100% safe, reliable and ready to drink water

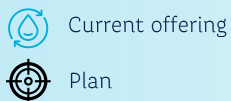


Clean Water Ready to drink

- ✓ Reliable
- ✓ Unlimited
- ✓ Practical

Positioning and service strategy by country

Opportunities are identified to extend the offer of services and solutions to other countries





FUTURE

- i) Thank you speech
- ii) History in Rotoplas
- iii) Dream
- iv) Rotoplas as a platform
- v) Transformation
- vi) Vision - problematic
- vii) Rotoplas' Impact in the future



History in
Rotoplas





DREAM



Rotoplas

the Best Platform



Collaborators



Suppliers



Investors



Clients



Tools



TRANSFORMATION

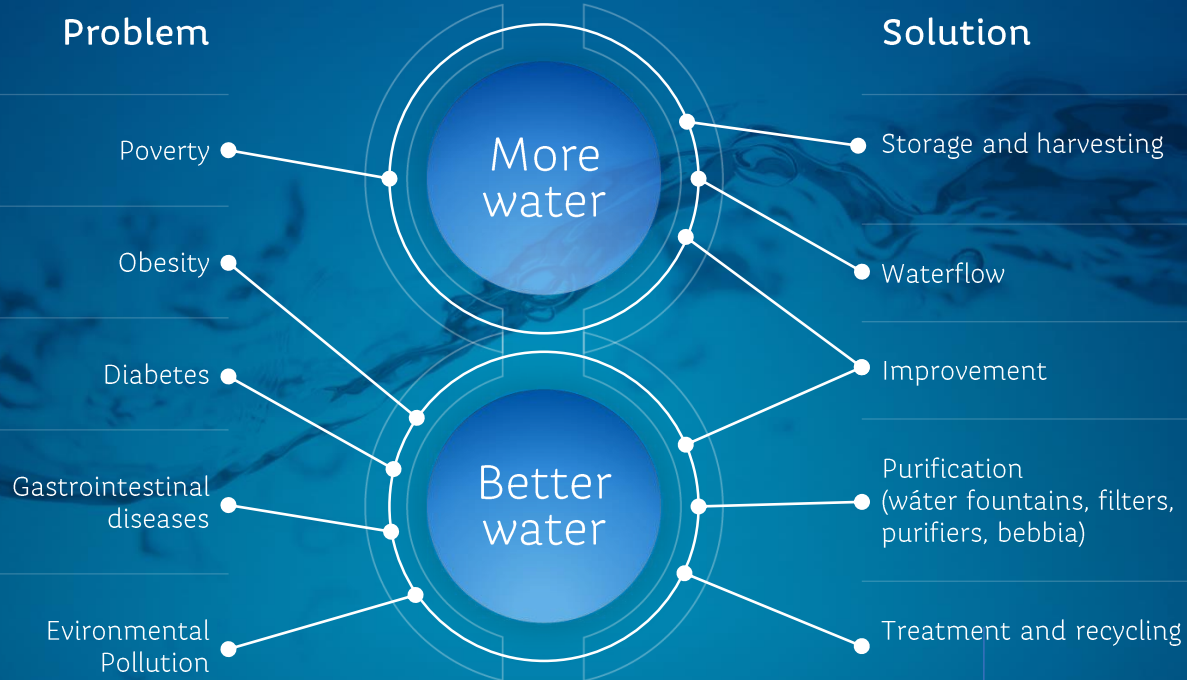




TRANSFORMATION



Rotoplas' Solutions





DIGITAL TECHNOLOGY





INNOVATION





TALENT DEVELOPMENT



Focus on
client's
experience



We will continue to develop our platform to pursue to transform the world with

solutions to
big problems
to generate well-being
in a sustainable way.