

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

Corporate Presentation

December 2018



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.

INVESTOR RELATIONS

Mariana Fernandez
mfernandez@rotoplas.com
+52 (55) 5201-5000 ext. 50163
agua@rotoplas.com

ADDITIONAL INFORMATION AND WHERE TO FIND IT

rotoplas.com.mx/investors
www.bmv.com.mx
Ticker: AGUA*

Investment Considerations

1

WATER

A world of opportunities

2

PROVIDING SOLUTIONS

Market Leader

3

WITH A CLEAR MISSION

Sustainable model “more and better water”

4

WHERE WE ARE GOING

Growth and value opportunities

5

SOUND FINANCES

With a sustainable focus



1

WATER

A world of opportunities

Water Demand

World population will grow by **3,600 million by 2050, + 59%**, but water demand, especially in developing countries, will grow much faster

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

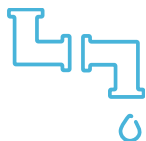
Water distribution imbalance

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

Water Challenges

2.4 billion
people worldwide
live without access to
adequate sanitation services



2/3
of world's population
live in areas that have water scarcity
at least once a month



\$ USD 1 trillion
market opportunity
by 2025



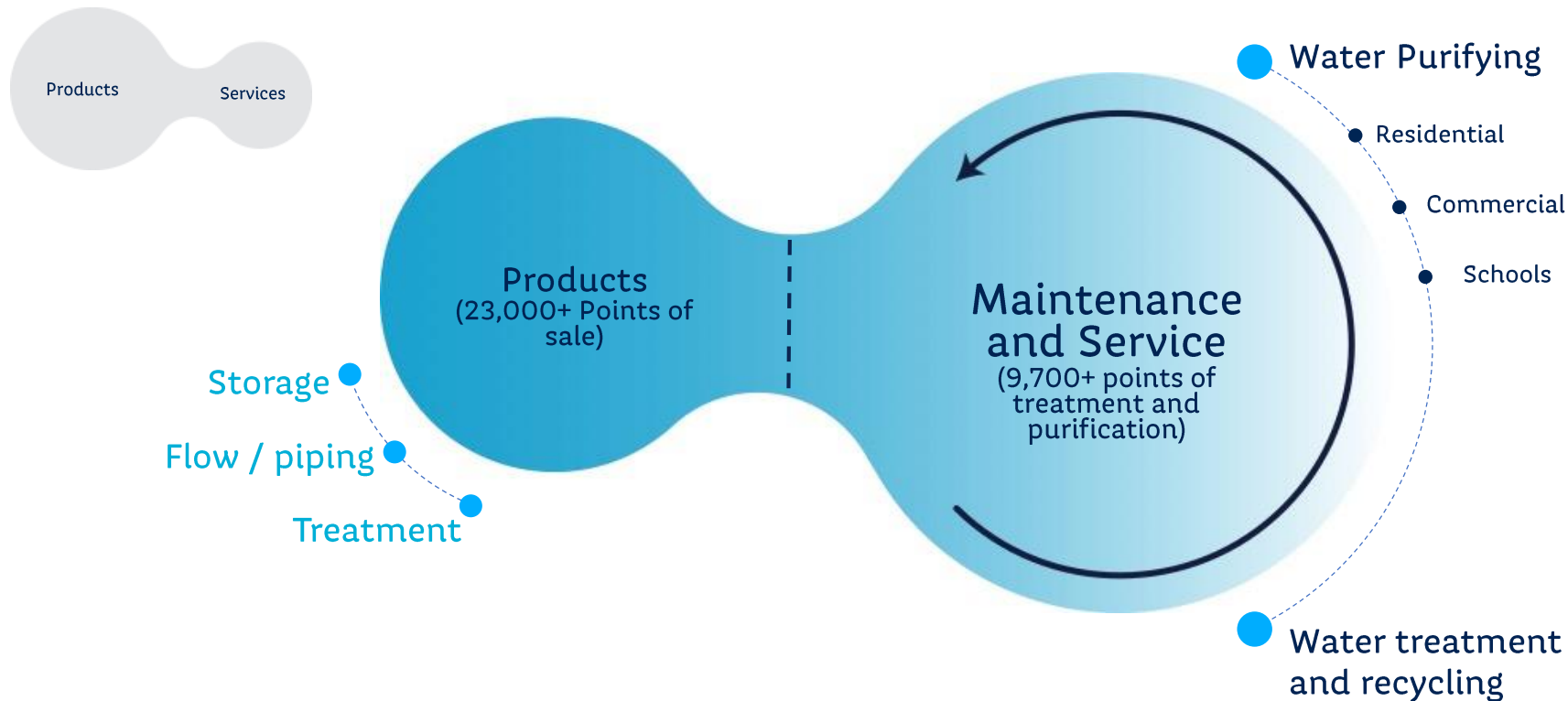
2 PROVIDING SOLUTIONS

Market leaders

Decentralized Water Solutions

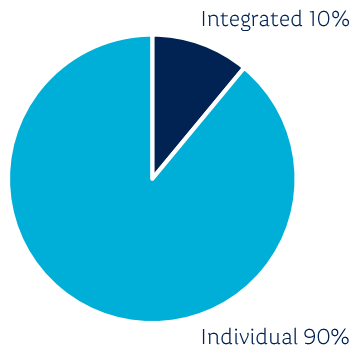
TODAY

EVOLUTION

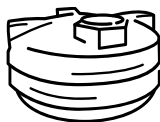


Individual and Integrated Solutions

Revenue by Solution

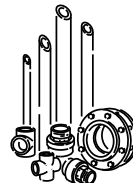


Storage



- Water Tanks
- Cisterns
- Industrial
- Accessories

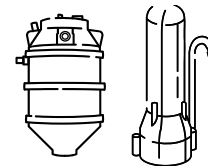
Water flow



- Hydraulic Pumps
- Sanitary Registry
- Hydraulic Piping

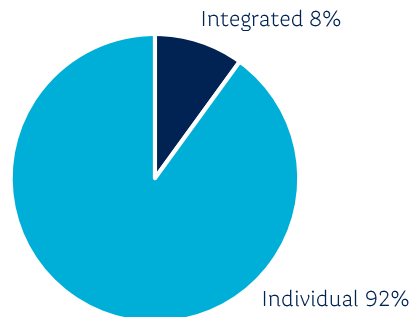
INDIVIDUAL
(products)

Treatment

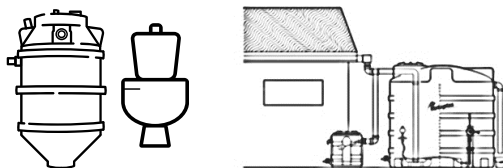


- Biogas digesters
- Filters
- Purifiers
- Heaters

EBITDA by Solution

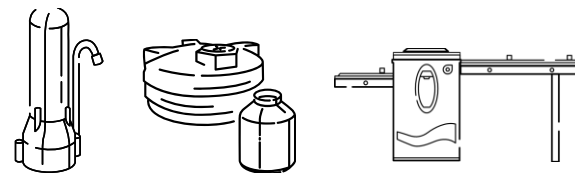


Auto-sustainable



- Rainwater harvesting system
- Outdoor Composting bathrooms

Water as a service



- Wastewater treatment & recycling plants
- Institutional and residential water purification services
- School water fountains

INTEGRATED
(services)

The Company

Origin Storage Products



1 country
 800 direct clients
 500 employees
 3,000 points of sale
 2 product lines
 8 plants
 1 innovation and development center

Sales
 MXN 500mm

EBITDA
 MXN 70mm

OPI: 2014 Water Solutions



12 countries (12x)¹
 6,850+ direct clients (9x)¹
 2,600+ employees (5x)¹
 23,000+ points of sale (8x)¹
 17 product lines (9x)¹
 25 plants (3x)¹
 1 innovation and development centers

Sales (LTM)
 MXN 6,552mm

EBITDA (LTM)
 MXN 860mm

Today Market Leader



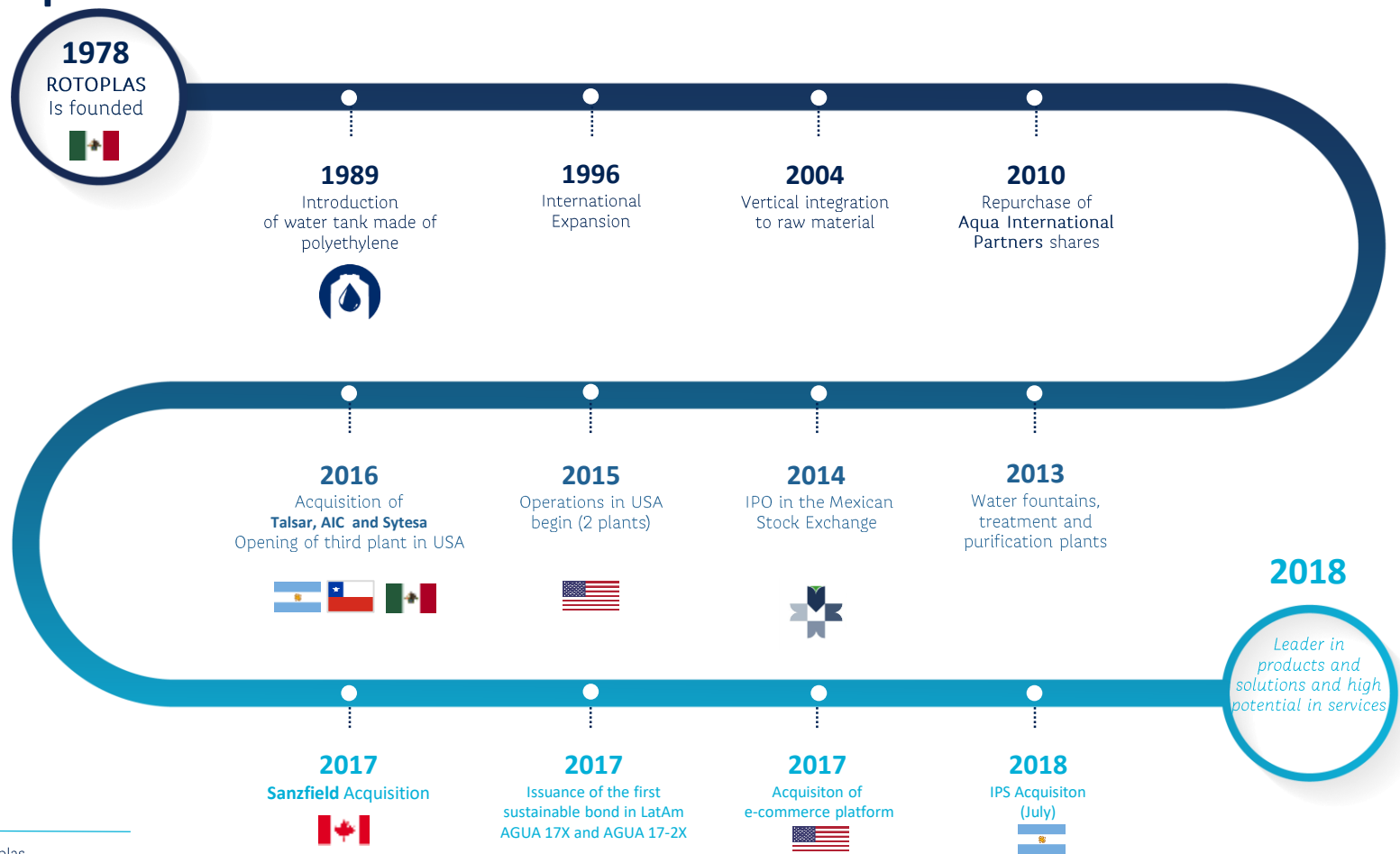
14 countries (14x)¹
 9,700+ points of service (12x)¹
 3,500+ employees (6x)¹
 23,000+ points of sale (8x)¹
 27 product lines (14x)¹
 21 plants (3x)¹
 3 innovation and development centers (3x)¹

Sales (LTM)
 MXN 7,430mm

EBITDA (LTM)
 MXN 1,141mm

¹ Compared to 1996.

Rotoplas Timeline





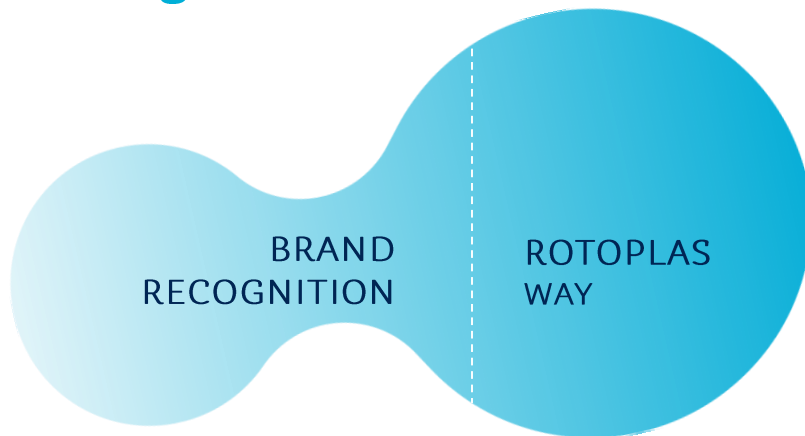
3

WITH A CLEAR MISSION

Sustainable Model

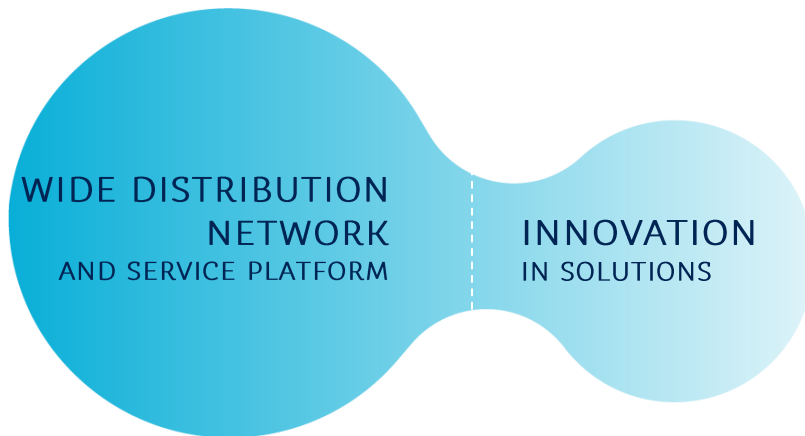
Competitive Advantages

- Value
- Quality
- Social Responsibility
- Trust



- Focus on **ESG (Environmental, Social & Governance)**
- Operative excellence in our **processes backed** by a SAP platform
- **Customer centric** culture
- **Strategy** with a robust coherence matrix for equity allocation

- Over **23,000 points of sale** in America
- Over **9,700 service points** and water treatment



- Focused on **highly innovative** projects with **high returns**
- Rotoplas invests **+1.5% of its sales in research and development**

ESG focus



+28,320 hrs¹
of training collaborators on
human rights, processes, health
and safety, among other topics



+14,330¹
trained plumbers



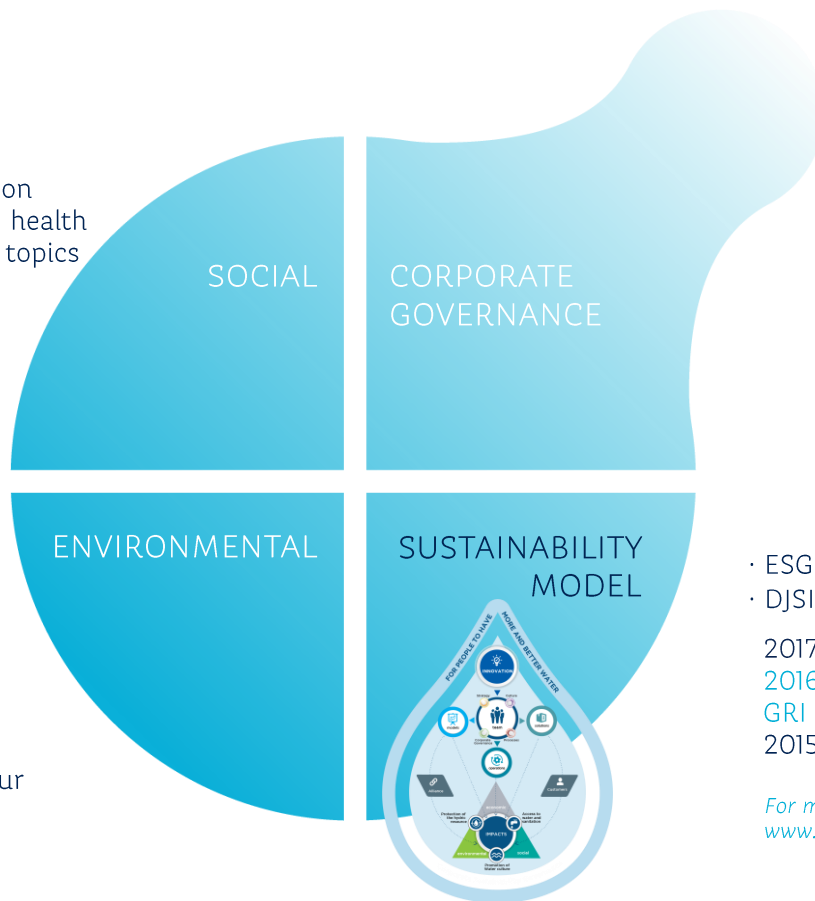
+2,460,000²
Beneficiaries from
our solutions



82%¹
of energy from
renewable sources



11%¹
recycled materials in our
solutions



47% independent
Board members



**Audit and Corporate
Practices Committees** led by
independent board members



Sustainability Committee
directly reports to the Board
of Directors

- ESG Bloomberg Score: **55.372** (Top 10 in Mexico)
- DJSI MILA Pacific Alliance (Sustainability Index)

2017 GRI Exhaustive Standard
2016 Annual Integrated Report elaborated under
GRI Standards
2015 Annual Integrated Report under GRI 4

*For more about our ESG performance visit our website
www.rotoplas.com*

¹During 2017.

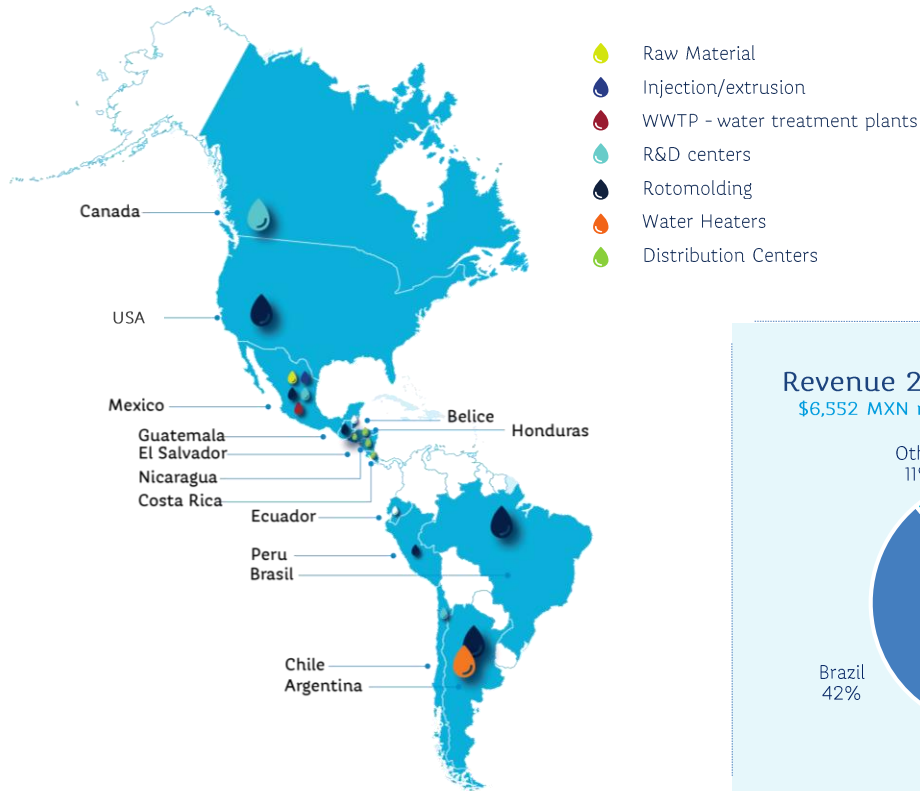
²Cumulative and including only INIFED beneficiaries for water fountains.



4 WHERE WE ARE GOING

Growth and value opportunities

Regional Presence of Rotoplas

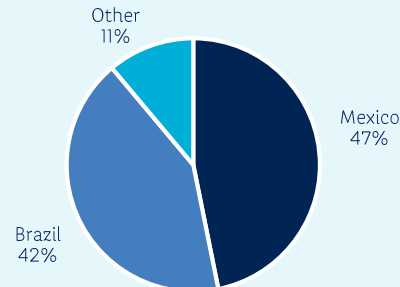


ROTOPLAS OPERATES IN 14 COUNTRIES

Brazil moved from representing 42% of sales in 2014, to 4% in 2018, and from 8 production plants to 1 in the same period.

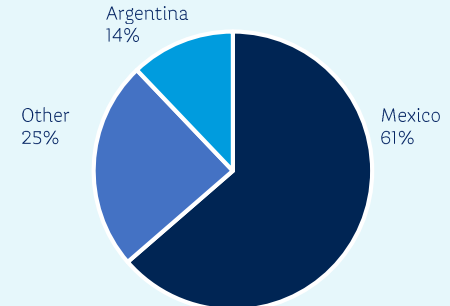
Revenue 2014

\$6,552 MXN mm



Revenue LTM

\$7,430 MXN mm



Strategy and Positioning by Country

Rotoplas is looking to find solutions for each region's necessities



- *E-commerce* for water storage products
- Biodigestors to replace septic tanks

- Leader e-commerce Platform-
STORAGE
TREATMENT



- Maintain leadership in existing products
- Accelerated growth in services

1 STORAGE
1 FLOW
1 TREATMENT
1 TREATMENT AND
RECYCLING
1 PURIFYING



- Maintain market positioning in the region

1 STORAGE



- Complete portfolio of products with an organic development of water flow/piping solutions
- Leadership in water treatment

1 STORAGE
2 TREATMENT



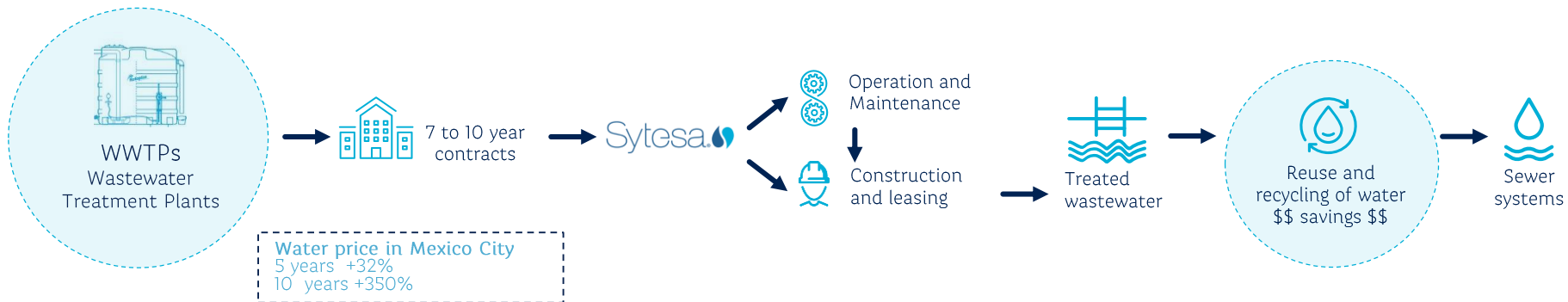
- Neutrality in products
- Evaluate business opportunities for WWTP – wastewater treatment plants



- Consolidate the portfolio of products
- Completely integrate recent acquisitions (Talsar, IPS)

- Leading Brands-
1 STORAGE
2 FLOW
1 TREATMENT

Investment in integrated solutions (services)



- Predictable and recurrent cash flows -





5

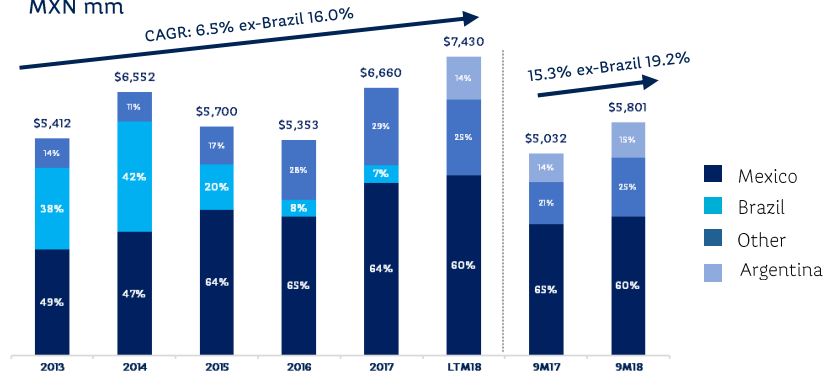
SOUND FINANCES

With a sustainable focus

Track Record of Growth and Profitability

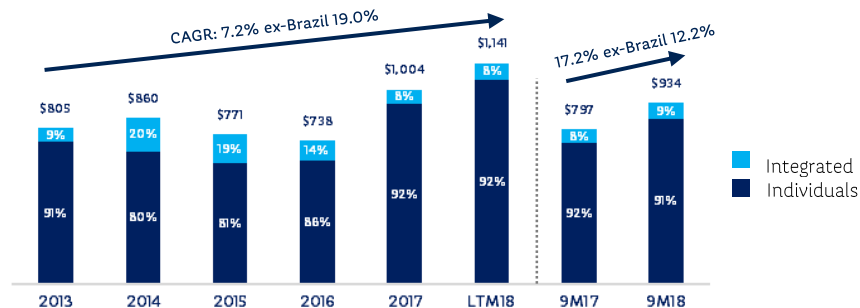
Revenue by Country

MXN mm



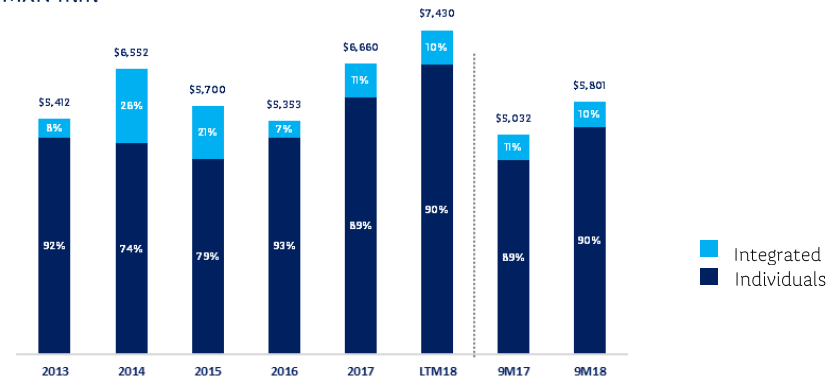
EBITDA by Solution

MXN mm

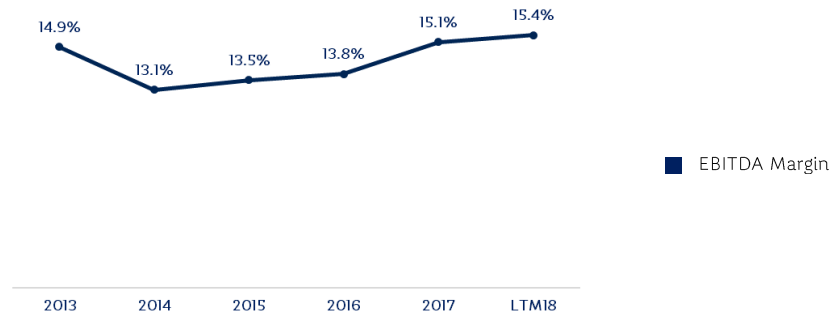


Revenue by Solution

MXN mm

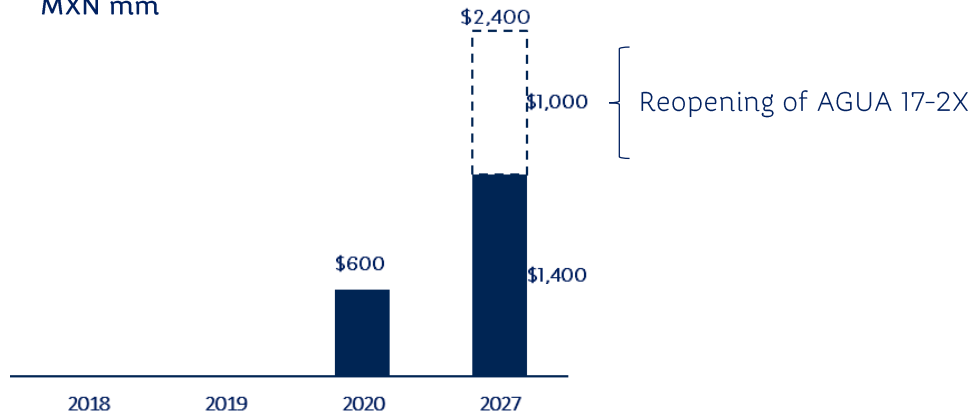


EBITDA Margin

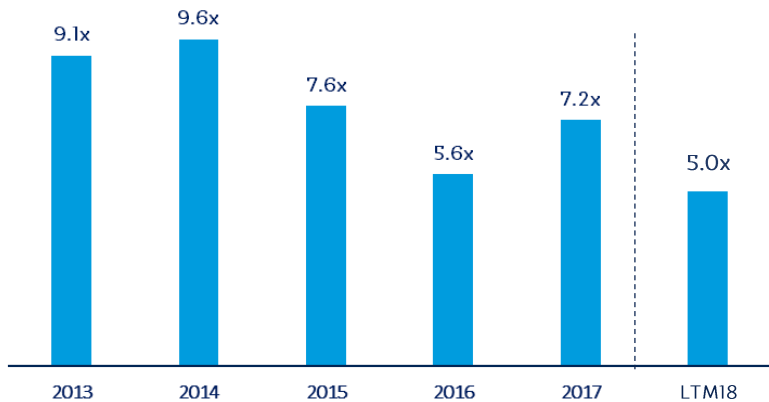


Debt Ratios

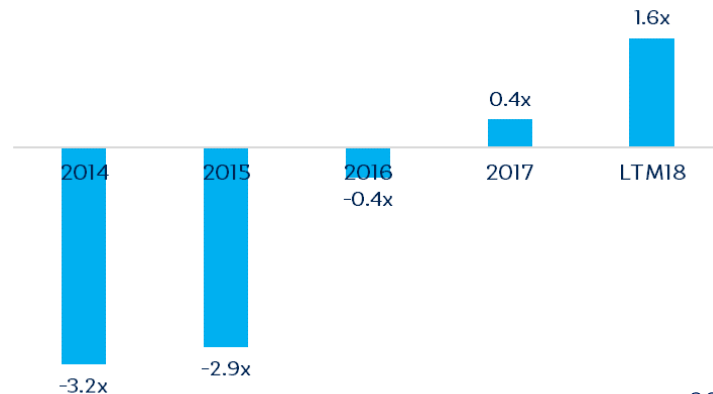
Debt amortization calendar
MXN mm



Interest coverage*



Net debt / EBITDA



*Considers interest payments from interest bearing liabilities.

*Interest coverage: EBITDA/Interest payments.

Strong Balance Sheet to Support Expansion

Selected
Balance Sheet Items
MXN mm

	September 2018
Cash and equivalents	\$575
Other Assets	\$10,214
Total Assets	\$10,789
Debt	\$2,414
Other Liabilities	\$1,757
Total Liabilities	\$4,171
Equity	\$6,618
Liabilities + Equity	\$10,789

Thank you!

INVESTOR RELATIONS

Mariana Fernandez

mfernandez@rotoplas.com

+52 (55) 5201-5000 ext. 50163

agua@rotoplas.com