

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

Investor Presentation

August 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

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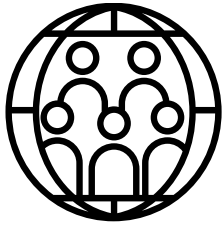
ADDITIONAL INFORMATION AND WHERE TO FIND IT

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

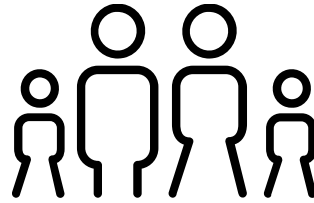
Water



Global Trends



The world's population
will continue to grow



People are migrating from
the countryside to cities



The overall standard of
living is improving, leading
to an increase in water
consumption worldwide

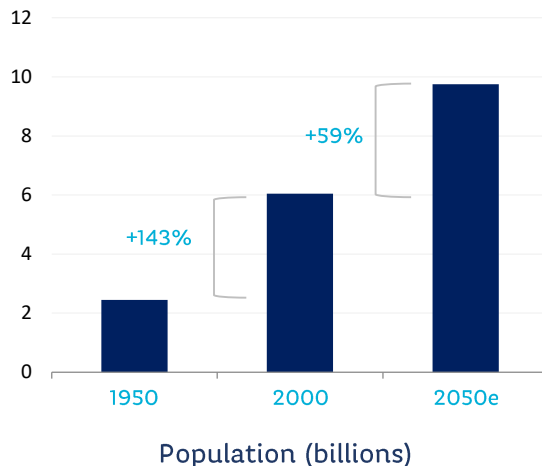


WATER:

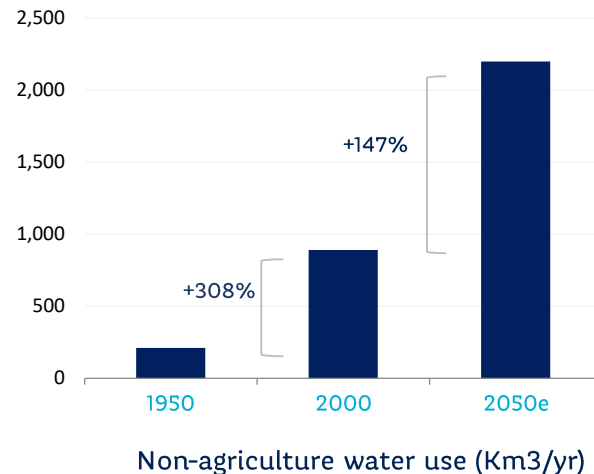
Secular commodity **without** a substitute product

Water Demand

World population is expected to grow by **3.6 billion (+59%)** through out 2050 but water demand, especially in developing countries, to grow much more rapidly.



Gross population will grow by an average of 77 million people per year over the next 20 years

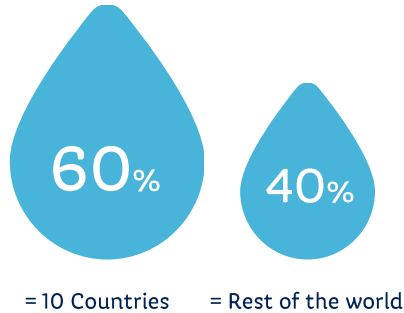


Non-agriculture water demand is growing 2.5x faster than population.

AS THE WORLD GETS WEALTHIER, IT BECOMES THIRSTIER

Water Supply

Imbalance in water distribution



10 countries control
60% of the global
freshwater supply

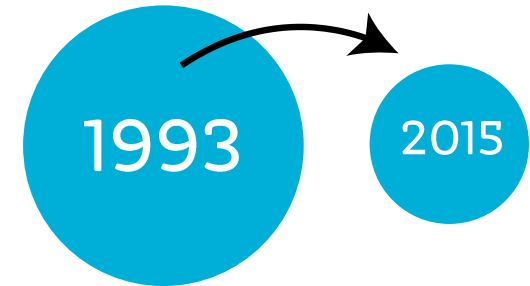
Water supply & sewer systems that are



..and, in many cases, have reached
the end of their useful lives

40% decline in renewable water

per capita over the
last 22 years



Water Challenges

2/3
of the world's
population

is living in areas
experiencing water
scarcity at least once
a month



2.4
billion

people worldwide live
without access to adequate
sanitation



USD 1
Trillion

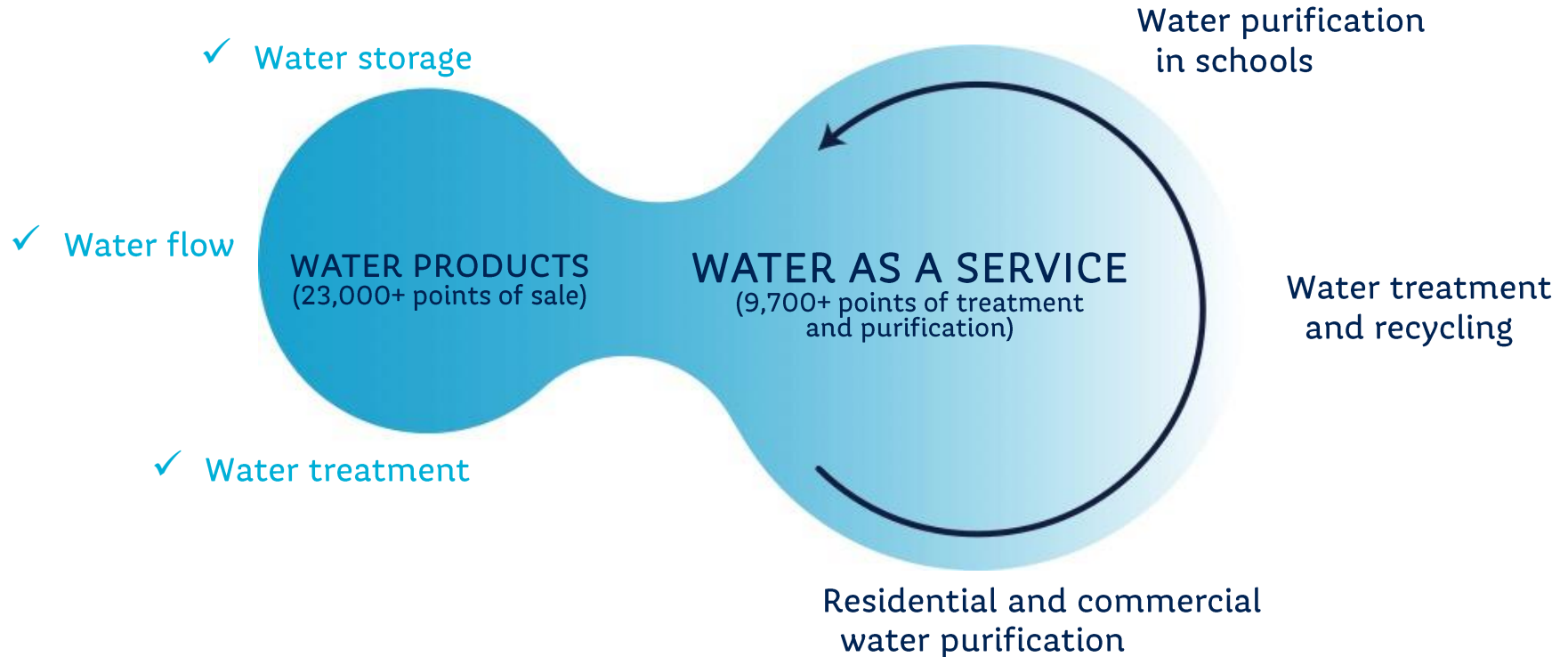


**MARKET OPPORTUNITY
BY 2025**



More and
Better Water

Decentralized Water Solutions



Rotoplas at a Glance



14

countries (14x)¹

10,900+

direct customers
(distributors) (13x)¹

3,000+

employees (6x)¹

23,000+

points of sale (8x)¹

27

product lines (14x)¹

21

plants (3x)¹

03

innovation centers

9,700+

water points of service
(direct clients)

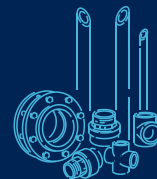
LTM Sales

MXN 7.05 bn (CAGR: 12.5%)¹

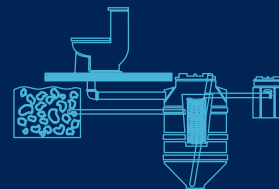
LTM EBITDA

MXN 1.12bn (CAGR: 13.0%)¹

Source: Rotoplas
¹ 22 year comparison



INDIVIDUAL
SOLUTIONS

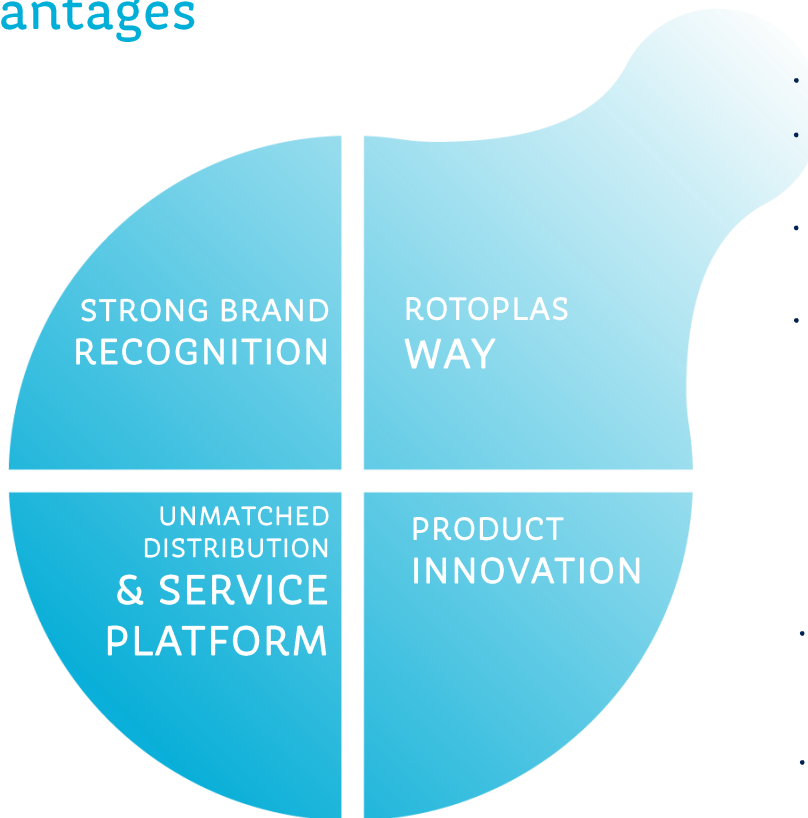


INTEGRATED
SOLUTIONS

Competitive Advantages

- Value
- Quality
- Social Responsibility
- Reliability

- More than **23,000 points** of sale in the Americas
- More than **9,700 service** and water treatment points



- **ESG Focus**
- Operational excellence in our **processes supported** by SAP platform
- Our culture is **highly innovative and client oriented**
- **Strategy** with a robust coherence matrix for capital allocation

- Focused on **highly-innovative** projects **with high-returns**
- Rotoplas invests **+1.5% of sales in R&D**

Water Solutions



Individual Solutions Portafolio

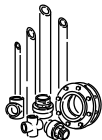
Water Storage



Water Tanks
Cisterns
Industrial Tanks
Accessories

- Limited access to water
- Urbanization
- Interrupted water service
- Ageing infrastructure

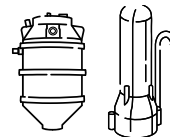
Water Flow



Hydraulic Piping
Hydraulic Pumps
Valves

- Low Pressure
- Water leakages
- Ageing infrastructure
- Interrupted water service

Water Treatment



Biodigesters
Water Filters
Water Purifiers
Water Heaters

- Sanitation & healthcare
- No drinking water
- Environmental and economic cost of bottled water

SPEED OF GROWTH AND MARGIN CONTRIBUTION

89% of revenue LTM 2Q18

Opportunity to tap current markets with existing portfolio

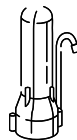
Integrated Solutions Portafolio¹

Water as
a service



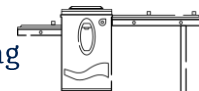
Wastewater
Treatment &
Recycling Plants

510+
Units installed



Residential and
institutional purifying
services

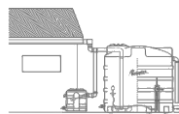
5,500+
Units installed



Water Purifying
Fountains

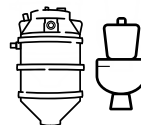
3,800+
Units installed
(800+ to be installed)

Sustainable



Rainwater Harvesting
Systems

318,000+
Units installed



Outdoor Composting
Bathrooms

173,000+
Units installed

Focus on service & maintenance platform



Sanitation



No drinking water

¹ Cumulative figures as of 2Q18 and including only INIFED water fountains

Sustainability & Growth



ESG focus



+28,320 hrs¹

training collaborators on human rights, processes, health and safety, among other topics



+14,330¹

trained plumbers



+2,460,000²

Beneficiaries from our solutions



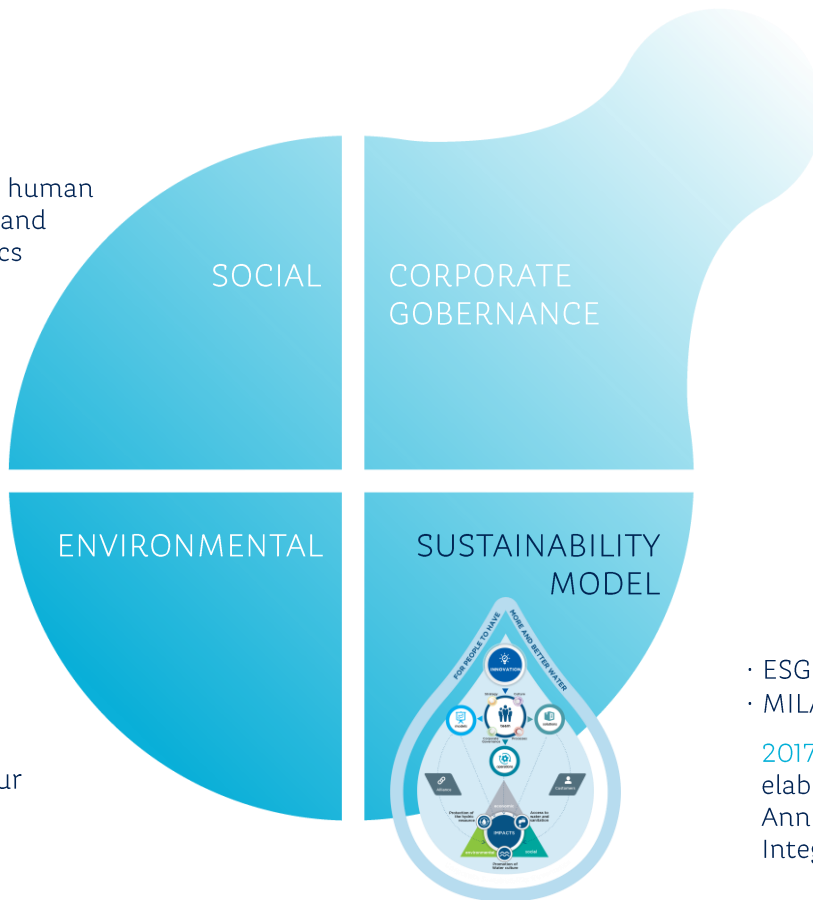
82%¹

of energy from renewable sources



11%¹

recycled materials in our solutions



47% independent Board members



Audit and Corporate Practices Committees chaired by independent board members



1 Sustainability Committee that directly reports to the Board of Directors

- ESG Bloomberg Score: **55.372**
- MILA Dow Jones Sustainability Index

2017 and 2016 Annual Integrated Report elaborated under GRI Standards, and 2015 Annual Integrated Report under GRI 4

¹During 2017,

²Cumulative and including only INIFED beneficiaries for water fountains

Organic

Inorganic

Market
Penetration



Market
Share



Solutions



Regions



Value Added

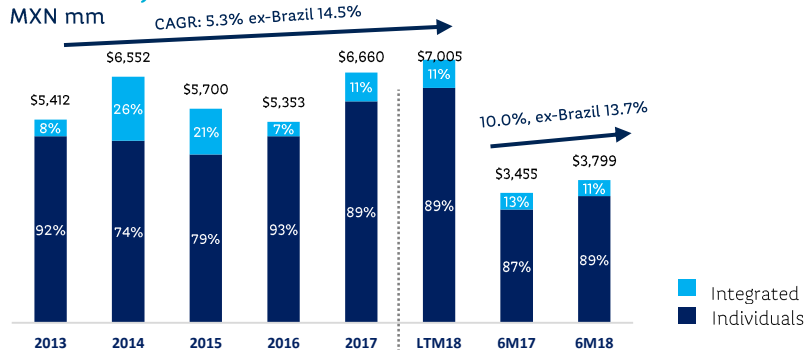


Track Record of Growth and Profitability

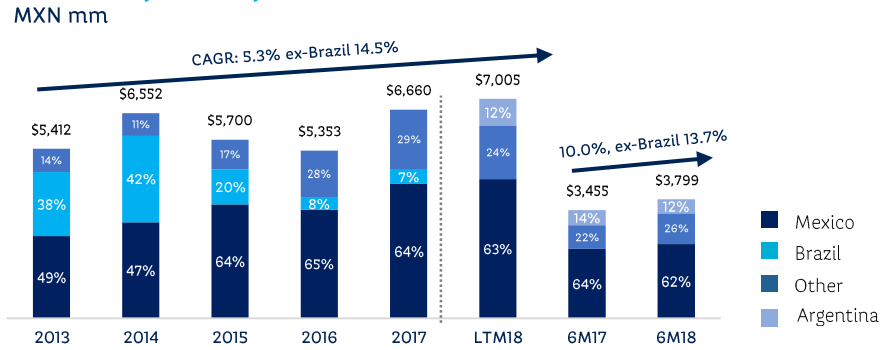


Track Record of Growth and Profitability

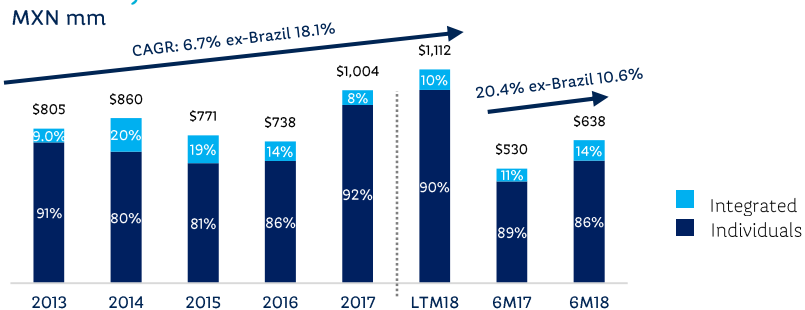
Revenue by Solution



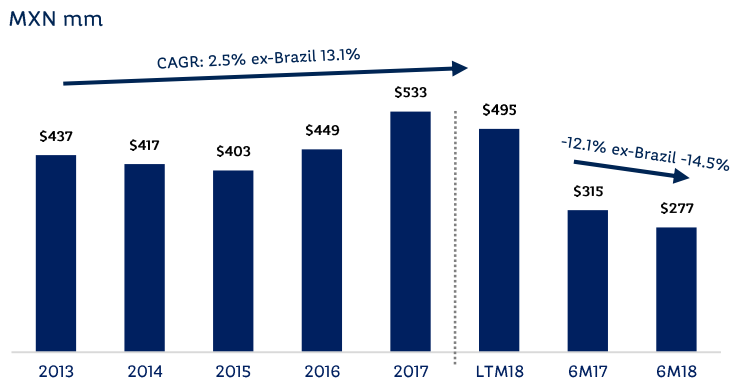
Revenue by Country



EBITDA by solution



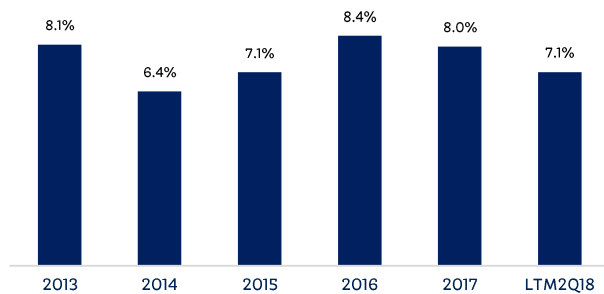
Net Income



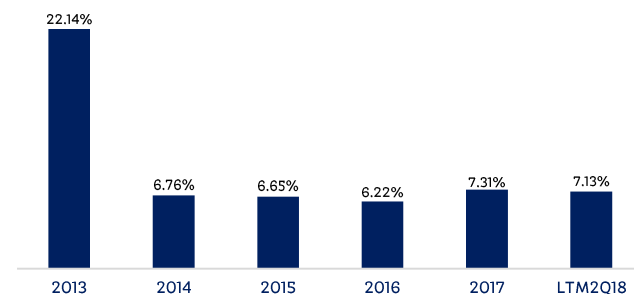
Integrals	14.8%	14.1%	14.0%	12.8%	15.7%	16.1%	17.6%	18.9%
Individuals	16.2%	10.2%	11.9%	26.0%	10.0%	14.1%	15.1%	24.6%
Total	14.9%	13.1%	13.5%	13.8%	15.1%	15.9%	15.3%	16.8%

Solid Net Profit Margin and Returns

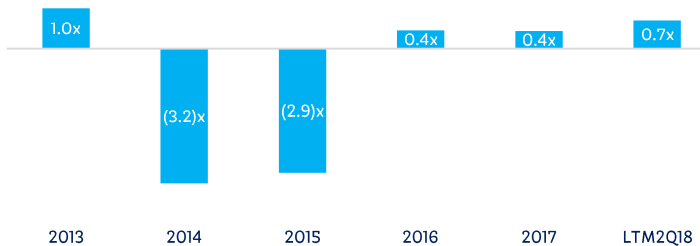
Net Profit Margin



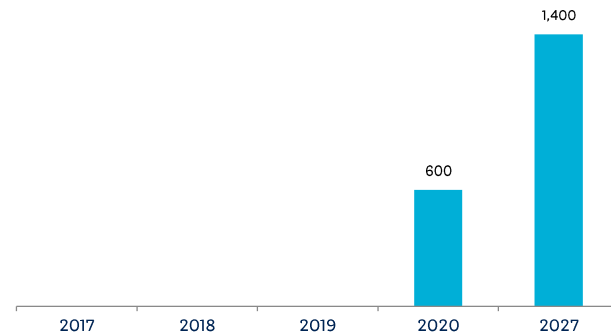
Return on Equity



Net Debt / EBITDA



Debt Maturity Schedule MXN mm



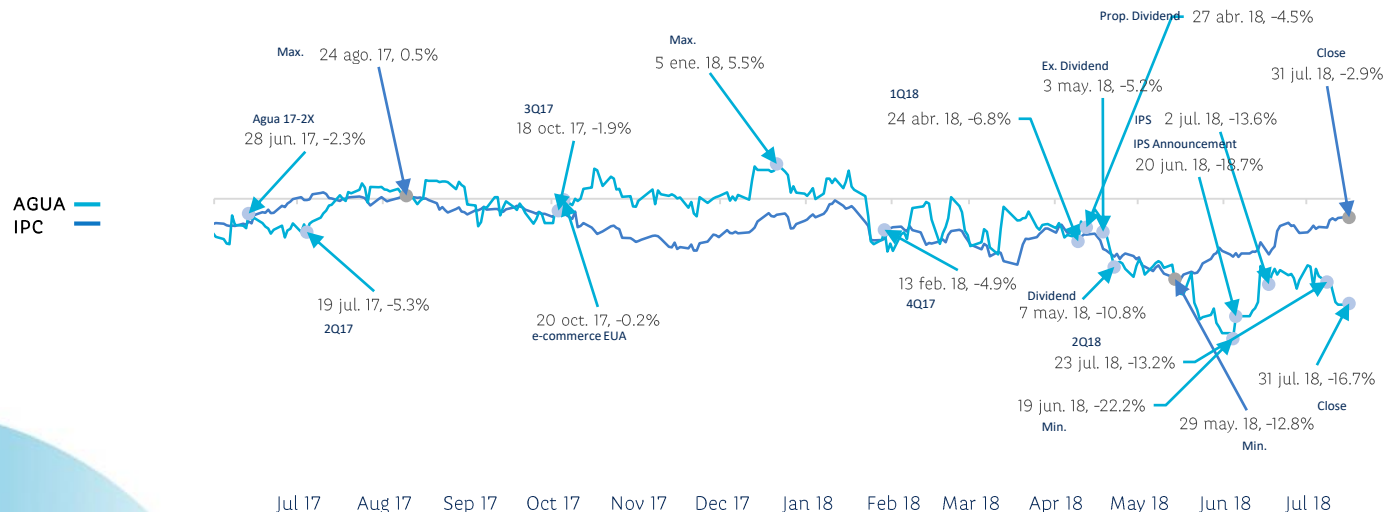
Strong Balance Sheet to Support Expansion

Strong Balance Sheet to Support Expansion

Selected
Balance Sheet Items
MXN mm

	June 2018
Cash and equivalents	\$1,238
Other Assets	\$9,548
Total Assets	\$10,771
Debt	\$1,975
Other Liabilities	\$1,855
Total Liabilities	\$3,831
Equity	\$6,940
Liabilities + Equity	\$10,771

LTM Stock Performance



Total volume LTM: 77 million of shares

Average volume: 309k shares (US\$398k)

Liquidity index: Rank 66 of 189 (June 2018)

Liquidity: Medium

Analyst Coverage

1. Bank of America Merrill Lynch
2. GBM
3. Goldman Sachs
4. Santander

	AGUA	IPC
LTM July 31 st 2018	-16.7%	-2.9%
YTD	-20.3%	-0.7%

Thank you!

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