

Rotoplas | First Quarter 2021 Results

(AGUA*)

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Mexico City, April 21, 2021. Grupo Rotoplas S.A.B. de C.V. (BMV: AGUA*) (“Rotoplas” or “the Company”), America’s leading company in water solutions, reports its unaudited first quarter results ending March 2021. The information has been prepared under the International Financial Reporting Standards (IFRS).

Figures expressed in millions of Mexican pesos.

1Q21 vs 1Q20 | HIGHLIGHTS

- ④ Rotoplas reported record **net sales and EBITDA** for a first quarter.
- ④ **Net sales** grew 26.4% driven by water stress and droughts in some countries, as well as by an increase in water consumption due to the pandemic and changing consumer habits.

All countries reported double-digit growth, except Mexico, which increased 8.4% due to a slowdown in the growth rate in the services segment.

 - **Product sales** increased 30.0%, driven by *Flow* initiatives such as the launch of new solutions, the opening of new sales channels and the increased effectiveness of the sales force.
 - **Services sales** contracted 19.7%, mainly due to the absence of drinking fountain revenues due to school closures and, to a lesser extent, the delay of new water treatment plant contracts due to the uncertainty of the pandemic.
 - If the impact on sales and EBITDA due to the pandemic in March 2020 is excluded, it is estimated that sales would have increased 20.2% and EBITDA 24.3%.
- ④ **Gross profit** amounted to Ps. 1,006 million and grew 19.3% to reach a margin of 41.3%. **Operating income** increased 9.8% to Ps. 305 million, with an **operating margin** of 12.5%.
- ④ **Adjusted EBITDA¹** increased 31.4%, outpacing sales growth, despite higher raw material prices and as a result of operating discipline and expense control. The margin expanded 70 bps to 19.4%.
- ④ **Net income** was Ps. 134 million, 66.2% higher than 1Q20 excluding the non-recurring financial gain from the closing of FX hedges in March 2020.
- ④ **ROIC** closed at 14.8%, an improvement of 540 bps vs. the same quarter of the previous year.

¹ Adjusted EBITDA considers: operating income + depreciation and amortization + non-recurring expenses (donations and Flow implementation expenses). In 1Q21 it takes into account Ps. 75 million of Flow expenses and Ps. 2 million of donations..

KEY FIGURES | FINANCIAL DATA

		1Q		
		2021	2020 ¹	%Δ
Income Statement	Net Sales	2,434	1,926	26.4%
	% gross margin	41.3%	43.8%	(250) bps
	Operating Income	305	278	9.8%
	% margin	12.5%	14.4%	(190) bps
	EBITDA	396	360	10.0%
	Adjusted EBITDA ²	473	360	31.4%
	% margin	19.4%	18.7%	70 bps
	Net Income	134	463	(71.0%)
	% margin	5.5%	24.0%	NM
Balance Sheet	Cash and cash equivalents	2,854	3,459	(17.5%)
	Total Debt	4,200	4,096	2.6%
	Net Debt	1,347	637	NM
Cash Flow	Operating Cash Flow	(115)	809	(114.3%)
	CapEx	71	77	(8.0%)
	Working Capital	(379)	280	NM
Other	Net Debt / Adj. EBITDA	0.8 x	0.4 x	0.4 x
	ROIC	14.8%	9.4%	540 bps
	Cash Conversion Cycle	77	111	(34) days

OPERATING FIGURES | 1Q21

Operating	New solutions	6	e-commerce clients	27,800+
	Employees	3,410	bebbia users	48,000+
	Government transactions	3.9%	CO ₂ saved (vs. bottled water)	3.01 tons

¹ For comparative purposes, the figures vary from what was reported as they exclude the operations of the products business in Brazil as they are considered discontinued due to their sale in May 2020. This adjustment subtracts Ps. 56 million from net sales and increases adjusted EBITDA by Ps. 13 million for 1Q20.

² Adjusted EBITDA considers: operating income + depreciation and amortization + non-recurring expenses (donations and Flow implementation expenses). In 1Q21 it takes into account Ps. 75 million of Flow expenses and Ps. 2 million of donations.

MESSAGE | CEO

Dear Investors,

We started 2021 with positive results, in line with our annual expectations. *Flow* has been key to the Company's performance and evolution. It started as a transformation program in 2019, and has evolved to include cultural change and a philosophy for continuous innovation to maintain sustainable growth.

We have fully adapted to the new reality and continue to support communities through decentralized and sustainable water solutions to improve their health and quality of life. In addition, we continue to innovate and deliver new solutions to the market.

As the pandemic has evolved, it has become clear that water has become an increasingly valued resource for the population. Given the extended stay at homes, families have paid more for water services, have upgraded their homes to increase storage capacity, and have prioritized the supply of drinking water.

At Rotoplas, we approach sustainability from two perspectives; in addition to adopting ESG best practices out of conviction, we have become an ally for families, companies, industries and farmers to reduce their environmental impact through our water solutions.

At the end of March, we maintained a solid balance sheet which gives us the strength and flexibility to drive growth and continue working to achieve the objectives set out in the 2021-2025 business plan. In this plan we give people, the planet and profitability the same level of importance.



Carlos Rojas Aboumrad

INVITE | EARNINGS CALL

Thursday, April 22 | 10:00am Mexico City Time (11:00am, EST)

Carlos Rojas Aboumrad (CEO) | Mario Romero Orozco (CFO)

Link: https://rotoplas.zoom.us/webinar/register/WN_avOEWq16SVibbaXP4aQrng

Password: 1Q21

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GUIDANCE | 2021-2025

	Metric	2021 Guidance	2025 Objectives
Guidance	Increase in net sales	≥ 10.0%	2x sales (vs 2020)
	Adjusted EBITDA Margin	≥ 19.0%	≥ 20.0%
	Net Debt/Adj. EBITDA	≤ 2.0x	≤ 2.0x
	ROIC	ROIC = WACC + 100 bps	ROIC ~20%

ROTOPLAS' RESPONSE | COVID-19

Rotoplas continues to implement initiatives to combat the spread of COVID-19.

- Operating Level:

- ④ Administrative staff continue to work remotely.
- ④ Strict safety and hygiene protocols are maintained to protect plant operating and field service personnel.
- ④ As part of the protocol, periodic screening tests such as molecular tests, serological tests (IgG) and rapid tests (IgG/IgM) are taken.
- ④ Scheduled sanitizations are carried out in all workplaces.
- ④ Activities with stakeholders continue to be held virtually.

- Operational status:

1Q21 Operations

Country or Region	
Mexico	Continuous operation
Argentina	
United States	
Peru	
Central America	Continuous operation. Start of operations in the Nicaragua plant.

- Commitment to Stakeholders

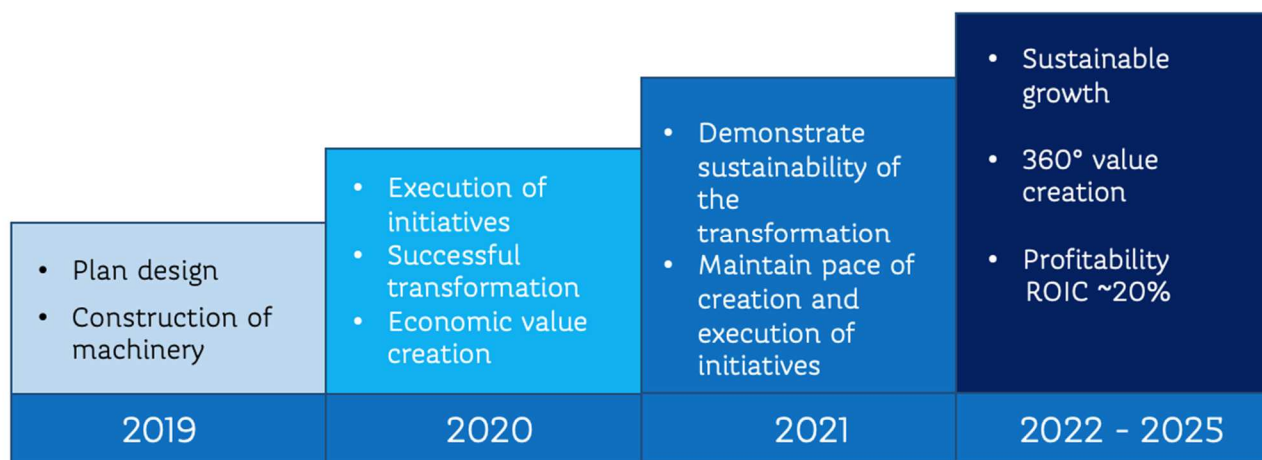
During the quarter, storage products were donated for the installation of hand-washing stations in a community in Chiapas Mexico to benefit students.

TRANSFORMATION PROGRAM | FLOW

In 2019, Rotoplas began the transformation program “Flow” to focus the business on economic value creation and sustainable growth. The strategy is based on initiatives divided between three pillars:

- A. Profitability of the Current Portfolio
 - levers for income, cost, expenditure and working capital
- B. Growth Initiatives and Execution
 - improve the execution of growth opportunities and capital allocation decisions
- C. Organizational Culture and Health
 - leadership, operational discipline, talent development, accountability and organizational climate

Flow has evolved and has become part of the culture of innovation and continuous improvement:



In 2019, an in-depth analysis of the company and its opportunities was carried out to design a roadmap. By 2020, with various initiatives executed, the main goal of value creation with a ROIC above the cost of capital, was achieved.

In 2021, Rotoplas will focus on demonstrating the sustainability of the transformation through continued growth and improvement in profitability. One of the most important enablers to achieve our objectives is human talent. Therefore, we will work on developing and training our employees and attracting the right talent for the evolution of the business.

SALES AND EBITDA | BY REGION AND SOLUTION

Figures in million Mexican pesos

Figures by geographic region				
		1Q		
		2021	2020 ¹	%Δ
Mexico	Sales	1,336	1,232	8.4%
	EBITDA	308	315	(2.3%)
	% Margin	23.0%	25.6%	(260) bps
Argentina	Sales	478	271	76.5%
	EBITDA	69	4	NM
	% Margin	14.5%	1.5%	1,300 bps
United States	Sales	256	199	28.9%
	EBITDA	19	(9)	NM
	% Margin	7%	(4.3%)	1,180 bps
Other	Sales	364	224	62.3%
	EBITDA	76	49	55.5%
	% Margin	21%	22%	(90) bps
Figures by solution				
		1Q		
		2021	2020 ¹	%Δ
Products	Sales	2,321	1,785	30.0%
	EBITDA	486	365	33.2%
	% Margin	21.0%	20.5%	50 bps
Services	Sales	113	141	(19.7%)
	EBITDA	(14)	(5)	NM
	% Margin	(12.2%)	(3.8%)	(840) bps

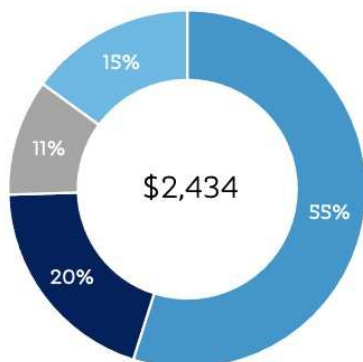
¹ For comparative purposes, the figures vary from what was reported as they exclude the operations of the products business in Brazil as they are considered discontinued due to their sale in May 2020. This adjustment subtracts Ps. 56 million from net sales and increases adjusted EBITDA by Ps. 13 million for 1Q20.

Adjusted EBITDA

		1Q		
		2021	2020 ¹	%Δ
Adjusted EBITDA	EBITDA	396	360	10.0%
	Flow implementation expenses	75	-	NM
	Donations	2	-	NM
	Adj. EBITDA	473	360	31.4%

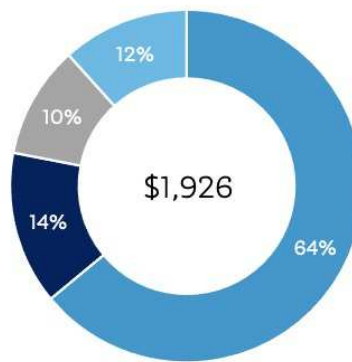
Since the second quarter of 2020, “one-off” expenses began to be recognized for the implementation of the *Flow* program. These are non-recurring expenses that have short and long-term benefits for income, expenses, working capital and organizational culture to ensure positive permanent change.

Sales 3M21



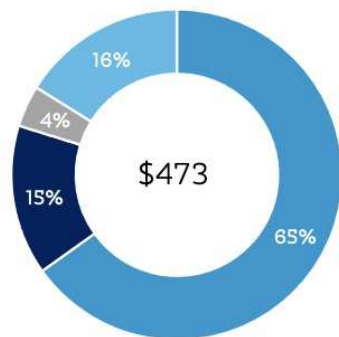
■ Mexico ■ Argentina ■ United States ■ Other

Sales 3M20



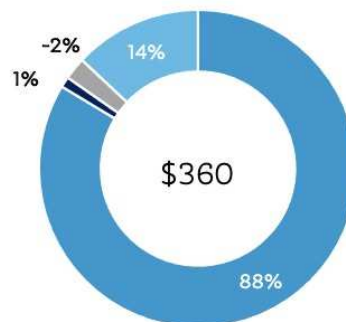
■ Mexico ■ Argentina ■ United States ■ Other

EBITDA 3M21



■ Mexico ■ Argentina ■ United States ■ Other

EBITDA 3M20



■ Mexico ■ Argentina ■ United States ■ Other

Mexico

Net sales in the quarter increased 8.4%, driven by a double-digit growth in products, which compensated for weaker services results.

Product sales benefited from growth in the storage and water flow categories, as well as the increase in demand caused by droughts and water shortages in the country. During the period, water softeners, flexible hoses, electric showers and a new filter model were added to the portfolio.

In addition, the popularity of the solutions launched in previous quarters and the effectiveness of the sales force contributed to the positive sales performance.

Within **services**, no sales in the drinking fountain category were recognized due to school closures, negatively impacting overall revenues in the segment. Likewise, water treatment and recycling plant sales decreased as a result of the uncertainty caused by the pandemic, resulting in the delay of the closure of new contracts.

bebbia continues to register record sales. During the quarter, a multichannel marketing campaign was launched to increase brand awareness. *rieggio* recorded sales for the first projects that have begun operations.

Adjusted EBITDA for the quarter was Ps. 308 million, 2.3% lower than 1Q20. This decrease is mainly due to higher raw material prices, marketing and installation expenses for *bebbia* and the recognition of expenses in the drinking fountains category despite recording no revenues. The **adjusted EBITDA margin** was 23.0%.

Argentina

Net sales for the quarter increased 76.5%, driven by double-digit growth in all three categories (storage, water flow and improvement). In addition, the recovery of home building, cross-selling between categories and the development of the agro-industrial channel contributed to the growth in sales.

Export sales increased 130% in local currency and represented 5% of total sales.

The **adjusted EBITDA margin** was 14.5% for the quarter, an increase of 1,300 bps, driven by better expense absorption due to the normalization of the plants' operations and the increase in volumes.

NOTE: Adoption of IAS 29, Financial Reporting in Hyperinflationary Economies.

Due to the Argentine accumulation of inflation higher than 100% in the last three years, it is considered a hyperinflationary economy. In accordance with IAS 29, an adjustment for inflation has been made to the Financial Statements to consider changes in purchasing power.

International Accounting Standard (IAS) 29, Financial Information in Hyperinflationary Economies establishes that the results of operations in Argentina should be reported as if they were hyperinflationary as of January 1st, 2018. Moreover, an adjustment for inflation in the Financial Statements should be made to account for the change in the purchasing power of the local currency.

Due to the aforementioned, in 1Q21 the impact of the above resulted in an increase of Ps. 12 in financial expenses, negatively impacting the Comprehensive Financing Result. After accounting for taxes, it negatively affected net income by Ps. 49 million.

United States

Net sales for the quarter increased by 28.9% to reach Ps. 256 million, driven by improved consumer confidence in light of the vaccination roll out, the demand for water solutions for crops in California and the migration of people from large cities to settlements where the supply of water needs to be guaranteed.

Despite the fact that in February activities were suspended for 1 week due to the frosts in the south of the country, over the quarter the number of recurring clients and new clients increased. Additionally, the offering of solutions on digital platforms was expanded during the period.

The investment made in 2020 to update the websites, improve the logistics processes for delivering solutions, as well as the evolution of the 8 stores to service centers, has improved the customer experience and boosted growth.

Adjusted EBITDA reached Ps. 19 million driven by higher volumes and an increase in the average sales ticket. This is an improvement compared to the negative EBITDA reported in the same period of the previous year due to expenses related to the operational optimization of the business.

Other Countries

Net sales from other countries (Peru, Guatemala, El Salvador, Costa Rica, Honduras, Nicaragua and Brazil) reached Ps. 364 million in the quarter, an increase of 62.3% vs. 1Q20.

In **Peru**, sales grew double-digit for the quarter, driven by an increase in the demand for water solutions and the increase in the population's disposable income due to the governments authorization to make withdrawals from pension funds in response to the pandemic.

The launch of new products in previous quarters, the development of the water flow category and participation in new sales channels, boosted sales. New products such as water tanks in the blue range or water tankers with different capacities allow us to access new segments of the population.

Sales for the same period of the previous year were affected by the closure of operations during the second half of March due to a government mandate in response to the health contingency.

In **Central America**, sales increased by double-digits, driven by Guatemala, El Salvador and Costa Rica, which all presented double-digit growth, offsetting lower sales in Nicaragua and Honduras. Demand benefited from the reopening of businesses and the reactivation of home building.

On March 29, the new plant began operations in Managua, Nicaragua. The unit will supply the entire southern region of Central America; Nicaragua, Costa Rica and Panama, with the aim of gaining market share, improving delivery times and reducing logistics costs.

In **Brazil**, the development of the service platform continues through water treatment and recycling plants. During the quarter, the sales team was strengthened to form a comprehensive team to help to form the estimated sales pipeline.

At the end of March, the treatment plant portfolio included 4 physical units in operation.

Adjusted EBITDA increased by 55.5% in the quarter to reach Ps. 76 million.

ANALYSIS | COSTS AND EXPENSES

Gross Profit

The **gross profit** for the period increased by 19.3%, reaching Ps. 1,006 million. The **gross margin** stood at 41.3% in 1Q21 compared to 43.8% in 1Q20, a contraction of 250 bps related to the increase in the price of raw materials and the costs of hiring additional personnel to comply with distancing protocols.

Operating Income

Operating income amounted to Ps. 305 million for the quarter, 9.8% higher than that reported in 1Q20.

During the quarter expenses were recognized for the execution of the *Flow* program for Ps. 75 million and Ps. 6 million for the adoption of health measures to combat COVID-19. Even considering these impacts, the increase in expenses is lower than the growth in sales.

Comprehensive Financing Result

The **Comprehensive Financing Result** for 1Q21 was an expense of Ps. 122 million vs. an income of Ps. 431 million in 1Q20, related to financial income from gains on financial instruments obtained in the same period of the previous year. Financial expenses for the quarter were mainly comprised of the provision for the payment of interest on the AGUA 17-2X sustainable bond.

Income Tax

The **income tax** for the first quarter amounted to Ps. 50 million vs. Ps. 188 million in 1Q20.

Net Result

The net result was a **profit** of Ps. 134 million. Net income for 1Q20 considered a non-recurring gain of Ps. 382 million due to the closing of exchange rate hedges. Excluding this effect, 1Q21 profit increased by 66.2% compared to the previous year.

CapEx

	3M				
	2021	%	2020	%	%Δ
Mexico	38	53%	34	44%	10.8%
Argentina	15	21%	27	35%	(44.6%)
United States	4	6%	2	2%	NM
Others	14	20%	14	18%	0.2%
Total	71	100%	77	100%	(8.0%)

Capital investments represented 2.9% of sales for the quarter, a decrease of 8.0% compared to the previous year.

Capital investment includes some projects such as:

- New technology for the production of storage solutions in Mexico.
- Enhancements in the improvements business in Argentina.
- Ps. 3 million for water treatment and recycling plants in Mexico and Ps. 7 million for Brazil, which represents 14% of the total amount.
- Among others, the investment in the new storage plant in Nicaragua is contemplated.
- The CapEx allocated to *Flow* initiatives amounted to Ps. 59 million.

ANALYSIS | BALANCE SHEET

Cash Conversion Cycle (Days)

	3M		Δ days
	2021	2020	
Inventory Days	61	80	(19)
Accounts Receivable Days	50	68	(18)
Accounts Payable Days	34	37	(3)
Cash Conversion Cycle	77	111	(34)

Inventory Days: Average Inventory / (3M Cost of Sales / 90)

Accounts Receivable Days: Average Accounts Receivable without tax / (3M Sales / 90)

Accounts Payable Days: Average Suppliers / (3M Cost of Sales / 90)

The 34-day optimization of the **cash conversion cycle** is due to *Flow* initiatives to negotiate terms with clients, distributors and suppliers, primarily in Mexico and Argentina. As the United States business is via an online platform the cash conversion cycle remains negative.

Debt

	3M		%Δ
	2021	2020	
Total Debt	4,200	4,096	2.6%
Short-term Debt	159	97	64.4%
Long-term Debt	4,041	3,999	1.1%
Cash and Cash Equivalents	2,854	3,459	(17.5%)
Net Debt	1,347	637	NM

Debt Maturity Profile

Total debt amounted to Ps. 4,200 million and corresponds to the AGUA 17-2X sustainable bond, a government loan from Peru and a short-term working capital loan in Argentina, including the provision for short-term interest payments.

	Currency	Amount in MXN	Rate	Maturity
AGUA 17-2X Sustainable Bond	Mexican Pesos	Ps. 4,000 million	8.65%	June 2027
Peruvian Government Loan	Peruvian Soles	Ps. 55 million	1.49%	June 2023
Argentinian Loan	Argentinian Pesos	Ps. 52 million	38.0%	June 2021

As of March 31, 2021 interest coverage (LTM Adjusted EBITDA / LTM interest payments) amounted to 5.1x.

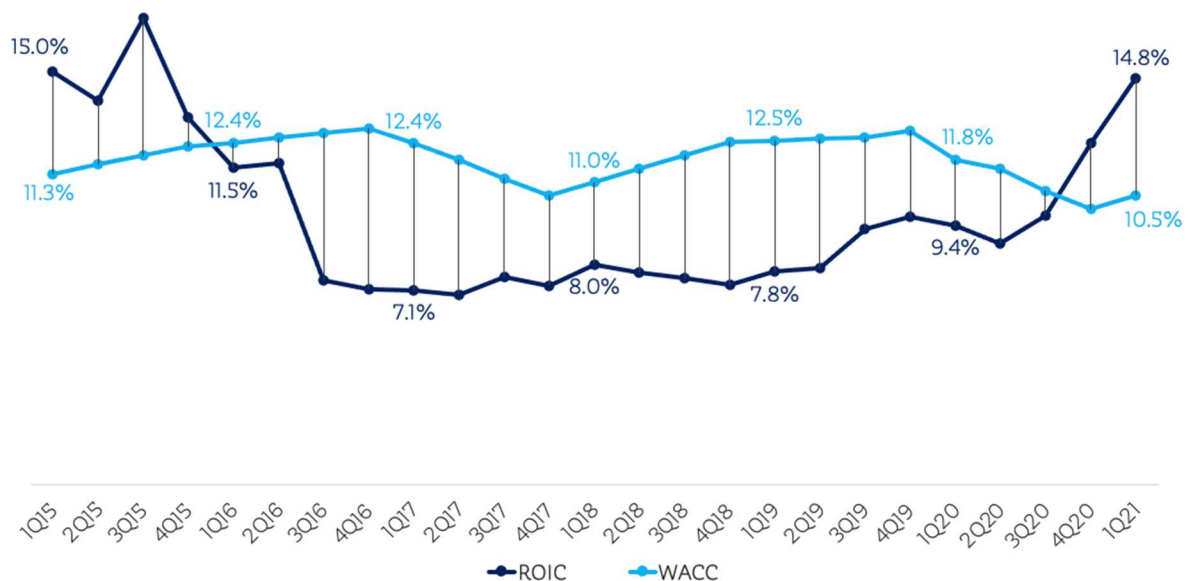
FINANCIAL RATIOS

	3M		
	2021	2020	%Δ
Net Debt / Adjusted EBITDA	0.8 x	0.4 x	0.4 x
Total Liabilities / Total Stockholders' Equity	1.1 x	0.9 x	0.2 x
Net Earnings per Share*	0.28	0.95	(71.0%)

*Net income divided by 486.2 million shares, expressed in Mexican pesos.

Leverage for the first quarter of 2021 was within the Company's debt guideline of 2.0x Net Debt/Adjusted EBITDA.

ROIC / Cost of Capital



ROIC: NOPAT L12M/Invested Capital t, t-1

Invested Capital: Total Assets – Cash and cash Equivalents– Short-Term Liabilities

ROIC excludes Flow program execution costs in 2Q20, 3Q20, 4Q20 and 1Q21 as they are non-recurring.

In line with the 2021-2025 business plan and through various profitability initiatives, ROIC was increased by 230 bps compared to that registered at the end of December 2020 and by 540 bps compared to 1Q20.

Financial Derivatives

The use of derivative financial instruments is governed by the recommendations and policies issued by the Board of Directors and supervised by the Audit Committee, which provide guidelines on the management of exchange risk, interest rate risk, credit risk, the use of derivative and non-derivative financial instruments, and the investment of excess liquidity.

As of March 31, 2021, the market value of Grupo Rotoplas' positions was:

		Market Value
Instrument	MXN/USD exchange rate forward	Ps. 53.5 million

ESG | ENVIRONMENTAL, SOCIAL AND GOVERNANCE

During the quarter, the following advances in sustainability matters stood out:

- ④ The updating of the materiality assessment was completed under the methodology set out by the GRI (Global Reporting Initiative) as well as the SASB (Sustainability Accounting Standards Board) in order to have an approach that includes all stakeholders as well as a financial risk approach.
- ④ With the results of the materiality study, the Sustainability Strategy is being updated so that it is aligned with the 2021-2025 business plan.
- ④ Within the *Flow* program, new initiatives focused on attracting and training talent were determined, to ensure suitable human capital for business evolution.
- ④ The “Water Program for Affected Areas” continued, redirecting its purpose to the new health emergency under the name “PAZA C-19.” During the quarter, storage products were donated for the installation of hand washing stations in a community in Chiapas, Mexico.

For more information on our ESG programs, visit our sustainability website: <https://rotoplas.com/sustentabilidad/>

AGUA* | ANALYST COVERAGE

		1Q		
		2021	2020	%Δ
AGUA*	Last price	29.53	14.28	106.8%
	P/VL	2.3 x	1.0 x	-
	EV/EBITDA	9.3 x	4.8 x	-

Capital Reimbursement:

At the Ordinary Shareholders meeting to be held on April 30, 2021, the company will propose the approval of a capital cash reimbursement to the shareholders of the Company through a decrease in capital stock, at the rate of Ps. \$0.45 (forty-five Mexican peso cents) for each outstanding share.

The corresponding payment will be made in cash and in a single transaction through the S.D. Indeval, Institución para el Depósito de Valores, S.A. de C.V. (Institution for the Deposit of Securities) on May 11, 2021.

Treasury Shares:

As of March 31, the company had 27.6 million shares in the treasury, equivalent to an invested amount of Ps. 527 million. To date, no treasury shares have been cancelled.

Analyst Coverage

As of March 31, 2021, analyst coverage is provided by:

		Recommendation	TP
GBM	Liliana de León ldeleon@gbm.com	Buy	\$26.00
SIGNUM	Alain Jaimes alain.jaimes@signumresearch.com	-	-

FINANCIAL STATEMENTS

Income Statement

Unaudited figures, in million Mexican pesos

		1Q		
		2021	2020 ¹	%Δ
Income Statement	Net Sales	2,434	1,926	26.4%
	COGS	1,428	1,083	31.9%
	Gross Profit	1,006	843	19.3%
	% margin	41.3%	43.8%	(250) bps
	Operating Expenses	700	565	24.0%
	Operating Income	305	278	9.8%
	% margin	12.5%	14.4%	(190) bps
	Comprehensive Financing Result	(122)	431	NM
	Financial Income	43	409	(89.5%)
	Financial Expenses	(165)	22	NM
	Earnings Before Taxes	184	709	(74.1%)
	Taxes	50	188	(73.5%)
	Net Income Before Discontinued Operations	134	521	(74.3%)
	% margin	5.5%	25.0%	NM
	Adjusted EBITDA ²	473	360	31.4%
	% margin	19.4%	18.7%	70 bps
	Profit (Loss) from Discontinued Operations	-	(59)	NM
Net Profit (Loss) after Discontinued Operations	134	463	(71.0%)	

¹ For comparative purposes, the figures vary from what was reported as they exclude the operations of the products business in Brazil as they are considered discontinued due to their sale in May 2020. This adjustment subtracts Ps. 56 million from net sales and increases adjusted EBITDA by Ps. 13 million for 1Q20.

² Adjusted EBITDA considers: operating income + depreciation and amortization + non-recurring expenses (donations and Flow implementation expenses). In 1Q21 it takes into account Ps. 75 million of Flow expenses and Ps. 2 million of donations.

Balance Sheet

Unaudited figures, in million Mexican pesos

		March		
		2021	2020	%Δ
Balance Sheet	Cash and Cash Equivalents	2,854	3,459	(17.5%)
	Accounts Receivable	1,624	1,701	(4.5%)
	Inventory	1,116	1,046	6.7%
	Other Current Assets	910	672	35.4%
	Current Assets	6,504	6,878	(5.4%)
	Property, Plant and Equipment - Net	2,219	2,656	(16.5%)
	Other Long-term Assets	4,215	3,982	5.8%
	Total Assets	12,938	13,516	(4.3%)
	Short-term Debt	159	97	64.4%
	Suppliers	599	557	7.5%
	Other Accounts Payable	1,334	1,239	7.6%
	Short-term Liabilities	2,093	1,894	10.5%
	Long-term Debt	4,041	3,999	1.1%
	Other long-term Liabilities	570	515	10.6%
	Total Liabilities	6,703	6,407	4.6%
	Total Stockholders' Equity	6,235	7,109	(12.3%)
	Total Liabilities + Stockholders' Equity	12,938	13,516	(4.3%)

Cash Flow

Unaudited figures, in million Mexican pesos

		3M		
		2021	2020 ¹	%Δ
Cash Flow	EBIT	305	278	9.8%
	Depreciation	90	82	10.7%
	Tax	(76)	(86)	(11.7%)
	Working Capital	(379)	280	NM
	Other	(57)	255	(122.2%)
	Operating Free Cash Flow	(115)	809	(114.3%)
	<i>Operating Free Cash Flow Conversion (%)</i>	<i>(37.8%)</i>	<i>291.1%</i>	<i>NA</i>
	Net Interest	(15)	1	NA
	Dividends	-	-	NA
	CapEx	(71)	(77)	(8.0%)
	Repurchase Fund	(95)	(467)	(79.7%)
	Mergers and Acquisitions	1	(4)	(116.1%)
	Short and Long-Term Debt	-	1,066	NA
	Loans	(14)	(14)	(2.3%)
	Other	31	297	(89.5%)
	Net Change in Cash	(278)	1,611	NA
Initial Cash Balance	3,132	1,848	69.5%	
Final Cash Balance	2,854	3,459	(17.5%)	

APPENDICES

PRESS RELEASES | 1Q21

- 🕒 Ordinary and Extraordinary General Shareholders' Meeting 2021 proposals – April 7
- 🕒 Rotoplas operation status update for March – April 5
- 🕒 Opening of a new manufacturing plant in Nicaragua – March 30
- 🕒 Rotoplas operations status update for February – March 1
- 🕒 Rotoplas operations status update for January– February 2
- 🕒 Reporting and Events Calendar 2021 – January 6

For more information, please refer to the Relevant Events section on our website:
<https://rotoplas.com/investors/relevant-events/#1>

¹ For comparability purposes, the figures vary from what was reported since they exclude the operations of the products business in Brazil as they are considered discontinued due to their sale in May 2020. This adjustment subtracts from net sales Ps. 56 million and increases adjusted EBITDA by Ps. 13 million for 1Q20.

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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 expectations 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 America's leading provider of water solutions, including products and services for storing, piping, improving, treating and recycling water. With 40 years of experience in the industry and 18 plants throughout the Americas, Rotoplas is present in 14 countries and has a portfolio that includes water services and 27 product lines. Grupo Rotoplas has been listed on the Mexican Stock Exchange (BMV) under the ticker "AGUA" since December 10, 2014.

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