

Press Release

Webasto Americas Partners with PLC Marine World S.A. as Exclusive Master Distributor for Marine Climate Systems in Mexico

This collaboration aims to provide Mexican boat builders, dealers, and customers with enhanced product availability, expert local support, and faster service for Webasto's marine climate solutions.

Fenton, MI / Mérida, Mexico - August 6, 2025 – Webasto Americas, a global leader in innovative thermal management solutions, has named PLC Marine World S.A. its exclusive Master Distributor for marine air conditioning and sunroof systems throughout Mexico. This strategic alliance significantly expands Webasto's footprint in one of the fastest-growing marine markets in the Americas, delivering enhanced support, faster logistics, and direct local access to advanced marine climate technologies.

PLC Marine World S.A., driven by innovation and a performance-first culture, has rapidly built a reputation as a trusted technical partner in the Mexican marine industry. With a growing national network of certified dealers and marine technicians, the company provides cutting-edge equipment, engineering-level support, robust local inventory, and dealer-centric commercial terms. These strengths align perfectly with Webasto's legacy of quality, reliability, and service excellence.

"We are incredibly excited to partner with PLC Marine World S.A.," said Randy Carter, Senior Sales Manager Webasto Marine Aftermarket, Americas Region. "Their deep understanding of the Mexican marine landscape and their commitment to delivering top-tier service make them the ideal partner to expand our market presence. This collaboration will ensure that boat builders, OEMs, and dealers across Mexico have faster access to Webasto products and expert local support."

Backed by a team of skilled mechanical engineers, PLC Marine World S.A. has already begun training and certifying over 30 marine dealers across the country. This rapidly expanding network is equipped to deliver expert installation, diagnostics, and technical service for Webasto marine air conditioning and sunroof systems. In addition, PLC Marine World S.A. will serve as the single point of contact within Mexico for all warranty and after-sales support, ensuring a seamless ownership experience for both dealers and end users.

To support these efforts, PLC Marine World S.A. maintains a centralized warehouse and logistics hub in Mérida, Yucatán, with a full stock of Webasto marine equipment and components available for immediate Webasto Americas and PLC Marine World S.A. Press Release shipment. This localized inventory, paired with competitive pricing and engineering-driven support, ensures rapid response times, minimized downtime, and higher service standards throughout the Mexican marine industry.

Augusto Lara, Co-Owner of PLC Marine World S.A., commented:

"Being appointed as the Master Distributor for Webasto marine products in Mexico marks a major milestone for our company. We're proud to represent a brand known for German

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engineering and global innovation. With half of our leadership team being European, it's especially meaningful to carry that legacy forward here in Mexico. This collaboration not only strengthens our capabilities, it positions us to lead Mexico's marine HVAC sector into its next phase of growth."

This partnership represents a powerful step forward for both Webasto Americas and PLC Marine World S.A., ensuring wider product availability, improved service delivery, and greater market responsiveness for the marine aftermarket throughout Mexico.

About Webasto

As a global innovative systems partner to the mobility industry, Webasto is one of the 100 largest suppliers to the automotive sector worldwide. In development, manufacturing and sales, the company focuses on roof systems on the one hand and on vehicle electrification on the other hand. The product range includes openable and fixed roofs, electric high-voltage heaters and batteries, as well as thermo management solutions. Among the customers of Webasto are manufacturers of passenger cars, commercial vehicles, and boats, as well as dealers and end customers. In 2024, according to preliminary figures, the Group generated sales of around 4.3 billion euros and employed around 15,300 people at more than 50 locations. The headquarters of the company, which was founded in 1901, is located in Stockdorf near Munich (Germany). For more information, please visit www.webasto.com

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