

# DUXTONWATERLE



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# CONTENTS

Portfolio Update

Long Term Drivers

Climate Outlook

ACCC Final Report

The Water Team

Duxton Water owns a diversified portfolio of water assets, primarily located across the southern Murray Darling Basin.

We use the portfolio to generate a return by providing Australian irrigators with flexible water supply solutions. These include long-term leases, forward contracts and allocation sales. These products give irrigators an ability to risk manage their annual water requirement year on year.

Duxton supports a number of agricultural industries including viticulture, dairy, broadacre, almonds, citrus, olives and dried fruits. 100% of our water is used in the production of these commodities which will be consumed in Australia and exported around the world.

Since its IPO in September 2016

# **Duxton Water has**

invested over \$241 million in Australian water assets (cost).

Now valued at\*

\$311 millior

Currently,

64% of the portfolio is leased,

providing the company with cashflow visibility

Enabling D20 to pay fully franked **dividends per share of** 

5.7 cents in 2020

Duxton Water has aggregated a diversified portfolio of water assets which assist the company in meeting our water supply requirements to lessees.

#### **Water Entitlements**

Water entitlements are perpetual rights to an annual share of water within a system. There are several different types of entitlements, classified by characteristics such as the region, or their security. Duxton Water invests in approximately 18 different water entitlement types.

### Security

There are primarily two types of permanent water entitlements:

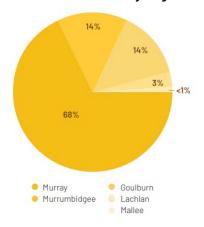
High security - receives an allocation in most years, wet or dry.

General security - typically, only receives allocation in medium to wet seasons.

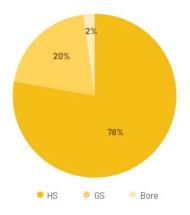
Water authorities allocate water based on entitlement type. Firstly to high security entitlements and then to general security.

The company's portfolio is heavily weighted toward high security entitlements, because of their capability to receive an allocation in most years ensuring D20 can meet leasing requirements. The general security entitlements in the portfolio assist in wetter years when these assets receive a higher amount of allocation relative to the capital cost.

#### **Entitlement Portfolio by Region\***



#### Water Security Breakdown\*



••• Duxton Water Portfolio EXECUTIVE SUMMARY



Duxton Water has continued to build its water entitlement portfolio and through the provision of water supply solutions to its farming irrigation partners, mature its increasingly visible revenue to support shareholder returns.

Allocation water received on the Company's unleased portion of the portfolio is actively managed and sold down to producers through spot and forward contract sales.

During 2020, Duxton Water paid two fully franked dividends to shareholders, totaling 5.7 cents per share. The Company maintains its commitment to deliver a biannual dividend.

# The Company is pleased to reaffirm its intention to pay the following dividends:

- Interim 2021 3.1 cents per share
- **Final 2021** 3.2 cents per share
- Interim 2022 3.3 cents per share
- **Final 2022** 3.4 cents per share

Returns PORTFOLIO UPDATE

Water entitlement leases provide Duxton Water with a reliable, visible income stream and are an increasingly attractive long-term solution for irrigators.

The Company's leasing revenue increased to \$8.9 million in 2020, up from \$5.8 million in 2019. 64% of the portfolio is leased with a Weighted Average Lease Expiry (WALE) of 2.0 years (4.2 years with options to renew).

Based on current negotiations, Duxton Water expects to increase its leased exposure, achieving the Company's goal of having between 70-80% of the portfolio leased in the next 12 months.

#### **Dividends**

In 2020, The portfolio generated an Earnings per Share of 7.3 cents and paid dividends of 5.7 cents (fully franked) to shareholders. With the leased portion of the portfolio providing income visibility, the Company has provided dividend targets for the next 24 months:



At 30 April 2021, the Company is invested in approximately \$311 million of water assets (79.2GL) and has a NAV of \$1.62 per share. This represents a NAV return of 78.7% since inception.

Portfolio Performance FY2020

#### **DIVIDEND GROWTH**



# EARNINGS PER SHARE (EPS)<sup>1</sup>

2020	2019	2018	2017
7.3 cents	6.4	8.5	3.2
	cents	cents	cents

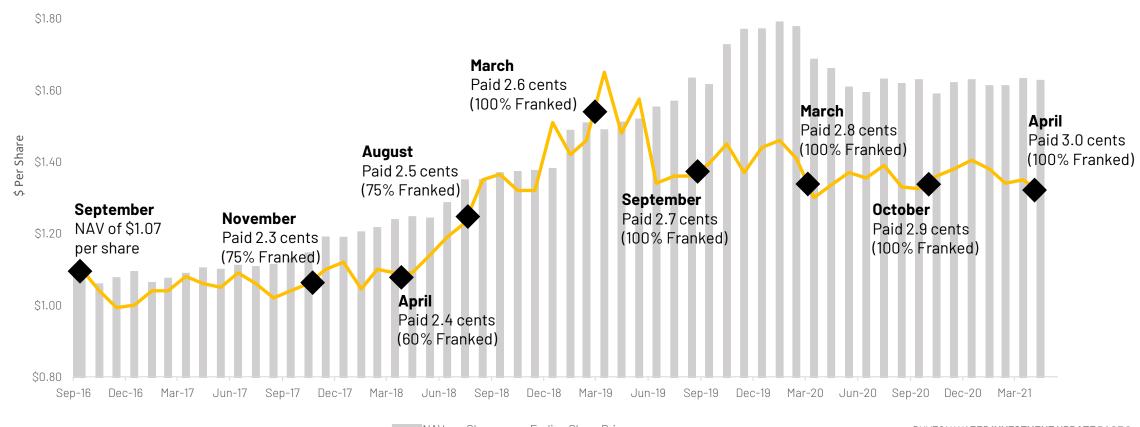
### 2020 Financial Highlights:

- Duxton Water delivered a profit before tax of \$16.7 million (2019: \$12.9 million).
- Increased annual visible leasing revenue to \$8.9 million (2019: \$5.8 million).
- Paid two fully franked dividends totalling 5.7 cents per share.
- Provided Shareholders with increasing dividend targets for the next 24 months.
- With dry conditions easing and a return to a wetter part of the climatic cycle, general security water asset values have strengthened on the back of general security allocation announcements. This saw a \$3.6 million impairment reversal occur against the Company's permanent water assets during FY2020.
- At 31 December 2020, the Company held unrealised capital gains of \$69.3 million against its water portfolio, however due to the application of accounting standards, this gain is not included in the Company's statutory financials.

1. Duxton Water 2020 Annual Report DUXTON WATER **INVESTMENT UPDATE PAGE 8** 

**30 April 2021** NAV of \$1.62 per share

#### **Duxton Water NAV vs Share Price**



# A growing Demand for water caused by factors such as:

- Demand from farmers and institutional investors pursuing higher value permanent crop strategies that require substantially more water.
- The maturity of the Australian water market has led to the development of more sophisticated water supply products (such as forwards and longterm leases).
- These products enable farmers to manage their annual water requirement in a way which is less capital-intensive than owning permanent water entitlements outright.

# A constrained Supply of water due to factors such as:

- Over the last decade, both State and Federal Governments have introduced a number of buy back and water efficiency programs. In an attempt to ease the imbalance between consumptive and environmental water requirements, approximately 30% of water available to the consumptive pool has been recovered for environmental purposes.
- Variability of climate and seasonal conditions also effect the supply available to the consumptive pool.
   Over the last 20 years, some areas within the Murray Darling Basin have seen a 20% decrease in annual rainfall.

There are currently **15x** more mature almond plantings when compared to the year 2000. Approximately 30% of all almond trees planted in the southern Murray Darling Basin have been planted in the last 5 years (i.e. not yet mature).

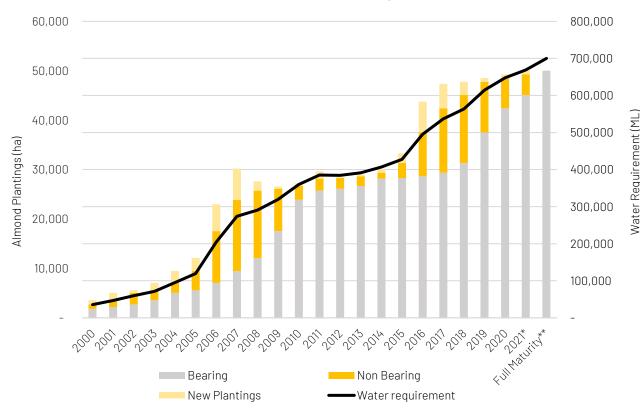
At planting stage, almond trees use 3 megalitres per ha, and build up to 14 megalitres per ha at maturity (6+ years).

When current almond plantings reach full maturity, the almond industry will require approximately 700GL of water annually to sustain production (assuming no further plantings).

This requirement covers approximately 32% of all high security entitlements available to Irrigators. This percentage could be significantly higher depending on annual allocation volumes.

This increased demand pressure is further exacerbated by new developments of permanent horticulture such as hazelnuts, walnuts, pecans, citrus and vineyards.

### **Australian Almond Industry Growth**

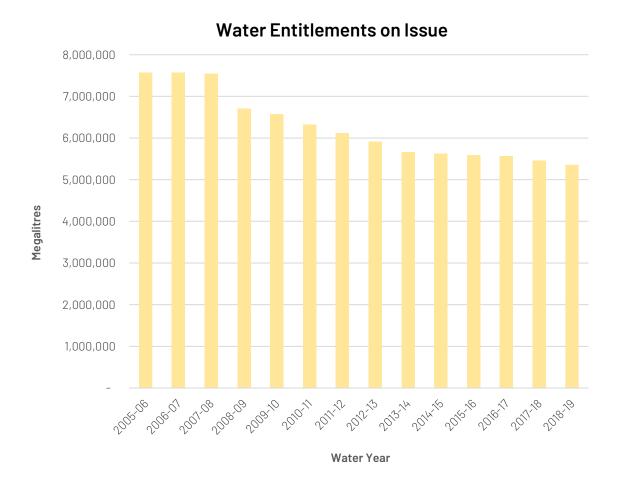


<sup>\*</sup>Based on Almond Board of Australia expectations

<sup>\*\*</sup>Based on full maturity of Almond Board of Australia expectations Source: Australian Almonds, Orchard Size Statistics

Water available for consumptive use has decreased with the ongoing Government buy-back program. This initiative aims to support environmental water requirements by reducing the consumptive pool of water available for irrigated agriculture.

The Government has bought back high security (31%) and general security (27%) entitlements.



# Permanent horticulture has a highly inelastic demand for water due to the high capital costs to plant permanent crops.

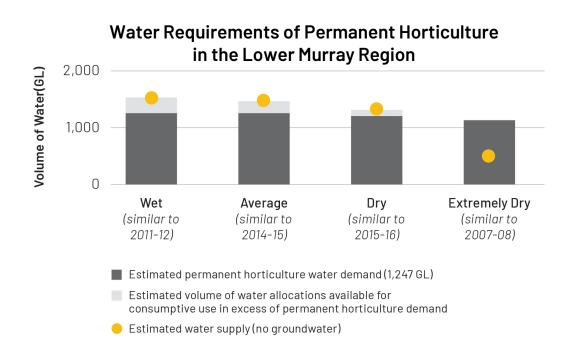
It is estimated that existing permanent horticulture in the Lower Murray will demand 1,250GL of irrigation water per annum at full maturity.

In the Lower Murray, during an average to dry year, total water demand from existing horticulture may be 100-250GL less than the total water volume available for consumptive use.

This suggests that under an extremely dry scenario, the water supply within the Lower Murray may only meet 40% of existing permanent horticulture water demand (at full maturity).

Supply shortfall will need to be met through carryover from wetter years and the trade of water from other valleys.

Upward pressure is placed on both entitlement and allocation prices as demand increases and supply decreases.



Aither Entitlement Index

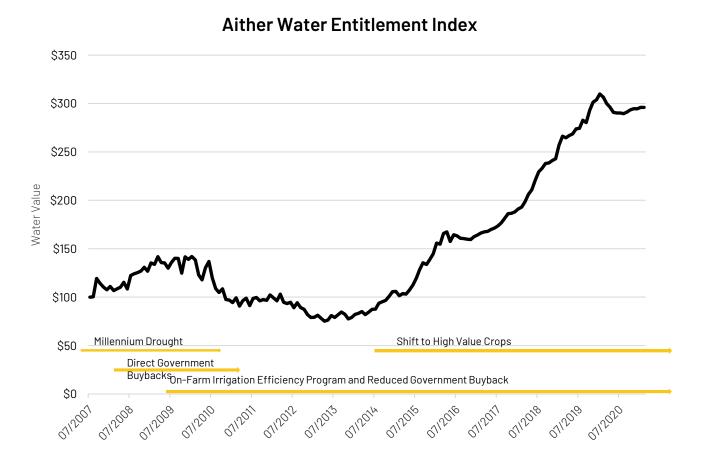
LONG TERM DRIVERS

This graph shows the Aither Entitlement Index over the period from July 2008 to February 2021.

The Aither Entitlement Index tracks the weighted change in entitlement values of a group of major water entitlement types across the southern Murray-Darling Basin.

The graph indicates the movement in values since 2014, driven by major increases in permanent crop plantings.

Entitlement values have seen a Compound Annual Growth Rate (CAGR) of 14% over the past five years. Since the inception of the Index (10 years), an 8% CAGR has been observed.



Source: Aither Pty Ltd DUXTON WATER INVESTMENT UPDATE PAGE 14

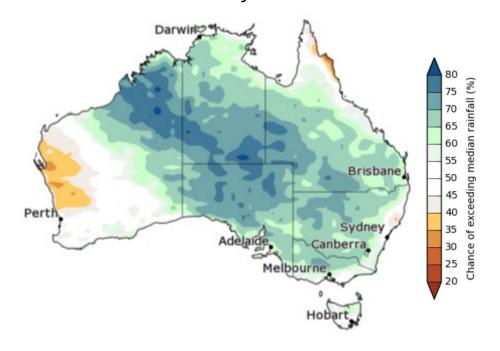
Climate Outlook CLIMATE OUTLOOK

The Bureau of Meteorology ("BOM") has indicated that warmer winter sea surface temperatures to the north of Australia are likely to result in a wetter than average winter for inland Australia.

Stream flows are expected to be high to near-median at some locations over the coming 3 months. Day-time temperatures are likely to be warmer than average in the north and south of the country, remaining average across the MDB area. However, night-time temperatures are expected to be warmer than average across the country.

Rainfall for the MDB during April was 82% below the long-term average. In the northern and southern MDB, storages are now at 49% and 51%, compared to 18% and 35% this time last year.

# Chance of Above-Average Rainfall June - August 2021



Source: Bureau of Meteorology DUXTON WATER INVESTMENT UPDATE PAGE 15

On 26 March 2021, the Australian Competition and Consumer Commission released its 700 page enquiry into the Australian water market.

The Final Report has identified opportunities to improve the governance, regulatory and operational frameworks that support the Australian water market.

We believe that a consistent and committed focus in these areas will benefit all stakeholders.

Investors provide benefits to water markets. They provide new sources of capital to irrigated agriculture, increase water market liquidity and provide a range of water products which help irrigators to manage water supply risks.



The ACCC Final Report into the Australian water market has identified opportunities to improve the governance, regulatory and operational frameworks that support all stakeholders.

The Australian water market has grown and matured over the last 20+ years, the ACCC found that the water market of today has significantly outgrown the frameworks that were once sufficient.

The ACCC notes that it does not ...consider it a viable option to entirely or substantially dismantle existing water markets, or to make them more restricted.

# **ACCC Findings**

- There is a lack of quality, timely and accessible information and that lack of market transparency contributes to misconceptions and misinformation about the conduct of market participants.
- There are scant rules governing the conduct of the market participants, and no particulate body to oversee trading.
- Differences in governance between states furthers the unnecessary complexity of the Basin's market.
- The water market allows irrigators to supplement their water supply in the short and long term, expand production or free up capital that can be invested elsewhere in their businesses.

The ACCC Final Report into the Australian water market makes recommendations about how the State and Federal governments may go about amending market regulation to increase transparency.

The ACCC has recommended that governance of the water markets needs more transparent architecture, designed to greater enhance market confidence.

The report's recommendations centre primarily on the establishment of a new, independent, Basin-wide, **Water Market Agency.** 

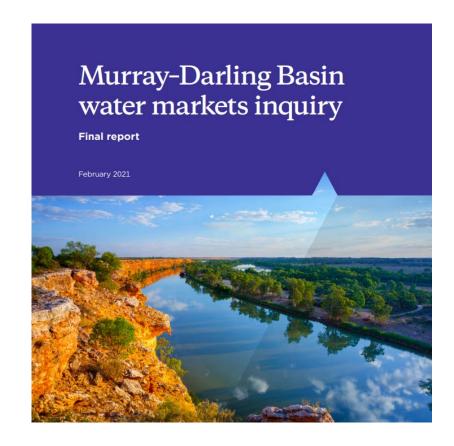


Duxton Water already possesses key internal structures for observing trades and the water market mechanics. As such, further market transparency will only further support and validate D20's operational systems.

Duxton Water supports the further clarification of water mechanics and trading rules.

Greater market transparency gives irrigators confidence in the water supply products provided by Duxton Water.

A more transparent and centralised water market will enable market participants (D20 included) to make more informed decisions and reduce friction when transacting.



### **The Duxton Water Board**



Chairman



**Dirk Wiedmann** 





**Dennis Mutton** 

Independent Non-Executive Director



**Dr Vivienne Brand** 

Independent Non-Executive Director





Lachlan Campbell

Finance Manager



**Lachlan Beech** 

Analyst



Stephen Deurden

Non-Executive Director



**Peter Michell** 

Independent Non-Executive Director



Katelyn Adams

Company Secretary



Carolyn James

Portfolio Administrator



Claire Wilde

Group Financial Controller



**Sharon Ball** 

Finance Officer

The Board of Duxton Water

have 135 years of combined

Corporate + Agri Experience

• Key Contacts

THE PEOPLE

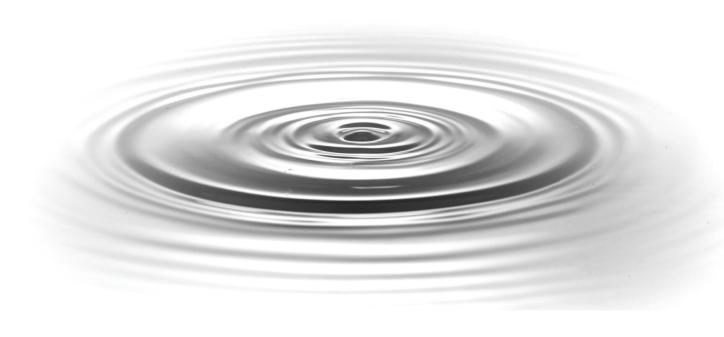


Bridget Johnson
Duxton Capital (Australia)
Rusiness Development

Business Development Bridget.johnson@duxtonam.com +61 475 045 434 +61 8 8130 9500



Jordy Kitschke
Duxton Capital (Australia)
Business Development
Jordy.kitschke@duxtonam.com
+61 427 075 138
+61 8 8130 9533



### **Duxton Capital (Australia) Pty Ltd**

Duxton House, 7 Pomona Road, Stirling SA 5152 Ph: +61 8130 9538 / www.duxtonam.com / enquiries@duxtonam.com