



Melbourne 7 March 2016

**Emefcy Group Limited (ASX: EMC) Australian Investor Roadshow Presentation**

Attached is a presentation to support an Australian investor roadshow being led by Richard Irving, Executive Chairman and Ross Haghighat, Non-Executive Director. The presentation includes updates from last month's presentation to New York investors.

The presentation is also a reference for investors participating in a Management Q & A briefing session on Tuesday 8 March 2016. Dial in details for the Management Q & A call are also attached.

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**About Emefcy Group Limited (EMC)**

Emefcy offers a commercially ready wastewater treatment solution potentially disrupting large existing markets and addressing the growing global need for clean water. Its initial technology, SABRE – the Spiral Aerobic Biofilm Reactor - is a modular decentralised wastewater treatment solution using an estimated 90% less energy than conventional technology. Future generation SABRE2 and SUBRE are higher capacity solutions being developed for broader markets. Emefcy's future technology under development, EBR - The Electrogenic Bioreactor - will harvest electricity from highly-loaded industrial wastewater that is typically very costly to treat. The energy's value has the potential to completely offset other treatment operating costs.

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# Emefcy Group Limited (ASX: EMC): Transforming Wastewater Treatment



**Richard Irving, Executive Chairman**  
**Ross Haghighat, Director**

March 2016

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An aerial photograph showing a lush green golf course on the left, featuring several sand traps and a winding water feature. To the right of the golf course is a wide, dry riverbed filled with light-colored sand and gravel. A paved road runs parallel to the riverbed, separating it from the golf course. In the background, there are rolling hills and mountains under a clear sky.

Emefcy offers a commercially ready wastewater treatment solution potentially disrupting the economics of large existing markets while addressing a growing global need for clean water



# Corporate Overview



## Capital Structure<sup>1</sup>

Exchange Listing Details	Exchange	ASX: EMC
Ordinary Shares on Issue <sup>2</sup>	No.	177,437,410
Share Price (as at 7 Mar 16)	A\$/share	0.265
<b>Market Capitalisation</b>	<b>A\$m</b>	<b>47.0</b>
Redeemable Note Outstanding <sup>3</sup>	A\$m	2.7
Cash (as at 31 Dec 15)	A\$m	11.5
<b>Enterprise Value</b>	<b>A\$m</b>	<b>38.2</b>
52 Week High	A\$/share	0.28
52 Week Low	A\$/share	0.18

## Top Shareholders (As at 26 Feb 16)

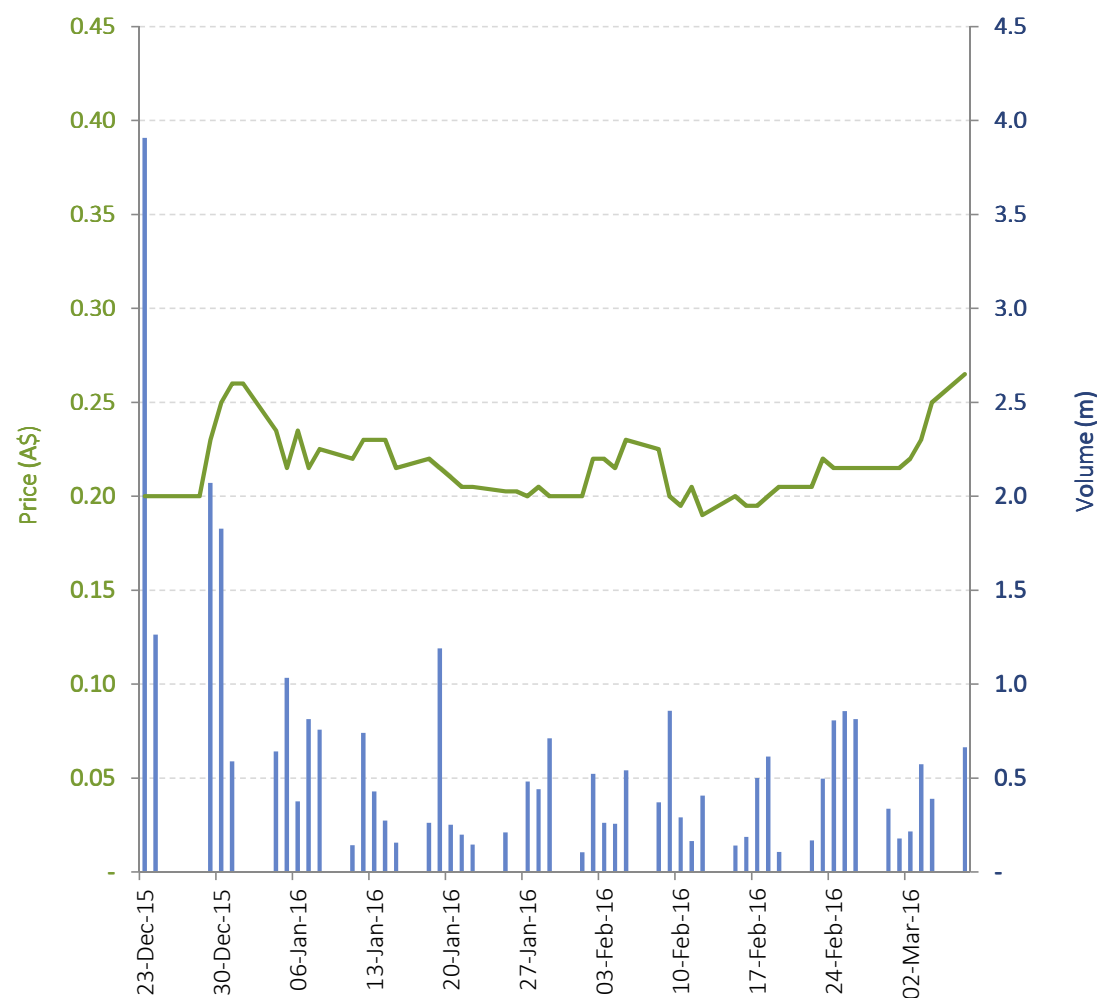
Holder	Shares Held	% of IC
Pond Venture Nominees III Limited	21,629,388	12.2%
Plan B Ventures I LLC and Plan B Ventures II LLC	12,032,371	6.8%
Bori Liberman (BHL Pension Pty Ltd)	10,108,295	5.7%
Israel Cleantech Ventures	8,262,712	4.7%
Eytan Levy (Co-Founder and CEO)	6,409,416	3.6%
Ronen Shechter (Co-Founder and CTO)	6,409,416	3.6%
Energy Technology Ventures LLC	5,683,277	3.2%
GE Ventures Limited	3,259,554	1.8%
<b>Total</b>	<b>73,794,429</b>	<b>41.6%</b>

### Notes:

- Assumes AUD:USD exchange rate of 0.7358.
- Excludes 45,000,000 shares to be issued to the Emefcy vendors subject to the satisfaction of certain commercial milestones. Excludes options outstanding.
- Redeemable Note to True North Venture Partners L.P in the event certain commercial milestones are met. Issued as consideration for the sale of their equity interest in Emefcy. Non-convertible interest free note.

Source: Bloomberg as at March 3<sup>rd</sup> 2016. Company Announcements.

## Share Price Performance



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# Our Vision



## Replace This...



### Large, centralized wastewater treatment plant:

- **Huge footprint** – Not in my backyard
- **Very high capex** for long-term capacity
- **Very energy-intensive** – high opex
- **Noisy, smelly, very obvious**
- **Very hard to reuse water** without huge new pipe network – more capex

## ...With This



### Small, distributed wastewater treatment plant:

- Small, flexible footprint **blends into neighborhood**
- **Just-in-time capex** for near-term capacity
- **Very energy-efficient** – low opex
- **No odour, quiet, neighborhood-friendly**
- **Local water reuse** means short pipe network

# Investment Highlights



- ✓ Market-ready product (SABRE) with initial revenues now
- ✓ Pipeline of potential projects estimated at A\$15m with 44 projects in North America, the Caribbean, Latin America, Australia, Europe, Africa and Israel
- ✓ Production facilities in place to support A\$25m/year in SABRE sales
- ✓ First commercial demo plant in operation for 18 months proving in-field product reliability
- ✓ Global wastewater investment predicted to reach US\$93bn in the 40 most robust markets by 2016\*
- ✓ Existing cornerstone investor base, including major venture funds Pond Ventures, Israeli Cleantech Ventures and Plan B Ventures, & major corporate investor, GE Ventures, which together with government funds contributed over A\$21m prior to Emefcy's ASX listing
- ✓ Experienced and successful management team with a strong track record in the global water technology industry
- ✓ Strong balance sheet with US\$8.5m in cash as at 31 Dec 2015

# Seasoned Team Experienced in Building a Global Enterprise



## Richard Irving

- Executive Chairman, Emefcy
- \$3B in shareholder value created
- Multiple startups, 2 Nasdaq IPOs – 30 years in operating & investor roles
- Proven ability to disrupt large, existing markets: Brooktree, Microcosm, Transitive, LiveRail, & more
- \$240M Venture funds founded, raised & managed



## Eytan Levy

- Founder & CEO, Emefcy
- Former Partner, Israel Cleantech Ventures
- Co-founder and CEO of AqWise, a Global Wastewater Treatment company with 350 installations in more than 30 countries
- BSc (cum laude) in Chemical Engineering (Technion) and an MBA



## Ross Haghighat

- Managing Partner Newburyport Partners
- Founded nine private and public cos with combined shareholder value of \$3.8B
- Two billion dollar plus exits (Coretek, Aduro)
- Raised nearly \$500M private & Public Funds
- Director at Aduro Biotech (Nasdaq: ADRO), Chairman of FRX Polymers and Founder & Chairman Triton Systems Group (US & Aus)



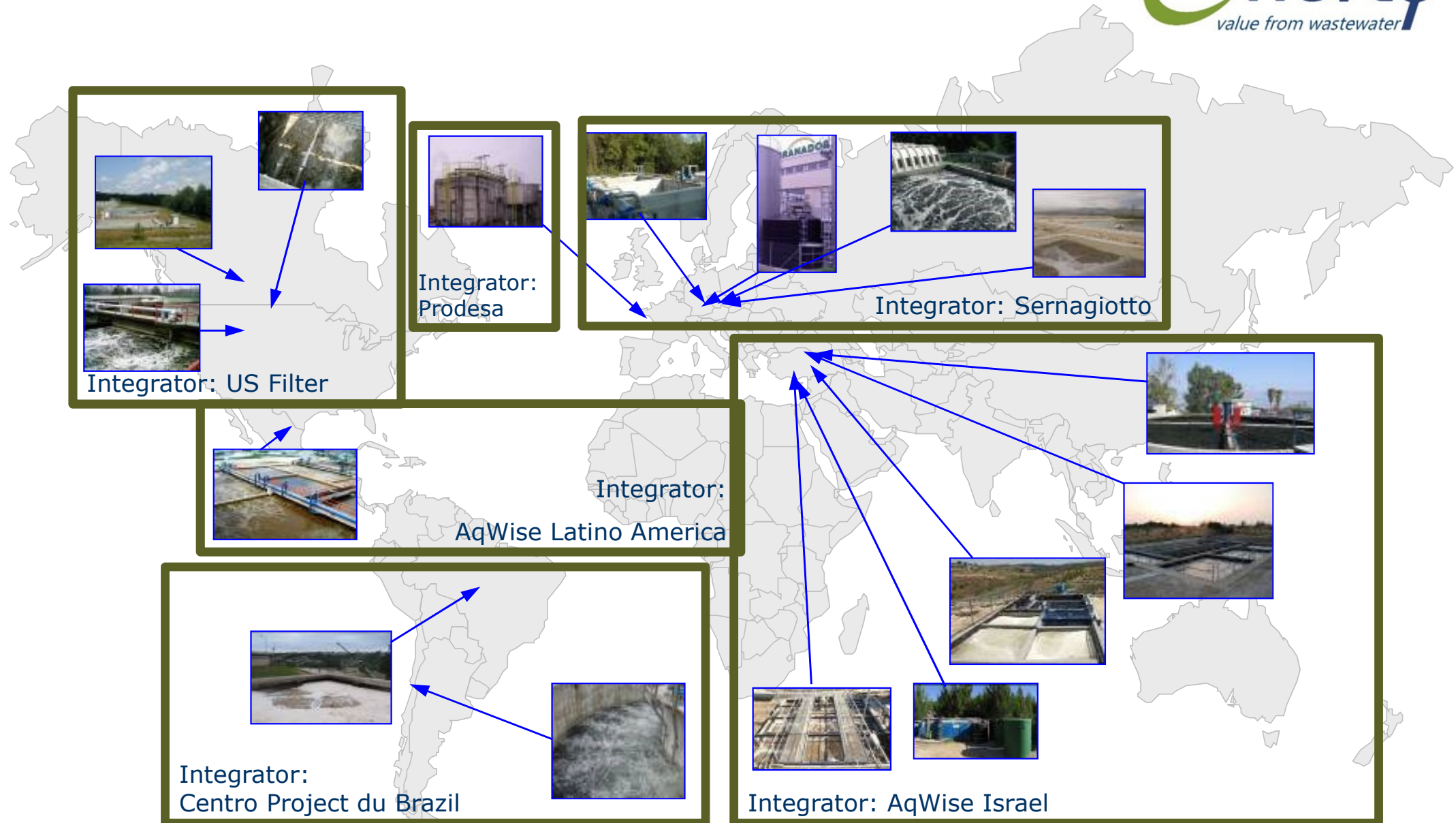
## Peter Marks

- 30+ years experience in corporate finance, specializing in capital raisings (for listed and unlisted companies), underwriting, IPOs and venture capital transactions.
- Participated in over \$2B in public and private capital raised
- Executive and Non-Executive Director of a number of listed entities on the ASX and AIM



# Emefcy CEO & CTO Also Founded AqWise:

Now has 350 Installations in >30 Countries



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# How Emefcy Transforms Wastewater Treatment



## Commercial- Stage Wastewater Treatment Solutions for a Rapidly Growing Global Market

First commercial demo plant operating for 18 months in Caesarea, Israel

First full-scale municipal contract deploying now in Ha-Yogev, Israel

50% lower opex via 90% lower energy vs current solutions

Lower, just-in-time capex with fast payback

Highly automated - serves centralised & decentralised plants

Low-cost, local source of recycled water

Manufacturing facility in place to support A\$25m/year in SABRE sales

Phase I (Now) – Resorts & Golf Course Operators – enables reference sell to larger customers

Phase II (From 2016/17) – Full size range of municipal and private wastewater treatment plants

Phase III (2018 and beyond) – EBR: Zero-opex solution for industrial wastewater

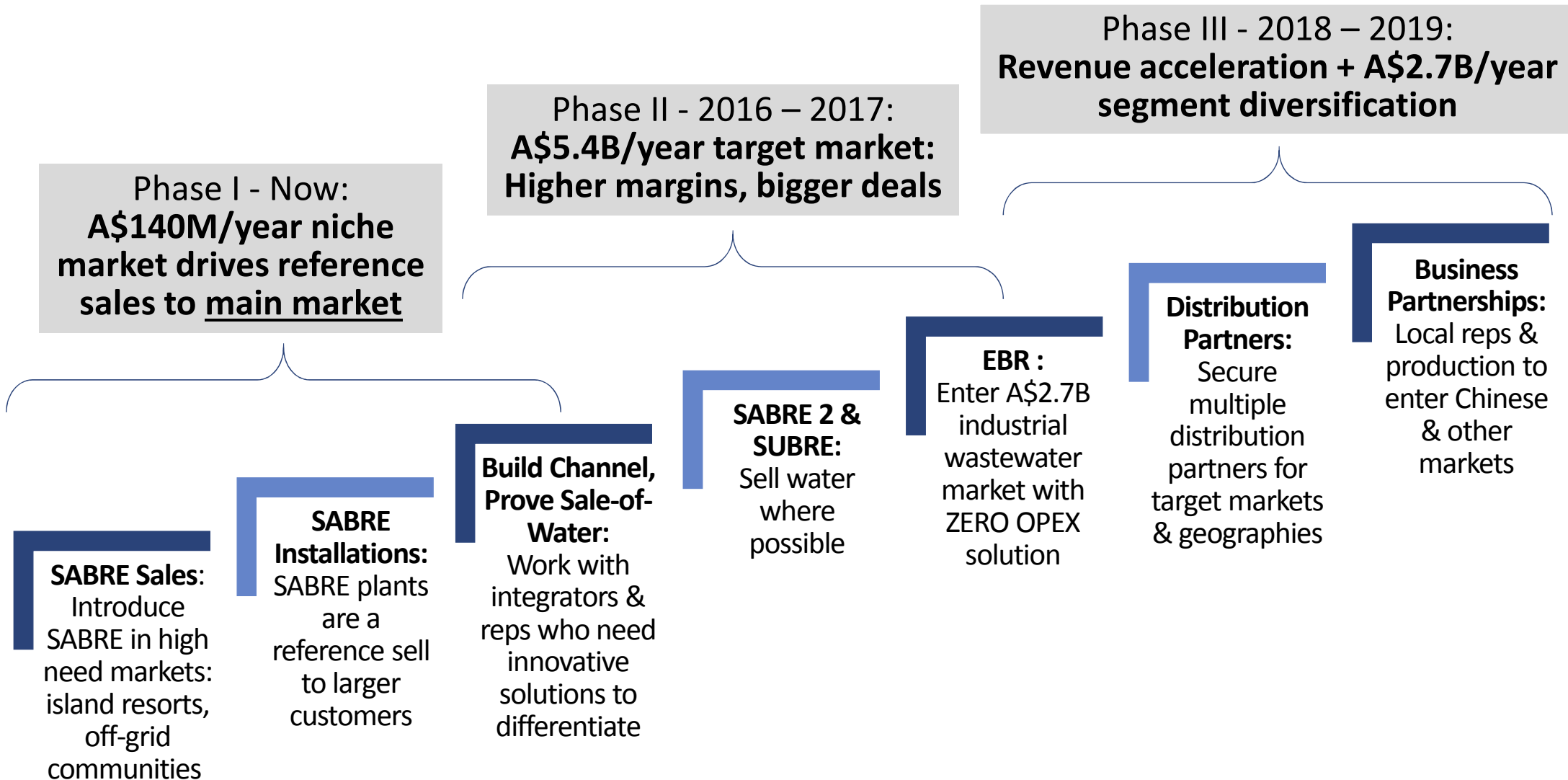
# Emefcy Products



Target Markets	Wastewater aeration equipment for municipal and industrial customers	
Channel	Direct or through system integrators and manufacturer's reps	
Products	Price Range (Product Sales)	Launch Date
SABRE	A\$140,000 – A\$550,000	2015
SABRE2	A\$685,000 – A\$1,300,000	2017
SUBRE	A\$1,300,000+	2018
EBR	A\$2,700,000+	2018
Product	Target Customers	
SABRE	Stage 1: Resorts & golf courses requiring irrigation – 350 room hotel can provide 800K litres/day of recycled water, enough to irrigate a golf course Stage 2: Small municipal plants seeking effective low capex & low opex solution	
SABRE2	Midsize municipal wastewater treatment plants including resorts	
SUBRE	Mid-to-large size wastewater treatment plants – retrofit sale to lower opex	
EBR	Food & beverage and pharmaceutical plants requiring industrial wastewater treatment	



# Emefcy Target: Market Segment Leadership By 2020



\*Target market size estimates based on company analysis of Global Water Intelligence data

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# 2016 Goals Prepare For 2020 Target of Market Leadership



Goal	Why This Matters
<ul style="list-style-type: none"> <li>First revenue from Ha-Yogev project in Q1 2016 - <b>ACHIEVED</b></li> <li>Complete 1<sup>st</sup> municipal deployment by end of June 2016</li> </ul>	<ul style="list-style-type: none"> <li>Proves SABRE technology on a <u>commercial scale</u> - an important reference for future customers</li> </ul>
<ul style="list-style-type: none"> <li>Secure at least 2 new SABRE contracts including at least one new geography by December 2016</li> <li>Achieve cumulative signed contracts of A\$1M in 2016</li> </ul>	<ul style="list-style-type: none"> <li>Winning contracts beyond Israel provides <u>further reference sites</u> to support SABRE 2 in 2017, expected to yield <u>larger contracts &amp; higher margin sales</u></li> </ul>
<ul style="list-style-type: none"> <li>SABRE 2 market-ready by Q4</li> <li>Continue new product development – SUBRE, EBR</li> </ul>	<ul style="list-style-type: none"> <li>Next generation product serves <u>markets exceeding A\$2.5B at anticipated higher margins.</u></li> </ul>
<ul style="list-style-type: none"> <li>Establish a China business model for SABRE technology solutions and appoint a China business partner by Q4</li> </ul>	<ul style="list-style-type: none"> <li>Potential Chinese partners indicate <u>substantial market opportunity</u> for distributed treatment – many villages &amp; small towns. A partner helps <u>expedite SABRE roll out</u></li> </ul>
<ul style="list-style-type: none"> <li>Develop a business model to supply water ready for implementation by Q4</li> <li>Build pipeline via key trade shows</li> </ul>	<ul style="list-style-type: none"> <li>Emefcy's low-cost solution enables a <u>recurring revenue model by selling recycled water for irrigation</u>, replacing high-cost water and wastewater treatment</li> </ul>
<ul style="list-style-type: none"> <li>Establish a relationship with a North American capital markets communication advisor in Q1 - <b>ACHIEVED</b></li> <li>Make key hires</li> <li>Secure non-dilutive financing</li> </ul>	<ul style="list-style-type: none"> <li>Assists Emefcy to <u>reach strategic investors &amp; communicate with investors</u></li> <li>Enables us to hit plan</li> <li>Minimizes shareholder dilution</li> </ul>

# Caesarea, Israel – First Resort Deployment

## Flawless Operation Since Sept 2014 (18 months)



SABRE: Current small-scale version has potential for upgrade to 200,000 litres/day



Once health permits received, recycled water can be used to irrigate this golf course

50% lower OPEX in 1 year trial

90% less energy

Estimated 2.1 year CAPEX payback

Quiet, odourless



# Ha-Yogev, Israel: First Municipal Deployment

## Target Full Operation By End Q2 CY2016



*Production line in operation*



*Manufactured spirals await testing*



*Finished modules ready to ship to site*

- ▶ Booking value to Emefcy A\$380K
- ▶ SABRE plant will treat 125,000 litres/day
- ▶ Recycled water used for agricultural irrigation
- ▶ Successful commissioning helps drive municipal reference sales – many such off-grid communities worldwide
- ▶ Modules have been manufactured, ready to ship to site
- ▶ Site construction in progress



*Illustration of Emefcy plant  
at Ha-Yogev, Israel*

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# Key Regions & Use Cases For SABRE



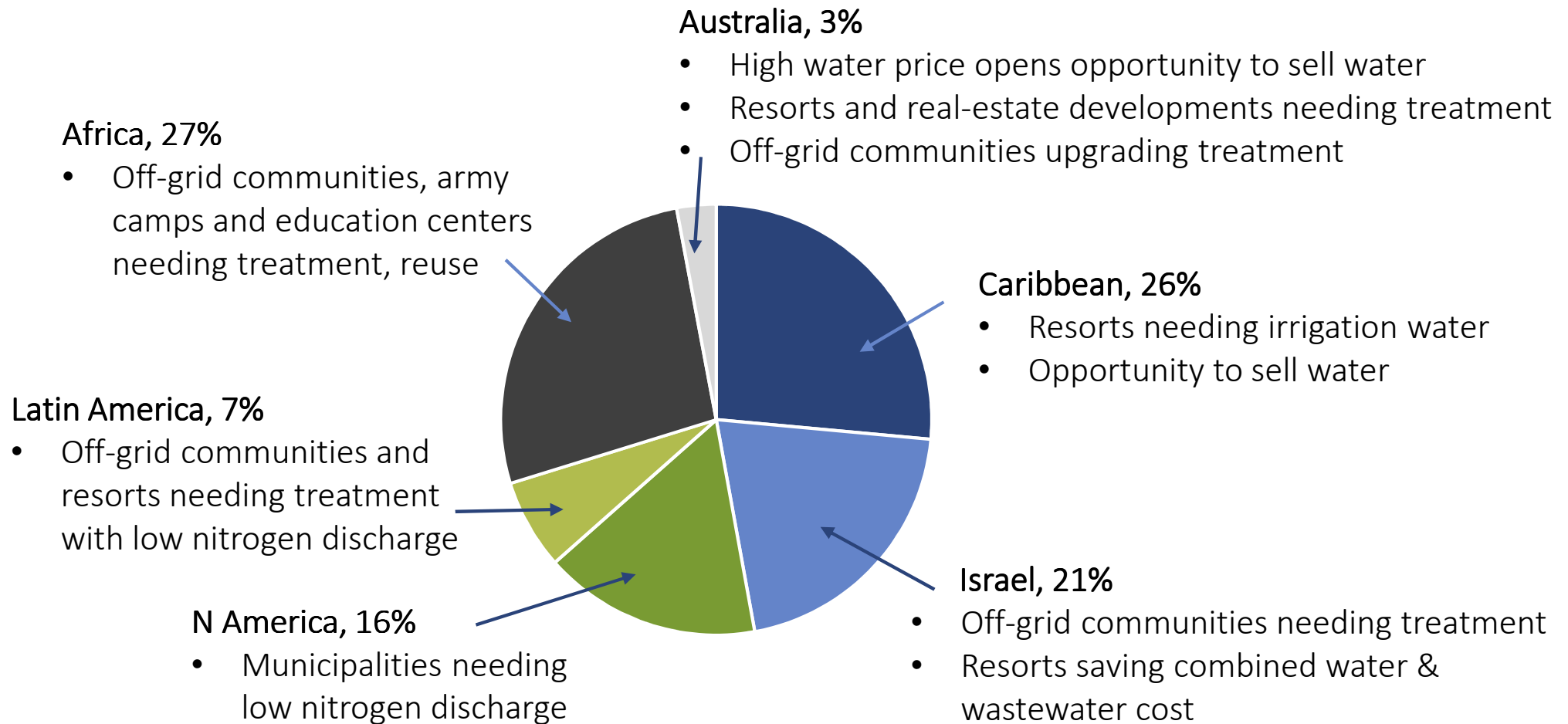
Key Regions	
Region	Why It's Important
Israel	Our local market covers all use cases: municipal and resort, water reuse – success here has global PR impact
Caribbean & other subtropical islands	Water scarcity, very high electricity costs & year round tourism make SABRE's low-cost water reuse capability very appealing
N America	Tight nitrogen requirements make SABRE appealing in communities near ocean
Europe	Many smaller, noncompliant plants need replacing in Italy, Spain, France, Greece
Latin America & Africa	Developing economies with badly polluted groundwater & many rural communities need cost-effective, distributed solutions like SABRE
China	Likely the largest market in the world – new 5 year plan emphasizes wastewater treatment in smaller towns & villages: will take time to enter successfully

Key Use Cases To Prove
Resorts needing water – off-grid communities – customers who'll buy water versus plant

# Current Sales Pipeline:

## 44 Projects, Potential A\$15M Contract Value

### Focus On Fast Movers In New Geographies Needing 2016 Solution



Note: Pipeline of projects by potential contract value

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# Moving Pipeline To Closed Contracts



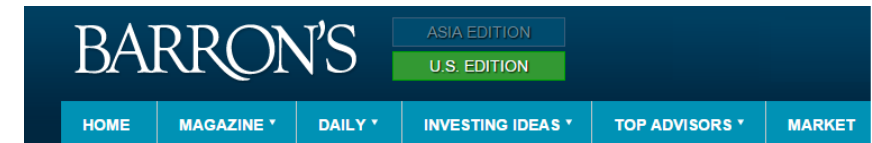
Year	Main Product For Sale	Est. Value Per Contract To Emefcy
2016	SABRE	A\$140,000 – A\$550,000
2017	SABRE2	A\$685,000 – A\$1,300,000

- ▶ Focus on potential projects needing 2016 solution
- ▶ Critical to gain 1<sup>st</sup> win in each important geography – local references important for future sales
- ▶ Important: win contracts proving new use cases – already have resort & municipal off-grid/reuse, need more & larger contracts, & prove sale of water
- ▶ Work with local system integrators to win early product sales
- ▶ Direct sale via key local reps when selling water planned for 2017

# China: Huge Opportunity Requires Careful Preparation Before Entry



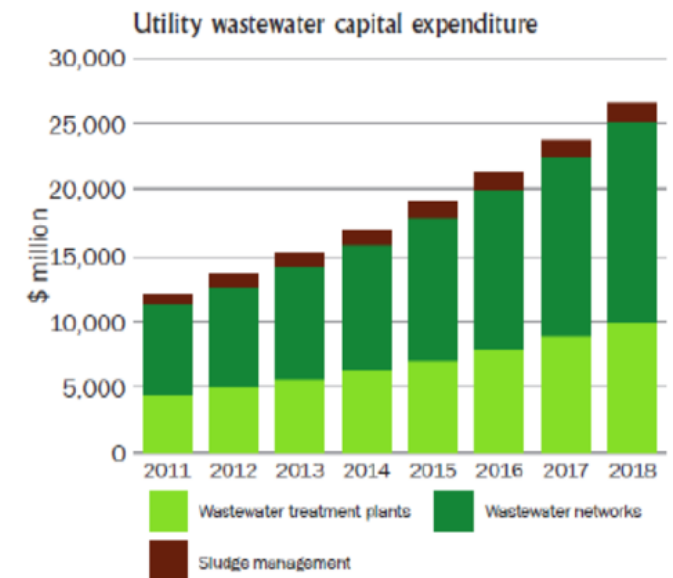
- ▶ China's new 5 year plan 2016-2020 requires massive investment to reduce water pollution
- ▶ They need 30 - 40,000 new decentralized wastewater treatment plants
- ▶ Emefcy's products will be adapted to the Chinese market, using local raw materials and practices
- ▶ Many eager Chinese partners – need to select carefully
- ▶ China requires deeper partnership, which may include local procurement and manufacturing
- ▶ Plan: start partner selection in Q1 & cement a partnership by second half of next year
- ▶ Enter China market once product & partners are ready



BARRON'S TAKE

## How to Invest in China's 13th Five Year Plan

China's next economic blueprint will favor infrastructure, clean energy and information technology.



# Selling Water Instead of Product



## High Cost of Water & Wastewater:

Country	Average Combined Water + Wastewater Prices US\$/m3
United States*	\$6.28
Japan	\$2.63
Australia	\$6.43
Sweden	\$3.00
Poland	\$3.01
Norway	\$5.16
Colombia	\$2.21
Denmark	\$8.11
Czech Republic	\$3.25
Hungary	\$2.81
Croatia	\$2.47
Iceland	\$2.86
Namibia	\$2.12

### Desal is not the answer:

- Carlsbad CA Plant US\$1B in capex, 16 years in process
- US\$1.83/m3 water cost + cost of wastewater treatment

### Centralized reuse doesn't work – little distribution:

- Los Angeles recycles 121,000 m3/day of wastewater
- Due to lack of purple pipe, only 1/3 offsets water demand
- Purple pipe for recycled water costs A\$3M or more per mile

### Today's distributed solutions are not economic:

- Proposed Menlo Park CA golf course recycling will cost US\$4.06 - \$5.75/m3

### Emefcy's solution is compelling:

- Marginal opex for SABRE plant: \$0.20/m3
- Selling water as a service from distributed SABRE plants is a great solution – easily reused, high arbitrage value
- 10 year NPV profit from sale of water (SABRE2) beats sale of product in most scenarios - business modeling & partner discussions in process for 2017 implementation

\*Hawaii, Georgia, Oregon, Washington

Source: Global Water Intelligence, LADWP report

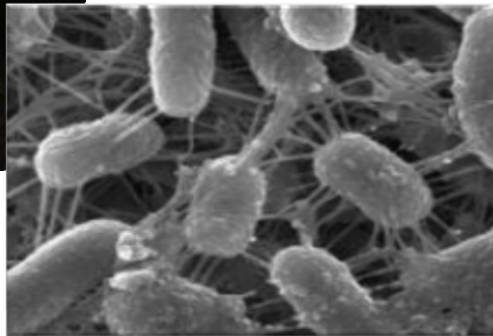


# In Development: EBR (Electrogenic Bio Reactor)

Wastewater In → Treated Water + Electricity Out



Electrogenic Bio Reactor (EBR) is powered by Electrogenic bugs



Industrial wastewater = very high treatment costs

EBR is a unique, ZERO-OPEX solution that makes electricity from waste water while treating it

EBR builds on SABRE architecture & experience

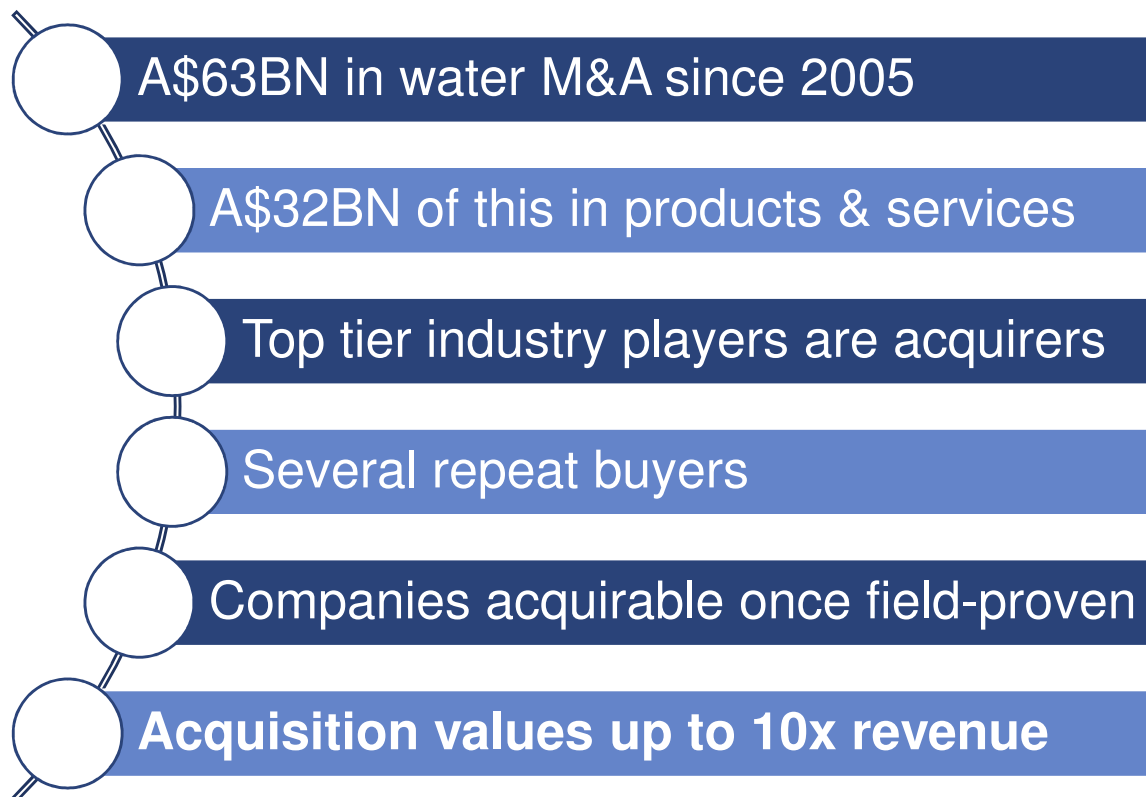
**R&D target completion 2016**  
**Field pilots estimated to launch in 2017**  
**Commercial launch to access untapped estimated A\$2.7BN market in 2018**

# Achieving Targets Helps Drive Value



Target	2015	2016				2017				2018		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
First commercial contract (SABRE)	✓											
First revenue		✓										
First commercial installation (SABRE)			◆									
First international contract				◆	◆							
Additional commercial contract				◆	◆							
Cumulative A\$1M in contracts					◆							
First international installation					◆		◆					
SABRE2 field pilot starts						◆		◆				
SUBRE field pilot starts							◆		◆			
First commercial SABRE2 contract								◆		◆		
First commercial SUBRE contract									◆		◆	
First commercial EBR contract										◆		◆

# Industry M&A At High Multiples: Up to 10x Revenues



(4 M&A)



(12 M&A)



(9 M&A)



(5 M&A)



Early stage water tech companies acquired:

2011 - Inge bought by BASF for A\$145M with revenues of A\$15M

2014 - NanoH2O bought by LG Chem for A\$274M with under A\$14M of revenues

# Summary



**World class founders & investors** with sector expertise, a proven track record of over \$2B capital raised and a combined \$7 B in shareholder value created

**Successful ASX fundraise of A\$13.8M joins blue chip investor base** (A\$21M invested by GE Ventures, Pond Ventures, IC V, Plan B Ventures)

**First commercial pilot in operation for 18 months** with proven in-field product reliability

**First commercial project** deploying now

**A strong pipeline of 44 projects.** Six major regions covering most use cases, some need 2016 solution

**Production facilities to support A\$25M** capacity in place

**We bring unique advantages to an A\$8B addressable market** within the A\$263B products and services space

**Strong arbitrage proposition enables recurring revenue by selling water**

**Strong economic incentive & value proposition for the customer** (50% opex reduction, ~2 Yr capex payback)

**Technology platform backed by strong IP base** provides pipeline of products for broad markets and geographies



# Emefcy Management Q&A Call

10AM Perth time March 8, 1PM Melbourne time March 8, 6PM Pacific time March 7, 9PM Eastern US time March 7.

## **Participant:**

1. Please dial in 10 minutes prior to call start time, call the appropriate Participant Dial-In Number listed in the Conference Dial-In Number section below.
2. Provide the Operator with the **Conference ID Number 62268392**

Conference link for participants:

<https://naotechdemosite.webex.com/naotechdemosite/onstage/g.php?MTID=ecb9f0a2113c91b4e3ad6d90d1313ed21>

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### **Participant UK FreeCall Dial-In Numbers:**

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Canada	<a href="tel:18669660399"><b>18669660399</b></a>
China, North	108007121819
China, South	108001201813
Colombia	018005180620
Cyprus	80095227
Czech Republic	800142902
Denmark	80888464
Egypt	08000000318
Estonia	8000100167
Finland	0800112363
France	0805632056

Germany	08001014960
Greece	00800126060
Hong Kong	800968777
Hungary	0680016203
Iceland	8009794
India	0008001006741
Indonesia	180304411324
Ireland	1800932187
Israel	1809216057
Italy	800987496
Japan	006633132475
Korea (South)	007984431222
Latvia	80003337
Luxembourg	80027512
Malaysia	1800814521
Mexico	0018665203144
Monaco	80093519
Netherlands	08000235091
New Zealand	0800448423
Norway	80019414
Philippines	180011101158
Poland	008001212655
Portugal	800812040
Romania	0800895055
Russian Federation	88007756818
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Slovak Republic	0800001418
Slovenia	080080174
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Denmark, Copenhagen	32727625
Finland, Helsinki	0923195187
France, Paris	0176742428
Germany, Frankfurt	06922224918
Hungary	0618088303
India, Mumbai	2230985304
Ireland, Dublin	014319648
Italy, Milan	0236008146
Latvia, Riga	67782516
Luxembourg, Luxembourg	20880695
Netherlands, Amsterdam	0207176886
New Zealand, Auckland	099291707
Norway, Oslo	21563013
Poland, Warsaw	223070118
Romania, Bucharest	0318144957
Russian Federation, Moscow	4996771036
Slovenia, Ljubljana	016009364
South Africa, Cape Town LocalCall	211003202
Spain, Madrid	914143669
Sweden, Stockholm	0850336434
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