

Rubicon Water

Rubicon Water Limited
ACN 651 852 470

Melbourne

1 Cato Street
Hawthorn East Vic 3123, Australia
phone +61 3 9832 3000
email enquiry@rubiconwater.com

www.rubiconwater.com

8 December 2021

Rubicon to host Investor Webinar - 8 December, 11.00am AEST

Australian water technology company Rubicon Water Limited (RWL), is pleased to release an updated investor presentation which will be used at today's 11.00 am virtual presentation hosted by, Chief Executive Officer Bruce Rodgerson and Chief Financial Officer, Jason York.

Presenting: Bruce Rodgerson, CEO and Jason York, CFO

Time: 11:00am AEDT on Wednesday 8 December 2021

To register for the session and for more information on the conference click here:

https://us02web.zoom.us/webinar/register/WN_ki4d5IPsS9avzLf_S_5oGg

This announcement has been authorised for release to the ASX by:

Robert Walker
Company Secretary



RUBICON WATER

Investor Update | Dec 2021

ASX:RWL



IMPORTANT NOTICE AND DISCLAIMER

This presentation has been prepared by Rubicon Water Limited (Company) to provide summary information about the Company and its associated entities which carry on the business of designing and manufacturing respiratory protection equipment as at the date of this presentation, and the information in this presentation remains subject to change without notice. The Company has no obligation to update or correct this presentation.

This presentation is not a prospectus or other form of disclosure document under the Corporations Act 2001 (Cth) (Corporations Act) and does not contain all the information which would be required to be disclosed in a prospectus or other disclosure document. The information presented in this presentation may differ materially from that presented in any disclosure document prepared in connection with any offer of securities.

The information contained in this presentation is for information purposes only. It is intended only for Recipients (as defined below) to whom it is delivered personally by or on behalf of the Company. The information contained in this presentation is of general background and does not purport to be complete. The information contained in this presentation does not constitute investment or financial product advice (nor taxation or legal advice) and is not intended to be used as the basis for making an investment decision. In providing this presentation, the Company has not considered the objectives, financial position or needs of any particular Recipients.

The information in this presentation is strictly confidential and is intended for the exclusive benefit of the Recipient to which it is presented. It may not be reproduced, disseminated, quoted or referred to, in whole or in part, without the express consent of the Company. By accepting the invitation and attending this presentation you agree to keep this presentation private and confidential, not to disclose any of the information contained in this presentation to any other person and not to copy, use, publish, record, disclose, disseminate or reproduce the information in this presentation to any party, in whole or in part, without the prior written consent of the Company, which may be withheld in its absolute discretion. Distribution of this presentation may be restricted or prohibited by law. Any failure to comply with such restrictions may constitute a violation of applicable securities law.

This presentation is being provided to you (Recipient) on the basis that you are, and you represent and warrant that:

- if you are in Australia, you are the holder (or representative of a holder) of an Australian financial services licence and are also a "professional investor" or "sophisticated investor" (as those terms are used in section 708(11) and section 708(8) respectively of the Corporations Act and are also, in each case, a "wholesale client" (as defined in section 761A of the Corporations Act); or
- if you are outside Australia, you are a person to whom the provision of the information in this presentation is permitted by laws of the jurisdiction in which you are situated without the need for registration, lodgement or approval of a formal disclosure document or any other filing or formality in accordance with the laws of that foreign jurisdiction.

If you are not such a person, you are not entitled to read or attend this presentation, and must notify the Company immediately and promptly return this presentation to the Company and destroy all copies, whether held in electronic or printed form or otherwise, without retaining any copies.

NO LIABILITY

While care has been taken in preparing the information in this presentation, no representation or warranty, express or implied, is made as to the currency, accuracy, reliability, completeness or fairness of the information, opinions and conclusions contained in this presentation. None of the Company, its related bodies corporate (as defined in the Corporations Act), shareholders or affiliates, nor any of their respective officers, directors, employees, affiliates, partners, representatives, consultants, agents or advisers (including, without limitation, none of the advisers nor their related bodies corporate (as defined in the Corporations Act), shareholders or affiliates, nor any of their respective officers, directors, employees, affiliates, partners, representatives, consultants, agents or advisers, together the "Advisers") (each a Limited Party) guarantees or makes any representations or warranties, express or implied, as to or takes responsibility for, the currency, accuracy, reliability, completeness or fairness of this presentation nor the information, opinions and conclusions contained in this presentation. The Company does not represent or warrant that this presentation is complete or that it contains all material information about the Company. To the maximum extent permitted by law, each Limited Party expressly disclaims any and all liability (whether direct, indirect, consequential or contingent), including, without limitation, any liability arising out of fault or negligence on the part of any person, for any expenses, damages, costs or loss arising from the use of information contained in this presentation including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions or matters, express or implied, contained in, arising out of or derived from, or for omissions from, this presentation including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom. The Company has not carried out due diligence investigations in connection with the preparation of this presentation, nor has it verified any of the contents of this presentation. You must consider your own financial situation, objectives and needs and conduct your own independent investigations, assessments and enquiries, including obtaining investment, legal, tax, accounting and other such advice as you consider necessary or appropriate. This presentation should not be relied on by the recipient in considering the merits of any particular transaction.

None of the Advisers have authorised, permitted or caused the issue or lodgement, submission, dispatch or provision of this presentation and there is no statement in this presentation which is based on any statement made by any of the Advisers. To the maximum extent permitted by law, each of the Advisers expressly disclaims all liabilities in respect of, and make no representations regarding, and take no responsibility for, any part of this presentation.

None of the Company nor any of the other Limited Parties act or are responsible as a fiduciary to you, your directors, officers, employees, affiliates, partners, representatives, consultants, agents, advisers, securityholders, creditors or any other person. You and each of the Company and the other Limited Parties expressly disclaim any fiduciary relationship. The Company and the other Limited Parties are relying on you complying with this important notice and disclaimer and on the truth and accuracy of the representations, warranties, undertakings and acknowledgments given by you.

IMPORTANT NOTICE AND DISCLAIMER

FUTURE PERFORMANCE

This presentation may contain certain forward looking statements, forecasts, estimates, projections and comments about future events, including the Company's expectations about the performance of its businesses and certain strategic transactions. Forward looking statements can generally be identified by the use of forward looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "predict", "plan", "propose", "will", "believe", "forecast", "estimate", "goals", "aims", "target" and other similar expressions within the meaning of securities laws of applicable jurisdictions. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward looking statements. Forward looking statements involve inherent risks and uncertainties, both general and specific, and there is a risk that such predictions, forecasts, projections and other forward looking statements will not be achieved. A number of important factors could cause the Company's actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward looking statements, and many of these factors are beyond the Company's control. Any forward looking statements are provided as a general guide only, and should not be relied on as an indication or guarantee of future performance and involve known and unknown risks, uncertainty and other factors, many of which are outside the control of the Company. As such, undue reliance should not be placed on any forward looking statement. Past performance is not necessarily a guide to future performance and no representation or warranty is made by any person as to the likelihood of achievement or reasonableness of any forward looking statements, forecast financial information or other forecast. Nothing contained in this presentation nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of the Company. None of the Company, or any other Limited Party, makes any representation or warranty as to the accuracy of any forward looking statements contained in this presentation. Forward looking statements speak only as at the date of this presentation and the Limited Parties disclaim any obligations or undertakings to release any update of, or revisions to, any forward looking statements in this presentation.

THIS IS NOT AN OFFER OR FINANCIAL PRODUCT ADVICE

This presentation is not, and does not constitute, an offer to sell, or the solicitation of an offer to buy, invitation or recommendation to purchase any securities or other investment products in the United States or in any other jurisdiction and neither this presentation, nor any of the information contained herein, shall form the basis of any contract or commitment. Securities of the Company have not been, and will not be, registered under the U.S. Securities Act or the securities laws of any state or other jurisdiction of the United States. Accordingly, any such securities may not be offered or sold, directly or indirectly, in the United States unless they have been registered under the U.S. Securities Act (which the Company has no obligation to do or procure) or are offered and sold pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and any other applicable state securities laws.

The distribution or release of this presentation outside Australia may be restricted by law and you should observe any such restrictions.

FINANCIAL AND OTHER DATA

A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation. All dollar values are in Australian dollars (A\$), unless otherwise stated.

ACKNOWLEDGMENTS

In accessing, receiving or reviewing this presentation, each Recipient acknowledges and agrees to the foregoing terms and conditions. Any failure to comply with such terms and conditions may constitute a violation of applicable securities laws.

PRESENTERS



MR. BRUCE RODGERSON

CHIEF EXECUTIVE OFFICER

- Founding Director and current CEO
- 30+ years in water irrigation
- Been involved with Rubicon since inception
- Prior to being appointed CEO, was responsible for the establishment of Rubicon's manufacturing and project delivery business
- Previously worked with Victorian Rural Water Corporation



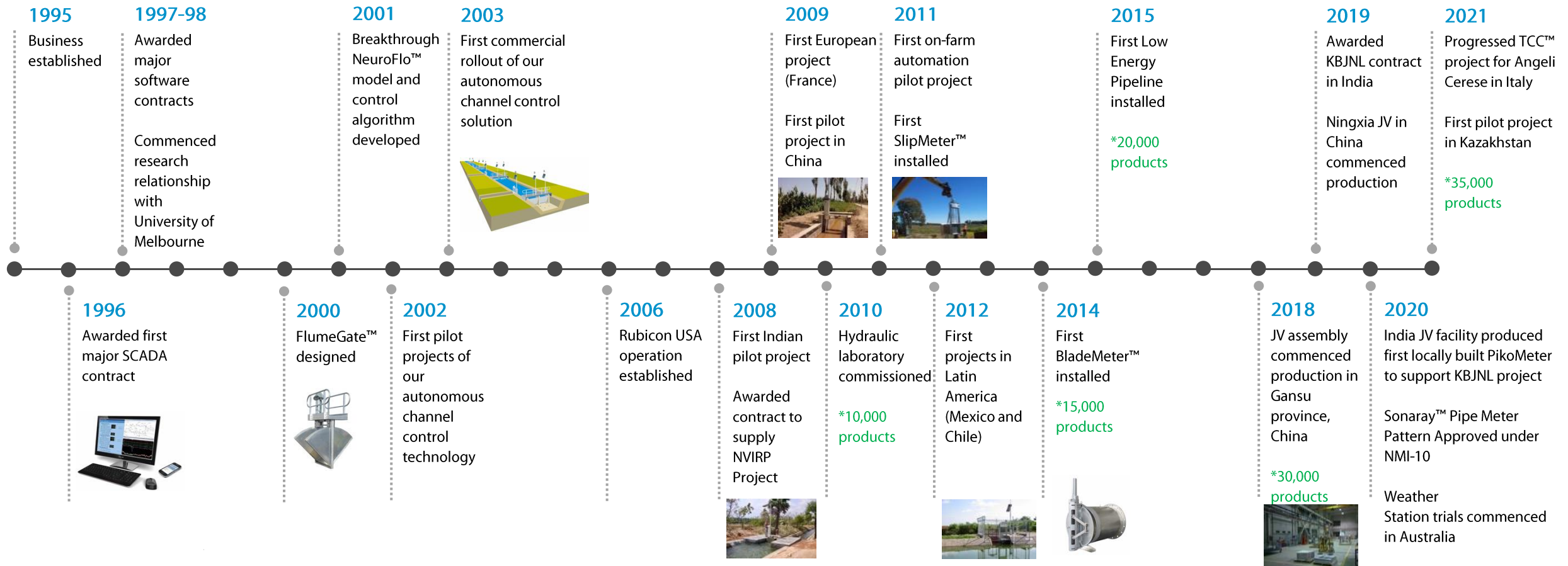
MR. JASON YORK

CHIEF FINANCIAL OFFICER

- 20+ years in chartered accounting and corporate finance
- Finance professional experienced in driving global expansion through the establishment and implementation of forecasting strategies, corporate structures and internal processes
- Previously was Vice President (APAC) for ConvaTec, a LSE listed medical device company

COMPANY HISTORY

OVER 25 YEARS OF DEVELOPING AND DELIVERING SOLUTIONS AROUND THE WORLD



*Number of products produced globally

RUBICON IS A VERTICALLY INTEGRATED, WATER TECHNOLOGY SOLUTIONS BUSINESS



FOCUS

- Address the issue of global water scarcity through improved water use efficiency
- Modernise gravity-fed irrigation distribution channel networks and on-farm irrigation systems
- Maximise water availability and agricultural productivity
- Sustainably increase global food and fibre production



STRENGTHS

- Global differentiated offering with significant barriers to entry for competitors
- Extensive industry knowledge
- Comprehensive software portfolio
- Proprietary Control gate/valve and flow measurement technology
- Strong corporate and product brands
- Commitment to R&D



GROWTH

- Organic growth of existing customers into additional offerings
- Substantial and growing pipeline of international project opportunities
- Actively working on large global contracts, tenders and opportunities
- Timing of contract awards has been a challenge in 1H FY22
- This may adversely impact 1H revenue by ~ \$8m. Corresponding impact to underlying EBITA
- Management remains confident in delivering on FY22 market expectations

Rubicon

Addressing water scarcity & delivering value to governments, water managers and farmers



Improved water-use efficiency

Accurate volumetric measurement, robust water accounting, precise control and an improved supply service lead to more productive use of water withdrawals



Globally-competitive farmers

Farmers have access to the technology they need to grow better, higher-value crops using less labour, water and energy



Maximum value from irrigation investment

Economic, social and environmental benefits from integrated irrigation modernisation



Improved economic output

Better utilisation of water distribution infrastructure and agricultural land enables increased production and farming of higher-value crops and livestock



Increased food security

Meet the challenge of feeding growing populations on limited arable land by boosting long-term agricultural productivity and building food supply resilience

OUR CHALLENGE AND OPPORTUNITY

Projections towards the year 2050 state that....

Agriculture will need to produce **56% more food and fibre** to feed the world's population.



40% of the world's population will be living in river basins experiencing **severe water stress**.

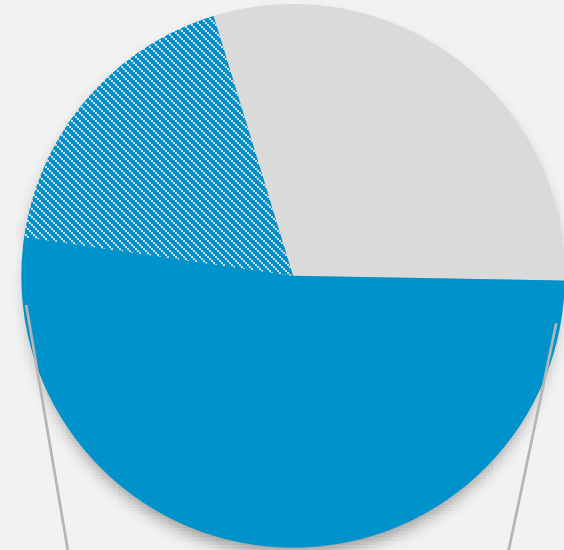


Currently...

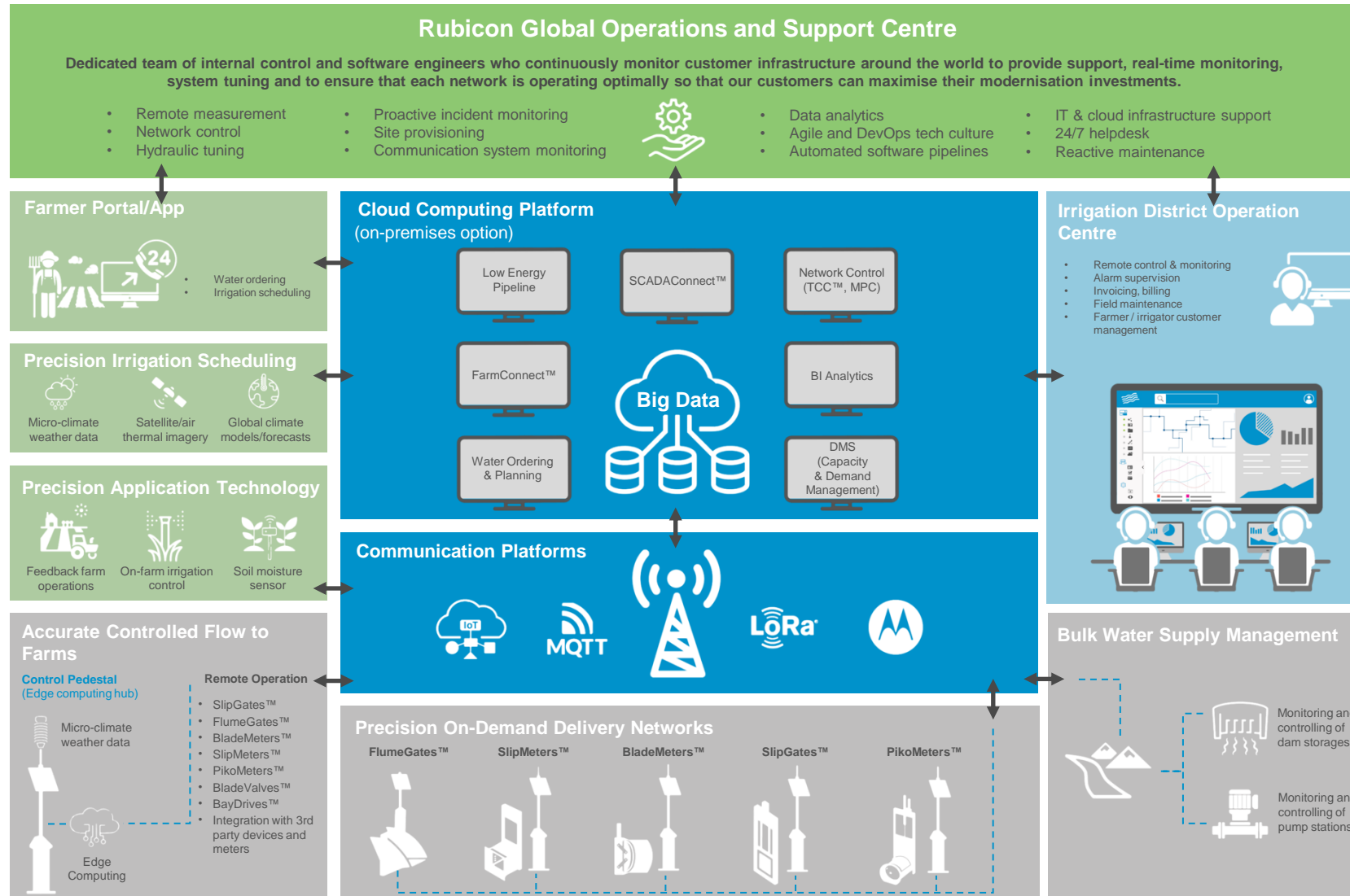
Agriculture consumes **70% of the world's freshwater** resources.

Surface water is the primary source of water, supplying approximately **60% of the world's irrigated land area**.

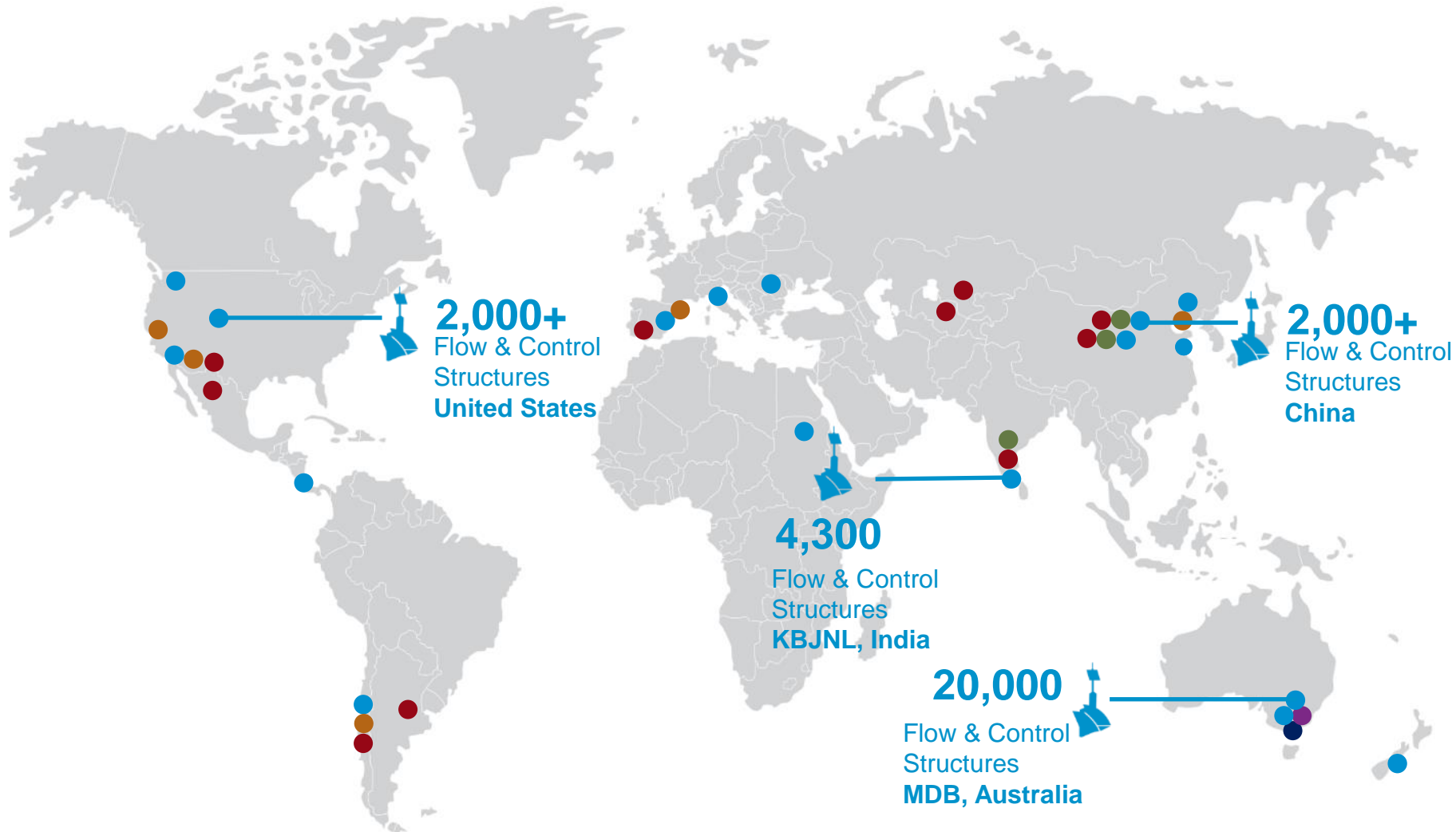
On average only **40-50%** of the water supplied to agriculture is used by the crops.



RUBICON'S INTEGRATED SYSTEMS SOLUTION FOR SURFACE IRRIGATION NETWORKS



OUR GLOBAL PROJECTS



RUBICON ANNUAL REPORT HIGHLIGHTS



Our results for the year ended 30 June 2021 were in line with the unaudited statutory forecasts presented in our Prospectus, except final income tax expenses were \$0.9m lower.



As a result, our profit after tax for the year ended 30 June 2021 was \$0.9m higher than the statutory forecast profit after tax presented in the Prospectus.



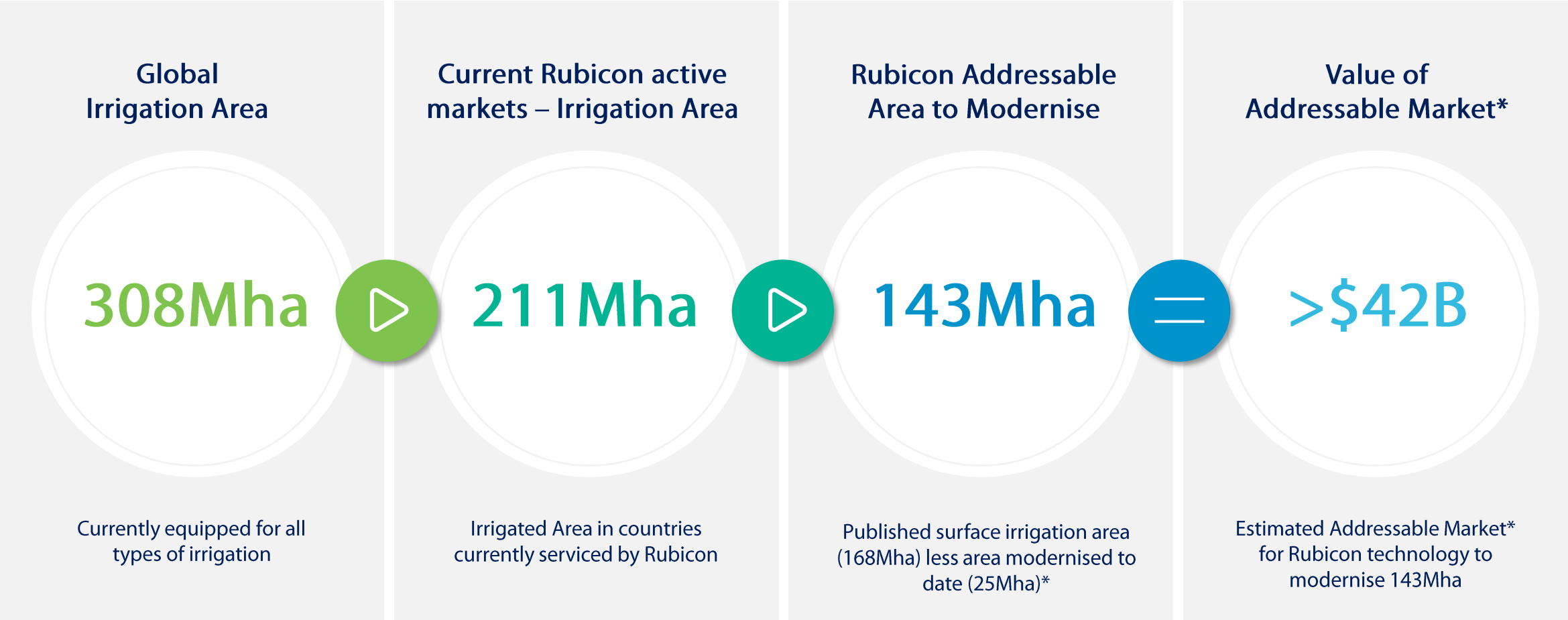
A comparison of these financial results to those within the unaudited statutory forecasts for FY21 as presented in the prospectus is shown right

	FY21	
	ACTUAL	PROSPECTUS
Gross Profit	\$34.6	\$34.4
Statutory EBITDA	\$13.5	\$13.5
Profit before Tax	\$10.0	\$10.0
Income tax expense	\$1.8	\$2.7
Profit after tax	\$8.2	\$7.3

ADDRESSABLE MARKET & PROJECT PIPELINE



RUBICON'S ADDRESSABLE MARKET



Source: "World Irrigated Area" ICID 2018

* Management Estimate

MARKET WELL SUPPORTED BY ANNOUNCED GOVERNMENT FUNDING

Govt funding for Irrigation
in Rubicon markets



Government announced funding
for irrigation in countries currently
serviced by Rubicon



Govt funding suitable for
Rubicon technology



Estimate of announced
government funding* that could
be applicable to Rubicon
technology

Value of Addressable
Market*



Estimated Addressable
Market* for Rubicon
technology to modernise
140Mha



Rubicon active project
pipeline

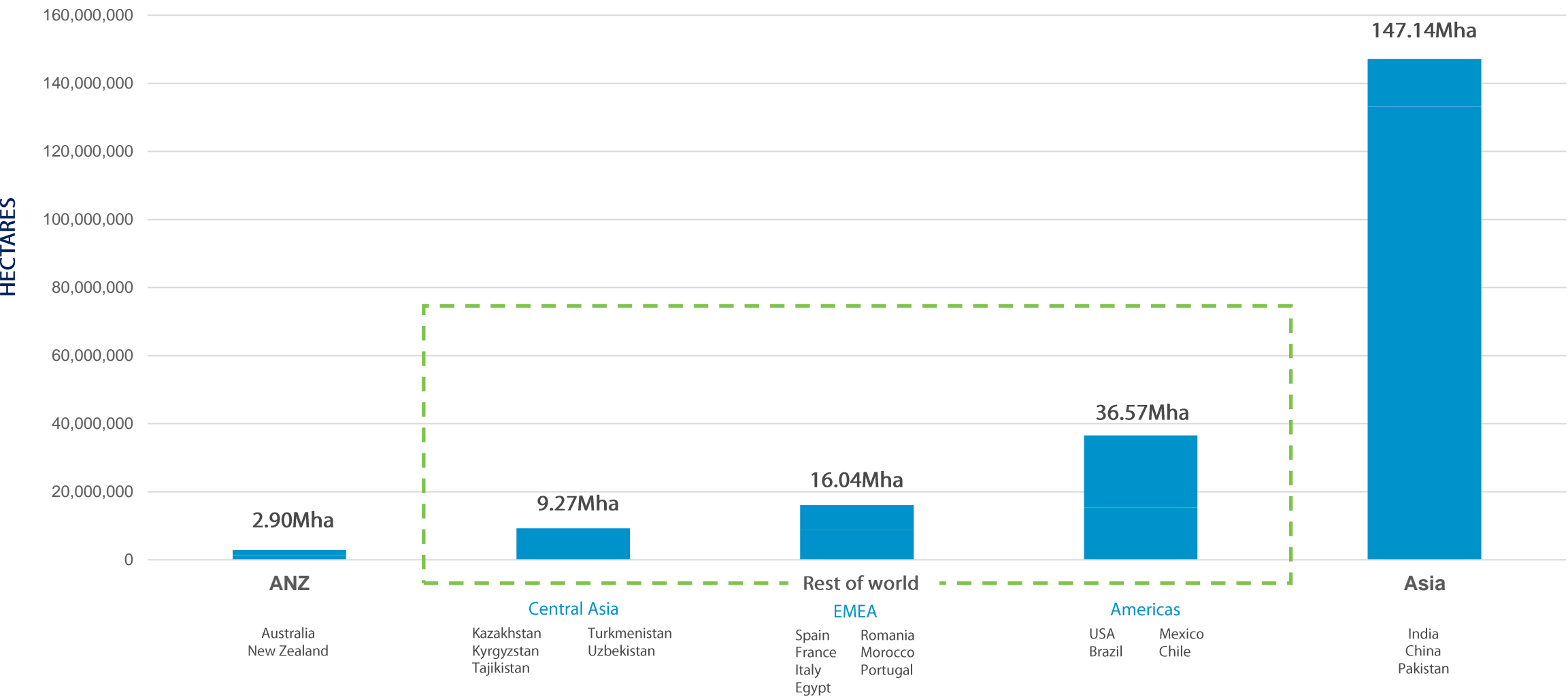


Value of Rubicon's active
project pipeline

* Management Estimate

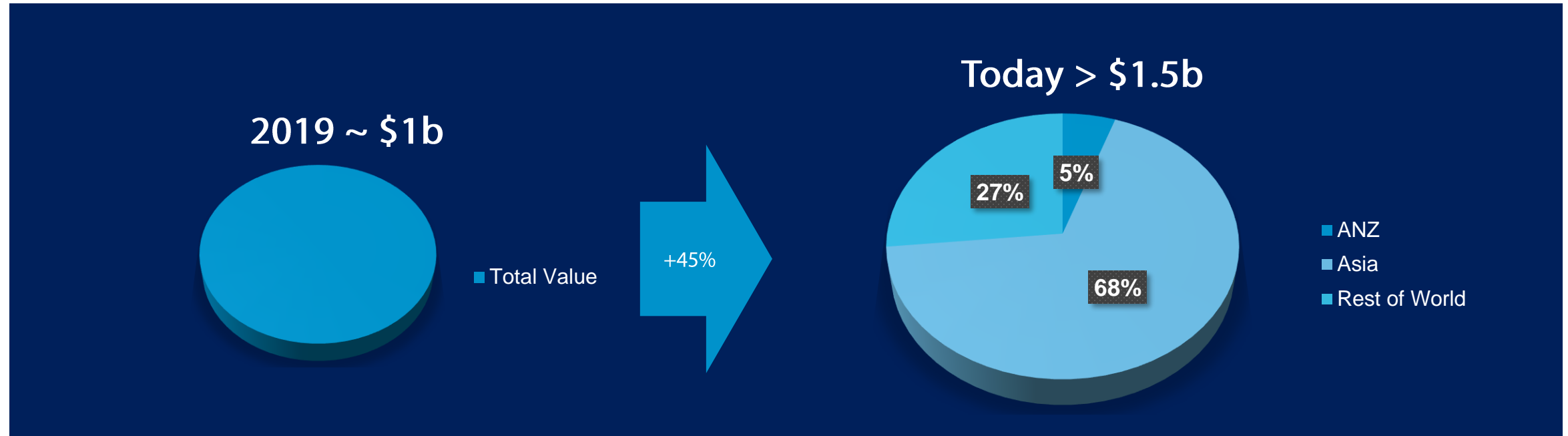
- 56% more food and fibre to feed the world by 2050
- 70% of world's water used in Agriculture
- On average only 40-50% of the water supplied to agriculture reaches the crops.
- Proprietary Rubicon Technology – Providing a solution to water availability and agricultural productivity
- More funding being directed at Rubicon demonstrated solutions

GLOBAL IRRIGATED AREA



PROJECT PIPELINE

Ongoing international investment delivering growth in pipeline projects



- Currently >\$1.5b in project pipeline
- More than 570 projects ranging in size from 10s of thousands of dollars to more than \$100m
- Average project size of ~ \$2.9m
- All pipeline projects involve active engagement with customers (but not contracted)
 - Project Scoping – Customer consultation – Perform network study – Prelim design & costing estimates
 - Solution Development – Detailed project design, hydraulic modelling, detailed cost estimates (can include cost/benefit analysis)
 - Final proposals – at negotiation / tenders / contract stage

GLOBAL SUPPLY CHAIN PROJECT UPDATE

ASSEMBLY CAPABILITY

Global Assembly Sites

Original

Shepparton, Australia
Est 1995



Last Four Years

Gansu JV, China
Est 2017/2018



Ningxia JV, China
Est 2018 (SM) / 2019 (PM)



MRWTPL JV, India
Est 2020



In Progress

USA



Chile



Next Site

OCT 2021 – SMB-800 SlipMeter, first non-Piko product to have components sourced and assembled Internationally.



PRODUCT DEVELOPMENT UPDATE

SOFTWARE PROGRESS

Launch of new software application

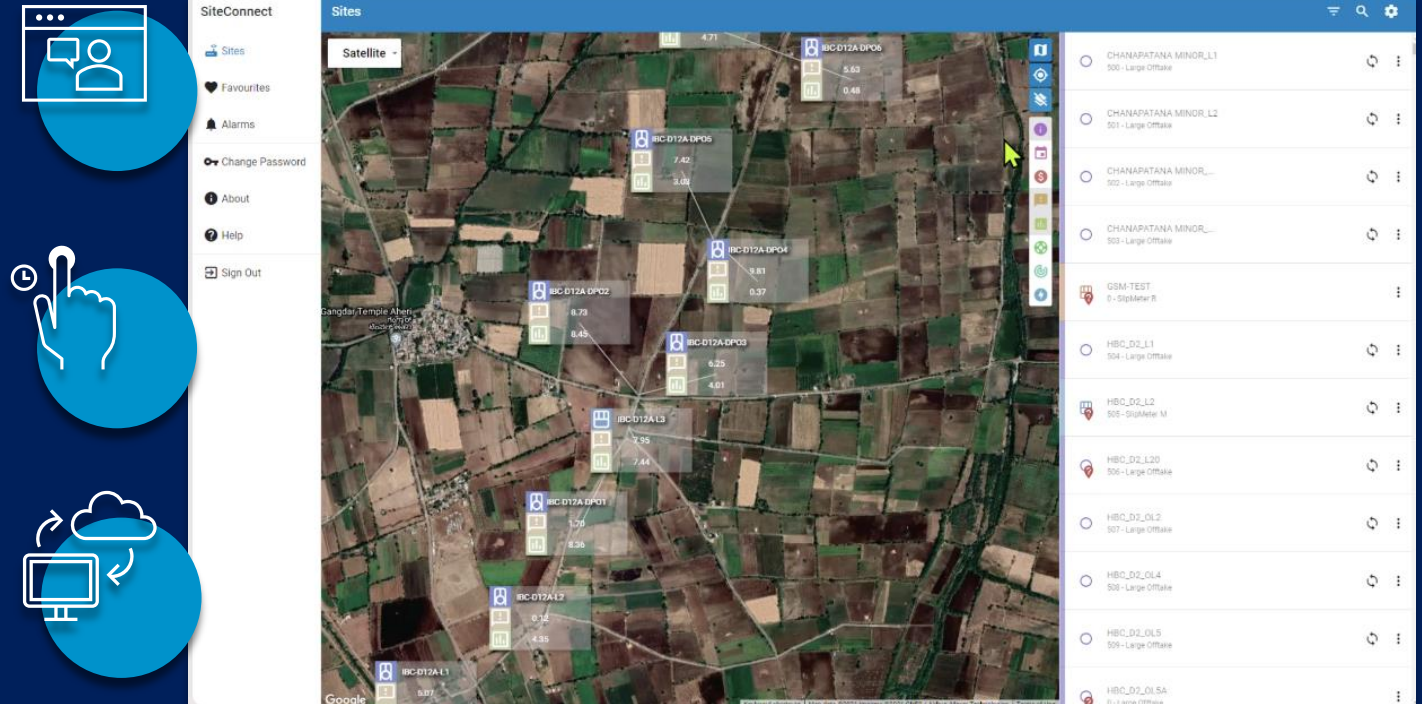
- Modern geographical web interface
- Uptake by 25+ irrigation districts
- Responsive for mobile & desktop
- Suited to on-prem and cloud
- Simple to use
- Works in low-bandwidth environments

Uptake of cloud-based solutions

- Cloud software sales in pipeline for 1H FY22
- Private cloud install for USA-based customer
- More customers desiring cloud solutions
- Full Cloud environment operational in China

India Software development Hub launched

- 5 S/W developers already employed



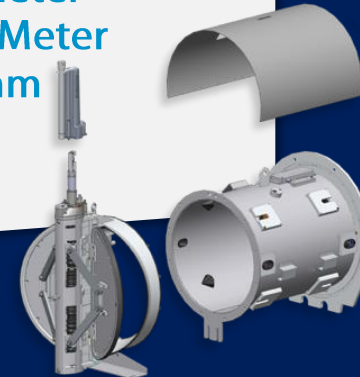
Piko300 PRODUCT RANGE RELEASED

- PikoMeter 300mm range (scaled down unit to the high selling 450mm range).
- Required Development & Release of a smaller transducer to suit the 300mm range of products.
- Ideally suited to smaller farm offtake infrastructure particularly in Asia and parts of Europe

PikoMeter™
– 300mm



BladeMeter™
& Pipe Meter
– 300mm



Mini acoustic
transducer
technology



FY22 OUTLOOK

1

Timing of some tender releases and contract awards has been a challenge in 1H FY22, particularly in Asia. This is predominantly due to the unpredictability of timing of customer decision making - made harder this year due to COVID

3

Management remains confident in delivering on FY22 market expectations – strong pipeline of projects to support this confidence. Rubicon will keep the market informed in line with our continuous disclosure obligations

5

We continue to invest in our globalisation strategy – in-market customer-facing headcount, global supply chain and assembly project, acceleration of new product and software development

7

We continue to win contracts as expected despite some delays. Expected signings are progressing logically but at a slower than anticipated pace, partly due to COVID

2

ANZ & ROW segments are broadly in line with management expectations for 1H FY22. However, 1H revenue may be negatively impacted by a ~\$8m shortfall in Asia with a corresponding impact on underlying 1H EBITDA

4

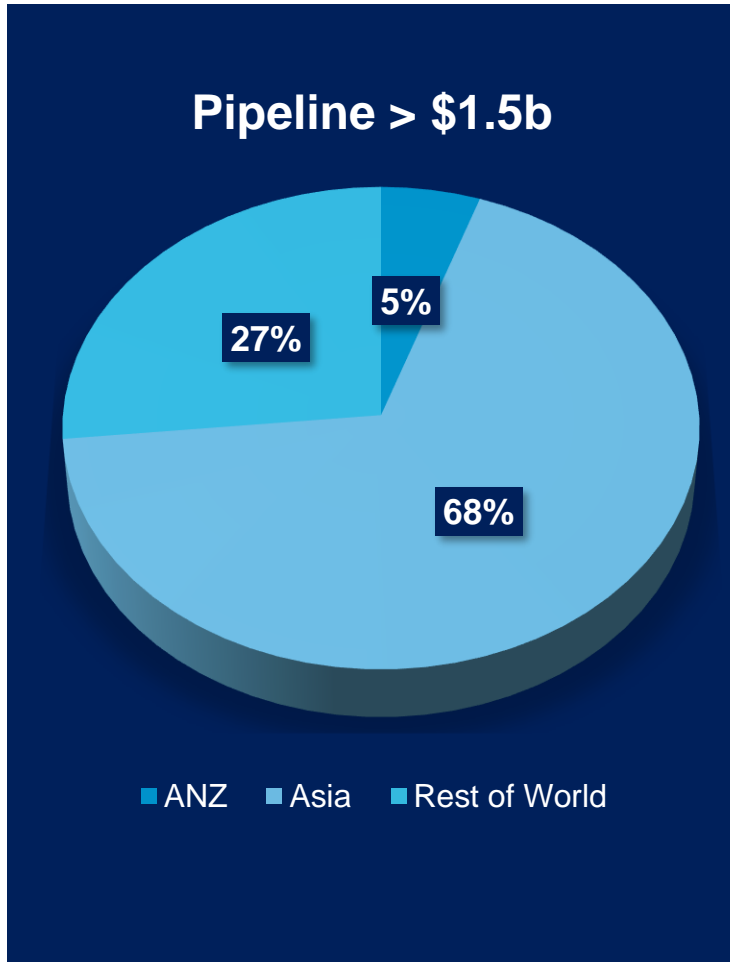
Advanced pre-contract solution production well progressed to support delivery of expected contracts in 2H FY22, despite contract signing delays in Asia

6

We are proactively managing supply chain issues which have led to longer lead time ordering / increased inventory holdings

KEY TAKEAWAYS

Strong pipeline to support FY22 & beyond



- Management remains confident in delivering on FY22 market expectations
- We continue to invest in and deliver our globalisation strategy
- Growing project pipeline (>\$1.5b) underpins FY22 and beyond
- First US cloud-based software sales in 1H FY22
- US assembly line established - First product to be complete early in CY22
- First Slipmeter model sourced and assembled outside of Australia
- Software development hub established in India



CONTACT

Bruce Rodgerson
CEO

Bruce.Rodgerson@rubiconwater.com

Jason York
CFO

Jason.York@rubiconwater.com

www.rubiconwater.com/

© 2021 Rubicon Water.

RUBICON logo and BayDrive, BladeMeter, BladeValve, CableDrive, FarmConnect, FerIT, FlumeGate, FlumeMeter, FormiPanel, MicronLevel, NeuroFlo, PikoGate, PikoMeter, SCADAConnect, SlipGate, SlipMeter, SolarDrive, Sonaray, TCC and Total Channel Control are trademarks and service marks, or registered trademarks and service marks of Rubicon Water or its affiliates in Australia, the United States of America and other jurisdictions. Systems, components, methodologies and software supplied by Rubicon Water may be the subject of patent and design rights in Australia and elsewhere.