April 2024

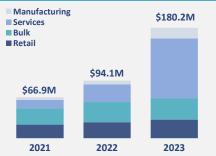
International Provider of Advanced Water & Wastewater Treatment Plants and Distribution Systems **Overview**



WATER

\$26.64 Stock Price 4/1/24 @ close 52-Wk Low-High \$16.18-38.29 15.8M **Shares Outstanding Market Cap** \$421M 93.7% Public Float, est. 142K Avg. Daily Vol. 3-mo. Revenue TTM \$180.2M Net Income TTM \$29.6M Dividend Yield¹ 1.4% **Insider Holdings** 6.3% **Institutional Holdings** 58.7% **Employees** 293

Revenue Growth



Senior Management



Frederick McTaggart President, CEO & Director: 20+ years public company experience as CEO, CFO & COO.



David Sasnett, EVP & CFO: 30+ years of public company senior executive experience.

Company Contact

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About Consolidated Water

- ▶ **50 years** developing, constructing & operating water production, treatment and distribution infrastructure.
- Award-winning designs with state-of-art automation and control technology.
- ▶ OEM & equipment manufacturer for water & wastewater treatment companies/utilities.
- Long-term, inflation-indexed contracts provide recurring revenue stream with margin
- Strong balance sheet supports ability to invest.
- Pursuing organic and acquisitive growth in U.S. and internationally.
- **Expanding pipeline** of opportunities for design, construction and operation of water services.

Growth Markets with Strong Drivers

- U.S. desalination market growing at 8.3% CAGR to \$2.6 billion by 2028.4
- Advancements technology propelling demand for desalination and related equipment.
- Market for water recycling and reuse technology growing at 11.0% CAGR to \$31.9 billion by 2028.2
- Droughts, scarcity of freshwater reserves and growing populations driving demand.
- ▶ At current rate, 40% gap between global water supply and demand by 2030.3

News Highlights

Mar 27, 2024: 2023 revenue up 92% to \$180.2M; net income of \$30.7M or \$1.93/share.

Nov 6, 2023: Acquired Ramey Environmental Compliance, broadening presence in waterstressed Western U.S.

Jun 6, 2023: Won \$204M contract for a seawater desalination plant in Hawaii. To be 24th built worldwide, first in the U.S.

Mar 30, 2023: 2022 annual revenue up 41% to \$94.1M; net income of \$8.2M or \$0.54/share.

Oct 24, 2022: Secured 10-year, \$49.2M expanded operation & maintenance contract in S. California.

May 17, 2022: Won \$82M contract to construct wastewater treatment plant in Arizona.

Consolidated Water



U.S. & International Presence

Western U.S. Southwestern U.S. Florida Bahamas Hawaii

Cayman Islands

British Virgin Islands

Countries of Operation: 4 Plants in Operation: 10 Gallons per Day: 24.9M PERC Facilities in Operation: 31

Revenue by Segment



High Growth Markets



TTM = trailing twelve months ended 12/31/23. Stock data source: Yahool Finance, CWCO. 1) Based on closing stock price on 4/1/24; 2) Research and Markets, July 2023; 3) Australian Strategic Policy Institute, Jan 2020. 4) Research and Markets, April 2023. Important Disclaimer: This document includes forward looking statements that involve risks & uncertainties as described in Form 10-K and other fillings available on www.sec.gov. This does not constitute an offer to sell or a solicitation of an offer to buy any security. No guarantee is made as to the reliability of this information; you should not rely on it as the basis to make any investment decision. © Consolidated Water Co. Ltd 2024, All Rights Reserved. Product of CMA. 040324