

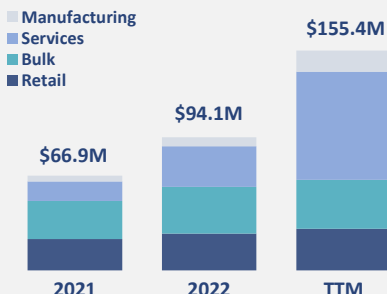
International Provider of Advanced Water & Wastewater Treatment Plants and Distribution Systems

Key Stats



Stock Price 2/22/24 @ close	\$30.10
52-Wk Low-High	\$13.66–38.29
Shares Outstanding	15.7M
Market Cap	\$474M
Public Float, est.	94.2%
Avg. Daily Vol. 3-mo.	135.5K
Revenue TTM	\$155.4M
Net Income TTM	\$21.3M
Dividend Yield ¹	1.1%
Insider Holdings	5.8%
Institutional Holdings	58.8%
Employees	223

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. CPA.

Company Contact

Consolidated Water Co. Ltd.
David Sasnett, CFO • T 954.509.8200
dsasnett@cwco.com

Investor Relations, Media & ESG
Ron Both or Tim Randall, CMA
T 949.432.7557 • CWCO@cma.team

Overview

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 protection.
- ▶ **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

Nov 9, 2023: Q3 2023 revenue up 99% to \$49.9M; net income of \$8.6M or \$0.54/share.

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

Aug 10, 2023: Q2 2023 revenue up 110% to \$44.2M; net income of \$7.3M or \$0.46/share.

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

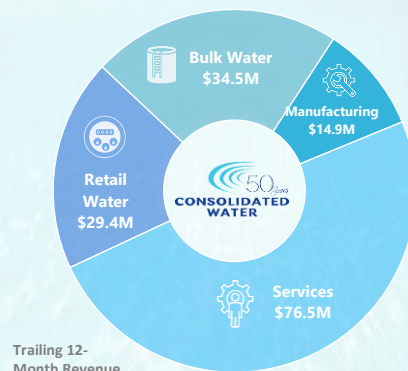


U.S. & International Presence



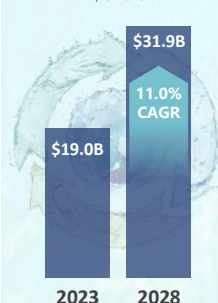
Countries of Operation: **4**
Plants in Operation: **11**
Gallons per Day: **25.5M**
PERC Facilities in Operation: **27**

Revenue by Segment



High Growth Markets

Wastewater Recycling & Reuse Tech Market²



U.S. Desalination Market⁴

