

Rubicon Water

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20 December 2021

Rubicon signs contracts valued ~\$17 million

Highlights

- **Rubicon signs annual deliver order of A\$9.8m to supply FlumeGate and SlipGate products to a major existing Australian client**
- **Multiple orders totalling A\$6.7 million secured in North and South America and progressing continued signings in its Rest of World (ROW) segment**
- **Renewed multi-year maintenance agreement with a major Australian irrigation customer**
- **Making positive progress towards contracting works and signings in Asia**
- **Rubicon remains confident of delivering on its FY22 market expectations and 1H guidance.**

Australian water technology solutions company Rubicon Water Limited (ASX: RWL) is pleased to announce it has signed multiple orders totalling nearly A\$17 million.

In its Australia/New Zealand (ANZ) segment, it has signed a purchase order with its long term customer Murrumbidgee Irrigation totalling A\$9.8m. These works, which will be fully delivered in FY22, predominantly involve the supply and commissioning of FlumeGate and SlipGate products as part of a multi-year project to further roll out Rubicon's full system solution (all technology ordered will become part of the integrated solution managed by our Total Channel Control Software). The works are achieving water savings and delivering improved levels of service to the district's irrigators.

In addition in ANZ, as advised in our Prospectus, Rubicon has been operating on the terms of the existing expired contract for maintenance with Goulburn Murray Water, a new maintenance contract for a term to 30 June 2024 with an option to extend for two further 4 year terms has now been signed. The renewal of this agreement demonstrates the long term partnerships we form with our customers post implementation of our technology.

In its Rest of World (ROW) segment, it has secured multiple orders totalling A\$6.7m across North and South America, and work is progressing well towards continued signings across this segment. These works are a combination of new customer accounts and ongoing programs with existing customers.

In its Asia segment, Rubicon continues to make positive progress towards contracting of works, and Rubicon management expects contract signings in the coming weeks.

Most of this work will be completed and invoiced this financial year, made possible by Rubicon's decision to forward order componentry and begin preproduction of solutions in a bid to lessen the impact of global supply chain and logistics delays currently being experienced.

Rubicon management remains confident of delivering on its FY22 market expectations and the 1H FY22 guidance provided in its investor presentation on 8 December 2021 remains unchanged.

Rubicon Chief Executive Officer Bruce Rodgerson said: *"The progress and contract signings we have achieved over the past few weeks demonstrates our ability to execute our business strategy and renew business with existing clients while also working towards new contract signings. We look forward to announcing more contract signings over the coming weeks as we continue to work towards achieving our expectations in FY22."*

The company will deliver its 1H FY22 results in February 2022 and provide further guidance at that time.

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

Robert Walker
Company Secretary

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