

Rubicon Water

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Business update

Australian water technology solutions company Rubicon Water Limited (ASX: RWL) ("**Rubicon**" or "**the Company**") wishes to update the market on an interim view of the Company's FY23 financials.

In late June 2023, the company has successfully secured several orders in China and India, totaling approximately \$15.5 million, and a further \$3 million of smaller orders across Spain, Italy, Chile and the USA.

A number of these orders were broadly in line with expectations and as such a significant contribution from them was included in the Company's previous earnings guidance update for FY23. Unfortunately, due to the later timing and contractual details of some of these orders, much of the anticipated revenue and earnings contribution originally expected to be accounted for in FY23 can now only be recognised in early FY24.

As a result, Rubicon has revised its underlying EBITDA guidance for FY23 from a loss of between -\$1m to -\$3.5m to a loss of between -\$8.9m and -\$9.4m subject to adjustments if any as a result of the audit process. Fully audited financial results for FY23 will be released in August. Rubicon notes that, had it been able to recognise revenues associated with the above contracts, it would have met its prior guidance.

Rubicon acknowledges that this timing adjustment has led to a disappointing result for FY23, however the Company wishes to emphasise the delay in these new orders position Rubicon for a strong start to FY24. The Company is confident in its ability to return to profitability in FY24 and achieve sustainable growth moving forward.

Throughout the second half of FY23, Rubicon's global operations have generated positive cash flow, reinforcing the financial soundness of the business. The Company remains fully committed and funded to deliver on its growth plans for FY24, and well positioned to capitalise on the opportunities that lie ahead.

Rubicon Chief Executive Officer Bruce Rodgerson said:

"Whilst the timing of these orders is later than expected, they are clear evidence that we are now seeing the benefit from the investment we have been making over the last 12+ months to build international capacity.

We look forward to keeping the market informed of further contract signings over the coming months, as we begin to deliver on our extensive global project pipeline across our key growth markets."

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

The Disclosure Committee

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