



Pure-Play Regulated Water & Wastewater Utility Company



Forward-Looking Statements

Certain statements in this presentation include certain forward-looking statements which reflect the company's expectations regarding future events. The forward-looking statements involve a number of assumptions, risks, uncertainties, and other factors that could cause actual results to differ materially from those contained in the forward-looking statements. These forward-looking statements include, but are not limited to, statements about our strategies; expectations about future business plans, prospective performance, growth, and opportunities, including expected growth in and around metropolitan Phoenix and Tucson and the resulting potential for new service connections, as well as the expectation that our organic growth rate in active service connections will continue to be supported by anticipated single family permit growth; future financial performance, including the expectation of achieving another strong finish to the year; regulatory and ACC proceedings, decisions, and approvals, such as the anticipated benefits resulting from rate decisions, including any collective revenue increases due to new water and wastewater rates, as well as the outcome and timing of our rate case and other applications with the ACC; our plans relating to future filings of our rate cases with the ACC; acquisition plans and our ability to complete additional acquisitions, including the anticipated acquisition of seven public water systems from the City of Tucson, the expected increase in active water service connections, and the anticipated timing of the consummation of such acquisition; population and growth projections; technologies, including expected benefits from implementing such technologies; revenues; metrics; operating expenses; trends relating to our industry, market, population and job growth, and housing permits; the adequacy of our water supply to service our current demand and growth for the foreseeable future; liquidity and capital resources; plans and expectations for capital expenditures; cash flows and uses of cash; dividends; depreciation and amortization; tax payments; our ability to repay indebtedness and invest in initiatives; the anticipated impact and resolutions of legal matters; the anticipated impact of new or proposed laws, including regulatory requirements, tax changes, and judicial decisions; the anticipated impact of accounting changes and other pronouncements; and other statements that are not historical facts, as well as statements identified by words such as "expects", "anticipates", "intends", "plans", "believes", "seeks", "estimates", or the negative of these terms, or other words of similar meaning.

These statements are based on our current beliefs or expectations and are inherently subject to a number of risks, uncertainties, and assumptions, most of which are difficult to predict and many of which are beyond our control. Actual results may differ materially from these expectations due to changes in political, economic, business, market, regulatory, and other factors. Additional risks and uncertainties include, but are not limited to, whether all conditions precedent in the asset purchase agreement to acquire the seven public water systems from the City of Tucson will be satisfied, including the receipt of ACC approval, and other risks to consummation of the acquisition, including circumstances that could give rise to the termination of the asset purchase agreement and the risk that the transaction will not be consummated without undue delay, cost or expense, or at all. Factors that may also affect future results are disclosed under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our filings with the Securities and Exchange Commission (the "SEC"), which are available at the SEC's website at www.sec.gov. This includes, but is not limited to, our most recently filed periodic reports on Form 10-K and Form 10-Q and subsequent filings with the SEC. Accordingly, investors are cautioned not to place undue reliance on any forward-looking statements, which reflect management's views as of the date hereof.

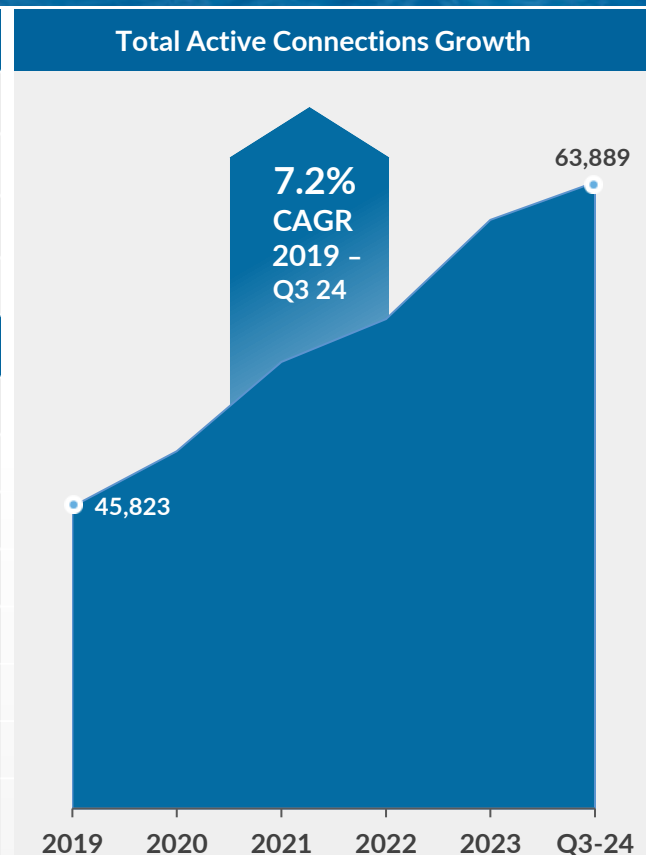
We undertake no obligation to publicly update any forward-looking statement, except as required by law, whether as a result of new information, future developments or otherwise.

Global Water Resources Key Stats (NASDAQ: GWRS)



Stock Price 12/31/24	\$11.50
52 Week Low-High	\$11.24-\$13.98
Avg. Volume (3 mo.)	26,212
Shares Outstanding	24.2M
Public Free Float est.	47%
Insider Holdings, est.	53%
Institutional Holdings	30%
Market Cap	\$279M
Enterprise Value	\$385M
Founded	2003
U.S. IPO	2016
Total Employees @ 9/30/24	116
Active Connections @ 9/30/24	~64K

Total Revenue <i>ttm</i>	\$51.8M
Net Income <i>ttm</i>	\$6.5M
Net Income Margin <i>ttm</i>	12.5%
Adjusted EBITDA <i>ttm</i> ¹	\$26.2M
Adjusted EBITDA Margin <i>ttm</i> ¹	50.6%
Liquidity ²	\$33.1M
Total Assets @ 9/30/24	\$402.9M
Total Debt @ 9/30/24	\$124.4M
Annualized Interest Expense	\$6.1M
Dividend Yield @ 12/31/24	2.6%



¹Adjusted EBITDA and Adjusted EBITDA margin are non-GAAP financial measures. For the definition of Adjusted EBITDA and Adjusted EBITDA margin and their reconciliation to GAAP net income and GAAP net income margin, see "Reconciliation of GAAP to Non-GAAP Financial Measures" slide in Appendix.

²Liquidity as of Sept. 30, 2024, includes cash and cash equivalents and \$15M of unused revolving credit facility.

ttm = Trailing twelve months ended Sept. 30, 2024.

Sources: Capital IQ, IPREO, Nasdaq.com & company estimates

Global Water Resources – Who We Are



**Fast-Growing Provider
of Water Resource
Management**



**Service Area Primarily in
the Growth Corridors of
Metropolitan Phoenix &
Tucson, Arizona.**



Own & Operate 32 Systems

**Providing Water,
Wastewater & Recycled
Water Services**



**Active M&A Strategy in
Highly Fragmented State**

**12 Utilities Acquired
Since 2017**

1 Billion+
**Gallons of Water
Recycled Annually**



MISSION

Aggregate water & wastewater utilities so that we and our customers can realize the benefits of consolidation, regionalization and environmental stewardship in the face of today's water scarcity.

VISION

Grow an enduring utility company with a professional staff focused on:

- Excellent customer service
- Quality water resource delivery
- Management of water scarcity through innovation in water recycling and technologies

Our Commitment



Deliver high-quality service at a fair value.



Leverage advanced technologies that benefit customers, employees and environment.

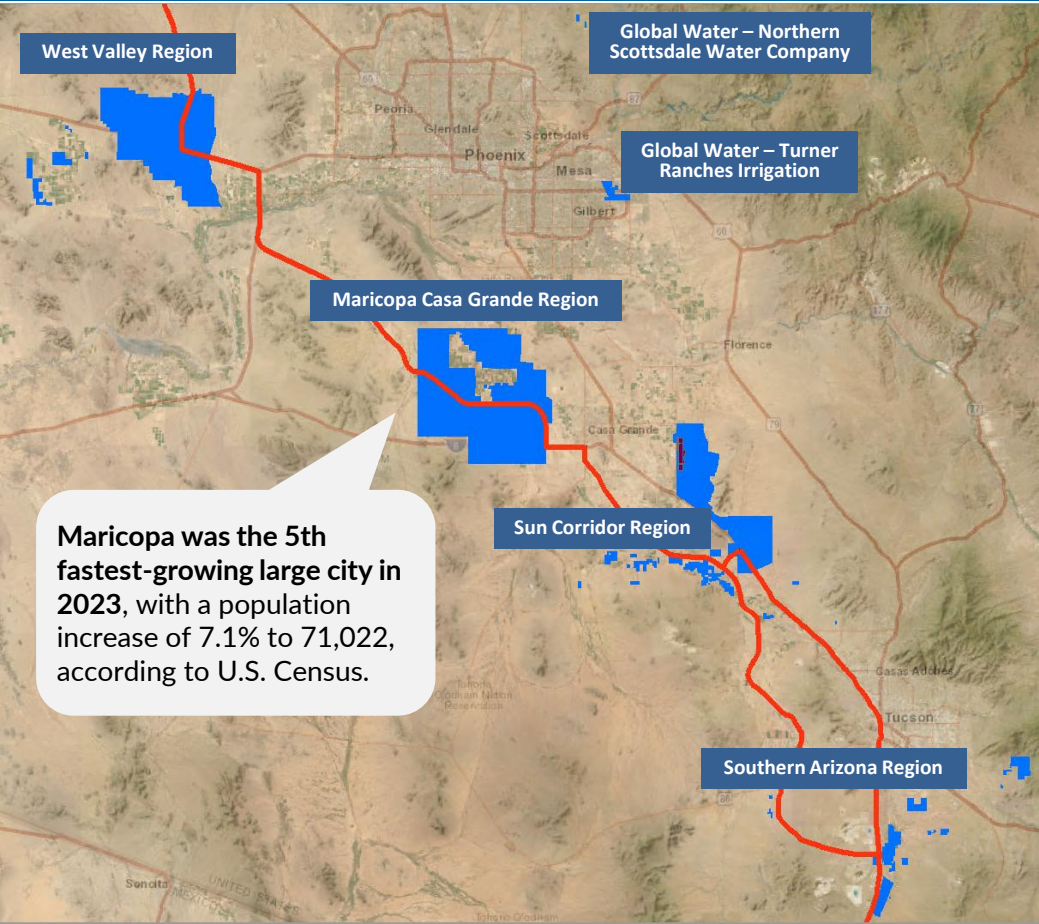


Manage entire water cycle through Total Water Management. Protecting our most precious resource and ensuring long-term sustainability for the communities we serve.



Create an attractive investment opportunity focused on long-term value creation.

We Establish Large Contiguous Investor-Owned Water Utility Service Areas, Strategically Located in Growth Corridors



Maricopa was the 5th fastest-growing large city in 2023, with a population increase of 7.1% to 71,022, according to U.S. Census.

Located in Two Fast-Growing Counties¹

Maricopa County

Projected to grow 22% to 4.7 million people in 2024 compared to 3.8 million in 2010.

1) Source: [World Population Review](#), 2010-2024P.

Pinal County

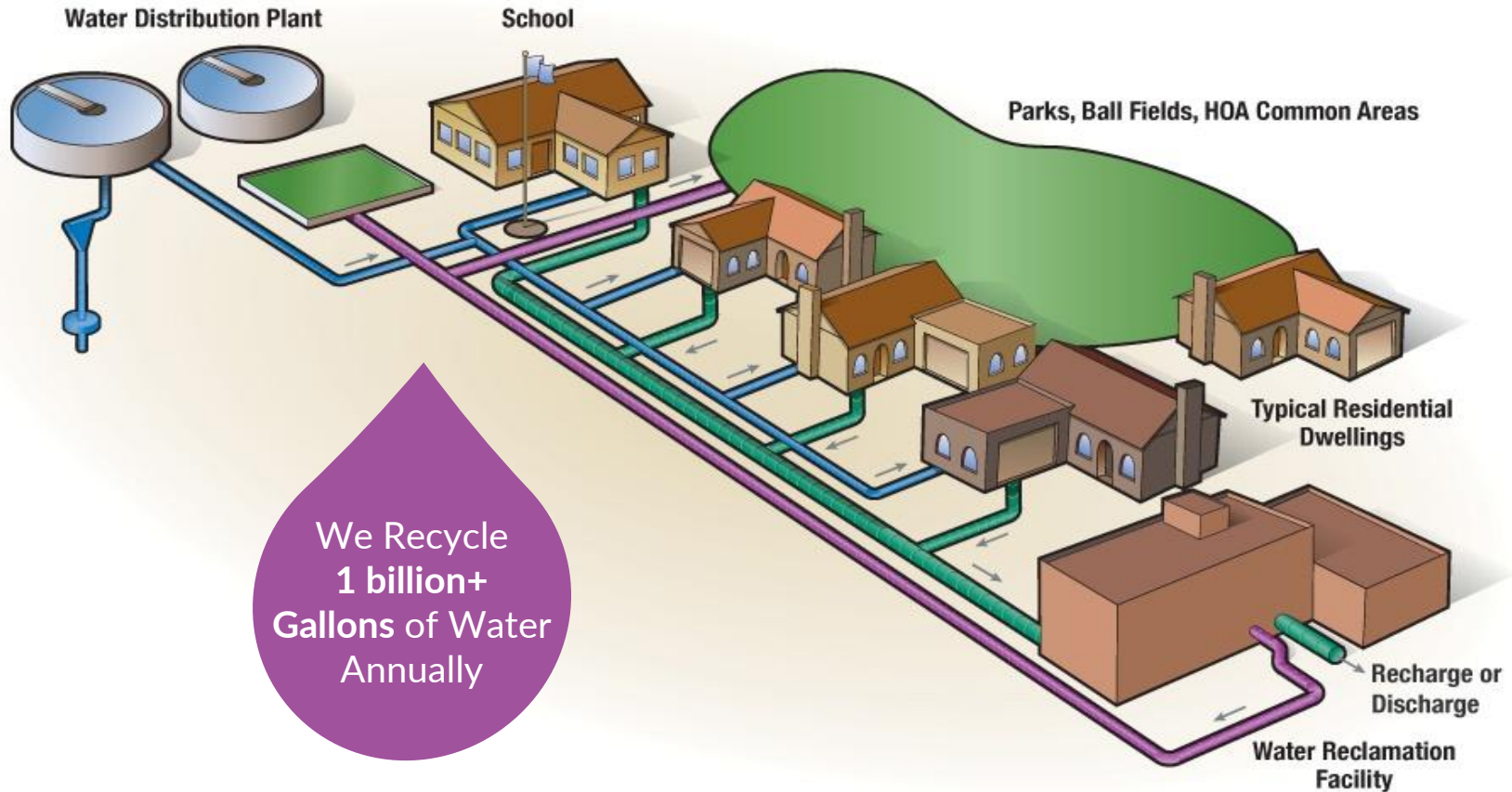
Projected to grow 31% to ~496,000 people in 2024 from ~379,000 in 2010.

1) Source: [World Population Review](#), 2010-2024P.

63,889 Total Active Connections
@ September 30, 2024

500+ Square Miles Permitted Service Territory
~408 square miles of certificated service area

We Manage the Entire Water Cycle Through Our Operating Model of Total Water Management

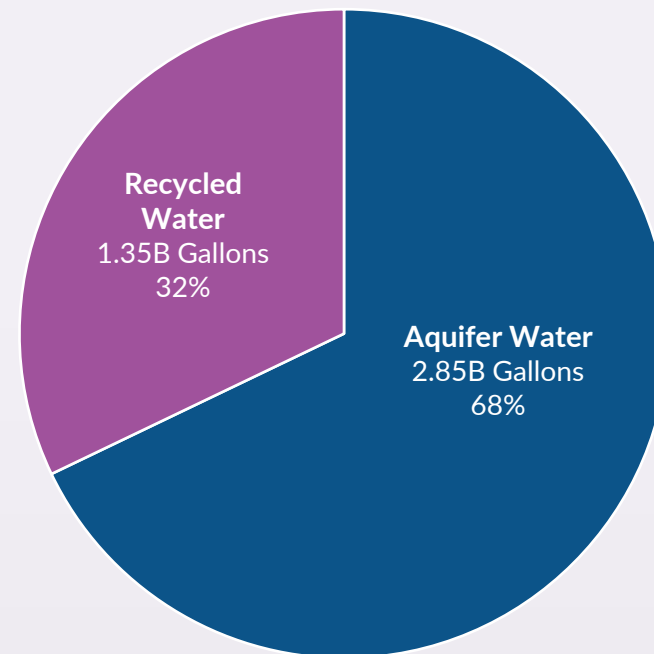


We Recycle
1 billion+
Gallons of Water
Annually

Our Recycled Water Relieves Aquifer Demand

- Water use in 2023 totaled 4.2 billion gallons.
 - 68% aquifer water or 2.85 billion gallons.
 - 32% recycled water or 1.35 billion gallons.
- Our Total Water Management practices **reduced demand** on the Maricopa Stanfield Sub-basin aquifer by **32% in 2023**.

Global Water's Full Year 2023 Water Usage



2023 Water Usage

	Gallons Used	Gallons per Acre Foot	Acre Feet	% of Total Water Usage
DAWS/Aquifer Water Used	2,851,196,250	325,851	8,750	68%
Recycled Water Used	1,348,992,000	325,851	4,140	32%
Total Water Used	4,200,188,250		12,890	100%

Aquifer water source is Maricopa Stanfield Sub-basin aquifer

Utilization of Advanced Technology Results in Conservation, Improved Service Levels & Efficiencies



Advanced Treatment Systems



Automated Asset Management



Centralized Call Centers



Remote Meter Reading



Real-time Monitoring

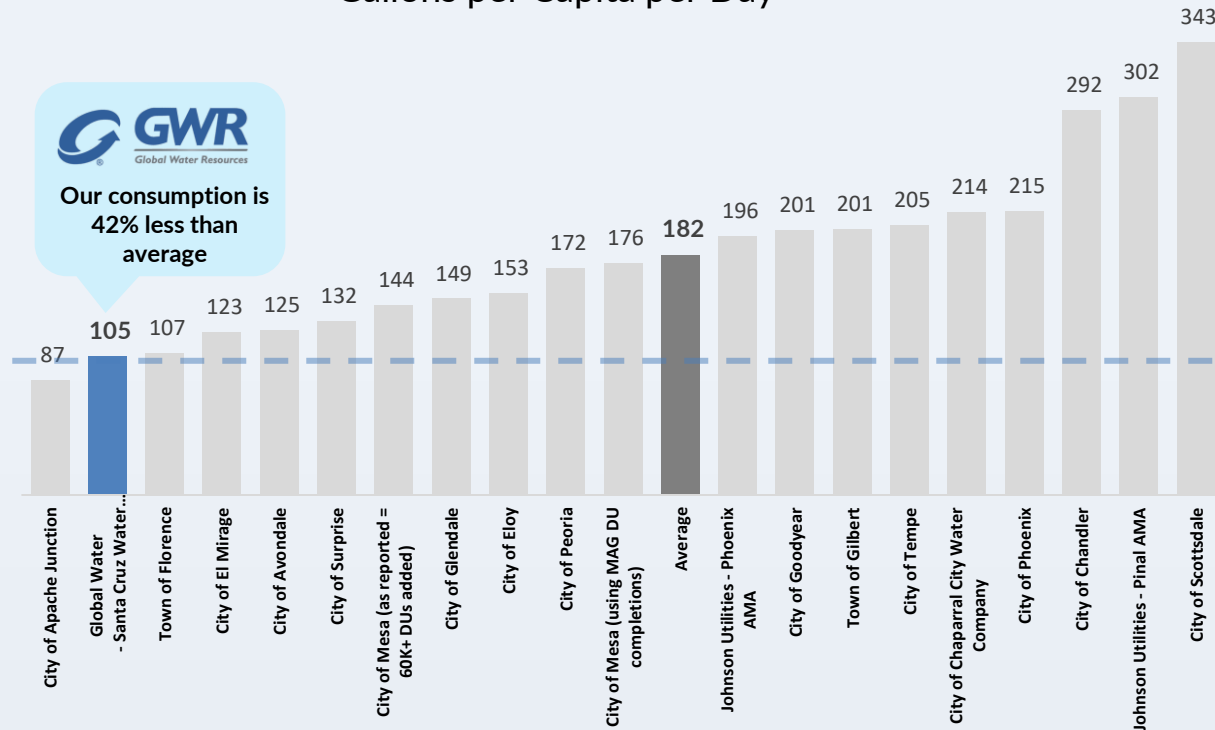


Sophisticated Team of Engineers, Analysts & Technicians

We Use 42% Less Water than Average

- **Total Water Management water reuse practices** enables less water consumption compared to other service providers.
- In fact, we use on average **105 gallons** of water per capita per day.
- Our daily consumption is **42% less** than the average consumption of 182 gallons of water per capita per day.

Average Daily Consumption by Designated Service Provider Gallons per Capita per Day



Source: The Arizona Department of Water Resources, the state's water supply regulator, provided the average consumption per day per person for all designated water providers in the Phoenix and Pinal County Active Management Areas as of 2021.

Reliable Source of Fresh Water Supply

- **Underground aquifers are our primary source of fresh water supply.**
- **We do not rely on the Colorado River for water.**
- **We have an existing assured water supply from the Maricopa Stanfield Sub-basin aquifer.**
- Well positioned to grow notwithstanding regional water constraints.
- Global Water is at forefront of water resource management and involved with developing long-term water solutions.

Maricopa-Stanfield Sub-basin Aquifer

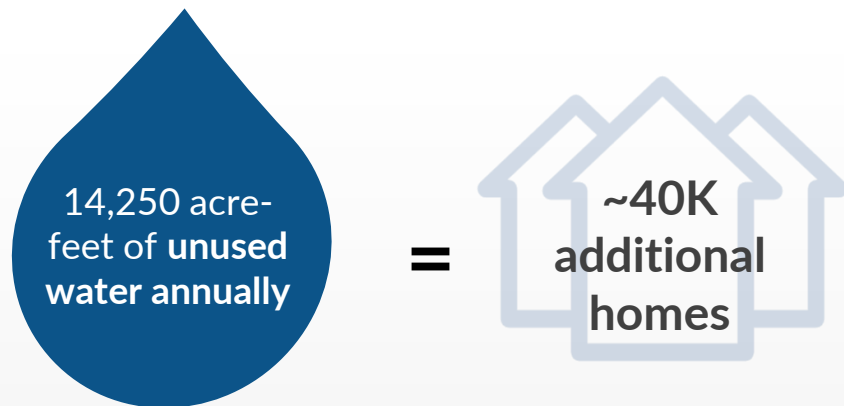


Maricopa-Stanfield Sub-basin aquifer sits under the City of Maricopa, Arizona, located just south of Phoenix.

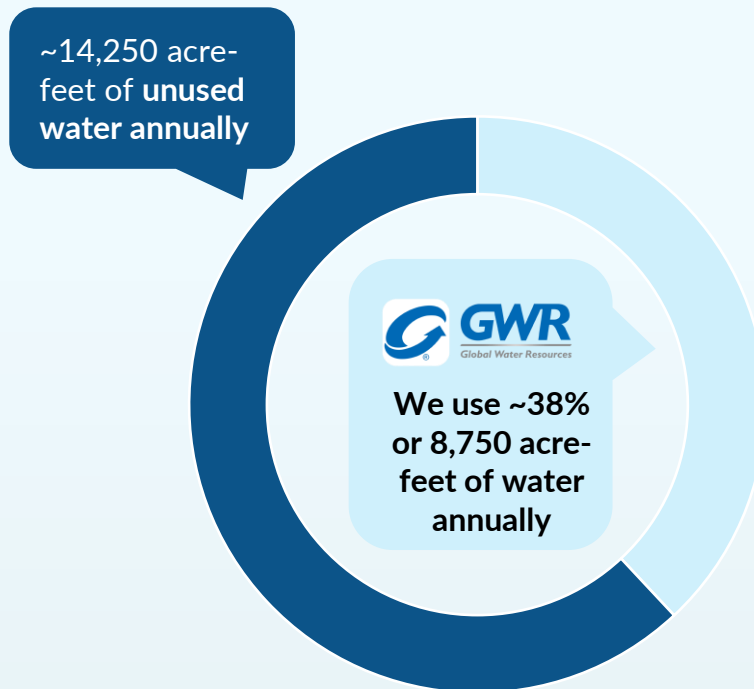
At **~23,000** acre-feet of water per year, our Assured Water Supply is **one of the largest in the region.**

Ample Underground Water Supply

- **Global Water** uses only ~38% of its allocated portion of the Maricopa-Stanfield Sub-basin aquifer's annual capacity.
- 14,250 acre-feet annually of **untapped water** can support **~40K additional homes**.



Maricopa-Stanfield Sub-basin Aquifer
Global Water has ~23,000 acre-feet annual capacity





Organic Growth

Grow our customer base with addition of new active connections in our service areas.



New Service Areas

Expand our service areas in Arizona growth corridors.



Acquisitions

Make accretive acquisitions of water and wastewater utilities.



Utility Rate Increases

Rate increases from rate cases with Arizona Corporation Commission.

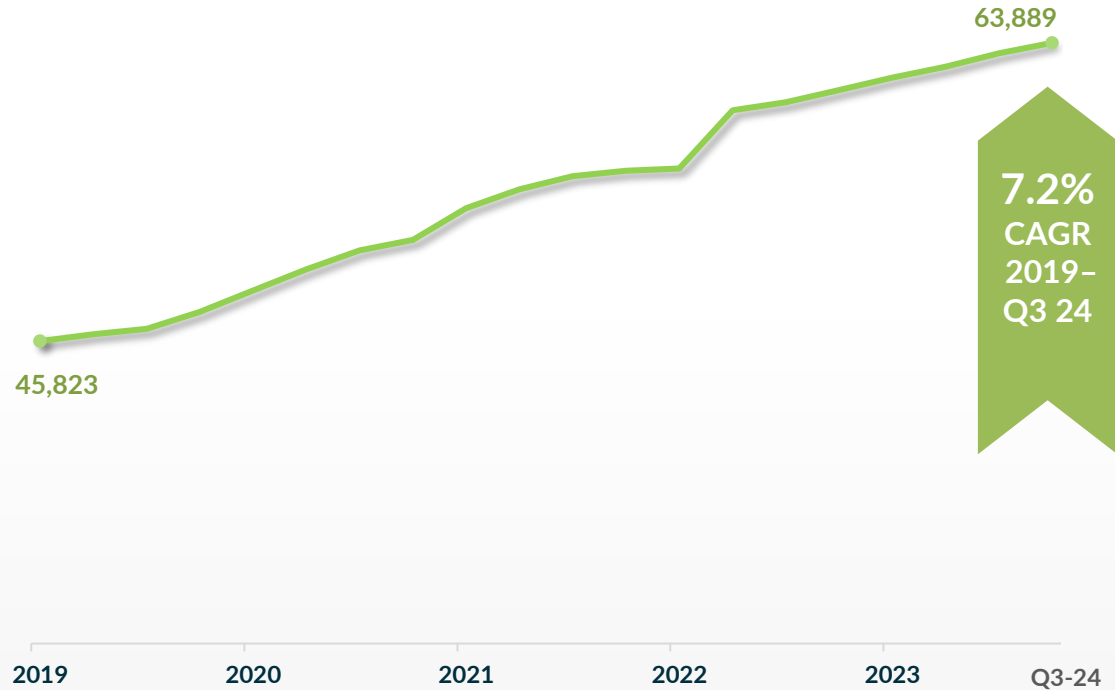


Organic Growth Continues

Up 4.7% y/y
at Sept. 30, 2024

Additional Growth Opportunities through Acquisitions & New Service Areas

Total Active Connections





Maricopa/Pinal County Business Boom



Aerospace & Defense

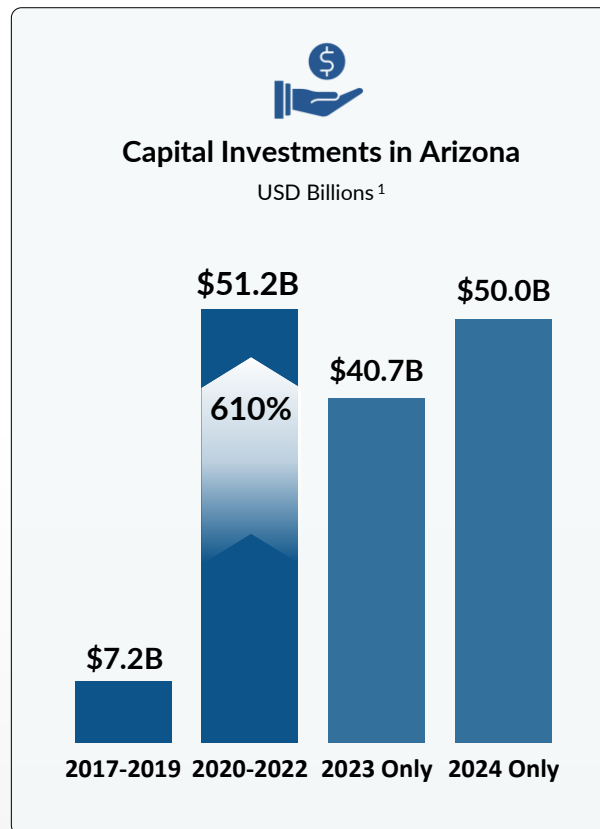
Data Centers

Semiconductor

Automated & EVs



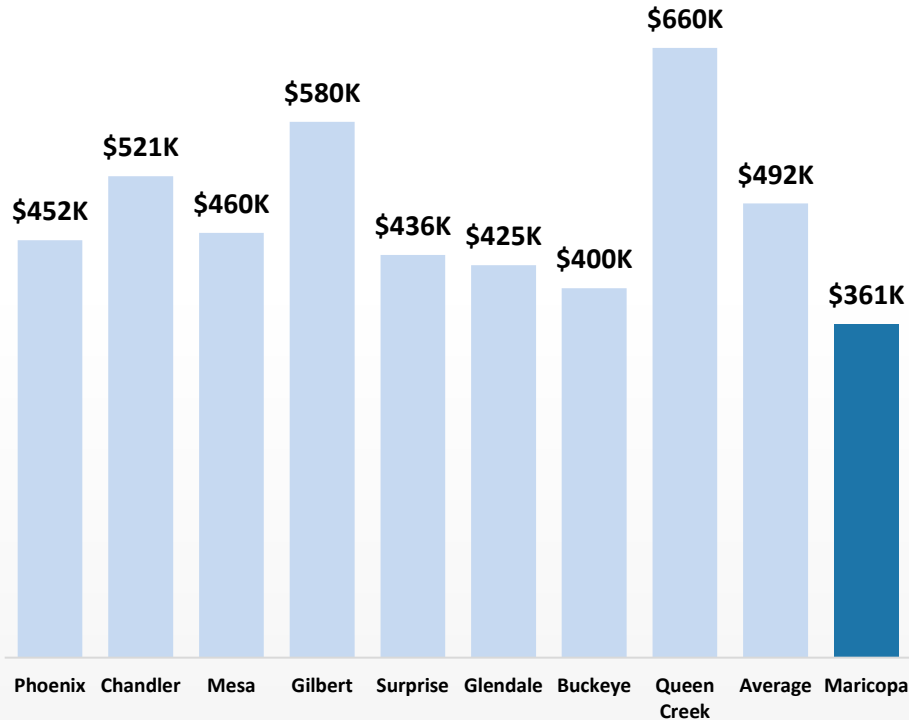
- **\$40.7B** of capital invested in Arizona in 2023.¹
- **\$51.2B** of capital invested in Arizona for the years 2020 through 2022 was up **610%** vs. preceding three years.¹
- Major new manufacturing facility announcements by TSMC, Intel and GG:
 - Dec. 2022: **TSMC** announced opening a second chip plant in AZ, raising its investment in the state to **\$40B**.
 - Intel and Canada's Brookfield Asset Management announced deal to jointly fund Intel fabrication facilities in Chandler, AZ for up to **\$30B**.²
 - P&G announced **\$500M** investment for new manufacturing facility at Inland Port, AZ.
- ~478,000 new jobs expected to be created in AZ by 2032, an annualized growth rate of 1.4%, more than four times the U.S. rate.³
- **Arizona has become a central business hub:**
 - Ranked #1 in U.S. for entrepreneurial activity.⁴
 - State individual income tax at 2.5%, among lowest in U.S.⁵
 - Corporate income tax at 4.9%, among lowest in U.S.⁴



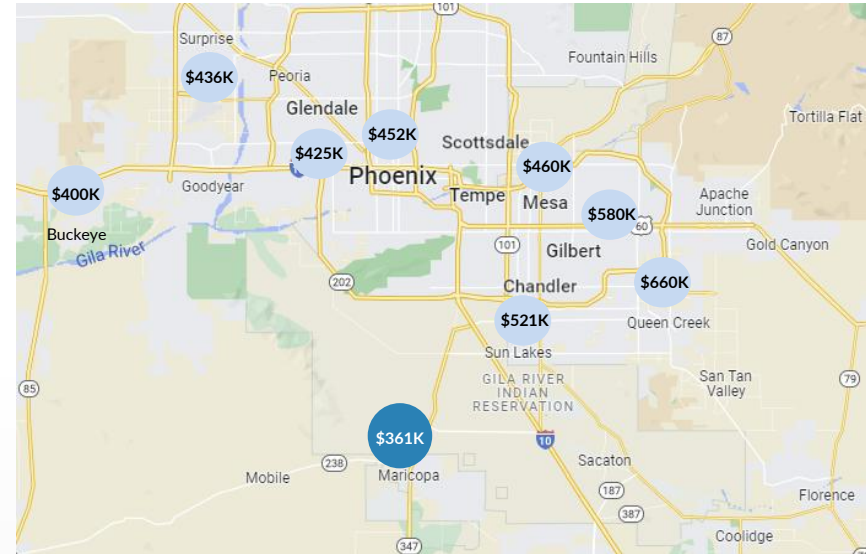


City of Maricopa's Favorable Median Home Prices

Median Home Prices October 2024¹



Median Home Prices by City



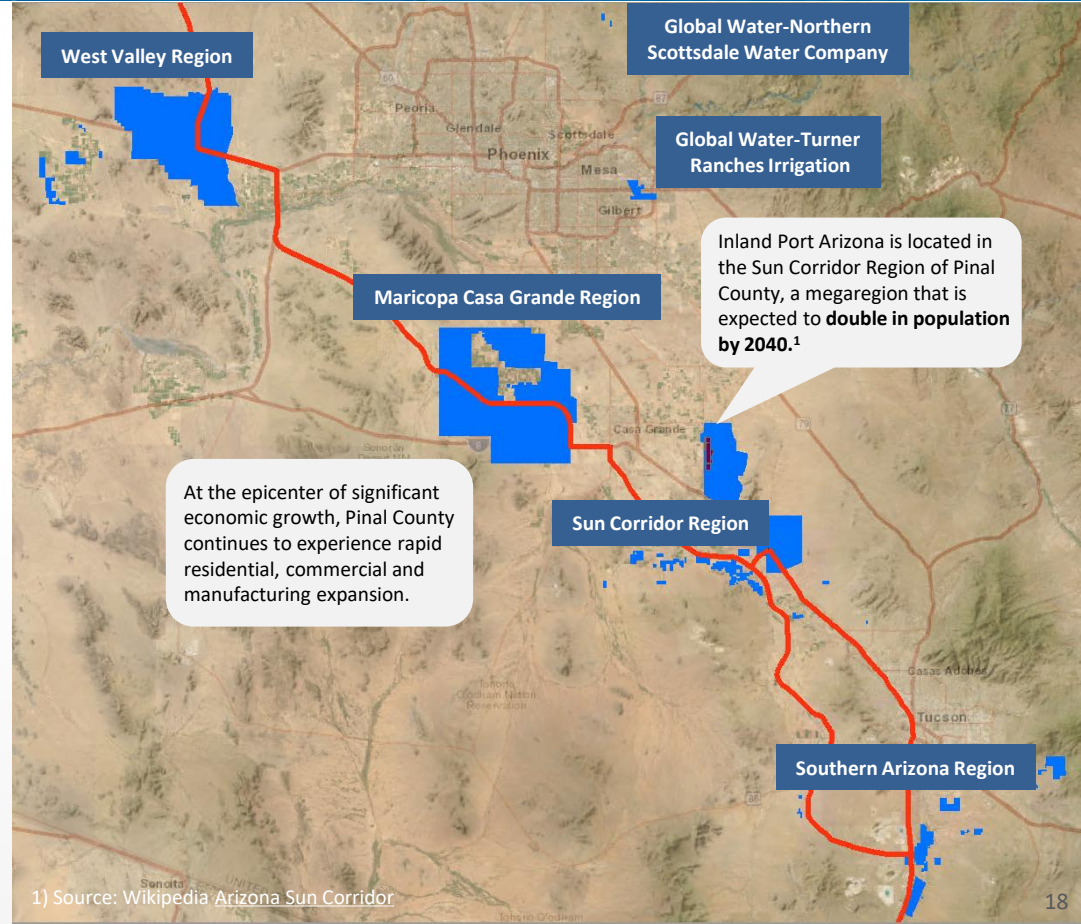
Maricopa's median home price of \$361K is at a 26% discount to the average median home price of \$492K.

1. Redfin.com; All Home Types



Global Water to Service 30 sq Mile Planning Area & 2,700 Acre Industrial Mega-Site

- Signed agreements with City of Coolidge and Saint Holdings to provide water, wastewater, and recycled water services to Phoenix-area industrial mega-site under development.
- Located southeast of Phoenix in **Sun Corridor** where large-scale economic development projects are underway:
 - 2,700 sq. acre industrial mega-site served by rail and major highways.
 - Also, signed franchise agreement with Coolidge for the surrounding 30 sq. miles of their southern planning area.
 - Received ACC permit for major portion of planning area.
 - Actively engaged with developers to provide utility solutions for new projects in this expansive area, from factories and large offices to retail centers and residential.
- **Nov. 2022:** P&G received approval of an economic development agreement to build a **new manufacturing facility on 427 acres at Inland Port** in our approved service area adjacent to Nikola.
 - Represents **\$500M** investment by P&G.
 - Expected to create **~500 new jobs**.
 - We will work directly with P&G to establish **water, wastewater and recycled water services** for the facility.
 - We are planning to service the facility by 2026.



1) Source: Wikipedia Arizona Sun Corridor



Acquired 12 Utilities Since 2017



- Eagletail Water
- Turner Ranches
- Red Rock Water
- Red Rock Wastewater
- Mirabell Water
- Francesca Water
- Tortolita Water
- Lyn-Lee Water
- Twin Hawks
- Rincon
- Las Quintas Serenas
- Farmers Water Company

Acquisitions added



- 7,670 connections.
- ~60.9 square miles of service area.
- Over \$4 million in annual revenue.

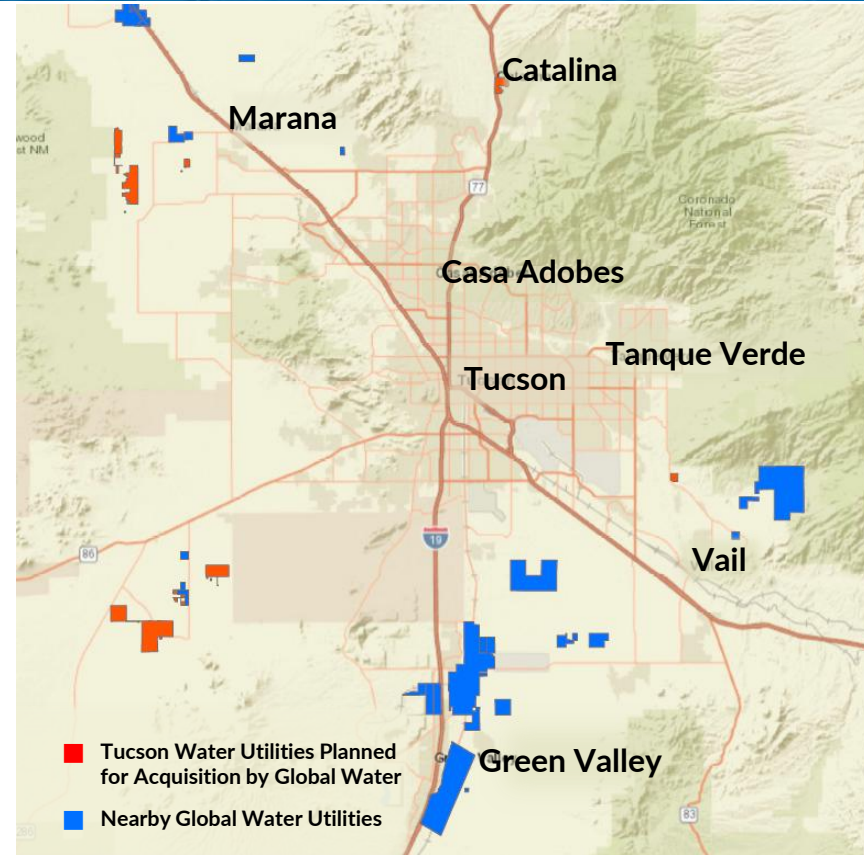


- In preliminary discussions with several other utilities.
- Significant opportunities and need for consolidation in Arizona.
- 300+ investor-owned water & wastewater utilities in the state.¹

1) Source: Arizona Corporation Commission (ACC) website



- **May 7, 2024:** Agreed to acquire seven public water systems from the City of Tucson for \$8.4 million in cash.
- Acquisition expected to add:
 - ~2,200 active water service connections.
 - ~\$7.8M in estimated rate base.
- Would bring total connection count in Pima County to ~7,200.
- Plan to upgrade water connections from manually read meters to Smart Meters.
- Anticipate completing acquisition early 2025, subject to customary closing conditions and ACC approval.





August 2020: Filed case for new rates covering 96% of our active service connections.

2020/2021

2022



Outcome of July 2022 rate case: Annualized revenue increase of \$2.2 million, fully phased by January 1, 2024.

2024



July 2024: Filed case for Farmers Water utility requesting a revenue increase of ~\$1.3M phased-in over two steps.

ACC Utilities Division staff's testimony regarding the application was filed in December.



Completed Rate Case
Saguaro Region (Pima County)

June 2024: The ACC approved a revenue increase totaling ~\$0.4M annually to be phased-in over five periods which began in Q3-24.



Planned Rate Case

Santa Cruz-Water & Palo Verde-Wastewater

Planning to file a rate case for our two largest utilities in 1H 2025. Rate case decision anticipated in 2026. ¹

2025



Farmers rate case decision anticipated in 2025.

Southwest Plant Depreciation Deferral Docket

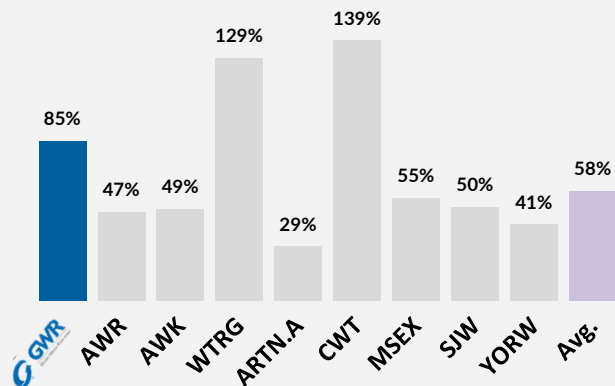
During this docket, it was discovered that in 2007 about \$7.8M of our investment in the SW Plant was prematurely included as "plant in service" for rate-making purposes. We provided this information to the ACC and on July 18, 2024, the ACC approved our application for a monthly bill credit for customers that would be in place until the conclusion of the next rate case for our GW-Palo Verde utility. The impact of the bill credit reduces revenue earned subsequent to the order by approximately \$570,000 annually.

¹ Too early to estimate revenue impact. There can be no assurance that the ACC will approve requested rate increases, and the ACC could take other actions as a result of the rate cases. Further, it is possible that the ACC may determine to decrease future rates.

We Compare Favorably to Our Peers Across Key Metrics

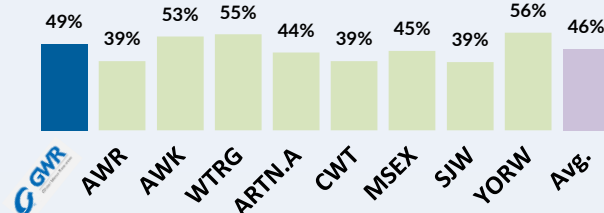
EBITDA Growth¹

TTM vs FY 2016



EBITDA Margin¹

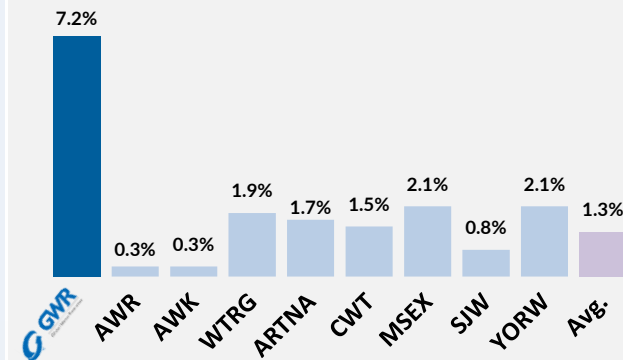
TTM



Active Connection Growth

5-Year Average

@12/31/2023



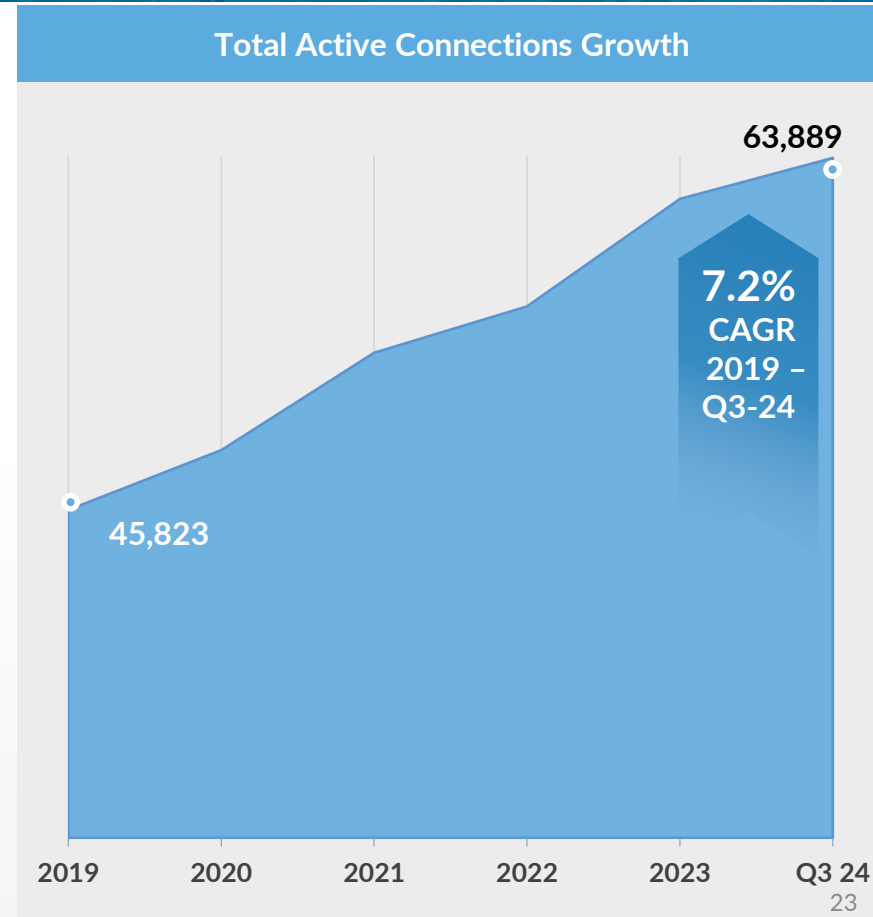
	Global Water Resources (GWR)	American States Water Company (AWR) ³	American Water Works Company (AWK)	Essential Utilities, Inc. (WTRG)	Artesian Resources Corp. (ARTNA)	California Water Service Group (CWT)	Middlesex Water (MSEX) ³	SJW (SJW)	The York Water Co. (YORW)	Peer Comp. Average
EBITDA Growth ¹	85%	47%	49%	129%	29%	139%	55%	50%	41%	58%
EBITDA Margin ¹	49%	39%	53%	55%	44%	39%	45%	39%	56%	46%
Active Connection Growth 5-Year Avg.	7.2%	0.3%	0.3%	1.9%	1.7%	1.5%	2.1%	0.8%	2.1%	1.3%

GWR: Strong EBITDA Margin and EBITDA Growth, and Leading Active Connection Growth vs. Peers

Financial information is based on trailing 12 mo. (TTM) as of 9/30/2024, unless otherwise noted. Sources: Capital IQ & company estimates. EBITDA Growth is TTM at September 30, 2024 compared to full year 2016. The Company's non-GAAP measures, including EBITDA and EBITDA margin, may not be calculated the same way by other companies. Footnote: 1) EBITDA and EBITDA margin are non-GAAP financial measures. For their definition and reconciliation to GAAP, see "Reconciliation" slide in Appendix. 2) EBITDA growth peer comp average excludes WTRG due to a multibillion-dollar acquisition of the natural gas distribution company Peoples in 2020.

Global Water Resources Key Takeaways

- **Pure-play, high growth** water resource management company, focused on conservation.
- **High Connection Growth Rate** – 7.2% CAGR in active service connections from 2019 to Q3 2024.
- **Acquisitions & new service** area growth strategy.
- **Rate Case** opportunities.
- **Exclusive** right to provide service in large service areas.
- **Capacity** to significantly grow customer base with existing water supplies.
- **Highly automated utilities** focused on operational efficiency, technology and future expansion.
- **Strong dividend policy** driving value creation.



Contact Us

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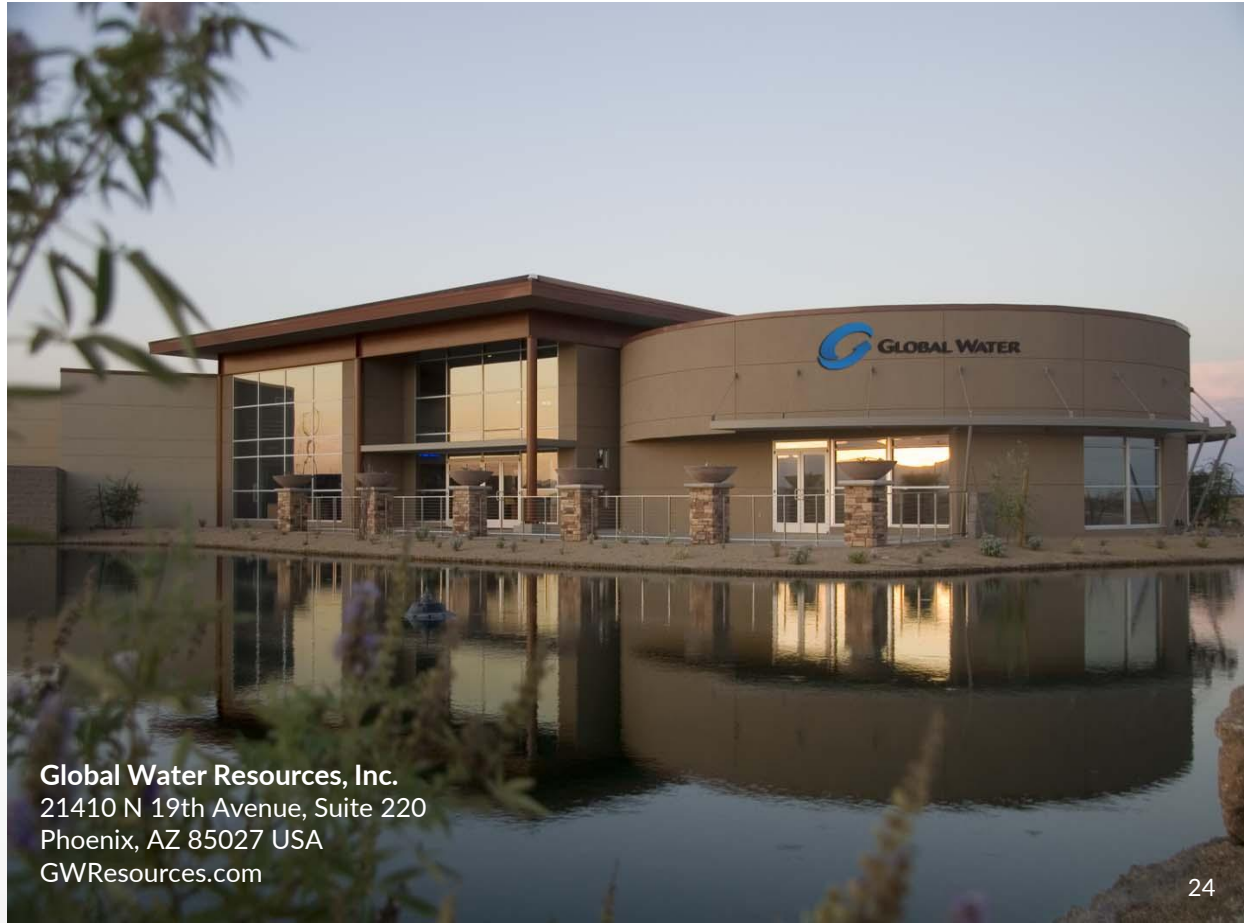
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Appendix

Leadership Team



Ron L. Fleming
*President, CEO &
Director*



Mike Liebman
CFO & SVP



Chris Krygier
*Chief Operating
Officer*



Joanne Ellsworth
*EVP of Corporate
Affairs*

20+ years of related management and utility experience, including project management on numerous large-scale heavy civil infrastructure projects throughout Arizona.

Previously served as Global Water's project manager, general manager, vice president and chief operations officer.

Serves on the board of directors for the National Association of Water Companies, Maricopa Economic Development Alliance and Pinal Partnership where he is the Co-Chair of the Water Resources Committee.

B.A., Construction Management, School of Engineering at Northern Arizona University.

23+ years of finance and management experience.

10+ years at Global Water raising over \$200 million of capital during that time.

Prior to Global Water, was Sr. Director at Alvarez and Marsal, where he successfully negotiated the restructuring of over \$3 billion in capital and raised \$750 million of new capital for clients.

Certified Public Accountant (CPA).

B.A., Accounting, Northern Arizona University.

15+ years' experience in operational management, regulatory strategy, and capital deployment for large projects and transactions, along with multi-state experience and industry knowledge.

Serves as Chairman of Water Utilities Association of Arizona, Arizona's largest consortium of water IOUs.

Earlier held several positions of increasing responsibility at several of Arizona's largest water and wastewater investor-owned utilities.

Certified Management Accountant and CFA charter-holder.

B.S., Economics; MBA, Finance, Arizona State University, W. P. Carey School of Business.

Joined Global Water in 2011, with 17 years of experience as an attorney, including representing municipalities regarding economic development, infrastructure financing and construction, condemnation, and zoning.

Member of the Missouri Bar, a graduate of the University of Kansas and the University of Missouri Kansas City – School of Law (UMKC), where she was a member and editor of the UMKC Law Review.

Consolidated Balance Sheets

Financial information in this and the following slides are presented in thousands (except share and per share amounts). Unaudited.

	September 30, 2024	December 31, 2023
ASSETS		
PROPERTY, PLANT AND EQUIPMENT:		
Land	\$ 2,729	\$ 2,674
Depreciable property, plant and equipment	427,671	414,170
Construction work-in-progress	66,703	48,147
Other	697	697
Less accumulated depreciation	(151,093)	(142,367)
Net property, plant and equipment	346,707	323,321
CURRENT ASSETS:		
Cash and cash equivalents	18,145	3,087
Accounts receivable, net	3,271	2,845
Customer payments in-transit	667	543
Unbilled revenue	3,403	2,755
Taxes, prepaid expenses and other current assets	2,614	2,494
Total current assets	28,100	11,724
OTHER ASSETS:		
Goodwill	9,486	10,820
Intangible assets, net	8,573	8,841
Regulatory assets	4,110	2,898
Restricted cash	3,933	1,676
Right-of-use assets	1,928	1,741
Other noncurrent assets	80	74
Total other assets	28,110	26,050
TOTAL ASSETS	\$ 402,917	\$ 361,095

	September 30, 2024	December 31, 2023
LIABILITIES AND SHAREHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable	\$ 1,284	\$ 1,027
Accrued expenses	9,713	7,129
Customer and meter deposits	1,598	1,628
Long-term debt, current portion	3,931	3,880
Leases, current portion	766	553
Total current liabilities	17,292	14,217
NONCURRENT LIABILITIES:		
Line of credit	—	2,315
Long-term debt	120,427	101,341
Long-term lease liabilities	1,359	1,370
Deferred revenue - ICFA	20,285	19,656
Regulatory liabilities	5,863	6,076
Advances in aid of construction	124,226	111,529
Contributions in aid of construction, net	39,946	36,409
Deferred income tax liabilities, net	10,063	8,284
Acquisition liabilities	2,881	3,048
Other noncurrent liabilities	11,734	8,230
Total noncurrent liabilities	336,784	298,258
Total liabilities	354,076	312,475
Commitments and contingencies (Refer to Note 13)		
SHAREHOLDERS' EQUITY:		
Common stock, \$0.01 par value, 60,000,000 shares authorized; 24,565,955 and 24,492,918 shares issued as of September 30, 2024 and December 31, 2023, respectively.	240	240
Treasury stock, 344,329 and 317,677 shares at September 30, 2024 and December 31, 2023, respectively.	(2)	(2)
Paid in capital	46,795	47,585
Retained earnings	1,808	797
Total shareholders' equity	48,841	48,620
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 402,917	\$ 361,095

Unaudited Consolidated Statements of Operations



	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
REVENUES:				
Water services	\$ 7,493	\$ 7,520	\$ 19,387	\$ 18,916
Wastewater and recycled water services	6,828	6,494	20,054	18,958
Unregulated revenues	—	518	—	2,786
Total revenues	14,321	14,532	39,441	40,660
OPERATING EXPENSES:				
Operations and maintenance	3,444	3,587	10,213	9,557
General and administrative	3,960	3,923	12,317	11,934
Depreciation and amortization	2,933	3,185	8,863	8,545
Total operating expenses	10,337	10,695	31,393	30,036
OPERATING INCOME	3,984	3,837	8,048	10,624
OTHER INCOME (EXPENSE):				
Interest income	240	4	744	11
Interest expense	(1,504)	(1,260)	(4,577)	(3,709)
Allowance for equity funds used during construction	238	263	682	778
Other, net	1,028	678	2,358	1,619
Total other income (expense)	2	(315)	(793)	(1,301)
INCOME BEFORE INCOME TAXES	3,986	3,522	7,255	9,323
INCOME TAX EXPENSE	(1,061)	(888)	(1,909)	(2,484)
NET INCOME	\$ 2,925	\$ 2,634	\$ 5,346	\$ 6,839
Basic earnings per common share	\$ 0.12	\$ 0.11	\$ 0.22	\$ 0.28
Diluted earnings per common share	\$ 0.12	\$ 0.11	\$ 0.22	\$ 0.28
Dividends declared per common share	\$ 0.08	\$ 0.07	\$ 0.23	\$ 0.22
Weighted average number of common shares used in the determination of:				
Basic	24,219,564	24,171,228	24,198,270	24,046,493
Diluted	24,302,521	24,231,801	24,301,974	24,144,384

Source: Company's Form 10-Q for the quarter ended September 30, 2024 as filed with the SEC.

	Year Ended December 31,	
	2023	2022
REVENUES:		
Water services	\$ 24,860	\$ 20,885
Wastewater and recycled water services	25,382	23,843
Unregulated revenues	2,786	—
Total revenues	53,028	44,728
OPERATING EXPENSES:		
Operations and maintenance	12,669	10,889
General and administrative	16,636	16,130
Depreciation and amortization	11,437	9,890
Total operating expenses	40,742	36,909
OPERATING INCOME	12,286	7,819
OTHER INCOME (EXPENSE):		
Interest income	52	65
Interest expense	(4,882)	(4,759)
Allowance for equity funds used during construction	981	723
Other, net	2,417	2,592
Total other expense	(1,432)	(1,379)
INCOME BEFORE INCOME TAXES	10,854	6,440
INCOME TAX EXPENSE	(2,872)	(934)
NET INCOME	\$ 7,982	\$ 5,506
Basic earnings per common share	\$ 0.33	\$ 0.24
Diluted earnings per common share	\$ 0.33	\$ 0.24
Dividends declared per common share	\$ 0.30	\$ 0.30
Weighted average number of common shares used in the determination of:		
Basic	24,044,950	23,172,733
Diluted	24,129,542	23,332,356

Source: Company's Form 10-K for the year ended December 31, 2023 as filed with the SEC.

Reconciliation of GAAP to Non-GAAP Financial Measures

Cautionary Statement Regarding Non-GAAP Measures

This presentation contains certain financial measures that are not recognized measures under accounting principles generally accepted in the United States of America ("GAAP"), including EBITDA, EBITDA margin, adjusted EBITDA, and adjusted EBITDA margin. EBITDA is defined for the purposes of this presentation as net income before interest, income taxes, depreciation, and amortization. Adjusted EBITDA is defined as EBITDA excluding the gain or loss related to (i) nonrecurring events; (ii) option expense related to awards made to management and the board of directors; (iii) restricted stock expense related to awards made to employees and the board of directors; (iv) disposal of assets; (v) equity method investment; (vi) acquisition gains or losses; and (vii) ICFA revenue recognition, as applicable. EBITDA margin and Adjusted EBITDA margin are defined as EBITDA and adjusted EBITDA, respectively, divided by total revenues.

Management believes that EBITDA, EBITDA margin, adjusted EBITDA, and adjusted EBITDA margin are useful supplemental measures of our operating performance and provide our investors meaningful measures of overall corporate performance. EBITDA is also presented because management believes that it is frequently used by investment analysts, investors, and other interested parties as a measure of financial performance. Adjusted EBITDA, EBITDA margin, and adjusted EBITDA margin are also presented because management believes that they provide our investors an additional measure of our recurring core business. However, non-GAAP measures do not have a standardized meaning prescribed by GAAP, and investors are cautioned that non-GAAP measures, such as EBITDA and adjusted EBITDA, should not be construed as an alternative to net income or loss or other income statement data (which are determined in accordance with GAAP) as an indicator of our performance or as a measure of liquidity and cash flows. Management's method of calculating EBITDA, EBITDA margin, adjusted EBITDA, and adjusted EBITDA margin may differ materially from the method used by other companies and accordingly, may not be comparable to similarly titled measures used by other companies.

A reconciliation of EBITDA and adjusted EBITDA to net income (loss), and a reconciliation of EBITDA margin and adjusted EBITDA margin to net income (loss) margin, the most comparable GAAP measures, is included in the schedules included on this page.

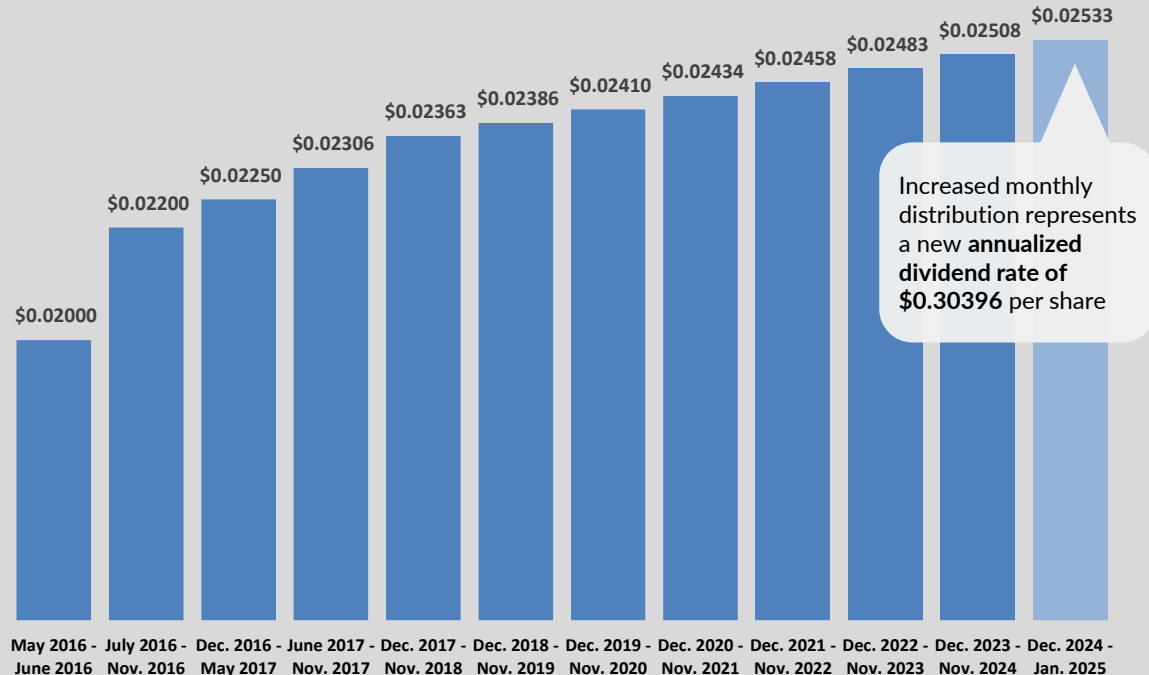
	Three Months Ended September 30,		Nine Months Ended September 30,		Twelve Months Ended September 30,	
	2024	2023	2024	2023	2024	2023
Net Income	\$ 2,925	\$ 2,634	\$ 5,346	\$ 6,839	\$ 6,489	\$ 7,663
<i>Net Income Margin</i>	20.4 %	14.8 %	13.6 %	18.1 %	12.5 %	15.6 %
Income tax expense	1,061	888	1,909	2,484	2,297	2,613
Interest income	(240)	(4)	(744)	(11)	(785)	(51)
Interest expense	1,504	1,260	4,577	3,709	5,750	5,113
Depreciation	2,933	3,185	8,863	8,545	11,755	11,236
EBITDA	8,183	7,963	19,951	21,566	25,506	26,574
<i>EBITDA Margin</i>	57.1 %	56.8 %	50.6 %	56.9 %	49.2 %	54.3 %
ICFA revenue	—	(518)	—	(2,786)	—	(2,786)
Management option expense	—	20	—	92	—	131
Gain on disposal of fixed assets	12	(18)	(5)	(83)	14	(77)
Restricted stock expense	123	200	606	737	841	1,131
Acquisition gain resulting from regulatory decision	—	—	(37)	—	(37)	—
Rate case adjustment	—	—	—	—	—	38
Gain on adjustment of contingent consideration liability	(119)	—	(119)	—	(119)	—
EBITDA adjustments	16	(316)	445	(2,040)	699	(1,563)
Adjusted EBITDA	\$ 8,199	\$ 7,647	\$ 20,396	\$ 19,526	\$ 26,205	\$ 25,011
<i>Adjusted EBITDA Margin</i>	57.3 %	54.6 %	51.7 %	51.6 %	50.6 %	51.1 %

	Twelve Months Ended December 31,
	2016
Net Loss	\$ (2,852)
<i>Net Loss Margin</i>	(9.6)%
Income tax benefit	(1,489)
Interest income	(18)
Interest expense	11,866
Depreciation	6,279
EBITDA	13,786
<i>EBITDA Margin</i>	46.3 %
Loss on sale of Willow Valley	54
Board option expense	648
Gain on sale of Sonoran acquisition liability	(954)
Equity investment loss	340
EBITDA adjustments	88
Adjusted EBITDA	\$ 13,874
<i>Adjusted EBITDA Margin</i>	46.6 %
Total revenues	29,799

Q3 2024 Financial Results

- **Total active connections:** up 4.7% y/y to 63,889 at September 30, 2024.
- **Total revenues:** down 1.5% to \$14.3M, primarily due to ICFA¹ revenue in year-ago quarter that did not reoccur in Q3-24.
- **Regulated revenues:** up 2.2% to \$14.3M.
- **Net income:** up 11% to \$2.9M or \$0.12 per share.
- **Net income margin:** 20.4%.
- **Adjusted EBITDA:** up 7% to \$8.2M. ²
- **~\$33.1M of capital resources:**
Reflects cash & cash equivalents and full amount available for borrowing under \$15M revolving line of credit.³

Monthly Dividend Growth



1) Infrastructure coordination and financing agreement (ICFA)

2) Adjusted EBITDA is a non-GAAP financial measure. For its definition and reconciliation to GAAP net income, see "Reconciliation" slide in Appendix.

3) Total capital resources as of September 30, 2024.

Dividend Payment Date



Environmental

As a water resource management company, we will always be focused on conservation.

Operational Platform

- Recycling over one billion gallons/year reduces demand on underground aquifers by approximately 32%.
- All biological waste converted to fertilizer.
- Efficient systems minimize energy usage and carbon footprint.

Customer Platform

- Automated hourly meter reading provides customers actionable information for water conservation.
- Automated leak detection alerts.
- Conservation rebates rewards customers for using less water.



Social

Employee Focus: Training and Safety

- Training and Safety is company's top mandate
- E-mod of 0.93 below industry average of 1.0

Customer Focus

Surpassed six years since last significant compliance violation.

- **Health:** water quality is paramount, meeting all compliance standards (EPA, ADEQ, others).
- **Service:** dedicated call center staff, high customer service scores, online customer portal allows automated ebills/epay.
- **Assistance:** expanded customer assistance program and provided over \$120,000 in assistance to customers in 2020, over \$80,000 in 2021, more than \$105,000 in 2022 and approximately \$30,000 in 2023.

Community Focus: We are an integral part of the community we serve, supporting sponsorships, partnerships and donations.



Governance

- **Board of Directors:** Highly qualified, relevant experience, majority independent.
- Management incentivized to be aligned with the interests of shareholders and other stakeholders.
- Audited by a Big 4 accounting firm.
- As a U.S. public company, we take the requirements to maintain effective internal controls seriously.
- 2023 Sustainability Report available on our website in the investors section.

Our Operational Foundation is Based on Four Core Beliefs

- **Water is a scarce commodity** that must be conserved and actively managed.
- **Recycled water is a renewable resource** that must be used to the benefit of our customers and environment.
- **100% compliance with all regulatory requirements** is paramount and is in the public interest.
- **True success requires a partnership** with our customers and other stakeholders.

