

# GWR Global Water Resources Corp.

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Trevor Hill  
President & CEO  
T: 623.518.4168  
[trevor.hill@gwresources.com](mailto:trevor.hill@gwresources.com)

# Forward Looking Statements

Certain statements in this presentation are “forward-looking statements”, which reflect the expectations of management regarding Global Water Resources, Inc.’s and GWR Global Water Resources Corp.’s (GWRC) future growth, results of operations, performance and business prospects and opportunities. The words “believes”, “anticipates”, “plans”, “expects”, “intends”, “projects”, “estimates”, “objective”, goal and similar expressions are intended to identify forward-looking statements. These forward-looking statements reflect management’s current expectations regarding future events and operating performance and speak only as of the date of this presentation. Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not or the times at or by which such performance or results will be achieved. Investors are cautioned not to place undue reliance on forward-looking information. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements, including, but not limited to, the factors discussed under “Risk Factors” in GWRC’s most recent Annual Information Form, which is available on GWRC’s SEDAR profile at [www.sedar.com](http://www.sedar.com). Although the forward-looking statements contained in this presentation are based upon what management believes to be reasonable assumptions, investors cannot be assured that actual results will be consistent with these forward-looking statements, and the differences may be material. These forward-looking statements are made as of the date of this presentation and Global Water Resources, Inc. and GWRC assume no obligation to update or revise them to reflect new events or circumstances, except as required by applicable securities law.

# TSX Cleantech Investor Day



**Trevor T. Hill**

President and Chief Executive Officer,  
Co-founder, Director

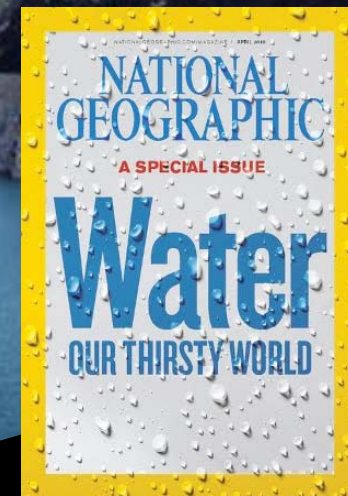
# The World is Running Out of Water



July 2008



December 2008



April 2010

Supply will not meet  
future demand

A new approach is  
needed ...

# The U.S. Water Industry is Broken



- Highly fragmented with 52,000 water utilities
- Significant municipal budget shortfalls
- Inefficient and lack of technology utilization
- Aging water infrastructure requiring significant CAPEX

# Global Water Resources, Inc.

The Water Management Company of the Future

## 2 Principal Divisions



Regulated  
Water Utilities



Unregulated  
FATHOM U<sub>2</sub>U™ Solutions  
(Utility-to-Utility)

# Investment Highlights

- Water Utilities Strategically Located in Path of Growth
- Modern Infrastructure with Built-In Capacity
- Leader in Utilization of Technology and Innovation
- Unique FATHOM U<sub>2</sub>U™ Solutions
- Strong, Profitable Growth Strategy
- Entrepreneurial and Experienced Management Team

**Unlike**  
any other in the  
**sector**

# Utilities Strategically Located in Growth Corridors



Located in two of the fastest growing counties in the U.S.

## Pinal County

Third fastest growing county in the U.S. (2000-2009)

## Maricopa

Largest absolute increase in the U.S. (2000-2009)

**Positive net migration**

**Growing at > 4% YTD**

**~500 square miles**  
of exclusive contractual service territory

**39,011**  
active connections

# Modern Infrastructure with Built-In Capacity for Growth



Capacity for  
**126%** growth

Minimal CAPEX required

**~90%**

of infrastructure  
is less than 6 years old

~\$1M ongoing maintenance  
CAPEX annually

# Leader in Utilization of Technology & Innovation



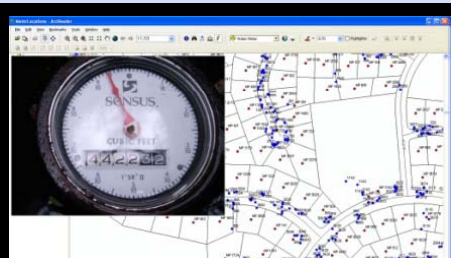
Advanced water treatment systems



Automated asset management



Centralized call centers



Remote metering



Real-time monitoring

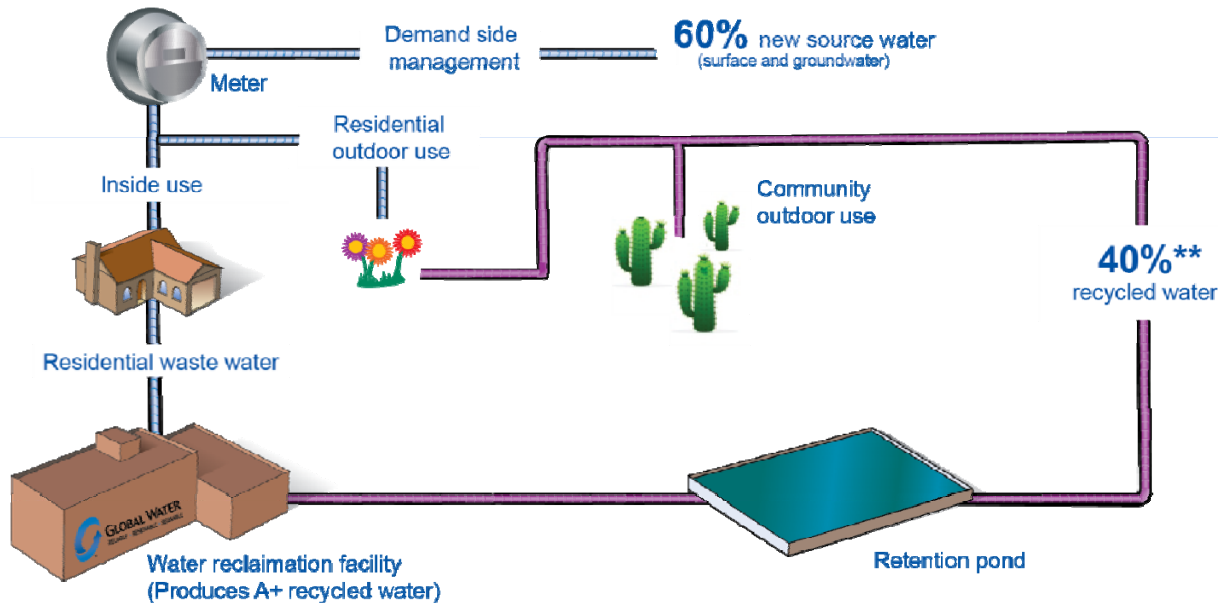


Sophisticated team of engineers, analysts and technicians

# Maximizing the Value of Water

## Total Water Management

We combine water, wastewater and recycled water



\*\*Purple pipes carry recycled water – management believes that use of these pipes have the potential to reduce potable water consumption by up to 40%

## Water Usage

annual gallons per customer

**30%**  
less

148,000



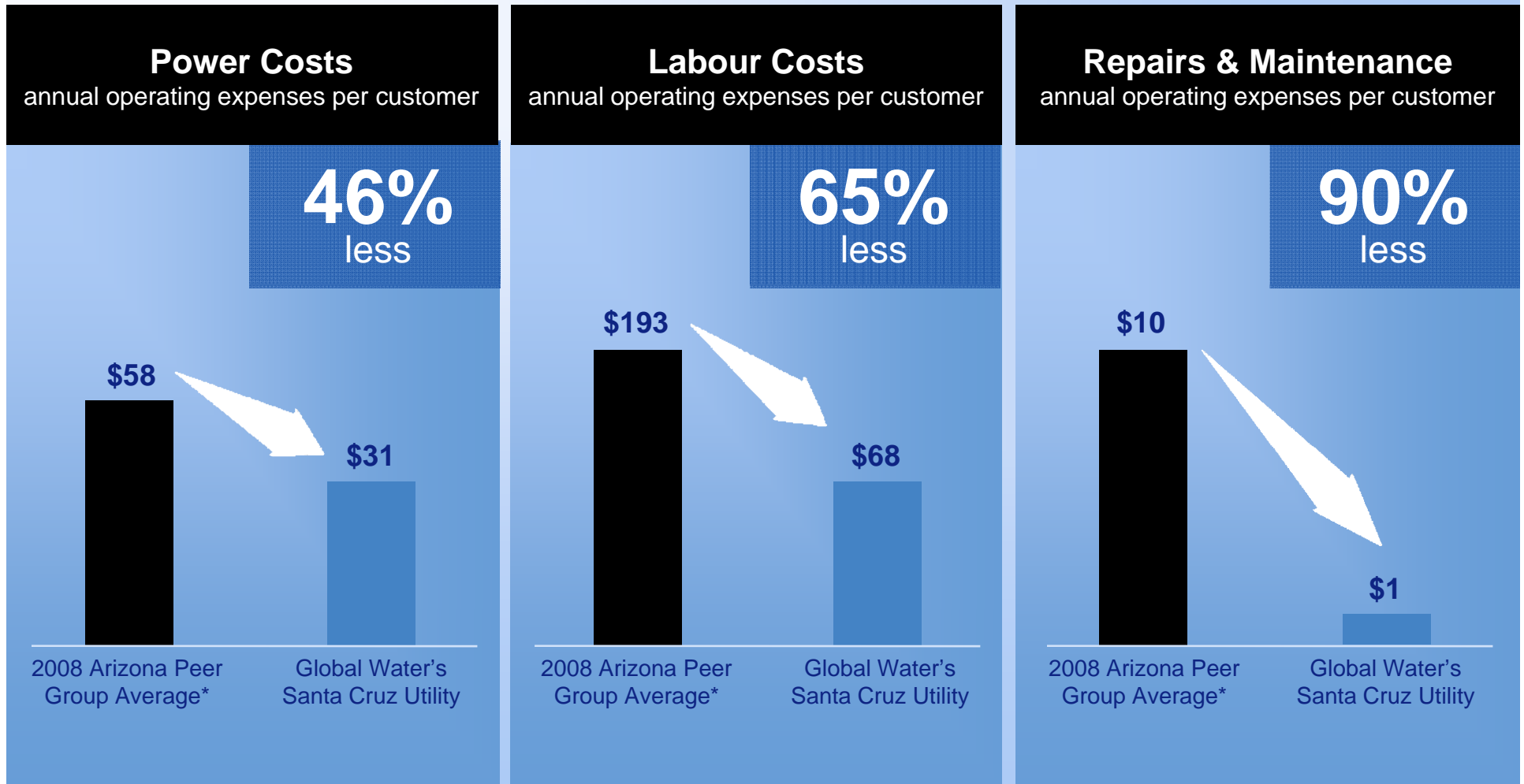
2008 Arizona Peer Group Average\*

104,000



Global Water's Santa Cruz Utility

# Technology Drives Efficiency

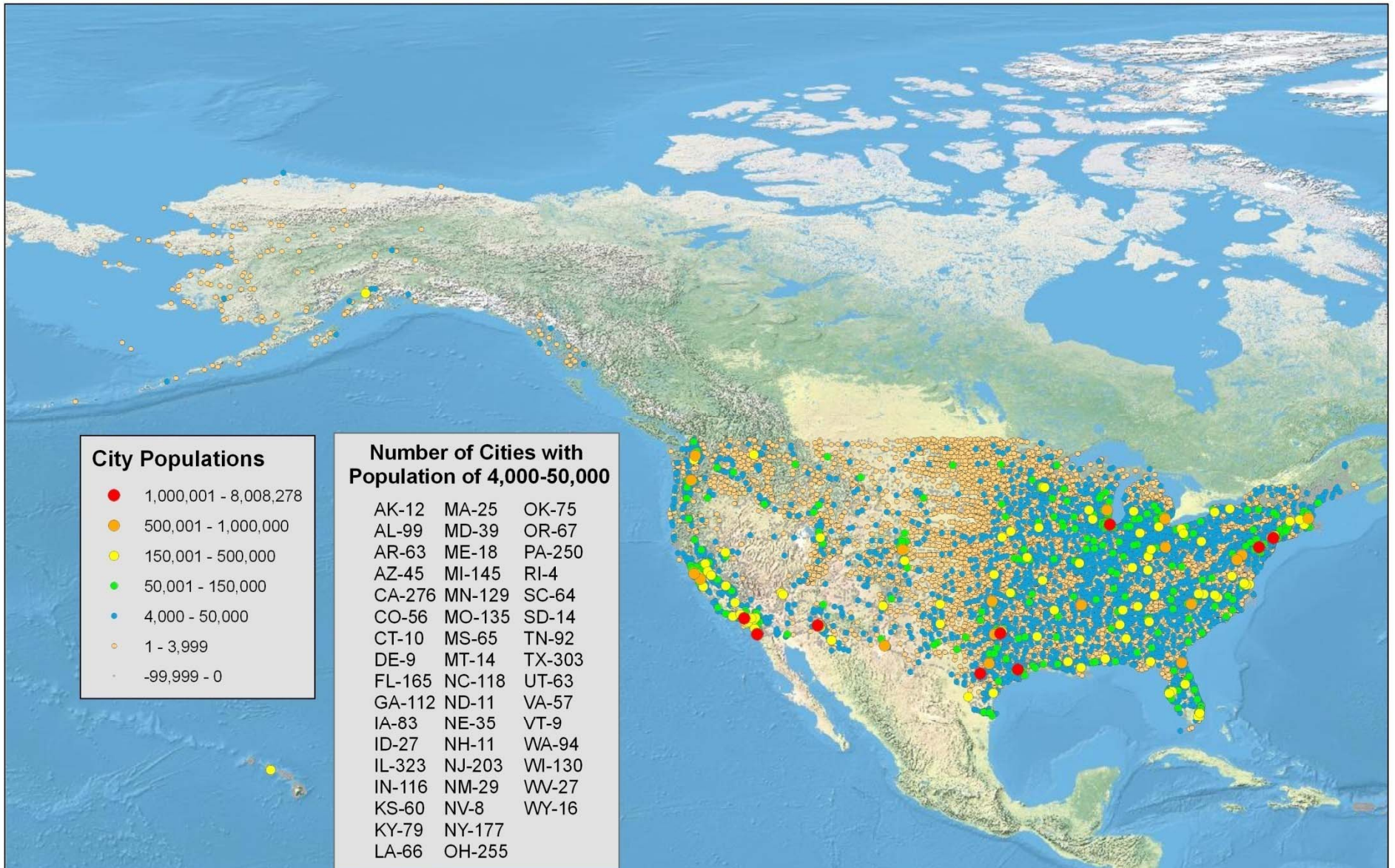




# FATHOM U<sub>2</sub>U™ Solutions

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# Size of the Market



# Very Large Financially Distressed Market

## Many municipalities are:

- In budget turmoil
  - Decreasing revenue
  - Need to reduce costs
- Facing water scarcity
  - Water costs increasing
  - Need to conserve

## Our target market:

**23,000**

Municipalities with <50,000 population



**Focused on**

**2,100**

municipalities facing  
financial distress and water scarcity

**Desperately Need Solutions**

# FATHOM U<sub>2</sub>U™ Solutions



- **FATHOM™ CIS**  
Capture and bill every customer monthly
- **FATHOM™ AMI**  
Read meters and manage water use daily
- **FATHOM™ Asset Management**  
Track assets in real time

## Benefits

- Captures missing revenue
- Saves money
- Solves problems

## Procurement made easy

- Turn-key integrated solution
- Proven deployment methodology
- Minimal upfront capital
- Tax exempt financing

**Highly Scalable • High Margin**

# FATHOM™ Business Model

## Typical Municipalities



**\$X/meter/mo**

- **All manual process**
  - Meter reading
  - Billing
  - Collections

**33%**

## FATHOM™

**\$Y/meter/mo**

**\$Y/meter/mo**

**\$Y/meter/mo**

### Fees to GWR

- 10-15 years
- Indexed on CPI

### Capital Project

- Tax-exempt Finance
- Hardware
- Implementation
- Mark-up

**Converting to FATHOM increases revenue,  
decreases costs & improves service**

# FATHOM™ Growing Market Adoption

**10 long-term contracts with  
6 utilities signed to-date**

## Arizona

- Town of Buckeye (4,750 accounts)
- Red Rock Utilities (500 accounts)

## California

- City of Menlo Park (4,350 accounts)
- City of Covina  
(8,600 accounts x 3 contracts)
- City of Torrance (17,500 accounts)
- City of Grass Valley (4,224 accounts)

## Implementation phase

- 3-6 months 'turn-key'

## Recurring phase

- 10-15 year indexed contracts
- Sold on a \$/account/month basis

**\$7.3 Million in Implementation Fees  
\$1.8 Million Recurring Annually**

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# Questions & Answers

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