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ASX RELEASE | De.mem Limited (ASX:DEM)

De.mem Investor Presentation

12 May 2020: Australian-Singaporean water and waste water treatment company De.mem (ASX:DEM) ("De.mem" or "the Company") encloses hereto an Investor Presentation for release to the market.

This announcement has been authorised by the Chief Executive Office of the Company, Andreas Kroell.

-ENDS-

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De.mem Limited (ASX:DEM) is an Australian-Singaporean decentralised water and wastewater treatment business that designs, builds, owns and operates turnkey water and wastewater treatment systems for some of the world's largest companies in the mining, electronics, chemical, oil & gas, and food & beverage industries. Its systems also provide municipalities, residential developments and hotels/resorts across the Asia Pacific with a reliable supply of clean drinking water.

De.mem's technology to treat water and wastewater is among the most advanced globally. The Company has commercialised an array of innovative proprietary technologies from its research and development partner, Nanyang Technological University (NTU) in Singapore, a world leader in membrane and water research. Technologies exclusively licensed from NTU include a revolutionary low-pressure hollow fibre nanofiltration membrane that uses less electricity and is cheaper to operate than conventional systems, as well as a new Forward Osmosis membrane deployed in de-watering applications or the concentration of liquids.

To learn more, please visit: www.dememb.com

Forward Looking Statements

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of De.mem Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.



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De.mem Limited (ASX:DEM)

Investor Presentation
March Quarter 2020
12 May 2020

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De.mem provides decentralized industrial water treatment solutions including a world-leading water membrane technology, to clients ranging from mining, infrastructure and food & beverage segments

Products include water treatment equipment and consumables sales (pumps, filters, membranes, chemicals)

Services include equipment leasing, equipment operations and maintenance

Competitive advantage is based on its unique "one-stop shop" offering, combining a patented water membrane technology portfolio with a diversified product range and specialist water-as-a-service (WaaS) engineering skills

What we do

De.mem designs, builds, operates, owns and services water treatment systems for de-centralized applications based on proprietary membrane technology.

"One-stop shop" offering – Mix of Products and Services

- Products: De-centralized water treatment equipment sales - membrane-based, chemical, biological (transactional revenue)
- Products: water treatment chemicals such as flocculants, coagulants, membrane cleaners, anti-scalants (recurring revenues).
- Products: water treatment consumables such as chemicals, membranes, filters, pumps (recurring revenues)
- Services - Build, Own, Operate (BOO), Operations & Maintenance (O&M) (recurring revenues)

Key Target Markets

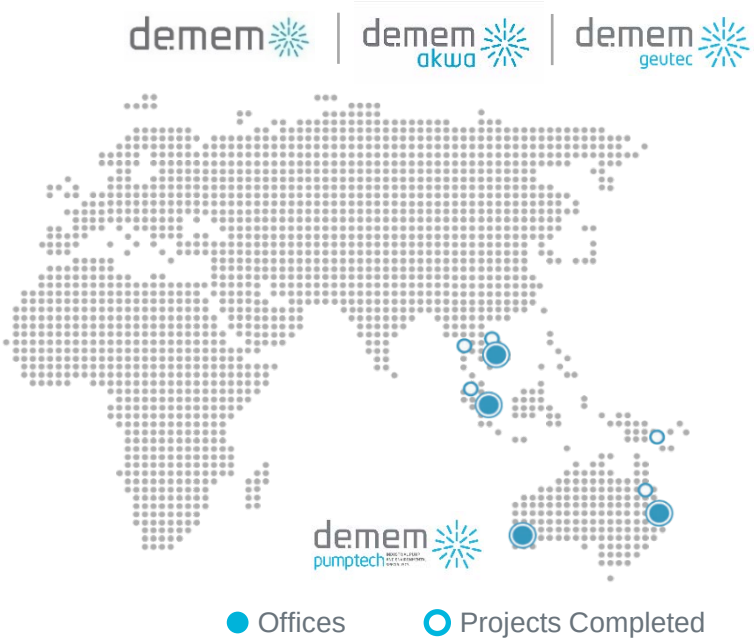
All major water treatment applications: Potable, sewage, industrial waste and process water.
Key target growth segments: Food & Beverage, Agriculture.
The global decentralised water treatment systems market was valued at USD 12 billion in 2015 and is projected to reach USD 21.8 billion by 2021 - a compounded growth of 10.4% per annum (Markets & Markets)

Locations

Strong Australian presence, particularly Queensland and Tasmania
Brisbane amd Singapore membrane manufacturing facilities.
German business provides global water treatment chemicals

Employees

60 in total comprising - 45 Australia, 9 Singapore, 6 Germany



Since July 2019. DEM has consistently outperformed the ASX Small Industrials index

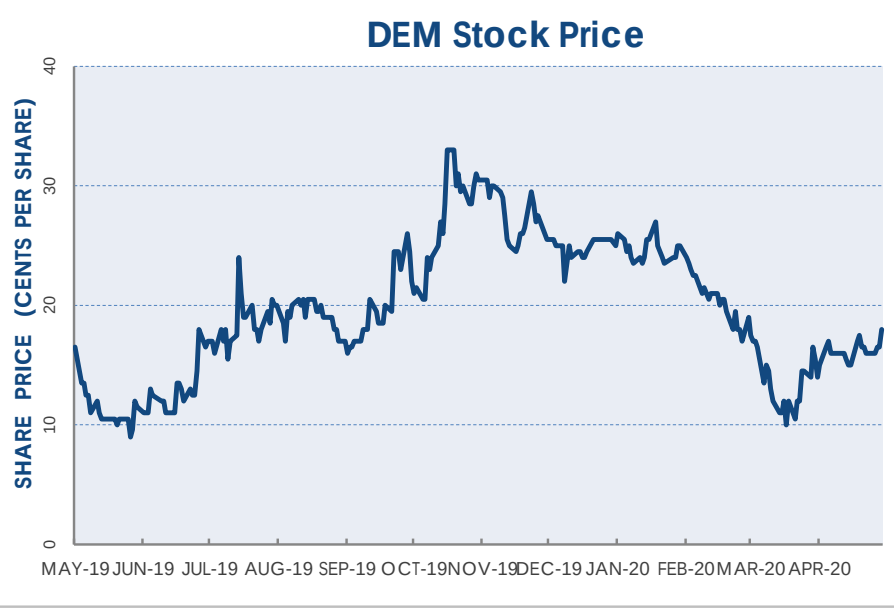
MARKET DATA

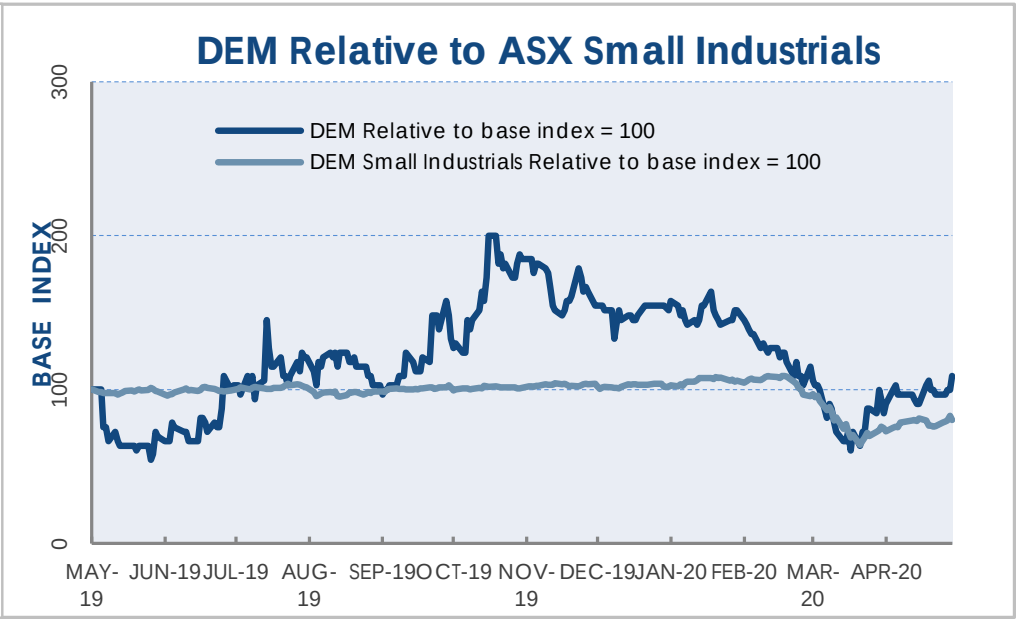
ASX code	DEM
Ordinary shares	177.8m
Market capitalisation	$32m
Cash on hand (31.12.19)	$8.2m
Listed on ASX	7 April 2017
Issue price	$0.20
Last price (01.05.20)	$0.17
52 week high	$0.36
52 week low	$0.09
Average daily volume	~252,000
GICS classification	Utilities

MAJOR SHAREHOLDERS

NA Singapore Early-Stage Venture Fund	24.0%
Perennial Value Microcap Opportunities Fund	14.2%
New Asia Investments Pte Ltd	6.8%
Mr Andreas Hendrik De Wit	5.5%
Pathfinder Fund	2.9%
Mr. Andreas Kroell	1.6%

SHARE PRICE PERFORMANCE





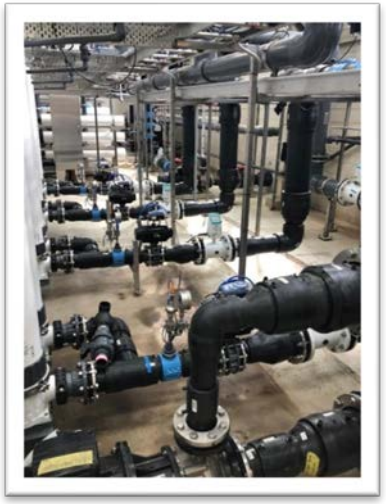
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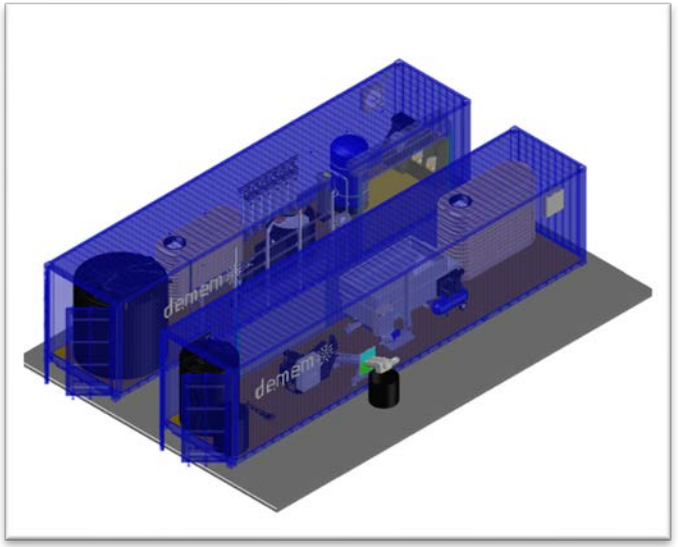
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Breakthrough Project Awards in FY19 – providing a strong foundation for follow-on work

- Client is Mulpha, an international infrastructure investor with a number of assets in Australia
- Total value of project is approx. A$3m
- Desalination plant based on a Sea Water Reverse Osmosis Process deploying innovative membrane technology
- Provides potable water to a luxury resort in Australia
- Completed by De.mem in 2019
- Strong reference for further work in hospitality / hotels & resorts sector and for technical excellence in desalination







- Client is Givaudan, worldwide leader in the creation of flavours & fragrances
- Build, Own, Operate project with a total value of approx. A$1.7m over the initial term
- Industrial waste water treatment system integrating multiple treatment processes – using De.mem hollow fibre membranes as key treatment step
- Treats the waste water from a factory in Singapore to legal discharge standards
- Awarded to De.mem in November 2019 and currently under execution
- Strong reference for food & beverage clients

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De.mem proprietary product portfolio includes breakthrough membrane innovations

COMPLETED (2018 and 2019)

- **Nanofiltration membrane**
  - Superior filtration performance due to minimum pore size at low pressure / energy consumption
  - In-house developed and fully owned by De.mem
- **Ultrafiltration membrane**
  - Large applicable market, i.e. pre-filtration for Reverse Osmosis and potable water treatment
  - In-house developed and fully owned by De.mem
- **Forward Osmosis membrane**
  - De-watering of industrial waste water and liquid concentration in F&B (via Aromatec Pte Ltd)
  - Developed at and licensed from NTU
- **Microfiltration membrane**
  - Large applicable market, including process water applications in F&B; in-house development
- **Domestic “point of use” filter system**

PLANNED (2020 FF)

- **Membrane Bioreactor (MBR)**
  - Treatment of high organic load waste water
- **New membrane technologies**
  - Using new materials



BLUE CHIP CUSTOMER BASE

DEM has large, blue-chip clients that often provide repeat orders across their global operations
Customers include global mining companies, large EPC contractors, municipalities, water utilities and multinational corporations

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Mining

- Potable/sewage treatment for mining camps
- Waste water
- Supply of water for mine operations

RioTinto
MOROBE MINING WAFI-GOLPU JV
Monadelphous
AUSCO MODULAR
civeo
BECHTEL
Fleetwood CORPORATION

Municipal / Infrastructure

- Potable
- Municipal sewage

StHilliers
TASWATER
acciona
HANOI UNIVERSITY OF AGRICULTURE 1956
NOVA LAND
TRADING SYSTEM INTEGRATED AND HARDWARE
MULPHA

Food & Beverage

- Key 2020 growth sector
- Waste water
- Process water
- Recycling

Givaudan
NICHOLS POULTRY

Other Industrial

- Industrial waste water
- Process water
- Recycling

TANAKA
euvipharm
FMC Technologies
GROOMWERKZ

STRONG CUSTOMER VALUE PROPOSITION – “ONE STOP SHOP”

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“One-stop-shop” industrial water treatment solutions provider

- **Diversified product range -** supplies all major types of water and waste-water treatment equipment
- **Patented and proprietary technology** - Partnership in R&D with Nanyang Technological University, Singapore
- **Customer choice -** equipment sales or leasing
- **Specialist water engineering skills** - deep technical know-how
- **Proven services offering** (Operations & Maintenance) and after-sales capability
- **Repeat consumables sales** - chemicals, membranes, filters, pumps
- **Highest quality standards -** ISO 9001:2015 industry qualifications
- **Consumer products** include domestic water filtration systems and anti- COVID-19 sanitisers
- **“Made in Australia” products**







STRONG CUSTOMER VALUE PROPOSITION – "ONE STOP SHOP"

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Recurring revenues include BOO, O&M and Consumables Sales
In March Quarter 2020, recurring revenues comprised ~66% total revenues

Equipment Sales

- Sale of water and waste water treatment systems
- Providing a turn key solution to the customer
- Typically projects-based, with strong and stable repeat customer base

Build-Own-Operate or Build-Own-Transfer

- De.mem owns and rents out the equipment
- Long term contract with the customer
- Stable and recurring revenue stream
- High margin

Operations and Maintenance

- De.mem operates & maintains water treatment equipment owned by the client
- Long-term or revolving contract
- Stable and recurring revenue stream

Consumables Sales

- Includes the sale of
  - Chemicals
  - Filters
  - Membrane modules
  - Pumps
  - Other spare parts
- Stable and recurring revenue stream

EQUIPMENT SALES:
~62% of revenues (2018)
~44% of revenues (2019)

BOO & O&M:
~33% of revenues (2018)
~30% of revenues (2019)

CONSUMABLES SALES:
~5% of revenues (2018)
~26% of revenues (2019)

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DEM increased cash receipts by 15% to $11.7m in FY19

DEM is growing its recurring revenue base and has a visible path to sustainable operating cash positive

A$M (Dec yr end)	2016	2017	2018	2019
Cash receipts	0.8	2.6	10.2	11.7
Total income	0.3	3.0	10.6	10.8
COGS	0.4	2.4	7.9	7.5
Operating Profit	(-0.1)	0.6	2.7	3.3
Operating Margin (% of revenues)	Neg.	19%	25%	29%
Net Operating Cash Flows	(-1.2)	(-2.4)	(-1.6)	(-1.7)

REPLACEMENT VALUE

Approx. $24m replacement value, comprising:

- Cash balance $7.3m as at 31 March 2020
- Total expenses since inception of approx. $16m

STRONG CASHFLOWS

- Strong cashflow momentum, with record H2 CY 2019 cash inflows of ~$6.7m ($3.3m Dec and $3.4m in Sept quarter), continuing with $3.3m cash inflow Mar Qtr 20
- Visible path to cash positive CY 18 operating cash outflow of $1.6m reduced to $1.1m in CY19 (adjusted for delayed customer payments – see Dec Quarter 2019 ASX release)

REVENUE GROWTH

- Growing recurring revenue from $4.0m in FY18 to $6.0m in FY19 to $2.2m in March Qtr 2020, with visible recurring revenues of ~$9m in FY20F
- Improving revenue quality with growing recurring revenues and revenue diversification across product, customer industry and geography

HIGH AND GROWING OPERATING MARGIN

- From 19% in CY17 to 25% in CY18 to 29% in FY19
- High margin business relative to industry average

CASH BALANCE

- Strong cash (including term deposits) balance $7.3m as at 31 March 2020

GROWING RECURRING REVENUES

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Recurring revenues are expected to continue growing through FY20
Recurring revenues increased from 38% in FY18 to 66% in March Quarter 2020.
FY20F total cash receipts guidance of $14-18m is supported by strong recurring revenues

- Recurring revenue increased from 38% of FY18 revenues to 56% of FY19 to 66% of March Quarter 2020
- Recurring revenue expected to generate an increasing % of total revenues in FY20

A$M	% FY18A	FY18A	% FY19A	FY19A	% March Qtr 2020 (1)	March Qtr 2020 (1)	FY20F
Subtotal - recurring revenue							
FY18 - FY19 recurring revenue/total revenue (%)	38%	4.0	56%	6.0	66%	2.2	10
FY19 contracted revenue							1.4
Subtotal - Equipment sales	62%	6.6	44%	5.2	34%	1.1	TBD
Total Revenue	100%	10.6	100%	10.8	100%	2.2	14-18

Note: (1) March Quarter 2020 data are cash receipts from customers as per the March Quarter 2020 Quarterly release to the ASX dated 30 April 2020.

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Positive structural changes include the shift to recurring revenues and "one stop shop" business model
Other milestones include acquisition integration value-add, marquee clients and balance sheet recapitalisation



Developed strong recurring revenue base for FY20 – Approx. ~$9m recurring revenue base for FY20F comprising a mix of Build, Own, Operate (equipment leasing); Operations & Maintenance; chemicals; consumables sales (pumps, filters, membranes), underpins FY20F revenue guidance of A$14-18m



"One-stop shop" supplier of decentralised industrial water treatment solutions – Supplies wide range of water treatment equipment including proprietary membrane technology, services, chemicals and consumables (pumps, filters, membranes)



Strong acquisition integration and value-add track record

- Track record of well-structured and well-priced acquisitions
- Pumptech, acquired August 2019, expanded DEM into Tasmania and food & beverage segment. Pumptech reported cash receipts of $700k in March Qtr 2020 (annualised $2.8m, up 28% vs $2.2m in CY2019).
- Geutec, acquired October 2019, expanded the business into Germany and water treatment chemicals supply.



Marquee projects and clients

- April 2019 - Mulpha, international infrastructure investor – completed $3m project providing potable water to an Australian resort.
- Sept 2019 - Acciona, leading international infrastructure and renewable energy company, contracts for delivery of water treatment plant, value not disclosed.
- Nov 2019 - Givaudan, global lead in flavours and fragrances, awarded a $1.7m Build, Own, Operate industrial waste water project.

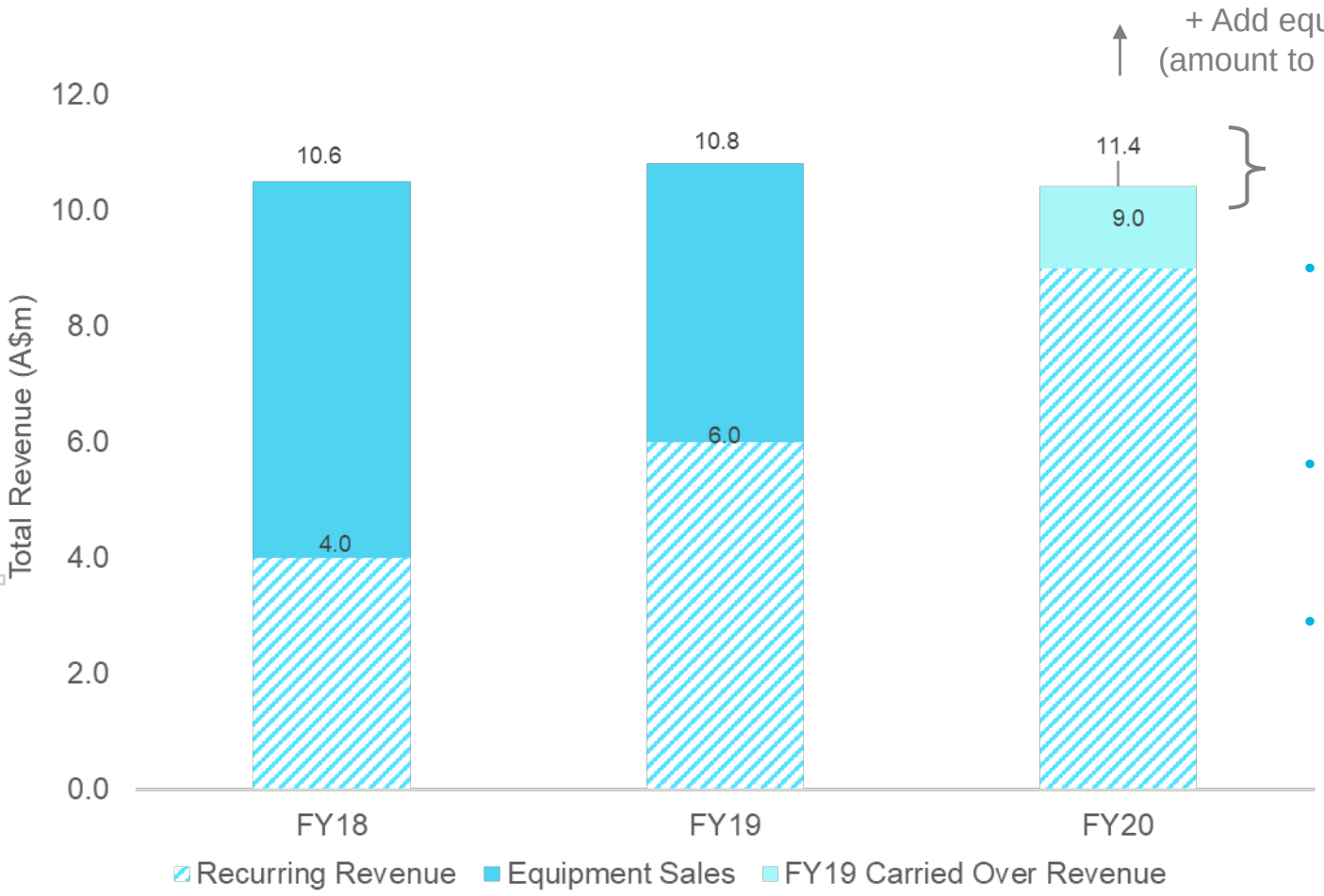


Strong balance sheet – $7.3m cash as at 31 March 2020; company well-funded to achieve operating cash positive and grow Build, Own, Operate (equipment leasing) segment

FY20 OUTLOOK - GROWING RECURRING REVENUES

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FY20 is on track for best annual revenues on record
FY20F has a minimum visible revenue base of $10.4m, with equipment sales to further add to FY20F total revenue.



$1.4m contracted revenues carried over from FY19

- **March Quarter 2020 reported $3.3m cash** receipts, with historically March qtr being seasonally weakest quarter (~20% CY)
- **FY20F recurring revenue base is approx. $9m** with an additional $1.4m contracted revenue carried over from FY19.
- For context, equipment sales have historically ranged from $5.2m (FY18) to $6.6m to (FY19), though the business has grown since then.

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Ongoing top line growth

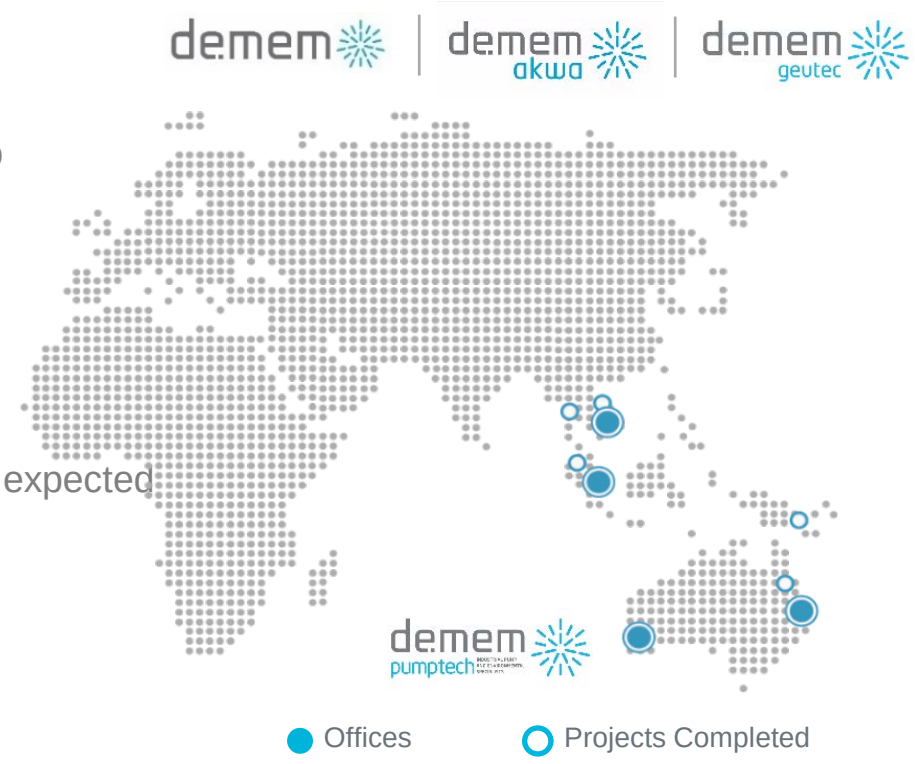
- On track for record revenues in CY20
- FY20F cash receipts/revenue guidance of $14-18m, driven by ~$9m of recurring revenues and $1.4m FY19 contract rollover, with $3.3m cash receipts in March Qtr 2020 (seasonally weakest quarter)
- Visible path to sustainable operating cash positive with diminishing operating cash outflow

Acquisition value-add

- Proven ability to add value to acquisitions, with Pumptech outperforming its history in March Qtr 2020
- De.mem, Geutec and Pumptech cross-sell is a key FY20 focus

Geographic expansion

- Strong client base in Queensland and Tasmania
- Expansion in into South East and Western Australia to be a key focus
- International expansion including New Zealand and APAC



Contracts

Strong customer pipeline with ongoing new contract wins expected

Product enhancement

- Access to new technology
- Expansion of intellectual property portfolio

RELATIVE VALUATION DISCOUNT

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DEM's valuation discount to its peers is reducing

DEM currently trades at 2.7x Market Capitalisation/Revenue (x), which is ~72% discount to its ASX-listed peer average. The relative value discount has reduced from ~87% on 30 August 2019

Company	Last 12 Months Customer Cash Receipts	Market Capitalisation (1 May 2020)	Market Capitalisation / Revenue	Technology	Market Focus
Phoslock Water Solutions ASX: PET	**A$28.1m** 12 months to 31/12/19	A$294m	10.5x	Chemicals to bind phosphorus	Prevention of algae growth
Fluence ASX: FLC	**A$86.6m*** 12 months to 31/12/19	A$178m	2.1x	Aerobic waste water treatment (MABR)	Municipal waste water
Purifloh ASX: PO3	**A$0.0m** 12 months to 31/12/19	A$77m	NA	Free Radical Generation (FRG)	Water treatment, air, surface sterilisation
Scidev ASX: SDV	**A$5.4m** 12 months to 31/12/19	A$91m	16.9x	Chemicals	Coagulants and flocculants for wastewater treatment and sludge dewatering
Average			**9.8x**		
De.mem ASX: DEM	**A$11.7m 12 mths - FY19 (Dec year end)**	**A$32m**	**2.7x**	**Membranes**	**Industrial water treatment solutions**

* Assumes AUDUSD of 0.70

KEY INVESTMENT CONSIDERATIONS

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Uniquely positioned to become the leading player in decentralized water treatment across APAC, providing a "one stop shop" of industrial water treatment products and services. The recent structural shift to recurring revenues underpins a strong revenue outlook, as evidenced by the March Quarter 2020 results



Proprietary technology – De.mem has access to a range of proven, disruptive, easy-to-scale membrane technologies targeting a huge addressable market. Part of the IP is owned by De.mem, other has been licensed exclusively from Nanyang Technological University (NTU), Singapore – ranked no. 2 in membrane research worldwide by Lux Research (2013).



High growth market – The global water industry is estimated to reach US$915bn by 2023 (*source: Global Water Intelligence*). The global market for packaged / decentralised water treatment systems was valued at USD 12 bn in 2015 and is projected to reach USD 21.8 billion by 2021 - a compounded growth of 10.4% per annum (*source: Markets & Markets*).



Blue chip customer base – Including: Rio Tinto, Monadelphous, Bechtel, Civeo, Ausco (mining/resources); St Hilliers, Mulpha, Acciona, JRK Group, Taswater (infrastructure/municipal); Givaudan (F&B), FMC Technip (industrial),with many repeat orders.



High top line growth – Cash receipts from $0.8m in 2016 to $2.6m in 2017 to $10.2m 2018 and $11.7m in CY19 (unadjusted for customer payments of 0.9m delayed into CY 2020). CY20F guidance of $14-18m cash receipts/revenue.



Growing recurring revenues – Recurring revenues have increased from 38% of total revenue in FY18 to 56% in FY19,tp 66% in March Quarter 2020, with guidance of ~$9m recurring revenue base in FY20F (in addition to non-recurring equipment sales revenue).



Acquisition value-add track record – Strong track record of well-structured and well-priced acquisitions. Recent performance of Pumptech Acquisition (acquired August 2019, with strong outperformance in March Quarter 2020 results).

Visible path to cash positive – Net cash used in operating activities of $1.6m in CY18 reduced to $1.1m in CY19 (adjusted for delayed customer payments – see Dec Quarter 2019 ASX release. Flexible revenue model, low cost base, services/consumables sales provide stable recurring revenues. Achieving $18-20m revenue is indicative cash break-even, though a single quarter does not necessarily match project cash costs and cash revenues received.



Diminishing relative valuation discount

- DEM relative valuation discount is diminishing over time
- Currently trades at 2.7x Market Capitalisation/Revenue (x), ~72% discount to its ASX-listed peer average, down from 87% discount in August 2019
- Current market cap is supported by replacement value of ~A$24m (comprising $7.3m cash and $16m expenses incurred to date, not including the cost of Nanyang Technological University R&D spend on membrane technology)



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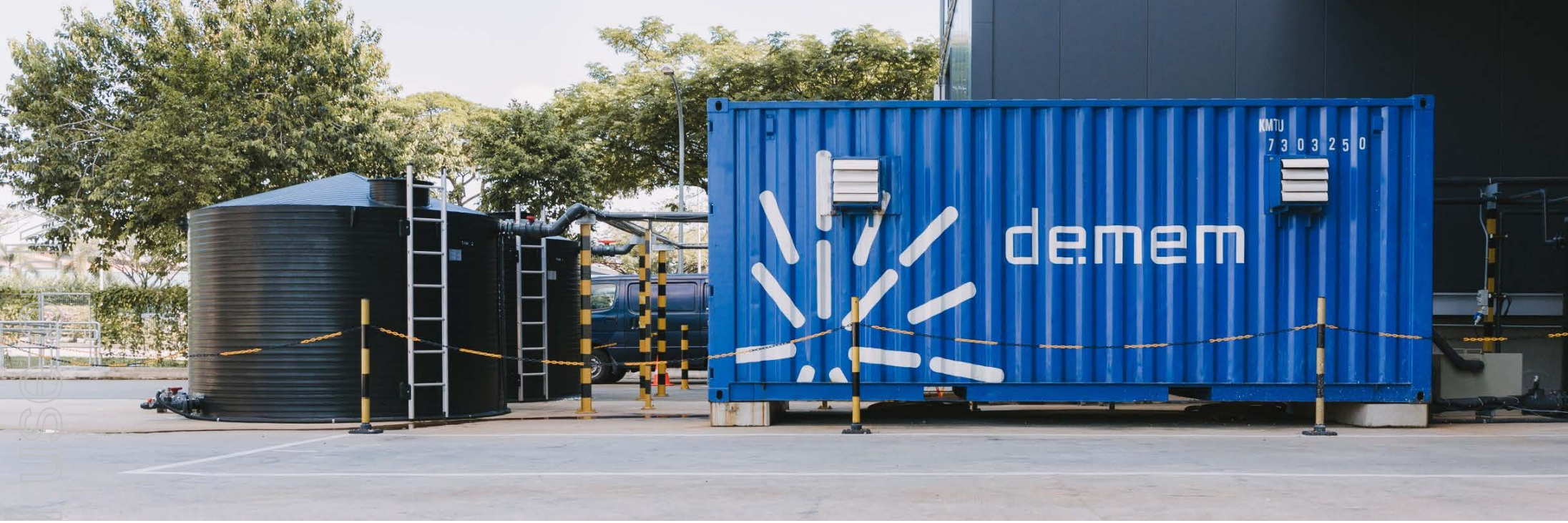
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All figures included in this presentation are in AUD$ unless otherwise stated. Assumed exchange rate of AUD$1:USD$0.75

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de.mem

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