

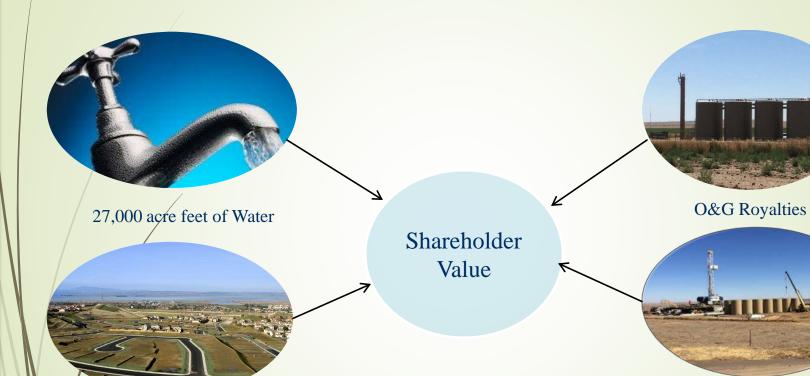
2018 Mid-Year Earnings Presentation April 9, 2018

# "Safe Harbor" Statement Under The United States Private Securities Litigation Reform Act Of 1995

Statements that are not historical facts contained or incorporated by reference in this presentation are "forward-looking statements" ("FLS") within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933 and Section 21C of the Securities Exchange Act of 1934 as amended. FLS involve risks and uncertainties that could cause actual results to differ from projected results. The words "anticipate," "estimate," "expect," "plan," "intend" and similar expressions, as they relate to us, are intended to identify FLS. Such statements reflect our current views with respect to future events and are subject to certain risks, uncertainties and assumptions. We are not able to predict all factors that may affect future results. We cannot assure you that any of our expectations will be realized. Our actual results could differ materially from those discussed in or implied by these forward-looking statements. Factors that may cause actual results to differ materially from those contemplated by such FLS include, without limitation: the risk factors discussed in our most recent Annual Report on Form 10-K; the timing of new home construction and other development in the areas where we may sell our water, which in turn may be impacted by credit availability; population growth; employment rates; general economic conditions; the market price of water; changes in customer consumption patterns; changes in applicable statutory and regulatory requirements; changes in governmental policies and procedures; uncertainties in the estimation of water available under decrees; uncertainties in the estimation of costs of delivery of water and treatment of wastewater; uncertainties in the estimation of the service life of our systems; uncertainties in the estimation of costs of construction projects; the strength and financial resources of our competitors; our ability to find and retain skilled personnel; climatic and weather conditions, including flood, droughts and freezing conditions; labor relations; availability and cost of labor, material and equipment; delays in anticipated permit and construction dates; environmental risks and regulations; our ability to raise capital; our ability to negotiate contracts with new customers; and uncertainties in water court rulings; and other factors discussed from time to time in our press releases, public statements and documents filed or furnished with the SEC. All FLS are expressly qualified by these cautionary statements.



# **Key Assets**



930 acre Zoned Master Plan Community

**Industrial Water Sales** 



### **Wholesale Water and Wastewater**



#### At a Glance

Large water portfolio in water-short Denver

Company owns or controls 27,000 acre feet of groundwater & surface water which can serve 60,000 taps

Owns rights to surface reservoir storage assets

Principle business interests are to deliver wholesale water and wastewater service

#### **One-Time Connection Fees:**

Water tap fees \$26,640

Sewer tap fees \$4,600

Capital capacity \$1.8BN

#### **Annual Usage Charges:**

Avg. Metered Water & Sewer

\$1,500/SFE/yr.

**Buildout Annual** 

Revenues

\$90mm/yr.





Overview



#### **Key Factors**

931 acres located along the I-70 corridor

16 miles east of Downtown Denver

4 miles south of DIA

Zoned for 4,400 homes and 1.35 million sq. feet of commercial and retail property (total of 4,850 SFE's combined)

Represents \$130 million in water tap fees and \$24 million in wastewater tap fees (combined \$154.0mm)

Annual water and wastewater revenues at build-out: \$7.5mm





**Overview** 









### Phase 1 – "Neighborhood B" 506 Lots



### Infrastructure Offsite Construction Costs

Monaghan Road

Drainage \$2.0mm

Wastewater

Facility

actiffy

Water Storage / Treatment

\$3.0mm

\$5.0mm

\$2.0mm

#### **Initial Filing 200 Lots**

Overlot Grading

\$3.0mm

Roads, Curbs, Other Utilities

\$3.0mm











Phase 2 – "Neighborhood A"



#### **Key Factors**

480 Acres

Development plan to accommodate:

- 160 acres of commercial, retail and light industrial
- Multifamily residential
- Attached single family
- Detached single family

May include between 2,500 – 3,000 SFE's



### Oil & Gas Activities

### Southern Wattenberg Niobrara

2018 Projected activity: 23 wells

Average water sales/ well: \$150,000

#### Legend

Service Area



Lowry Range



Sky Ranch



Gas Collection



Water Transmission

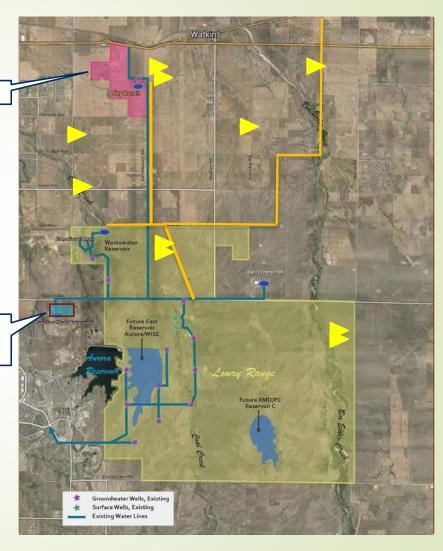


Wells Drilled in 2017

Approximately 50 drilled to date total

Sky Ranch

Arapahoe County Fairgrounds





# Oil & Gas Activities

### **Southern Wattenberg Niobrara**

More than 200 square miles in Adams & Arapahoe Counties

FIVE POSSIBLE FORMATIONS

Pad Development: 40 acre spacing

16 WELLS / MILE / FORMATION

16,000 well capacity

Niobrara A

Niobrara B

Niobrara C

Codell

Greenhorn

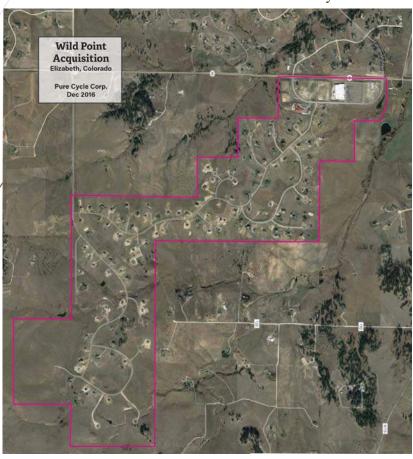
\$100,000 - \$200,000 PER WELL



# Wild Point Acquisition

### **Overview**

Pure Cycle as the exclusive service provider to Rangeview has entered into a Water Service Agreement to serve the Wild Pointe Subdivision in Elbert County Colorado.



#### **Key Factors**

100 acres of commercial development with existing tenants including Walmart, Auto Zone, and Taco Bell

Additional commercial pad sites which may include 100 new SFE's

#### **Existing Revenues:**

- 150 existing residential homes
- \$160,000 annual water revenues

#### **Buildout Revenues:**

- Est. \$2.1 million new taps
- Est \$350,000/yr. water use revenue

#### 2018 Revenues:

Tap Fees: \$30,000Use Fees: \$54,000



# Municipal Water & Wastewater Services WISE – Water Infrastructure Supply Efficiency



#### **About WISE**

Interconnects water systems for 13 area water providers

Includes 500 acre feet of water from Aurora/Denver from the S. Platte

Includes purchase of 3 mgd of pipeline capacity

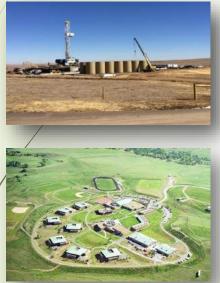
Enhances opportunities for Reservoirs at Lowry



### **Sources of Income**

6 mo. 2018: \$2,071,326 (190% Increase)

6 mo. 2017: \$715,245





#### Drilling and Hydraulic Fracturing Water

6 mo. '18 Revenues = \$1,599,300 6 mo. '17 Revenues = \$221,700

Municipal Water & Wastewater Services

6 mo. '18 Revenues = \$147,500 6 mo. '17 Revenues = \$133,600

Municipal Tap Fee Revenues

6 mo. '18 Revenues = \$49,900 6 mo. '17 Revenues = \$27,900

O&G Royalties on Sky Ranch Property; 2 wells

6 mo. '18 Revenues = \$91,500 6 mo. '17 Revenues = \$139,400 79% Increase

10% Increase

621% Increase

34% Decrease



# **Summarized Balance Sheet**

	February 28, 2018		August 31, 2017		\$ Change
Assets					
Cash, cash equivalents and marketable securities	\$	20,220,223	\$	25,631,168	\$(5,410,945
Other current assets		2,595,585		1,493,114	1,102,471
Total current assets		22,815,808		27,124,282	(4,308,474
Long-term investments		1,427,663		187,975	1,239,688
Investments in water and water systems, net		34,907,176		34,575,713	331,463
Land and mineral interests		7,353,690		6,248,371	1,105,319
Other long-term assets		3,360,435		1,651,231	1,709,204
Total assets	\$	69,864,772	\$	69,787,572	\$ 77,200
Liabilities and Shareholders' Equity					
Current liabilities	\$	608,595	\$	940,227	\$ (331,632
Other long-term liabilities		428,181		1,341,246	(913,065
Total liabilities		1,036,776		2,281,473	(1,244,697
Total shareholders' equity		68,827,996		67,506,099	1,321,897
Total liabilities and shareholders' equity	\$	69,864,772	\$	69,787,572	\$ 77,200

Please refer to our Report on Form 10Q filed on April 6, 2018 for additional information regarding our financial position



## **Summarized Statement of Operations**

	_			
For the Six Mo	onths Ended Febru	ary 28,		
	2018	2017	\$ Change	% Change
Industrial water used for fracking	\$1,599,344	\$ 221,728	\$1,377,616	621%
Water & wastewater	147,482	133,587	13,895	10%
Water tap fees	49,948	27,901	22,047	79%
Other	58,019	52,961	5,058	10%
Total Revenues	1,854,793	436,177	1,418,616	325%
Cost of revenues	(644,011)	(314,187)	(329,824)	105%
Gross margin	1,210,782	121,990	1,088,792	893%
Operating expenses:				
General and administrative	(1,180,608)	(892,787)	(287,821)	32%
Other	(244,577)	(148,255)	(96,322)	65%
Loss from operations	(214,403)	(919,052)	704,649	(77%)
Other (expenses) income:				
Oil and gas royalties and lease income, net	114,762	150,668	(35,906)	(24%)
Other income	(5,203)	(5,215)	12	(0%)
Interest income	106,974	139,665	(32,691)	(23%)
Net income (loss) from continuing operations	2,130	(633,934)	636,064	100%
Net income (loss) from discontinued operations	1,421	(21,329)	22,750	107%
Net income (loss) before taxes	3,551	(655,263)	658,814	101%
Taxes			_	0%
Net income (loss) after taxes	\$ 3,551	\$(655,263)	\$ 658,814	101%
Income (loss) per share	*	\$ (0.03)	\$ 0.03	100%

<sup>\*</sup> Denotes less than \$0.01 per share

Please refer to our Report on Form 10Q filed on April 6, 2018 for additional information regarding our operating results.



### **General Information**

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"PCYO" traded on the NASDAQ Capital Market

23.76 million