



Annual General Meeting

3rd May 2019

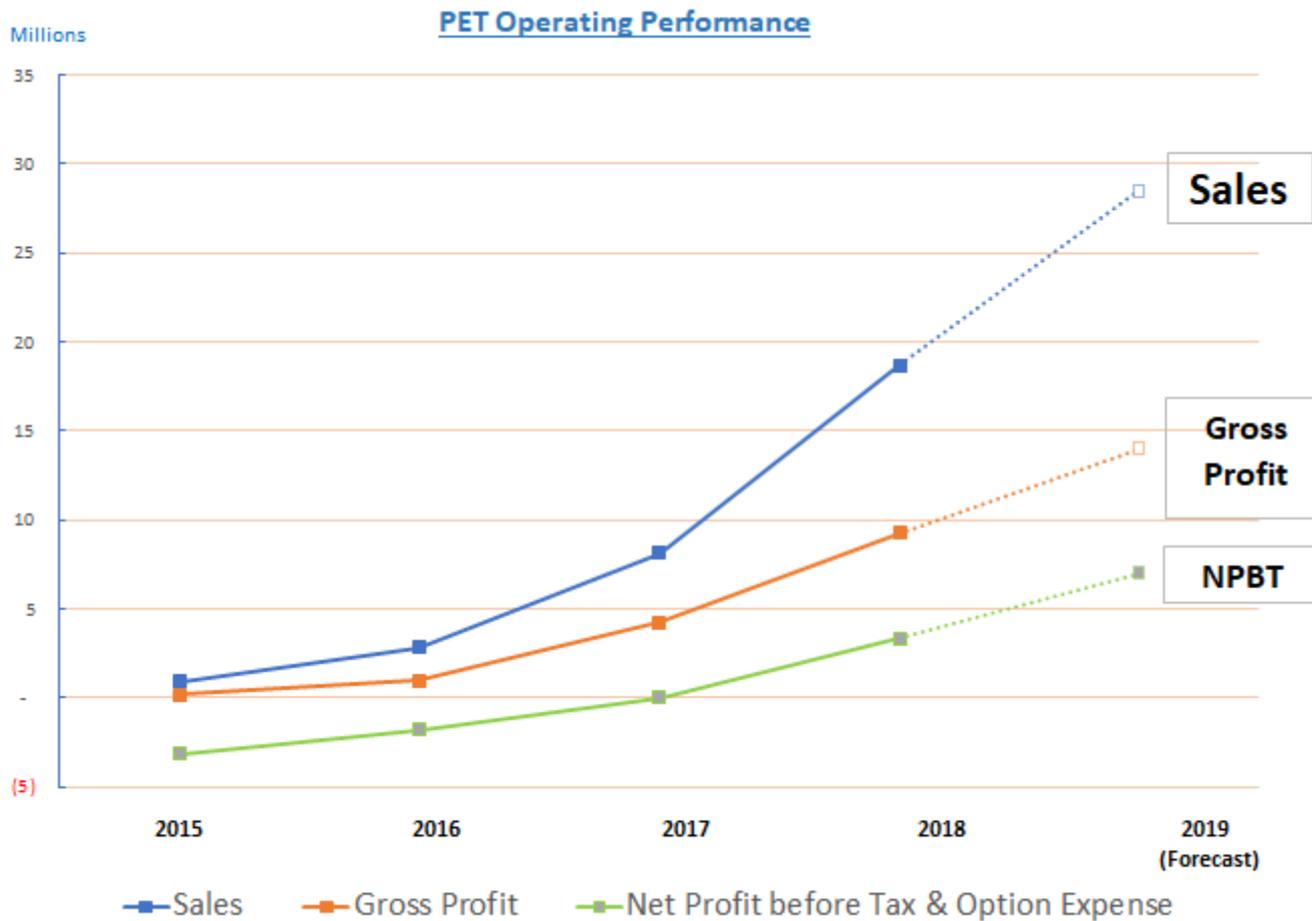
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PET Operating Performance



Financial Summary

- FY 2018 Revenue **\$18.7m**
- NPBT **\$3.5m***
 - * excludes non cash accounting effect of May 2017 option issue

Strong Operating Margins: > 50% Gross Profit

Cashflow from Operations (January-March 2019): \$6.0m

- FY2019 Forecast Revenue **\$27m-\$30m**
- NPBT **\$6m-8m***

Strong Balance Sheet:

- **A\$12m** in cash
- Receivables/Work in Progress/Inventory of **\$15m**;
- Debt Free;
- Net Assets approx **\$27m**

\$2.1m receivable from Performance Options

Future Financial Performance – Key Drivers



- 1. Increased New Sales in China & International**
=> **Comprehensive Solutions – products; scientific and engineering solutions**
- 1. Re-occurring Income: Increased Maintenance Revenue**
- 2. Repeat Customers: Over 60% of projects have had repeat (top up or large) applications**
- 4. Maintain High Gross Profit Margins**
- 5. Expense Control**
- 6. Tax Planning**

Beijing Canals & Rivers

\$8-10m initial contract; Maintenance revenue over next 18 years - \$20-40m



Wetland Projects in Beijing – over \$20m project

Delivered 130,000 tons of Materials for Construction; GeoTextile cover



Delivery of Zeolites



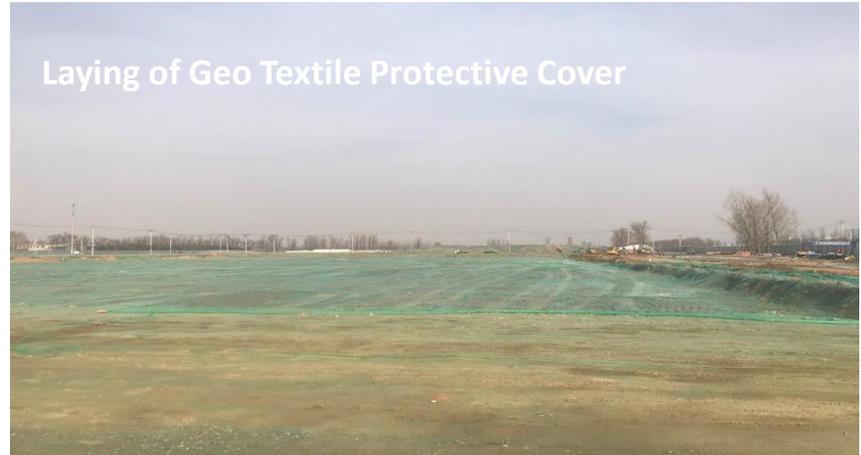
Delivery of Volcanic Materials



Site Preparation



Laying of Geo Textile Protective Cover



Recent International Projects



Major PET Project Areas



Major New Project Areas – South China Lakes

Nine Highly polluted Lakes; Government funded projects



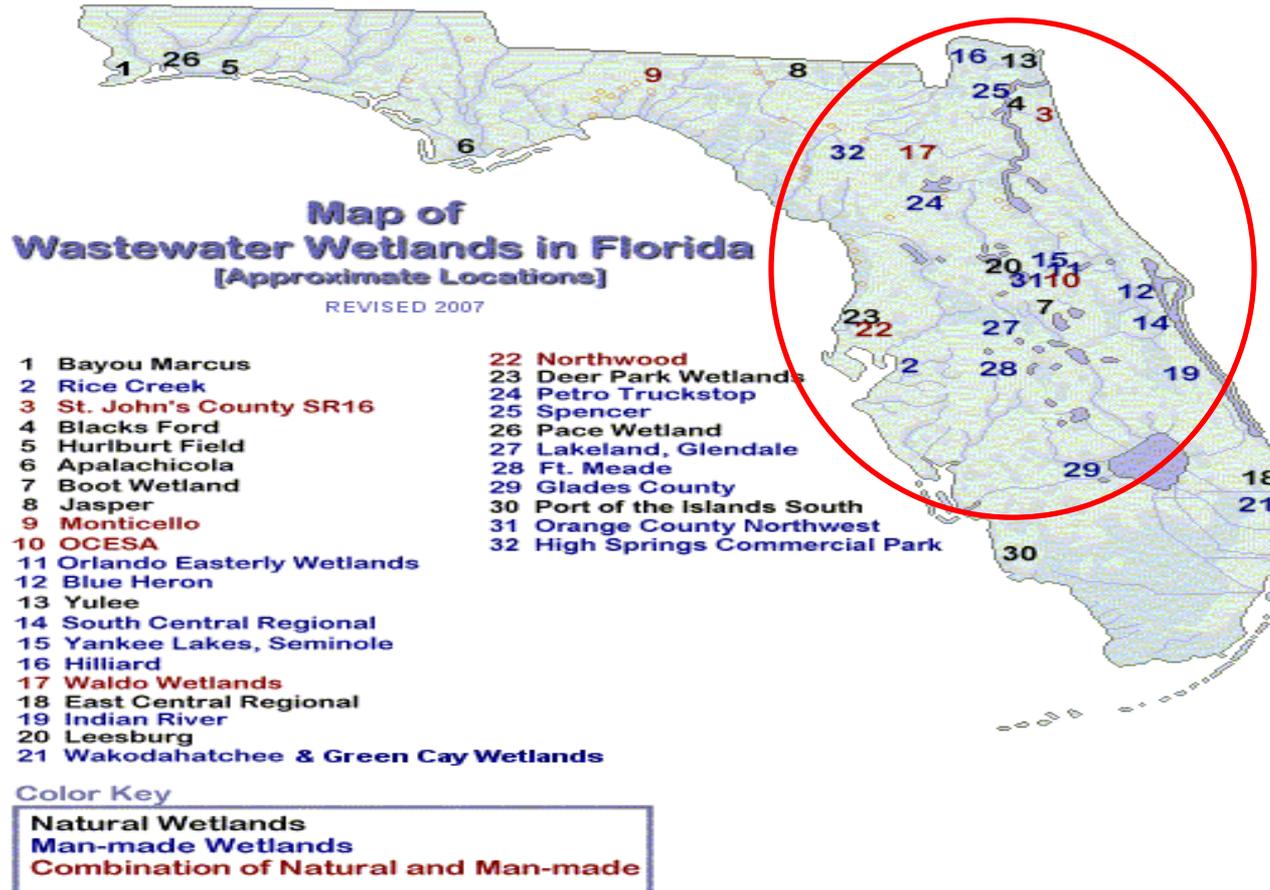
Recent Applications - US Wetland/ Everglades Trial

Huge Potential; Phoslock to absorb Phosphorus before entering Everglades



Florida Wetland Areas

Over 30 separate large wetlands in Florida



Increasing number of Drinking Water Reservoir Projects

Recent Breakthrough Application



World Bank/ Govt Agency - Drinking Water Projects

Working on a number of large Drinking Water Projects



New Products/ R&D Projects



ESG – Environmental, Social and Governance

Environmental Friendly product that locks up Phosphorus Safely and Permanently

- Invented by CSIRO (Australian Govt Science Organisation) in 1990's;
- **Environmental Friendly**; safe for human and fish & aquatic plants;
- **Internationally Certified** for use in Drinking Water Reservoirs;
- Manufactured in **ISO Compliant** modern factory to strictest Quality Control;
- Supply Chain - audited by our major accreditation agencies

=> **CLEAN, GREEN, ENVIRONMENTAL FRIENDLY PRODUCT**

- **Ethical Investment – PET ticks all the boxes**



Investor Relations

High Sales Growth Rate; Diversified Business; Debt Free; Cash & Liquid Assets of \$27m

Market Cap > \$200m; liquidity has improved significantly

PET is now an attractive investment for Institutional Investors; **ESC and Ethical Investment**

Board/ Senior Management > 156m shares (29%)

MEMBER OF ASX ALL ORDINARIES INDEX

ASX LISTED GREEN COMPANY

(only 42 companies on the ASX Green Company list)



Phoslock ENV Tec Limited (PET)

20mins delayed

\$0.415

Closed - 02/05

▼ **0.02 (4.60%)**

Movement

\$0.285  \$0.48

52 Week Range

43.10%

1 Year Return

Phoslock ENV Tec Limited Chart

Intraday 1m 3m 6m 1yr 5yr 10yr



 All Ords Show News Mov Avgs Vol RSI BB

Price **\$0.415** Prev. Close **0.435** 52w Range **0.285 - 0.48**

Questions





ASX Code – PET

PET is included in the ASX All Ordinaries Index

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