

# Phoslock Water Solutions Limited

ABN 88 099 555 290



Phoslock Water Solutions Ltd.

**Annual General Meeting**

**27<sup>th</sup> November 2014**



**Phoslock Water Solutions Limited**

## **Chairman's Comments**



**Resolution 1**

**Adoption of Remuneration Report**

**Resolution 2**

**Election of Mr Laurence Freedman AM as a Director**

**Resolution 3**

**Issue of Convertible Notes to Link Traders (Aust) Pty Ltd**

**Resolution 4**

**Issue of Convertible Notes to Sail Ahead Pty Ltd**

**Resolution 5**

**Issue of Further Convertible Notes to Sail Ahead Pty Ltd**



**Phoslock Water Solutions Limited**

# **Managing Director's Presentation**

# PHOSLOCK®

Phoslock Water Solutions Ltd.



Product Development



The Stewards of Water

PRIMET

ISO: 9001 certified



Over 250 applications in 20 countries



# 2014 in Review

**Sales & other Revenue - \$1.5m**

**Completed 22 commercial applications – 7 applications were for “repeat” customers**

**51% of revenue from North America; 36% from Europe/UK**

- **Broad range of US and Canadian applications**
- **Successful Strathclyde application for Glasgow Comm Games**

**Significant work undertaken on a number of Large Projects (\$2m-\$100M +)**

- **Decisions on three Large Projects very close**

**Pipeline of 40 separate projects each > \$50,000**

- **4 Australia; 17 Europe UK; 13 North America; 4 Asia; 2 Americas**
- **In addition 10 very Large Projects**

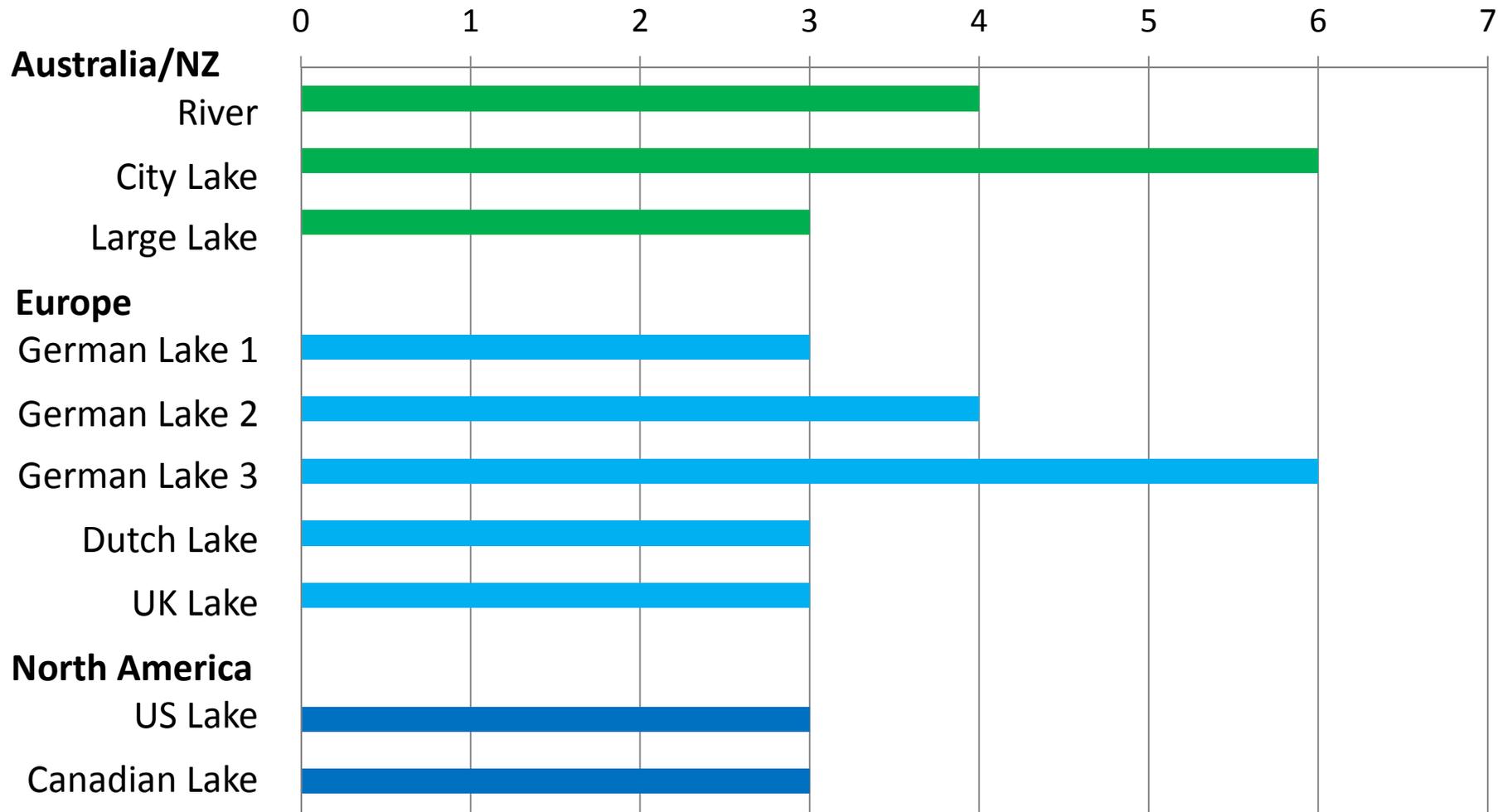
**Manufacturing – move to new facility which is ISO: 9001 accredited; lower COGS**

**Websites – four separate Phoslock websites in seven languages**

**25 Peer Reviewed Technical papers now published on Phoslock**



# Multiple Phoslock Applications (3 or More)



# Various 2014 Applications



# Lake Trials Asian Reservoir



Pre-treatment



Phoslock + 30 days



Phoslock + 70 days

**PHOSLOCK**<sup>®</sup>

# Large Projects

- Large Projects are \$2-\$100 million plus
- Ten Large Projects at varying stages of progress
- Three of the Large Projects are at “decision to proceed” stage in late 2014/2015
- 2-3 years of preparation on these projects
- Other Large Projects require ongoing work in 2015 including smaller in lake trials
- Building blocks for success on Large Projects
  - Completed applications, excellent results, technical reports, customer endorsement, government and water authority support, project funding



# Outlook for 2015

- **Decisions imminent on 3 large projects in Asia & Sth America  
=> 2-3 years of preparation on these projects**
- **Europe & UK – 4 to 6 medium/large applications scheduled**
- **United States – building on customer base already established**
- **Canada - several medium/large applications scheduled**
- **Australia – a number of annual “top-up” applications**
- **Technical Papers – further peer reviewed technical papers to be published during the year**

# Capital Structure

<b>Company Name:</b>	<b>Phoslock Water Solutions Limited</b>
<b>ASX Code:</b>	<b>PHK</b>
<b>Current Price:</b>	<b>4.6 cents*</b>
<b>Trading range: (last 12 months)</b>	<b>2.5 – 8.3 cents</b>
<b>Total Issued Shares:</b>	<b>239.6 million</b>
<b>Total Issued Options:</b>	<b>21.1 million</b>
<b>Market Capitalisation:</b>	<b>A\$11.0 million</b>

**\* Share Price at close of business on 25<sup>th</sup> November, 2014**



# Major Shareholders

## Major Shareholders of Ordinary Shares \*

Link Traders Pty Ltd	Investor/Chairman	17.2%
Clucas Family Holdings	Investor	5.8%
Newest Pty Ltd	Investor	4.6%
Ludgate Environmental Fund	UK Institutional Investor	4.2%
Sail Ahead Pty Ltd	Managing Director	3.3%

Current Directors and Executives – Ordinary Shares 22%

Top 20 Shareholders aggregate holding 56%

Institutional Shareholding (approx) 7%

Total number of Shareholders (approx) 1,160

\* Shareholders as at 25<sup>th</sup> November 2014



# Phoslock Contact Details

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ASX Ticker: PHK



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**Questions**