



27 MAY 2022

# Annual General Meeting 2022

World leaders in water remediation



Driving sustainable growth

# Disclaimer

Statements contained in this presentation, particularly those regarding possible or assumed future performance, estimated company earnings, potential growth of the company, industry growth or other trend projections are or may be forward looking statements. Such statements relate to future events and expectations and therefore involve unknown risks and uncertainties. Actual results may differ materially from those expressed or implied by these forward looking statements.





# Mr David Krasnostein AM

Chairman

# Items of Business

1. Consideration of the 2021 Annual Report of the Company
2. Resolution 1: Adoption of the Company's Remuneration Report
3. Resolution 2: Re-election of Ms Brenda Shanahan AO as a Director of the Company
4. Resolution 3: Resolution to hold a meeting for fresh election of Directors
5. Other business, should there be any



# How to vote

When the poll is open, select the **vote icon** at the top of the screen

To vote, select either **For, Against or Abstain**

You will see a **vote confirmation**

To change or cancel your vote “**click here to change your vote**” at any time until the poll is closed

The screenshot displays a web interface for a virtual meeting. At the top, there are four navigation tabs: 'Broadcast', 'Vote', 'Q & A', and 'Documents'. The 'Vote' tab is currently selected and highlighted with a purple underline. Below the tabs is a grey header box labeled 'Items of Business'. The first item is '1. Consideration of the 2021 Annual Report of the company', with three buttons below it: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2. Adoption of the Company's Remuneration Report (Resolution 1)'. At the bottom of the screen, a green checkmark icon is displayed above the text: 'We have received your vote For' and a link that says 'Click here to change your vote.'.





# Proxies before meeting

Securities On Issue	624,390,509
Valid Securities Voted (For, Against, Open Usable, Open Conditional)	120,074,299
Valid Securities Voted (%)	19.23
Total Securityholders Cast	629

Resolution		For	Against	Open Board	Open Non-Board	Abstain	Excluded
1 Remuneration Report	<i>Voted % of all securities</i>	75,547,304 62.92 12.10	19,529,712 16.26 3.13	18,707,624 15.58 3.00	6,289,659 5.24 1.01	1,190,031 N/A 0.19	105,915,922 N/A 16.96
2 Re-elect Ms B Shanahan AO	<i>Voted % of all securities</i>	143,541,074 63.32 22.99	58,188,030 25.67 9.32	18,691,256 8.24 2.99	6,289,659 2.77 1.01	470,233 N/A 0.08	0 N/A 0.00
3 Spill Meeting	<i>Voted % of all securities</i>	36,895,796 30.70 5.91	57,699,527 48.01 9.24	19,299,407 16.06 3.09	6,289,659 5.23 1.01	1,079,941 N/A 0.17	105,915,922 N/A 16.96

Please note: Voting forms have been recorded and audited. The figures above can now be regarded as final.

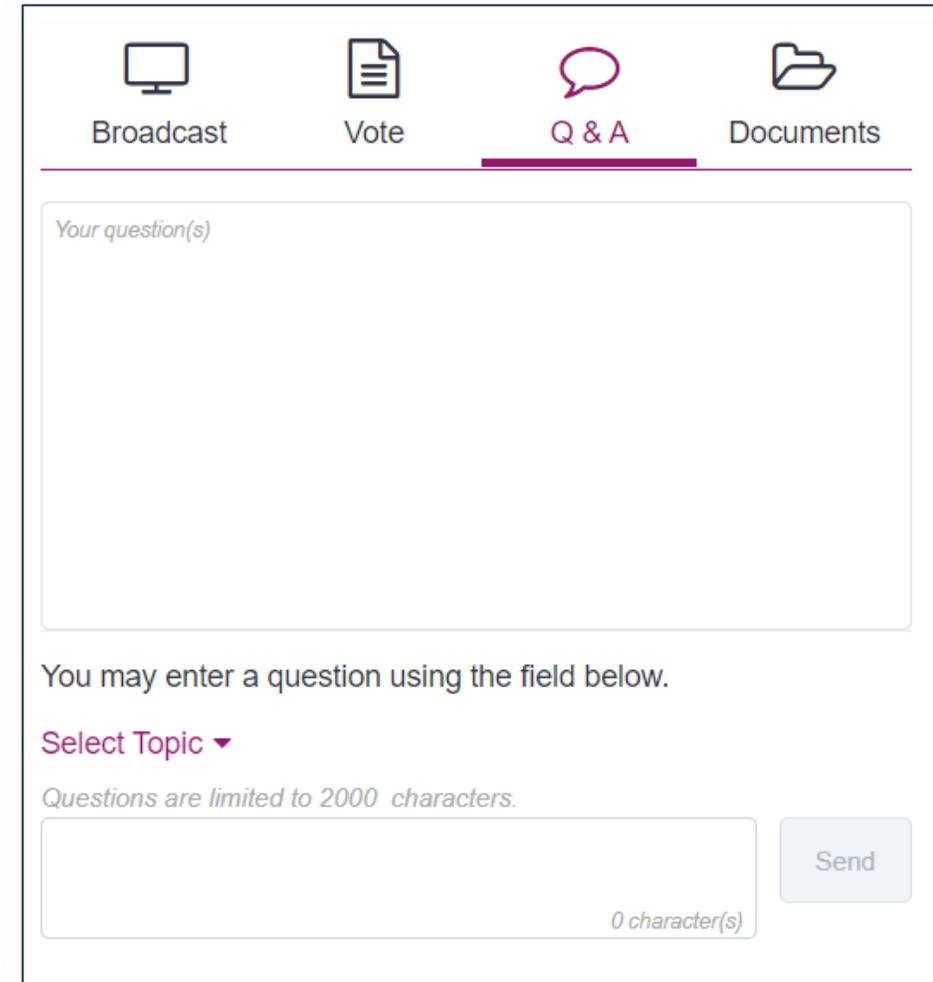
# How to ask a question

To ask a written question select the **Q & A icon**

Select the **topic** your question relates to from the drop-down list

Type your question in the text box and **press the send** button

To ask a verbal question follow the instructions below the **broadcast window**.



The screenshot shows a meeting interface with four tabs: Broadcast, Vote, Q & A, and Documents. The Q & A tab is selected and highlighted with a purple underline. Below the tabs is a large text input area labeled "Your question(s)". Below this is a smaller text input area with a "Send" button to its right. The "Send" button is currently disabled. Below the "Send" button, the text "0 character(s)" is displayed. Above the "Send" button, the text "Questions are limited to 2000 characters." is displayed. Above the "Send" button, the text "Select Topic" is displayed with a downward arrow.





# Mr David Krasnostein AM

Chairman



# Mr Lachlan McKinnon

Managing Director / CEO

# Today's topics



2021 Performance

Reviews update

Outlook for the  
company



# 2021 Performance

Rebuilding and dealing with legacy issues

Headwinds – COVID and government focus

Financial results – headline

Revenues	\$6.3 million
Gross Profit	\$3.6 million
NPAT	(\$3.9 million)
Cash on hand (end Dec)	\$23.0 million

Cost management



# Regional update 2021 review



## Canada

Frustrating regulatory position  
Strong projects available

## USA

Disappointing sales result  
Change distribution set up  
Florida development positive

## South America

Solid year in Brazil – continuing projects and new developments  
Development of Ecuador  
Uruguay Agent appointment – sales late 2021 / early 2022

## Europe

Excellent progress with multiple treatments in many geographies  
Highlight Kralingse Plas  
Development of water utilities relationship

## China

Business reset  
Disappointing sales result  
Go to market channel changes  
Continued challenges with payments

## Australia & NZ

Several completed projects in AU – QLD & WA  
COVID delayed NZ project until mid 2022

# Growth Strategy Key Drivers

Customer &  
Commercial



Manufacturing  
& Supply Chain



Research &  
Development



People,  
Performance &  
Culture





# Strengthen commercial platform

Building sales teams and distribution arrangements in key target regions

Travel restrictions easing, allowing important in-market access for sales and management teams

Pipeline of new product and service offerings, with a strong commercial emphasis



# Focused R&D program



## Flowing Water Developments

### **Core**

Enhance Phoslock effectiveness, affordability and ease of use to expand to new or underserved markets

### **Transformative**

Enable phosphorus and other nutrients to be removed from flowing water

### **Adjacent**

Cross-sell products and services that address key customer pain points

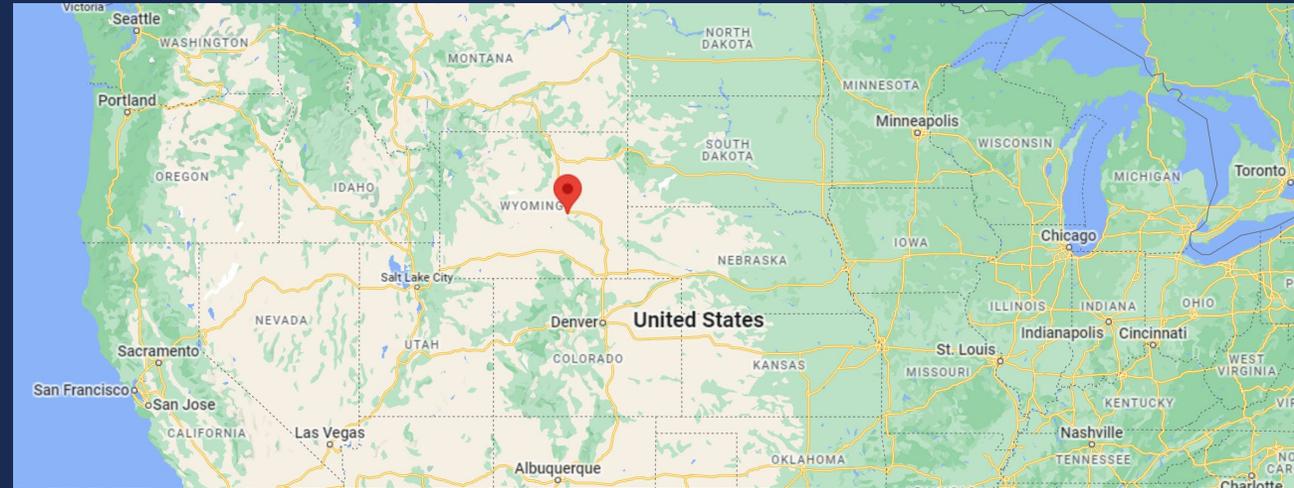




# Manufacturing & Supply Chain

Casper in Wyoming, USA preferred location for second manufacturing plant

Investment to improve China plant capacity





# People, Performance & Culture

Clear aspiration +  
Diverse capability + = Unlocked potential  
Networked culture

Our culture invites people to **Care, Collaborate** and be **Courageous**



# Outlook & 2022 focus

Challenge in 2022 to rebuild sales pipeline and continue strategy execution, with focus on cost control

Positive projects and leads for sales growth

Large and growing market potential

New products adding multi-dimensional opportunities

## Canada

Continue regulatory process

Project development & management

## USA

Focus on distribution networks, orders already flowing

Large lake development  
Sales Resources

## South America

Continue existing projects with new opportunities emerging in Brazil

Expand Uruguay

## Europe

Leverage off KP and solid Western Europe pipeline

Projects in Scandinavia

Distribution and Water Utilities

## China

Embed new sales model

Modest sales growth

Secure payments

## Australia & NZ

Focus on existing Australian projects, and repeat business

Expanded resources and efforts in NZ, leveraging off Auckland





# Mr David Krasnostein AM

Chairman

# Resolutions



- Item 2** Adoption of the Company's Remuneration Report (Resolution 1) – advisory resolution only
- Item 3** Re-election of Ms Brenda Shanahan AO as a Director of the Company (Resolution 2)
- Item 4** Resolution to hold a meeting for fresh election of Directors (Resolution 3) – conditional resolution



# Mr Barry Sechos

Non Executive Director  
Chair of Remuneration and Benefits



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Thank you!





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