

Phoslock Water Solutions Limited

ABN 88 099 555 290



Phoslock Water Solutions Ltd.

Annual General Meeting

23rd November 2011



Resolution 2

Adoption of Remuneration Report

For	17,586,606
Against	36,000
Abstain	0

**KMP's* unable to vote
on this Resolution 46,922,154**

***KMP = Key Management Personal**



Resolution 3 (a)

Election of Hon. Pam Allan as Director

For	64,579,760
Against	0
Abstain	0



Phoslock Water Solutions Limited

Chairman's Comments

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Focus on Sales

- Key markets - North America, Western Europe, Australia
- Reduce conversion period of Sales

Obtain highest levels of independent product verification

- North American Drinking Water certification

Improved Shareholder communication

- New website – currently being finalised
- Investor Communication – pitched at three levels – scientific; technical; lay person





Phoslock Water Solutions Limited

Managing Director's Presentation

Phoslock Investment Highlights

“Phoslock” the Product

- Full patent and trademark protection in major countries
- Developed by the CSIRO
- North American Drinking Water certified – NSF/ANSI 60
- Commercially available – 6 years; proven performance; case studies; major licences

Key Markets

- Strong sales team in Europe & UK – 34 lake applications
- SePRO nationwide coverage of United States
- Major progress in Canada – Holland River application
- Other major areas – parts of Asia & Australia
- Aquaculture – Australia and Asia

Manufacturing

- Phoslock manufactured at dedicated plant in Kunming, China
- China factory certified by WQA audit for Drinking Water approval

Financial

- Listed on ASX with market capitalisation of A\$12M
- Debt free; A\$2.5M – cash, stock, debtors
- Top 20 shareholders hold 53% of stock; 1,220 shareholders



North American Drinking Water Approval

- Phoslock received certification for use in Drinking Water
- Certification is NSF/ANSI 60 – international recognised
- US EPA, Health Canada, all US state's and all Canadian provinces rely on and accept ANSI certification



PHOSLOCK®

Europe and UK

- Joint venture (60%/40%) with IDN performing very well.
 - 34 lakes treated since 2007
 - 6 lakes treated year to date in Germany, Holland, UK
 - Work continues on Varese in Italy
- Significant pipeline of major (>1,000 tons) and large (100-1,000 tons)
 - Expect some projects to commit over next 12 months
 - Developing new markets in Finland, Denmark and Sweden
- Building blocks for sustained success
 - Completed applications, excellent results, technical reports, customer endorsement, government and water authority support



Lake Varese Project

- Extensive scoping study by Varese Authority of different technologies
- 18 month in-lake mesocosm trial between 2008-10
- Objectives of trial were achieved
 - reduced phosphorus in water column
 - phosphorus from sediment stopped
 - no negatives effects on ecosystem
- Currently working with Varese Authority and stakeholders on approval process



United States

- Signed US distribution agreement with SePRO in January 2011
- Forecast sales of 200 tons for 2011 and 500 tons for 2012
- Additional sales from pre-existing agreements in California and Florida
- SePRO has national US coverage via its 160 authorised applicator company network
- Significant work undertaken educating authorised applicator group on Phoslock
- Sales pipeline for 2012 and 2013 is building strongly



PHOSLOCK®



Vision. Science. Solutions.

Water Resource
Management Solutions



PHOSLOCK®

Phosphorus Locking Technology

Remove
Phosphorus.
Restore
Water Quality.



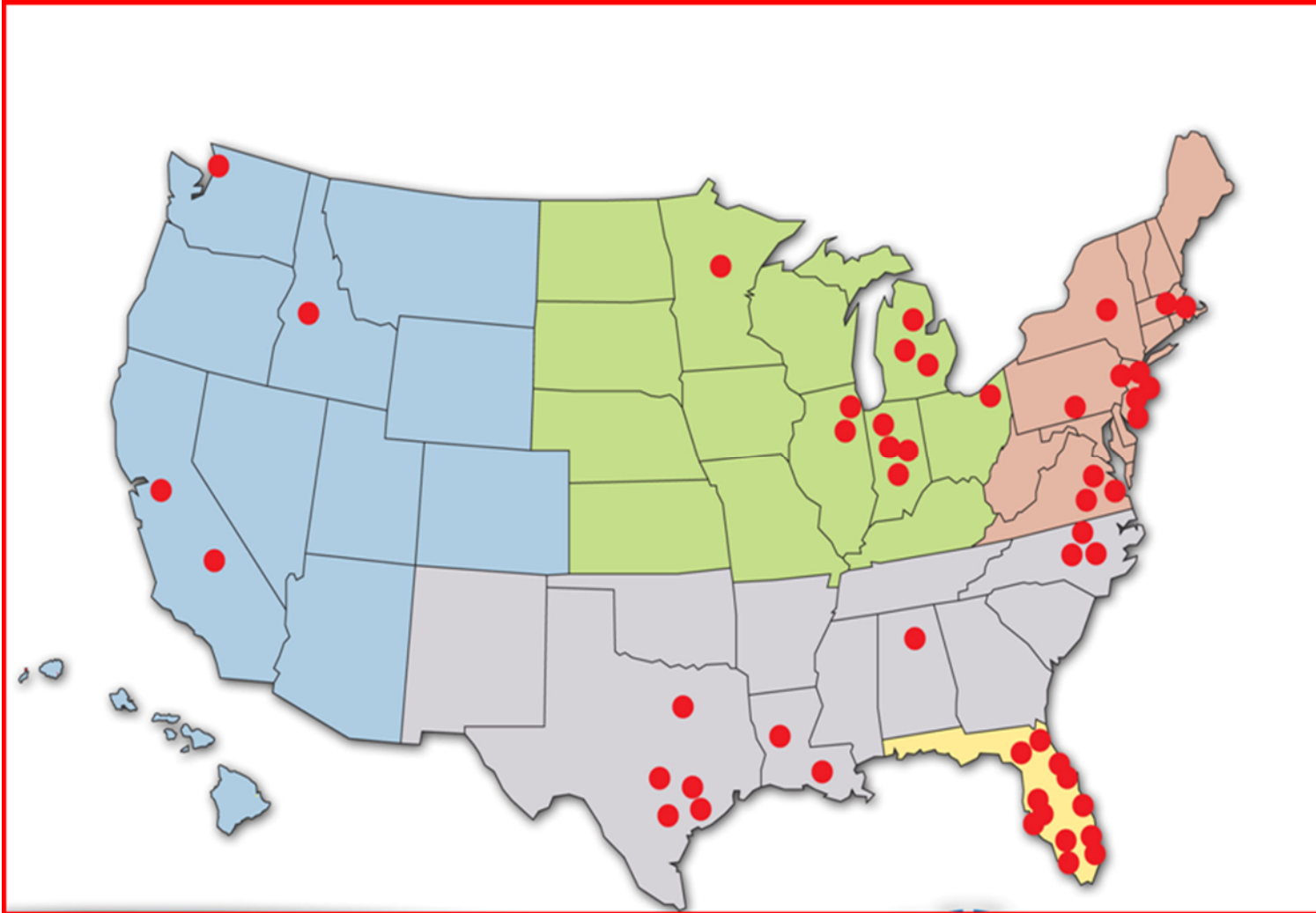
SeSCRIPT® Analysis

Algae & Water Quality
Analytical Services



PHOSLOCK®

SePRO's American Distribution - 2011



Canada

- Significant resources committed to developing Canadian market.
- Major application to Holland River (80 tons) in September 2011 for Lake Simcoe Authority
- A number of projects in advanced stages with LSRCA, other Ontario lake authorities, other Canadian provinces
- Focus on urban stormwater projects



Canada – Holland River Application



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Australia

- Undertaken over 80 projects around Australia since 2004
- Phoslock viewed as remediation product and BGA prevention in this market
- A number of repeat applications – Perth CBD Lakes, River Torrens, Canning River, waste water holding storages, recreational water bodies
- Recent Drinking Water approval will assist in development of Australian market



Outlook for 2012

- **Major business uplift as a result of North American Drinking Water certification**
- **United States – major increase in sales in this market expected**
- **Canada - several medium/large applications scheduled**
- **Europe & UK – 4 to 6 medium/large applications scheduled**
- **Lake Varese project – decision expected**
- **Australia – further development of business**
- **Asia – selected applications**

Capital Structure

Company Name:	Phoslock Water Solutions Limited
ASX Code:	PHK
Current Price:	5.7 cents*
Trading range: (last 12 months)	5.1 – 12.5 cents
Total Issued Shares:	212.9 million
Total Issued Options:	0.15 million **
 Market Capitalisation:	 A\$12.1 million

* Price on 21st November 2011

** Exercise price of 15c; expiring September 2012.

PWS is debt free



Major Shareholders

Major Shareholders of Ordinary Shares *

Link Traders Pty Ltd	Investor	17.7%
Newest Pty Ltd	Investor	5.1%
Ludgate Environmental Fund	UK Institutional Investor	4.3%

Current Directors and Executives – Ordinary Shares	22%
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Top 20 Shareholders aggregate holding	53%
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Institutional Shareholding (approx)	7%
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Total number of Shareholders (approx)	1,220
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* Shareholders as at 21st November 2011

Phoslock Contact Details

**Phoslock Water Solutions Ltd
Level 3
110 Pacific Highway
St Leonards
Sydney, Australia**

**PO Box 521
St Leonards
NSW 1640**

**Tel: +61 2 9439 7715
Fax: +61 2 9460 8973**

**Email: enquiries@phoslock.com.au
www.phoslock.com.au + www.phoslock.eu**

ASX Ticker: PHK



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Questions