



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.





A wide-angle photograph of a calm lake or river. The water is dark and reflects the surrounding trees and the overcast sky. On the left bank, there are trees with green and yellowing leaves. On the right bank, there are larger trees with green foliage. A white rectangular frame is superimposed over the middle of the image, containing the text 'Mr David Krasnostein AM' and 'Chairman' below it.

# 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 2022 Annual General Meeting. At the top, there are four navigation icons: a monitor for 'Broadcast', a document with a red '1' for 'Vote' (which is the active tab), a speech bubble for 'Q & A', and a folder for 'Documents'. Below the navigation bar is a grey header titled 'Items of Business'. The first item is '1. Consideration of the 2021 Annual Report of the company', followed by three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2. Adoption of the Company's Remuneration Report (Resolution 1)'. At the bottom, a green checkmark icon is shown above the text 'We have received your vote For' and a link '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</i> % <i>% 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</i> % <i>% 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</i> % <i>% 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.



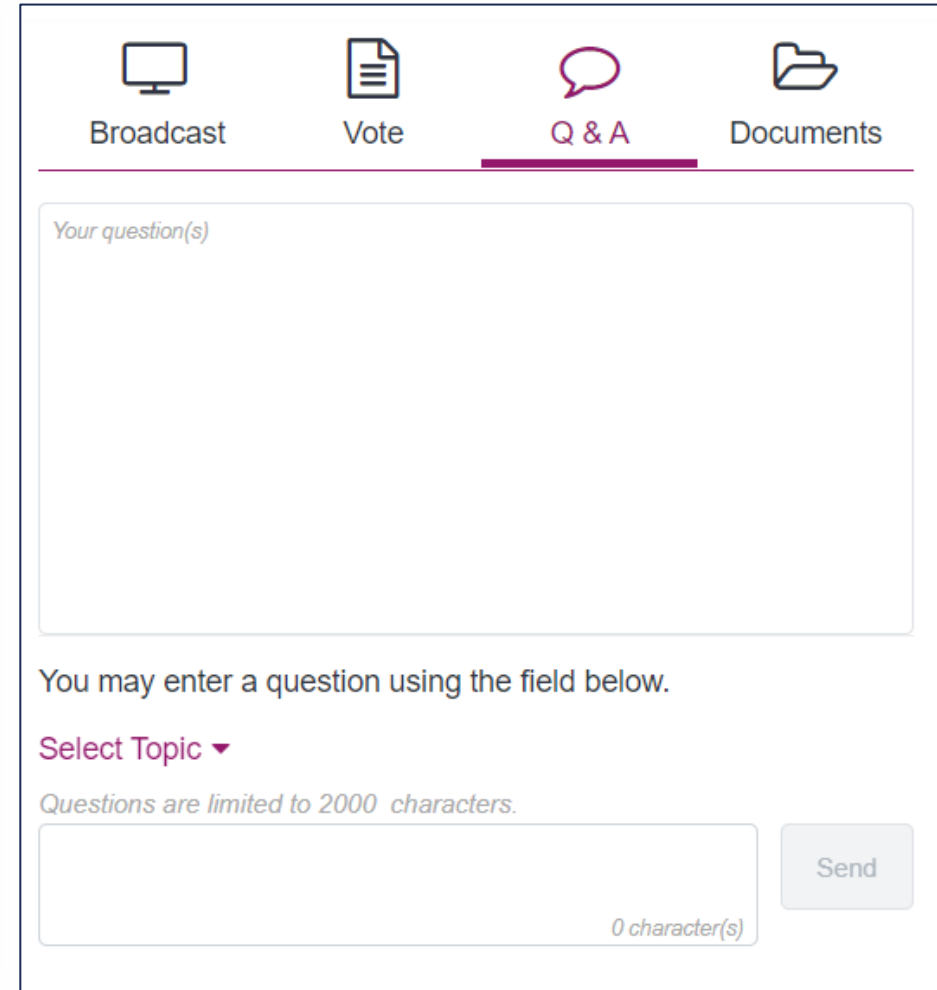
# How to ask a question

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 displays a user interface with four tabs: 'Broadcast' (monitor icon), 'Vote' (document icon), 'Q & A' (speech bubble icon, currently selected), and 'Documents' (folder icon). Below the tabs is a large text area labeled 'Your question(s)'. Underneath this is a smaller text box with a 'Send' button. Above the 'Send' button is a dropdown menu labeled 'Select Topic' and a character count '0 character(s)'. A note states 'Questions are limited to 2000 characters.'





# 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

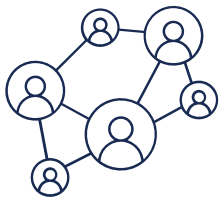




# People, Performance & Culture

Clear aspiration +  
Diverse capability + = Unlocked  
Networked culture potential

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





# 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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