



23 MAY 2023

# Annual General Meeting 2023

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 2022 Annual Report of the Company
2. Resolution 1: Adoption of the Company's Remuneration Report
3. Resolution 2: Re-election of Mr Barry Sechos as a Director of the Company
4. 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

 Broadcast


 Vote

 Q & A

 Documents

Items of Business

1 Adoption of Remuneration Report - advisory resolution only



We have received your vote **For**  
[Click here to change your vote.](#)

2 Re-election of Mr Barry Sechos as a Director of the Company

FOR

AGAINST

ABSTAIN

[Review your votes](#)



# Proxies before meeting

Securities On Issue	624,390,509
Valid Securities Voted (For, Against, Open Usable, Open Conditional)	51,193,907
Valid Securities Voted (%)	8.20
Total Securityholders Cast	182

Resolution		For	Against	Open Board	Open Non-Board	Abstain	Excluded
1 Remuneration Report	<i>Voted</i>	33,297,619	17,211,888	609,659	74,741	98,782	71,035,280
	<i>%</i>	65.04	33.62	1.19	0.15	N/A	N/A
	<i>% of all securities</i>	5.33	2.76	0.10	0.01	0.02	11.38
2 Re-elect Mr Barry Sechos	<i>Voted</i>	116,222,576	5,032,844	604,619	74,741	393,189	0
	<i>%</i>	95.31	4.13	0.50	0.06	N/A	N/A
	<i>% of all securities</i>	18.61	0.81	0.10	0.01	0.06	0.00

**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**.

  
Broadcast

  
Vote

  
Q & A

  
Documents

Your question(s)

You may enter a question using the field below.

Select Topic ▼

Questions are limited to 2000 characters.

0 character(s)

Send





# Mr David Krasnostein AM

Chairman





# Mr Lachlan McKinnon

Managing Director / CEO





# Today's topics



2022 Performance

Growth Strategy

Outlook for the  
company



# 2022 Performance

Key financial results	12 months to 31 December 2022	12 months to 31 December 2021
Revenues	\$3.0 million	\$6.3 million
Gross Profit	\$1.4 million	\$3.6 million
Underlying EBIT <sup>1</sup>	(\$9.1 million)	(\$7.9 million)
NPAT <sup>2</sup>	(\$11.2 million)	(\$3.9 million)
Net Operating Cash Flow	(\$7.1 million)	(\$6.9 million)

## Key balance sheet metrics

Cash at bank	\$14.5 million	\$23.0 million
Receivables	\$0.7 million	\$2.8 million
Inventory	\$2.4 million	\$3.3 million

1. Underlying EBIT (Earnings before interest and tax) is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit or loss under AAS adjusted for the add back of income tax, finance costs and certain non-cash income and expense items that are deemed to not have an ongoing affect to the underlying performance of the business. The Company believes that presenting Underlying EBIT provides a better understanding of its financial performance by facilitating a more representative comparison of financial performance between financial periods.

2. Net Operating Profit/(Loss) after Tax

## Key Impacts On Full Year Financials



Project delays continue to impact sales

Gross margin lower on increased freight costs

Expenses associated with ongoing legal matters

Restructuring costs to support growth plans and ensure improved risk management and governance standards

Engaged corporate advisors to explore all available options to maximize shareholder value





# Reinforcing our strategy



Diversification of market segments  
delivering new opportunities

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New product & service offerings

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Phoslock now represented across  
all regions

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‘Distribution-led’ go to market  
model







## Focus: accessible, reliable and repeatable business

Large lake projects: unpredictable, 'lumpy', impacted by funding delays and COVID

Phosflow: large new market segment for PET

Larger lake projects: still a target, but difficult to forecast timing

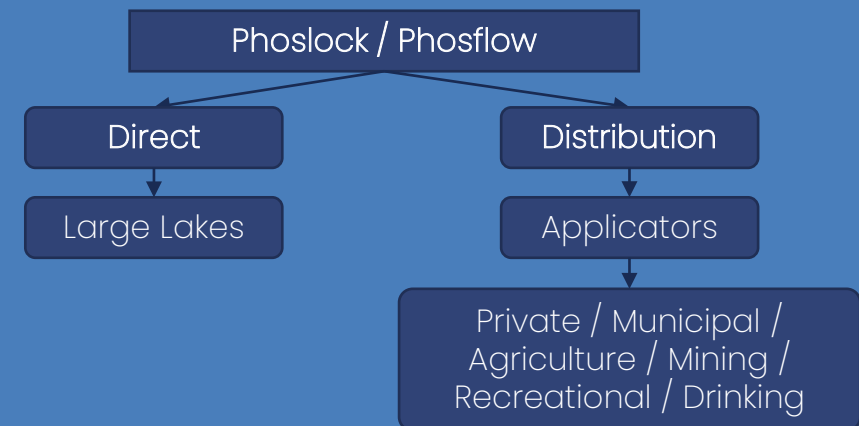
## 'Distribution-led' go-to-market model

'Direct' sales to the 'large lakes and waterbodies' segment

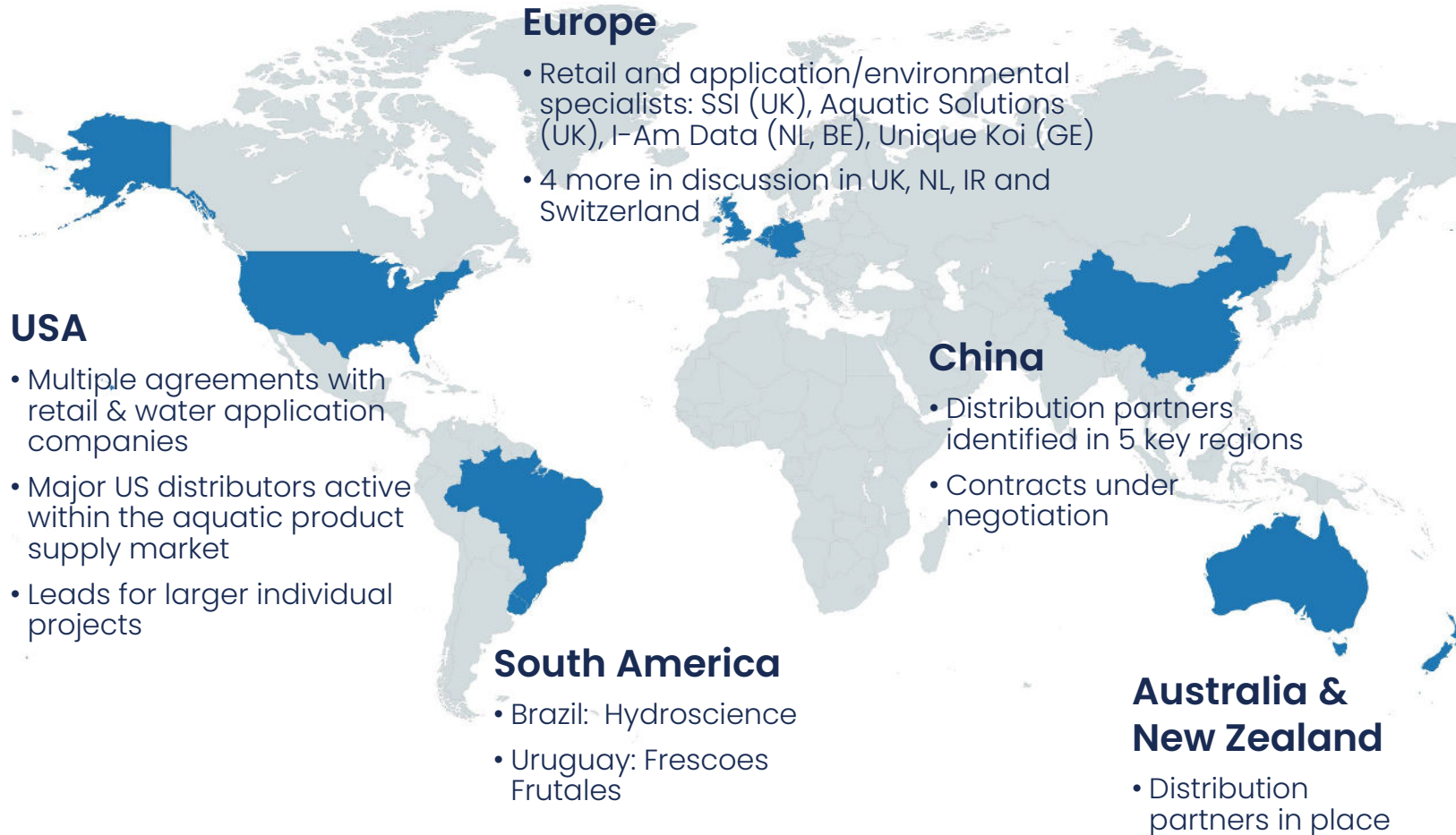
Focus on smaller, but more accessible, reliable and repeatable projects

Smaller drinking water catchments / reservoirs, private waterways, golf courses, recreational water, treatment plants, mining and water reclamation

New model working, part in the US



# Distribution network



Distribution partners to lead the in-country, smaller, repeatable applications of both Phosflow and Phoslock.

Highly networked in their regions, faster access to opportunities.

PET's direct sales team focused on large and more substantial lake projects.





# 2022 Applications Summary



# 2023 ( as mid-May 2023 ) Applications Summary







# New product portfolio

New opportunities for the business

Complete solution to addressing  
flowable water remediation issues

AU, NZ, Europe and USA



# Phosflow





# Focused R&D program

## New product opportunities

Internal research and development program

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## Recent Phoslock studies

Potential to reduce GHG emissions

Can reduce methane by up to 74%

Incentive for government authorities and commercial and industrial customers





# Growth Strategy Key Drivers

Customer &  
Commercial



Manufacturing  
& Supply Chain



Research &  
Development



People,  
Performance &  
Culture





## Manufacturing & Supply Chain

Wyoming Business Council  
grant for second  
manufacturing plant

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Investment to improve  
China plant capacity



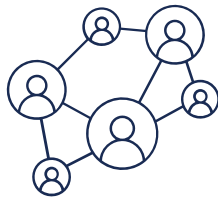




# People, Performance & Culture

Clear aspiration +  
Diverse capability +      =      Unlocked  
Networked culture      potential

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



# PHOSLOCK® Projects Summary



80

Projects in  
pipeline

7

Very  
Large

27

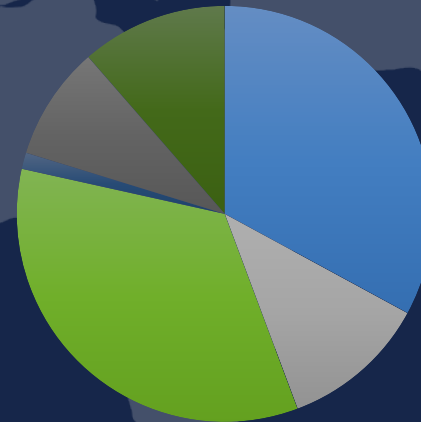
Small

25

Medium

21

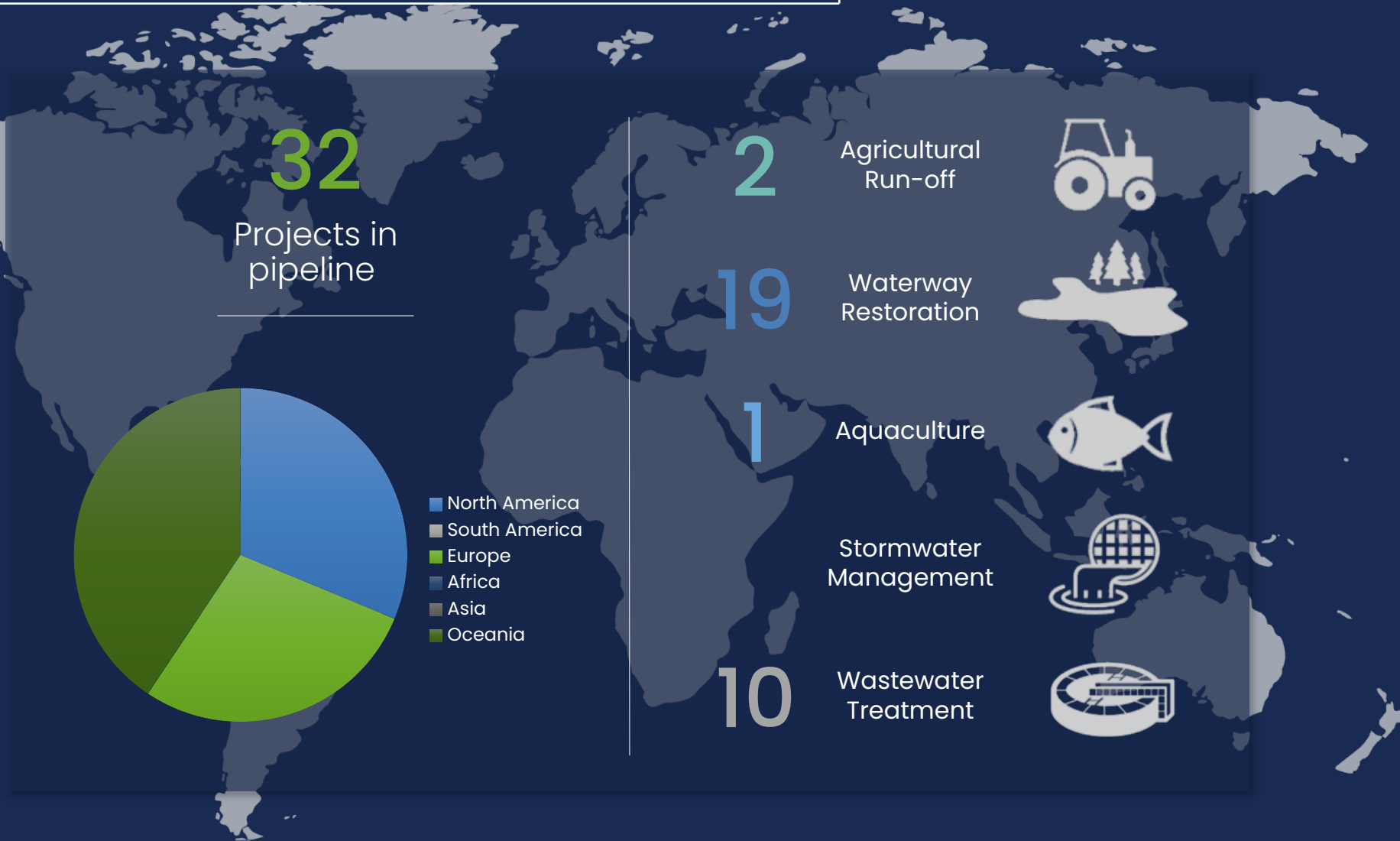
Large



North America  
South America  
Europe  
Africa  
Asia  
Oceania



# Phosflow<sup>TM</sup> Projects Summary



# Outlook



Slow to recover following COVID-related impacts and general economic factors



Greater regulatory and community attention



Remain strongly placed to capitalise in remediation activity in coming years



Focused on executing sales strategy



Expect to see revenues grow over coming months, increased focus on costs







# 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 Mr Barry Sechos as a Director of the Company (Resolution 2)





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# Thank you

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