

Fluence Announces Key Orders In China and SE Asia

- First Multi-Unit Orders From Two National State-Owned Enterprises in China
- First Sales For Wastewater Reuse In China – Key Part of China’s New 5 Year Plan
- First Multi-Unit NIROBOX Sale in Taiwan
- Orders total US\$4.6 million with follow-on business anticipated

Melbourne, New York 1 April 2021

Fluence Secures First Volume Order From Three Gorges

Fluence Corporation Limited (ASX: FLC) is pleased to announce that it has been awarded its first volume contract for the Yangtze River Great Protection Program managed by China Three Gorges Group Corporation (“Three Gorges”). The orders with Three Gorges are worth an aggregate of US\$2.2 million and involve a total of 29 Aspiral MABR units. Fluence will work with its existing volume partner, Aerospace Kaitian Environmental Protection Technology Co., Ltd. (“Kaitian”), as well as Yangtze River Ecological Environmental Protection Group Co., Ltd., a subsidiary of Three Gorges, to implement treatment systems in 14 towns and rural townships in Ningyuan and Dao counties, Hunan province. Three Gorges’ Yangtze River protection program impacts 11 provinces in China and includes rural wastewater treatment and upgrades to centralized wastewater treatment plants.

China Rail Order – First In China For Wastewater Reuse

Fluence is also pleased to announce that it has been awarded an additional contract by Beijing China Railway Science New Technology Co. Ltd., wholly owned by China Academy of Railway Sciences Cooperation Limited (“China Rail”). The contract is worth US\$28K for two (2) Aspiral Micro units to treat and reuse wastewater at sites including Beijing. This is the first wastewater reuse project for Fluence in China. Wastewater reuse is a key part of the current Five Year Plan.¹ Aspiral Micro was chosen on account of its ability to treat wastewater to the high quality needed for reuse for irrigation, operate remotely, and can be deployed and commissioned rapidly.

Fluence Secures First Multi-Unit NIROBOX™ Order in Taiwan

Finally, Fluence is pleased to announce that it has been awarded a US\$2.4 million contract to supply three (3) NIROBOX™ units to drought-stricken Taiwan. Fluence was able to leverage a proven product and quick turnaround time to secure the order. Commissioning is expected in May 2021. The units will be installed in Taichung and will convert seawater into enough fresh water to meet the needs of up to 30,000 people in central Taiwan. Fluence partner ADE Corporation facilitated the order from the Water Resources Agency, which is part of the Ministry of Economic Affairs of Taiwan.

Commenting on these orders, Fluence Chairman and CEO Richard Irving said: “Following our first successful project with Three Gorges in the Wuwei county project last year, we are very pleased to welcome Three Gorges as a volume partner and to continue our volume partnership with Kaitian. We believe our MABR family of products, extending all the way from the Aspiral Micro suitable for a cluster of homes, to SUBRE, suitable for central plant upgrades, present the most competitive solutions when top-quality wastewater treatment is required, such as is specified by China’s Class 1A standard. We look forward to tackling this and future projects together.”

¹ <https://www.chinadaily.com.cn/a/202101/20/WS600781baa31024ad0baa3be0.html>



"We completed our first project with China Rail last year and are very pleased now to receive our first reuse order in China. Reuse is a major strategic target for Fluence given MABR's competitiveness in meeting the required standards to reuse treated wastewater. Importantly, China's latest Five Year Plan (2020 - 2025) for the first time specifies wastewater reuse targets ranging from 25–35% in water-stressed regions which is anticipated to require significant deployment of new and upgraded treatment. Based on China Ministry of Housing Data, this represents a US\$4 billion market opportunity over the next 4 years assuming new or upgraded treatment is needed to achieve these targets."

"In Taiwan we are very pleased to continue working with our long-term partner ADE Corporation to secure this order from the Water Resources Agency. The proven reliability of our NIROBOX™ solutions is evidenced by the 115 units installed worldwide. This order reinforces our recent decision to focus sales of NIROBOX™ in South East Asia, in addition to the Middle East and North America. Despite global logistical challenges, Fluence won the order by providing the best solution in the fastest delivery time. We anticipate that local drought conditions, combined with increased demand for smart, automated, decentralized solutions, will lead to further business in Taiwan and the region."

-ENDS-

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This announcement is authorised for lodgement by Richard Irving, Chairman & CEO, Fluence Corporation Limited.

About Fluence Corporation Limited (ASX: FLC)

Fluence is a leader in the decentralized water, wastewater and reuse treatment markets, with its Smart Products Solutions, including Aspiral™, NIROBOX™ and SUBRE. In addition to rapid delivery and commissioning of decentralized solutions to meet a broad range of needs, Fluence offers ongoing operation and maintenance support, as well as Build Own Operate Transfer (BOOT) and other recurring revenue solutions. Fluence has a broad international footprint and focuses on high growth markets including China, the Middle East, Southeast Asia, and North America.

Further information can be found at <https://www.fluencecorp.com/>