



## Fluence Hires Water Industry Veteran as Chief Strategy Officer

13 December 2021

- Brings strong track record, industry contact network
- Newly created position has global remit with initial focus on building Fluence's North American business

Fluence Corporation (ASX:FLC) is pleased to announce that it has appointed Richard Cisterna to the newly created position of Chief Strategy Officer (CSO) effective today. This executive-level position will be responsible for Fluence's corporate strategy, business and market development, partnerships, and acquisitions to drive business growth. The role's initial focus will prioritize and emphasize developing Fluence's North American business including the Caribbean around MABR and Nirobox, both via recurring revenue projects and equipment sales. Mr. Cisterna will report to Fluence chairman and CEO Richard Irving.

Mr. Cisterna brings over 30 years of executive leadership and business development experience in the water and wastewater markets. He has led the development of over US\$1 billion of projects for municipal, industrial, and commercial clients including over \$100M in recurring revenue projects. He is the Founder and President of Renewable Organics Infrastructure (ROI), a consulting and advisory company that focuses on sustainable infrastructure projects and technologies. Prior experience includes serving as Executive Vice President of Business Development with Natural Systems Utilities and as part of NSU's Executive Leadership Team, where Mr. Cisterna led NSU's corporate strategic planning and business development for decentralized water and wastewater solutions including engineering, construction, operations, and project investment. Previously he was a partner at Hazen and Sawyer, an international water and wastewater engineering consulting firm, where he led business development in several geographic regions and served on the corporate strategic planning committee and as the corporate water reuse practice leader.

Fluence Chairman and Chief Executive Officer Richard Irving remarked: "We are delighted that Rick is joining our senior management team reporting to me. His wealth of relevant water and wastewater treatment experience including closing and successfully executing recurring revenue

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contracts and overseeing plant deployments will be of the utmost value to Fluence. Having now sold more than 300 MABR plants this provides the right leadership particularly as we seek to scale up our North American business, including recurring revenue projects in the Caribbean.”

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This announcement is authorised for lodgement on the ASX 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 pre-engineered, standardized 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/>

**Forward looking statements**

“This quarterly business update contains “forward-looking” statements. Forward looking words, such as “expect”, “anticipate”, “should”, “could”, “may”, “predict”, “plan”, “will”, “believe”, “forecast”, “estimate”, “target” and other similar expressions are intended to identify forward-looking statements. Forward-looking statements, opinions and estimates provided in this update are based on estimates and assumptions related to future business, contractual, economic, market, political and other conditions that, while Fluence considers them to be reasonable, are inherently subject to significant uncertainties, contingencies and (potentially) delays.

Many known and unknown factors could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward-looking statements. Such factors include, but are not limited to operating, competition and development risks, economic and political risks, economic uncertainty associated with COVID-19, and a number of other risks and also include unanticipated and unusual events, many of which are beyond Fluence's ability to control or predict.

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