



ASX RELEASE | De.mem Limited (ASX:DEM)

## De.mem Signs \$2.1 Million Build, Own, Operate Contract

29 August 2022: Australian-Singaporean water and waste water treatment company De.mem (ASX:DEM) (“De.mem” or “the Company”) is pleased to announce that it has signed a new Build, Own, Operate Contract (“BOO Contract”) in Singapore with a minimum value of approx. A\$ 2.1 million of revenue payable to the Company over a fixed term of 6 years.

Under the BOO Contract, De.mem will build, own and operate a waste water treatment system to be deployed on-site at the customer’s factory in Singapore. The new plant will incorporate De.mem’s proprietary Ultrafiltration membrane as a key treatment step, combined with De.mem’s specialty chemicals and other waste water treatment processes.

The customer is Givaudan, the global leader in the creation of flavours and fragrances with sales of CHF 6.7 billion (A\$10.0 billion) in 2021. Headquartered in Switzerland with local presence in over 185 locations, it has more than 16,800 employees worldwide.

This is De.mem’s fourth BOO Contract with Givaudan which demonstrates the Company’s continued focus on land and expand opportunities and the cross-selling of its extended product range. The prior contract signed with Givaudan had a value of A\$ 0.8m in revenues over a period of 10 years (see ASX release, *De.mem signs \$0.8m Build, Own, Operate Contract*, dated 10 September 2020).

De.mem has never lost a material contract with respect to its BOO and Operations & Maintenance segment since the Company’s inception to a competitor (material defined as annual revenues above \$100k). The additional revenue derived from this new contract will add to the growth of the Company’s recurring revenue segments.

### Commentary

**De.mem CEO Andreas Kroell said:** “With the new BOO Contract, we deliver against our targets as communicated during the recent share placement announced on 28 July 2022.

The contract highlights De.mem’s long-standing relationships with high quality, global institutional clients, with this being our fourth major project for Givaudan. It follows De.mem’s expansion strategy of building strong key accounts and long term business relationships with industrial clients that operate multiple sites.

Our BOO model offers clients convenience and simplicity, whilst generating recurring, long-term revenues for De.mem. Our in-house membrane technology and specialty chemicals range provides a competitive advantage over our peers.”



This release was authorized by the Company's Chief Executive Officer, Mr. Andreas Kroell.

-ENDS-

**For further information, please contact:**

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**De.mem Limited (ASX:DEM)** is a decentralised water and wastewater treatment business that designs, builds, owns and operates turnkey water and wastewater treatment systems for some of the world's largest companies in the mining, electronics, chemical, oil & gas, and food & beverage industries. Its systems also provide municipalities, residential developments and hotels/resorts across the Asia Pacific with a reliable supply of clean drinking water.

De.mem's technology to treat water and wastewater is among the most advanced globally. The Company is headquartered in Australia and has international locations in Singapore, Germany and Vietnam. It is commercialising an array of innovative proprietary technologies from its research and development partner, Nanyang Technological University (NTU) in Singapore, a world leader in membrane and water research. Technologies uniquely offered by De.mem include a revolutionary low-pressure hollow fibre nanofiltration membrane that uses less electricity and is cheaper to operate than conventional systems, as well as a new Forward Osmosis membrane deployed in de-watering applications or the concentration of liquids.

To learn more, please visit: [www.demembranes.com](http://www.demembranes.com)

**Forward Looking Statements**

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of De.mem Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.