



Fluence announces US\$8 million in new contract wins since 1 January 2018

*Repeat orders received from customers in Italy and the USA
Expansion of existing system for customer in Argentina
Order received from Brazil's largest national pharmaceutical group*

Melbourne, New York 6 March 2018

Fluence Corporation Limited (ASX: FLC) is pleased to announce that it has delivered US\$8 million in new contract wins calendar year-to-date including the three NIROBOX™ orders announced on 1 March 2018. The new contracts were across the Company's growing global footprint, and further strengthened Fluence's market position in designated industries and geographies.

Commenting on Fluence's start to 2018, Managing Director & CEO Henry Charrabé said: "We are encouraged by the start of 2018, with US\$8 million in new contracts written over the past eight weeks. The diversity of project sizes, scopes, industries and geographies speak to Fluence's role as a solutions provider for the complete water cycle across the globe. The mix of new and repeat customers reflects the quality of our products and services, and our focus in being a true partner to our customers."

The following new contracts outlined in this release, in addition to the new NIROBOX™ contracts (announced on 1 March 2018), are the major contracts within the US\$8 million in new contracts secured by Fluence so far this year.

An important repeat customer in the agro-industry has once again entrusted **Fluence Italy** with the task of designing and implementing an upgrade and expansion of their aerobic treatment line. This is the twelfth project that Fluence Italy has won from this client since 2006, reflecting the reduction of costs achieved with Fluence's technologies and expansion of capacities for the client. Discussions are already on going with this client as they plan their next project with Fluence, to be implemented in 2019.

Fluence Argentina will design and deliver to Aguas Bonaerenses, S.A., among the largest municipal utilities in Buenos Aires, a reverse osmosis (RO) system as an expansion of 3,000 m³/day to their existing installation, with added filtration and treatment systems to aid in arsenic removal (a prevalent health issue in the area).

Fluence Brazil will design and deliver a turn-key wastewater treatment plant for industrial process reuse to Brazil's largest national pharmaceutical group. This group selected Fluence to provide this solution, utilising RO, ultra-filtration and MBBR, among other technologies, to supply 7.5 m³/hour of process water to their operation in Sao Paulo due to its recognised mastery of the technologies and practices relating to this application.

Another repeat customer, a renowned food and beverage industry client, has entrusted **Fluence USA's** equipment to upgrade their aeration process for an additional two lagoons, following last year's order which introduced them to Fluence's best-in-class Tornado Surface Aspirating Aerator/Mixer. The highly

reliable nature of the equipment and service provided by Fluence enables this client to comply with local regulations in an efficient and cost-effective manner.

For further information, please contact:

Corporate:

Henry Charrabé (USA)
Managing Director & CEO
E: hcharrabe@fluencecorp.com
P: +1 212 572 3766

Richard Irving (USA)
Executive Chairman
E: rirving@fluencecorp.com
P: +1 408 382 9790

Ross Kennedy (Australia)
Company Secretary & Advisor to the Board
E: rkennedy@fluencecorp.com
P: +61 409 524 442

Investors (Australia):

Ronn Bechler
Market Eye
E: ronn.bechler@marketeye.com.au
P: +61 400 009 774

Media (Australia):

Tristan Everett
Market Eye, Market Eye
E: tristan.everett@marketeye.com.au
P: +61 403 789 096

Investors & media (USA):

Gary Dvorchak, CFA
The Blueshirt Group
E: gary@blueshirtgroup.com
P: +1 323 240 5796 (US) or +86 138 1079 1480 (China)

About Fluence Corporation Limited (ASX: FLC)

Global consultancy Frost and Sullivan recently awarded Fluence Corporation “2018 Global Decentralized Water and Wastewater Treatment Company of the Year”, noting in their award dissertation:

“Water is a fundamental part of life on earth; not only does it sustain people, but it also plays an essential role in sanitation, agriculture, and industrial processes. Without a sufficient water supply, communities suffer severe hardships including malnutrition, sickness, and even death. The swelling of the world’s population is making water even scarcer and challenges communities to come up with quick and viable solutions to overcome the water scarcity problem.

While typical decentralized water treatment systems are relatively expensive, complicated, and inefficient, Fluence Corporation leverages innovative and smart technology solutions backed by decades of industrial know-how to excel in water and wastewater treatment solutions. Fluence’s excellence becomes apparent through its success, as the company continues to expand its existing offerings as well as partnerships with other prominent companies in the industry. With its easy to use, sustainable, smart and cost-effective solutions as well as a remarkable year of growth, innovation, and leadership, Fluence Corporation earns Frost & Sullivan’s 2018 Global Company of the Year Award in the decentralized water and wastewater treatment industry.”

Fluence has experience operating in over 70 countries worldwide and employs more than 300 highly trained water professionals around the globe. The Company provides local, sustainable treatment and reuse solutions, while empowering businesses and communities worldwide to make the most of their water resources.

Fluence offers an integrated range of services across the complete water cycle, from early stage evaluation, through design and delivery to ongoing support and optimization of water related assets. With established operations in North America, South America, the Middle East and Europe, Fluence is also expanding into China’s rural wastewater treatment market.

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