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Fluence Wins First MABR Plant Upgrade Contract In China

- Contract for approx. US\$1.0M is for 24 SUBRE MABR towers to increase existing plant capacity by 33% while preserving treatment quality
- First SUBRE upgrade in China expands plant capacity without increasing plant footprint
- Current 5 Year Plan indicates significant demand in China to upgrade existing wastewater treatment plants with energy-efficient solutions.

Fluence Corporation (ASX:FLC) is pleased to announce that it has secured its first SUBRE MABR upgrade contract. This is designed to increase wastewater treatment plant capacity from 125,000 people to 167,000 people in Anhui province and is the first project with new customer Anhui Kehuan Environmental Engineering Co., LTD (“Anhui Kehuan”). Effluent quality will be maintained at Class 1A. The units are schedule to be delivered to site this month and installed and commissioned during Q2 2022. First SUBRE upgrade in China follows 16 successful SUBRE greenfield deployments in China.

Based on China government information¹, the current 5 Year Plan targets adding wastewater treatment capacity including plant upgrades serving 160 million people with approximately 75% of this targeting upgraded and expanded treatment to enable reuse and therefore requiring Class 1A treatment. Reuse targets vary from 25% to 35% of treated wastewater to alleviate water stress. The Plan also emphasizes energy saving, low carbon processes for which MABR is ideal.

Based on this data Fluence estimates approximately 1,600 centralized wastewater treatment plants need to be upgraded throughout China.

Commenting on this contract, Fluence Chairman Richard Irving said: “We are very pleased to win our first SUBRE plant upgrade order in China and welcome our new customer Anhui Kehuan. We understand they chose Fluence given our many China references for SUBRE and Aspiral, low operating cost and energy use, long membrane life, our ability to increase plant capacity without increasing footprint, and our ability to perform rapid design and delivery. Given the substantial number of upgrade projects anticipated in the current Five Year Plan we look forward to securing further such opportunities. We also see similar upgrade opportunities in our other key geographies.”

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¹ See http://www.gov.cn/zhengce/content/2022-02/09/content_5672710.htm

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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 Aspical™, 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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