



28 September 2022

Fluence Wins First MABR Recurring Revenue Contract

Fluence Corporation Limited (ASX: FLC; the “Company”) is pleased to announce that it has secured its first contract to provide MABR wastewater treatment as a service. The facility will be installed for Couples Resorts at its San Souci property in Ocho Rios, Jamaica. Couples operates four resorts on the island. The initial contract period will be five years with annual renewals for up to an additional five years. Construction will be financed from Fluence’s balance sheet and is expected to generate annual revenue of more than \$175,000 once the plant commences operation in the first half of 2023. The Jamaican Water Resources Authority has already approved the use of MABR wastewater treatment systems and this will be Fluence’s fourth MABR plant in Jamaica. Last year Jamaica received 1.5 million overnight visitors¹ and has approximately 30,000 hotel rooms² on the island.

Rick Cisterna, Chief Strategy Officer of Fluence commented: “We are very pleased to win this first MABR contract with Couples Resorts. We have often noted that resorts can save significant capital and operating costs related to their water and wastewater treatment by deploying Fluence systems and only paying for treatment as a service. We hope this will be the first of many recurring revenue projects for MABR. We will also continue to provide drinking water solutions using our NIROBOX technology. Local water sourcing, wastewater treatment and reuse not only saves money but simplifies and improves the resiliency of water infrastructure by avoiding significant investment and maintenance of in-ground pipe networks.”

This announcement is authorised for lodgement on the ASX by Tom Pokorsky, CEO and Managing Director, Fluence Corporation Limited.

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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 (SPS), 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

¹ <https://www.travelpulse.com/news/destinations/jamaica-visitor-arrivals-rebounding-strongly.html>

² <https://gotourismguides.com/jamaica/hotels-accomodations-jamaica/>

focuses on high growth markets including China, the Middle East, South East Asia, and North America.

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

Forward looking statements

This announcement may contain “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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