



3 May 2022

Fluence Wins First Recurring Revenue Contract in China

Fluence Corporation Limited (ASX: FLC; the “Company”) is very pleased to announce that it has secured its first operation and maintenance (“O&M”) contract in China covering 8 existing MABR wastewater treatment plants in Panjin City, Liaoning province. The contract has an annual value of US \$1.0 million with renewable one-year terms. Fluence will ensure the plants continue to meet China’s Class 1A wastewater treatment standard.

Fluence’s strategy is to steadily grow its recurring revenues by selling water and wastewater treatment as a service rather than selling plants, and securing ongoing parts and service revenues including O&M contracts both on its existing and new plants.

Commenting on this first O&M contract in China, Tom Pokorsky, CEO and Managing Director, said: “We are very pleased to win this contract with Panjin City. We are the obvious and most reliable choice for O&M support for the plants we sell. These initial plants represent less than 5% of MABR capacity sold to date, so there is plenty of room for us to further grow this recurring revenue business both in China and for the substantial MABR capacity we have sold elsewhere. Nirobox plants are also perfect candidates for O&M services.”

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This announcement is authorised for lodgement on the ASX by Tom Pokorsky, CEO and Managing Director, 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 (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 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 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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