

November 30, 2017



Fluence Signs Agreement for Six C-MABR Plants in Guizhou Province China with Partner Jinzi

- *Second multi-plant agreement achieved via strategic partners in China-*
- *Multimillion-dollar project in Guizhou Province expected to be fully operational in 2018-*
- *Additional orders anticipated in Guizhou Province in the near future-*

Melbourne, Australia & New York, USA: Fluence Corporation Limited (ASX: FLC) ("Fluence" or the "Company"), a global leader in decentralised water and wastewater treatment solutions, has signed a framework agreement to deliver six Smart Packaged wastewater treatment plants based on Fluence's MABR technology (C-MABR) with partner Jiangsu Jinzi Environmental Science and Technology Company ("Jinzi").



Front, left to right: Mr. Hongfang Xie, General Manager of Jinzi Enterprise Group, Mr. Xiaodong Xie, Chairman of Jinzi Enterprise Group, Mr. Wong Jin Yong, General Manager of Fluence China, Mr. Ilan Wilf, VP Global Sales, Fluence Corporation. Rear, left to right: Mr. Feng Shi, Technical Engineer of Jinzi Enterprise Group, Mr. Yiliang Dong, Vice General Manager of Jinzi Enterprise Group, Mr. Richard Irving, Executive Chairman, Fluence Corporation, Mr. Henry Charrabé, Managing Director and CEO, Fluence Corporation.

The wastewater treatment projects are part of a public/private partnership in China's Guizhou province. The agreement encompasses a total of six wastewater plants designed to deploy Containerised Smart Packaged MABR (C-MABR) technology ranging between 600 to 1,000 m³/day. The plants, which are part of a multi-million-dollar order, are expected to be delivered, installed and become operational during 2018.



Guizhou Province, highlighted above, is the location of the landmark collaboration between Jinzi and Fluence.

“This is a landmark project that will see Fluence deliver multiple C-MABR plants with a key strategic partner in China,” said Henry Charrabé, Managing Director and CEO of Fluence. “This is the outcome of a number of factors, which Fluence has worked on since we entered the Chinese market, including the signing of a distribution/deployment partnership in November 2016, the successful operation of our demonstration plants and our close collaboration with Jinzi. Jinzi is now our preferred partner for Guizhou Province and Changzhou City.”

“This multi-plant agreement is evidence that our partners are now ramping up deployment of our MABR treatment solutions and is further

proof of our strategy to deploy Smart Packaged C-MABR systems in China. It also continues to demonstrate the appeal of our Smart Packaged MABR Plants, since these enable rapid deployment of cost- and energy-efficient standardised solutions, and provides confidence that we can expect additional orders moving forward.”

“We remain focused on capitalising on the enormous market opportunity in China for Fluence MABR solutions. We intend to leverage our standardised MABR technology and global distribution footprint to offer compelling wastewater treatment solutions to markets around the world. Jinzi is a great partner to work with and is committed to the MABR technology and Fluence.”

“The project signing between Jinzi and Fluence indicates a new milestone in the strategic cooperation between both parties,” said Mr. Xiaodong XIE, Chairman of JINZI Enterprise Group. “We will definitely move forward with deeper and further long-term cooperation in the field of wastewater treatment, and we believe that our cooperation with Fluence will lead us to new development opportunities and deployments in China’s rural wastewater treatment system.”

The Chinese Government’s 13th five-year plan targets improved water quality nationwide by 2030, and mandates that local city officials improve sewage capacity and treatment, from currently 10% of treated rural wastewater to 70% treated rural wastewater.

Fluence’s agreement with Jinzi is the latest in a string of strategic deployments of decentralised wastewater treatment units in collaboration with local Chinese authorities and companies.

About Jinzi

Jiangsu Jinzi Environmental Science & Technology Co., Ltd (“Jinzi”), was founded in April 2006 with its headquarters in Changzhou, Jiangsu Province, is an integrated hi-tech company specialising in environmental management and ecological restoration. After years of development, a complete management system has been established in the aspects of R&D, design, production, construction, technical service and maintenance management.

About Fluence Corporation

Fluence Corporation’s vision is to become a leading global provider of fast-to-deploy decentralised and packaged water and wastewater treatment solutions, already an estimated A\$17 billion market in 2016, excluding the China rural market opportunity. 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 core operations in North America, South America, the Middle East and Europe, one of Fluence’s main focuses is expanding into the vast market in China for rural wastewater treatment.

For more information please visit our website: <https://www.fluencecorp.com>.

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