



Aspiral™ Sale in Inner Mongolia for China Rail – Additional Information

Melbourne, New York 13 March 2020

As previously disclosed, Fluence's policy is to disclose to the market new contracts with a value of more than USD \$3.0 million and/or that are deemed of important strategic value (i.e. new product, market or territory). Further to our announcement released earlier today entitled "Aspiral™ Sale in Inner Mongolia for China Rail", Fluence advises that the contract value for that Aspiral™ sale was approximately USD \$126,000. Whilst this value does not exceed the Company's standalone quantitative materiality threshold for announcements, we consider this contract strategically significant as it is for a new strategic market segment, a new application and in a new province as noted in the original release.

A copy of the earlier announcement is attached.

Ross Kennedy
Company Secretary



Aspiral™ Sale in Inner Mongolia for China Rail

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Fluence Corporation Limited (ASX: FLC) is pleased to announce that it has entered into a new strategic market segment and new province with an Aspiral™ sale to Beijing China Railway Science New Technology Co. Ltd. for a project involving the Chinese Railway System in Inner Mongolia.



Map of People's Republic of China, with Inner Mongolia Province highlighted.

Utilizing Fluence's proprietary MABR technology, this Smart Products Solution consists of an Aspiral™ L3 unit to treat an initial 35m³/day of highly concentrated wastewater. The wastewater is unusually high in nitrogen, similar to Fluence's Hubei highway Systems projects and, once treated, will meet standards equivalent to China's Class 1A effluent requirement. Fluence's MABR technology has demonstrated its ability to comply with the required effluent standards in previous extreme cold temperatures, while maintaining treatment fidelity.

Beijing China Railway Science New Technology Co. Ltd., is a wholly-owned subsidiary of China Academy of Railway Sciences Cooperation Limited, a government-owned research entity. It carries out innovative research and development, provides technical consulting services and assists with quick implementation of new technology development for the government.

Commenting on this order, Fluence Managing Director & CEO Henry Charrabé said: "Fluence's MABR deployments have increased from only two in 2017 to over 140 today. This initial contract is strategically



important to Fluence and is anticipated to rapidly prove MABR's effectiveness in this new application, similarly to the experience with three existing volume partners in China. As we have seen in the past, once our MABR technology has proven itself to a new partner via an initial order, and Fluence is able to significantly contribute to the economic value proposition, meaningful bulk commitments often follow. By adding this reference in the severe cold weather climate of Inner Mongolia, the third largest province in China, we are confident that Aspiral™ will become the ideal solution for the distributed network of the China railway throughout the People's Republic. We will ship this new order from our factory in Changzhou, located in Jiangsu Province in China, which has not been affected by any material delays in our supply chain and continues to meet demand for MABR systems from around the world."

-ENDS-

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This announcement is authorised for lodgement by Henry Charrabé, Managing Director & 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 Smart Products Solutions, including Aspiral™, NIROBOX™ and SUBRE. 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, as well as Build Own Operate Transfer (BOOT) and other recurring revenue solutions. With established operations in North America, South America, the Middle East, Europe and China, Fluence has experience operating in over 70 countries worldwide and enables businesses and communities worldwide to maximize their water resources.

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