



ASX RELEASE | De.mem Limited (ASX:DEM)

## **\$350,000 of new orders secured and CY2018 revenue guidance met**

- **A\$350,000 of new orders secured from municipal and resource sector customers in Queensland**
- **CY 2018 revenue guidance met with \$10m revenue achieved at beginning of December**
- **Strong project pipeline building for 2019 in Australia in the mining, infrastructure and food & beverage sectors**
- **International operations growing well and strong uptake of De.mem technology anticipated in Asia**

**10 December 2018: Water and waste water treatment company De.mem (ASX:DEM)** (“De.mem” or “the Company”) confirms that it has secured A\$350,000 in new orders from municipal and resource sector customers in Queensland, Australia.

Purchase orders have been received and the projects have commenced. The contracts include the delivery of a chlorination system to the Maranoa Regional Council, Queensland, and the sale of a membrane based water treatment system to South32 Cannington Pty Ltd, Queensland.

Furthermore, De.mem is pleased to advise that CY2018 revenues as at early December are approximately A\$10 million which is in line with guidance provided. This is based on revenues recorded up to date and projects or services already contracted to the Company. Any potential revenues to be recognized from new orders or additional project awards secured before the end of December 2018 will add to this. The statement is based on revenue recording principles applied in line with established procedures in the past but is subject to final year end audit, hence, minor variations may apply.

De.mem intends to acquire a German company to expand into Germany and Europe and announced an entitlement offer to existing shareholders on 26 November 2018. Part of the proceeds of the offer are to be used for the planned acquisition.

### **Commentary**

**De.mem CEO Andreas Kroell said:** “These purchase orders underline our strong standing and blue chip customer base in our home market of Queensland and reflect the robust organic revenue growth De.mem has delivered this year.”



“We are also pleased to confirm that based on unaudited revenue as at early December De.mem has achieved revenue guidance for CY 2018. If there are changes to the upside from work secured between now and the end of the year, we will report this in early January.

“Our project pipeline in Australia and Asia for 2019 is growing solidly and more contracts will materialise shortly. Beyond the established mining and infrastructure segments, De.mem is now pursuing additional project opportunities in the food & beverage and agricultural industries, which gives our business substantial leverage for the near term future.

“The planned acquisition and market entry into Germany and Europe will add further to the Company’s growth.

“Demand for clean water technologies continues to grow and we are in an enviable position here to capitalise on the opportunity. The outlook for 2019 is very strong.”

-Ends-

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**About De.mem Limited**

**De.mem Limited (ASX:DEM)** is a Singaporean-Australian decentralised water and waste water treatment business that designs, builds, owns and operates turn-key water and waste water treatment systems for its clients. The Company operates in the industrial segment providing systems and solutions to customers from the mining, electronics, chemicals, oil & gas and the food & beverage industries and in the municipal and residential segments. De.mem makes use of a portfolio of proprietary hollow fibre membrane technologies, which are commercialized as a key component within the Company’s water and waste water treatment systems. Some of the technologies were originally developed by the De.mem’s partner in research & development, Singapore’s Nanyang Technological University (NTU), and exclusively licensed to the Company. Those include a revolutionary low-pressure hollow fibre nanofiltration membrane and a hollow fibre forward osmosis membrane for de-watering or concentration of liquids. Through its wholly owned subsidiary De.mem-Akwa Pty Ltd (formerly: Akwa-Worx Pty Ltd), De.mem has a strong presence in Australia. De.mem-Akwa has a market reputation for building high quality Australian-made water and waste water treatment systems and has long-term customers in the Australian mining, infrastructure and food & beverage industries. To learn more please visit: [www.demembranes.com](http://www.demembranes.com)