



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

De.mem launches new disinfection products in response to high demand due to corona virus

16 March 2020: Australian-Singaporean water and waste water treatment company De.mem (ASX:DEM) (“De.mem” or “the Company”) is pleased to announce that it has expanded its product range to offer further products for disinfection.

New product lines include a number of anti-microbial products such as hand-sanitizers and surface disinfectants. De.mem has already sold products worth approx. A\$10k in revenues since introduction of the offering in early February. With this new disinfection product offering, the Company sees an opportunity to expand its product range for both business and consumer segments and to further expand its “one-stop shop” offering of water treatment solutions.

For businesses, the disinfection products will be added to the Company’s wider chemicals and consumables (pumps, filters, membranes) product range and distributed through the Company’s direct sales channels.

For consumers, the disinfection products will be added to the Company’s domestic water filtration offering. The distribution targets Singapore initially and makes use of De.mem’s established distributor relationships. The Company first launched its domestic water filtration product range on 18 July 2018 (see ASX release) and has grown this segment’s revenue since then by distributing through third party sales agents who carry the working capital costs of direct-to-consumer channel sales.

Both manufacturing and sales are closely related to the Company’s existing processes and know-how. The manufacturing extends De.mem’s know-how in water treatment chemistry and takes place at the Company’s facilities in Singapore, which carry the necessary permits.

The launch of the products addresses strong demand in particular in Singapore, in view of the current Coronavirus pandemic. An extension of the product offering into other De.mem locations is planned. In addition to this, De.mem states that the Company’s supply chains have not been materially affected by the Coronavirus outbreak and De.mem sees itself well positioned to mitigate supply challenges, if arising.

Commentary

De.mem CEO Andreas Kroell said: “We are pleased to further expand our product range for both businesses and consumers. Not only are we able to assist our clients with water treatment solutions which address some of their immediate concerns regarding hygiene standards during the Coronavirus outbreak, but we are looking to develop this new product as a long-term offering across multiple segments and customer verticals”.

The release of this announcement was authorised by the Chief Executive Officer, Mr. Andreas Kroell, on behalf of the Board.



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De.mem Limited (ASX:DEM) is a decentralised water and wastewater treatment business that designs, builds, owns and operates turnkey water and wastewater treatment systems for some of the world's largest companies in the mining, electronics, chemical, oil & gas, and food & beverage industries. Its systems also provide municipalities, residential developments and hotels/resorts across the Asia Pacific with a reliable supply of clean drinking water.

De.mem's technology to treat water and wastewater is among the most advanced globally. The Company is headquartered in Australia and has international locations in Singapore, Germany and Vietnam. It is commercialising an array of innovative proprietary technologies from its research and development partner, Nanyang Technological University (NTU) in Singapore, a world leader in membrane and water research. Technologies uniquely offered by De.mem include a revolutionary low-pressure hollow fibre nanofiltration membrane that uses less electricity and is cheaper to operate than conventional systems, as well as a new Forward Osmosis membrane deployed in de-watering applications or the concentration of liquids.

To learn more, please visit: www.demembranes.com

Forward Looking Statements

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of De.mem Limited, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.

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