



24 March 2014

**Flowgroup plc  
(the "Company" or the "Group")**

**Flow Battery receives order from Trane Canada**

Flowgroup plc (AIM: FLOW), which develops and commercialises alternative and efficient energy products, announces that Flow Battery, its award-winning compressed air battery business, has received an initial order from Trane Canada for one DC100 (100kW) and one DC50 (50kW) compressed air battery unit.

Trane, a world leader in air conditioning systems, is part of Ingersoll Rand, a global company with revenues of \$14 billion. The units have been procured by Trane for a major Canadian telecommunications company with millions of customers. The units will be installed in a telephone exchange in Markham, a suburb of Toronto in Ontario, Canada. The exchange is part of the company's extensive national network. The DC100 will be installed inside, with the DC50 outside, where it will experience temperature variants of -40C to +40C. The ability of Flow Battery's products to operate effectively within this temperature range, alongside their proven reliability, lower whole life costs and lower environmental impact, were key factors in Trane's decision to place this initial order.

James Derby, Managing Director of Flow Battery, comments:

"Following closely on the heels of our first order from National Grid UK under our 3 year framework agreement, this order from Trane is an exciting development. It further strengthens our position within the high power market, one of our key target markets and, of course, within the North American market, where we believe excellent sales potential exists. Developing a relationship with Trane, a very large, very successful company that embraces new technology solutions, will also, we believe, open up many more opportunities."

Ahmed El-Nady, National Director, Data Centre Infrastructure, for Trane, adds:

"Trane will provide the client with two Flow Battery systems. The first system will be coupled with the existing UPS system and the second system will be an outdoor-installed DC battery system. Trane provides leading edge solutions to its partners, introducing new and exciting technologies where appropriate. One of those solutions is Flow Battery's award-winning compressed air system which we believe will help the client achieve its aim of delivering superior service value to its customers."

**Flowgroup plc**

Tony Stiff, Group Chief Executive Officer

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