



[www.fluencecorp.com](http://www.fluencecorp.com)

A horizontal splash of blue water with bubbles, spanning the width of the page.

# Q2 2021 Update

Fluence Corporation (ASX:FLC)  
29 July 2021

# Q2 2021 Highlights

*All numbers are subject to audit*



## **Strong Revenue Growth**

- Revenue of \$27.2M up 49% over Q1 2021 and 169% over Q2 2020
- China revenues for Q2 2021 up 48% on Q2 2020
- SPS revenues of \$7.8M in Q2 2021

## **Continued strong adoption of MABR Smart Products Solutions**

- 15 MABR plants sold in Q2 2021, 34 year to date 2021
- Brings the total sold worldwide to 281 MABR plants

## **Backlog Strong**

- \$175M contracted backlog of which SPS backlog is \$18.7M, showing strong SPS momentum
- Ivory Coast project on budget and on track

## **Cost Out Improvement / Continued operating efficiency gains**

- 1H 2021 operating expenses down 7% on 1H 2020

## **Cash Flow positive in Q2 2021**

- Operating cash flow positive of \$13M

## **Net Cash**

- Cash balance of \$23.7M plus \$38.4M in short and long-term liquid investments

**2021 Guidance Reiterated – EBITDA positive for year, SPS revenues \$35 – 50M**

# Progress on Strategic Priorities



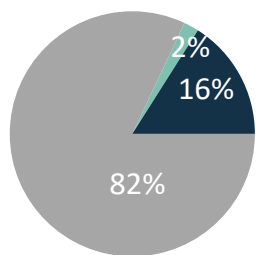
| Priority   | Progress  |
|--|---|
| Sign key new volume strategic partnerships in China and the Middle East                | <ul style="list-style-type: none"> <li>▪ 5 MABR plants sold in China were to new partners</li> </ul>  |
| Secure significant new contract wins in focus markets: US, China, SE Asia, Middle East | <ul style="list-style-type: none"> <li>▪ Sold 15 MABR plants in Q2 2021, 34 sold year to date</li> <li>▪ 3 MABR plants were sold in the US, bringing US total to 10</li> <li>▪ 25 of the 34 MABR plants sold in 1H 2021 were repeat orders from China volume partners:               <ul style="list-style-type: none"> <li>▪ Three Gorges</li> <li>▪ Hubei ITEST</li> <li>▪ Kaitian</li> <li>▪ Liaoning Huahong</li> <li>▪ China Rail</li> </ul> </li> <li>▪ Global total sold to date: 281</li> </ul> |
| Develop water as a service business in North America                                   | <ul style="list-style-type: none"> <li>▪ Strong pipeline progressing</li> </ul>   |
| Execute Ivory Coast project  | <ul style="list-style-type: none"> <li>▪ On budget and on schedule</li> </ul>   |
| Meet or exceed guidance  | <ul style="list-style-type: none"> <li>▪ On track to achieve underlying EBITDA positive for 2021 with SPS sales \$35-50M</li> </ul>   |

**Deliver Ivory Coast while securing transformation to high margin Smart Product Solutions**

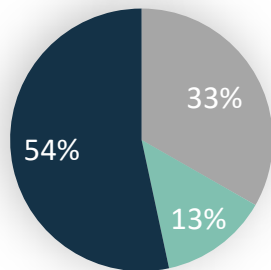
# Fluence: Fast To Deploy, Profitable Water Solutions



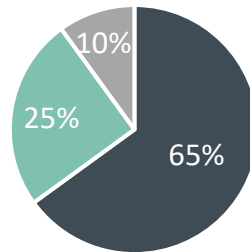
## Revenue Mix



2017\*



2020 excl  
Ivory Coast



Future Target

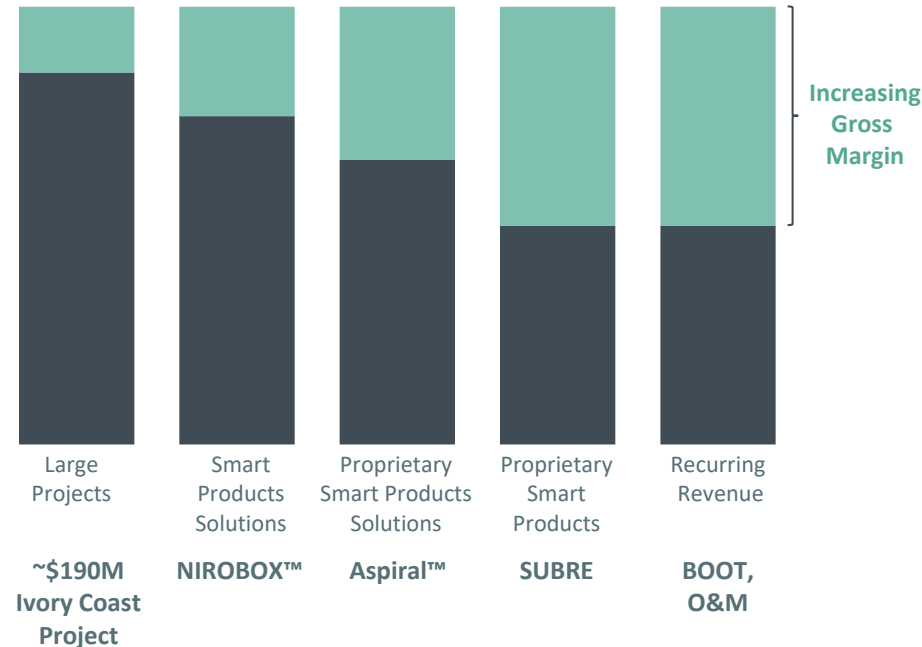
- Smart Products Solutions (SPS)
- Recurring Revenue (RR)
- Custom Engineered Solutions

\* 12 months pro-forma

## Strategic Focus

- Sell MABR in China and SE Asia
- Sell Nirobox in Middle East and SE Asia
- Seek more recurring revenue via water as a service in US and Caribbean
- Timely execute Ivory Coast project
- Improve operating efficiencies

## Transition To Higher Margin Revenue



Examples:

- ✓ Only global, pure play water and wastewater treatment company delivering standardized solutions to a growing, global, decentralised market
- ✓ Fast to deploy, lower cost, lower risk way to meet tightening regulatory standards
- ✓ Maximize profitable growth by targeting highest growth markets
- ✓ Strong team and balance sheet

# Disclaimer



This presentation has been prepared by Fluence Corporation Limited (ASX:FLC). All currencies quoted as “\$” are US dollars unless otherwise specified.

This presentation may contain forward-looking statements which are identified by words such as ‘may’, ‘could’, ‘believes’, ‘estimates’, ‘targets’, ‘expects’, or ‘intends’ and other similar words that involve risks and uncertainties. These statements are based on an assessment of past and present economic and operating conditions, and on a number of assumptions regarding future events and actions that, as at the date of this presentation, are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors many of which are beyond the control of the Company, its Directors and management. Although the Company believes that the expectations reflected in and the assumptions underlying the forward looking statements included in this presentation are reasonable, readers are cautioned not to place undue reliance on them, as the Company cannot give any assurance that the results, performance or achievements covered by the forward-looking statements will actually occur.

This presentation should not be considered as an offer or invitation to subscribe for or purchase any shares in FLC or as an inducement to make an offer or invitation to subscribe for or purchase any shares in FLC. No agreement to subscribe for securities in the FLC will be entered into on the basis of this presentation or any information, opinions or conclusions expressed in the course of this presentation. This presentation is not a prospectus, product disclosure document or other offering document under Australian law or under the law of any other jurisdiction. It has been prepared for informational purposes only and does not constitute an offer or invitation to apply for any securities, including in any jurisdiction where, or to any person to whom, such an offer or invitation would be unlawful.

To the maximum extent permitted by law, the Company and its professional advisors and their related bodies corporate, affiliates and each of their respective directors, officers, management, employees, advisers and agents and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation and liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use of or reliance on anything contained in, or omitted from, this presentation. Neither the Company nor its advisors have any responsibility or obligation to update this presentation or inform the reader of any matter arising or coming to their notice after the date of this presentation document which may affect any matter referred to in the presentation. Readers should make their own independent assessment of the information and take their own independent professional advice in relation to the information and any proposed action to be taken on the basis of the information.

2021 consolidated financial figures presented on IFRS basis are unaudited and subject to change.



[www.fluencecorp.com](http://www.fluencecorp.com)



**For further information, please contact:**

**Australia**

Andrew Angus  
Investor Relations  
E: [andrewangus@overlandadvisers.com.au](mailto:andrewangus@overlandadvisers.com.au)  
P: +61 402 823 757

**United States of America**

Richard Irving  
Chairman and CEO  
E: [rirving@fluencecorp.com](mailto:rirving@fluencecorp.com)