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Q4 and FY2021 Update

Fluence Corporation (ASX:FLC)
28 January 2022

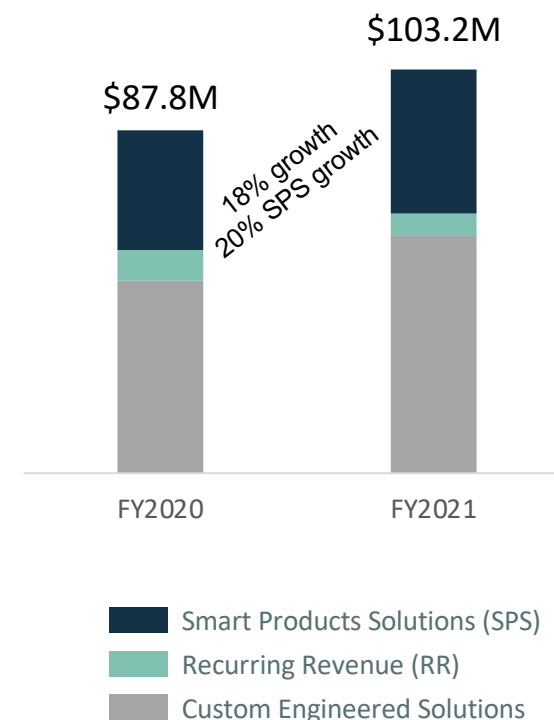
Q4 and FY2021 Highlights

All numbers are subject to audit



- Strong revenue growth and backlog in Smart Product Solutions (SPS) leads to 2nd year in a row of positive underlying EBITDA, meeting guidance.
- Q4 2021 revenues¹ of \$43.5M up 117% on Q3 2021 and 113% on Q4 2020
- FY2021 revenue¹ of \$103.2M grew by 18% over FY2020
- Fluence meets guidance for SPS revenue and positive underlying EBITDA – FY 2021 SPS revenues \$39.6M (including Italy) up 23% from FY 2020; underlying EBITDA² positive \$1.0M in FY2021
- SPS backlog entering 2022 is up 65% versus 2021
- MABR sold capacity increased 56% - 313 plants sold to date with capacity for almost 1 million people
- MABR capacity sold in FY2021 ex-China exceeded in-China for first time
- 8 Nirobox units (6 plants) sold in FY2021, up from only 1 Nirobox sold in FY2020
- Cost Out Improvement - full year operating expenses down 8% versus 2020.
- Cashflow positive \$5.2M in Q4 2021 and negative \$4.8M for FY 2021
- Net Cash Position - \$41.4M + \$23.0M in short and long-term liquid investments.

Revenue Growth¹



FY2022 guidance: SPS sales from continuing businesses +23% to \$45M, EBITDA \$3M
(assumes continued COVID-19 headwinds throughout FY2022)

¹From continuing operations

²Underlying EBITDA = Statutory EBITDA excluding one-off items

All numbers in presentation are USD unless otherwise stated.

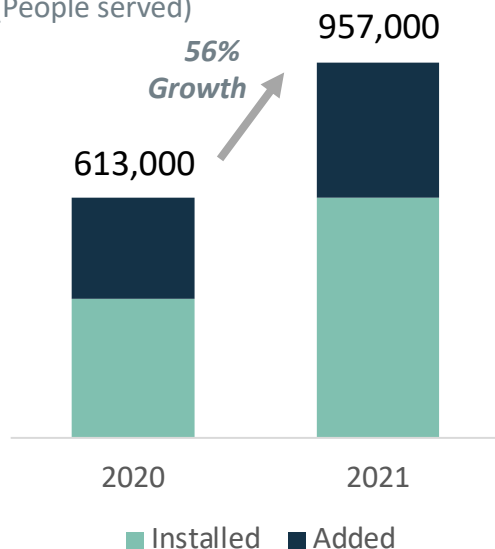
Strong Growth in Sales of MABR Capacity

All numbers are subject to audit finalization

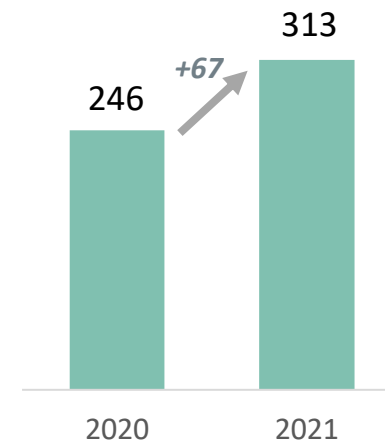


MABR Capacity Sold

(People served)



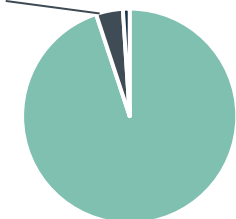
MABR Plants Sold To Date



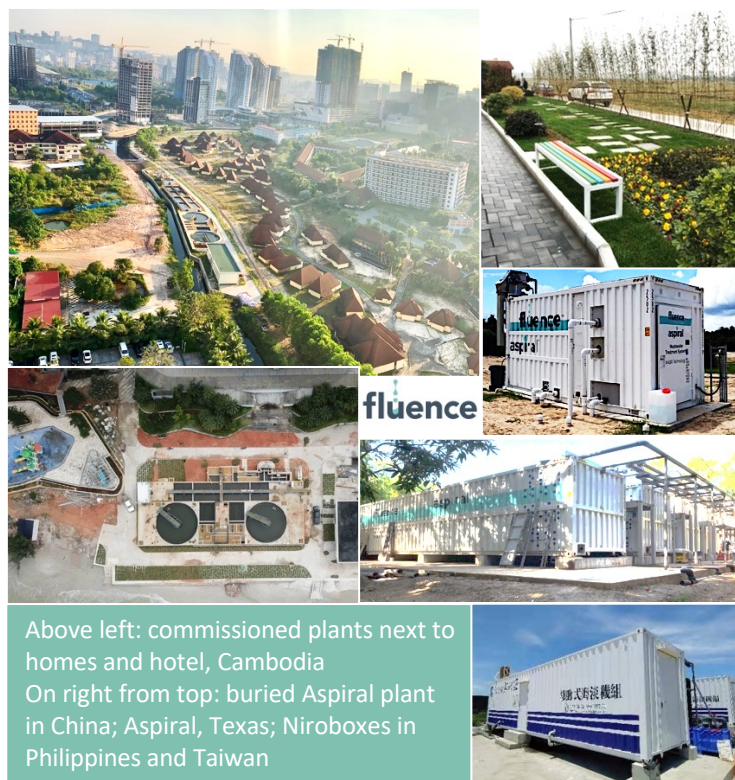
Competition:

15

Fluence:
313



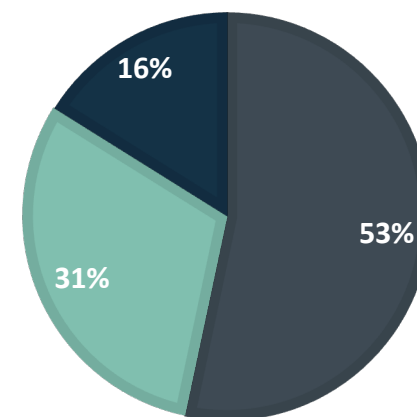
Fluence has 95% MABR market share by plant count



MABR Capacity Sold To Date By Region

Ex-China Sales Passed in-China in 2021
47% of capacity now ex-China

■ China ■ SE Asia ■ Rest of World



Progress on Strategic Priorities

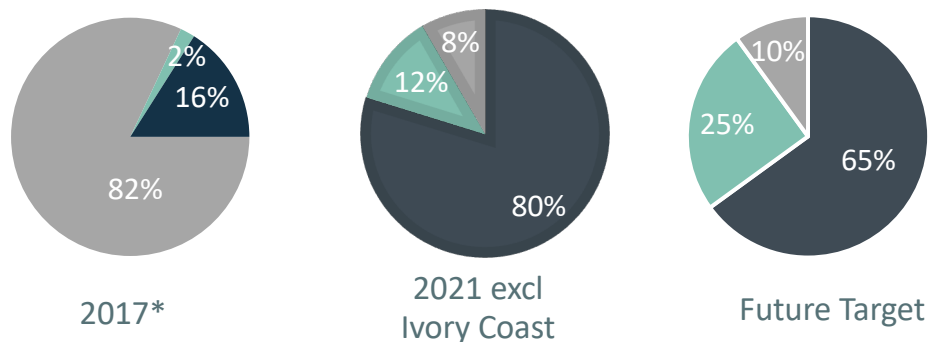


Priority	Progress
Build in-China revenue	<ul style="list-style-type: none"> ▪ Key orders and development work with BEWG, China Three Gorges, China Rail, one new and three existing regional partners
Diversify MABR revenue: SE Asia, N America, Middle East	<ul style="list-style-type: none"> ▪ Commissioned 2 large plants in Cambodia and sold largest MABR plant in the world (160,000 people capacity) ▪ Sold first MABR in Dubai, important reference sale in region ▪ Sold 2 MABR plants in Caribbean
Develop water as a service business in North America	<ul style="list-style-type: none"> ▪ Hired Chief Strategy Officer with strong record building recurring revenue ▪ 7 plants sold in Caribbean brings total to date to 14 and provides key local references for both MABR and Nirobox
Execute Ivory Coast project	<ul style="list-style-type: none"> ▪ Overall cash flow positive, timely revenue collection continues
Meet or exceed guidance	<ul style="list-style-type: none"> ▪ SPS sales \$40M versus guidance of \$35-50M ▪ EBITDA positive per guidance
Deliver Ivory Coast while securing transformation to high margin Smart Product Solutions	

Fluence: Fast To Deploy, Profitable Water Solutions



Revenue Mix Has Shifted To SPS ex-Ivory Coast



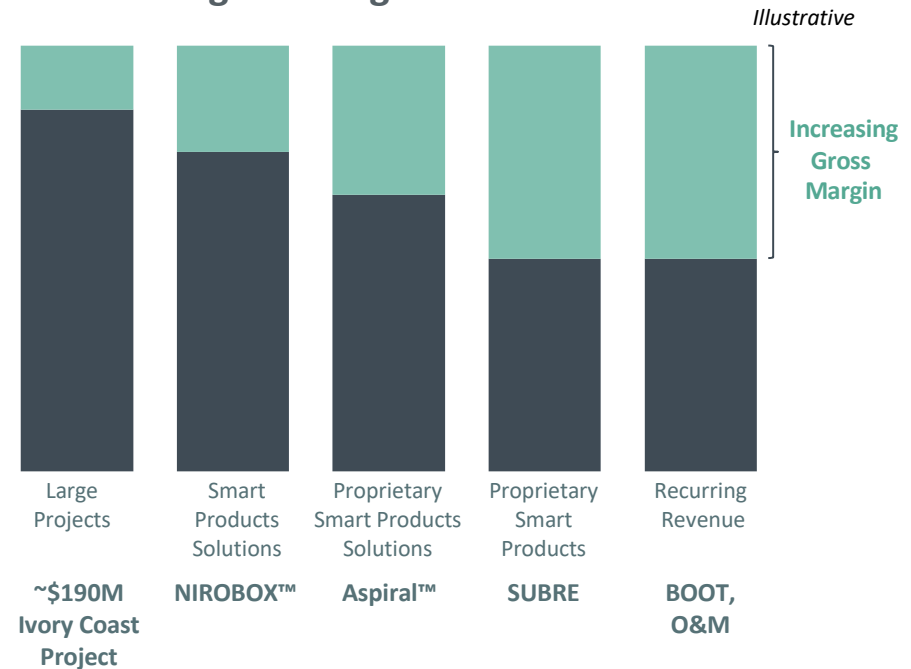
Smart Products Solutions (SPS)
 Recurring Revenue (RR)
 Custom Engineered Solutions

* 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 execution of Ivory Coast project
- Improve operating efficiencies

Transition To Higher Margin Revenue



- ✓ 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

Leading ESG Impact in Water Treatment

Committed to sustainable water solutions



Committed to UN SDGs

- Fluence's innovative solutions contribute to the conservation of resources, energy savings, generation of energy and reuse of water
 - Fluence technologies are highly energy efficient (MABR, desalination) and lower CO₂ and other harmful contaminants
 - A decentralized approach using Fluence MABR to solve the world's wastewater needs would result in increased access to clean water and wastewater → **Potential annual energy savings of 2 TWh, equivalent to 150mm tons CO₂**
- Fluence is committed to ESG and delivers on 10 of the 17 UN SDGs



Sustainability Impact from Fluence's Installations

MABR & NIROBOX



32 GWh / year
in energy savings compared to
conventional technologies
Equivalent to 23,100 Tons CO₂ / year



Reuse



**17Bn Liters Water
Recycled / year**

Water



**158Bn Liters
Drinking Water
Produced / year**

Wastewater



**253Bn Liters
Wastewater
Treated / year**

- ✓ MABR installations remove >1,200 tons of nutrient pollution/year
- ✓ Lowers Nitrous Oxide emissions by 247,920 tons/year

Source: EPA, Company analysis.

Disclaimer



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



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