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# Q3 & Year-to-Date 2022 Update

Fluence Corporation (ASX:FLC)

27 Oct 2022

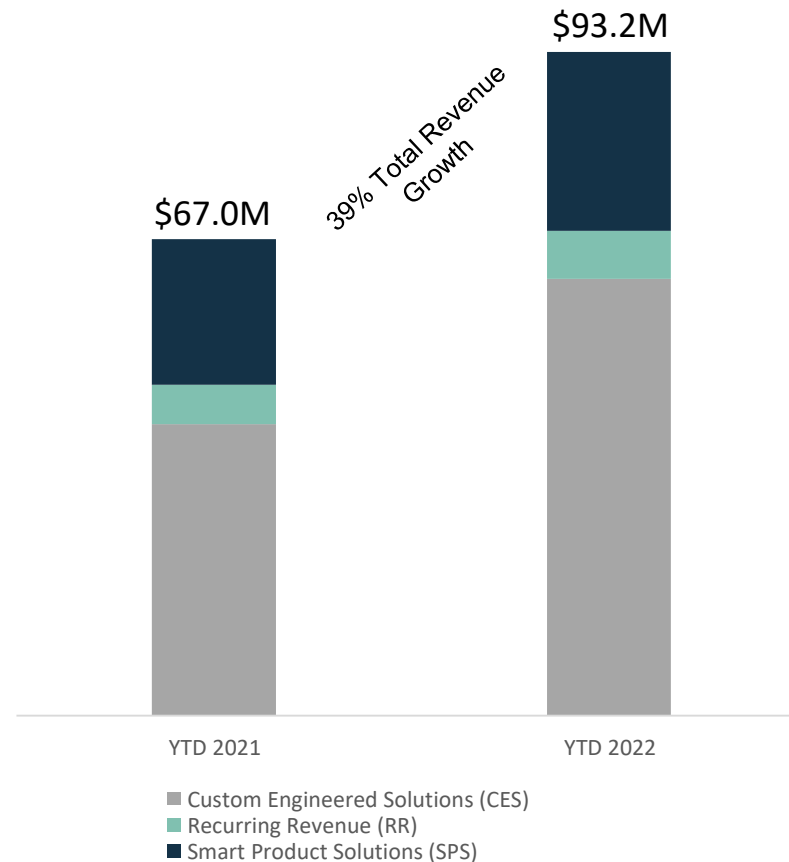
# Q3 & Year-to-Date 2022 Highlights

*All financial numbers contained herein are in US dollars, are unaudited and include the Italy business which as noted below is no longer an asset held for sale*



- **Q3 Revenues of \$29.0M** - Up 33% on Q3 2021
- **Year-to-date (YTD) revenues of \$93.2M** - Up 39% on YTD 2021
- **Q3 SPS revenues of \$10.9M** - up 95% from \$5.6M on Q3 2021
- **YTD SPS revenues of \$25.1M** - up 22% from \$20.5M on YTD 2021
- **Q3 recurring revenues (RR) of \$2.3M** - up 77% from \$1.3M on Q3 2021
- **YTD RR revenues of \$6.8M** - up 24% from \$5.5M on YTD 2021
- **Underlying EBITDA was positive for both Q3 and YTD**
- **Cash Balance of \$25.8M was down from \$31.8M at end of Q2 2022 and up from \$16.3M at the end of Q3 2021** - operating cashflow was negative \$7.2M. Significant payments to vendors of \$22.2M were largely offset by collections of \$15.0M
- **Italy business no longer held for sale** due to strong interest in waste-to-energy SPS solutions

## YTD Revenue Growth



# FY 2022 Revised Guidance

*All numbers are unaudited*



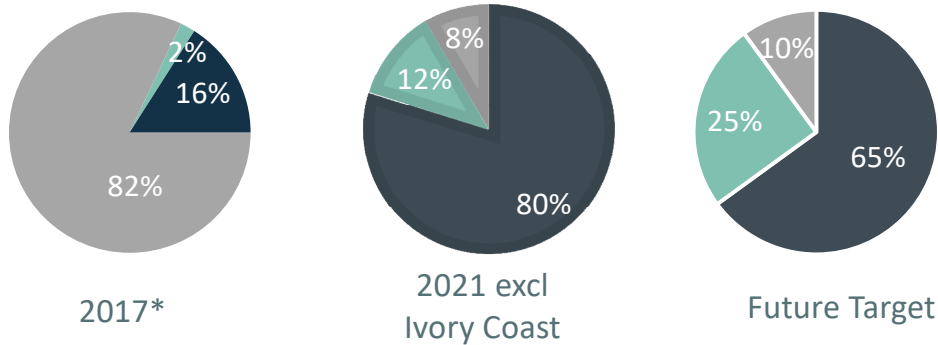
- Revenue adjusted from \$144M to \$123M due to exchange rate variations and continued China slowdown
- SPS revenue adjusted from \$45M to \$38M due to continued China slowdown
- EBITDA adjusted from \$3M to \$2M due to Euro/US\$ exchange rate change

<sup>1</sup> Underlying EBITDA = Statutory EBITDA excluding one-off items  
All numbers in presentation are USD unless otherwise stated.

# Fluence: Fast To Deploy, Profitable Water Solutions



## Revenue Mix Has Shifted To SPS ex-Ivory Coast



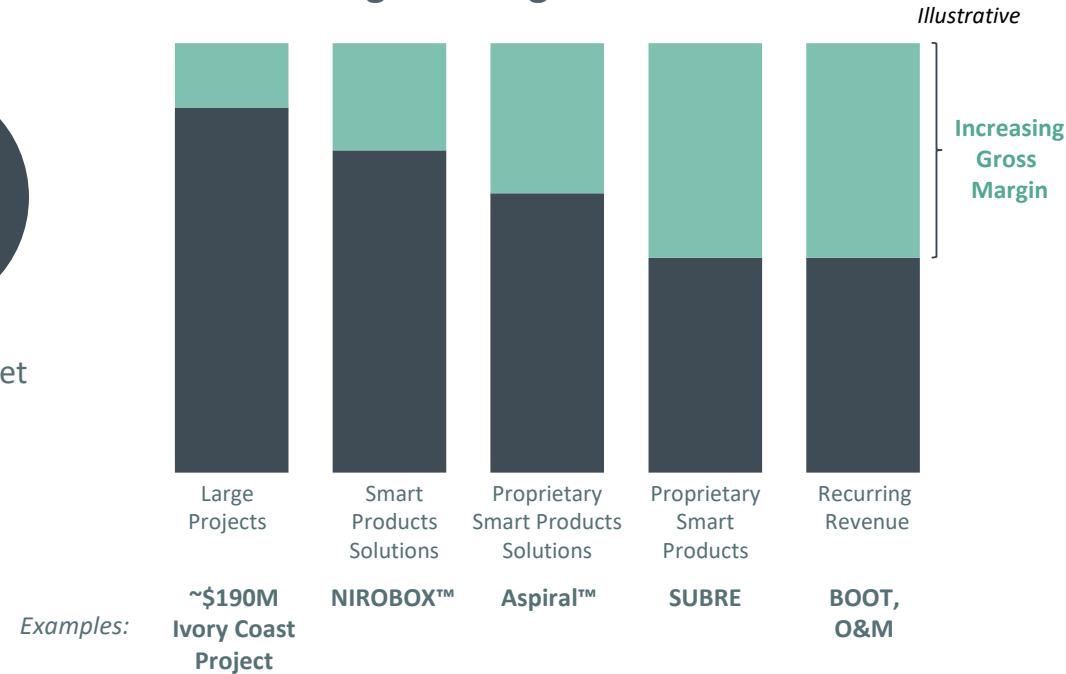
■ Smart Products Solutions (SPS)  
■ Recurring Revenue (RR)  
■ Custom Engineered Solutions

\* 12 months pro-forma

## Strategic Focus

- Sell SPS solutions in key global markets
- Seek more recurring revenue via water as a service & O&M contracts in key global markets
- Timely execution of 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

# Leading ESG Impact in Water Treatment

Existing Fluence Plants Mitigate The Equivalent of 262K tons of CO<sub>2</sub>/year

## Committed to UN SDGs

- Fluence technologies are highly energy efficient (MABR, desalination) and lower CO<sub>2</sub> and other harmful contaminants
  - Many wastewater treatment technologies emit Nitrous Oxide (N<sub>2</sub>O): 300x worse than CO<sub>2</sub> – Fluence emits 20-100x less. **Existing MABR systems save 291 tons/year of N<sub>2</sub>O emissions, equivalent to 86,650 tons of CO<sub>2</sub>**
  - Waste-to-energy from industrial wastewater mitigates a further 155,700 tons CO<sub>2</sub>/year**
  - Applying Fluence MABR to the world's wastewater needs improves access to safe water and has **potential annual energy savings of 2 TWh, equivalent to 150 million tons CO<sub>2</sub>**
- Fluence is committed to ESG and delivers on 10 of the 17 UN SDGs



## Sustainability Impact from Fluence's Installations

### MABR & NIROBOX



**28 GWh / year**  
in energy savings vs  
conventional technologies  
mitigates 20,000 Tons CO<sub>2</sub>/year

### Waste to Energy



**221 GWh / year**  
clean energy from biomass  
mitigates 155,700 Tons CO<sub>2</sub>/year

### Reuse



**19 Bn Liters Water  
Recycled / year**

### Water



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

### Wastewater



**669 Bn Liters  
Wastewater  
Treated / year**

✓ **MABR installations remove >2,300 tons of nutrient pollution/year**

# Disclaimer



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2021 consolidated financial figures presented on IFRS basis are audited. 2022 financial figures are unaudited.



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