Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

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Name of entity

Fluence Corporation Limited

ABN	**Quarter ended ("current quarter")**
52 127 734 196	30th September 2020

Consolidated statement of cash flows		**Current quarter US$'000**	**Year to date (9 months) US$'000**
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	17,207	47,144
1.2	Payments for		
	(a) research and development	(635)	(1,194)
	(b) product manufacturing and operating costs	(14,776)	(32,940)
	(c) advertising and marketing	(497)	(1,295)
	(d) staff costs	(5,684)	(17,108)
	(e) administration and corporate costs	(1,894)	(5,396)
1.3	Dividends received (see note 3)		
1.4	Interest received	50	148
1.5	Interest and other costs of finance paid	(532)	(945)
1.6	Income taxes paid	100	55
1.7	Government grants and tax incentives		
1.8	Other (provide details if material)	*785	383
1.9	**Net cash from / (used in) operating activities**	**(5,876)**	**(11,148)**

* Includes projects security deposits released

2.	**Cash flows from investing activities**		
2.1	Payments to acquire:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment	(433)	(630)
	(d) investments		
	(e) intellectual property		
	(f) construction of concession assets	(79)	(320)
	(g) other non-current assets		

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Consolidated statement of cash flows		Current quarter US$'000	Year to date (9 months) US$'000
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment	50	79
	(d) investments		5,000
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)	(30)	
2.6	**Net cash from / (used in) investing activities**	**(492)**	**4,129**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	17,759	18,625
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings		
3.8	Principal portion of lease liability	(462)	(1,160)
3.9	Other (provide details if material)		
3.10	**Net cash from / (used in) financing activities**	**17,297**	**17,465**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	20,154	21,908
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(5,876)	(11,148)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(492)	4,129

Consolidated statement of cash flows		Current quarter US$'000	Year to date (9 months) US$'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	17,297	17,465
4.5	Effect of movement in exchange rates on cash held	102	(1,169)
4.6	**Cash and cash equivalents at end of period**	**31,185**	**31,185**

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter US$'000	Previous quarter US$'000
5.1	Bank balances	31,185	20,154
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**31,185**	**20,154**

6.	Payments to related parties of the entity and their associates	Current quarter US$'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	-
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

There were no payments to related parties during the quarter, other than the payment of Directors' fees in the normal course of business.

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7.	**Financing facilities** *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	**Total facility amount at quarter end US$'000**	**Amount drawn at quarter end US$'000**
7.1	Loan facilities	21,708	21,529
7.2	Unsecured bank guarantees	1,091	1,091
7.3	Other (please specify)	0	0
7.4	**Total financing facilities**	22,799	22,620

7.5	**Unused financing facilities available at quarter end**	179

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

The company has loan facilities in place with banks in Italy, Brazil, USA with interest rates varying from 1.70% to 12.00%. The majority of these loans are unsecured.

The company has unsecured bank guarantees in place in Italy.

On 29 July 2020, the Group entered into a loan agreement with an affiliate of Upwell LLC to provide an initial $20 million finance facility (the "Facility"). The Facility can be increased up to $50 million at Fluence's request and at Upwell's discretion. The Facility is available to fund BOOT projects and Fluence working capital.

8.	**Estimated cash available for future operating activities**	**US$'000**
8.1	Net cash from / (used in) operating activities (Item 1.9)	(5,876)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	31,185
8.3	Unused finance facilities available at quarter end (Item 7.5)	179
8.4	Total available funding (Item 8.2 + Item 8.3)	31,364
8.5	**Estimated quarters of funding available (item 8.4 divided by Item 8.1)**	5.34

Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:

8.6.2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

8.6.3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered

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Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

October 30, 2020

Date: .....

Francesco Fragasso, Chief Financial Officer

Authorised by: .....
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

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