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A horizontal graphic of a water splash, showing a line of blue water with numerous small bubbles and ripples, extending across the width of the page.

1H 2021 Update

Fluence Corporation (ASX:FLC)
31 August 2021

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1H 2021 Highlights

All numbers are subject to audit finalization and exclude assets held for sale



Continued strong adoption of MABR Smart Products Solutions

- 34 MABR plants sold in 1H 2021 brings the total sold worldwide to 281 MABR plants

Continued SPS Revenue Growth, Improved Profitability from targeted revenue

- Revenue of \$39.7M in 1H 2021 - China revenues for 1H 2021 up 45% on 1H 2020
- SPS revenues of \$10.4M in 1H 2021, up 12% on 1H 2020
- Every dollar of SPS & recurring revenue is approx. twice as valuable as CES revenue due to higher gross margins
- Ivory Coast revenues anticipated to be stronger in 2H 2021 as construction was just starting in 1H 2021

Backlog Strong

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

Cost Out Improvement, Continued operating efficiency gains

- 1H 2021 SG&A expenses down 9% from 1H 2020

Operating Cash Flow positive, Healthy Cash Balance

- Operating cash flow positive for the year to June 30 2021 by \$19.6M
- Cash balance of \$23.7M plus \$35.0M in short and long-term liquid investments

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

• -Operating expenses including depreciation and amortization
All numbers in presentation are USD unless otherwise stated.

Progress on Strategic Priorities

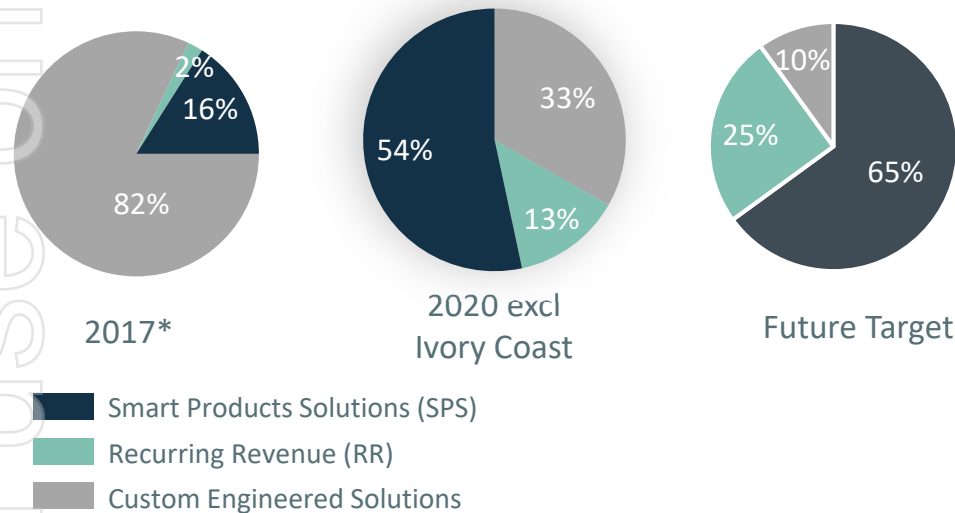


Priority	Progress
Continue strategic repositioning to focus on SPS and Recurring Revenue	<ul style="list-style-type: none"> ▪ Sale of Italy business and Peru project will improve focus and operating efficiency
Sign key new volume strategic partnerships in Asia and the Middle East	<ul style="list-style-type: none"> ▪ 5 MABR plants sold in China were to new partners
Secure significant new contract wins in focus markets: US, Asia, Middle East	<ul style="list-style-type: none"> ▪ 34 MABR plants sold year to date ▪ 3 MABR plants were sold in the US, bringing US total to 10 ▪ 25 of the 34 MABR plants sold in 1H 2021 were repeat orders from China volume partners ▪ Global total sold to date: 281
Develop water as a service business in North America	<ul style="list-style-type: none"> ▪ Strong pipeline progressing
Execute Ivory Coast project	<ul style="list-style-type: none"> ▪ On budget with stronger revenues in 2H 2021
Meet or exceed guidance	<ul style="list-style-type: none"> ▪ On track to achieve underlying EBITDA positive for 2021 with SPS sales \$35-50M

Fluence: Fast To Deploy, Profitable Water Solutions



Revenue Mix

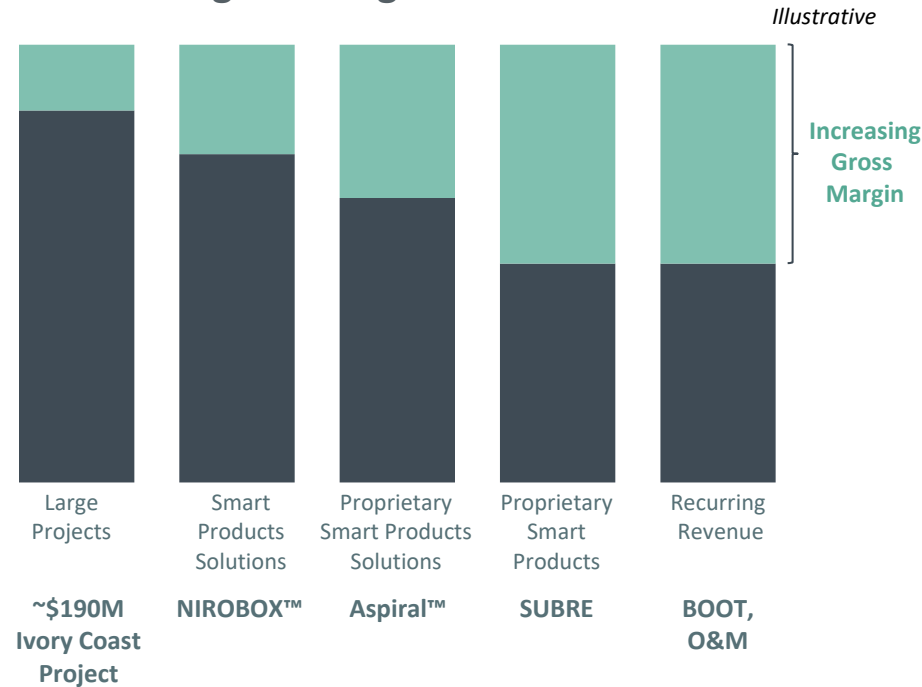


* 12 months pro-forma

Strategic Focus

- Sell MABR plants in Asia
- Sell Nirobox in Middle East and SE Asia
- Sell recurring revenue projects 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

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



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