



www.fluencecorp.com

A horizontal graphic of a water splash, showing a line of water with several bubbles and droplets, rendered in shades of blue and white.

Q3 FY2021 Update

Fluence Corporation (ASX:FLC)

28 October 2021

ersonal use only

Q3 FY2021 Highlights

All numbers are subject to audit



Strong Revenue Growth

- Revenue of \$20.0M up 46% over Q3 FY2020
- SPS revenues of \$7.4M in Q3 FY2021 brings 2021 year-to-date SPS revenues to \$18.9M

SPS Booking, Backlog and Outlook Strong

- Year-to-date SPS bookings were \$27.1M with current SPS backlog¹ of \$16.2M
- \$11.3M of this backlog¹ is anticipated to be recognized as revenue in Q4 FY2021

Continued Strong Adoption of MABR Smart Products Solutions

- 44 MABR plants sold year to date including recent Cambodia order
- Now 290 MABR plants sold worldwide, capable of treating wastewater for 900,000 people

Backlog Strong

- \$158.5M contracted backlog

Cost Out Improvement – Continued Operating Efficiency Gains

- Operating expenses down 14% versus Q3 FY2020
- Year-to-date down 11% on the same period in 2020

Low Operating Cash Outflow – Operating cash flow outflow in Q3 of \$2.0M down from \$5.9M in Q3 FY2020

Net Cash Position – Cash balance of \$16.3M, as well as \$35.7M in short and long-term liquid investments

FY2021 Guidance Reiterated – EBITDA positive for year, SPS revenues \$35 – 50M

Backlog¹ only includes amounts that have been formally contracted for sale and not yet delivered to the customers and therefore still to be recognized as revenue. In particular for revenue from BOT contracts, it includes only 12 months of future revenue and does not include the remaining amount previously announced under volume partnerships. There is approx. \$45M that remains from existing Volume Partnership Agreements that are yet to be contracted for sale and hence are not included in this Backlog number.

Operating expenses including depreciation and amortization.

All numbers in presentation are USD unless otherwise stated.

Progress on Strategic Priorities



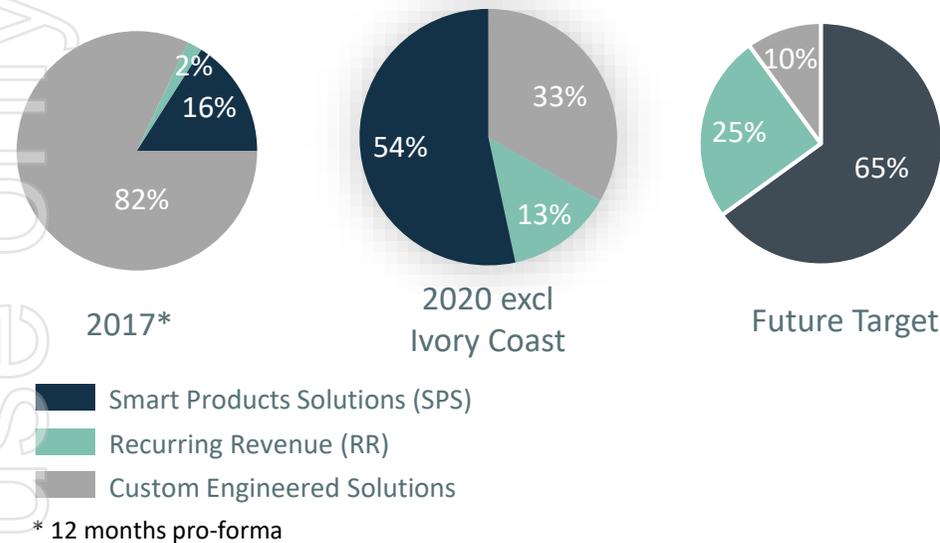
Priority	Progress
Sign strategic partnerships in China	<ul style="list-style-type: none"> ▪ Joint development agreement signed with Beijing Enterprises Water Group (operator of 1,115 wastewater treatment plants)
Secure significant new contract wins in focus markets: US, China, SE Asia, Middle East	<ul style="list-style-type: none"> ▪ Sold 10 MABR plants in Q3 2021, 44 sold year to date ▪ First MABR sold in Dubai, important reference sale in region ▪ Global total sold to date: 290
Develop water as a service business in North America	<ul style="list-style-type: none"> ▪ MABR plant sold in St Lucia provides local reference in target market
Execute Ivory Coast project	<ul style="list-style-type: none"> ▪ Overall cash flow positive
Meet or exceed guidance	<ul style="list-style-type: none"> ▪ On track to achieve underlying EBITDA positive for 2021 with SPS sales \$35-50M

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

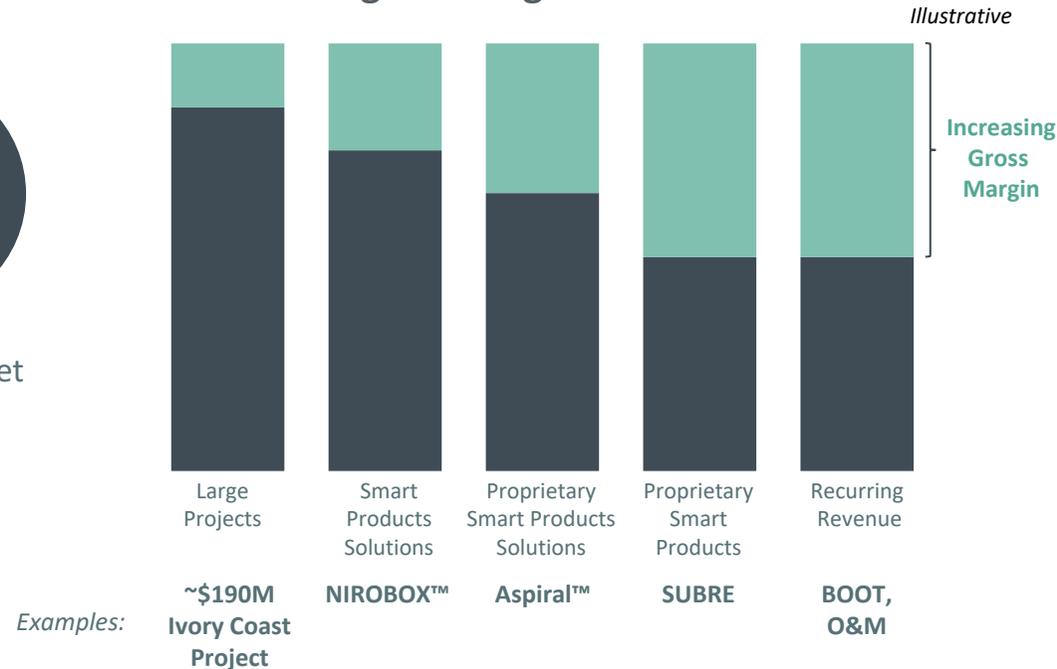
Fluence: Fast To Deploy, Profitable Water Solutions



Revenue Mix



Transition To Higher Margin Revenue



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

- ✓ 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

ersonal use only

For further information, please contact:

Australia

Andrew Angus
Investor Relations
E: andrewangus@overlandadvisers.com.au
P: +61 402 823 757

United States of America

Richard Irving
Chairman and CEO
E: rirving@fluencecorp.com