



Placement to institutional investors and share purchase plan

Melbourne, 26 October 2018

Fluence Corporation Limited (Fluence) has launched an equity placement of ordinary shares to institutional investors (Placement) to be followed by a share purchase plan (SPP) for eligible shareholders. We attach the investor presentation to be provided to investors.

It is expected that Fluence shares will remain in a trading halt while the Placement is conducted until Tuesday, 30 October 2018, or such other earlier time that the results of the Placement are announced to ASX. Settlement of new shares issued under the Placement is scheduled to occur on Friday, 2 November 2018, with allotment scheduled to occur on Monday, 5 November 2018.

Indicative Placement timetable*

Trading halt commences	Friday 26 October 2018
Placement completed and trading halt lifted	Tuesday 30 October 2018
Settlement of new Placement shares	Friday 2 November 2018
Allotment and commencement of trading on ASX of new Placement shares	Monday 5 November 2018

* dates are in Melbourne and are indicative and subject to change

The Placement will be followed by a Share Purchase Plan (**SPP**) for all eligible shareholders (including retail shareholders), being holders of existing ordinary shares in Fluence as at 7.00pm (Melbourne time) on Thursday 25 October 2018 (**Record Date**). Under the SPP, Fluence will offer all eligible shareholders the opportunity to apply for new Fluence ordinary shares without brokerage or stamp duty costs.

Further details will be provided to shareholders by way of a separate announcement to ASX. Fluence is advised by Canaccord Genuity (Australia) Pty Limited as Lead Advisor, Odeon Capital Group LLC on behalf of EAS Advisors LLC and Lander & Rogers.

- ENDS -

USA
10 Bank Street, Suite 830
White Plains, NY, 10606
Phone: +1-212-572-5700
Facsimile: +1-212-572-5704

Fluence Corporation Limited

ABN: 52 127 734 196
www.fluencecorp.com

AUSTRALIA
Level 3, 62 Lygon Street
Carlton, Victoria 3053
Phone: + 61 (0)3 9824 5254
Facsimile: + 61 (0)3 9822 7735



Targeting Global Leadership in Decentralized Water & Wastewater Treatment Solutions



Corporate Overview
October 2018

Important Notice



- **Important notice and disclaimer** : This presentation has been prepared by Fluence Corporation Limited (ASX: FLC) (**Company** or **FLC**) in relation to an offer of new fully paid ordinary shares in the Company (**New Shares**) pursuant to an institutional placement (**Placement**) to be made to eligible persons under the Corporations Act 2001 (Cth) (**Corporations Act**) and a share purchase plan (**Share Purchase Plan**), the proceeds of which will be applied to fund FLC's China expansion, new product and new market development and general working capital requirements. All currencies quoted as "\$" are US\$ unless otherwise specified.
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- **Lead Manager:** FLC has engaged Cannacord Genuity (Australia) Pty Ltd (**Lead Manager**) to act as bookrunner and lead manager of the Placement. The Lead Manager, Odeon Capital Group LLC on behalf of EAS Advisors LLC, together with their related bodies corporate, shareholders or affiliates and each of their respective officers, directors, employees, affiliates, partners, associates, agents or advisers (together, the "**Limited Parties**") do not make or purport to make any representation or warranty, express or implied, as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this Presentation and there is no statement in this Presentation which is based on any statement by a Limited Party. None of the Limited Parties accepts any fiduciary obligations to or relationship with any investor or potential investor in connection with the Placement, the Share Purchase Plan or otherwise. By accepting this Presentation each recipient expressly disclaims any fiduciary relationship and agrees that it is responsible for making its own independent judgements with respect to the Placement, Share Purchase Plan and any other transaction or other matter arising in connection with this Presentation. None of the Limited Parties accepts liability for any loss arising from the use of this Presentation or its contents or otherwise arising in connection with it, including, without limitation, any liability from fault or negligence, or liability for any direct, indirect, consequential or contingent loss or damage arising from the use of information contained in this Presentation or in relation to the accuracy or completeness of the information, statements, opinions or matters, express or implied, contained in, arising out of or derived from, or for omissions from, this Presentation including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom.

Executive Summary



- Global water scarcity and contamination is real and growing
- Often, demand exists where large centralized solutions are not viable
- *Decentralized* solutions are CapEx efficient and deploy rapidly – US\$22B market by 2021¹ (one of the fastest growing segments)
- Fluence is focused on the *decentralized* market with a full suite of solutions
- Backlog of US\$80.3M at October 20, 2018
- Based on current backlog, as well as recent contract wins, high confidence to achieve US\$95M in 2018 revenues. Additional revenues expected from current sales pipeline and activities towards achieving US\$105M revenue target
- EBITDA positive Q3 2018, sustainable positive EBITDA targeted some time during 2019
- Proven Management team and Board
- Over 7,000 references with systems installed in more than 70 countries

¹Source: Global Water Intelligence, *Global Water Market 2017 Volume 1*

Market Opportunity



Growing Global Water Crisis Now



Urgent Need For
Affordable,
Fast-to-Deploy
Solutions

Water shortages affect 2.7B people **now**

2.4B people lack proper wastewater treatment **now**

An additional 2.1B people need upgraded treatment

Population growth from 7.4B in 2016 to 9.1B by 2050

60% increase in global food production by 2050

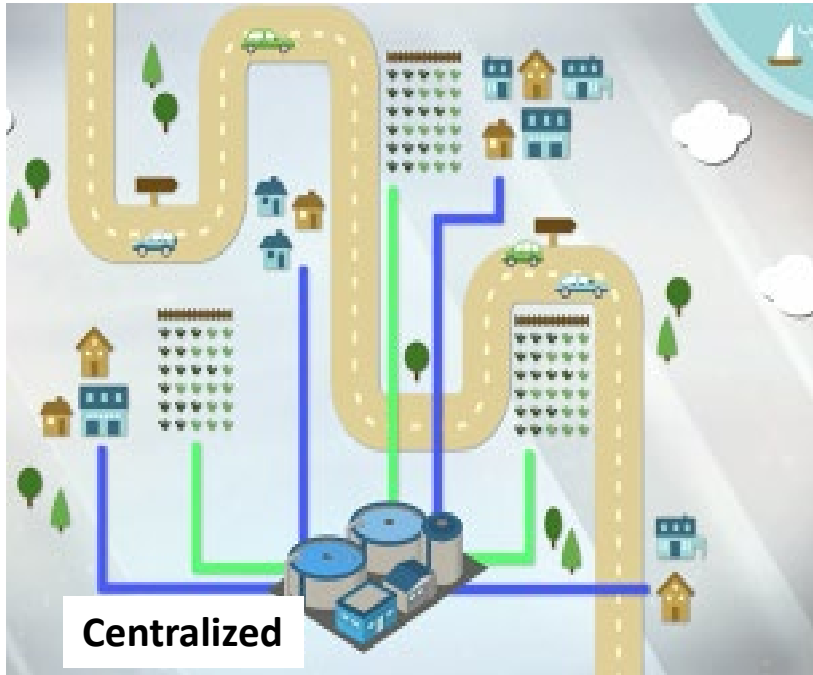
Manufacturing water demand will grow 400% by 2050

Global water consumption to double by 2050

Results in 40% water deficit by **2030**

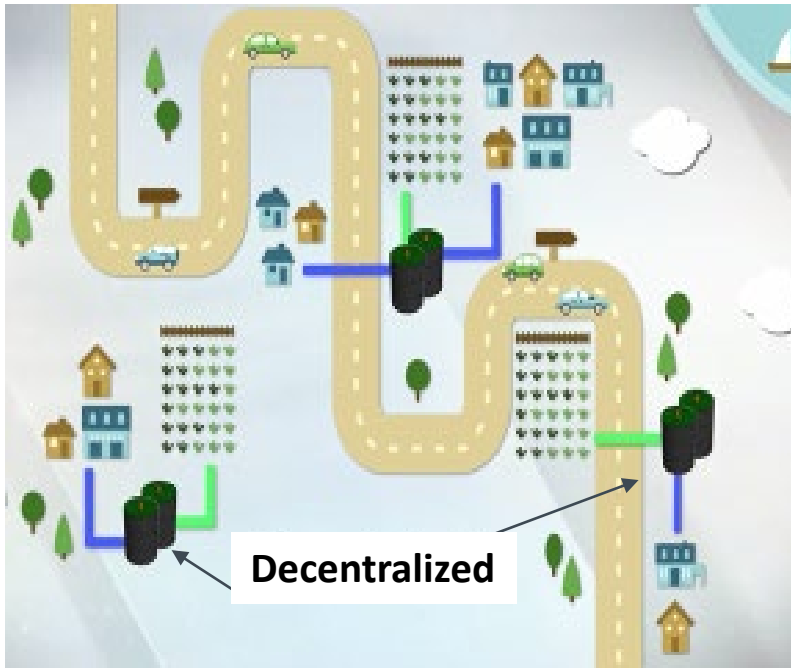
By **2025**, two-thirds of the world will face water shortages

Today's Large Centralized Solutions Do Not Address the Growing Demand



- **Large centralized plants:** CapEx and OpEx inefficient and demand massive in-ground infrastructure. Require oversized capacity today to meet long-term demand
- **Developed world:** Rusting pipes and growing communities drive pipe replacement: \$1M – \$10M+/km, plus pumping and storage
- **Upgrades often cost prohibitive:** Fixing and upgrading water infrastructure is not always viable, estimated to cost \$1T+

Decentralized, Packaged Treatment Plants: The Solution For Global Water Needs



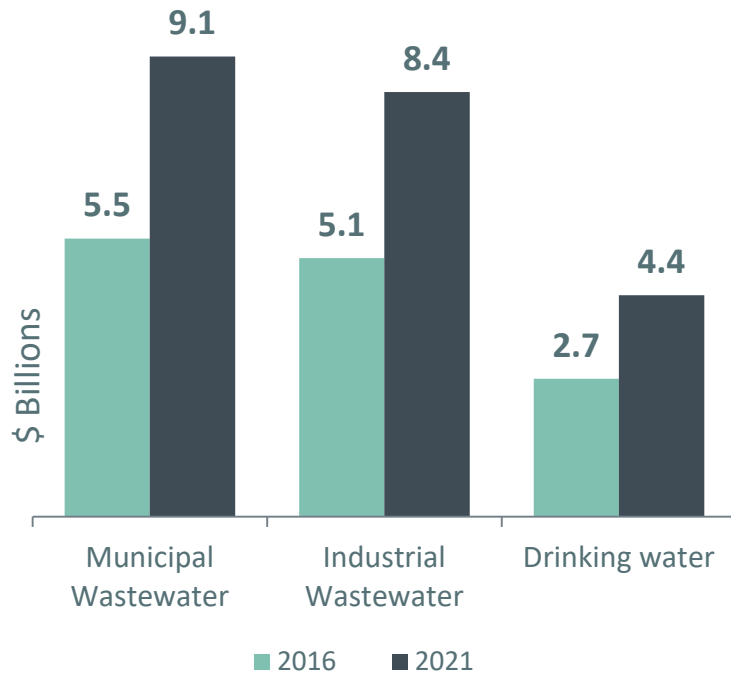
- **Packaged Plants** provide a fast, cost-effective ‘plug and play’ solution
- Packaged Plants enable **remote monitoring and operation**, substantially reducing OpEx
- Point of Use **Decentralized Plants** require **short and limited in-ground infrastructure**, saving 25% CapEx and 40% OpEx¹ for new install and upgrades
- Localized water treatment and reuse **avoids need for large, costly installed base**, reduces water and energy demand
- Multiple decentralized plants help mitigate man-made or natural disasters

1 = capex and opex reductions are based on company estimates having regard to the cost of traditional treatment methods

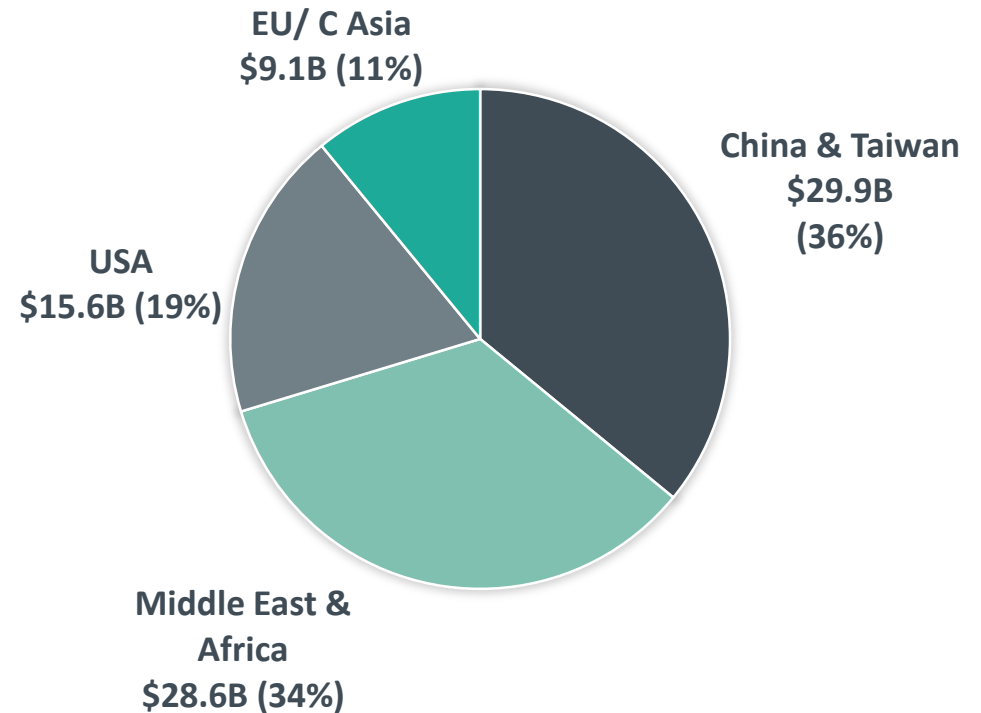
Target Markets Growing Rapidly

Smart Packaged Plants/Decentralized Market:

Global market growing from
\$13.3B to \$21.8B (2016 to 2021)



\$83B in Planned CapEx
Desalination and Reuse plants
(Cumulative 2017 to 2022)



Fluence Positioning



An Established Global Player with Differentiated Products Serving Growing Markets



US\$700B global water market – tighter rules, urgent needs



Only global, pure play water & wastewater treatment company



Targeting fastest growing segments



Smart packaged plants deliver best-in-class performance



Asprial™ ramp starting in China



First SUBRE contract won



Global team of 330+ experts



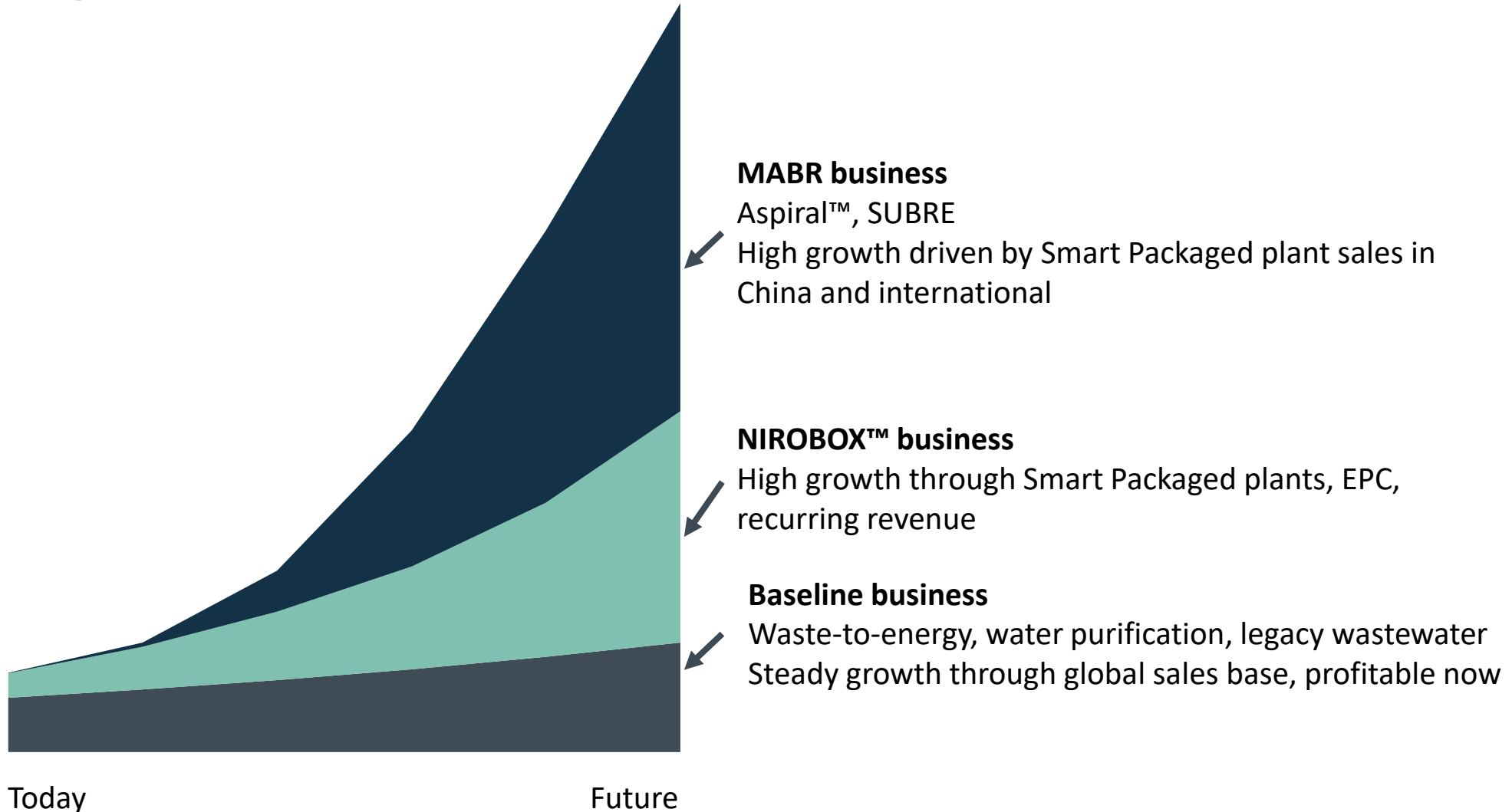
Minimal debt allows for leveraged growth

Result: Sustained Revenue and Targeted Margin Growth, Increasing Recurring Revenue

Growth Strategy

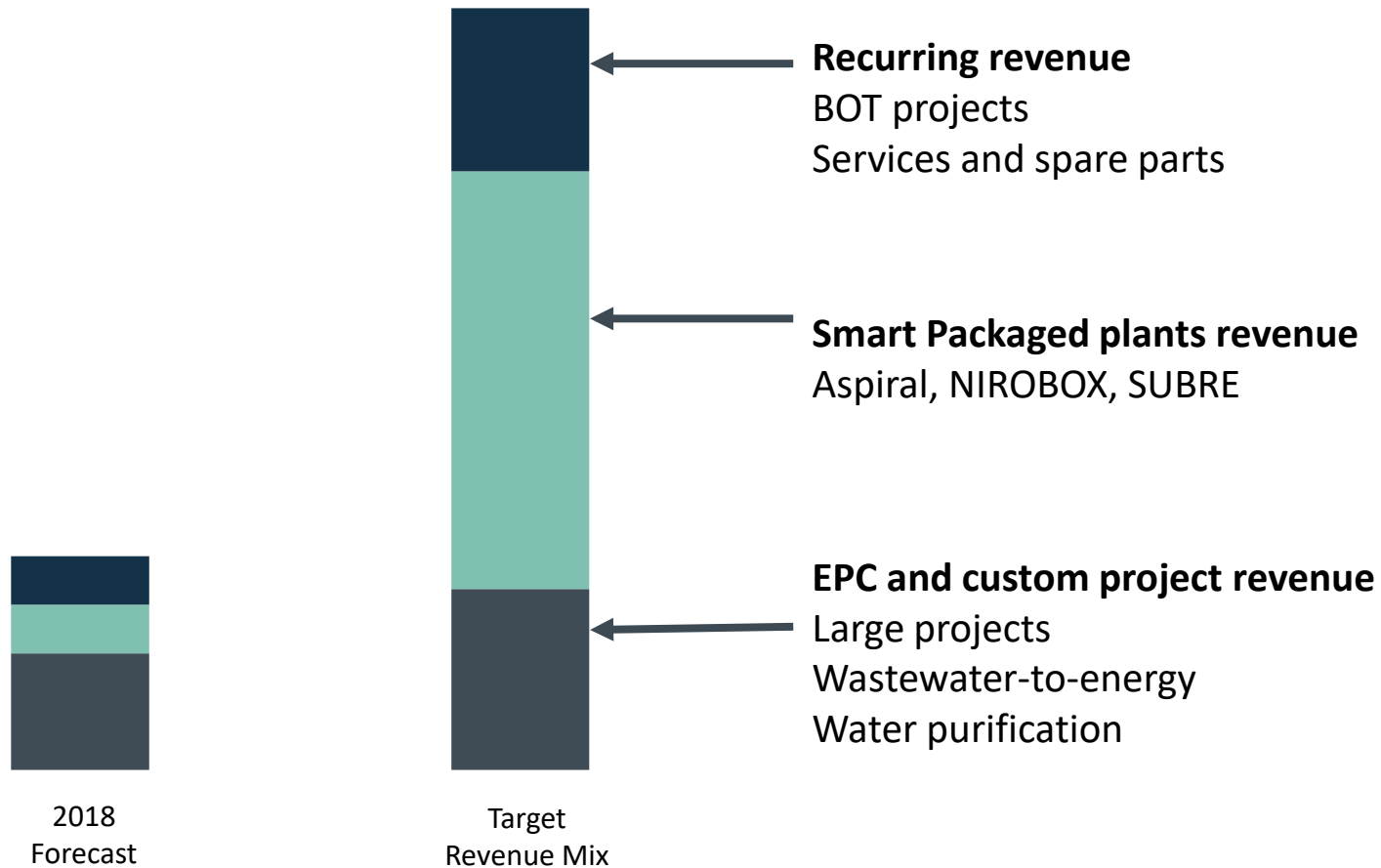
- Leading suite of Smart Packaged plant products serve decentralized water and wastewater markets worldwide
- Focus global EPC reputation on Smart Packaged plant sales enabling more repeat orders, faster delivery, higher margin
- Growing BOT pipeline funded by nondilutive finance increases recurring revenue
- Target China's wastewater treatment market with MABR-based Aspical™ Smart Packaged plants to drive rapid growth
- Leverage partners to accelerate pipeline, bookings and revenue growth
- Maintain healthy top-line growth
- Target EBITDA positive some time during 2019

Target Revenue Growth from Product Segments



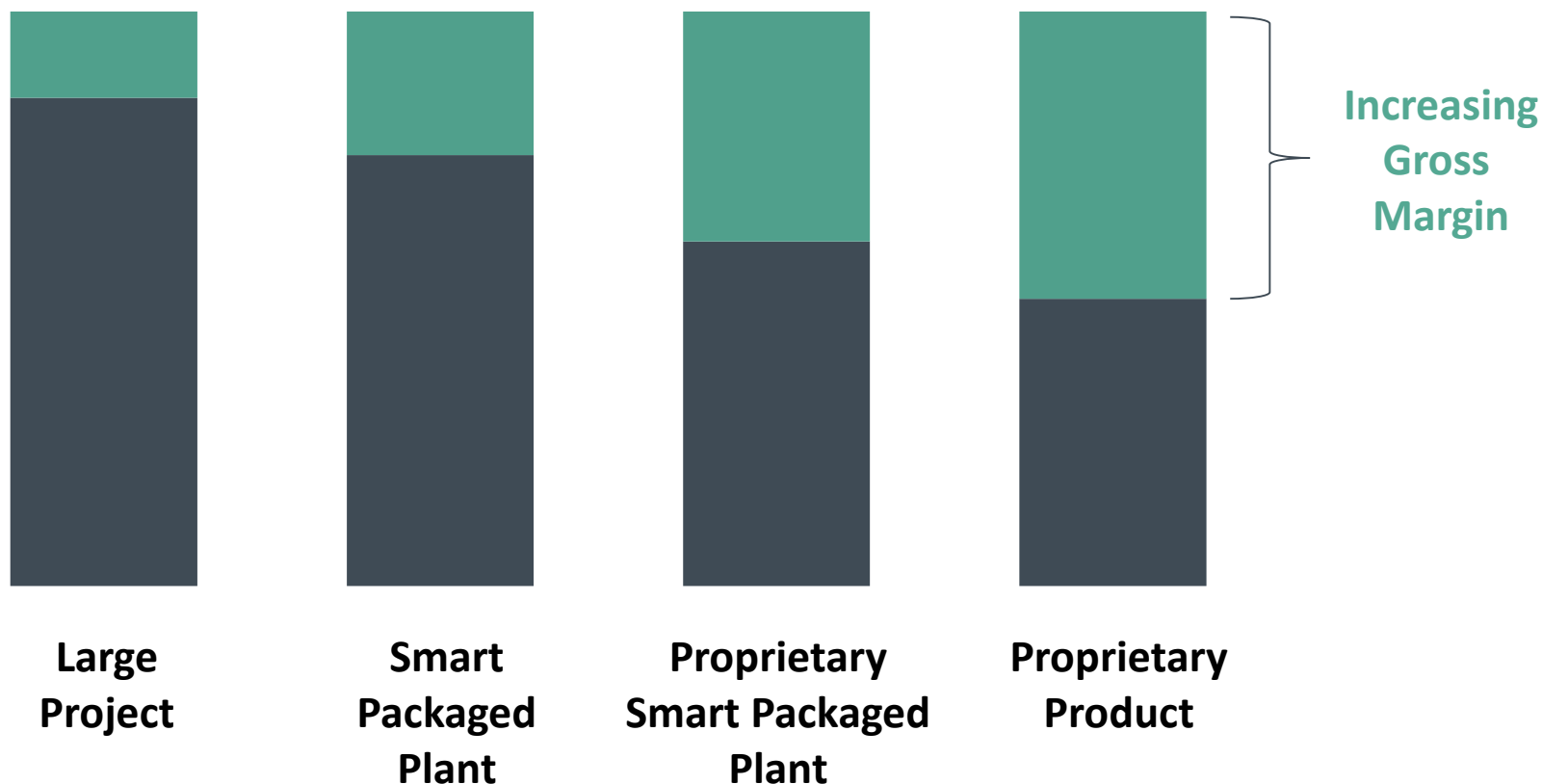
*The graph in this slide is illustrative of the Company's plans.

Target Revenue Growth from Business Segments



*Relative size of columns is illustrative.

Critical Success Factor: Target Growing Gross Margin



Large Project

Smart Packaged Plant

Proprietary Smart Packaged Plant

Proprietary Product

Increasing
Gross
Margin

Example:

**\$100M+¹
Africa Project
(MoU signed)**

NIROBOX™

Aspiral™

SUBRE

*The graph in this slide is illustrative of the Company's plans.
1 = formal contract under negotiation

Why Smart Packaged Plants Win: Case Study

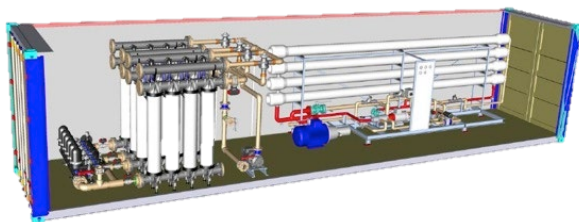


Deploy in approx. 1/3 of the time, at est. 37% lower cost, capturing more value



Typical Custom Desalination Plant

- ✗ Long time to complete (18+ mos)
- ✗ High CapEx
- ✗ Fixed site, hard to upgrade



Fluence Packaged Desalination Plant

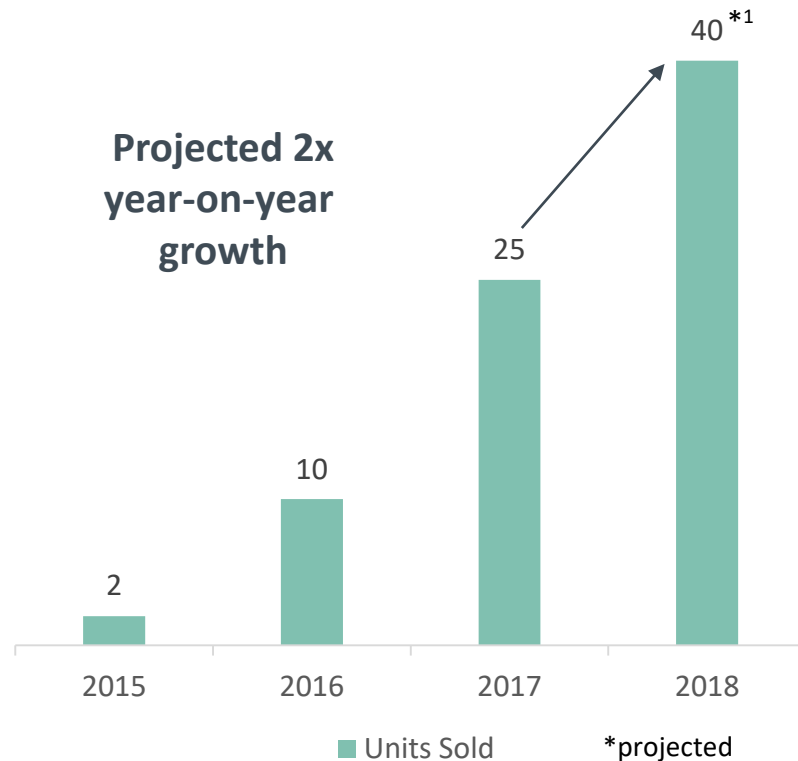
- ✓ One-third of construction time¹
- ✓ CapEx = 37% less¹
- ✓ Easy to upgrade as required
- ✓ Easy to relocate – mobile
- ✓ Lower energy use

“South Africa’s first mobile desalination plant”
Global Water Intelligence

¹ = based on the Company’s experience in successfully constructing a desalination plant in South Africa.

Smart Packaged Plants Drive Rapid Sales Growth

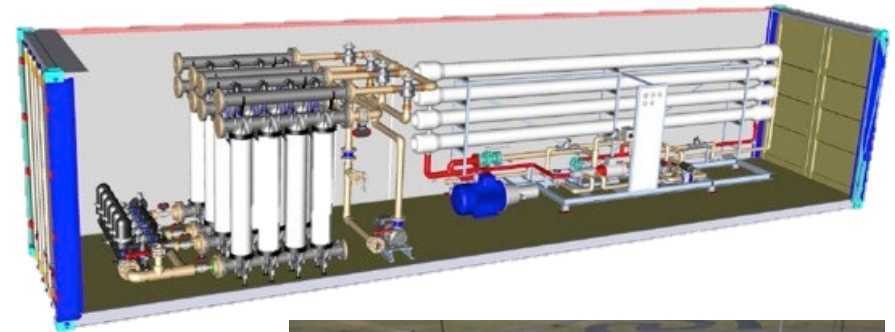
NIROBOX™ Sales Ramp



Projected 2x
year-on-year
growth

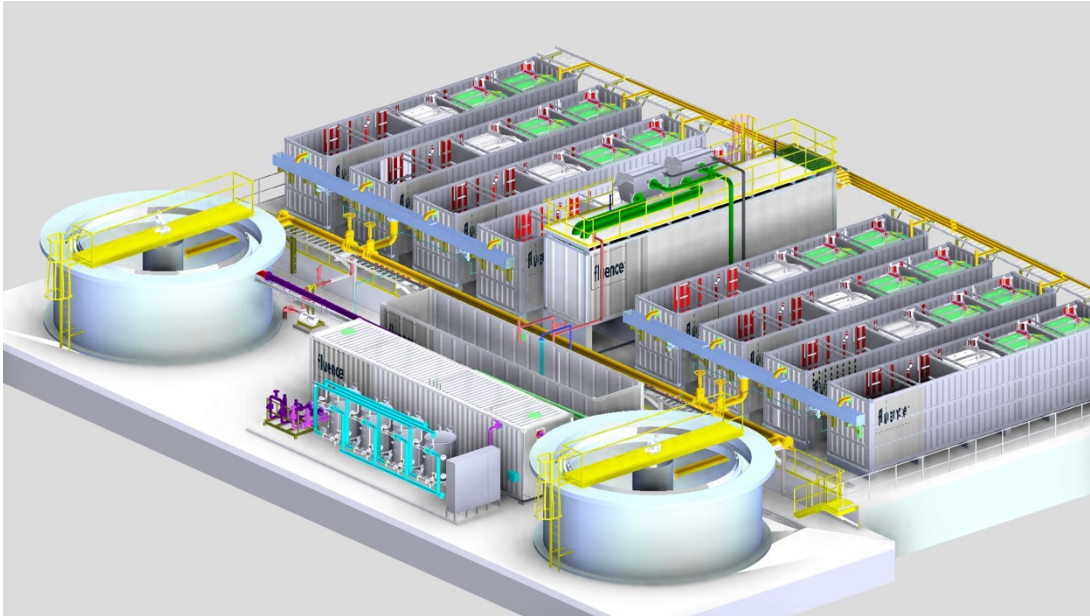
NIROBOX Smart Packaged Plant

- Containerized mobile desalination plant for easy deployment globally
- Wins contracts by saving energy, cost, time to deployment
- Higher gross margins
- Introduced in 2015 with immediate market adoption

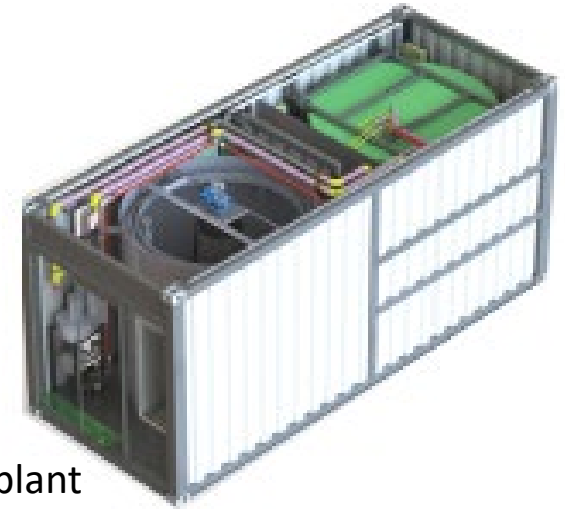


1 = including the recently announced Egypt contract to supply 12 Nirobox SW-XL units for delivery in Q4 2018.

aspiral™ Smart Packaged Plants Enable Fastest Path to Revenue



1,000 m³/day plant serves 5-10K people



50 m³/day plant
serves a village

Aspiral™ Smart Packaged Plants using MABR Technology

- Containerized, mobile and low energy distributed wastewater plant treats from 20 m³/day – 5,000 m³/day of raw municipal wastewater
- The key to addressing a large portion of the vast Chinese market
- Locally made plants from 100% owned China factory equal faster time to revenue
- Introduced in 2017 targeting China and global markets



MABR module made in
Fluence's Changzhou factory

Well Positioned for Huge China Opportunity



Aspiral™ Smart Packaged MABR Plants

China's 13th 5-year plan provides US\$15B funding for rural wastewater treatment

Fluence's MABR technology is uniquely qualified for this market

Fluence has established multiple channel partnerships in China

Shipment of commercial packaged plants has commenced

Local supply of Aspiral™ solutions from our plant in Changzhou

Strong Pipeline of Aspiral™ Wastewater Treatment Plants

	2018 YTD
1 Cluster Order won	Approx. 80 Aspirals in 18 months
Commercial contracts won	10
Partners secured	23
Provinces covered	14
Plants and reference sites operating	9
Plants in construction	5

• China market size and rural coverage sourced from SACU 2016 Chinese Province Table and 20 company estimates

Exclusive Partnership Agreement with ITEST in Central China (announced Oct 12)

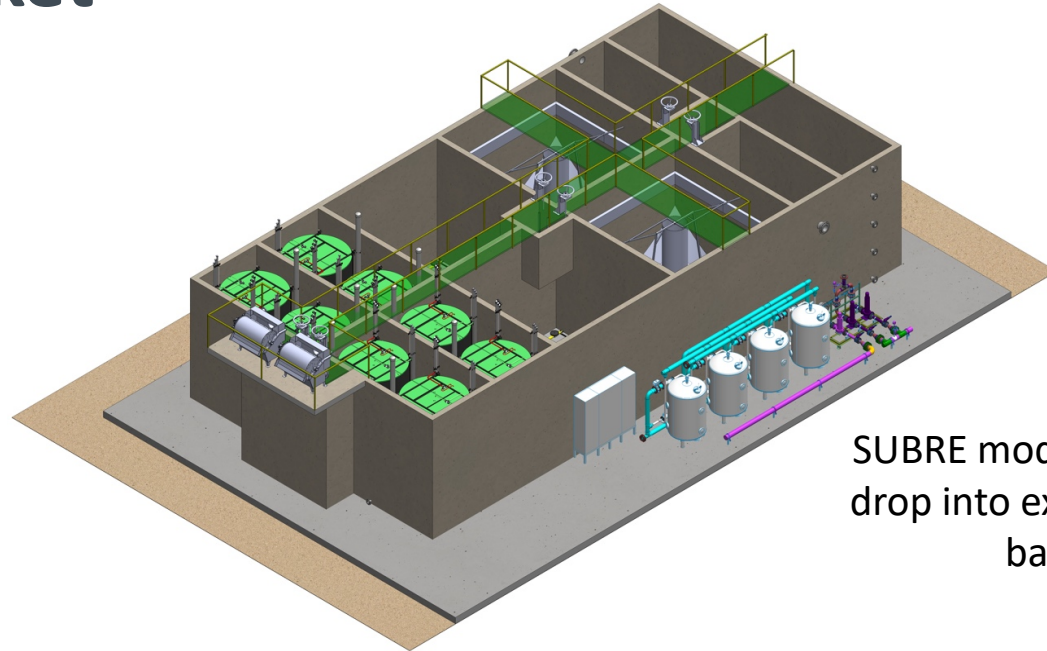


- Exclusive partnership agreement with ITEST in central China for a total volume 66,000 m³ per day; estimated value of \$45 million
- Supply of Aspiral™ Smart Packaged wastewater treatment plants along the highway system under ITEST's scope
- Follows sale to ITEST of an Aspiral™ 200 m³/day Smart Packaged wastewater treatment plant for a highway service area in central China in July 2018 – this unit was shipped, delivered and installed within 6 weeks
- Agreement anticipates that around 80 Aspiral™ units will be needed in the coming 18 months



- Fluence will design and build Aspiral L4 units, pictured above, at its manufacturing plant in Jiangsu, China, for this project.

SUBRE (Submerged MABR) Opens Large New Market



SUBRE modules simply drop into existing plant basin

SUBRE

- Submerged MABR modules upgrade **centralized plant** capacity up to 100K m³/day, improve efficiency and compliance **without chemicals**
- Fast upgrade – fully operational within a month
- Average Fluence revenues US\$2.5M/plant, thousands of plants need upgrading
- High margins
- First full-scale SUBRE contract secured

Compelling Global Position Diversifies Revenue



Product	Market	Competitive Advantage	Proof Points
Aspiral™ - Smart Packaged MABR	Decentralized wastewater: \$9.1B in 2021 + \$15B in China	Up to 90% less energy, halves OpEx, fast time to market	Plants in USVI (US EPA certified), California (approaching Title 22 certification), Texas, 9 in China, 2 in Ethiopia, 2 in Israel
SUBRE	Thousands of plants, \$2B+/year	Avoids toxic chemicals, big energy saving, improves nitrogen removal	Full-scale field testing and first contract now - low-risk, as based on proven MABR technology
Smart Packaged Plant – Purification (NIROBOX™, Ecobox)	Decentralized water plants: \$4.4B in 2021 Solves emergencies	Deploy in 6 months, vs 18-24 months Lower CapEx, OpEx, footprint Mobile	Plants globally including EMEA, Latin America, Asia Pacific
Waste-to-Energy	Industrial market \$8.4B in 2021	Proven expertise and dominant in local market	Dominant in Italian sectors Signing top international processors
BOT/Recurring Revenue	Water and wastewater treatment	Own source of financing; expert at managing risk	San Quintin, \$48M CapEx + 30 year O&M (\$10M/year), RAV Bahamas
Large EPC Projects	Multi-billion market	Global player, active in 70 countries	African project (\$100M+), Mexican BOT, Cyprus, Colombia

Sources: MarketsandMarkets Analysis, Global Water Intelligence, company estimates

Key Contacts



Richard Irving
Executive Chairman

+1 408 382 9790
rirving@fluencecorp.com

Gary Dvorchak
The Blueshirt Group

+1 323 240 5796
+86 138 1079 1480
gary@blueshirtgroup.com

Henry Charrabé
Managing Director & CEO

+1 212 572 3766
hcharrabe@fluencecorp.com

Ronn Bechler
Market Eye

+61 400 009 774
Ronn.Bechler@marketeye.com.au

Appendix



Guidance: Metrics to Track Success



Backlog June 30, 2018

- \$84M and \$33M of revenue in first half of 2018

Revenue for 2018

- Based on current backlog & recent contract wins, high confidence to achieve US\$95M. Additional revenues expected from current sales pipeline and activities towards achieving US\$105M target

Gross margin for 2018

- \$22 - 25M

Recurring revenue

- Increasing BOT projects and O&M contracts

New products

- SUBRE first contract success, general intro by first half 2019

Profitability

- Targeting at least one profitable quarter in 2019

World-Class Board and Leadership



Management Team



Henry J. Charrabé
Managing Director & CEO

- Former CEO of RWL Water
- Over 10 years' water industry experience



Tony Hargrave
COO

- Over 30 years' water industry management experience



Francesco Fragasso
CFO

- 20 years' finance experience in renewable energy and water treatment



Erik Arfalk
CMO

- Over 15 years' marketing strategy experience



Ronen Schechter
CTO

- Co-Founder of Emefcy
- Over 25 years' water technology experience



Ilan Wilf
Global VP Sales

- Over 22 years' water industry experience
- Former VP Sales of Emefcy



Yaron Bar-Tal
Global VP of Product Development

- 15 years' R&D management experience
- Former VP Engineering of Emefcy



Spencer D. Smith
CLO

- Over 10 years' corporate law and M&A experience
- Former GC of RWL Water

Board of Directors



Richard Irving
Executive Chairman

- 35 years' tech and Venture Capital experience
- US\$3B value created



Henry J. Charrabé
Managing Director & CEO

- Former CEO of RWL Water
- Over 10 years' water industry experience



Rengarajan Ramesh
Non-executive Director

- Former CTO of GE Water
- 30 years' operating, acquisition and tech experience



Ross Haghghat
Non-executive Director

- 30 years' tech and Venture Capital experience
- US\$4B value created



Arnon Goldfarb
Non-executive Director

- Over 30 years' industrial experience



Paul Donnelly
Non-executive Director

- Over 30 years' international financial services experience



Peter Marks
Non-executive Director

- 30 years' capital markets experience



Ross Kennedy
Company Secretary & Advisor to the Board

- Over 30 years' experience as Company Secretary

Large Diversified Client Base



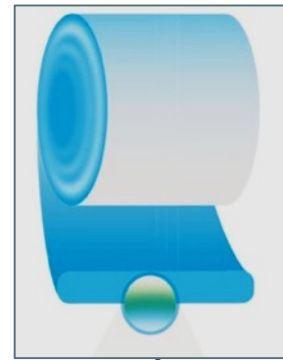
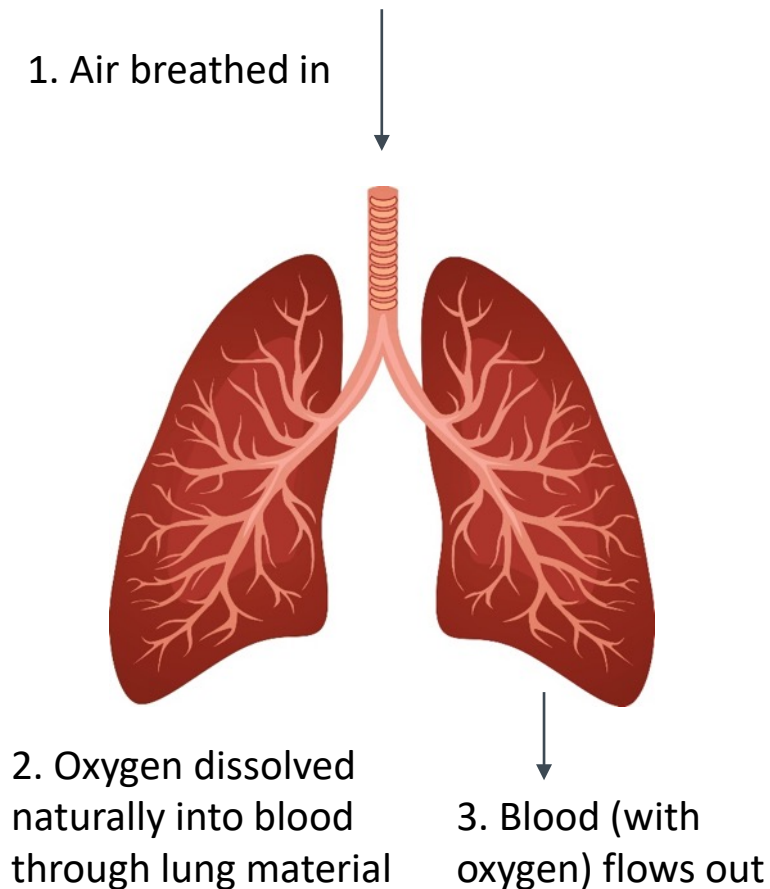
Fluence focuses on decentralized, packaged water and wastewater treatment solutions for customers across the industrial, commercial and municipal sectors

Historical and Existing Customers and Partners

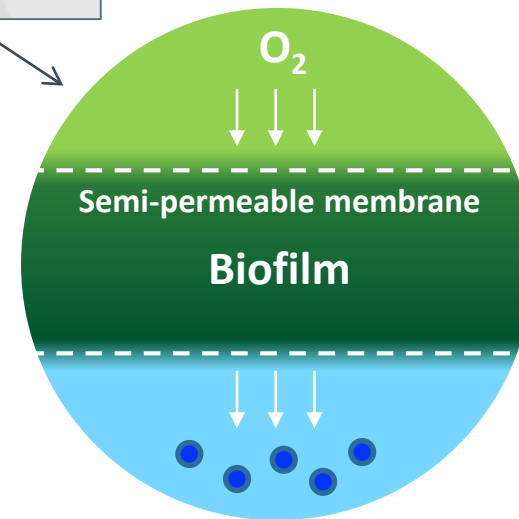


How MABR Works

MABR - Inspired by Nature



1. Air passes through



2. Oxygen dissolves naturally into wastewater through membrane

3. Wastewater picks up oxygen to digest waste

Positioning for Growing Opportunities in USA



*North America Decentralized Market already \$2.8B in 2016, expected to reach \$4.1B by 2021**



Demo Plant at Codiga Resource Recovery Center (CR2C) at Stanford University

- Commissioned in January 2018 to allow for observation and testing of compliance with California's strict Title 22 reuse standards
 - Serves as reference site for potential clients, who can see an Aspiral™ unit in operation
- Key applications: wastewater treatment, nitrification/denitrification, phosphorous removal and reuse

Smart Packaged NIROBOX™ Plants

Deliver Water Fast



The growing demand for potable water due to climate change requires fast deployment of robust, reliable water desalination solutions



Large, custom desalination plants require long development time - environmental, site, interconnection and financing



NIROBOX™

- **NIROBOX™** is a field proven solution that addresses the mid market
- **Shorter time-to-water** the ideal solution for drought stricken areas
- **Lower Initial CapEx**
- **Modular and Scalable** approach that can suit any site requirements, enabling fast delivery, integration, commissioning and operation.

Advanced Technology:

- High availability
- Lower OpEx costs
- Online monitoring for improved efficiency



NIROBOX™ Family of pre-engineered water treatment solutions, fully assembled in a standard 40ft container, ready for rapid deployment and operation



NIROBOX SW



NIROBOX BW



NIROBOX FW

Proven Industrial Waste-to-Energy Solutions



Onsite production of energy reduces electricity and gas consumption

High-quality, treated effluents meet the most stringent requirements

Reduction of sludge volume by up to 90%, significantly reduces landfill waste

Output can be used as a fertilizer

Reduces greenhouse-gas emissions

Dominant in local market sectors, reliable, low operation and maintenance requirements

