



Fluence Investor Deck and Road Show

Melbourne, New York February 28, 2020

Fluence (ASX:FLC) is pleased to attach a copy of the Investor Deck for presentation at the “g.research: 30th Annual Pump, Valve & Water Systems Symposium” in New York and to investors in Melbourne and Sydney during an Australian investor road show next week.

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This announcement is authorized for lodgment on ASX by Henry Charrabé, Managing Director & CEO, Fluence Corporation Limited.

About Fluence Corporation Limited (ASX: FLC)

Fluence is a leader in the decentralized water, wastewater and reuse treatment markets, with its pre-engineered, standardized Smart Products Solutions, including Aspiral™, NIROBOX™ and SUBRE. Fluence offers an integrated range of services across the complete water cycle, from early stage evaluation, through design and delivery to ongoing support and optimization of water related assets, as well as Build Own Operate Transfer (BOOT) and other recurring revenue solutions. With established operations in North America, South America, the Middle East, Europe and China, Fluence has experience operating in over 70 countries worldwide and enables businesses and communities worldwide to maximize their water resources.

Further information can be found at <https://www.fluencecorp.com/>.

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Fluence Corporation (ASX: FLC)
February / March 2020

Fluence addresses Global Water Challenges



Global Water Scarcity is a Real and Growing Challenge –
Fluence provides uniquely compelling, pre-engineered, Smart Products Solutions

THE GLOBAL CHALLENGE

- Meet growing global **water consumption demand - forecast to double by 2050***
- Manage **environmental threats** posed by untreated wastewater
- Traditional treatment relies on large, capex-heavy, central treatment plants that are often **unaffordable and impractical** – **2/3 of the capex is invested in infrastructure in the ground**

THE RESPONSE

- Low cost, **fast-to-deploy water and wastewater treatment products and solutions**
- Treat water locally **using multiple, smaller water and wastewater treatment plants** – **pre-engineered solutions enable local reuse and require much simpler infrastructure and vastly reduce process risks**
- **Easily and quickly enhance existing** large scale (centralised) water treatment infrastructure

FLUENCE SOLUTIONS

- ✓ Utilises **proprietary, patented membrane technology (MABR)** that enables rapid, low cost:
 - deployment of pre-engineered, modular wastewater treatment solutions; and
 - quality and capacity improvements for centralised wastewater treatment plants
- ✓ Pre-engineered, Smart Products Solutions for water and wastewater treatment challenges rapidly **solve local water shortages**

*Sources: WWF, Water Scarcity, 2014; US Geological Survey, 2015; UN World Water Development Report, 2017; Water for Food, UNCTAD, 2011; UN Water, 2017.

Accelerating Shift to Decentralised Systems

Estimated \$13 billion global market for decentralised systems utilising pre-engineered water and wastewater treatment products*

Traditional Centralised System



- ✗ Costly to build and operate
- ✗ Infrastructure heavy – two-thirds of CAPEX before the plant (piping, pumping)
- ✗ Overdesigned for growth = lower ROI
- ✗ Take years to deploy
- ✗ Mainly for well developed urban areas
- ✗ Legacy plants require efficiency improvements

Decentralised Systems



- ✓ Require minimal infrastructure
- ✓ Improved use of existing water – reuse saves drinking water
- ✓ Lower, just-in-time CAPEX
- ✓ Easy and low cost to operate and maintain
- ✓ Can be deployed in rural areas with minimal existing infrastructure
- ✓ Modular and easily upgradable

*Sources: The Global Water Market in 2018, Global Water Intelligence

Fluence's Unique Solutions

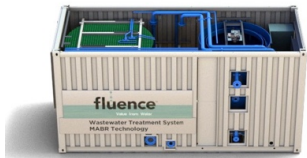


Focused Solutions for Decentralised Water, Wastewater and Reuse Markets

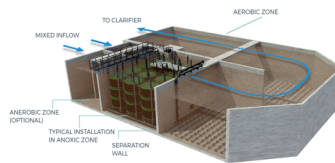
Wastewater Products

Use proprietary MABR wastewater technology

aspiral™



subre

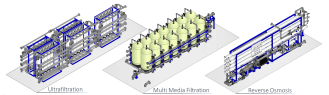


Water Treatment and Reuse Products

NIROBOX™



NIROFLEX



EcoBox™



Custom-Engineered Solutions

- Conversion of Wastewater-to-Energy
- Mid-to-large scale projects and solutions

- ✓ **Installed in weeks, not years:** pre-engineered, modular plants
- ✓ Substantially **lower energy use** and operating costs
- ✓ Mostly **unattended operation**
- ✓ **Minimizes expensive in-ground infrastructure & civil works**
- ✓ **Meets highest regulatory standards & enables reuse**
- ✓ **Vastly reduces process and related risks**
- ✓ **Simple to maintain and upgrade**
- ✓ **Proven and accepted** for operations in excess of 5 years

- ✓ Provide validation and awareness of Fluence products

Fluence Product Portfolio



	<u>SPS</u>			<u>CES</u>
<u>Product</u>	Aspiral™	SUBRE	NIROBOX™/NIROFLEX	Custom-Engineered Solutions
<u>Target Market</u>	Wastewater - decentralised	Wastewater - retrofit and greenfield	Desalination/Brackish Water	Bespoke water & wastewater treatment projects
<u>Target use cases</u>	Small towns & communities, resorts/hotels, other commercial	Upgrade existing or newly built centralised plants to improve efficiency/capacity	Rapid deployment to communities in need of drinking water	Industrial, commercial, municipalities
<u>Differentiators</u>	Proprietary MABR		Pre-engineered, energy efficient, process risk reduced, and reliable	Bespoke turnkey solutions
<u>Capital intensity for Fluence</u>	Low		Low	High
<u>Direct competitors</u>	Low		Medium	High
<u>Plants sold to date</u>	132	8	22 plants	Hundreds of references over 30 years
<u>Focus markets</u>	China, Philippines, USA	China, Philippines, Jamaica, Israel	Middle East, LatAm, Africa, SE Asia	Global
<u>Average Revenue / plant</u>	US\$75k-4m	US\$1-10m	US\$750k – 8m	\$5-50m
<u>Revenue model</u>	Upfront sale of proprietary MABR pre-engineered, wastewater treatment solutions	Upfront sale of proprietary MABR pre-engineered, wastewater treatment solutions	Upfront sale of pre-engineered water treatment solution	Long-term projects with payments over key milestone periods
<u>Recurring revenue potential</u>	BOOT, O&M, spare parts	BOOT, O&M, spare parts	BOOT, O&M, spare parts	O&M, spare parts
<u>Bulk orders / project backlog</u>	3 Chinese partners with estimated sales of \$90m+ through 2022	1 partner in China, 1 partner in Jamaica	Potential Partnerships under negotiation	~\$230m backlog to be delivered over 2020-22

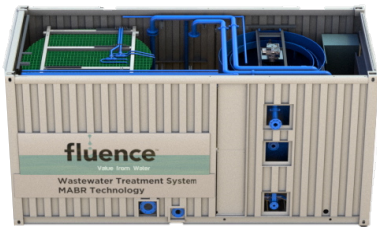


Focus of growth - higher margin and more stable long-term revenue streams with lower capital intensity, underpinned by Fluence's proprietary MABR technology

Why Fluence's MABR Wins – One of the Top 10 Water Tech Inventions of the Decade*

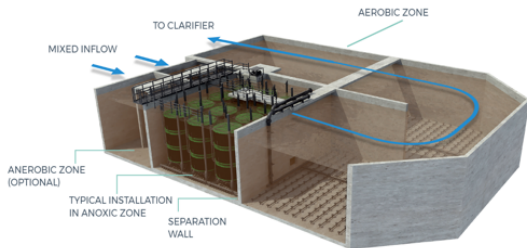


Fluence Beats Alternatives Even in Tough China Market** for Decentralised Plants



Plant Treatment Options	Fluence MABR™	Option 1: MBBR	Option 2: MBR	Option 3: FMBR
Capex vs Fluence	-	+21%	+120%	+65%
Opex vs Fluence	-	+50%	+179%	+71%
Energy vs Fluence	-	+46%	+171%	+67%

Fluence Offers Path to Savings on Upgrades*** for Centralised Plants



Upgrade option	Fluence MABR™	Option 1: MBBR	Option 2: MBR
Opex change	-9%	+21%	+61%
Energy change	-8%	+36%	+50%
Chemical use	-30%	+13%	0%

SUBRE upgrades can increase treatment capacity by up to 30%.

* According to Global Water Intelligence, issue January 20, 2020, page 6

** Compared to 1,000 m3/day plant; tech option 2 – A3O-MBBR; tech option 3 – MBR; tech option 4 – FMBR. All based on Fluence analysis from existing plants in China.

*** Compared to 1 MGD plant based on Fluence analysis for existing plant in Israel

Fluence's Environmental Benefits and Sustainability Impact



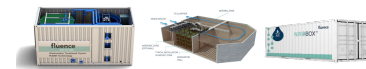
Committed to UN SDGs

- Fluence's innovative solutions contribute to the conservation of resources, energy savings, generation of energy and reuse of water
 - Fluence technologies are highly energy efficient (MABR, desalination) and waste to energy solutions (W2E)
 - A decentralized approach using Fluence MABR to solve the world's wastewater needs would result in increased access to clean water and wastewater → **Potential annual energy savings of >1M GWh, equivalent to >700 M Tons CO₂**
- Fluence operations and solutions delivering on 10/17 of UN SDGs
- Fluence is committed to the overall ESG guidelines



Sustainability Impact from Fluence's Installations

MABR & NIROBOX



19 GWh / year
in energy savings compared to conventional technologies
 Equivalent to
13,500 Tons CO₂ / year

Waste-to-Energy



121 GWh / year
clean energy generated from converting biomass to biogas
 Equivalent to
85,730 Tons CO₂ / year

Reuse



8.7Bn Liters Water Recycled / year

Water



121Bn Liters Water Drinking Water Produced / year

Wastewater



187Bn Liters Wastewater Treated / year

Fluence's MABR installations remove >500 Tons of excess nutrient pollution / year

Fluence Board and Leadership



Management Team



Henry J. Charrabé
Managing Director & CEO

- Former CEO of RWL Water
- Over 15 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



Susan Plotzky
VP Corporate Treasurer

- Over 35 years' finance experience
- Former Treasurer of Avon



Spencer D. Smith
CLO

- Over 15 years' corporate law and M&A experience
- Former GC of RWL Water

Board of Directors



Richard Irving
Chairman

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



Henry J. Charrabé
Managing Director & CEO

- Former CEO of RWL Water
- Over 15 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

- Over 30 years' experience as Company Secretary

Investment Highlights



- ✓ **Only global, pure play water and wastewater treatment** company delivering standardised, pre-engineered solutions focused on the **huge & growing decentralised market** – fast to deploy, low cost, lower risks and meets tightening regulatory standards
- ✓ Wastewater solution underpinned by **proprietary MABR technology** that delivers significant operating cost and GHG emission reductions; **now validated in over 140 plants** globally
- ✓ **China Smart Products Solutions growth** driven by 3 key bulk-order partners, with more in negotiation
- ✓ **Recurring revenue** increasing over time from BOOT and O&M contracts
- ✓ Expect to be **sustainably EBITDA positive in FY20 and beyond**
- ✓ **Strong balance sheet** with net cash of \$26.9m at Dec-19 following oversubscribed Oct 2019 capital raise
- ✓ **Experienced Board and management team**
- ✓ **Inflection point reached in Smart Products Solutions sales**, expected to drive gross margin towards 35% over the medium term

Financial Overview

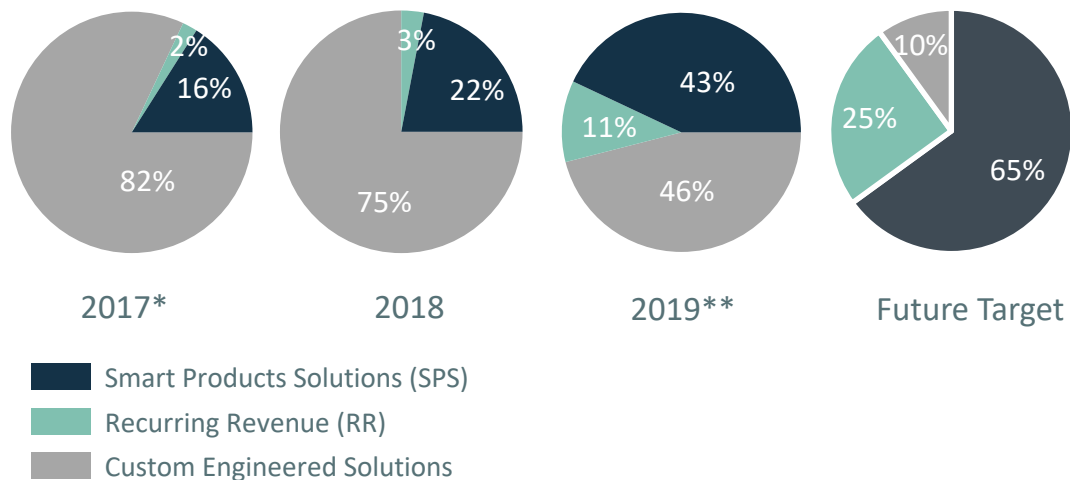


Revenue and Product Mix

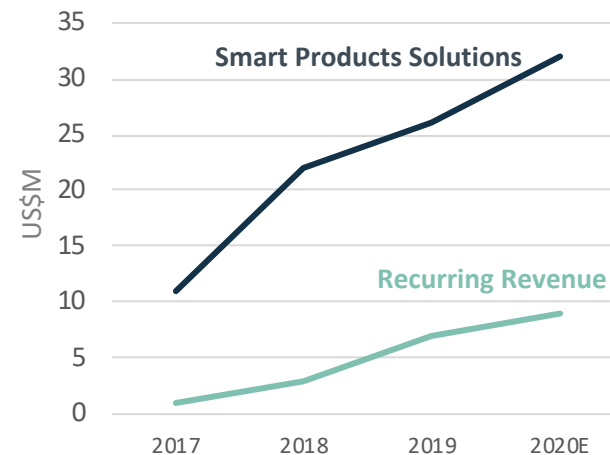


Focused shift towards higher margin Smart Products Solutions and Recurring Revenue

Revenue Mix



Revenue



- Smart Products Solutions (SPS) accounted for 43% of total revenue in 2019 (16% in 2017*)
- 2020 Guidance:
 - SPS revenue expected to grow to at least US\$32.0 million, a more than 20% increase from FY 2019 (FY 2017: US\$10.0 million, FY 2018: US\$22.0 million and FY 2019: US\$26.5 million)
 - Recurring revenue expected to continue to grow by 30% to US\$9.0 million (FY 2019: US\$7.0 million)
 - Expect to achieve and maintain EBITDA positive in FY 2020

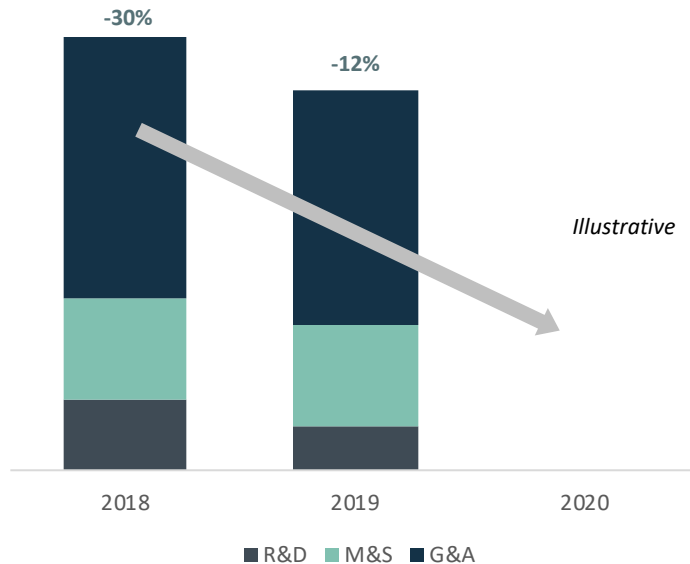
* 2017 pro-forma (consolidation of 12 months of RWL Water)

** Preliminary Financials based on 4E (unaudited)

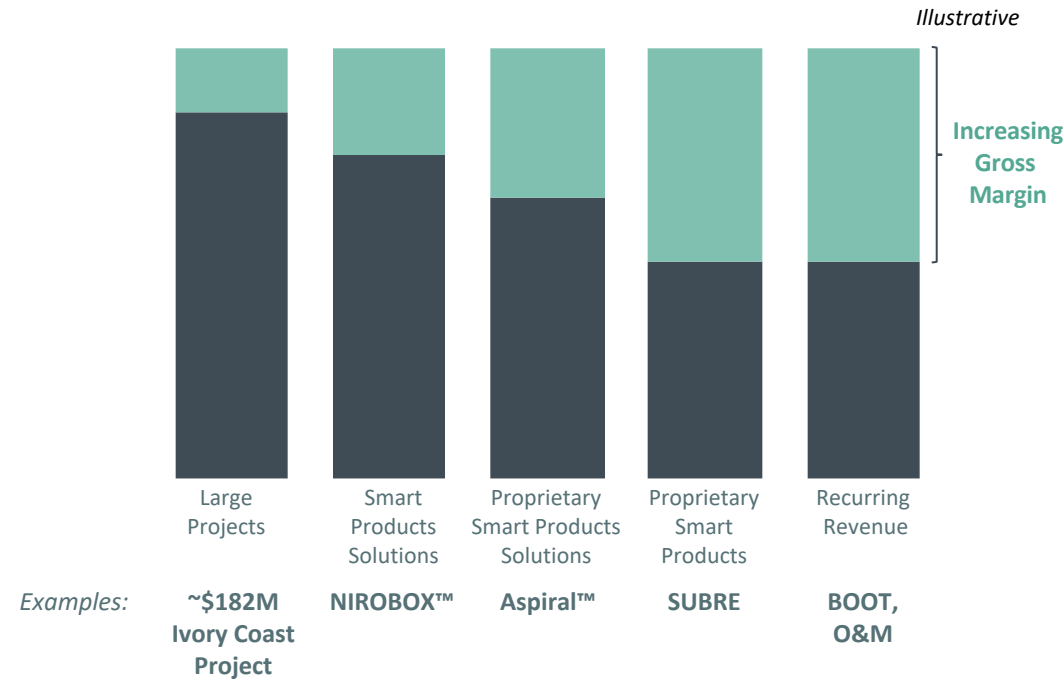
Sustainably EBITDA Positive from Q1 2020



Fixed Costs Reduction vs. Prior Year*



Transition Towards Higher Margin Revenue



- Corporate overhead has been reduced through global restructuring initiatives. SG&A is anticipated to reduce further in 2020 in absolute terms and as a percentage of revenue.
- Strong backlog of projects to drive revenue growth in 2020 (~\$155m of revenue from backlog)

- Smart Products Solutions and Recurring Revenue drive transition towards higher margin revenue
- Path towards continued EBITDA expansion
- Continue company transformation towards a standardized products-based business with reduction of fixed costs

*Does not include non-cash expenses (D&A and stock options)

Summary Financials



Segment Revenue (\$m)	2017 ⁽¹⁾	2018 ⁽²⁾	2019 ⁽³⁾	2020 Outlook	Comments
CES	45.5	72.7	27.3	> 120m	→ Backlog of \$265m over 2 years, underpinned by Ivory Coast
SPS	11	21.8	26.5	> 32m	→ Conservative guidance largely underpinned by existing agreements
- China SPS	0.3	2.8	13	> 24m	→ Underpinned by 3 bulk partnerships in China worth > \$100m over 3 years
Service/Recurring Revenue	1.5	6.4	7.1	>9m	→ Expected to grow in line with installed base and delivery of BOOT projects
Total Revenue	58.0	100.9	60.9	> 161m	→ \$155m from backlog as of 01/01/2020 (incl. Ivory Coast, San Quintin, etc.)
SPS Growth (y/y)		98%	21%	> 300%	
China SPS Growth (y/y)		833%	364%	> 85%	→ Strong pipeline of additional China distribution partners
Recurring Growth (y/y)		327%	11%	> 29%	

Profit & Loss (\$m)	2017 ⁽¹⁾	2018 ⁽²⁾	2019 ⁽³⁾	2020 Outlook	Comments
Revenue	58.0	100.9	60.9	> 161m	→ Strong growth in FY20 underpinned by Ivory Coast and growth in SPS sales
SG&A	-47.2	-33.5	-29.3		→ Significant efficiency gains achieved with further cost out in FY20
R&D	-6.5	-7.2	-4.6		→ All R&D fully expensed through the P&L
Total Costs	-53.7	-40.7	-33.9		
Adjusted EBITDA	-41.7	-17.2	-24.2		
Normalizations	-4.0	-9.2	3.2		→ Reversal of prior years accruals, transaction costs, restructuring costs, stock-based compensation
Statutory EBITDA	-37.7	-8.0	-27.4	Positive	→ EBITDA profitability is expected in FY20 and beyond
SG&A Growth (y/y)		-29%	-13%		

(1) 2017 pro-forma (consolidation of 12 months of RWL Water)

(2) Audited Financials

(3) Preliminary Financials based on 4E (unaudited)

Fluence Revenue Models



Pre-Engineered Products

Smart Products Solutions¹

- Sale of pre-engineered solutions (>50% pre-eng'd, >25% GM)
- High margin, repeat customers
- Leverages partners to accelerate pipeline, bookings and revenue growth

Pre-engineered wastewater solutions



Pre-engineered desalination solutions for rapid deployment



Recurring Revenue²

- Use pre-engineered products for BOOT projects
- Customer pays for water over duration of contract rather than upfront purchase of the system
- Generates long-term, recurring and predictable revenue
- Includes operations and maintenance contracts, aftermarket sales and spare parts sales
- \$50M financing facility in place to finance BOOT projects (min. 70% of CAPEX)

Custom-Engineered Solutions

Turnkey Projects

- Long term projects with payments over key milestone periods
- Larger scale projects provide revenue visibility with backlog over several quarters (i.e. Ivory Coast, Egypt, etc)
- Strong historical contributor to revenue

Focus on growth - higher margins and stable long-term revenues

1: Reflected in financials as Smart Products Solutions segment

2: Reflected in financials as Recurring Revenue/Aftermarket segment

Key Financial Highlights from 2019



- Q4 2019 bookings of US\$25.4 million, total **backlog of US\$265.0 million** at 31 December 2019
- FY 2019 **Smart Products Solutions revenue of US\$26.5 million, exceeding revised guidance**
- **China Smart Products Solutions sales up 360%** from 2018, underpinned by 3 large partnerships
- **Increased recurring revenue backlog**
- **Continued reduction in overhead costs** by at least US\$5.0 million annually or 12% YoY (unaudited)
- **Successfully raised A\$38.3 million** via oversubscribed private placement and SPP
- **Achieved Financial Close (on 7 January 2020) for the Ivory Coast water treatment plant project**, which underpins expectation of sustainable EBITDA profitability in FY 2020
- Strongly positioned for growth in FY 2020, with conservative guidance **for Smart Products Solutions revenue of at least US \$32.0 million** (up 20% YoY), **recurring revenue of US \$9.0 million** (up 30% YoY) and **sustained EBITDA profitability**

Business Overview

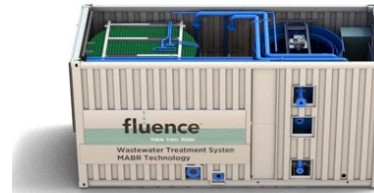
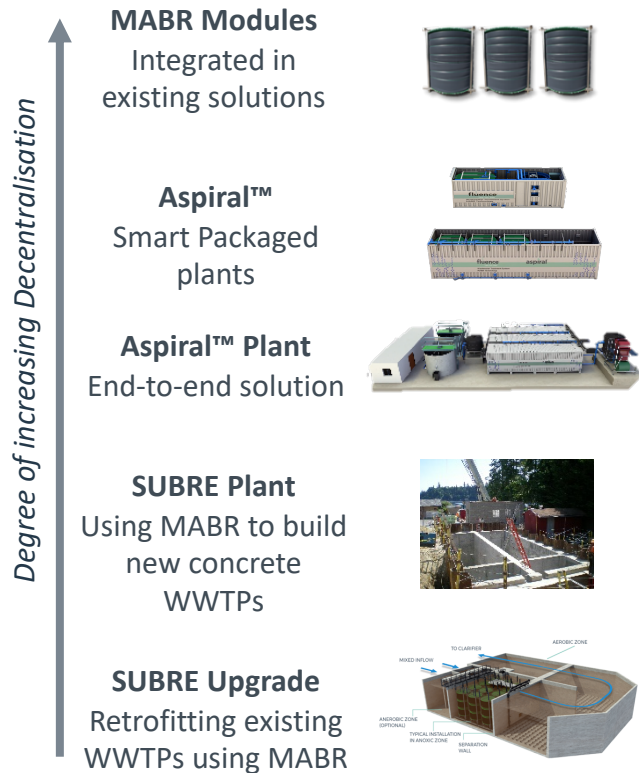


Wastewater Product Overview



Wastewater products utilising Fluence's proprietary MABR technology

MABR Configurations



Treats wastewater for communities with 150 to 35,000 residents

- Pre-engineered MABR wastewater packaged solution
- Fast deployment ideal for small towns, residential communities, resorts, hotels and commercial complete
- Capacity of 20 – 5,000m³/day



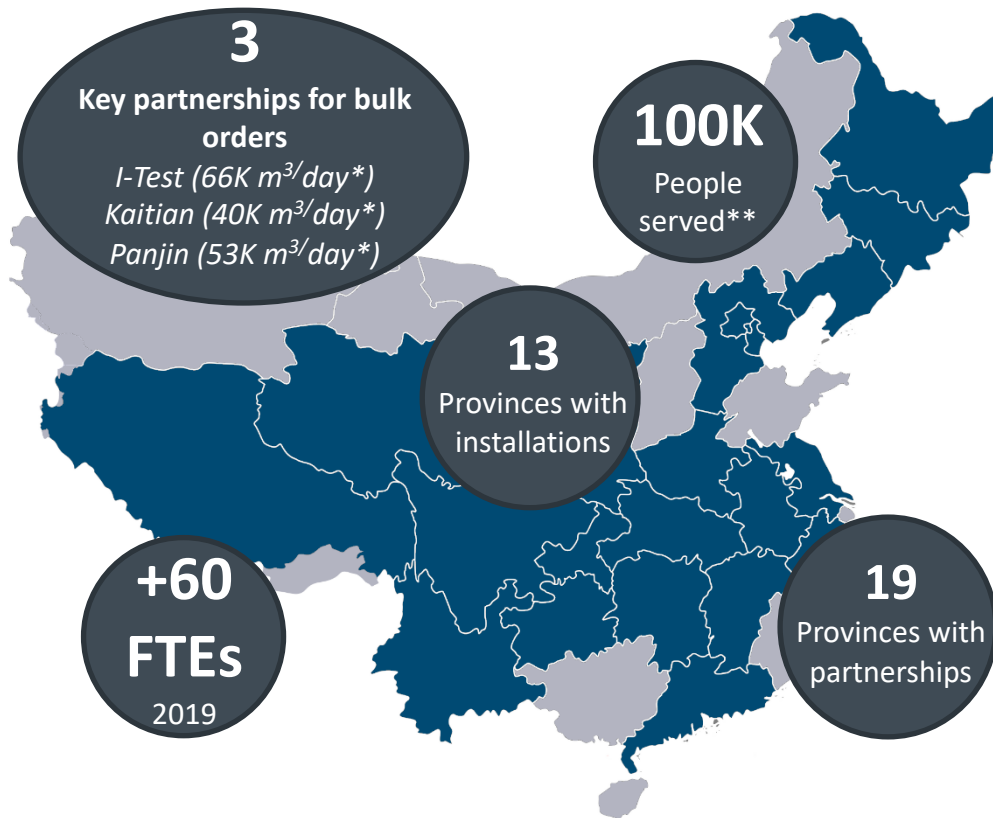
Upgrades central wastewater treatment for larger communities

- MABR wastewater solution that can be applied to existing plants or new plants, and therefore eliminates or delays the need for costly new builds
- Up to 30% capacity increase
- Average revenues of \$2.5m/plant

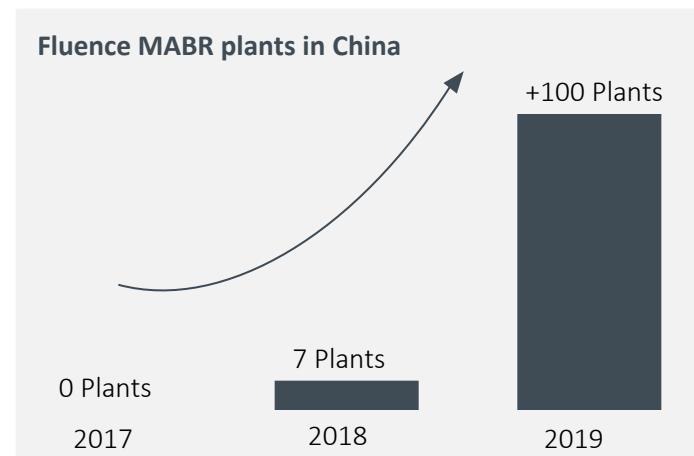
MABR Wastewater Deployments in China



China's 13th Five-Year Plan commits to adding rural wastewater treatment for 440 million people (~\$15 billion in government funding)



- Aspiral™ and SUBRE meet required Chinese rural wastewater treatment standards for non-potable reuse at the lowest cost
- Established **key partnerships securing bulk orders, accelerating the sales ramp – additional bulk order partnerships anticipated on annual basis**
- Manufacturing of Fluence MABR at wholly owned plant in Changzhou, Jiangsu Province, China, which serves as global manufacturing hub of MABR
- Two additional assembly plants in Panjin and Yiyang, China



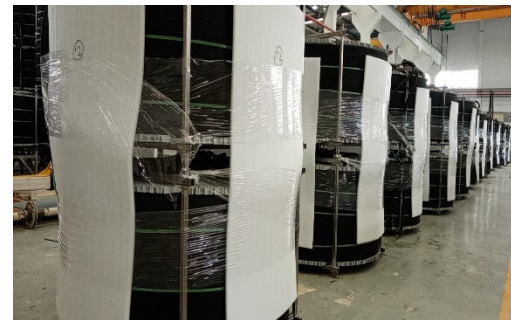
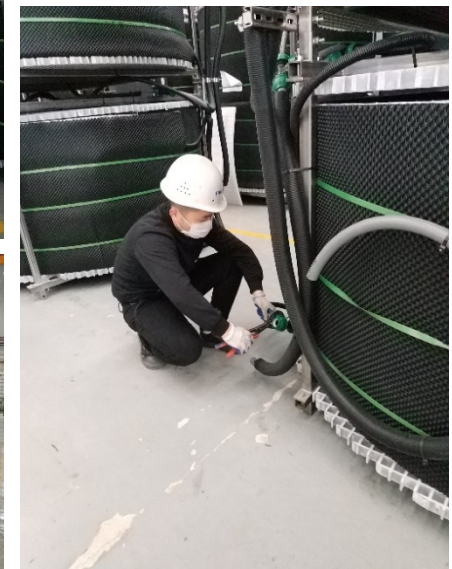
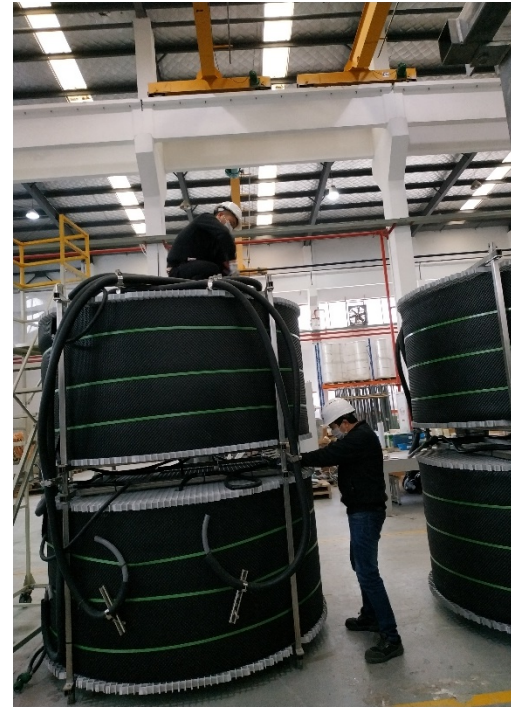
* Estimated maximum treatment capacity deployment under the current agreements

**Based on 150 l/person/day

Update Regarding China and the Coronavirus



- Due to the travel restrictions imposed by the Chinese Government as a result of the outbreak of the coronavirus, Fluence has taken several precautionary measures.
- Many of Fluence's partners and customers who could potentially be affected by the coronavirus situation have implemented similar precautionary measures with respect to their staff and offices. Communication with them continues uninterrupted but is being conducted primarily via telephone or video conferencing rather than in person. We are now witnessing the signing of purchase orders electronically.
- We continue to ship MABR equipment to customers from our manufacturing site in Changzhou, located in Jiangsu Province. Our business has adjusted and is operating accordingly.
- Bookings and revenue from the initial weeks of 2020 have not been negatively affected.
- As happened to many companies during the 2003 SARS outbreak, some of Fluence's H1 2020 revenue may shift to H2 2020.
- Based on current information, Fluence does not anticipate that any such delays, should they occur, will have any material impact on 2020 revenue.
- As the coronavirus is known to be partially transmitted through contaminated sewage, Fluence stands ready and able to assist its local partners to supply required wastewater treatment plants on short notice.



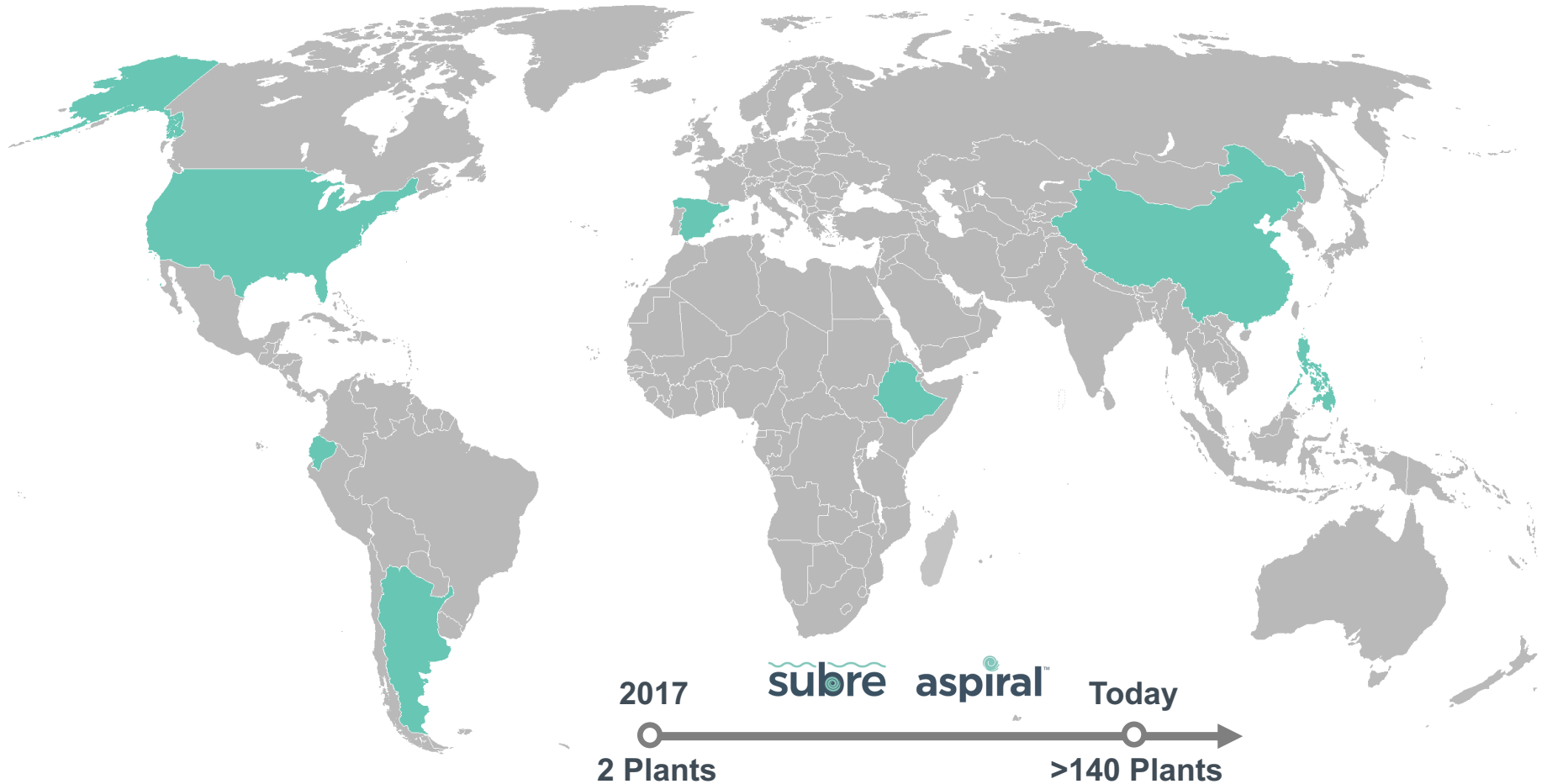
Fluence's MABR manufacturing plant in Changzhou, Jiangsu Province, China
Photos taken Tuesday, February 25, 2020

Global MABR Wastewater Treatment Deployments



Targeting countries which urgently need wastewater treatment solutions and enforce stricter wastewater treatment standards

Wastewater product sales are anticipated to accelerate with numerous partnerships under negotiation in targeted geographies



Smart Products Solutions

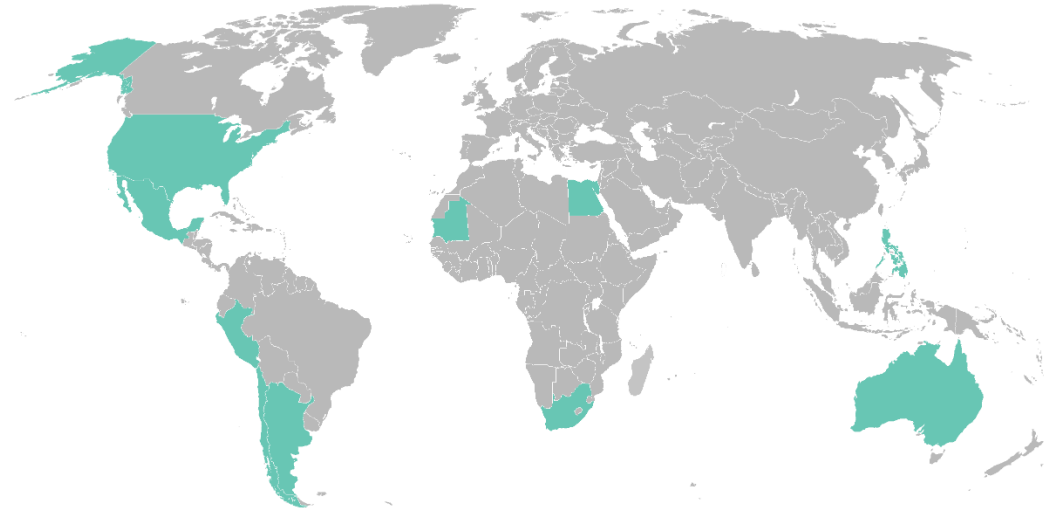
Desalination Product Deployments



Containerised desalination plants ready for rapid deployment and operation

- Approximately one-third of construction time and ~40% less CAPEX required than typical custom desalination plant
- Ready for rapid deployment and operation
- Provides fresh water for communities of 3,000 – 500,000 people
- Modular and easily upgradable for long-term deployment
- Smart engineered, remotely connected, highly energy efficient
- Lends itself ideally for BOOT projects
- Up to 1,500 m³/day of seawater treatment from one 40-foot container

Targeting geographies urgently addressing extreme water shortages



NIROBOX™



3 Plants

2016

114 units = 22 Plants

Today

More than 500K people served*

*Based on 150 l/person/day

Custom-Engineered Solutions



Fluence provides turnkey custom-engineered water and wastewater treatment solutions

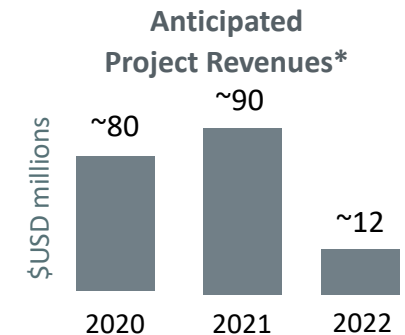
- Innovative solutions designed for customer needs
- Projects include:
 - Industrial water and wastewater treatments
 - Food & beverage processing
 - Clean energy generation through wastewater treatment
- Strong market position in W2E in Europe and industrial water solutions throughout South America
- Historically a large contributor to Fluence’s revenue



Ivory Coast Project – source of strong revenue visibility for next two years+

- Turnkey supply of custom-engineered solution for 150,000 m³/day surface-water treatment plant
- Treats freshwater from the naturally contaminated Lagune Aghien and provides drinking water to the city of Abidjan (population 4.7m)
- Fluence scope includes water intake and treatment, bulk water piping, water towers and associated infrastructure (partially subcontracted)
- Financial close in January 2020. Government Export Credit Financing with underwritten credit risk reduces political and collection risk. 24 months of construction after receipt of notice to proceed. Expected total GM ~18%

CAD depiction of plant



*Assumes Notice to Proceed by April 2020

Appendix



Corporate Overview

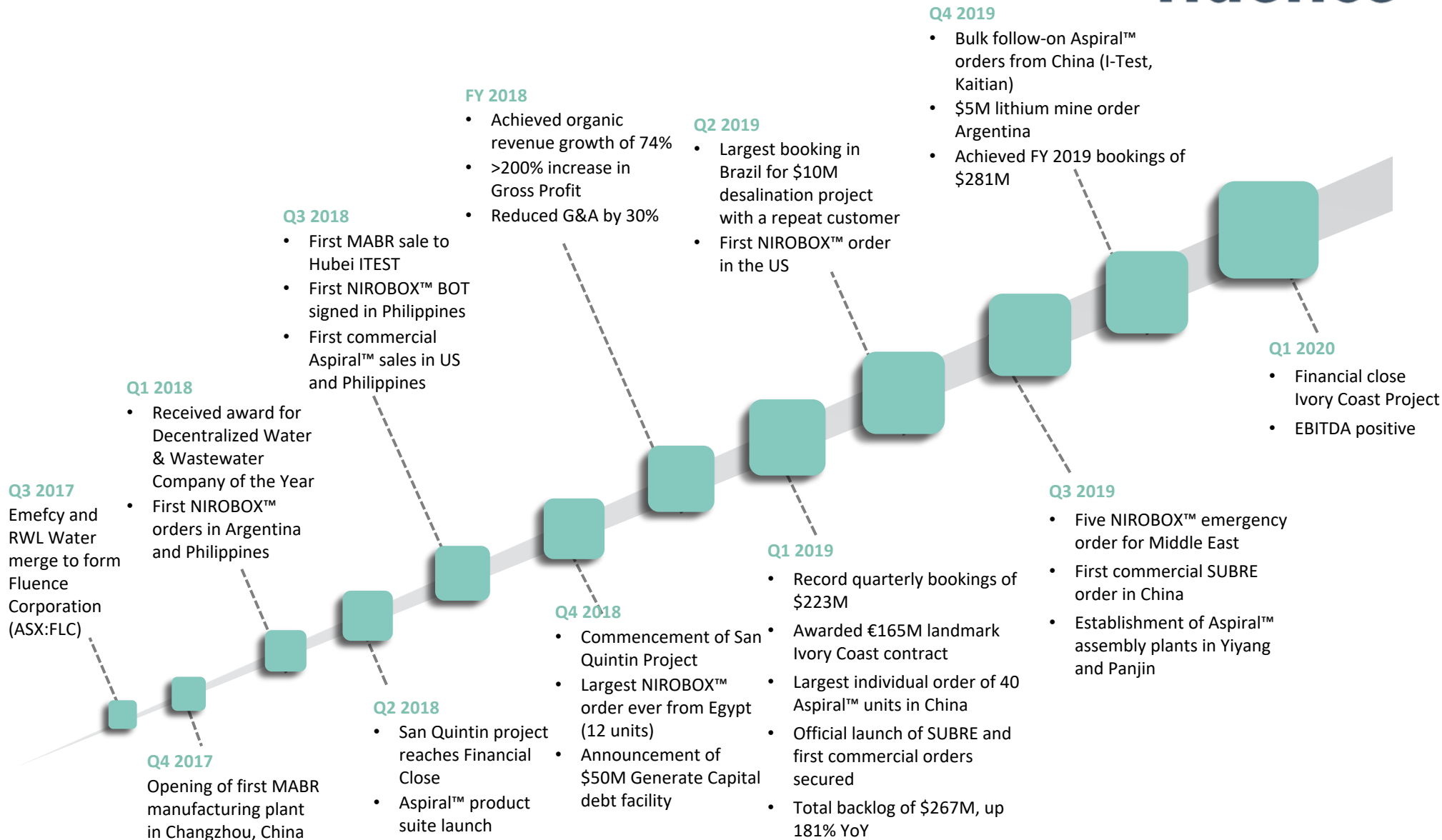


Capital Structure*	
Ordinary Shares on issue	624.9M
Options on issue	39.6M
Share Price	A\$0.40
Undiluted Market Capitalization	A\$250M
Cash and term deposits at 31 December 2019	US\$26.96M
External debt (except non-recourse project debt)	US\$0.8M
Liquidity (average shares traded per day for the 3 months to 31 January 2020)	863,625

*All numbers as at January 31st unless indicated otherwise

Top Holders ASX: FLC 31 Jan 2020	Shares (M)	% of FLC
RSL Affiliates	164.4	26.5
Watermark Services, LLC	52.8	8.5
Pond Ventures Nominees and Richard Irving	37.3	6.0
Plan B Ventures	20.5	3.8
Other top 20	173.6	27
Top 20 total	448.6	71.8

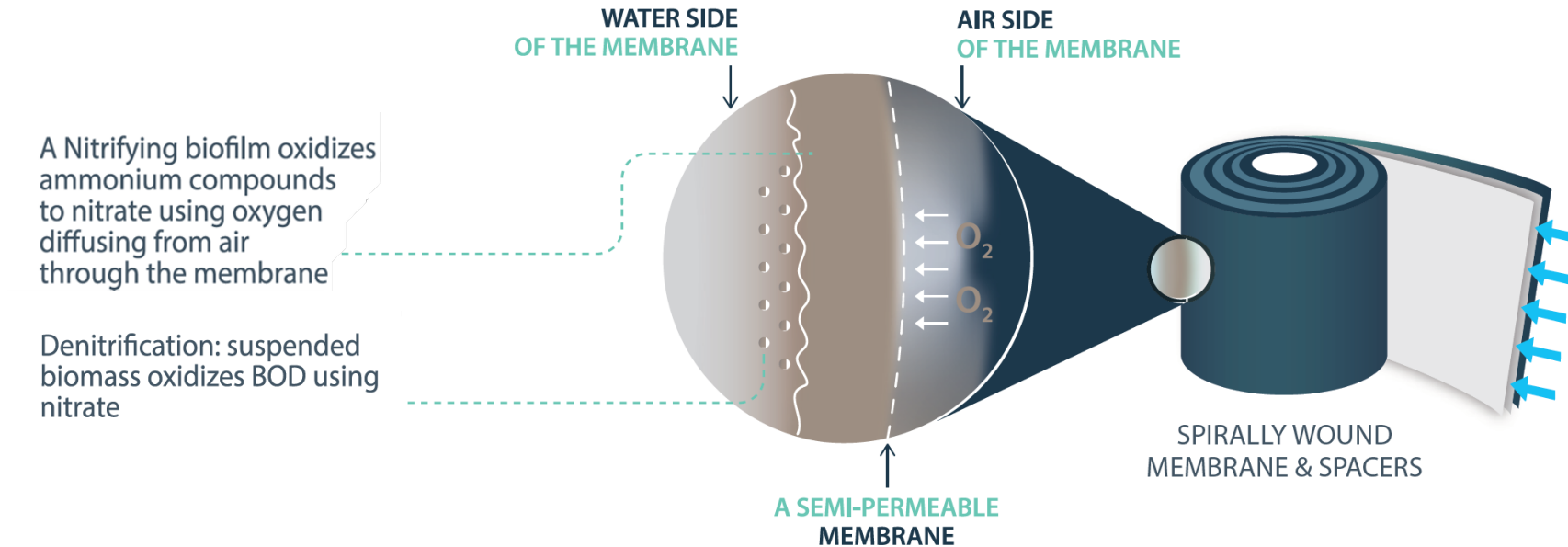
Fluence History



MABR – Innovative and Proprietary

MABR = Membrane Aerated Biofilm Reactor

Patented technology that provides lower-cost, reliable, quality wastewater treatment



- Clear advantages over other wastewater solutions that use large amounts of force to power treatment
- Allows up to 90% reduction in energy consumption and up to 50% reduction in OPEX
- Protected by family of patents
- Scalable to provide wastewater solutions for populations of hundreds to hundreds of thousands

Why MABR Wins

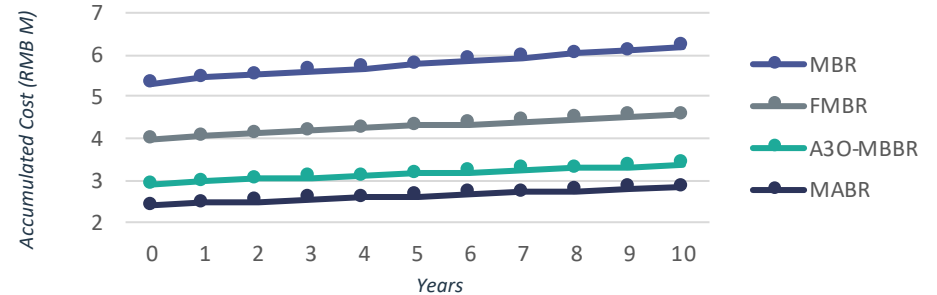


CAPEX and OPEX Comparison (1,000 m³/day)*MBR

Parameters	Fluence MABR	A3O-MBBR	MBR	FMBR
CAPEX (RMB)	2,404,380	2,900,000	5,300,000	3,975,000
Energy consumption (Kwh/m ³)	0.24	0.35	0.65	0.40
OPEX (RMB/m ³)	0.14	0.21	0.39	0.24



Accumulated Costs MABR vs. MBBR, MBR and FMBR



Aspiral™ provides cost efficient decentralised treatment



Case study: WWTP enhanced effluent quality

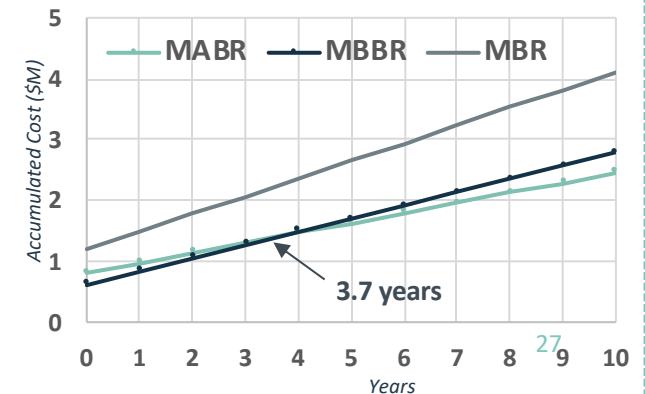
OPEX after upgrade compared to existing WWTP*

- A2O plant:**
- WWTP capacity: 1 MGD
 - Electricity price: \$0.11/kWh
- Before upgrade:**
- NH₄⁺ influent: 40 mg/L
 - NH₄⁺ effluent: 15 mg/L
- After upgrade:**
- NH₄⁺ effluent: 5 mg/L

Parameters	SUBRE MABR [\$/1,000 gal]	MBBR [\$/1,000 gal]	MBR [\$/1,000 gal]
Energy	0.246 (-8%)	0.36 (+36%)	0.397 (+50%)
Chemicals (Carbon & coagulant)	0.053 (-30%)	0.087 (+13%)	0.076 (0%)
Labor	0.076 (0%)	0.076 (0%)	0.095 (+25%)
Sludge	0.076 (0%)	0.076 (0%)	0.038 (-50%)
Membrane maintenance & replacement	-	-	0.19
Total	0.451 (-9%)	0.599 (+21%)	0.796 (+61%)



Accumulated Costs MABR vs. MBBR and MBR



SUBRE upgrades can increase WWTP capacity by up to 30%, while keeping effluent quality the same

Smart Products Solutions

Pre-engineered products offer quick deployment at higher margin

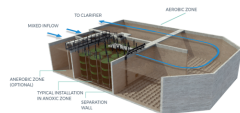
Smart Products Solutions: Definition

- Proven, proprietary technology delivered in standardized, pre-engineered building blocks for deployment locally to the water or wastewater source
- >50% pre-engineered and >25% GM

aspiral™



subore



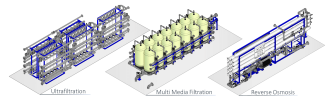
NIR@BOX™



EcoBox™



NIR@FLEX



Fluence offers a wide range of other pre-engineered products

Smart Products Solutions: Benefits

- Higher gross margin = higher profitability
- Less customization = higher reliability
- Less overhead/engineering hours
- Faster deployment
- Faster collection of payment
- Less capital intensive
- Ideally leverageable for BOOT projects
- Easier to ramp sales through partnerships and channels

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