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# Q1 2021 Update

Fluence Corporation (ASX: FLC) April 2021

### Q1 2021 Highlights

All numbers are subject to audit



- √ New orders \$13.3M: +11% vs Q4 2020 and +6% versus Q1 2020
- ✓ SPS new orders \$7.5M, +36% vs Q4 2020 including \$5.0M from China bookings
- ✓ Revenue \$18.2M with SPS \$3.7M +28% versus Q1 2020, and China +38% Q1 2020, showing strong China momentum
- ✓ \$191M contracted backlog of which SPS backlog is \$23M, showing strong SPS momentum
- ✓ Continued improvement in operating efficiency; opex down 10% from Q4 2020
- ✓ Operating cash outflow of \$21M of which \$13M as scheduled for Ivory Coast project expenses, after receiving \$60M in payments for this project in Q4 2020
- ✓ Cash balance of \$14.9M plus \$27.4M in short- and long-term liquid investments provides adequate operating reserves.

## **Strong Cash Position Supports Growth**



All numbers are subject to audit finalization

| ltem  | Amount (\$M) |
|---|--------------|
| Net cash used in operating activities Q1 2021               | (20.9)       |
| of which released from restricted cash                      | 5.5          |
| Cash and cash equivalents Dec 31 2020                       | 14.9         |
| Short and long term deposits                                | 27.4         |
| of which restricted cash to be released over next 18 months | 22.4         |

### **2021 Guidance For Continued Positive Underlying EBITDA**

- 2021 SPS Revenues: \$35 50M
- Further improvements in operating efficiency

## **Progress on Strategic Priorities**

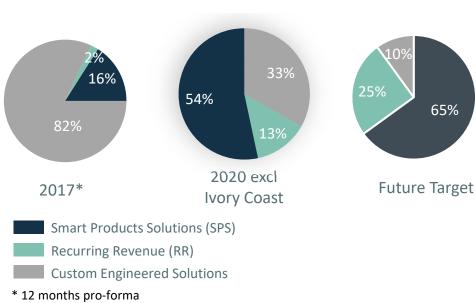


| Priority   | Progress  |
|--|---|
| Sign key new volume strategic partnerships in China and the Middle East                | Three Gorges order for 29 Aspirals Repeat order from China Rail |
| Secure significant new contract wins in focus markets: US, China, SE Asia, Middle East | As above plus key SPS win in Taiwan                             |
| Develop water as a service business in North America                                   | Hired VP to head this activity Developing strong pipeline       |
| Maintain full year underlying EBITDA positive  | On track  |

# Fluence: Fast To Deploy, Profitable Water Solutions



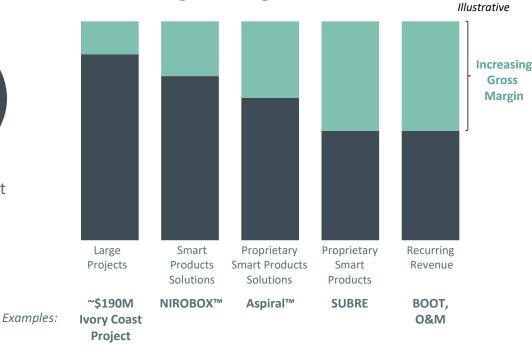




#### **Strategic Focus**

- 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 execute Ivory Coast project
- Improve operating efficiencies

#### **Transition To Higher Margin Revenue**



- ✓ 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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