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# Q2 & H1 2022 Update

Fluence Corporation (ASX:FLC)  
29 July 2022

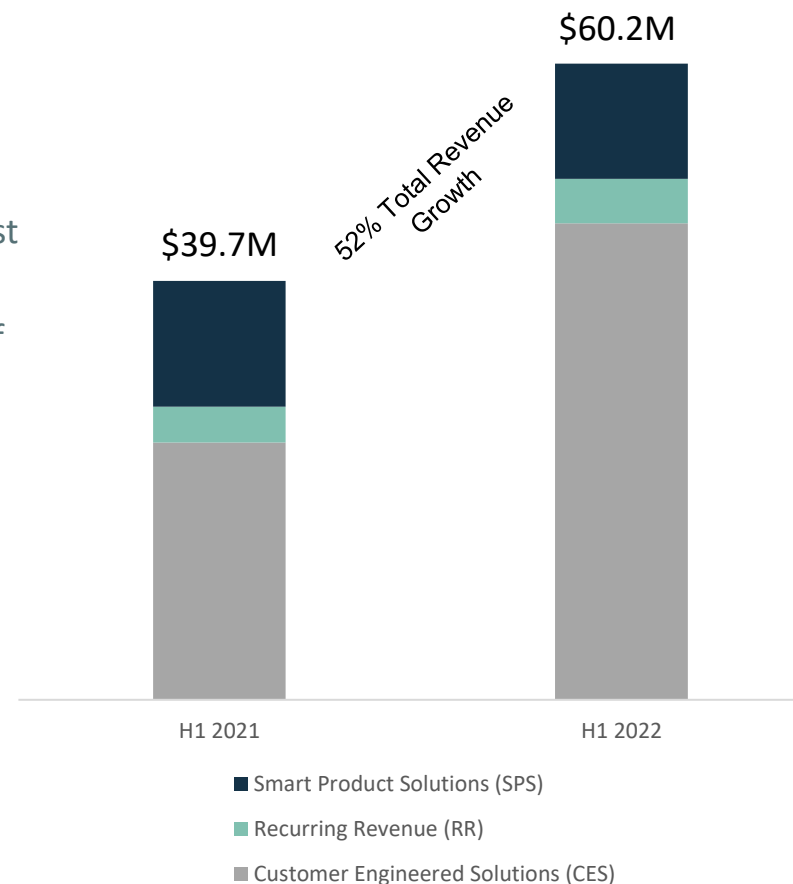
# Q2 & H1 2022 Highlights

*All numbers are unaudited and refer to continuing operations*



- **Q2 Revenues of \$25.7M** - Up 9% on Q2 2021
- **H1 revenues of \$60.2M** - Up 52% on H1 2021
- **Q2 SPS bookings of \$8.2M included 9 new MABR plants** - Up 46% on Q2 2021 and 30% on Q1 2022. SPS backlog now 57% higher than Q2 2021.
- **Over 80% of Q2 SPS revenues from outside China**
- **CES revenues of \$19.8M** - Up 43% on Q2 2021, mainly from the Ivory Coast project.
- **Cost Efficiency Improvement** – H1 2022 fixed expenses of \$12.5M (21% of revenues) versus \$11.0M (28% of revenues) in H1 2021.
- **Contracted backlog \$80.0M of which \$49.0M anticipated to become revenue in 2022.**
- **Cash Balance of \$31.8M up from \$31.1M at end of Q1 2022 and up from \$23.7M at the end of Q2 2021** – Plus \$17.3M in short and long-term deposits. Net Cash used by Operating Activities in Q2 2022 was \$6.8M.
- **Maintaining guidance** – See next slide

## Revenue Growth



*All numbers in presentation are USD unless otherwise stated.*

# FY 2022 Guidance

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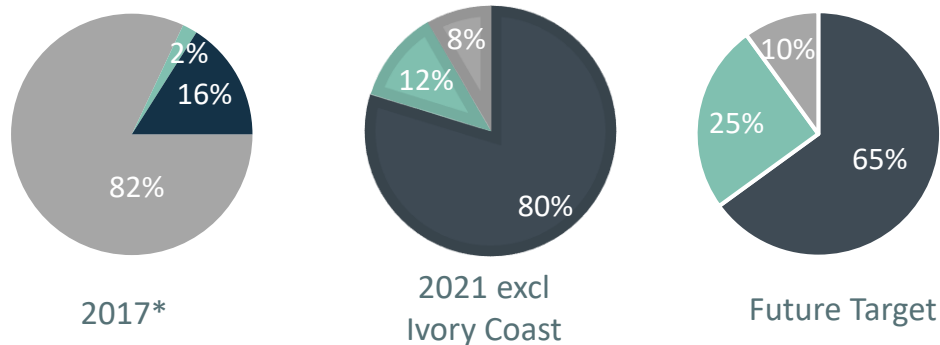
- Full year revenue outlook is \$144.0M, up 40% from \$103.2M in 2021
- \$109.4M or 76% of revenue outlook covered by backlog plus Q1 revenues
- SPS revenues continue to be forecast at \$45.0M, up 22% from \$36.9M in 2021
- Full year underlying EBITDA<sup>1</sup> continues to be forecast at \$3.0M up from \$1.0M in 2021

<sup>1</sup> Underlying EBITDA = Statutory EBITDA excluding one-off items  
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# Fluence: Fast To Deploy, Profitable Water Solutions



## Revenue Mix Has Shifted To SPS ex-Ivory Coast



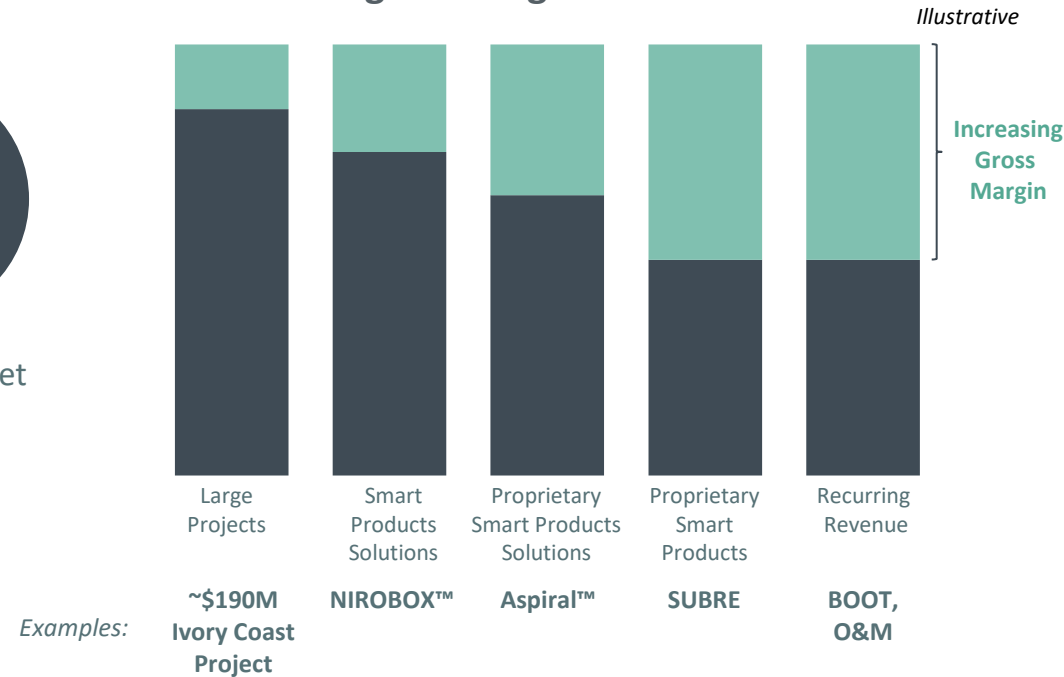
■ Smart Products Solutions (SPS)  
■ Recurring Revenue (RR)  
■ Custom Engineered Solutions

\* 12 months pro-forma

## 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

## 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

# Leading ESG Impact in Water Treatment

Existing Fluence Plants Mitigate The Equivalent of 262K tons of CO<sub>2</sub>/year

## Committed to UN SDGs

- Fluence technologies are highly energy efficient (MABR, desalination) and lower CO<sub>2</sub> and other harmful contaminants
  - Many wastewater treatment technologies emit Nitrous Oxide (N<sub>2</sub>O): 300x worse than CO<sub>2</sub> – Fluence emits 20-100x less. **Existing MABR systems save 291 tons/year of N<sub>2</sub>O emissions, equivalent to 86,650 tons of CO<sub>2</sub>**
  - Waste-to-energy from industrial wastewater mitigates a further 155,700 tons CO<sub>2</sub>/year**
  - Applying Fluence MABR to the world's wastewater needs improves access to safe water and has **potential annual energy savings of 2 TWh, equivalent to 150 million tons CO<sub>2</sub>**
- Fluence is committed to ESG and delivers on 10 of the 17 UN SDGs



## Sustainability Impact from Fluence's Installations

### MABR & NIROBOX



**28 GWh / year**  
in energy savings vs  
conventional technologies  
mitigates 20,000 Tons CO<sub>2</sub>/year

### Waste to Energy



**221 GWh / year**  
clean energy from biomass  
mitigates 155,700 Tons CO<sub>2</sub>/year

### Reuse



**18 Bn Liters Water  
Recycled / year**

### Water



**201 Bn Liters  
Drinking Water  
Produced / year**

### Wastewater



**667 Bn Liters  
Wastewater  
Treated / year**

✓ **MABR installations remove >2,300 tons of nutrient pollution/year**

# Disclaimer



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2021 consolidated financial figures presented on IFRS basis are audited. 2022 financial figures are unaudited.



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