



Investor Presentation

November 2022

Sustainable Water Solutions

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Fluence: What We Do

Fluence provides water purification systems and water supply services to these markets:

1. Municipal wastewater treatment
2. Industrial wastewater treatment
3. Wastewater to energy
4. Water desalination

lowering reliance on stressed municipal drinking water and wastewater treatment systems

Fluence: Proven Solutions For Global Water Challenges

Key milestones achieved - now positioned to scale up with sustained profitability

Strategic Positioning of Fluence – De-Risked Growth and Improved Profitability

- ✓ **Smart Product Solutions (“SPS”) have grown significantly**
 - Developed leading modular and proprietary water and wastewater treatment products, with >750 plants sold
 - Flagship proprietary Membrane Aerated Bio Reactor (MABR) wastewater treatment solutions address a \$100bn+ market opportunity
 - Proven provider to rapidly growing wastewater-to-energy (W2E) market
 - Large, diverse sales pipeline, executable in the next 2 years
 - Achieved sustainable EBITDA profitability in FY20, FY21 & YTD FY22
- ✓ **Rapid adoption of market-leading SPS with focus on profitability**
 - Business focused on achieving recurring revenue with high IRR via capital-efficient smart products
 - Exiting Custom Engineering (CES) once Ivory Coast ends - will continue to contribute free cash flow till mid-2023
- ✓ **Upgraded management team & organization poised to accelerate growth**
 - New CEO, CFO, CSO, Strategic Advisor substantially add to strong existing team
 - Now organized as a single global business around product lines versus regional businesses: enables broader global access to markets including N America, cross-selling & cost savings



Fluence: Proven Solutions For Global Water Challenges

OUR MISSION

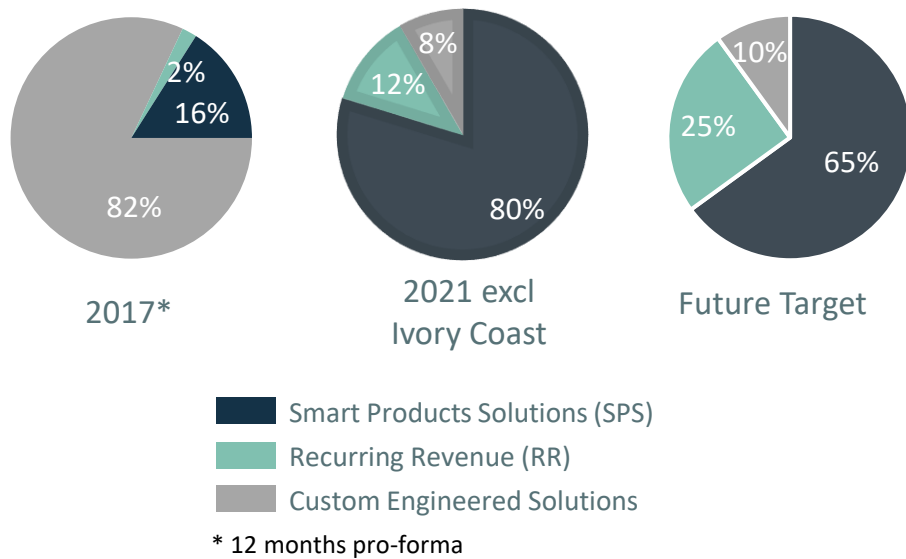
- We make the world a better place by delivering sustainable water treatment solutions that produce high quality water, while saving energy and improving resilience
- We are committed to becoming the global leader in smart water and wastewater treatment solutions

	WASTEWATER		WATER
MUNICIPAL	<p>Decentralized wastewater & reuse</p> <p>\$10B+ market</p> <p>303 MABR plants deployed*</p> <p><u>100% proprietary tech</u></p>	<p>Large plant new-build & upgrade</p> <p>\$79B market</p> <p>28 MABR plants deployed serving 440K people</p> <p><u>100% proprietary tech</u></p>	<p>Decentralized drinking water</p> <p>\$8B market</p> <p>48 plants deployed</p>
COMMERCIAL		<p>Hard-to-treat industrial wastewater & wastewater-to-energy</p> <p>\$6B market</p> <p>Food & beverage</p> <p>42 plants deployed</p> <p><u>Proprietary solution</u></p>	<p>Industrial water</p> <p>\$3B market</p> <p>Food & bev, mining, semis, power</p> <p>328 plants deployed</p>

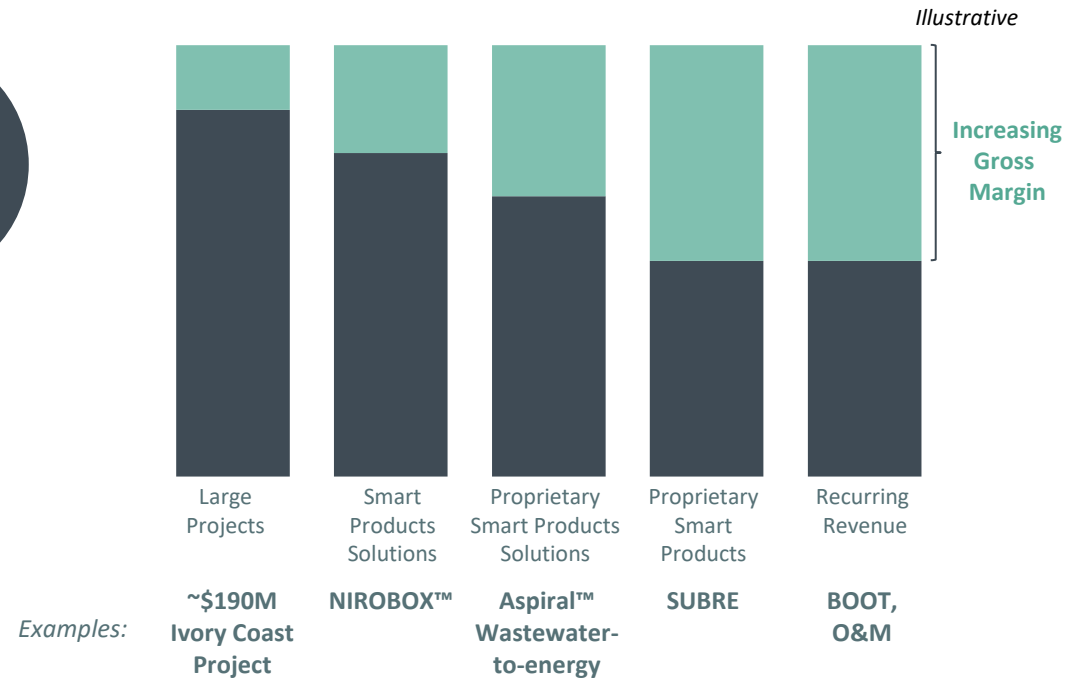
Focus on SPS with Recurring Revenue

Focusing business on SPS segment significantly improves profitability and leaves Fluence poised to accelerate its capture of a massive addressable market

Improved Revenue Mix



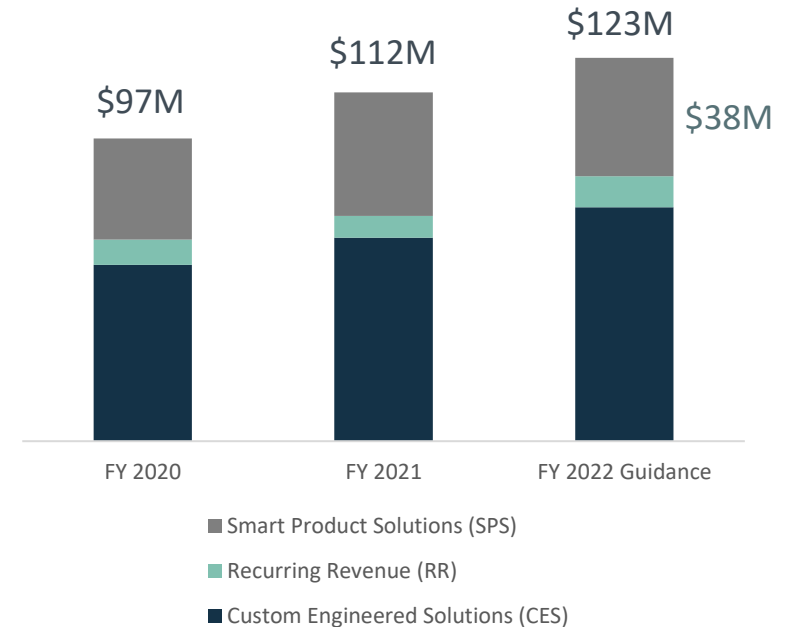
Transition To Higher Margin Segments



Financial Profile & Reorganization

All numbers US\$M

- Sell more SPS by realigning business from regions to product lines:
 - Decentralized and municipal water and wastewater treatment (MABR, Nirobox)
 - High-strength wastewater treatment wastewater-to-energy
 - Specialized industrial water solutions
 - Sell treatment as a service or add O&M contract to sale
- Strengthen team and channel to address sizable North America pipeline
- Focusing Asia efforts on SE Asia
- Manage procurement and manufacturing globally to lower costs and lead times, incl US capability
- Reduce annual opex by \$3M (>10%), headcount by 30 (10%)
- Restructuring charge in the \$1M to \$2M range
- Complete by end of calendar 2022.



Target Business Model	How
Gross margin >35%	Only sell SPS Boost recurring revenue
Opex <20%	Current cuts help achieve this
EBITDA >15%	

Investment Highlights



Proven, Proprietary & Advantaged Water Treatment Products



High Growth Markets



Leading ESG Impact in Wastewater-to-Energy, Water Treatment & Desalination

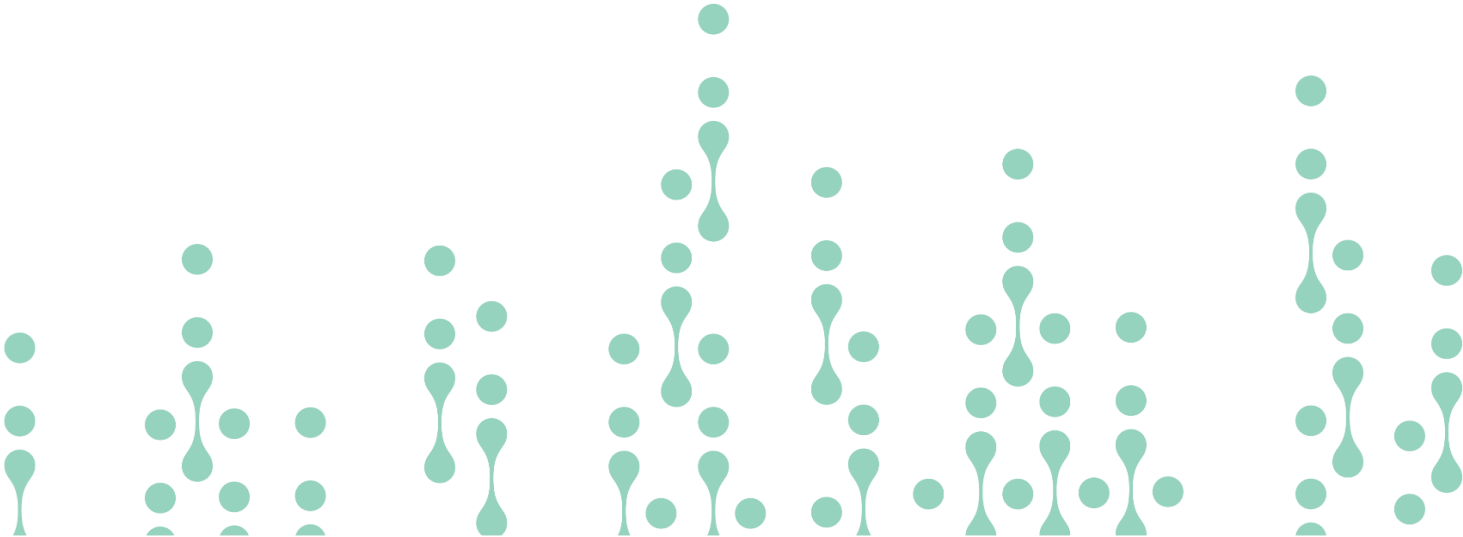


Attractive Financial Profile



World Class Leadership Team

FLUENCE: COMPANY OVERVIEW



Proven & Proprietary Wastewater Treatment Products: MABR Aspiral

Smart, automated wastewater products deploy fast and require minimal maintenance

Wastewater Treatment Products



Containerized
Smart Packaged Plants

303 plants
serving 310K people

Business Model

Preferred model:

Equipment Sale

Price: \$50 – 750K

Target GM: 35%

Secure O&M contract

Treatment/Reuse as a Service

Financed by Fluence, customer signs TOP* contract

Target unlevered IRR: 15%+

Target payback: 5 years

Key Advantages: Wastewater Treatment Products

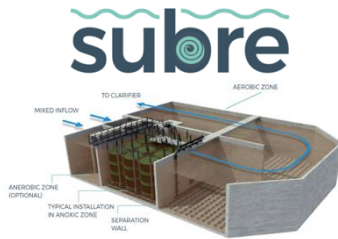
- Turns wastewater into safe, reusable water
- Cost savings of 30+% on a total cost of ownership (TCO) basis
- Pre-engineered and modular, installed in weeks, not years
- Automated operation, minimal maintenance and energy
- Quiet, odorless operation
- Meets highest regulatory standards & enables sustainable reuse

*Note: All numbers are illustrative
Wastewater 160 l/person/day; fresh water 150 l/person/day; all numbers 3Q 2022
* TOP: Take or Pay*

Proven & Proprietary Wastewater Treatment Products: MABR SUBRE

Smart, automated wastewater products deploy fast, can upgrade existing plants and require minimal maintenance

Larger Wastewater Treatment Products



Larger Plant
Retrofit / New build
28 plants
serving 440K people



Business Model

New-Build

Price: \$500K – 10M+

Target GM: 35%+

Secure O&M contract

Upgrade

Price: \$500K - \$5M+

Target GM: 35%+

Secure O&M contract

Key Advantages: Wastewater Plant Upgrades

The most compelling way to increase plant capacity and improve discharge water quality with:

- 25-43% lower opex
- 32-39% lower energy use
- 30-38% lower chemical use
- No increase in plant footprint

Substantial opportunity to upgrade large plants to meet tighter nitrogen rules in US and globally

Advantages of MABR: Greenest Wastewater Treatment Technology

MABR enables migration of wastewater treatment from centralized to decentralized, disrupting \$100bn market

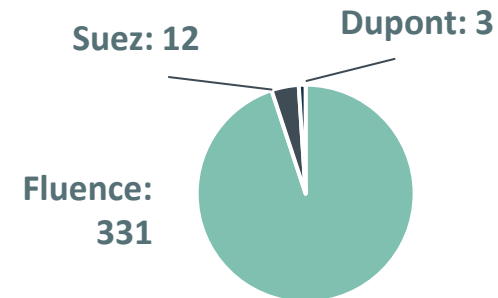
Fluence Smart MABR Beats Competing Technologies ⁽¹⁾

	Fluence vs Competing Technologies
Capex	17% - 55% lower
Opex	50% - 82% lower
Energy Use	31% - 63% lower
Chemical Use	30% - 39% lower

30+% overall lower TCO vs competing technologies ⁽¹⁾

MABR Competition

	fluence	Suez environnement	DUPONT
Plant Scale	Scales from cluster of homes to cities	Larger plants only	Larger plants only
Patents / Markets	Global	US patents only	Cannot access US market

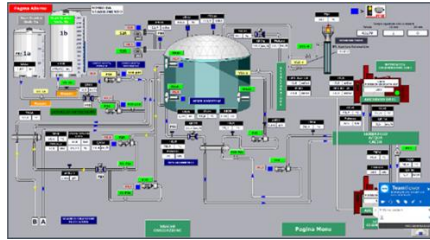


Fluence has 96% MABR market share by plant count

Proven Wastewater-to-Energy & Industrial Wastewater Products

Wastewater-to-Energy & Industrial Wastewater Products

- 42 plants serving meat, fish, dairy, candy processing
- Generate 221 GWh/year clean energy from biomass
- Mitigate 155,700 Tons CO₂ / year



Key Advantages: Wastewater-to-Energy & Industrial Wastewater Products

- Standardized solution for hard-to-treat food & beverage wastewater: excellent references with leading players
- Fast to deploy, fully automated
- Substantially smaller footprint than competition
- Strong recurring revenue potential via BOO, O&M contracts
- Home market leader - dominate chicken processing in Italy
- Large US Renewable Natural Gas (RNG) market subsidized by Inflation Reduction Act

Business Model

Preferred model:

Equipment Sale

Price: \$3 – 10M

Target GM: 30%

Secure O&M contract

Energy / Wastewater Recycling as a Service

Financed by Fluence, customer signs 15–20 year service contract

Target unlevered IRR: 15%+

Target payback: 5 years

Proven Drinking Water Products

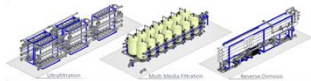
Drinking Water Products

NIROBOX™



30 plants serving 500K people
Containerized Smart Packaged Plants

NIROFLEX



18 plants serving 210K people

Key Advantages

- Turns sea/brackish/fresh water into drinking water
- Estimated ~65% shorter construction time & ~40% less capex than typical custom desalination plants
- Pre-engineered and modular, allowing speedy deployment of plants installed in weeks, not years
- Automated operation, lower maintenance and energy needs
- Vastly reduces process and related risks
- Simple to maintain and upgrade

Business Model

Preferred model:

Equipment Sale

Price: \$1 – 3M

Target GM: 25%

Secure O&M contract

Drinking Water as a Service

Financed by Fluence, customer signs Take or Pay (TOP) contract

Target unlevered IRR: 15%+

Target payback: 5-7 years

Proven Industrial Water Products

Industrial Water Products



329 plants serving
6.3M people in 31 countries



*Lithium mine brine treatment,
Argentina*

Key Advantages: Industrial Water Products

- Remove contaminants to purify water
- Rapid deployment of standardized solutions
- Excellent references lead to repeat business
- High-margin recurring revenue via spare parts, chemicals and O&M

Business Model

Equipment Sale

Price: 400K – 10M+

Target GM: 25%

Recurring revenue: ~50% of sales
(spare parts, chemicals, O&M)

Customers include:

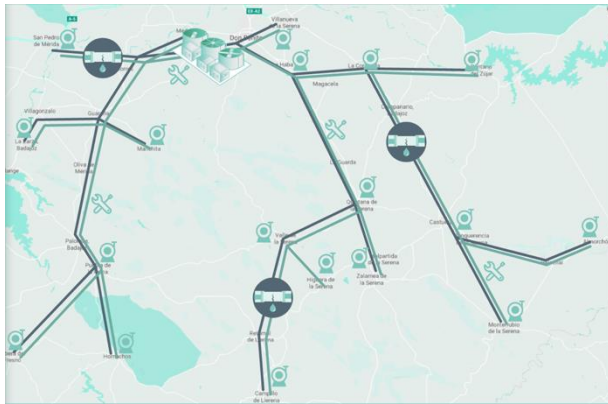
Arcelor Mittal, BASF, BRF, Cargill,
Carlsberg, Coca Cola, Ecolab, Eramine, Intel,
Kimberley Clark, Minera Exar, Petrobras

Strong BOO potential

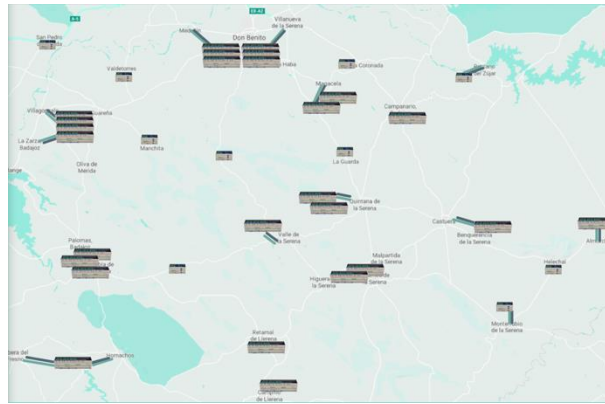
Advantages of Decentralized Water & Wastewater Solutions

Decentralized wastewater treatment is the most cost-effective, energy-efficient, sustainable solution

Centralized Systems



Decentralized Systems



Decentralized advantages:

- Centralized plants, sewer pipes running out of capacity
- Decentralized saves 90% of piping capex, doubles treatment capacity per \$
- Local source of recycled water: **an MABR treatment plant for 10,000 people costs less than 1 km of sewer or recycled water pipe**
- **Fluence MABR enables decentralized wastewater treatment and reuse – automated operation, near zero maintenance**

Rural area with towns and villages with populations ranging 200 - 35,000 people

Decentralized Urban Water



Decentralized advantages :

- Decentralized in-building treatment bypasses decaying infrastructure
- Recycled water meets 95% of commercial building's water demand

Example: San Francisco mandates reuse; New York has implemented reuse

Leading ESG Impact in Water Treatment

Existing Fluence Plants Mitigate The Equivalent of 272K tons of CO₂/year

Committed to UN SDGs

- Fluence technologies are highly energy efficient (MABR, desalination) and lower CO₂ and other harmful contaminants
 - Many wastewater treatment technologies emit Nitrous Oxide (N₂O): 300x worse than CO₂ – Fluence MABR emits nitrogen: **installed systems currently save 314 tons/year of N₂O emissions, equivalent to 93,600 tons of CO₂**
 - 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 2 TWh, equivalent to 150 million tons CO₂**
 - Waste-to-energy form industrial wastewater mitigates a further 155,700 tons CO₂/year**
- Fluence is committed to ESG and delivers on 10 of the 17 UN SDGs



Sustainability Impact from Fluence's Installations

MABR & NIROBOX



32 GWh / year
*in energy savings vs
 conventional technologies
 mitigates 23,100 Tons CO₂/ year*

Wastewater-to-Energy



221 GWh / year
*clean energy from biomass
 mitigates 155,700 Tons CO₂/ year*

Reuse



**17Bn Liters Water
 Recycled / year**

Water



**158Bn Liters
 Drinking Water
 Produced / year**

Wastewater

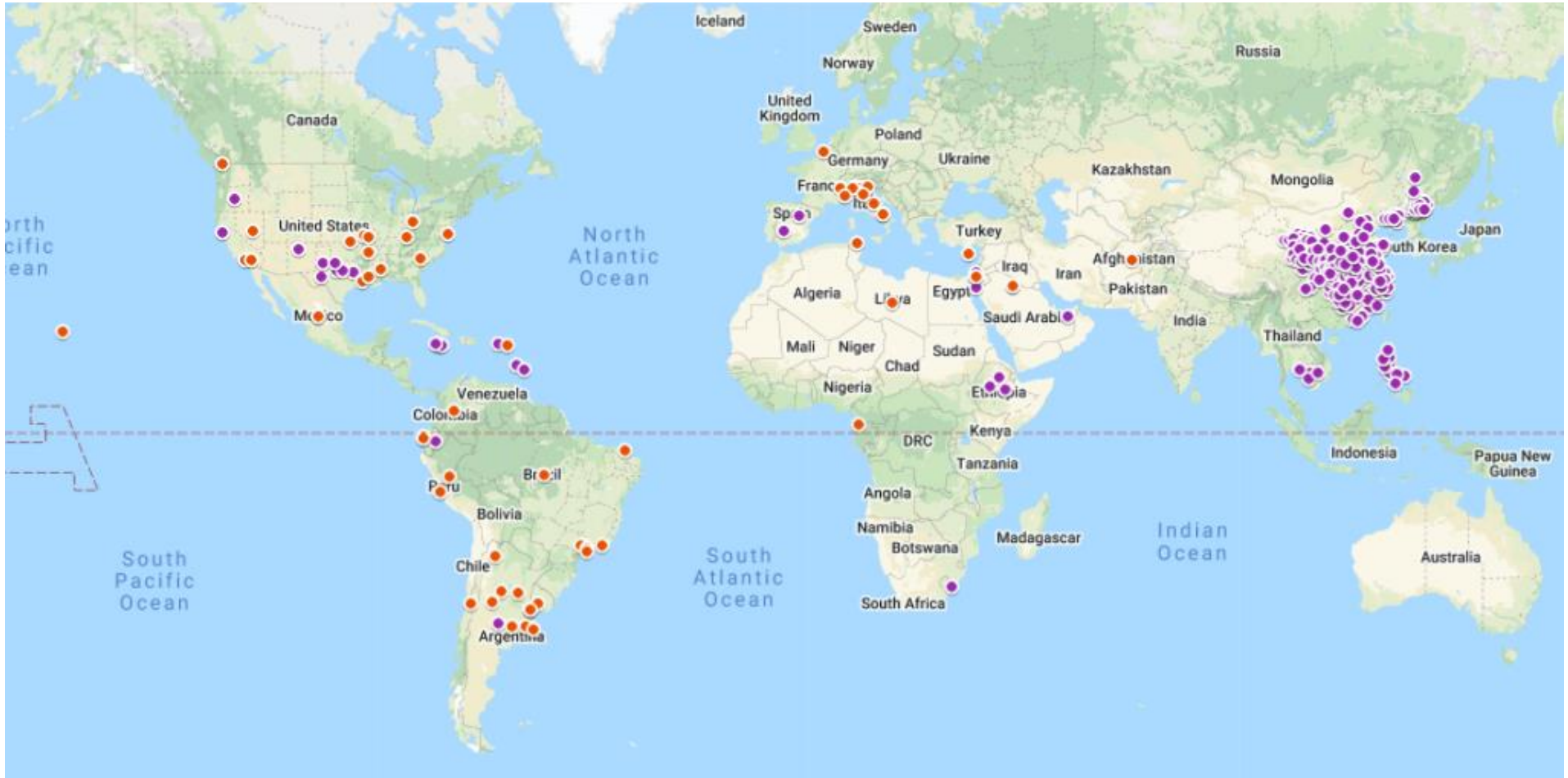


**253Bn Liters
 Wastewater
 Treated / year**

- ✓ MABR installations remove >2,100 tons of nutrient pollution/year
- ✓ Lowers Nitrous Oxide emissions by 314 tons/year

Fluence's Wastewater Treatment & Wastewater-to-Energy Plant Footprint

TOTAL WWTPs : 403 ● MABR: 331 ● W2E & OTHER: 72

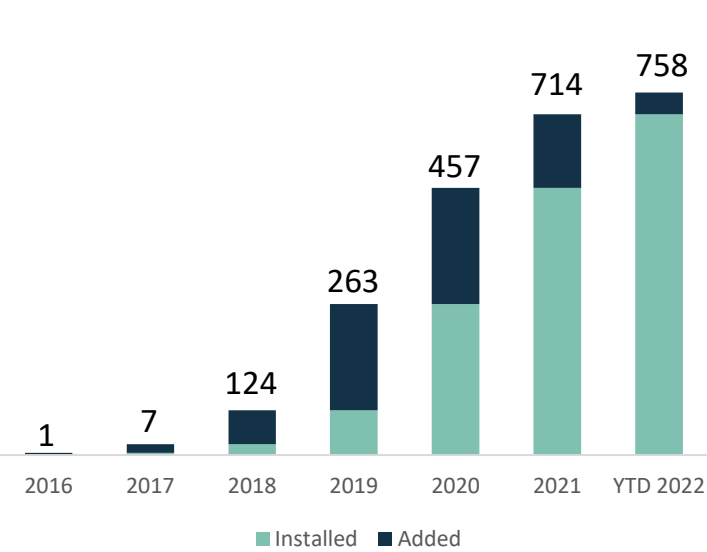


Fluence's Drinking & Industrial Water Treatment Plant Footprint

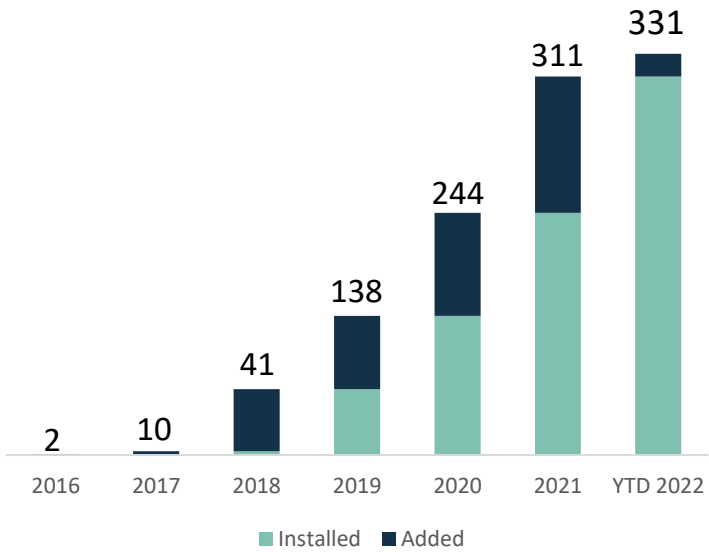
TOTAL PLANTS : 376



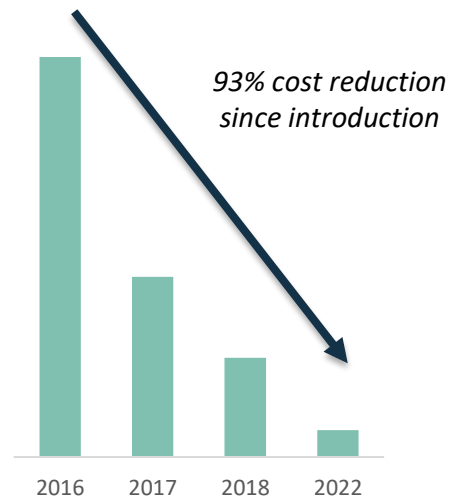
MABR Plants Scaling Up With Sustained Cost Reduction



MABR Sales By Plant Capacity
(Thousands of people treated)



MABR Sales By Number of Plants



MABR Plant Cost Reduction:
Plant pricing averages US\$700/m3/day
of capacity (\$84/person served)

Strategy Summary

Upgraded Team Well Positioned To Drive Growth

- MABR now **highly proven** to deliver top discharge water quality with lowest cost and energy use, enabling reuse
- MABR **serves widest market** versus competition: from a cluster of homes to city scale
- MABR **uniquely enables fully decentralized** systems due to minimal maintenance needs
- **Wastewater-to-energy solutions** offer compelling proposition especially as a service
- NIROBOX and NIROFLEX **widely proven**
- Leverage all global references to **attack the largest market opportunities** with MABR, Wastewater-to-energy and NIROBOX: Americas, SE Asia, and beyond
- **Tuck-in M&A** to grow channel within existing capital resources: proven operating teams with profitable recurring revenue – many available
- **Maximize recurring revenue** by all available means; selling water, O&M, parts and chemicals
- Continue to **deliver strong revenue growth**, increased gross margin % and EBITDA %
- Target product mix at least 90% SPS and recurring revenue by 2H23 with sustained high growth EBITDA

World Class Leadership Team

Key Management



Tom Pokorsky,
CEO & Managing Director

- 35 years executive experience in water
- Multiple exits



Ben Fash
CFO

- 18 years' experience in water and private equity
- Effective Jan 1 2023



Tony Hargrave
COO

- Over 30 years' water industry management experience



Rick Cisterna
CSO

- Over 30 years' water industry management experience, \$1B in contracts, \$100M in recurring revenue



Wong Jin Yong
CEO China & SE Asia

- 30 years' water, industrial & IT experience



Spencer D. Smith
CLO

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



Fabio Poletto
GM High-strength industrial wastewater

- 16 years' water & industrial sales & GM experience



Manu Garcia de la Mata
Ultrapure & industrial water

- 22 years' water GM & engineering experience

Board of Directors



Richard Irving
Chairman

- Over 30 years' tech and venture capital experience
- \$3bn value created



Paul Donnelly
Lead Independent Director

- Over 30 years' international financial services experience



Rengarajan Ramesh
Non-executive Director

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



Samantha Tough
Non-executive Director

- Over 20 years' executive and Board experience in industrial and commercial sectors



Ross Haghghat
Non-executive Director

- 30 years' tech and venture capital experience
- \$4bn value created



Doug Brown
Strategic Advisor

- Founded and led water co thru \$1B+ exit
- Led water co thru \$1B+ exit



Melanie Leydin
Company Secretary

- Over 20 years' experience as Company Secretary

Investment Highlights



Proven, Proprietary & Advantaged Water Treatment Products



High Growth Markets



Leading ESG Impact in Wastewater-to-Energy, Water Treatment & Desalination



Attractive Financial Profile



World Class Leadership Team

Thank You

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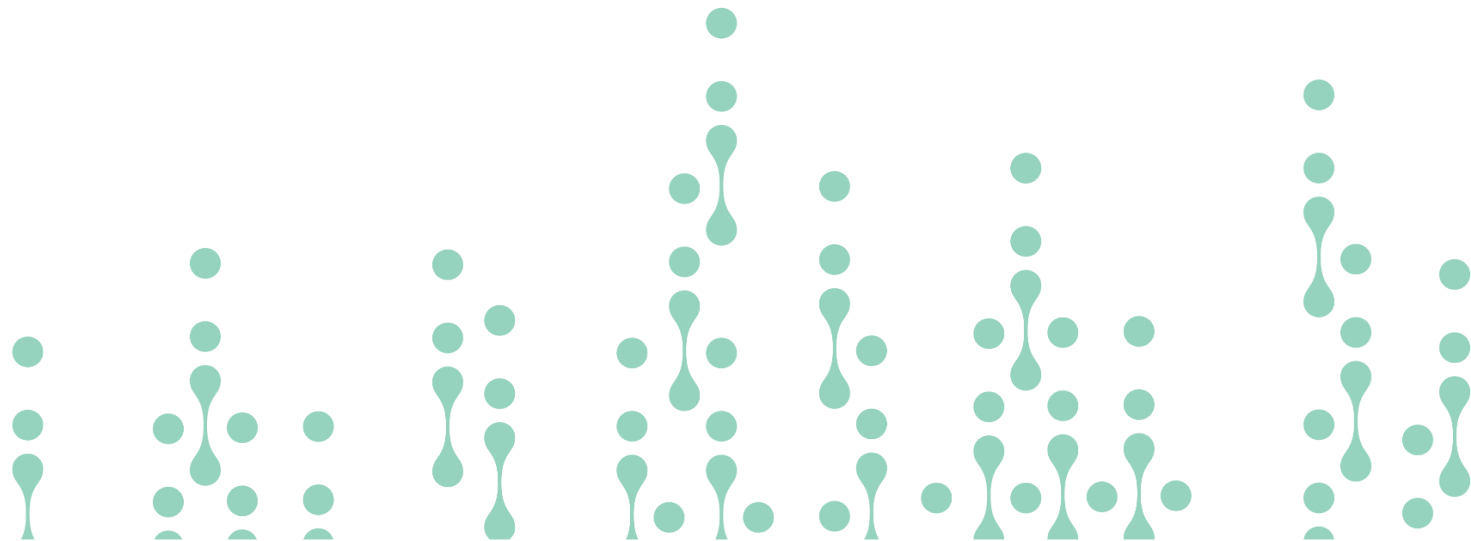
P: +61 402 823 757

About Fluence Corporation Limited (ASX: FLC)

Fluence is a leader in wastewater treatment and reuse, high-strength wastewater treatment, wastewater-to-energy, industrial and drinking water markets, with its pre-engineered, standardized Smart Products Solutions (SPS), including Aspiral™, NIROBOX™, SUBRE and Nitro. In addition to rapid delivery and commissioning of solutions to meet a broad range of needs from smaller communities to city-scale systems, Fluence offers ongoing operation and maintenance support, Build Own Operate (BOO) and other recurring revenue solutions. Fluence has a broad international footprint and focuses on high growth markets including North America and South East Asia.

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

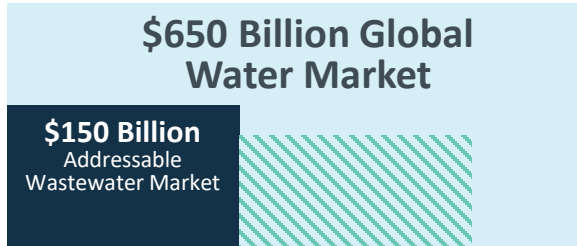
APPENDIX & CASE STUDIES



High Growth Market Potential

Massive, growing, and de-centralizing market opportunities

Wastewater Treatment



- 2.1 billion people lack proper wastewater treatment now
- Potential to increase addressable market by \$145bn of annual opex

80%

wastewater released without treatment



Water Treatment



- 2.7 billion people are affected by water shortages now
- An additional 2.1 billion people need upgraded water treatment

75%




of global population currently experiencing water shortages



Growing Demand

9.7 billion

estimated global population by 2050

- Global food production  **60%**
- Manufacturing water demand  **400%**
- Global water consumption  **2x**

40%

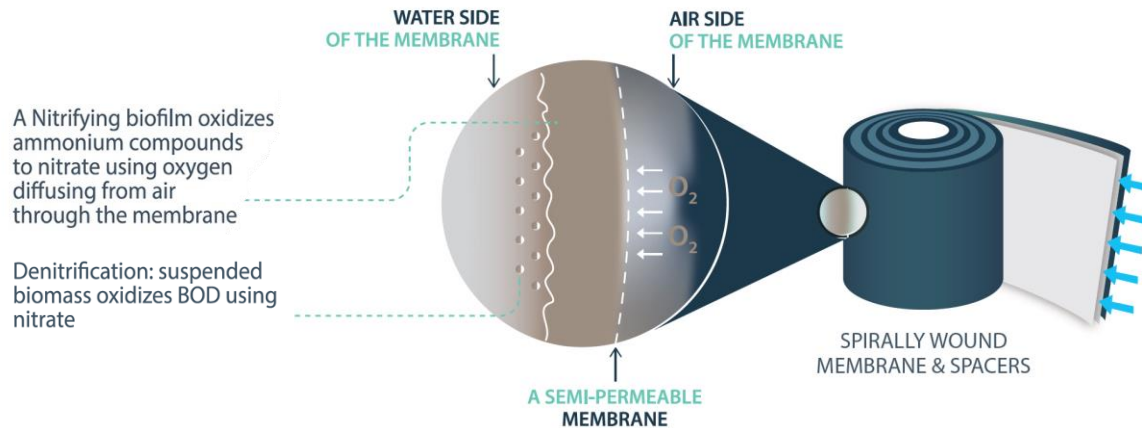
water deficit expected by 2030



How MABR Works

Our proprietary technology: Membrane Aerated Biofilm Reactor (MABR)

MABR Development



- Our team of Israel-based scientists developed proprietary MABR technology
- Six years to commercialization (2010-2016); five years in laboratory and one year in the field
- First demo unit in 2014 and first commercial plant in 2016; **15x cost reduction & 7x improvement in footprint efficiency to date**
- Global patent portfolio, trade secrets and continuous improvement protect our product(s)
- **331 plants deployed in various sizes, climates, wastewater types, +56% in 2021**

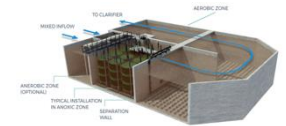
“One of the Top 10 Water Tech Inventions of the Decade”

Global Water Intelligence, 2020

Product Applications

Increasing Decentralization

SUBRE Upgrade
Retrofitting existing WWTPs using MABR



SUBRE Plant
Using MABR to build new concrete WWTPs



Aspiral™ Plant
End-to-end solution



Aspiral™
Smart Packaged plants



Aspiral™ Micro
Smart plant for small home clusters



Fluence Plants Deployed Worldwide



Case Study: Aspiral Plants Installed in China

Leadership in wastewater treatment decentralization



Aspiral Micro treats home cluster, Liaoning province



Aspiral S1 near homes, Hefei, Anhui province



Buried Aspiral plant, Hangzhou, Zhejiang province



Highway rest stop Aspiral L4 plant, Xiaogian, Hubei province



Rural Aspiral plant, Luoyang, Henan province



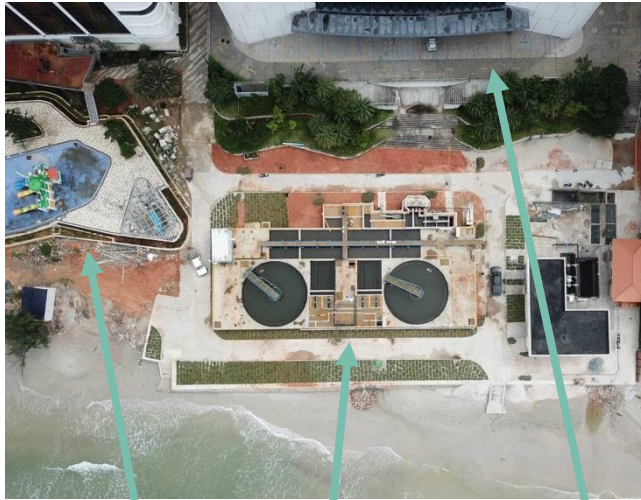
Control console manages remote, automated plants



4 Aspiral L4's, Xie Lin Gang, Hunan province

Case Study: SUBRE Plants in Sihanoukville, Cambodia

Country's first biological wastewater treatment plants support 260,000 people: includes world's largest MABR plant



Pool

Hotel

Operating MABR plant
Capacity: **40K people**



Luxury villas

Operating MABR plant
Capacity: **60K people**



Design for world's largest MABR plant
Capacity: **160K people**

Quiet Odor-Free Operation Enables Plant Location Near People

Case Study: Wastewater-to-Energy Plants



Fish processing plant, Ecuador - 2016



Arrebeef processing plant, Argentina - 2020



Mater Biotech bioplastics plant, Italy - 2016



Dairy processing plant,
Caseificio Moro, Italy - 2014

Ivory Coast Overview

Ivory Coast Project: Our Last Major Custom Engineered Project

- Fluence awarded project in 2019 and construction commenced in January 2021
- 150,000 m³/day water treatment plant near Abidjan by Q1 2023 – water for 1 million+ people
- \$165mm project with \$110mm collected to date, and provides cash flow visibility for the company through mid-2023
- Limited financial risk since our counterparty is the Israel Discount Bank (BBB+ rated)
- Potential for future recurring revenue with opportunity to bid on long-term operations & maintenance contract after construction



Thank You

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