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Q4 and FY2022 Update

Fluence Corporation (ASX:FLC)

30 January 2023

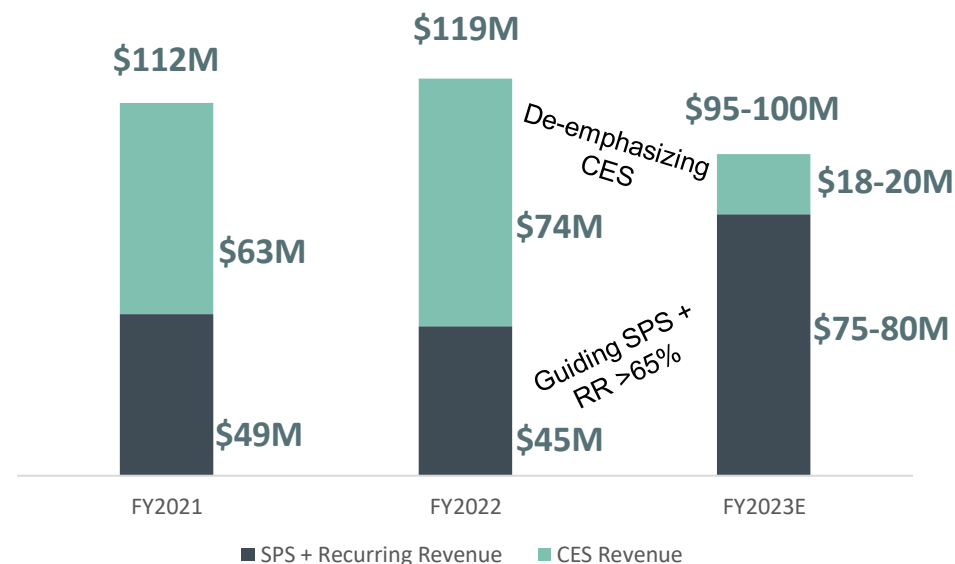
Q4 and FY2022 Highlights

All numbers are subject to audit



- **FY2022 EBITDA¹ of \$2.3M versus adjusted guidance of \$2M** – up substantially over FY 2021 EBITDA of \$0.1M
- **Q4 Revenues of \$25.9M; FY 2022 Revenue of \$119.1M up 7% over FY2021** - below adjusted guidance of \$123M
- **SPS revenues for FY 2022 were \$35.2M** - below adjusted guidance of \$38M due to Covid-related business slowdown in China
- **Recurring revenues in FY2022 were \$9.7M up 43% from FY2021**
- **Operating Cashflow Positive \$3.9M in Q4 2022** – Overall negative \$20.5M for FY 2022, in-line with expectations
- **Net Cash Position of \$30.9M** - in addition to \$13.6M in short and long-term deposits provides adequate operating reserves

Focus on High Margin Core Revenue Growth



FY2023 guidance: combined SPS and Recurring revenue up more than 65% or \$75-80M and EBITDA to increase more than 70% to \$4M

¹ Underlying EBITDA excludes any significant one-off items.
All numbers in presentation are USD unless otherwise stated.

Progress on Strategic Priorities Drives FY2023 Outlook



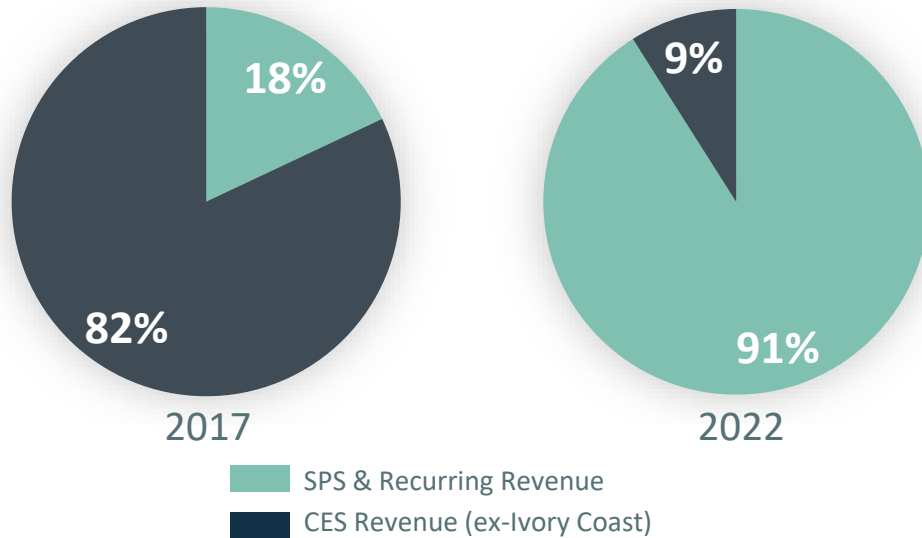
Priority	Progress
Streamline and upgrade organization	<ul style="list-style-type: none"> ▪ \$3-4M reduction in opex ▪ North American core sales team on board ▪ New CFO on board – strong track record with CEO
Diversify SPS revenue	<ul style="list-style-type: none"> ▪ Strong pipeline growth in Americas and SE Asia ▪ Key first wins in Taiwan, Korea and new sector in Cambodia
Build recurring revenue business	<ul style="list-style-type: none"> ▪ 43% growth in FY2022 including BOO plant in Caribbean, China, and Americas ▪ Strong, diverse pipeline for FY2023 ▪ Mix of Build-Own-Operate, O&M and aftermarket parts and supplies
Execute Ivory Coast project	<ul style="list-style-type: none"> ▪ 91% of revenue recognized ▪ Wrap up project in 2023 with commissioning anticipated in Q3 2023

Deliver Ivory Coast while driving strong growth in high-margin SPS and Recurring revenue

Fluence: Fast To Deploy, Profitable Water Solutions



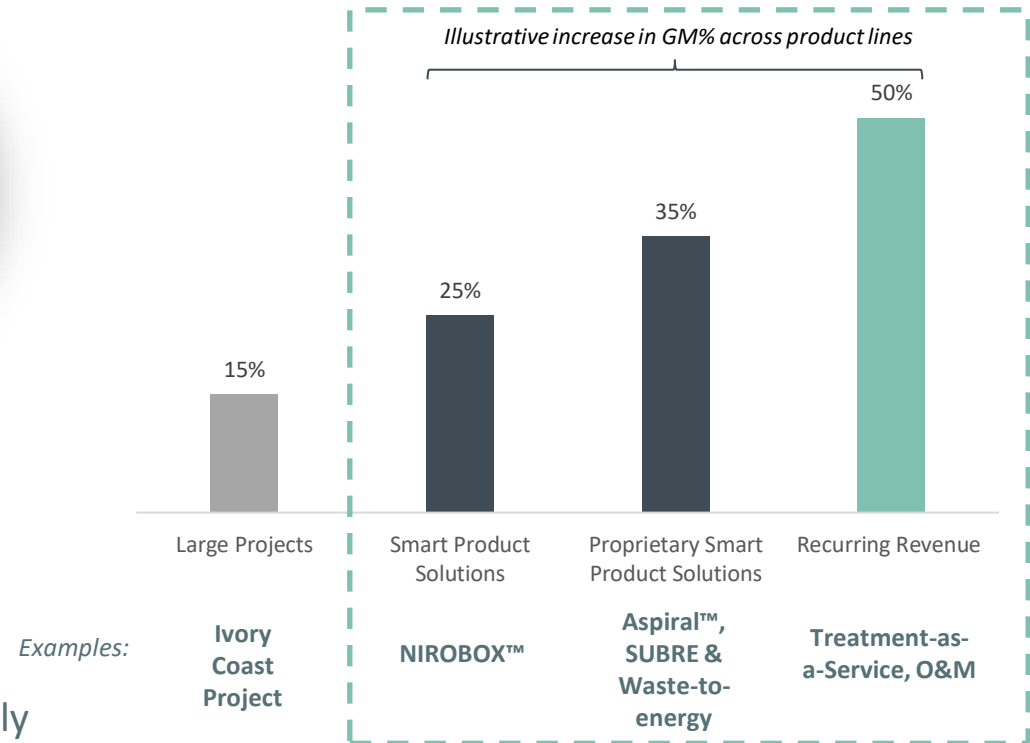
Mix Has Shifted To Core Revenues ex-Ivory Coast



Stronger Focus on SPS and Recurring Revenue Growth

- + Proven technology deployed rapidly & widely
- + High margin and capital efficient
- + Highly attractive recurring revenue model
- + Target markets can leverage additional capital with high IRRs
- + Higher growth segment within water

Transition To Higher Margin Revenue



De-emphasizing Custom Engineered Solutions (CES):

- Lower margins
- Lumpy, irregular contracts
- Selectively consider only CES projects which utilize Fluence proprietary technology

Leading ESG Impact in Water Treatment

Water Sector Emissions: 1.8% of Global CO₂, 4.6% of Global Methane
Existing Fluence Plants Mitigate The Equivalent of 241K 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 306 tons/year of N₂O emissions, equivalent to 91,800 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 128,600 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



29 GWh / year
in energy savings vs
conventional technologies
mitigates 20,200 Tons CO₂/year

Wastewater-to-Energy



182 GWh / year
clean energy from biomass
mitigates 128,600 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 >2,000 tons of nutrient pollution/year
- ✓ Lowers Nitrous Oxide emissions by 306 tons/year

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2022 consolidated financial figures presented on IFRS basis are unaudited and subject to change.



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