



AGM

May 30, 2024

Sustainable Water Solutions

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Consolidated financial figures for 2021-2023 are presented on IFRS-basis and are audited. Figures for 2024 and any forward-looking financial figures are unaudited. Past performance and pro forma financial information in this presentation is given for illustrative purposes only and should not be relied on and is not an indication of future performance.

Fluence Realignment Strategy Largely Complete

The water and wastewater treatment market is highly fragmented, offering a direct opportunity for Fluence to focus on unserved markets

MUNICIPAL WATER & WASTEWATER

- Market-leading MABR technology
- Proven products for multiple use-cases:
 - Modular: Aspiral and Nirobox
 - Larger Greenfield & Retrofit: SUBRE
- Significant global installation base



INDUSTRIAL WASTEWATER & BIOGAS

- Process design more efficient than competition
- Technological expertise and robust installation base
- Deep knowledge of the food & beverage market including the production processes
- Turnkey system delivery (technology + equipment)
- Smaller footprint compared to competitors



INDUSTRIAL WATER & REUSE

- 30 years of experience in South America
- Extensive reference list in target market
- Deep and experienced Engineering Team



SEA ASIA & CHINA

- Market Leader in MABR
- Large Installed Base
- Reference in High Concentration NH3 and TN Removal
- Presence across Asia



OPERATIONS, MAINTENANCE, PARTS & SERVICE



BUILD, OWN & OPERATE (WATER-AS-A-SERVICE)

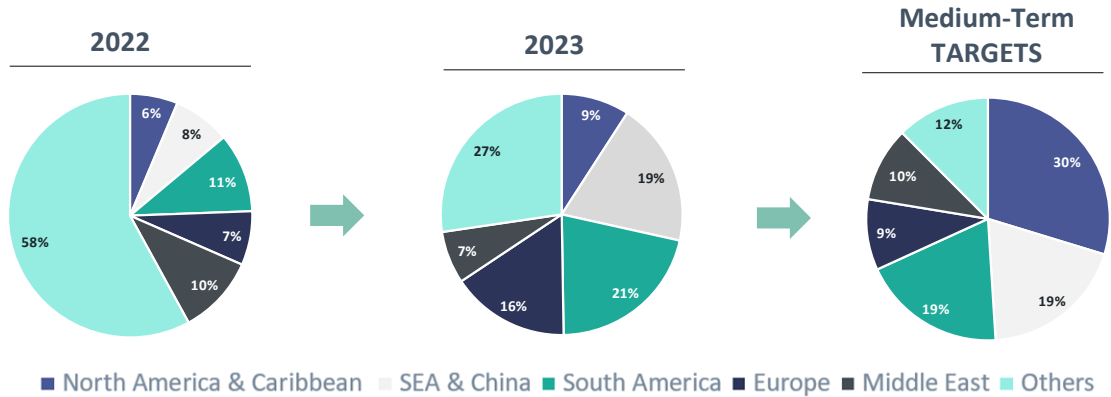


Medium-Term Vision – Revenue Segmentation

Focused on growing presence in North America and transitioning from CES revenue to SPS and Recurring Revenue segments

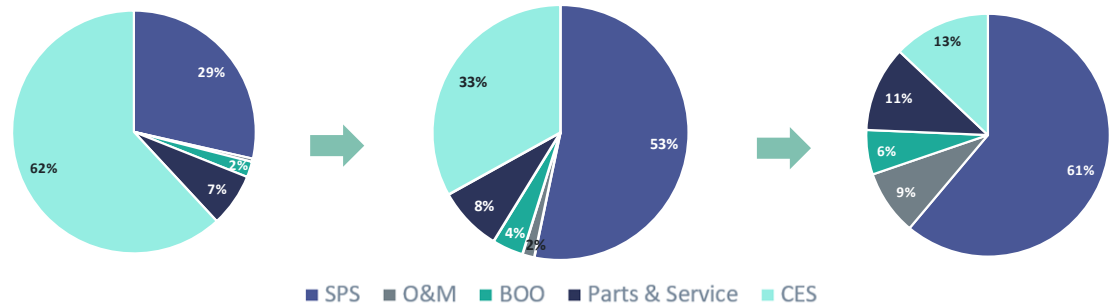
GEOGRAPHY

- Increasing share in North America, Caribbean and SEA



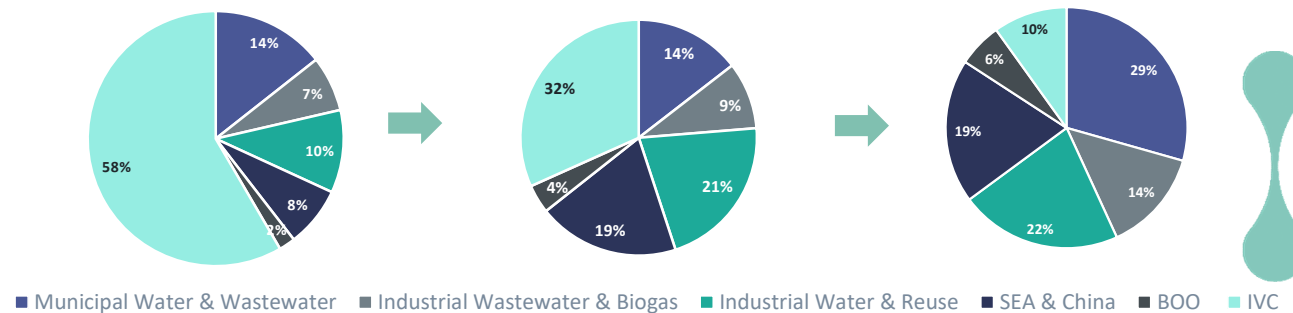
PRODUCTS

- Increasing higher margin SPS and Recurring Revenue



END MARKETS

- De-risked business through broader end market mix



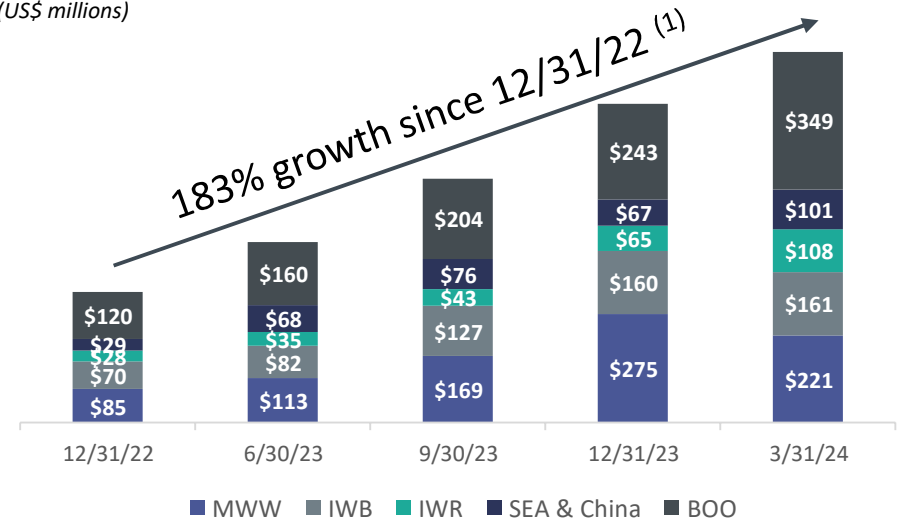
Sales Strategy Delivering Strong and Growing Backlog and Pipeline

Investment in sales, particularly in North America, paying dividends through rapidly growing pipeline

- Pipeline increased 183% since beginning of 2023 with broad-based growth across Municipal, IWB, IWR, and SEA & China – each of their respective pipelines increased by an average of over 200%
 - Majority of pipeline growth has come from North America
 - MWW decrease since December 31, 2023 due to the elimination of commercial operations in Israel
- Highly diversified with over 350 total projects included in pipeline with an average project size (excl. BOO) of \$1.9M
- Projecting \$40M+ in new order bookings in H1 2024
- Backlog increased by 124% YoY, with \$56.3M of Q1 revenue plus 2024 backlog forecasted to be recognized in Q2-Q4 2024

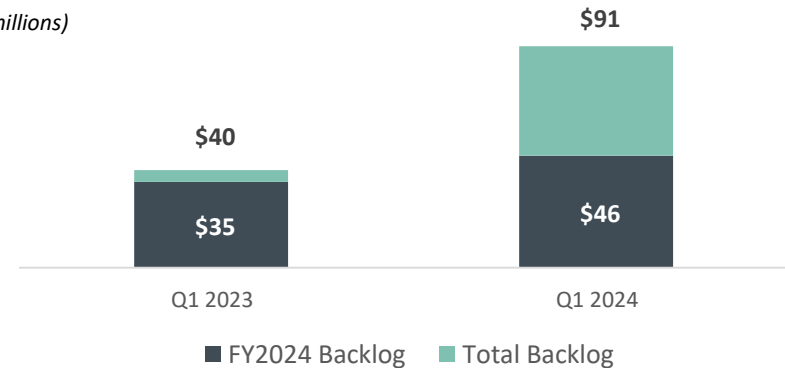
FY2023 Quarterly Sales Pipeline ⁽¹⁾

(US\$ millions)



Beginning Backlog ⁽²⁾ (Q1 2023 vs. Q1 2024)

(US\$ millions)



(1) Excludes potential Ivory Coast O&M contract of \$180M+.

(2) Backlog = Orders-in-hand.

Order Success in Early 2024

Fluence has significant success in securing new contracts highlighting traction against the new strategy and realignment

- \$4.8M IWR Demineralized WTP for Power facility in Brazil
- \$2.3M IWB WWTP for Cartiere di Trevi paper mill in Italy
- \$1.4M IWB WWTP for a chicken slaughterhouse in Italy
- \$0.8M IWB Phase 2 WWTP for an International Fish Processor in Mexico
- \$3.3M in new orders for the Municipal Water & Wastewater group in North America, eclipsing 2023 order totals, including:
 - \$1.5M WWTP – Fiddlesticks, FL Country Club
 - \$0.6M Aspiral MABR for Sagewood Point HOA in Colorado⁽¹⁾
 - \$0.5M Aspiral MABR for Needmore Elementary School in Indiana⁽¹⁾
 - \$0.5M WTP for Cabot St. Lucia (repeat customer)
 - 1st Municipal O&M Agreement - Red Bluff, TX
- \$0.5M SEA & China WWTP for Xingyang City Highway System in Henan Province, China

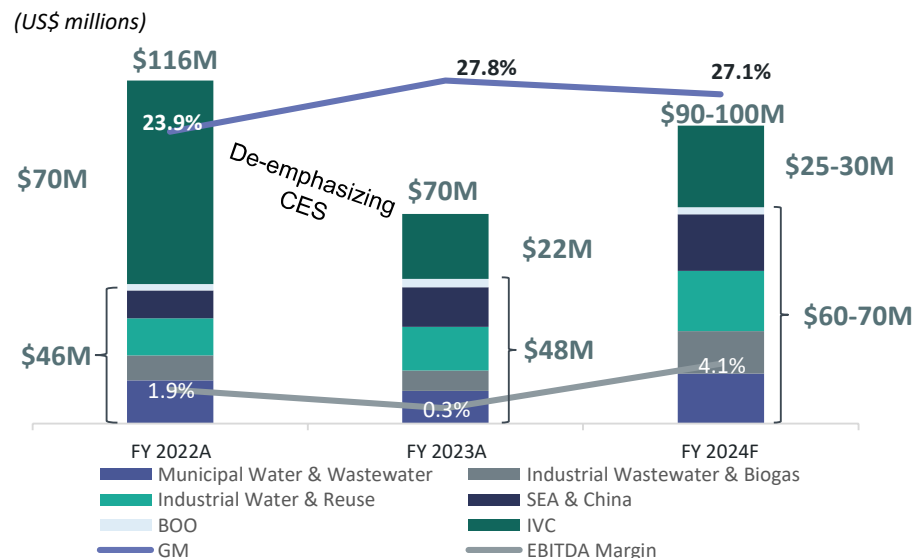
(1) Orders follow new state approvals in Colorado and Indiana.

FY2023 Financial Highlights



- **FY2023 EBITDA⁽¹⁾ of \$0.2M, in-line with revised guidance**
- **Q4 2023 Revenue of \$27.7M and EBITDA⁽¹⁾ of \$2.9M (10.5%)**
 - Almost double any other quarter in 2023
 - \$20.5M of SPS plus Recurring Revenue (68% growth vs. Q4 2022)
 - Positive net income in December 2023
 - TTM Q1 2024 EBITDA⁽¹⁾ of \$1.2M
- **Gross margins of 27.8% in FY2023, growth of 3.9% vs. FY2022**
 - Q1 2024 GM of 33.9%, up 14.1% over Q1 2023
- **Backlog of \$91.4M as at Q1 2024, an increase of 124% from Q1 2023**
- **Fixed Costs savings of \$6.8M in 2023 versus 2022 (26% reduction), reflecting the impact of the restructuring announced in Q4 2022**
- **Cash balance of \$16.8M plus \$7.7M in security deposits as at 31 March 2024**
- **Guidance for FY 2024 of \$90-100M of revenue and EBITDA of \$3.5-4.0M**

Financial Summary (FY2021-24F) ⁽¹⁾⁽²⁾



Business Unit Financial Performance (FY2022-23)

(US\$ millions)

	FY2023 ⁽²⁾		FY2022 ⁽²⁾⁽³⁾	
	Revenue	EBITDA ⁽¹⁾	Revenue	EBITDA ⁽¹⁾
Municipal Water & Wastewater	\$11.1	\$2.3	\$14.8	\$1.8
Industrial Wastewater & Biogas	\$7.0	\$0.1	\$8.5	\$0.7
Industrial Water & Reuse	\$14.9	\$1.1	\$12.6	\$1.9
SEA & China	\$13.6	(\$0.0)	\$9.6	(\$1.4)
BOO	\$2.8	\$0.3	\$2.1	\$0.8
IVC	\$22.2	\$1.2	\$69.5	\$6.2
Corporate ⁽⁴⁾	(\$1.6)	(\$4.8)	(\$0.9)	(\$7.0)

(1) EBITDA excludes the impact of Other Gains and Losses, which include FX gains and losses, gains and losses related to various legacy balance sheet clean-up items, restructuring, and other exceptional items.

(2) Aeromix removed as an asset-held-for-sale.

(3) Restructuring was executed in 2023, therefore business not managed under new structure in 2022 and numbers are estimated

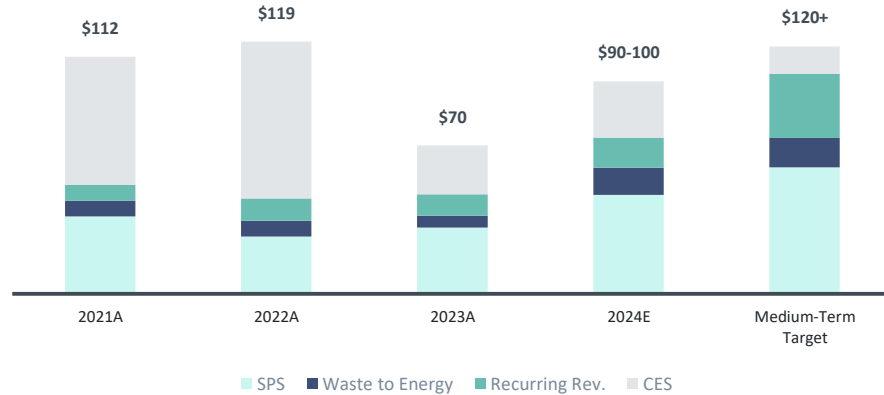
(4) Includes all intercompany eliminations and unallocated expenses.

Growth in Higher Margin Segments to Deliver Significant EBITDA Expansion

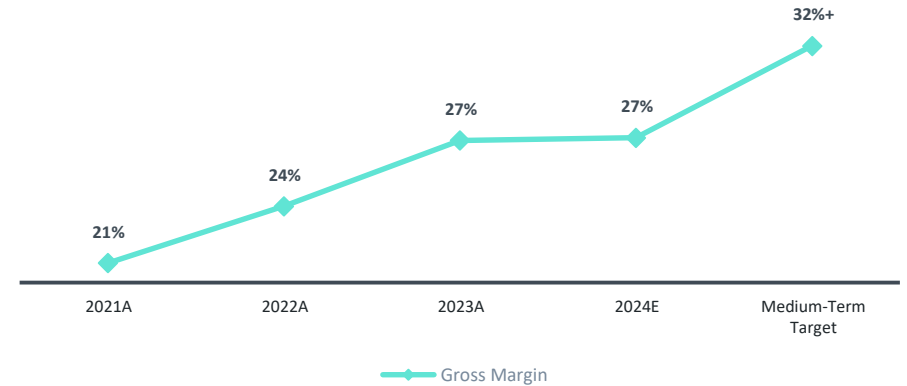
As the business transitions to SPS, Wastewater-to-Energy and Recurring Revenue, profitability increases quickly

Revenue

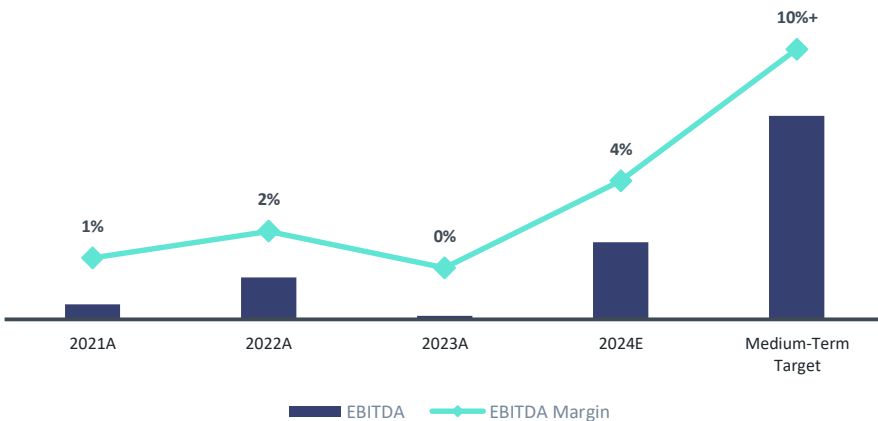
(US\$ millions)



Gross Margin



EBITDA Margin



Commentary

- Revenue down in 2023 due to lower Ivory Coast contribution
- 2023 revenue growth in SPS, Wastewater-to-Energy, and Recurring Revenue segments
- Gross margin forecast up 3% in 2023 and expected to continue to grow as our SPS strategy takes hold
 - Q1 2024 gross margin of 33.9% in Q1 2024 was a 14.1% increase over Q1 2023.
- Substantial operating leverage – higher revenues leading to stronger EBITDA margins

Why Fluence?

Fluence has hit an inflection point in its story and is the Company is picking up momentum as its revised strategy takes hold

- **Experience** – Fluence has a new, highly experienced Board and Management team
- **Track Record** – Recent additions to Board and Management have a strong track record of delivering significant shareholder value
- **Alignment** – Board and Management have invested their own money and are large and meaningful shareholders
- **Transformation** – Fluence is a delivering on a turnaround that is already underway, illustrated by recent strong results
- **Financial Strength** – Strong, recapitalised balance sheet
- **Growth** – Large and growing backlog (orders-in-hand) and sales pipeline
- **Markets & Customers** – Focused business units targeting large, well-funded markets
- **Execution Expertise** – 884 successful projects utilizing Fluence technology and equipment
- **Sustainability** – Leading ESG footprint and focused on protecting, improving, reusing and recycling one of the world’s most precious resources

Thank You

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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/>