2Q FY2023 Earnings Presentation

MAY 11, 2023

Disclaimer

Forward-Looking Statements

The statements described herein that are not historical facts are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, without limitation, statements set forth within this presentation, and other statements regarding future financial performance, revenue and Adjusted Gross Profit guidance for fiscal year 2023, expectation of timing to achieve Adjusted EBITDA breakeven and achieving profitability, anticipated revenue growth and outlook for 2024, anticipated demand for Fluence's energy storage products and services, impact of the Inflation Reduction Act of 2022 or any other proposed legislation, the implementation and anticipated benefits of the Company's enumerated strategic objectives including executing on our transformation, future results of operations, future revenue recognition and estimated revenues, losses, projected costs, prospects, and plans and objectives of management. Such statements can be identified by the fact that they do not relate strictly to historical or current facts. When used in this presentation, words such as "may," "possible," "will," "should," "expects," "plans," "anticipates," "could," "intends," "targets," "projects," "contemplates," "believes," "estimates," "predicts," "potential" or "continue" or the negative of these terms or other similar expressions and variations thereof and similar words and expressions are intended to identify such forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking.

The forward-looking statements contained in this presentation are based on our current expectations and beliefs concerning future developments, as well as a number of assumptions concerning future events, and their potential effects on our business. These forward-looking statements are not guarantees of performance, and there can be no assurance that future developments affecting our business will be those that we have anticipated. These forward-looking statements involve a number of risks, uncertainties (some of which are beyond our control) or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward- looking statements, which include, but are not limited to, our ability to achieve or maintain profitability, our ability to successfully execute our business and growth strategy, including realizing the expected benefits of our partnerships and acquisitions as well as other strategic initiatives we may enter into in the future, our ability to develop new product offerings and services, increased shipping costs and delays in the shipping of our energy storage products, projects delays and site closures and cost-overruns, failure to realize potential benefits of the Inflation Reduction Act of 2022, and other factors set forth under Item 1A."Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended September 30, 2022, filed with the Securities and Exchange Commission ("SEC") on December 14, 2022, and in other filings we make with the SEC from time to time. New risks and uncertainties emerge from time to time and it is not possible for us to predict all such risk factors, nor can we assess the effect of all such risk factors on our business or the extent to which any factor or combination of factors may cause actual results to differ materially from those contained in any forward-looking statements. Should one or more of these risks or uncertainties materialize, or should any of the assumptions prove incorrect, actual results may vary in material respects from those projected in these forward-looking statements. You are cautioned not to place undue reliance on any forward-looking statements made in this presentation. Each forward-looking statement speaks only as of the date of the particular statement, and we undertake no obligation to publicly update or revise any forward-looking statements to reflect events or circumstances that occur, or which we become aware of, after the date hereof, except as otherwise may be required by law.

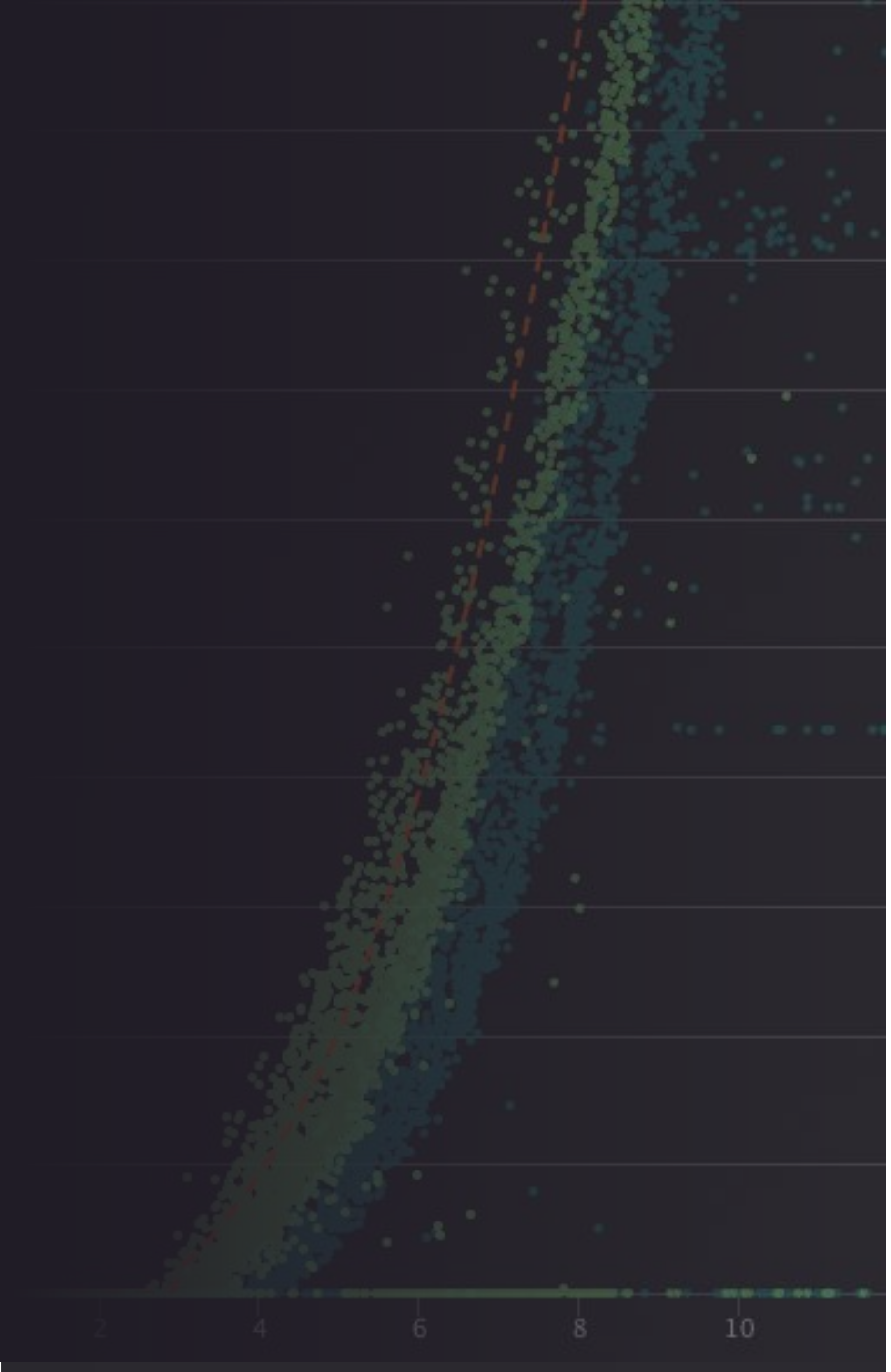
Non-GAAP Financial Measures

Included in this presentation are certain non-GAAP financial measures, including Adjusted EBITDA, Adjusted Gross Profit (Loss), Adjusted Gross Profit Margin and Adjusted Net Income (Loss), which are designed to complement the financial information presented in accordance with GAAP because management believes such measures are useful to investors. Non-GAAP financial measures are not a substitute for or superior to measures of financial performance prepared in accordance with GAAP and should be not be considered as an alternative to any other Our non-GAAP metrics have limitations as analytical tools, and you should not consider them in isolation. We believe that such non-GAAP measures, when read in conjunction with our operating results presented under GAAP, can be used to better assess our performance from period to period and relative to performance of other companies in our industry, without regard to financing methods, historical cost basis or capital structure.

See the Appendix to this presentation for a reconciliation of the non-GAAP financial measures to the nearest GAAP measure, which should be carefully evaluated.

A reconciliation of the Company's 2023 Adjusted Gross Profit guidance to the most directly comparable GAAP financial measure cannot be provided without unreasonable efforts and is not provided herein because of the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation.

In this presentation, the Company relies on and refers to certain industry and market data and statistics obtained from third-party sources which it believes to be reliable. The Company has not independently verified the accuracy or completeness of any such third-party information. This data is subject to change. In addition, this presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company. The recipient should make its own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as it deems necessary.



Today’s Agenda

1 **Strategy Update**

Julian Nebreda, President & CEO

2 **Financial Update**

Manavendra Sial, SVP & CFO

3 **Q&A**

Record Q2'23 Performance

Robust quarterly order intake and record revenue highlight strong performance

Q2'23 Order Intake

$847M

1.1 GWh Solutions[1], 2.8 GWh Services, 2.7 GW Digital

Record Q2'23 Revenue Recognized

$698M

Deployed ~2 GWh Energy Storage Solutions[2]

Long-term Services AUM[3] at 3/31

2.2 GW

>90% Cumulative Deployed Attachment Rate as of 3/31/23

263% Attachment Rate on Q2'23 Orders

Contracted Backlog[5] at 3/31

$2.8B

81% Backlog With Non-Related Parties

$11.2B Pipeline[5] as of 3/31

Q2'23 Adjusted Gross Profit Margin[4]

$32M | 4.6%

Q2'23 GAAP Gross Margin of $31M | 4.4%

Digital AUM at 3/31

14.8 GW

12/31 Digital AUM 14.0 GW

Note 1: Solutions are defined as or have been historically referred to as energy storage products; we believe solutions is more representative of the offering.
Note 2: Quarterly deployed MWh based on revenue recognition.
Note 3: Orders attachment rate and Cumulative Deployed attachment rate based on MWh; refer to supplemental metric sheet for definition of attachment rates.
Note 4: Non-GAAP figure. Refer to reconciliation of Adjusted Gross Profit Margin to the comparable GAAP financial measure in our appendix.
Note 5: Refer to Pipeline definition and Contracted Backlog definition within appendix.

PROGRESSING ON STRATEGIC OBJECTIVES

Scale and Integrated Model Delivering Successful Results

Deliver profitable growth

- Raising FY23 guidance range to $1.85-$2.0B for revenue; $110-$135M for Adj. gross profit margin[1]
- Pulling forward profitability timeline; expect to be close to Adj. EBITDA breakeven in FY Q4'23

Develop products and solutions that our customers need

- Received a 200 MW binding award for energy storage-as-a-transmission asset, making this our 3rd award for the transmission segment

Convert our supply chain into a competitive advantage

- Signed a master supply agreement with AESC under which Fluence is anticipated to procure battery cells, adding another battery cell supplier to our portfolio

Use Fluence Digital as a competitive differentiator and margin driver

- Making progress on 'One Sales Channel' by quoting Nispera in standard storage orders starting May 2023

Work better

- Published inaugural Sustainability Report in May 2023

Note 1: Non-GAAP figure. Refer to disclaimer on Non-GAAP Financial Measures for a discussion of why we are unable to reconcile 2023 Adjusted Gross Profit Margin guidance to its most comparable GAAP measure.

Strong demand and execution lead to increased 2023 revenue guidance; still expect to grow 35-40% in 2024 from higher 2023 revenue base

Incremental ~$500M of revenue outlook implied across 2023 and 2024 compared to Q1 earnings call

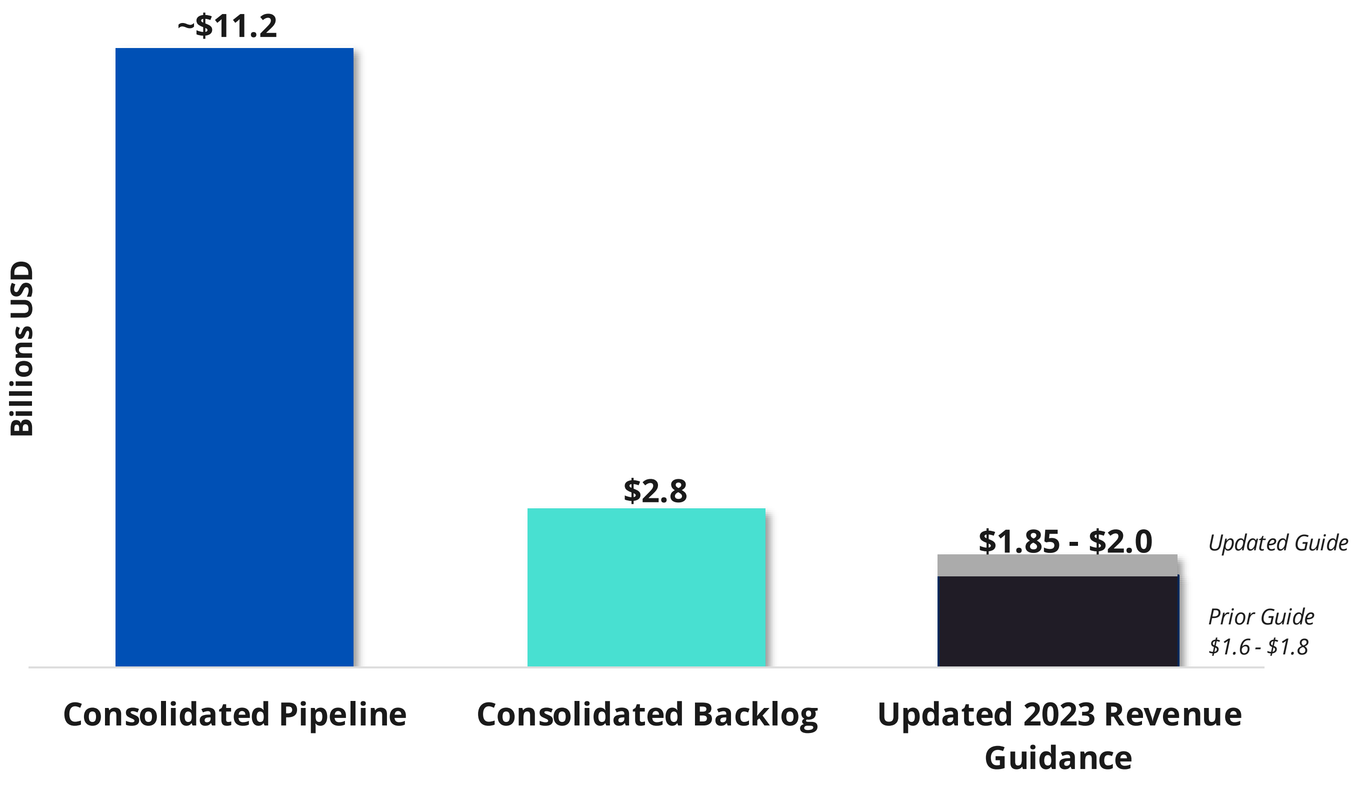


Chart as of March 31, 2023

INCREASE IN PIPELINE & BACKLOG

- Reaffirm expected 35-40% revenue growth in 2024; irrespective of final IRA regulations applicable to energy storage, driven by stronger non-US order flow
- Backlog grew even after recognizing ~$700M of backlog as revenue during the quarter

RECENT SUCCESSES UNRELATED TO IRA

- Awarded third Energy-Storage-As-Transmission project
- Awarded 400 MWh contract in Australia for Shell Energy's Rangebank BESS
- Signed long-term service agreement with Orsted for 1,200 MWh contract

Note 1: All figures in $ billion, unless specified.
Note 2: Updated 2023 Revenue Guidance is based on guidance shown on page 11.

Initial IRA Regulations 'In-Line' with Expectations, More Clarity Still Needed on 'Domestic Content' Guidelines

IRA section 45X expected to be a volume driver

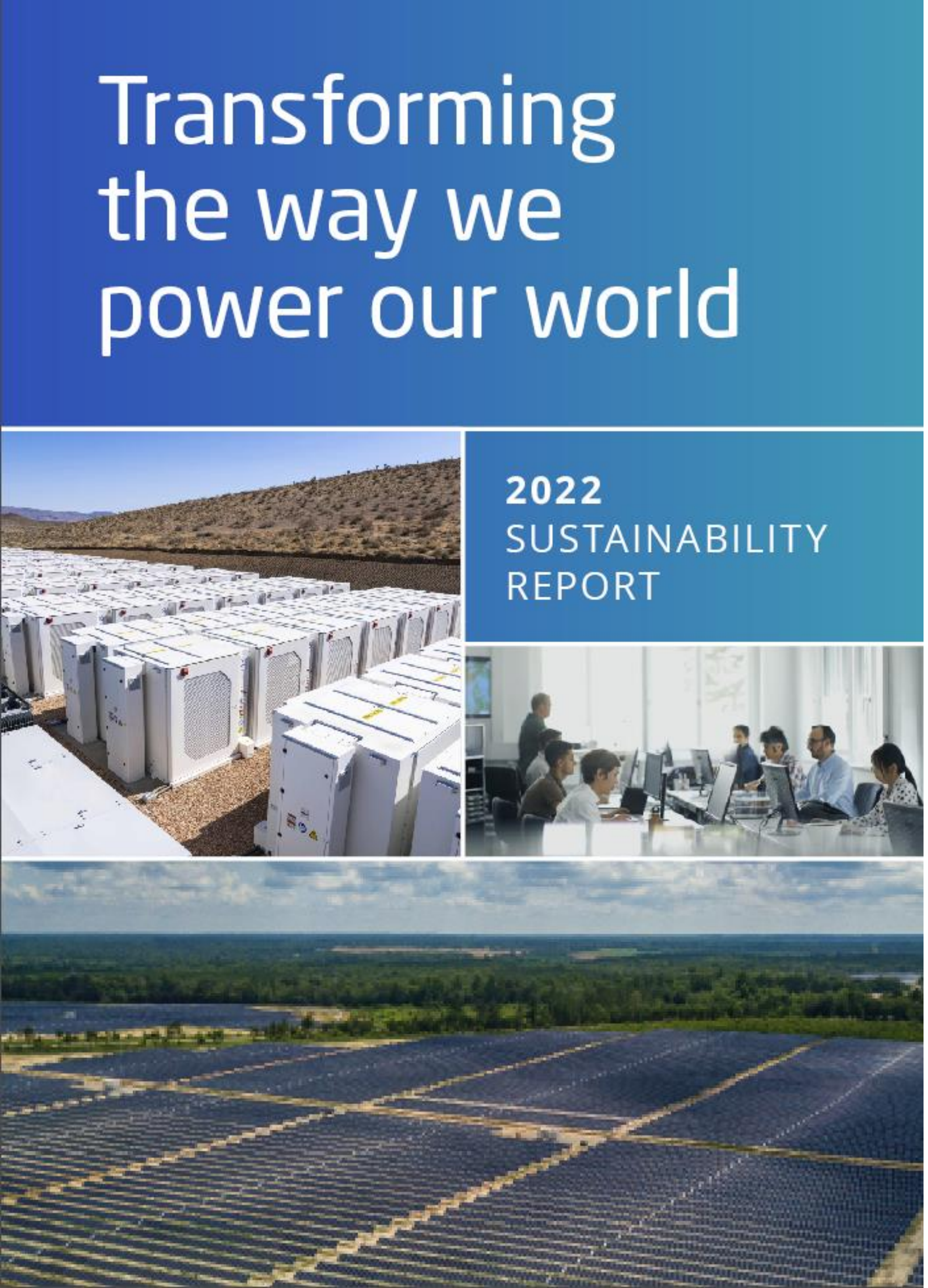
Reaffirming gross margin assumptions of 10-15%

IRA EXPECTED IMPACTS

- Targeting to record IRA Section 45X tax credits of $10/kWh for manufacturing U.S. made battery modules
- $10/kWh expected to offset costs necessary for achieving economics of scale domestically
- Current expectation to account for tax credit as reduction to Cost of Goods and Services (income statement), however this could change based on final guidance
- Expect to elect direct payment for first 5 years of credit, timing of cash receipt uncertain pending IRA guidance

CURRENT STATUS

- Eagerly await the publication of IRA guidelines for energy storage and domestic content.
- The guidelines are expected to provide clarity, facilitate industry growth, and serve as a catalyst for increased demand for energy storage in the US.



Fluence Publishes Inaugural Sustainability Report

Maintaining accountability through transparency

Diversity, Equity and Inclusion

FY'23 Target: 33% female hires

End of Life Management

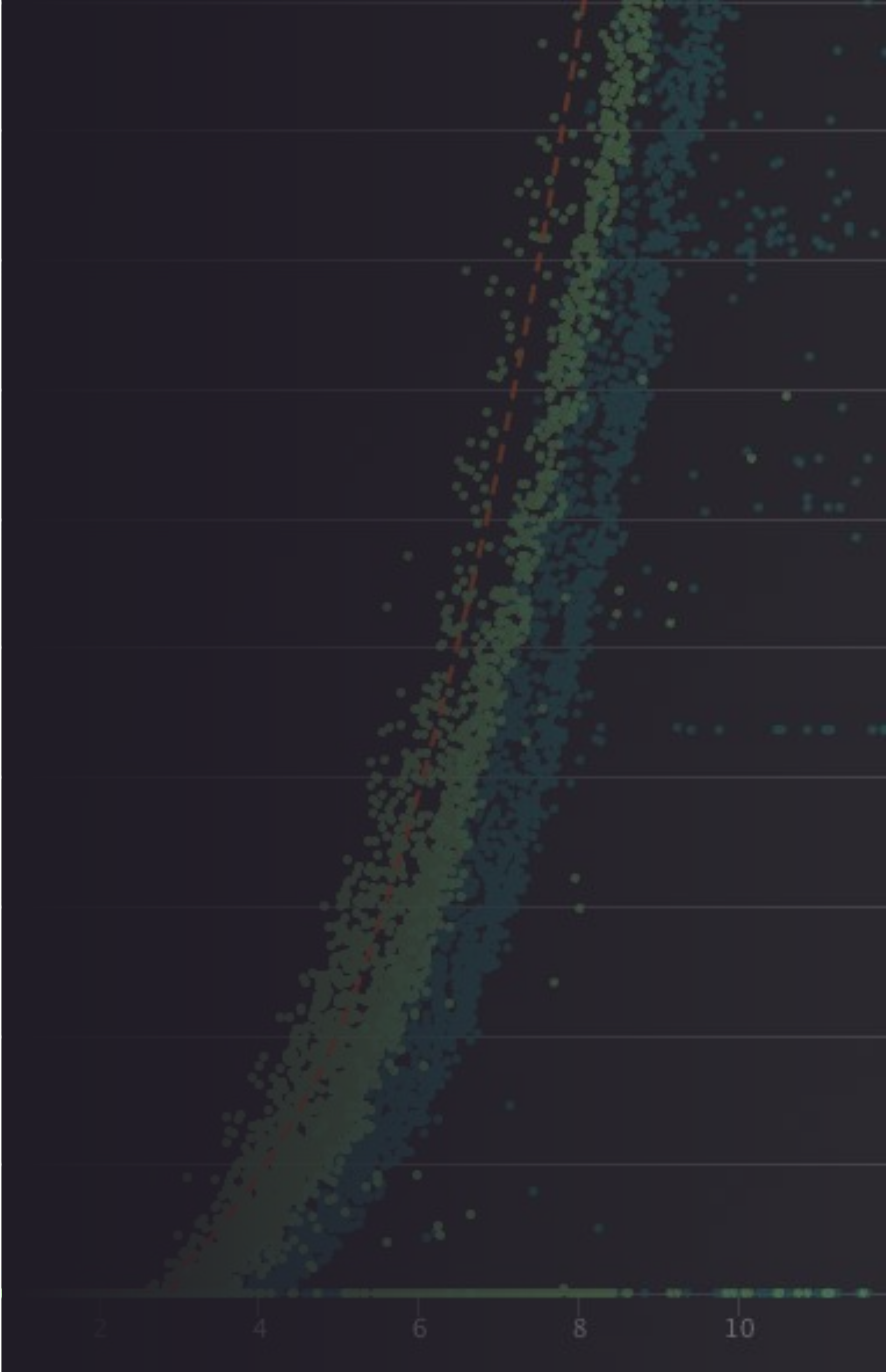
Developing Fluence's circular economy framework

Conflict Minerals

Ensure our actions do not contribute to the armed conflicts causing human rights violations

Forced Labor

Commitment letter emphasizing its zero tolerance



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Second Quarter 2023 Financial Performance

Record quarterly performance driven by pulling forward legacy backlog

All figures in $ million, unless specified[3]	Q2'22	Q1'23	Q2'23
Revenue	343	310	698
Adjusted Gross Profit*	(11)	15	32
SG&A (a)	(31)	(35)	(38)
Platform investment[1] (b)	(13)	(19)	(24)
Operating expenses[1] (a+b)	(44)	(54)	(61)
Operating expenses, % of Revenue	12.9%	17.4%	8.8%
Adjusted EBITDA*	(53)	(25)	(25)
Total Cash[2]	723	462	384
GAAP metrics			
Gross Profit	(15)	12	31
Net Income (Loss)	(61)	(37)	(37)

Note 1: Platform investment includes R&D and Depreciation expenses. Operating expenses exclude stock compensation expense.
Note 2: Total cash includes Cash and cash equivalents + Restricted Cash + Short term investments.
Note 3: May not reconcile to financial statements due to rounding.
*Non-GAAP figure. Refer to Appendix for reconciliation of Adjusted Gross Profit and Adjusted EBITDA to the comparable GAAP financial measures.

HIGHLIGHTS

1. 104% YoY revenue growth in Q2'23, select projects ahead of schedule pulling forward revenue recognition
2. Continued sequential Adj. Gross profit improvement with >85% of revenue in Q2'23 from legacy contracts
3. Q2'23 overhead spend reduction in line with framework, reaffirm FY'23 overhead expected to grow <50% of revenue growth with trend expected to continue in 2024
4. Ended Q2'23 with $384M of total cash, in line with prior guidance. >$150M of undrawn revolver.

Raising FY'23 guidance; accelerating timeline to profitability

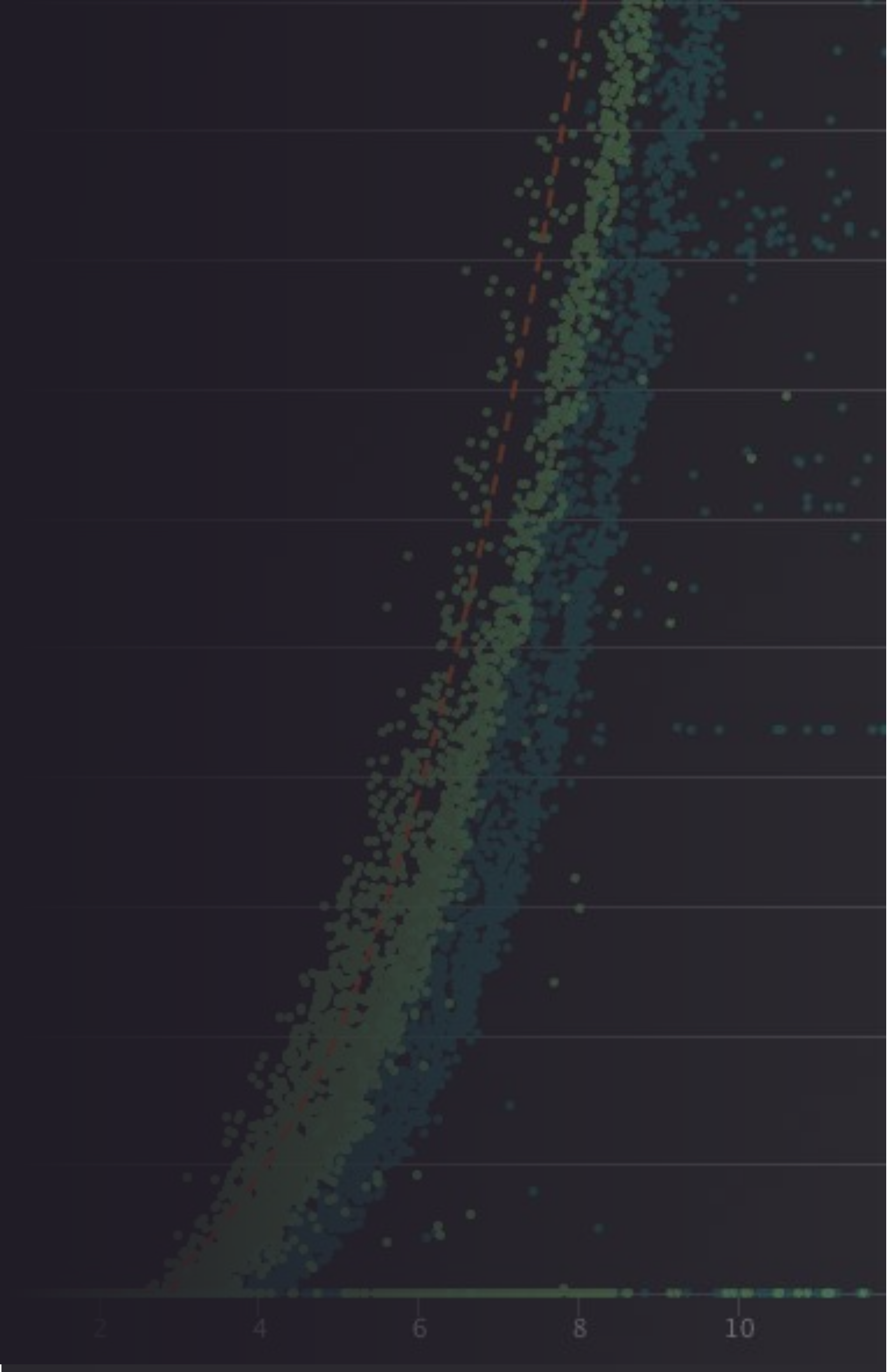
Strong visibility to being close to Adj EBITDA breakeven in Q4'23

All figures in $ million, unless specified

	FY 2022	FY 2023 Prior Guidance	FY 2023 Current Guidance
Revenue	$1,199	$1,600 - $1,800	$1,850 - $2,000
Adj. Gross Profit[1]	$(3)	$85 - $115	$110 - $135

Note 1: 2023 Adjusted Gross Profit is defined as GAAP Gross Profit primarily adjusted for Stock compensation and restructuring / re-organization expense; see reconciliation of Adjusted Gross Profit to the most directly comparable GAAP financial measure in the Appendix. We are unable to provide a quantitative reconciliation of Adjusted Gross Profit guidance to the most directly comparable GAAP financial measure without unreasonable efforts because of the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation.

1. 100% of remaining expected FY23 Revenue in backlog
2. H2 revenue split - Q3 45-50%
3. Maintain 35-40% revenue growth outlook for 2024
4. FY 2023 cash flow consistent with framework laid out in Q4'22 earnings call, expect to end 2023 with liquidity > $500
5. Expect most project cycle times to average between 15-18 months



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Appendix

Definitions

ITEM	DEFINITION
Pipeline	Represents our uncontracted, potential revenue from energy storage products and solutions, service, and digital software contracts, which have a reasonable likelihood of contract execution within 24 months.
Contracted Backlog	Represent signed purchase orders or contractual minimum purchase commitments with take-or pay provisions. For our energy storage products and solutions contracts, contracted backlog includes signed customer orders or contracts under execution prior to when substantial completion is achieved. For service contracts, contracted backlog includes signed service agreements associated with our storage product projects that have not been completed and the associated service has not started. For digital applications contracts, contracted backlog includes signed agreements where the associated subscription has not started.
Deployed	Represents cumulative energy storage products and solutions that have achieved substantial completion and are not decommissioned.
Assets Under Management	Assets under management for service contracts represents our long-term service contracts with customers associated with our completed energy storage products and solutions. We start providing maintenance, monitoring, or other operational services after the storage product projects are completed. In some cases, services may be commenced for energy storage solutions prior to achievement of substantial completion. Not limited to energy storage solutions delivered by Fluence. Assets under management for digital software represents contracts signed and active (post go live). Assets under management serves as an indicator of expected revenue from our customers and assists management in forecasting our expected financial performance
BESS	Acronym for battery energy storage system
APM	Acronym for asset performance management platform

Note 1: Additional definitions provided in supplemental metric sheet.

1st Half 2023 Financial Performance

Strong Year-On-Year Improvement signaling turnaround near completion

All figures in $ million, unless specified	H1'22	H1'23
Revenue	518	1,009
Adjusted Gross Profit*	(20)	47
SG&A (a)	(56)	(73)
Platform investment[1] (b)	(24)	(43)
Operating expenses[1] (a+b)	(79)	(115)
Operating expenses, % of Revenue	15.3%	11.4%
Adjusted EBITDA*	(96)	(50)
Total Cash[2]	723	384
GAAP metrics		
Gross Profit	(68)	43
Net Income (Loss)	(172)	(75)

Note 1: Platform investment includes R&D and Depreciation expenses. Operating expenses exclude stock compensation expense.
Note 2: Total cash includes Cash and cash equivalents + Restricted Cash + Short term investments.
*Non-GAAP figure. Refer to Appendix for reconciliation of Adjusted Gross Profit, Adjusted EBITDA, etc. to the comparable GAAP financial measures.

HIGHLIGHTS

1. 95% YoY revenue growth for H1'23 with ~90% of revenue in H1'23 from legacy contracts
2. Gross Profit positive for H1'23, 335% YoY increase in Adj. Gross profit for H1'23
3. Operating expenses as a % of revenue decreased from 15.3% in H1'22 to 11.4% in H1'23
4. Cash flow framework for FY23 intact, inventory is ~$300 down QoQ and in line with prior communication.

Project timeline acceleration drives higher Adj. Gross Profit Guide

100% of 2023 revenue in backlog with firm battery supply; high confidence path to 2023 Adj. Gross Profit

All figures in $ million, unless specified

	Prior Framework	Current Framework
FY 2022 Adjusted Gross Profit	**$(3)**	**$(3)**
Incremental deals at or close to double-digit margins • Contracts at higher margins relative to legacy, select project timeline acceleration	$40 - $50	$65 - $70
Improved Supply Chain Visibility[1]	$20 - $30	$20 - $30
Better risk management and improved execution • Pricing index, Passing logistics costs, Gen 6 issues behind us	$28 - $38	$28 - $38
FY 2023 Adjusted Gross Profit	**$85 – $115**	**$110 – $135**

Note 1: Improved supply chain visibility enables conversion of new deals backlog into 2023 revenue.

Q2’23 Ending Cash at $384M, No Recourse Debt, In-line with Prior Commitments

Expect FY’23 to end with liquidity >$500M; ample liquidity[4] for cash needs for next 12 months

All figures in $ million, unless specified

DESCRIPTION	Q2’23A	FY’23 Framework Intact
Total Cash[1] as of 12/31/22	**$462**	
Financing	-	Continue to Assume no recourse debt or equity financing
Investing (Capex)[3]	$2	Expect Low double digit Use of Cash for Full FY
Adj. EBITDA[5]	$(25)	See comments on slide 11
GAAP-only items	$(4)	Non-recurring items
Change in Operating Cash[2]	$(51)	10% of YOY revenue increase; stronger operating cash in H2
Total Cash as of 3/31/23	**$384**	

Note 1: Total cash includes Cash and Cash Equivalents + Restricted Cash + Short-term investments.
Note 2: Change in Operating Cash primarily segregates impacts of Adjusted EBITDA from other elements of Operating Cash. Refer to full disclosure in the Statements of Cash Flows in 10-K and 10-Q.
Note 3: H1’23 cash used in Investing (Capex) is $(6), consistent with our total year capex outlook.
Note 4: In addition to revolving credit facility, the Company also has access to $100M supply chain financing facility.
Note 5: Refer to slide 18 in Appendix for reconciliation

Non-GAAP Financial Measures & Reconciliations[1]

($ in millions)	Q2'23	Q2'22	CHANGE	CHANGE %
NET LOSS	(37.4)	(60.7)	23.3	(38)%
ADD (DEDUCT):				
INTEREST EXPENSE (INCOME), NET[(a)]	(1.1)	0.5	(1.6)	(320)%
INCOME TAX EXPENSE (BENEFIT)	(0.1)	0.1	(0.2)	(200)%
DEPRECIATION AND AMORTIZATION	2.7	1.5	1.2	80%
STOCK-BASED COMPENSATION [(b)]	7.3	2.7	4.6	170%
OTHER EXPENSES[(c)]	3.8	2.7	1.1	41%
ADJUSTED EBITDA[1]	(24.8)	(53.2)	28.4	(53)%

($ in millions)	Q2'23	Q2'22	CHANGE	CHANGE %
GROSS (LOSS) PROFIT	30.8	(14.8)	45.6	(308)%
ADD (DEDUCT):				
STOCK-BASED COMPENSATION [(b)]	1.3	0.7	0.6	86%
OTHER EXPENSES	(0.2)	2.7	(2.9)	(107)%
ADJUSTED GROSS (LOSS) PROFIT[1]	31.9	(11.4)	43.3	(380)%

($ in millions)	Q2'23	Q2'22
COVID-19 PANDEMIC	–	(1.7)
CARGO LOSS INCIDENT	0.8	4.4
SEVERANCE AND RESTRUCTURING COSTS	1.2	–
OTHER LEGAL MATTERS	0.7	–
MW REMEDIATION AND SOX 404 IMPLEMENTATION	1.1	–
TOTAL ADJ EBITDA OTHER EXPENSES	**3.8**	**2.7**

($ in millions)	Q2'23	Q2'22
COVID-19 PANDEMIC	–	(1.7)
CARGO LOSS INCIDENT	(0.9)	4.4
SEVERANCE	0.1	–
OTHER LEGAL MATTERS	0.6	–
TOTAL GROSS (LOSS) PROFIT OTHER EXPENSES	**(0.2)**	**2.7**

Note 1: May not reconcile to financial statements due to rounding.
(a) Net interest expense (income) for the three months ended March 31, 2023 consists of $1.1 million of interest expense and $2.2 million of interest income. Net interest expense (income) for the three months ended March 31, 2022 consists of $0.7 million of interest expense and $0.2 million of interest income.
(b) Includes incentive awards that will be settled in shares and incentive awards that will be settled in cash.
(c) Amount for the three months ended March 31, 2023 included $1.2 million in severance costs and consulting fees related to the restructuring plan, $0.8 million related to the 2021 Cargo Loss Incident, $1.1 million for external expenses related to the ongoing remediation of our material weakness disclosed in our FY 2022 Form 10-K, and $0.7 million in legal fees related to the 2021 and 2022 overheating events at customer facilities.
Amount for the three months ended March 31, 2022 included a $(1.7) million reduction related to COVID-19 pandemic costs as a result of release of $(6.4) million prior period project charges net of excess shipping costs of approximately $4.7 million which was mostly related to excess port and demurrage fees as a direct result of pandemic-related port disruptions and work shortages and a $4.4 million loss related to the 2021 Cargo Loss Incident.

Non-GAAP Financial Measures & Reconciliations[1]

($ in millions)	Q2'23	Q2'22	CHANGE	CHANGE %
NET LOSS	(37.4)	(60.7)	23.3	(38)%
ADD (DEDUCT):				
AMORTIZATION OF INTANGIBLE ASSETS	1.4	0.9	0.5	56%
STOCK-BASED COMPENSATION [(a)]	7.3	2.7	4.6	170%
OTHER EXPENSES				
COVID-19 PANDEMIC	–	(1.7)	1.7	(100)%
CARGO LOSS INCIDENT	0.8	4.4	(3.6)	82%
SEVERANCE AND RESTRUCTURING COSTS	1.2	–	1.2	100%
OTHER LEGAL MATTERS	0.7	–	0.7	100%
MW REMEDIATION AND SOX 404 IMPLEMENTATION	1.1	–	1.1	100%
ADJUSTED NET LOSS[1]	(24.9)	(54.4)	29.5	(54)%

a. Included incentive awards that will be settled in shares and awards that will be settled in cash

Note 1: May not reconcile to financial statements due to rounding.

Non-GAAP Financial Measures & Reconciliations

($ in millions)	Q1'22	Q4'22	Q1'23
NET LOSS	(111.5)	(56.2)	(37.2)
ADD (DEDUCT):			
INTEREST EXPENSE (INCOME), NET	0.6	(1.2)	(0.7)
INCOME TAX EXPENSE (BENEFIT)	0.4	1.9	(0.6)
DEPRECIATION AND AMORTIZATION	1.4	2.2	2.4
STOCK-BASED COMPENSATION [a]	24.9	9.1	8.5
OTHER EXPENSES [c]			
COVID-19 pandemic	36.9	-	-
Cargo Loss Incident	4.3	2.7	1.1
Other	0.1	1.6	1.0
ADJUSTED EBITDA[1]	(43.0)	(39.9)	(25.5)

($ in millions)	Q1'22	Q4'22	Q1'23
GROSS (LOSS) PROFIT	(53.1)	10.7	12.1
ADD (DEDUCT):			
STOCK-BASED COMPENSATION [b]	3.5	1.6	0.9
OTHER EXPENSES [c]			
COVID-19 pandemic	36.9	-	-
Cargo Loss Incident	4.3	2.7	1.1
Other	-	-	0.6
ADJUSTED GROSS (LOSS) PROFIT[1]	(8.4)	15.0	14.7

a) Included incentive awards that will be settled in shares and awards that will be settled in cash.

b) Included COGS portion of stock compensation only

c) Other primarily consists of severance costs and other legal matters.

Note 1: May not reconcile to financial statements due to rounding.

Non-GAAP Financial Measures & Reconciliations[1]

($ in millions)	H1’22	H1’23
NET LOSS	(172.2)	(74.6)
ADD (DEDUCT):		
INTEREST EXPENSE (INCOME), NET	1.1	(1.8)
INCOME TAX EXPENSE (BENEFIT)	0.5	(0.7)
DEPRECIATION AND AMORTIZATION	2.9	5.1
STOCK-BASED COMPENSATION	27.6	15.8
OTHER EXPENSES		
COVID-19 pandemic	35.3	-
Cargo Loss Incident	8.6	1.9
Other	0.1	4.0
ADJUSTED EBITDA[1]	(96.1)	(50.3)

($ in millions)	H1’22	H1’23
GROSS (LOSS) PROFIT	(67.9)	42.9
ADD (DEDUCT):		
STOCK-BASED COMPENSATION	4.2	2.2
OTHER EXPENSES		
COVID-19 pandemic	35.3	-
Cargo Loss Incident	8.6	.2
Other	-	1.3
ADJUSTED GROSS (LOSS) PROFIT[1]	(19.8)	46.6

Note 1: May not reconcile to financial statements due to rounding.

Upcoming Events

May 11, 2023	Q2 Earnings Call
May 16, 2023	Credit Suisse Renewables Conference NYC
May 18, 2023	Evercore / Rho Motion Seminar Series NYC
June 6-7, 2023	RBC EPI Conference NYC
June 14-15, 2023	Evercore Global Clean Energy & Transition Technology Summit NYC
June 21-22, 2023	JPM Energy, Power & Renewables Conference NYC
August 2023	Q3 Earnings Call

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