MAY 9, 2024

2Q FY2024 Earnings Presentation



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 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 by management during the earnings call regarding the Company's future financial and operational performance, growth, including anticipated revenue growth through fiscal year 2025, liquidity and access to capital, and cash flows, as well as guidance relating to revenue, Adjusted EBITDA and annual recurring revenue for fiscal year 2024, expectations relating to backlog, pipeline, and contracted backlog, the implementation and anticipated benefits of the Company's enumerated strategic objectives, expectations relating to revenue split during fiscal year 2024, expectations relating to gross profit margin and adjusted gross profit margin for second half fiscal year 2024, expectations regarding operating margins and operating expenses, excluding stock compensation expenses, for the remainder of fiscal year 2024, anticipated demand for the Company's torus evolutes, and igital applications, including domestic content products, anticipated performance, U.S. battery module production, expected inmact and portating to gross and operations, including digital applications, including domestic content products, anticipated operational performance, stock and related opportunities for the Company, future results of operations, future recognition and estimated revenue split during fiscal year 2024, invite fiscal year 2024, anticipated demand for the company's entered to domestic content, reduction, services, and digital applications, including domestic content products, anticipated benefits of the Company, future results of operations, further evenues, for the remainder of fiscal year 2024, anticipated demand for the Company's entered to domestic content, new products

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 limited to, our limited operating and revenue history as an independent entity and the nascent clean energy industry; our history of net losses, we anticipate increasing expenses in the future, and our ability to maintain prolonged profitability; delays, disruptions, and quality control problems in our manufacturing operations; difficulties in establishing mass manufacturing copacity and estimating potential cost savings and efficiencies from anticipated improvements to our manufacturing capabilities; dependence on our existing suppliers and supply chain competition; supplier concentration and capacity; interruption of flow and/or availability of components and materials from international vendors; significant changes in the cost of raw materials and product components; vendor non-compliance with ethical business practices and applicable laws and regulations; loss of significant customers or their inability to effectively manage our recent and future growth and expansion of our business and operations; ability to maintain and enhance our reputation and brand recognition; success of our relationships with third parties; ability to attract and retain highly qualified personnel; risk related to the construction, utility interconnection, commissioning and installation of our energy storage products, cost overruns, and delays; risks related to defects, errors, vulnerabilities and/or bugs in our products and technology; compromises, interruptions, or shutdowns of our systems; lengthy sales and installation cycle for our products and services and ability to timely close sales; amounts included in our pipeline and contracted backlog may not result in actual revenue or translate into profits: events and incidents relating to storage, delivery, installation, operation, maintenance and shutdowns of our products; risks relating to whether renewable energy technologies are suitable for widespread adoption or if sufficient demand for our hardware and software-enabled services does not develop than we anticipate; estimates on size of our total addressable market; barriers arising from electric utility industry policies and regulations; cost of electricity available from alternative sources; risk relating to interest rates or a reduction in the availability of tax equity or project debt capital in the global financial markets and corresponding effects on customers' ability to finance energy storage systems and demand for our products; potential changes in tax laws or regulations, including relating to incentives under the IRA; reduction, elimination, or expiration of government incentives or regulations regarding renewable energy; decline in public acceptance of renewable energy, or delay, prevent, or increase in the cost of customer projects; restrictions set forth in our ABL Credit Agreement or other debt agreements we may enter into; uncertain future capital needs and potential needs to raise additional funds in the future; ability to obtain, maintain and enforce proper protection for our intellectual property, including our technology; risks related to us being a "controlled company" within the meaning of the NASDAQ rules; our relationship with our founders; and other factors set forth under Item 1A. "Risk Factors" and Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K for the fiscal year ended September 30, 2023, filed with the Securities and Exchange Commission (the "SEC") on November 29, 2023, as updated by our Quarterly Reports on Form 10-Q, and in other filings we make with the Securities and Exchange Commission 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 and discussed in the earnings call are certain non-GAAP financial measures, including Free Cash Flow, Adjusted EBITDA, Adjusted Gross Profit, Adjusted Gross Profit Margin, Operating Expenses, excluding stock compensation expenses, and Operating Expenses, excluding stock compensation expenses as a percentage of revenue, 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 non-GAAP metrics, have limitations as analytical tools, and you should not consider them in isolation. We believe that such non-GAAP financial 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 most directly comparable GAAP financial measure, which should be carefully evaluated.

A reconciliation of the Company's 2024 Adjusted EBITDA guidance, anticipated full fiscal year 2024 Adjusted Gross Profit Margin, Adjusted Gross Profit Margin for remaining quarters of fiscal year 2024, and anticipated third quarter fiscal year 2024 Adjusted EBITDA to the most directly comparable GAAP financial measures 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 reconciliations.

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 relevance and adequacy of the information and should make such other investigations as it deems necessary.

Today's Agenda

Strategy Update

Julian Nebreda, President & CEO

Financial Update
 Ahmed Pasha, SVP & CFO



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Q2'24 Performance

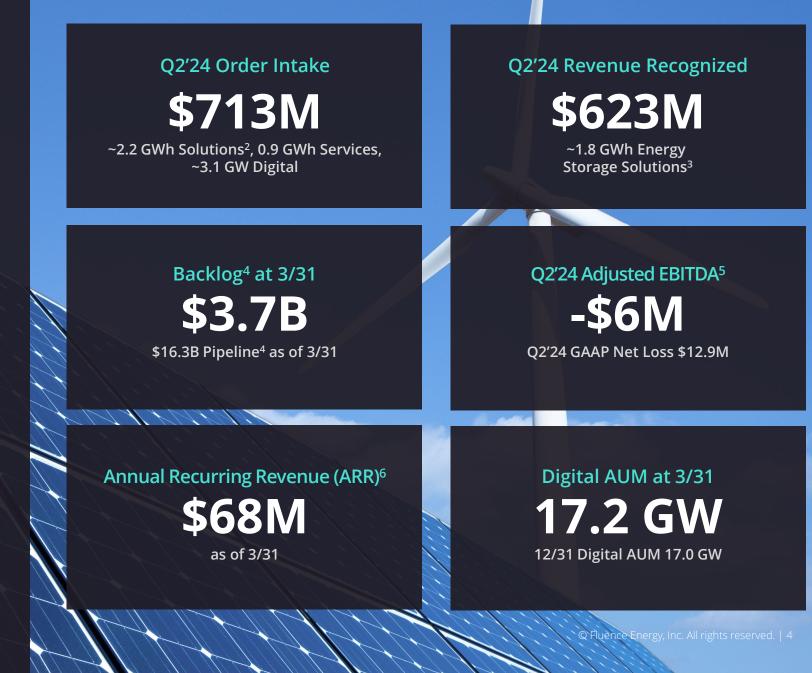
- Total Cash¹ increased to \$541 million as of 3/31, up \$65 million from end of first quarter
- 4th consecutive quarter of cash generation
- 3rd consecutive quarter of double-digit gross profit margins

Note 1: Total Cash includes Cash and cash equivalents + Restricted Cash Note 2: Solutions are defined as or have been historically referred to as energy storage products; we believe solutions is more representative of the offering.

Note 3: Calculated in line with revenue recognition basis (percentage of completion) in \$
for energy storage solutions, based on project data as of March 31, 2024.

Note 4: Refer to Pipeline definition and Backlog definition within appendix.

Note 5: Non-GAAP figure. Refer to reconciliation of Non-GAAP figures to the most directly comparable GAAP financial measure in our appendix. Note 6: Refer to ARR definition in the appendix.



Record Free Cash Flow Generation; Continued Focus on Execution



Deliver Profitable Growth

• For the first half of fiscal year 2024, we achieved record free cash flow¹ of approximately \$87.8 million vs negative \$164.5 million for the same period last year.



Develop Products and Solutions that Our Customers Need

- Expanded Gridstack Pro line to include 5000 series, our larger, more energy-dense 5 MWh 20-foot enclosure.
- Signed our first domestic content contract that we expect will benefit from the incremental incentives under the Inflation Reduction Act (the "IRA").



Convert Our Supply Chain into a Competitive Advantage

Currently on track for start of U.S. battery module production in 2024 that is expected to enable our products to meet the criteria for U.S. domestic content incentives under the IRA.



Use Fluence Digital as a Competitive Differentiator and Margin Driver

• Digital backlog increased approximately 75% when compared to the same period last year.



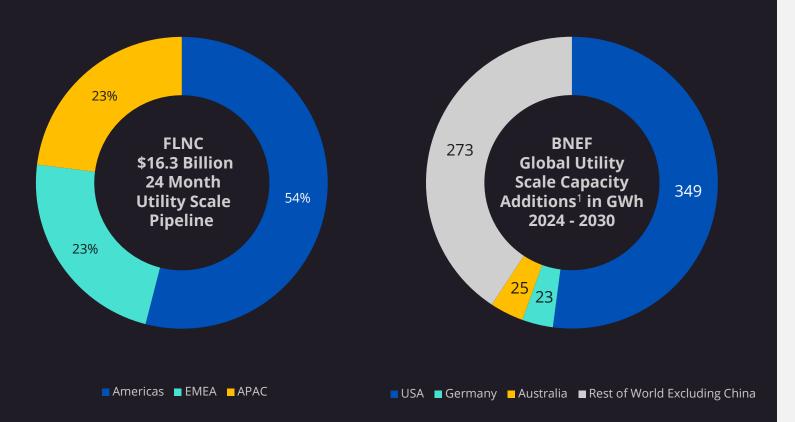
Work Better

 In April 2024, Fluence released its second annual sustainability report which builds upon the sustainability disclosures from our inaugural report published in April 2023 and provides updates on Fluence's sustainability strategy.



Robust Global Utility Scale Demand Provides Encouraging Outlook

Pipeline increased by \$2.9 billion, or ~22%, from last quarter



STRONG ORDER INTAKE

Ten consecutive quarters of order intake outpacing revenue recognized, showcasing robust growth in utility scale energy storage

PIPELINE

Pipeline increased by \$2.9B from last quarter, which represents an increase of ~22% quarter-toquarter.

Americas – Robust growth In ERCOT, CAISO, Chile, MISO

EMEA – Continued growth in Germany with additional transmission opportunities

APAC – Australia becoming second most important market globally

Expanding Gridstack Pro Offerings

Adding the Gridstack Pro 5000 Series, a more energy-dense 5-6 MWh enclosure, optimizing land use and efficiency.

ONE GRIDSTACK PRO PLATFORM

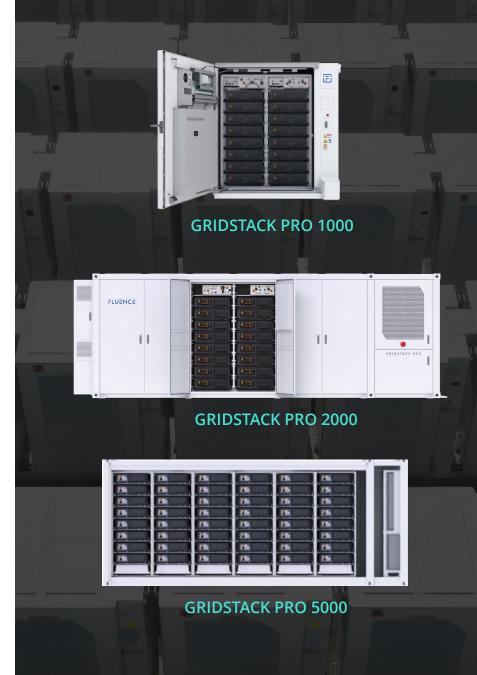
A series of offerings that provide flexibility and faster integration of new cell technology, all on the same platform.

5000 SERIES IS OUR MOST ADVANCED ENERGY DENSITY OFFERING

Mix and match different enclosure sizes, and density requirements at competitive usable energy prices.

INTEGRATED SAFETY, SECURITY, & RELIABILITY

Designed according to Fluence established Beyond Burn safety standards. Battery modules and battery management systems offered mitigate potential policy related concerns.



- Signed first contract for domestic content with a customer for delivery in 2025.
- Utilities are adding domestic content to scorecard requirements; addresses growing cybersecurity & supply chain concerns.
- Competitively priced to non-US alternatives.
- Fluence's proprietary battery module is designed to meet domestic content criteria and thus should enable customers to qualify for additional 10% investment tax credit.

Signed First Domestic Content Contract; Well Positioned For Additional Opportunities



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Transforming the way we power our world

2023 Sustainability Report





FLNC Issues 2nd Annual Sustainability Report

In April 2024, Fluence released its second annual sustainability report which builds upon the sustainability disclosures from our inaugural report published in April 2023 and provides updates on Fluence's sustainability strategy.



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Today's Agenda

Strategy Update
 Julian Nebreda, President & CEO

Financial Update

Ahmed Pasha, SVP & CFO

3 Q&A



Second Quarter 2024 Financial Performance

Continued Improvement in Gross Profit Margins

All figures in \$ million, unless specified ²	Q2′23	Q2′24
Revenue	698	623
Adjusted Gross Profit ¹	32	66
Adjusted Gross Profit % of Revenue ¹	4.6%	10.6%
Operating expenses excluding stock comp ¹	61	74
Operating expenses excl. SC, % of Revenue ¹	8.8%	11.9%
Adjusted EBITDA ¹	(28)	(6)
GAAP metrics		
Gross Profit	31	64
Gross Profit % of Revenue	4.4%	10.3%
Net Income (Loss)	(37)	(13)

Note 1: Non-GAAP figure. Refer to Appendix for reconciliation to the most directly comparable GAAP financial measures. Note 2: May not reconcile to financial statements due to rounding

HIGHLIGHTS

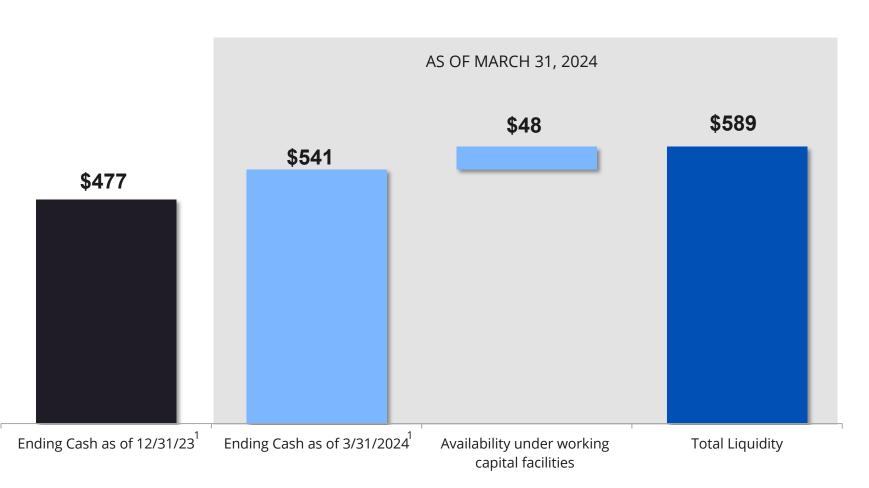
- 106% YoY adjusted gross (1) profit increase, reflecting strong demand and improved execution.
- Third consecutive quarter (2) delivering double-digit gross profit margins.
- Opex, excl. stock comp, as (3) a percentage of revenue increased inline with our framework.
 - Adjusted EBITDA of negative \$6M¹ reflects revenue weighting toward the second half of the fiscal year and fixed quarterly nature of annual operating cost.

HIGHLIGHTS

- Access to nearly \$590 million of liquidity² as of March 31, 2024
- Ample liquidity to meet business needs under current plan
- 4 consecutive quarters of cash generation
- Increased Total Cash balance ~\$65M from Q1 driven by an improvement in working capital
- As of March 31, 2024, ABL remained undrawn, borrowing availability depends on level of U.S. collateral inventory

Continuing to Maintain Strong Liquidity

All figures in \$ million, unless specified



Note 1: Total cash includes Cash and cash equivalents + Restricted Cash

Note 2: Total Liquidity is defined as Cash and cash equivalents + Restricted Cash + capacity available under our working capital facilities.

Reaffirm FY'24 Guidance

All figures in \$ million, unless specified	FY 2023	FY 2024 Guidance				
Revenue	\$2,218	\$2,700 - \$3,300				
Adj. EBITDA ¹	(61)	\$50-\$80				
Annual Recurring Revenue (ARR)	\$57	Approximately \$80 by end of FY'24				

HIGHLIGHTS

 Approximately 90% of midpoint of FY'24 revenue guidance is covered by backlog + YTD revenue recognized.

2 Expect FY'24 H2 revenue split Q3 20% / Q4 80% due to project timing. Expect Q3 to deliver negative Adjusted EBITDA¹.

Year to go results expected to benefit from:

- Expect better operating margins in Q4 (we believe we will be in the higher end of gross profit margin range of 10-12%¹)
- Expect Opex (excluding stock comp) run rate for Q3 and Q4 to reflect average of first two quarters.



Note 1: Non-GAAP figures. Refer to appendix for reconciliation of FY 2023 Adjusted EBITDA to its most directly comparable GAAP financial measure. Refer to prior disclaimer on Non-GAAP Financial Measures previously for a discussion of why we are unable to reconcile forward-looking non-GAAP figures to their respective most directly comparable GAAP financial measure.

Key Takeaways

Record **free cash flow**¹ generation with approximately \$87.8 million achieved in the first half of fiscal 2024 and strong total liquidity of nearly \$590 million. This is our 3rd consecutive quarter of **double-digit gross margins**, reflecting year-overyear margin improvement.

2

3

On track to begin domestic module manufacturing this year. Signed first contract for domestic content offering; seeing strong interest from customers.

4

Strong market outlook for utilityscale battery storage for our new products, **insulated** from US Elections.



Note 1: Non-GAAP figure. Refer to reconciliation of Free Cash Flow to the most directly comparable GAAP financial measure in our appendix.

Today's Agenda

• Strategy Update Julian Nebreda, President & CEO

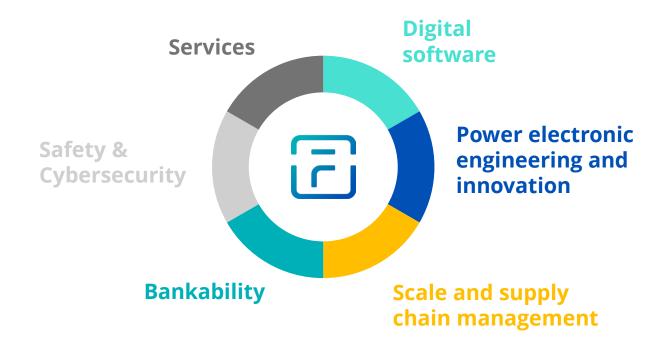
Financial Update
 Ahmed Pasha, SVP & CFO



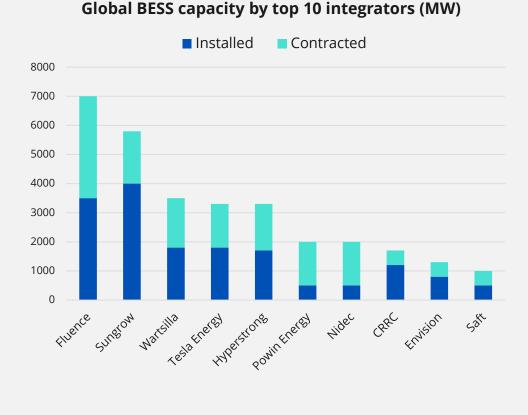


Appendix

FLNC is the Preferred Choice for Utility Scale BESS Integration



FLNC's competitive advantage is fortified by the collective offering of these features



Source: S&P Global Battery Energy Storage System Integrator Report 2023

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Definitions

ITEM	DEFINITION
Backlog	Backlog represents the unrecognized revenue value of our contractual commitments, which include deferred revenue and amounts that will be billed and recognized as revenue in future periods. The Company's backlog may vary significantly each reporting period based on the timing of major new contractual commitments and the backlog may fluctuate with currency movements. In addition, under certain circumstances, the Company's customers have the right to terminate contracts or defer the timing of its services and their payments to the Company.
Pipeline	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. Pipeline is an internal management metric that we construct from market information reported by our global sales force. Pipeline is monitored by management to understand the anticipated growth of our Company and our estimated future revenue related to customer contracts for our battery-based energy storage products and solutions, services and digital software.
Contracted Backlog	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 service agreements associated with our storage product projects that have not been substantial 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	Deployed represents cumulative energy storage products and solutions that have achieved substantial completion and are not decommissioned. Deployed is monitored by management to measure our performance towards achieving project milestones.
Assets Under Management	Assets under management for service contracts represents our long-term service contracts with customers associated with our completed energy storage system 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. This is 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.
Contracted/Order Intake	Contracted, which we use interchangeably with "Order Intake", represents new energy storage product and solutions contracts, new service contracts and new digital contracts signed during each period presented. We define "Contracted" as a firm and binding purchase order, letter of award, change order or other signed contract (in each case an "Order") from the customer that is received and accepted by Fluence. Our order intake is intended to convey the dollar amount and gigawatts (operating measure) contracted in the period presented. We believe that order intake provides useful information to investors and management because the order intake provides usibility into future revenue and enables evaluation of the effectiveness of the Company's sales activity and the attractiveness of its offerings in the market.
BESS	Acronym for battery energy storage system
АРМ	Acronym for asset performance management platform
Annual Recurring Revenue (ARR)	ARR represents the net annualized contracted value including software subscriptions including initial trial, licensing, long term service agreements, and extended warranty agreements as of the reporting period. ARR excludes one-time fees, revenue share or other revenue that is non-recurring and variable. The Company believes ARR is an important operating metric as it provides visibility to future revenue. It is important to management to increase this visibility as we continue to expand. ARR is not a forecast of future revenue and should be viewed independently of revenue and deferred revenue as ARR is an operating metric and is not intended to replace these items.

Note 1: Additional definitions provided in supplemental metric sheet posted on the investor relations website at https://fluenceenergy.com/ir.

Non-GAAP Financial Measures & Reconciliations¹

(\$ in millions)	Q2'23	Q4'23	FY23	Q1′24	Q2′24	(\$ in millions)	Q2'23	Q4'23	FY23	Q1′24	Q2'24
GROSS PROFIT	30.8	76.3	141.0	36.4	64.2	NET INCOME (LOSS)	(37.4)	4.8	(104.8)	(25.6)	(12.9)
Add:						Add:					
Stock-based Compensation	1.3	0.8	4.2	1.2	1.1	Interest Income, Net ^(e)	(2.1)	(1.1)	(5.4)	(2.0)	(1.2)
Amortization ^(A)	-	0.3	0.8	0.4	0.6	Income Tax Expense (Benefit)	(0.1)	6.6	4.5	(1.2)	(1.7)
Other Expenses ^(c)	0.1	0.5	0.9	-	-	Depreciation and Amortization	2.7	2.8	10.7	2.9	3.1
ADJUSTED GROSS PROFIT	32.2	77.9	146.9	38.0	65.9	Stock-Based Compensation ^(B)	7.2	5.5	26.9	5.6	6.6
Adjusted Gross Profit Percentage Of Revenue	4.6%	11.6%	6.6%	10.5%	10.6%	Other Expenses ^(c)	2.0	1.2	6.7	2.0	-
(\$ in millions)	Q2'23	Q4'23	FY23	Q1′24	Q2'24	ADJUSTED EBITDA	(27.7)	19.8	(61.4)	(18.3)	(6.1)
OPERATING EXPENSES						REVENUE	698.2	673.0	2218.0	364.0	623.1
Research And Development	22.5	14.7	66.3	15.5	17.4	ADJUSTED EBITDA PERCENTAGE OF REVENUE	(4.0%)	2.9%	(2.8%)	(5.1%)	(0.9%)
Sales And Marketing	10.4	11.8	41.1	10.7	15.8						
General And Administrative	31.8	35.1	136.3	37.7	44.1	(\$ in millions)		Q2'23	Q4'23	Q1′24	Q2'24
Depreciation And Amortization	2.7	2.5	9.8	2.5	2.5	Net Cash Provided by (Used In) Operating Activ	ties	(163.4)	(111.9)	19.4	90.3
Less: Stock-based Compensation ^(D)	6.0	4.7	22.8	4.4	5.5	Less:					
OPERATING EXPENSES EXCLUDING STOCK COMPENSATION	61.4	59.4	230.8	62.0	74.3	Purchase Of Property And Equipment		(1,1)	(3.0)	(1.5)	(2.5)
Operating Expenses Excluding Stock Compensation Percentage Of Revenue	8.8%	8.8%	10.4%	17.0%	11.9%	FREE CASH FLOW		(164.5)	(114.9)	17.9	87.8

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

(a) Amount relates to amortization of capitalized software included in cost of goods and services.

(b) Includes incentive awards that will be settled in shares and incentive awards that will be settled in cash.

(c) Amounts for the Q1'24 and Q2'24, include costs related to the termination of the Revolving Credit agreement and costs related to the secondary offering. Amounts for Q2'23 include costs related to the restructuring plan, including severance. Costs related to the COVID-19 pandemic and the Cargo Loss Incident, which the Company had historically excluded from Adjusted EBITDA, are no longer excluded. All periods presented have been recast in order to make the non-GAAP financial measure comparable period over period.

(d) Amount considered for operating expenses calculation is only the OpEx portion of Stock-based Compensation expense.

(e) Interest income, net for the three and six months ended March 31, 2023, have been recast to conform with current period presentation as described in the earnings release.

Note: For more information on adjustments to non-GAAP financial measures, please refer to the corresponding period's respective investor presentations and earnings releases available on the Fluence Investor Relations website at

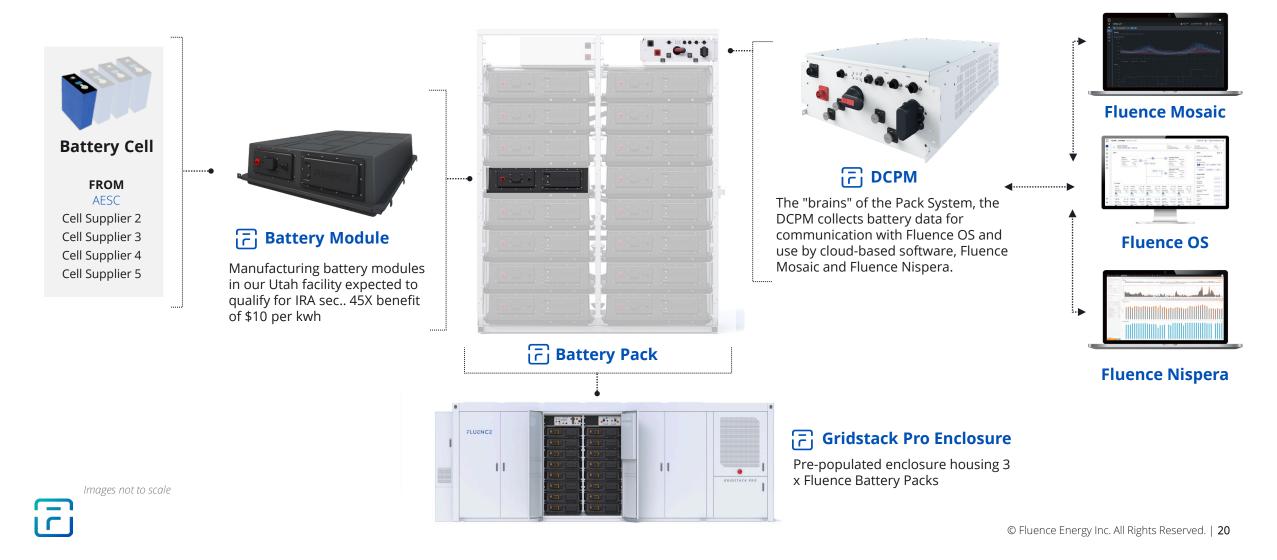
https://ir.fluenceenergy.com/ for reconciliations to the most directly comparable GAAP financial measures and related footnotes; provided, that costs related to the Covid-19 pandemic and the cargo loss incident are no longer excluded from the

Company's non-GAAP results beginning the period ended June 30, 2023 and the periods presented herein have been recast from historical presentation accordingly.



Fluence Battery Pack

Enables easier implementation of integrated solutions while commoditizing battery cells



Upcoming Events

Investor Relations Contact

MAY 9, 2024	Q2 Earnings Call
JUNE 4, 2024	RBC Conference NYC
JUNE 11, 2024	Evercore Conference NYC
JUNE 17, 2024	JPM Conference NYC
AUGUST 2024	Q3 Earnings Call



Lexington May vice president, finance & investor relations

Lexington.May@fluenceenergy.com