

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

Fluence Corporation Limited

ABN

52 127 734 196

Quarter ended ("current quarter")

31th March 2018

| Consolidated statement of cash flows | Current quarter US\$'000 | Year to date (3 months) US\$'000 |
|---|-------------------------------------|---|
| 1. Cash flows from operating activities | | |
| 1.1 Receipts from customers | 15,950 | 15,950 |
| 1.2 Payments for | | |
| (a) research and development | (760) | (760) |
| (b) product manufacturing and operating costs | (17,142) | (17,142) |
| (c) advertising and marketing | (918) | (918) |
| (d) staff costs | (7,496) | (7,496) |
| (e) administration and corporate costs | (3,312) | (3,312) |
| 1.3 Dividends received (see note 3) | | |
| 1.4 Interest received | 821 | 821 |
| 1.5 Interest and other costs of finance paid | (32) | (32) |
| 1.6 Income taxes paid | (59) | (59) |
| 1.7 Government grants and tax incentives | | |
| 1.8 Other (provide details if material) | (101) | (101) |
| 1.9 Net cash from / (used in) operating activities | (13,049) | (13,049) |

| Consolidated statement of cash flows | Current quarter US\$'000 | Year to date (3 months) US\$'000 |
|---|-----------------------------|--|
| 2. Cash flows from investing activities | | |
| 2.1 Payments to acquire: | | |
| (a) property, plant and equipment | (1,375) | (1,375) |
| (b) businesses (see item 10) | | |
| (c) investments | | |
| (d) intellectual property | | |
| (e) other non-current assets | | |
| 2.2 Proceeds from disposal of: | | |
| (a) property, plant and equipment | 24 | 24 |
| (b) businesses (see item 10) | | |
| (c) investments | 366 | 366 |
| (d) intellectual property | | |
| (e) other non-current assets | | |
| 2.3 Cash flows from loans to other entities | | |
| 2.4 Dividends received (see note 3) | | |
| 2.5 Other (provide details if material) | *(1,803) | *(1,803) |
| 2.6 Net cash from / (used in) investing activities | (2,788) | (2,788) |

* Acquisition of non-controlling interest in a subsidiary

| | | |
|---|--------------|--------------|
| 3. Cash flows from financing activities | | |
| 3.1 Proceeds from issues of shares | | |
| 3.2 Proceeds from issue of convertible notes | | |
| 3.3 Proceeds from exercise of share options | | |
| 3.4 Transaction costs related to issues of shares, convertible notes or options | | |
| 3.5 Proceeds from borrowings | | |
| 3.6 Repayment of borrowings | (358) | (358) |
| 3.7 Transaction costs related to loans and borrowings | | |
| 3.8 Dividends paid | | |
| 3.9 Other (provide details if material) | 45 | 45 |
| 3.10 Net cash from / (used in) financing activities | (313) | (313) |

| Consolidated statement of cash flows | Current quarter US\$'000 | Year to date (3 months) US\$'000 |
|---|-------------------------------------|---|
| 4. Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 Cash and cash equivalents at beginning of quarter/year to date | 75,153 | 75,153 |
| 4.2 Net cash from / (used in) operating activities (item 1.9 above) | (13,049) | (13,049) |
| 4.3 Net cash from / (used in) investing activities (item 2.6 above) | (2,788) | (2,788) |
| 4.4 Net cash from / (used in) financing activities (item 3.10 above) | (313) | (313) |
| 4.5 Effect of movement in exchange rates on cash held | (705) | (705) |
| 4.6 Cash and cash equivalents at end of quarter | 58,298 | 58,298 |

| 5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter US\$'000 | Previous quarter US\$'000 |
|--|-------------------------------------|--------------------------------------|
| 5.1 Bank balances | 57,435 | 75,477 |
| 5.2 Call deposits | | |
| 5.3 Bank overdrafts | | |
| 5.4 Other (provide details) | 863 | (324) |
| 5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above) | 58,298 | 75,153 |

| 6. Payments to directors of the entity and their associates | Current quarter US\$'000 |
|--|-------------------------------------|
| 6.1 Aggregate amount of payments to these parties included in item 1.2 | 402 |
| 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3 | Nil |
| 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2 | |

Salaries, director's fees and deferred compensation at normal commercial rates.
Excluding GST where applicable.

| 7. Payments to related entities of the entity and their associates | Current quarter US\$'000 |
|--|-----------------------------|
| 7.1 Aggregate amount of payments to these parties included in item 1.2 | - |
| 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3 | - |
| 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2 | |

| 8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i> | Total facility amount at quarter end US\$'000 | Amount drawn at quarter end US\$'000 |
|--|---|--|
| 8.1 Loan facilities | 2,324 | 799 |
| 8.2 Bank Guarantees | 2,900 | |
| 8.3 Other (please specify) | | |
| 8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well. | | |

The company has loan facilities in place with banks in Italy, Israel and Argentina with interest rates varying from 4.1% to 6.6%. The majority of these loan facilities are unsecured. The Company has bank guarantees in place in Italy and Israel. Approximately \$2.1m of these bank guarantees are secured and the interest charges for these bank guarantees vary between 1.5% and 2.5% of the guaranteed amount per year.

| 9. Estimated cash outflows for next quarter* | US\$'000 |
|---|-----------------|
| 9.1 Research and development | (650) |
| 9.2 Product manufacturing and operating costs | (19,700) |
| 9.3 Advertising and marketing | (750) |
| 9.4 Staff costs | (7,100) |
| 9.5 Administration and corporate costs | (2,800) |
| 9.6 Other (provide details if material) | **(1,000) |
| 9.7 Total estimated cash outflows | (32,000) |


* Estimated cash outflows do not include expected receipts from customers during the next quarter and include some non-recurring one-off payments

** Payment of redeemable note to one of the Emefcy Ltd vendors. For more information please see: Replacement Prospectus - EMEFCY Acquisition in the ASX website under the company's announcements.

| 10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above) | Acquisitions | Disposals |
|---|--------------|-----------|
| 10.1 Name of entity | | |
| 10.2 Place of incorporation or registration | | |
| 10.3 Consideration for acquisition or disposal | | |
| 10.4 Total net assets | | |
| 10.5 Nature of business | | |

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here:
 Company secretary

Date: 30 April 2018

Print name: Ross Kennedy

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.