

Flux Power Holdings, Inc.
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fluxpower.com

Company Profile

IPO: 2020

Battery Packs Placed: 28,000+

- Leader in **next-gen battery** and connected energy storage solutions
- **ISO9001** certified
- **HQ Vista, CA - 64,000 sq. ft facility** can support production for +\$150M annual sales and remote facility in Atlanta, GA
- Proprietary **cloud-based Energy Management System & Telemetry** with our SkyEMS SaaS offering
- Awarded 3 patents by US PTO in 2025

Strategic Objectives

- Profitable Growth
- Operational Efficiencies
- Solution Selling
- Build Right Products
- Software & Recurring Revenue

We **design** and **manufacture** advanced lithium-ion intelligent battery packs and energy management systems (firmware, cloud software) used in industrial and commercial equipment for material handling (forklifts etc..) and airport ground support equipment (GSE). Flux Power's lithium-ion battery packs, including the proprietary battery management system (BMS) and telemetry, provide customers with a better performing, lower cost of ownership, and more environmentally friendly alternative, in many instances, to traditional lead acid and propane-based solutions. Lithium-ion battery packs reduce CO₂ emissions and help improve sustainability and ESG metrics for fleets.

Market Opportunities

Material Handling

- Industry transitioning from internal combustion to electric power
- OEMs are shifting from traditional lead acid batteries to lithium-ion batteries in their forklift fleets
- Corporations in warehousing, e-commerce, automotive, and food & beverage leading the shift to lithium-ion forklifts
- Lithium-ion batteries are safer, lacking toxic lead, acid, and explosive gases, with Lithium Iron Phosphate (LFP) offering better thermal stability

Ground Support Equipment (GSE)

- Airlines (Delta, United) and logistics companies (FedEx, Amazon) are electrifying their fleets
- Flux now supplies 8 major North American airlines, a doubling from the prior year
- 65% of survey participants plan to adopt eGSE in 5 years; 19% in 6-10 years according to a 2024 eGSE Report ⁽²⁾

(2) Ground Support Equipment Worldwide, AviationPros, 2024

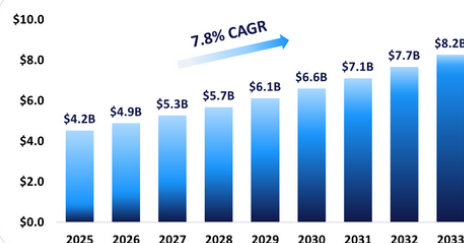
Lithium Battery Forklift Market

TAM (\$B) ⁽¹⁾

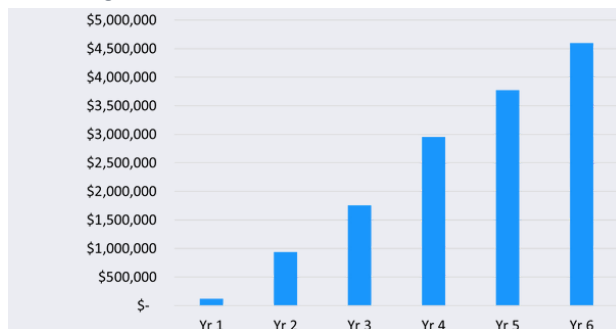


(1) Wise Guy Reports, "Lithium Battery Forklift Market," 2025
<https://www.wiseguyreports.com/reports/lithium-battery-forklift-market>

US GSE Equipment TAM (\$B) ⁽³⁾



(3) Imarc Group Market Research



Li-ion vs Lead Acid ROI ⁽¹⁾

CUMULATIVE \$4.6M SAVINGS OVER 6 YEARS (50 Lift Trucks)

(1) The model evaluates the impact of implementing LIB when purchasing a new fleet of vehicles, such as for a new facility. This analysis uses a 50-truck, LAB, three-shift operation as the baseline. Source: <https://www.raymondcorp.com/information/raymond-literature/white-papers/impacts-of-lift-truck-power-choice-on-productivity-and-profitability>

UL Certified Product Offerings & Verticals

Food & Beverage Warehouse Facilities



Airport Ground Operations



Distribution Centers Warehouse Facilities



Warehouse Manufacturing



Warehouse Manufacturing



EV Charging Industrial Applications AGVs / AMRs



Images above depict Flux Power batteries along with the machines they are designed to power

Diverse Customer Base in Multiple Segments



New Leadership Team



Krishna Vanka
Chief Executive Officer



Kevin Royal
Chief Financial Officer



Kelly Frey
Chief Revenue Officer

FLUENCE
A Siemens and AEG Company

verizon/
connect



Jeff Mason
Chief Operating Officer

MOTOROLA

NEOTech
NATEL, EPIC, OnCore

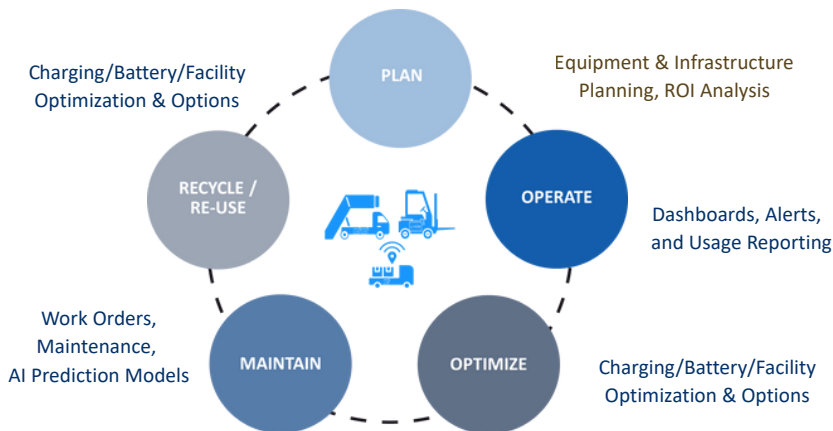


Mark Barmettler
Vice President of Engineering

SeeScan

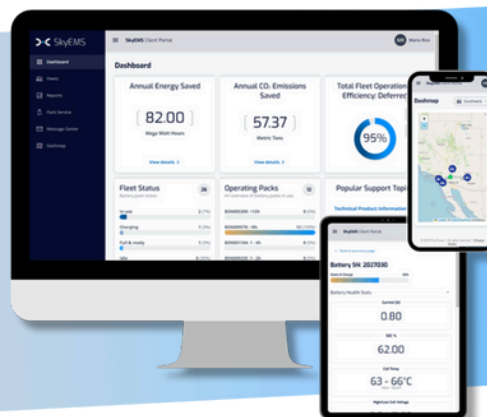
TEMPO
COMMUNICATIONS

Empowering End-to-End Battery Life Management



Fleet Efficiency With Smart Telematics

SkyEMS™ is a cloud-based energy management solution built for Flux Power batteries to work with modern fleets.



KEY FEATURES

Real Time Monitoring

Deep real-time insights into battery performance and alerts on events

Remote Diagnostics

Remote expert level assistance for service and repair teams to reduce downtime

Custom Dashboard and Alerts

Dashboard and customizable reporting to meet specific KPIs and reporting requirements

APIs and Fleet Integrations

SkyEMS integrates with your current fleet telematics and charger management systems

AI/ML Driven Savings

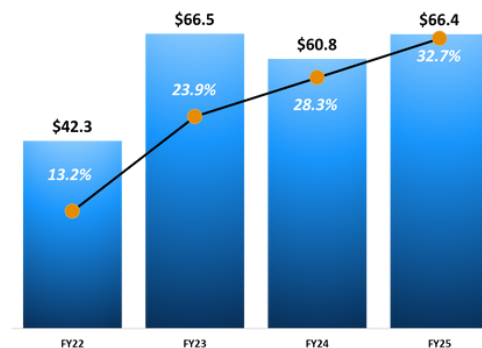
Identifies best practices for fleet readiness, asset optimization, predictive maintenance and forecasting

Summary Financial Statistics

	FY2023				FY2024				FY2025				FY2026
	Sep Q1	Dec Q2	Mar Q3	Jun Q4	Sep Q1	Dec Q2	Mar Q3	Jun Q4	Sep Q1	Dec Q2	Mar Q3	Jun Q4	Sep Q1
Revenue	\$17.8	\$17.2	\$15.1	\$16.4	\$14.8	\$18.2	\$14.5	\$13.4	\$16.1	\$16.8	\$16.7	\$16.7	\$13.2
Gross Profit	\$3.6	\$4.0	\$4.7	\$3.6	\$4.2	\$5.4	\$4.0	\$3.6	\$5.2	\$5.5	\$5.3	\$5.8	\$3.8
Gross Margins	20.3%	23.3%	31.0%	22.0%	28.6%	29.6%	27.8%	26.8%	32.4%	32.5%	31.6%	34.5%	28.6%
Adj. EBITDA*	\$(1.7)	\$(1.0)	\$(0.7)	\$(1.3)	\$(1.2)	\$0.2	\$(1.7)	\$(1.2)	\$(0.4)	\$(0.5)	\$(1.1)	\$(0.6)	\$(1.7)

Source: Company Filings
*Adjusted EBITDA is determined by taking net loss and adding interest, taxes, depreciation, amortization, and stock-based compensation expenses.

Revenue (\$M) & Gross Margin Profile



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