

Flux Power Holdings, Inc.
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fluxpower.com

Company Profile

IPO: 2020

Battery Packs Placed: 30,000+

- 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 the 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
- 65% of survey participants plan to adopt eGSE in 5 years; 19% in 6-10 years according to a 2024 eGSE Report ⁽²⁾

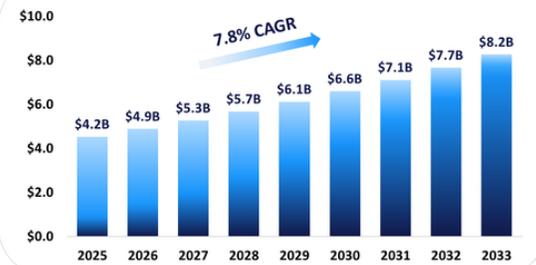
(2) Ground Support Equipment Worldwide, AviationPros, 2024

Lithium Battery Forklift Market TAM (\$B) ⁽¹⁾

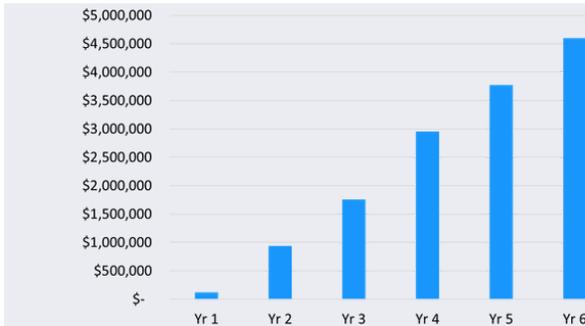


(1) Wise Guy Reports, "Lithium Battery Forklift Market," 2025
<https://www.wiseguyreports.com/reports/lithium-battery-forklift-market>

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



Leadership Team

The Leadership Team has a strong track record of driving operational excellence, expanding market presence, and navigating complex supply chains.



Krishna Vanka
Chief Executive Officer



Kevin Royal
Chief Financial Officer



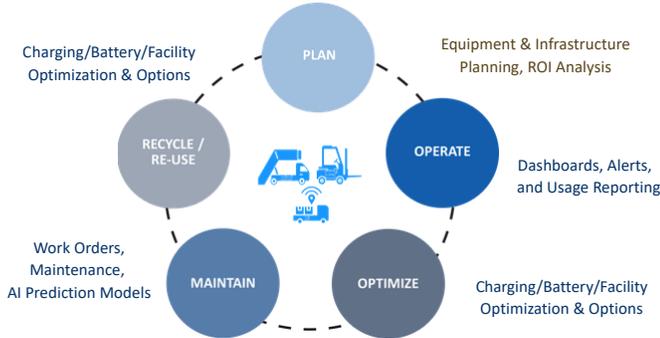
Jeff Mason
Chief Operating Officer



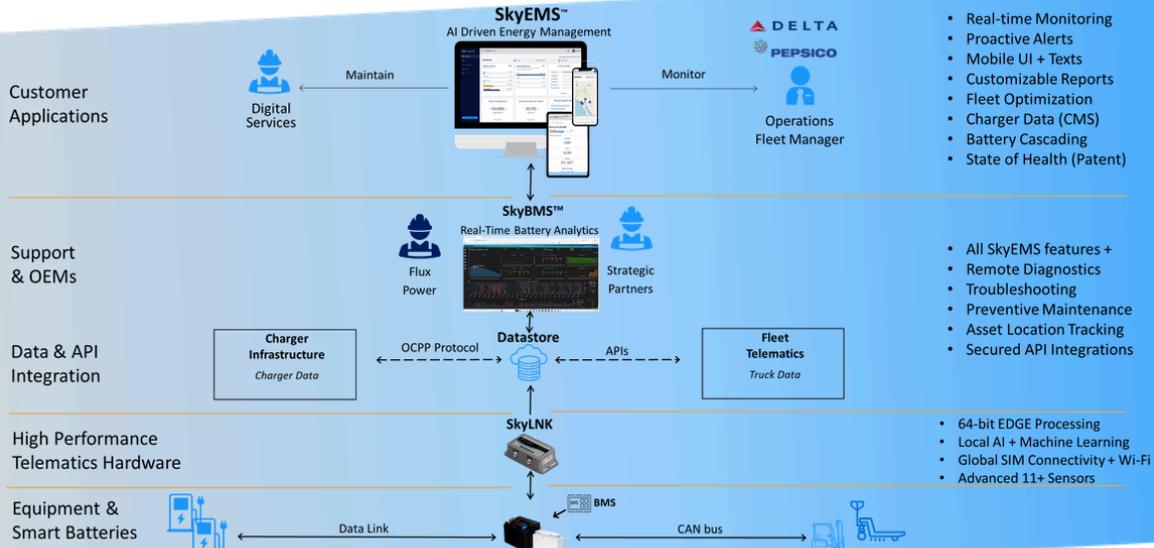
Mark Barmettler
Vice President of Engineering



Empowering End-to-End Battery Life Management



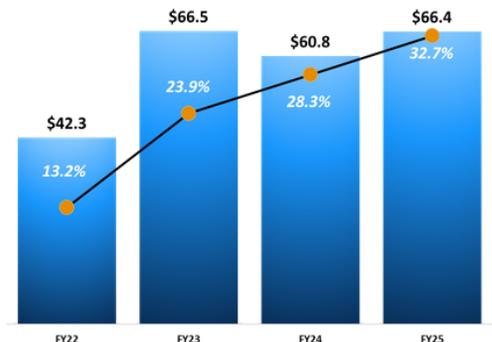
Sky Platform: Driving Operational Efficiencies Via Fleet Intelligence



Summary Financial Statistics

	FY2023				FY2024				FY2025				FY2026	
	Sep Q2	Dec Q2	Mar Q3	Jun Q4	Sep Q1	Dec Q2	Mar Q3	Jun Q4	Sep Q1	Dec Q2	Mar Q3	Jun Q4	Sep Q1	Dec Q2
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	\$14.1
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	\$4.9
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%	34.7%
Adj. EBITDA*						\$0.2								\$1.5

Revenue (\$M) & Gross Margin Profile



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

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