

**Flux Power Holdings, Inc.**  
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[fluxpower.com](http://fluxpower.com)

### Investor Relations

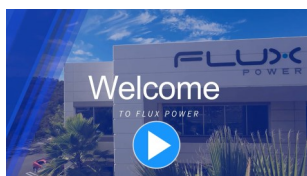
Chris Tyson  
Executive Vice President  
MZ North America  
+1-949-491-8235  
[FLUX@mzgroup.us](mailto:FLUX@mzgroup.us)

### Nasdaq: FLUX

Closing Price (2/20/24)	\$5.60
52 Week Range	\$2.97 - \$7.40
Market Cap	\$91.9M
Shares Outstanding	16.5M
Float	12.0M
Revenue FY'23	\$66.3M
Order Backlog (2/1/24)	29.7M
Patent Portfolio <sup>1</sup>	5
Headquarters	Vista, CA
Employees	131

1) Patent portfolio includes filed and or granted patents as of Company's most recent 10-K filing.

[Go Behind the Scenes for a Tour of the Flux Power Facility](#)



[Video link will open in web browser](#)

Flux Power designs, manufactures, and sells advanced lithium-ion energy storage solutions for electrification of a range of industrial and commercial sectors including material handling, airport ground support equipment (GSE), and stationary energy storage. 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.

### A Premier Partner

- LT supplier to marquee names
- Strong OEM relationships and approvals

### Delivering Sustainability

- Lowers carbon footprint
- Maintenance free
- High energy efficiency

### Design & Manufacturing Expertise

- UL Listed products
- ISO 9001
- Patent protected IP
- Lean Manufacturing

### Comprehensive Support

- Industry knowledge
- Application expertise
- Responsive product support



## Market Opportunities

### Material Handling

- The industry is a billion-dollar addressable market with double digit adoption rate of lithium-ion solutions<sup>2</sup>
- Major global beverage distributor, with 34,000 forklifts in the USA selected Flux Power to transition their fleet to lithium-ion technology
- Flux Power is focused on supplying lithium-ion battery packs to large Fortune 500 fleets

### Ground Support Equipment (GSE)

- "Green initiatives" to reduce emissions at airports favor a lithium-ion solution
- Only 15-25% of airline GSE fleets are electric -75-85% are internal combustion which could be replaced by electric
- Three major airlines are now migrating to Flux Power

### Stationary Energy Storage

- Electrification has allowed many new emerging applications that require non-mobile power or backup power solutions to emerge

### Market Size

**~ 10%** Estimated lithium-ion market share of electric forklifts<sup>1</sup>

**\$2.5B** Addressable annual market for electric forklifts<sup>2</sup>

**\$400M+** Est. market size<sup>3</sup> of internal combustion GSE which can be replaced by electric GSE

1) Lithium-ion competitor estimated sales 2) Forklift market growth 2% annually; lithium penetration grows 40% per year; Flux Power market share increases 2% a year. 3) Information based on public data on airline fleet sizes; Averest estimate on electric / internal combustion mix

## Product Line for Large Fleets



Class 3  
Walkie Pallet  
Jack



Class 3  
End Rider /  
Center Rider



Class 2  
Narrow Aisle



Class 1 and 2  
3-Wheel



Class 1  
3-Wheel



Class 1  
Counterbalanced



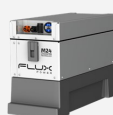
Airport GSE



S8



S24



M24



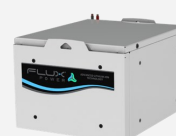
M36



L36



L48



X36/X48/X80



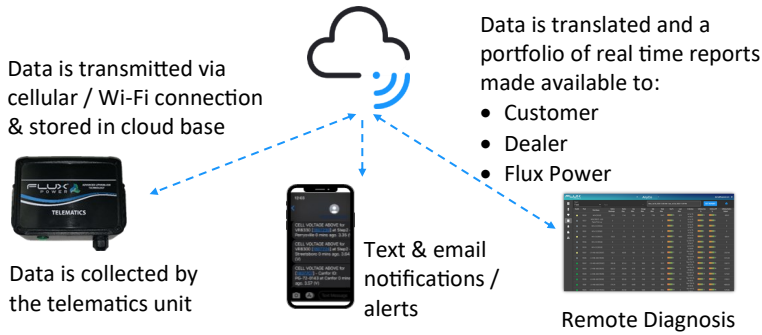
GSE



C48

## SkyBMS™ Telematics

### Access to Fleet Management Anywhere & Anytime



## Diverse Customer Base in Multiple Segments

### Food & Beverage



### Retail & Grocery



### Manufacturing



### Distribution



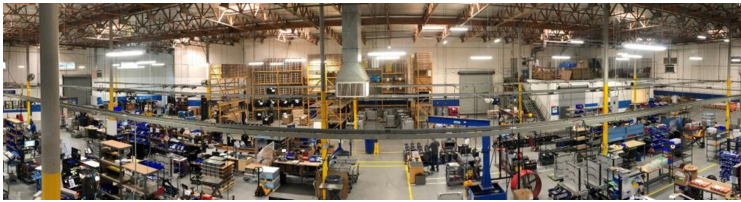
### Other Energy Storage



### Airport GSE



## Lean Manufacturing



### Strategy

- Deploying lean manufacturing concepts to focus on performance

### Quality

- ISO9001 certified to ensure consistent quality products

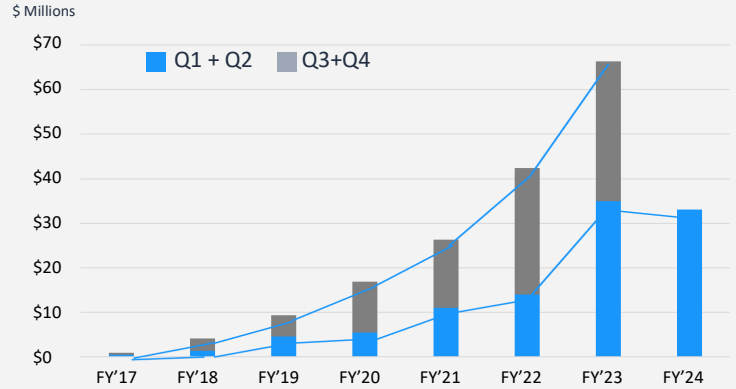
### Facility

- 64,000 sq ft facility can support production for +\$150M annual sales

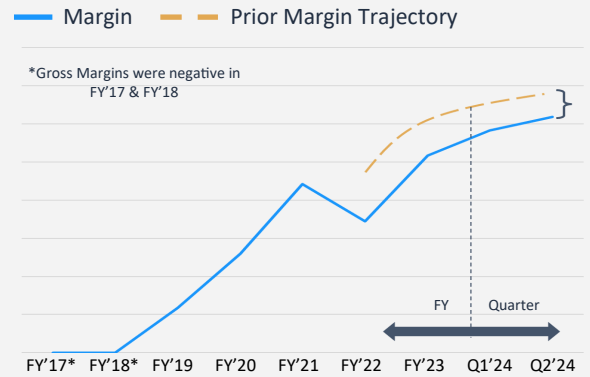
### Flexibility

- Modular product design enables adaptability in assembly and service based on customer demand

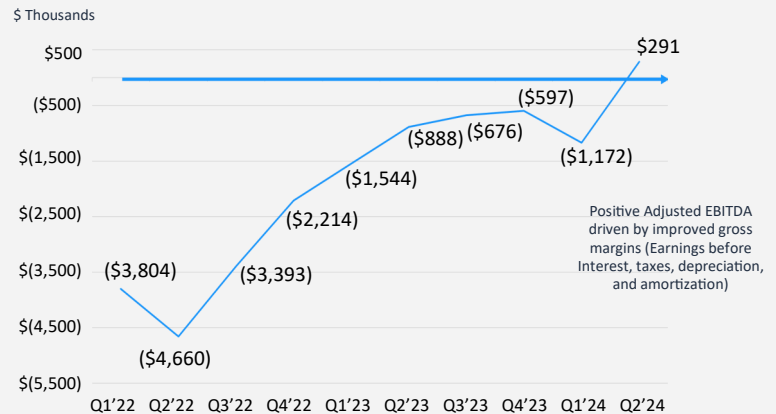
## Strong Revenue Growth



## Margin %



## Quarterly Adjusted EBITDA Trajectory



## Management Team



**Ron Dutt**  
Chief Executive Officer



**Kevin Royal**  
Chief Financial Officer



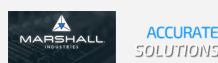
**Paulus Geantil**  
Chief Technology Officer



**Jeff Mason**  
VP of Operations



**Tod Kilgore**  
VP of Sales



**Jim Rooney**  
VP of Engineering

