



FLUX

P O W E R

LEADING LITHIUM ADOPTION

Safe Harbor Language



This presentation contains forward-looking statements. All statements other than statements of historical fact contained in this presentation, including statements as to the Company's future results of operations and financial position, planned products and services, business strategy and plans and objectives of management for future operations, are forward-looking statements.

These statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements.

In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "expects," "plans," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "aims," "predicts," "potential," "seeks," "attempts," "poised" or "continues" or the negative of these terms or other similar words. These statements are only predictions.

The Company has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that it believes may affect its business, financial condition and results of operations. Also, these forward-looking statements represent the Company's estimates and assumptions only as of the date of this presentation. The Company assumes no obligation to update any forward-looking statements after the date of this presentation.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other industry data. This data involves several assumptions and limitations, and you are cautioned not to give undue weight to such estimates. The Company has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness.

In addition, projections, assumptions and estimates of its future performance and the future performance of the industries in which it operates are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by independent parties and by the Company.



Who is Flux Power?

Lithium-ion technology

A decade of experience
• Patented technology

Design & manufacturing

UL Listed products • Lean manufacturing processes • ISO 9001

Customer focus

Industry knowledge • Application expertise • Product support • OEM approvals & relationships

A Foundation Built for Fortune 500 Electrification

- Founded with focus on EV battery packs



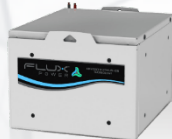
2009

- S-Series Launched



2014

- Airport GSE Packs launched
- Large X-Series launched
- OEM Private Label



2018

- Beam Partnership (C-Series)
- SkyBMS telematics introduced
- L48 launched
- NASDAQ uplisting
- CLARK partnership



2020

2013



- Focus shifted to industrial market

2016



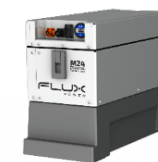
- S-Series UL Listed & approved by major OEMs
 - Toyota
 - Raymond
 - Crown

2019



- M24 launched
- M36 launched
- Moved into current facility

2021



- 'Next Generation' M24 launched
- 9,000+ battery packs in the field

Competing Power Sources



Lithium-ion Batteries

- High volume, multi-shift applications
- 5 providers comparable revenue (Only 1 has UL Listings and 1 has private label with OEM)
- Flux Power was the first mover in lift space with over 9,000 battery packs in the field



Lead Acid Batteries

- Low purchase price; single shift; low usage
- Requires regular water maintenance
- Requires monthly lead acid reporting by government



Internal Combustion

- Higher maintenance cost
- Emissions preclude use in certain industries

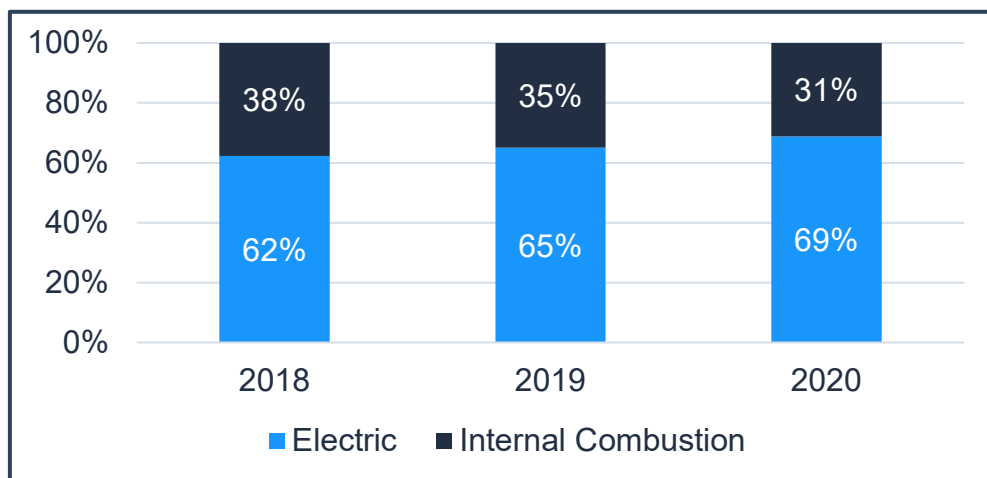


Fuel Cell (Hydrogen)

- High capital investment; tailored for 5-minute charging; special handling & maintenance required for hydrogen
- Requires lithium for use
- Caters to companies having 24X7 high volume of 200+ forklifts on site

*OSHA Classifications IC includes: propane, gasoline, diesel

Forklift Type	Class	Description	Mix
Electric Trucks	1	Sit-on / Counterbalance	37%
	2	Narrow Aisle	
	3	Walkie Pallet	32%
	3	End Riders / Center Riders	
Internal Combustion (IC) Trucks	4	IC, Solid Tires	31%
	5	IC, Pneumatic Tires	



Industry is undergoing a multi-year transition away from internal combustion to electric power

Large Addressable Market

196,324

Lift trucks sold in North America in 2020

*Industrial Truck Association (ITA)

~ 5%

Estimated lithium-ion market share of electric forklifts

\$2.5B

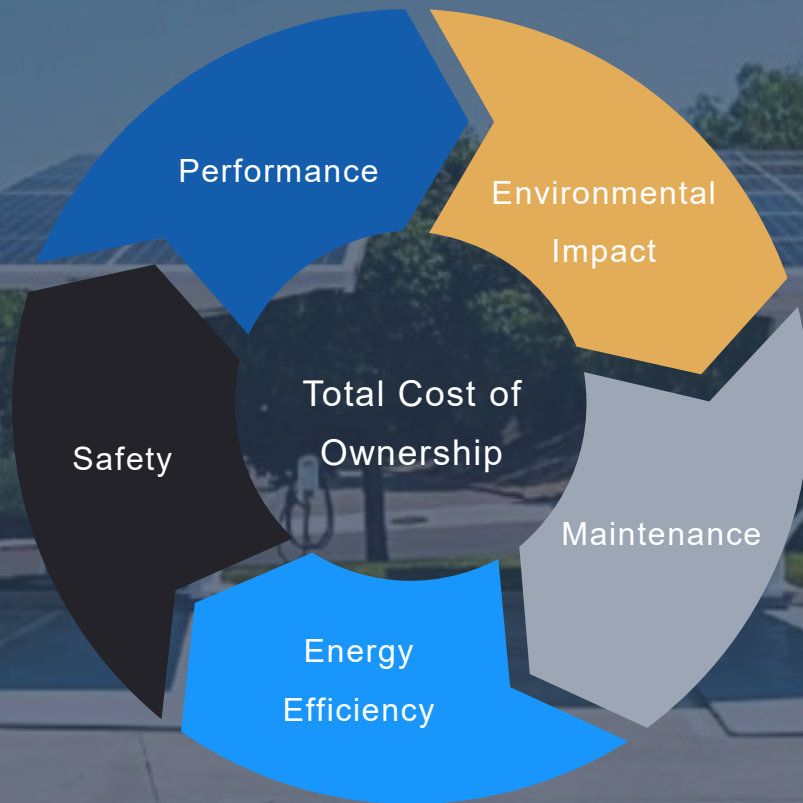
Addressable annual market for electric trucks

“Plug-in & Play”

Easy OEM lift truck adaption

Customers Want Lower Cost & Higher Performance

Flux Power LiFT Packs eliminate forklift operation pain points AND at lower total cost of ownership



Attribute	Lead Acid Batteries	Flux Power Lithium-ion Battery Packs
Performance	Multiple batteries required for multi-shift operations	One battery required for multi-shift operations
Lifespan*	500-1,500 cycle life	2,000-3,500 cycle life
Efficiency**	Less efficient energy storage	More efficient energy usage (30-50%)
Maintenance***	Regular watering, weekly equalization charges	No required maintenance
Environmental	Produces off gasses; acid spills require EPA reporting	Saves tons of CO2
Cost	Lower initial purchase cost per battery	Lower total cost of ownership

* Lithium-ion has 7-year life, Argonne National Labs Study

** Lithium chemistry wastes less energy per Battery University

*** Requires no water maintenance

Fortune 100 Manufacturing Company ROI

*Global manufacturer with 80 lift trucks in fleet

- 1 lithium-ion battery per lift truck
- 3 lead acid batteries per lift truck

\$0.3M

Battery Savings

\$6.4M

5-Year Total Savings

\$5.8M

Operating Savings

81%

% Savings vs Lead Acid

\$0.2M

Energy Savings

Environmental Impact

- ✓ 2,000+ tons of CO₂ Saved
- ✓ No EPA monthly lead acid reporting
- ✓ No acid spills in warehouse

Battery Costs	Lead-Acid	L/X-Series	Net Savings
Price per Battery	\$6,500	\$22,000	
Total 5-Year Battery Cost	\$1,560,000	\$1,257,143	\$302,857
Operating Costs			
Total 5-Year Operation	\$5,843,100	\$ -	\$5,843,100
Energy Savings			
Total 5-Year Cost	\$478,034	\$239,017	\$239,017
Warehouse Space			
Total 5-Year Cost	\$ -	\$ -	\$ -
5-Year Total			
	\$7,881,134	\$1,496,160	\$6,384,974
Annualized Total			
	\$1,576,227	\$229,232	\$1,276,995

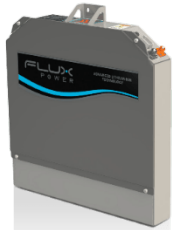
Full Product Line for Large Fleets

Class 3
Walkie Pallet
Jack



S8

Class 3
End Rider /
Center Rider



S24

Class 2
Narrow Aisle



M24

Class 1
3-Wheel



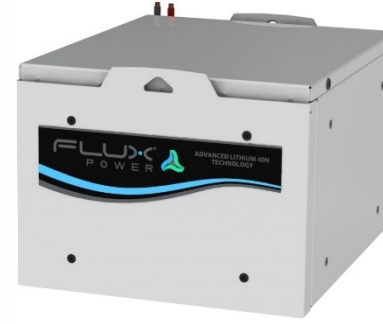
M36

Class 1
Counterbalanced



L48

Airport GSE



X36/48/80

Stationary Energy
Storage,
AGVs / AMRs,
Industrial
Equipment

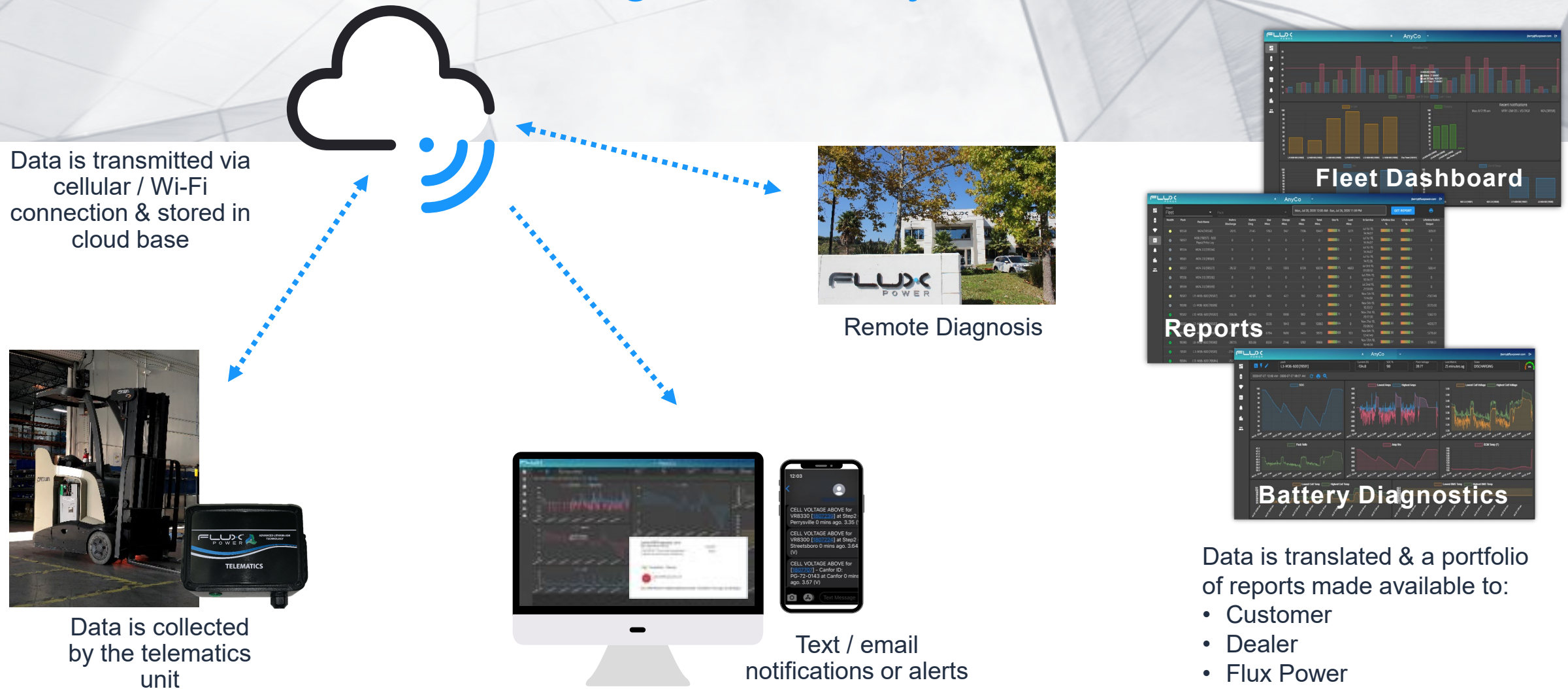


GSE



C24/48/80

SkyBMS Telematics: Access to Fleet Management and Diagnostics Anywhere



Airport Ground Support Equipment

GSE Packs utilize the same modular design as our X-Series battery packs from forklift applications



Industry trends:

- “Green Initiatives” to reduce emissions at airports ([SLC International](#)) favor a lithium-ion solution
- Delta Air Lines announced \$1B spend to become carbon neutral in 10 years
- Airlines starting to resume normal operations with increasing airline cargo demand & passenger loads

Airlines adopting lithium-ion:

- Major global airline selected Flux Power over competitors to supply lithium-ion battery packs for 3-year agreement
- Collaboration with GSE OEMs for installation on cargo handling equipment & baggage tractors for their new equipment sales
- Continuing trials with other major US airlines, along with initial sales to global GSE service provider

Emerging New Applications

Stationary Energy Storage

Regular monthly shipments to Beam Global as the exclusive supplier for their solar-powered EV charging stations

The C-Series battery pack used in stationary energy storage is a natural product extension, which utilizes our modular design adapted for form & power requirements

Warehouse Robotic Solutions (AGV/AMR)

Initial sales for rapidly growing warehouse robotics

A natural product extension of our modular design



Manufacturing at Flux Power

Quality

- ISO 9001 Certified with lean manufacturing processes to achieve consistent high levels of quality

Capacity

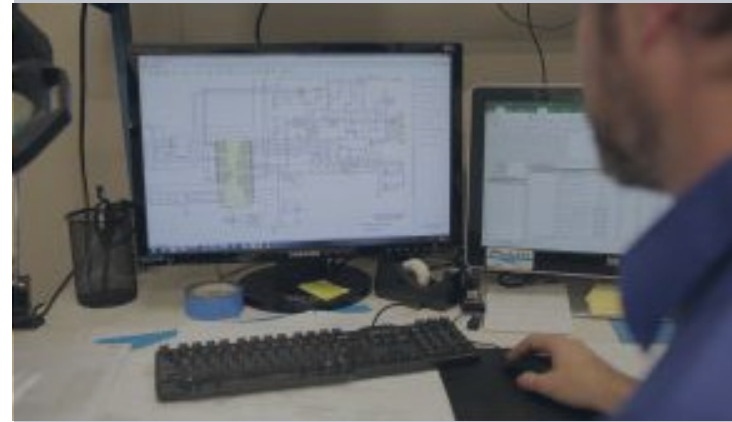
- 64,000 sq ft facility designed for \$100M annual production capacity



UN 38.3
Certified



Design Expertise



Designed to meet UL Listed Certification

- Third party validation of highest safety & durability standards; result of significant investment
- UL testing & certification to ensure all operational modes are addressed for safety & reliability



Proprietary designs including BMS & telemetry

- Advanced features & capabilities evolved from 8 years of industrial experience
- Patented BMS 2.0 - Innovative features that contribute:
 - Higher performance
 - Longer battery life
 - Custom reporting

Diverse Customer Base in Multiple Segments

Beverage



Food



Retail/ Grocery



Manufacturing



SUBARU



Distribution



ANDREWS DISTRIBUTING
ESTABLISHED 1976



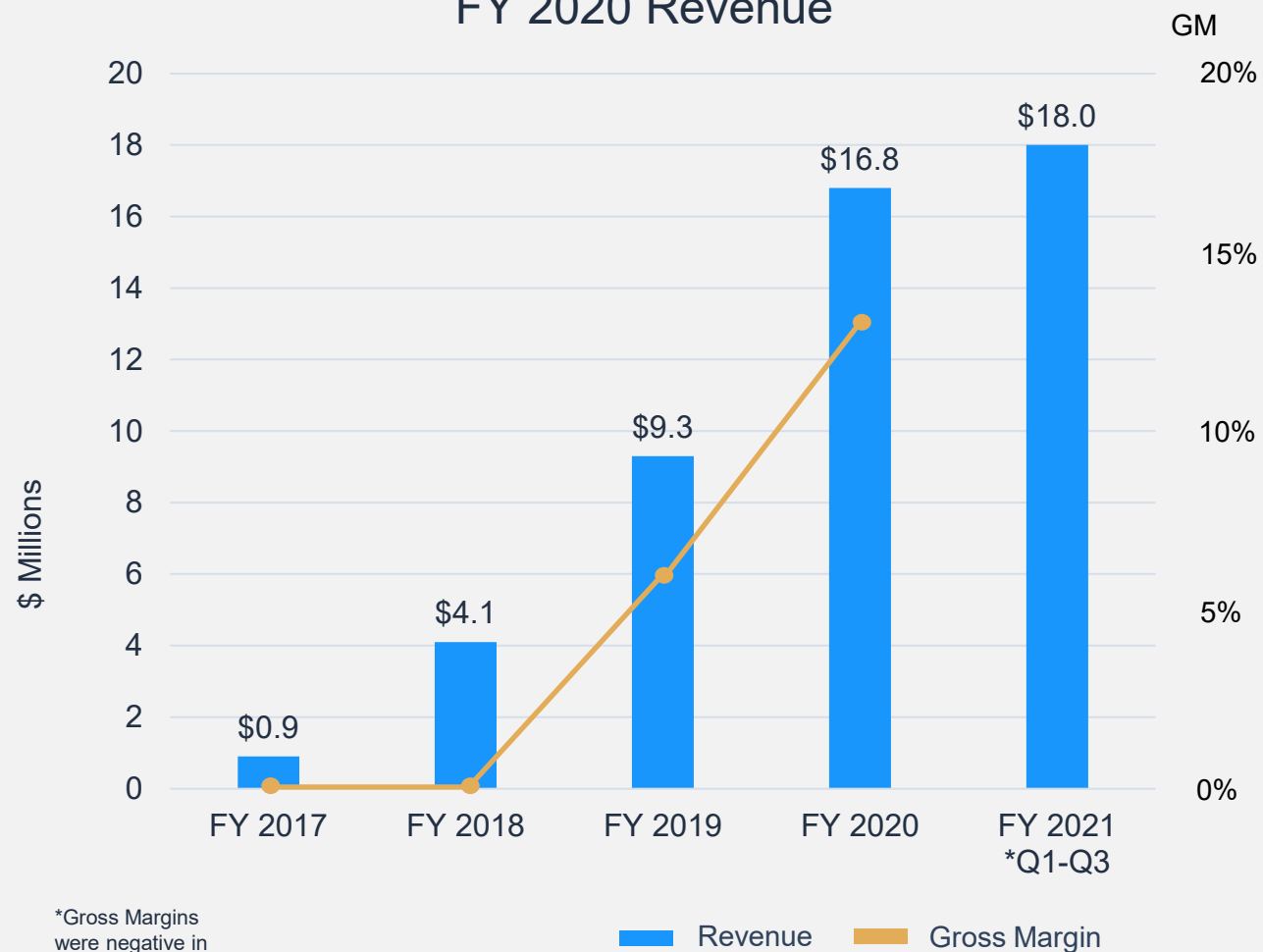
Airport GSE



Stationary Energy Storage



Revenue for Q1-Q3 of FY 2021 Exceeds Entire FY 2020 Revenue



Strong Revenue Growth

- ✓ Continued positive revenue trajectory despite Covid-19
- ✓ Gross margin increased to 24.1% in Q3'21

Quarterly Financial Results

	Income Statement				
(\$ Millions)	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21
Fiscal Period Ending	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	Dec 31, 2020	Mar 31, 2021
Total Revenue	5.1	6.3	4.5	6.5	7.0
Cost Of Goods Sold	4.4	5.2	3.6	5.0	5.3
Gross Profit	0.6	1.1	0.9	1.5	1.7
Gross Profit %	12.9%	17.5%	19.4%	23.0%	24.1%
Selling & Administrative	2.6	2.7	2.9	3.1	3.1
R&D	1.5	1.1	1.5	1.6	1.5
Total Operating Expense	4.1	3.7	4.4	4.7	4.6
Operating Income	-3.5	-2.7	-3.6	-3.2	-3.0
Interest Expense	-0.5	-0.6	-0.4	-0.1	-0.1
Net Income	-4.0	-3.3	-4.0	-3.4	-1.7

Flux Power Financial Snapshot

Nasdaq:
FLUX

Closing Price (06/04/21):	\$10.75
52 Week Range	\$4.00 - \$22.50
Market Cap	\$143.4M
Shares Outstanding	13.3M
Revenue Q3'21	\$7.0M
Gross Margin Q3'21	24.1%
Borrowing on Inventory Lines of Credit *	\$0.0

**No long-term debt.*

Management Team



Ron Dutt

Chief Executive Officer
Leadership at DHL, Ford
Motor Company, & Visa



Paulus Geantil

Chief Technology Officer
Expert in embedded systems,
electrical design and system
integration



Justin Forbes

Director of Business
Development
Led marketing and lead
generation at companies
such as GE & EDF
Renewable Energy



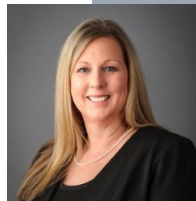
Jon Berry

Chief Operating Officer
Leadership roles at Alstom
Transport, Clean Air Power &
PACCAR



Tod Kilgore

Director of Sales
Led sales at Samina
Corporation, Accurate Solutions,
& Amistar Manufacturing



Kim Urban

Director of HR
Expert in building and leading
HR departments in
manufacturing & high-tech
start-ups



Chuck Scheiwe

Chief Financial Officer
Led accounting & financial
planning operations at
Greatcall, Repton & Teletrac



Tim Vaughan

Director of Engineering
Expert in automation and
process improvement with
John Deere & Veridiam



Jeff Mason

Director of Manufacturing
Expert in high-volume
electronics manufacturing with
Motorola & NEOTech

Summary

1

Lithium-ion technology enables transformational change for industry

2

Lithium-ion battery packs solve major productivity, cost, & environmental problems

3

Flux Power is leading the adoption of lithium-ion battery packs



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