



LEADING LITHIUM ADOPTION

November 12, 2021

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. For more information, please refer to risk factors discussed in Company's periodic filings with the SEC.

Who is Flux Power?

A Premier Partner

A decade of experience
• Strong OEM relationships & approvals

Design & manufacturing expertise

UL Listed products •
ISO 9001 • Patent protected IP

Delivering Sustainability

Lowers carbon footprint •
Maintenance free • High energy efficiency

Comprehensive Support

Industry knowledge •
Application expertise
• Product support

Flux Power Vision: Leading Lithium Adoption For Large Fleets

A Message From The CEO

Latest Updates and Milestones for Q1'22

- Achieved 13th consecutive quarter of year-over-year revenue growth
- Increased customer order backlog to a record \$28M as of November 10, 2021
- Closed a registered direct offering priced at-the-market for net proceeds of approximately \$14.1M to support growth
- Continued expansion into adjacent markets:
 - Stationary energy storage (BEAM Global's solar EV charger)
 - Electric autonomous shuttles (high voltage battery pack)
- Reached milestone of 10,000 battery packs shipped to customers
- Started initiative to develop a new, more efficient platform for our battery packs
- Completed annual ISO 9001 certification



A Foundation Built for Fortune 500 Electrification

- Founded with focus on EV battery packs



2009

- Walkie pallet jack battery pack launched



2014

- Airport Ground Support Equipment packs launched
- Counterbalanced forklift battery pack launched
- OEM private label agreement



2018

- 3-wheel battery pack launched
- UL Listing: narrow aisle battery pack
- SkyBMS telematics introduced
- NASDAQ uplisting
- Beam Global partnership (stationary energy storage)
- CLARK partnership



2020

2013



- Focus shifted to industrial market



- Walkie pallet jack battery pack UL Listed & approved by major OEMs

2016

2019



- Narrow Aisle and End rider / center rider battery pack launched
- Moved into current facility
- UL Listing: counterbalanced forklift battery pack

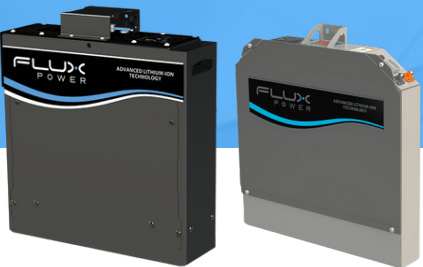
2021



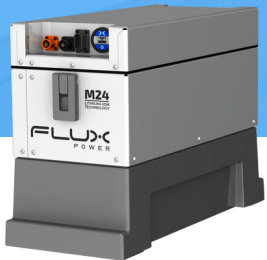
- 'Next Generation' end rider / center rider battery pack launched
- UL Listing: 'Next Generation' end rider / center rider battery pack
- 10,000+ battery packs in the field

A Full Product Line that Caters to Large Fleets

Class 3
Walkie Pallet
Jack



Class 3
End Rider /
Center Rider



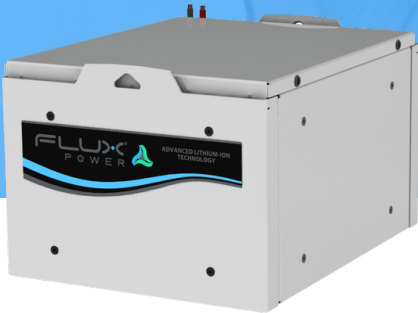
Class 2
Narrow Aisle



Class 1
3-Wheel



Class 1
Counterbalanced



Airport GSE



Stationary
Energy Storage,
AGVs / AMRs,
Industrial
Equipment



S8

S24

M24

M36

L48

X36/X48/X80

GSE

C48



Customers Are Seeking Lower Cost & Higher Performance Lithium-ion Battery Packs

Flux Power battery packs mitigate operational pain points AND at a 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 regular 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

* Based on disclosures by EnerSys, East Penn, Flux Power supplier

** Based on Flux Power, Sept. 2020, Energy Efficiency Study for Fortune 50 US beverage distributor

Fortune 100 Customer ROI: 81% Savings*

Global manufacturer with 80 Class 1 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	Flux Power Lithium-ion	Net Savings
Price per Battery	\$6,500	\$22,000	-\$15,500
Total 5-Year Battery Cost	\$1,560,000	\$1,257,143	\$302,857
Operating Costs			
Total 5-Year Operating Cost	\$5,843,100	\$ -	\$5,843,100
Energy Costs			
Total 5-Year Cost	\$478,034	\$239,017	\$239,017
5-Year Total	\$7,881,134	\$1,496,160	\$6,384,974
Annualized Total	\$1,576,227	\$229,232	\$1,276,995

* Information provided based on Flux Power, Aug. 2019, Lead-acid to Lithium cost savings study for Fortune 100 industrial equipment provider

S-Series, M-Series, L48, X-Series
battery packs are designed to
“plug and play” with lift
equipment from most OEMs.

~ 5%

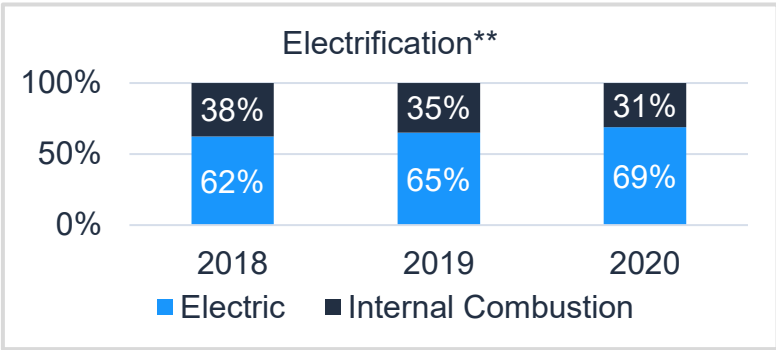
Estimated lithium-ion
market share of
electric forklifts*

\$2.5B

Addressable annual
market for electric
forklifts**



Material Handling Equipment is a Mass Market



Industry trends:

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

Adopting Flux Power’s lithium-ion technology:

2030 Estimate***	
Electric Forklift Market Size	\$3B **
Lithium Market Share	70% (\$2B)
Flux Power Annual Revenue	\$800M

Major global beverage
distributor selected Flux Power
to help in transitioning their
fleet to lithium-ion technology

Flux Power is supplying
lithium-ion battery packs to
many Fortune 500 fleets

* Lithium-ion competitor estimated sales
** ITA 2020 US Factory Shipments report
*** Forklift market growth 2% annually; lithium penetration grows 40% per year; Flux Power market share increases 2% a year

Flux Power Has the Infrastructure to Support the GSE Industry

GSE Type	Description
Ground Support Equipment	Pushback Tractors
	Belt Loaders
	Baggage Tugs



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

Only 15-25% of airline GSE fleets are electric – 75-85% of fleets are internal combustion which could be replaced by electric

Airlines adopting Flux Power’s lithium-ion technology:

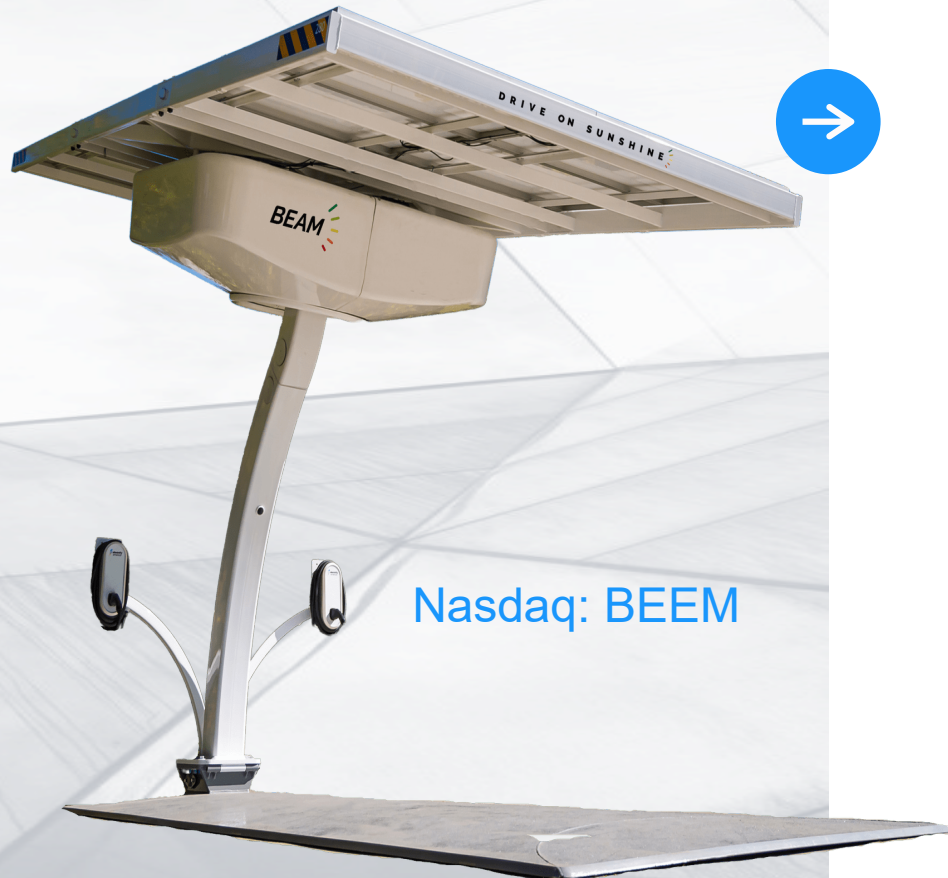
Major global airline selected Flux Power over other competitors to supply lithium-ion battery packs for their GSE fleet

\$400M+

Estimated market size* of internal combustion GSE which can be replaced by electric (derived from public airline data)

* Information provided based on Airline data on fleet sizes; Avest estimate on electric / internal combustion mix

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



Nasdaq: BEEM

Stationary Energy Storage

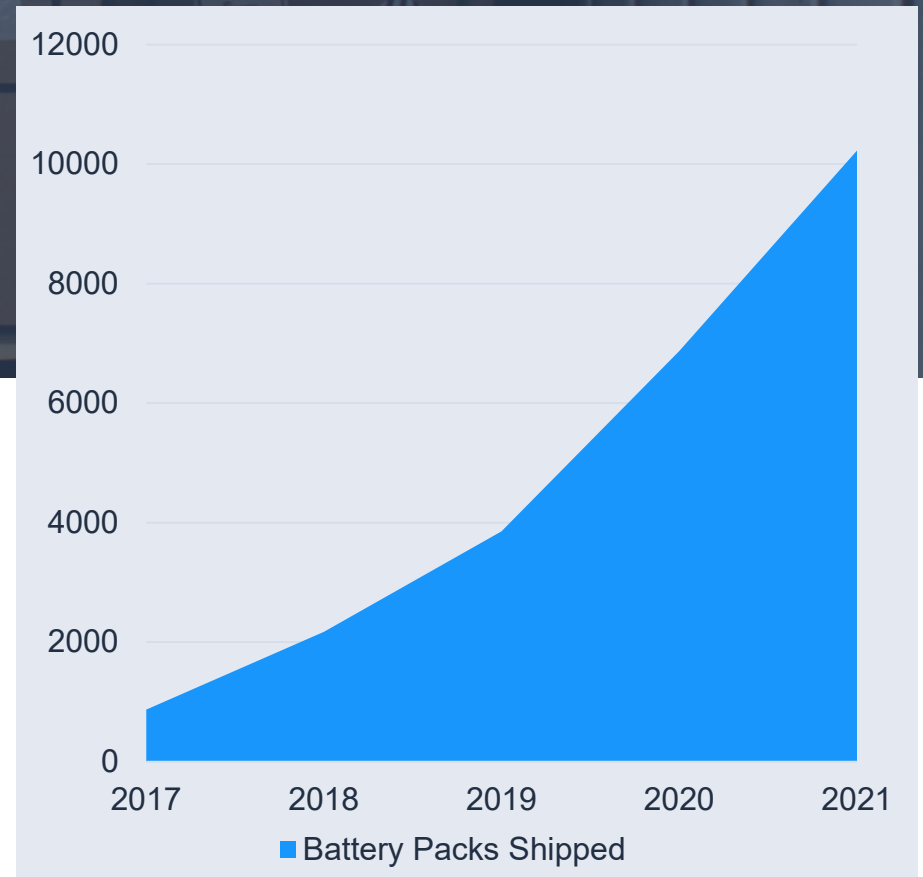
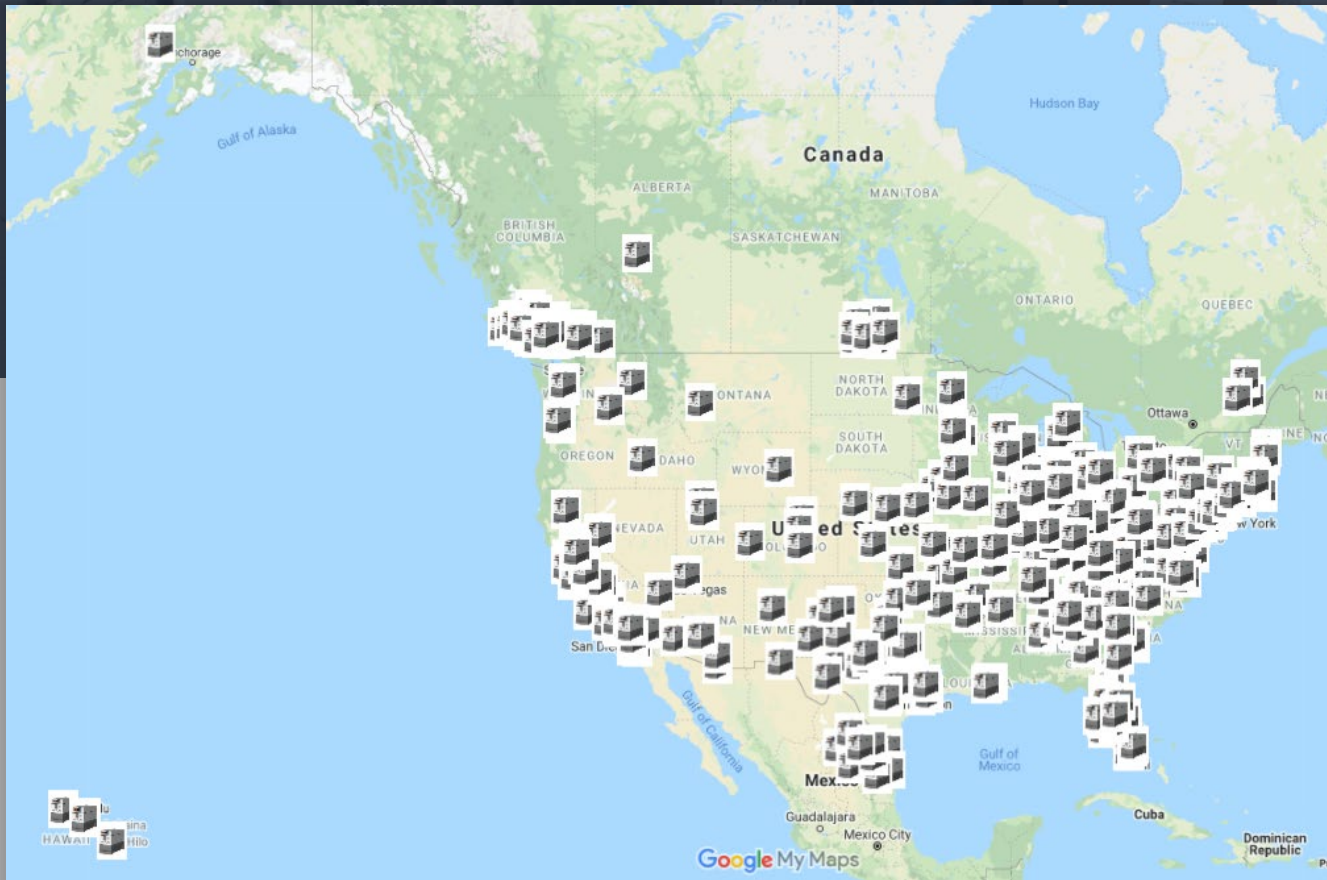
Emerging New Applications

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

Stationary Energy Storage Adopting Flux Power Lithium-ion

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

Total Battery Packs Shipped Throughout North America



Go To Market – Sales Channels by Sector

	Material Handling Equipment	Airport Ground Support Equipment	Stationary Energy Storage / Other
OEMs	Toyota, Crown Equip. Raymond, CLARK, Hyster-Yale, others	TLD, Charlatte, Trepel	BEAM Global, Electric autonomous shuttle mfg
Sales Channel	OEM national accounts sales, forklift dealers, & regional battery distributors, some direct sales	Averest (airline industry distributor)	Direct sales with regular scheduled deliveries
End Users	Pepsi, Frito Lay, JBS, Subaru, etc.	Delta Air Lines, Swissport	Municipalities, College campuses, Amusement parks, other

Diverse Customer Base in Multiple Segments

Food



Beverage



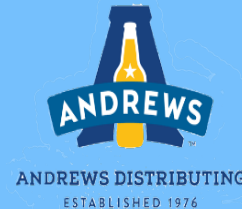
Retail & Grocery



Manufacturing



Distribution



Stationary Energy Storage

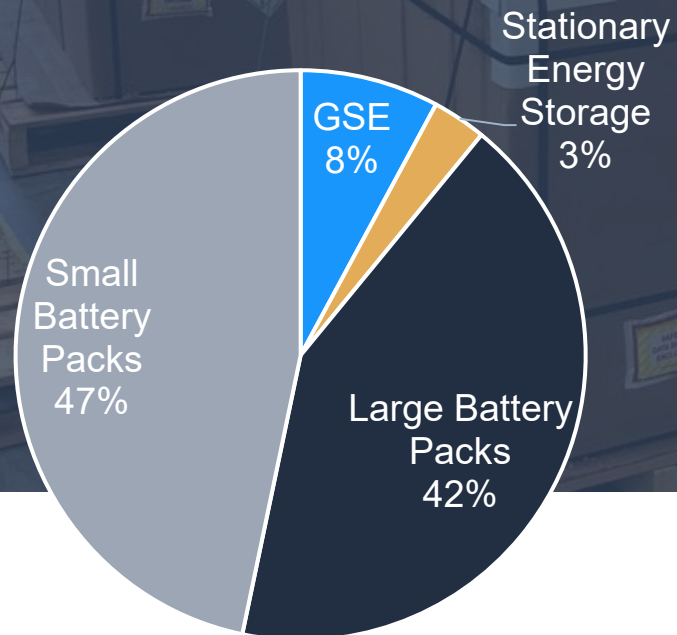


Airport GSE

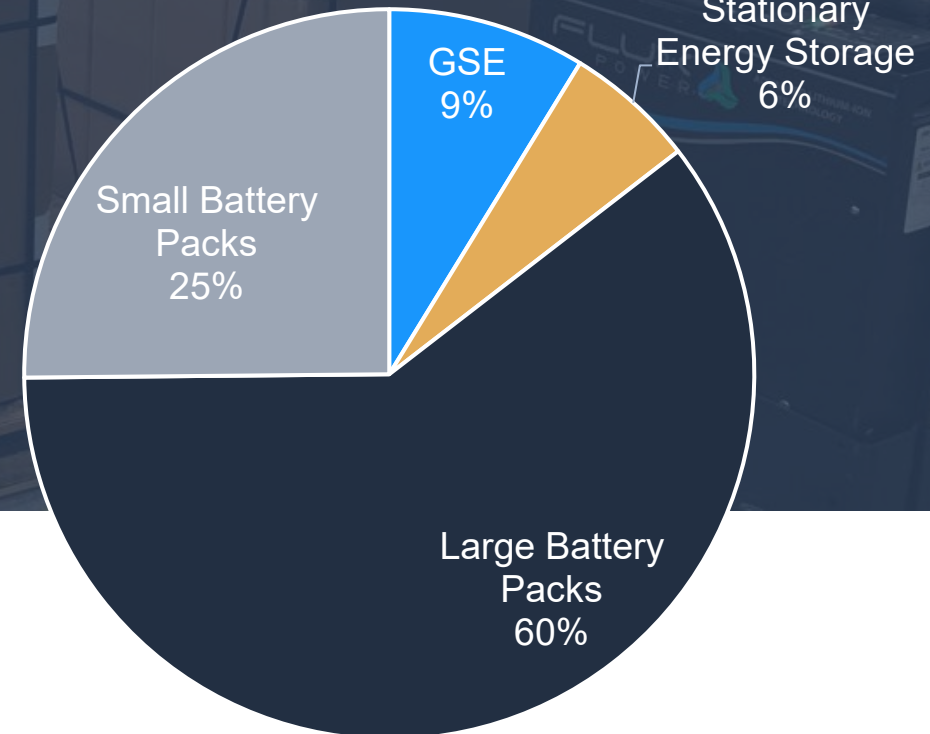


Increased Sales of Large Battery Packs Drive Higher Revenue

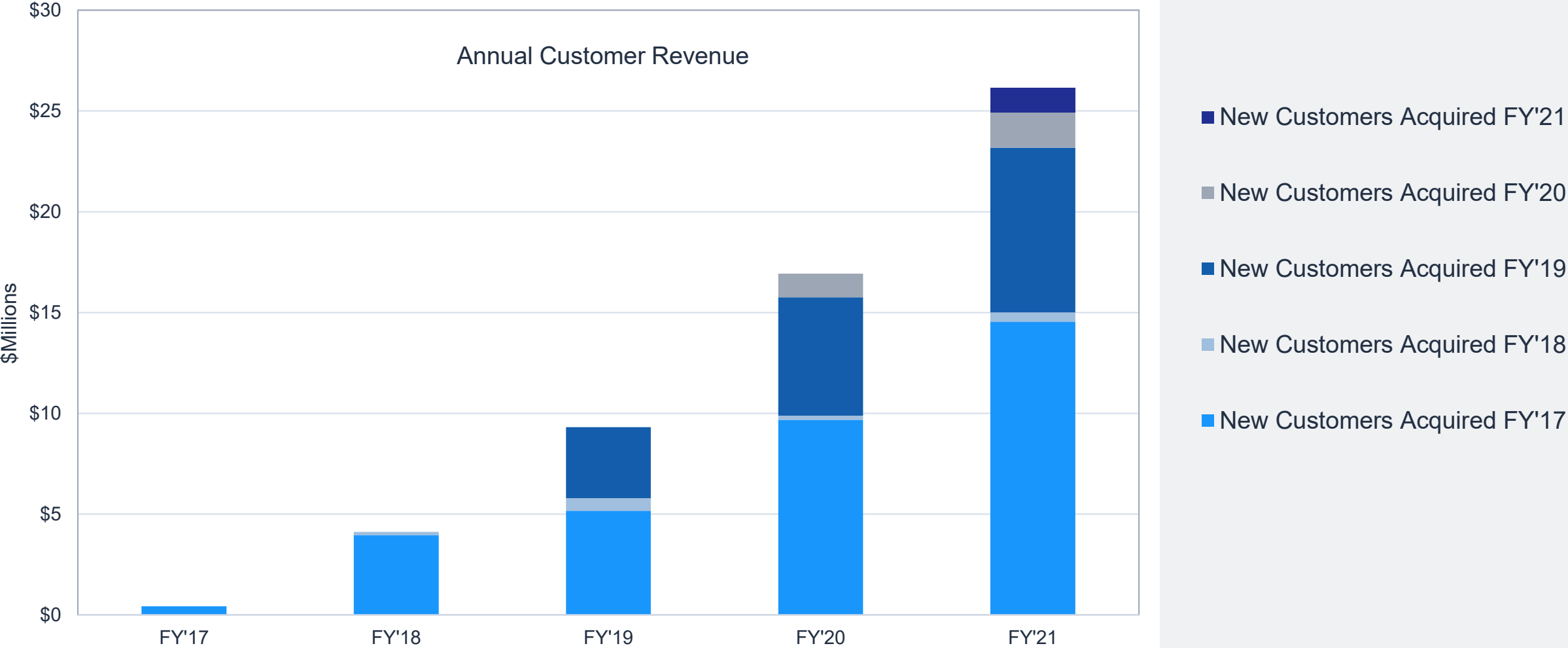
FY 2020 (\$16.8M)



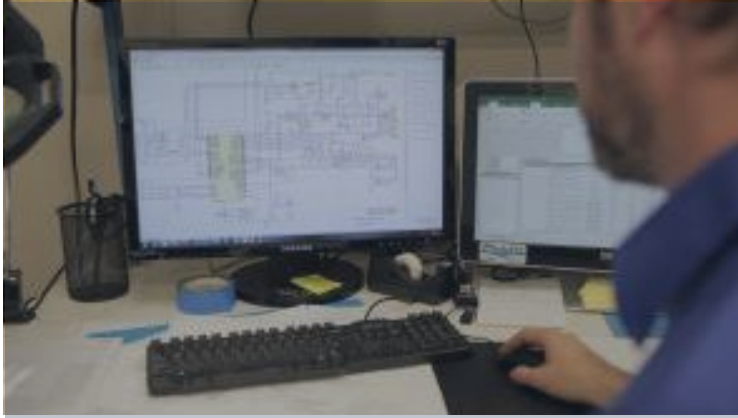
FY 2021 (\$26.3M)



New Customer Acquisitions Create Long Term Relationships



Innovative Design & Expertise



Engineering Expertise

In-house engineering and software experts to design lithium-ion battery packs optimized for performance and safety.

Experience with thermodynamics, packaging, CAD & more



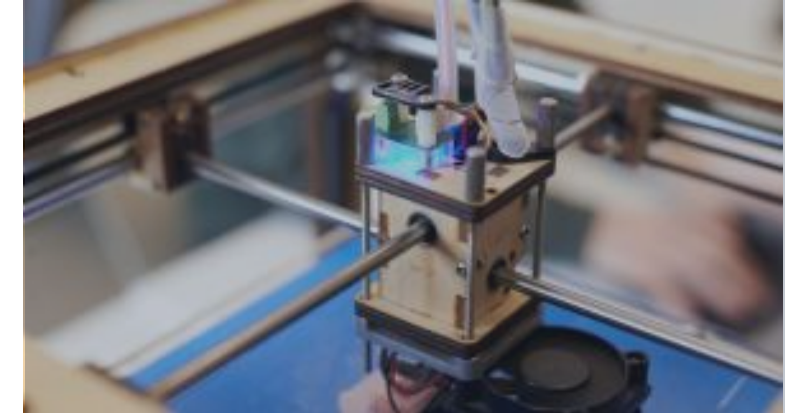
Intellectual Property

2 protected IP patents:

- Patented BMS firmware & battery design

3 patents pending:

- Predictive balancing
- Battery State Of Health insights
- Battery pack life improvements



Prototyping and Testing

Third party validation of highest safety & durability standards; result of significant investment.

In-house testing includes, drop testing, vibration, electrical & more

3D printing technology to rapidly develop prototypes

SkyBMS Telematics: Access to Fleet Management Anywhere & Anytime

Data is transmitted via cellular / Wi-Fi connection & stored in cloud base

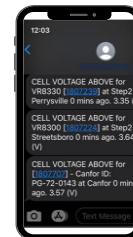


Data is translated & a portfolio of **real time reports** made available to:

- Customer
- Dealer
- Flux Power



Data is collected by the telematics unit



Text and email notifications / alerts

Vehicle ID	Make	Model	Year	Color	Engine	Transmission	Drive	Location	Status	Alerts
001	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse A	Online	0
002	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse B	Online	0
003	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse C	Online	0
004	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse D	Online	0
005	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse E	Online	0
006	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse F	Online	0
007	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse G	Online	0
008	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse H	Online	0
009	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse I	Online	0
010	CLARK	VP4500	2018	Yellow	4500	Manual	4WD	Warehouse J	Online	0



Remote Diagnosis

Manufacturing at Flux Power

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 \$100M annual revenue

Flexibility

- Modular product design allows assembly resources to shift based on customer demand



Strong Revenue Growth & Gross Margin



- Substantial positive revenue growth despite Covid-19
- Gross margin increased to 22.1% in FY'21 from 13.0% in FY'20

Flux Power Financial Snapshot

Nasdaq:
FLUX

Closing Price (11/12/21):	\$6.19
52 Week Range	\$4.75 - \$22.50
Market Cap	\$99M
Shares Outstanding	16.0M
Revenue Q1'22	\$26.3M
Gross Margin Q1'22	21.3%
Borrowing on Lines of Credit*	\$0.0

** No long-term debt.*

Management Team



Ron Dutt

Chief Executive Officer



Paulus Geantil

Chief Technology Officer



Justin Forbes

Director of Business Development



Jon Berry

Chief Operating Officer



Tod Kilgore

Director of Sales



Kim Urban

Director of HR



Chuck Scheiwe

Chief Financial Officer



Tim Vaughan

Director of Engineering



Jeff Mason

Director of Manufacturing



Environmental, Social, and Governance

Environmental

- Products save tons of carbon dioxide from environment due to efficiency of lithium
- No direct emissions (unlike propane or diesel)
- 30-50% more energy efficient than lead acid batteries
- Don't use toxic materials like lead or volatile Cobalt
- Safe disposal of hazardous materials

Social

- Provide good quality jobs, have a diverse workforce
- Product & employee safety - Safety is a key focus, UL certification for our products
- Provide benefits that enhance the well-being of our employees and their families / dependents

Governance

- Implemented Board of Directors diversity goals
- Management Team with deep skill sets
- Audit, governance, & compensation committees
- SEC filings / compliance

Lithium-ion Disruption is Here

- 1 Lithium-ion technology enables transformational change for many different industries
- 2 Lithium-ion adoption is growing at high double-digit rate
- 3 Flux Power goal is to be the leader in the adoption of lithium-ion battery packs in multiple sectors



Flux Power
info@fluxpower.com

*2685 S. Melrose Drive,
Vista, CA 92081*