



EXPION 360



*Industry Leader in  
Lithium Battery Power Solutions*



*First Quarter 2024 Financial  
Results Conference Call*

NASDAQ: XPON  
Corporate Presentation

May 14, 2024

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# Agenda

- **Introduction and Corporate Overview**
- **Q1 2024 & Subsequent Highlights**
- **Strategic Positioning in Premium Markets**
- **e360 Home Energy**
- **Financial Results**
- **Closing Summary**
- **Q&A**



**Brian Schaffner**

**CEO**

- 30+ years of executive experience in a variety of capacities including CEO, CFO, CIO and controller.
- Former CEO of Capital Physical & Hand Therapy, a multi-site healthcare organization.
- Previously served as operations controller of senior care provider with \$550 million in annual revenues & \$2 billion in assets.



**Greg Aydelott**

**CFO**

- 20+ years of experience in financial management and operations, including accounting, budgeting, business development and strategic planning, M&A, regulatory compliance, facility construction and customer relations.
- Served as senior financial analyst for a network of hospitals, clinics and health services with system-wide annual revenues of \$1.5 billion.
- Former director of business operations at a senior care provider with annual revenues of over \$20 million.



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# Corporate Overview

**Expion360 is an industry leader of premium lithium iron phosphate (LiFePO<sub>4</sub>) batteries and accessories for recreational vehicles, marine applications, and Light Electric Vehicle (LEV), now entering the home energy storage and industrial markets.**

- Experts in design and integration of battery power components and finished products.
- Lithium battery advantages to lead acid including superior economies, size, capacity, durability and life span, combined with rapid solar adoption, are driving a generational transition for energy storage.
- Leveraging established experience in RV and Marine to enter larger light electric vehicle, home energy storage & industrial markets.
- Strategic battery supplier for RV OEMs with multiple channels and points of distribution.
- Differentiated patented and proprietary technology creates strong defensible position.
- Experienced management team and board across engineering, technology and finance.



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# First Quarter 2024 and Subsequent Highlights

- January 2024: Launched next generation GC2 and Group 27 series lithium iron phosphate batteries designed for use in a variety of applications that now offer higher amp-hour options and the latest advancements in power technology features, including Expion360's proprietary Vertical Heat Conduction™ ("VHC™") internal heating, Bluetooth® and controller area network ("CAN Bus") communication.
- March 2024: Achieved UL 1973 compliance for its EX1 SmartTalk™ Bluetooth batteries.
- April 2024: Announced substantial preorders of next generation Gen Group 27 and GC2 Series batteries with proprietary Vertical Heat Conduction technology driven by customer demand. Shipments to fulfill pre-orders began in May.
- May 2024: Launched Edge™ battery utilizing a modular design for off-grid power storage solutions. Available in both 12.8V and 51.2V configurations, featuring a slim profile that maximizes available space without compromising performance, the Edge incorporates Vertical Heat Conduction, SmartTalk Bluetooth and CAN Bus communication. Now available for preorder.
- On April 30, 2024: Released specifications for [Home Energy Storage Solutions](#).



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# Battery Portfolio Evolution

## Strategic Positioning in Established & Future Premium Markets

### LiFePO4 Batteries Power:

<p><b>Recreational Vehicle &amp; Overland</b></p> <p>Systems and appliances replacing noisy generators for off-grid power and charged by engine or solar</p>	<p><b>Boating &amp; Marine</b></p> <p>Trolling motors and operating cabin electronics</p>	<p><b>Light Electric Vehicle</b></p> <p>Golf carts with sufficient power and reliability</p>	<p><b>Home Energy Storage</b></p> <p>New home and commercial solar power storage solutions</p>	<p><b>Industrial Applications</b></p> <p>Additional capacities for electric forklift and industrial material handling</p>
				<p>Example potential application (not actual)</p>



We have 11 patents pending across our five market segments.



Future Market Expansion

# e360 Home Energy

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- Expion360 plans to begin taking orders for the new energy solutions in the second quarter of 2024
- Shipments expected to commence in the second half of 2024
- High margin solution provides scalability & versatility
- Recurring revenue opportunity
- Target Market
  - Home and small commercial solar users and installers who want a high performance, modular, easy to install and use battery back-up capacity solution
- Market Channels
  - Solar installers
  - Electrical contractors, retailers and wholesalers
  - Big box stores and franchise hardware retailers
  - Builders in premium home and small commercial market space
  - Energy services providers



\*Concept mockup/artistic rendering (not actual).



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# Technology Advantages

- **Overall:** compact, high-capacity and significant reliability
- **Lithium-Iron Phosphate Chemistry:** recognized as among the safest battery chemistries
- **2-3 Times Faster Charging:** enables users to rapidly charge to capacity compared to lead acid batteries
- **Higher Energy Density:** provides 50% more usable energy compared to lead acid batteries
- **50% lighter** than lead acid batteries
- **Innovative Mobile App** enables seamless integration to wirelessly monitor performance and view analytics
- **User-Centric:** flexible and modular; designed for ease of placement and integration
- **Extended Lifespan:** ~12+ years; 3K-5K charging cycles. 10x more life cycles than lead acid batteries



e360 12 volt 450 Ah battery features new proprietary anode/cathode design that increases energy density by >32% to reach 4.5 Ah vs. traditional 3.4 Ah 26650 cells while maintaining similar cost, weight, and size of traditional cells.



e360 SmartTalk allows you to wirelessly monitor performance and view analytics on virtually any bluetooth-enabled mobile device.

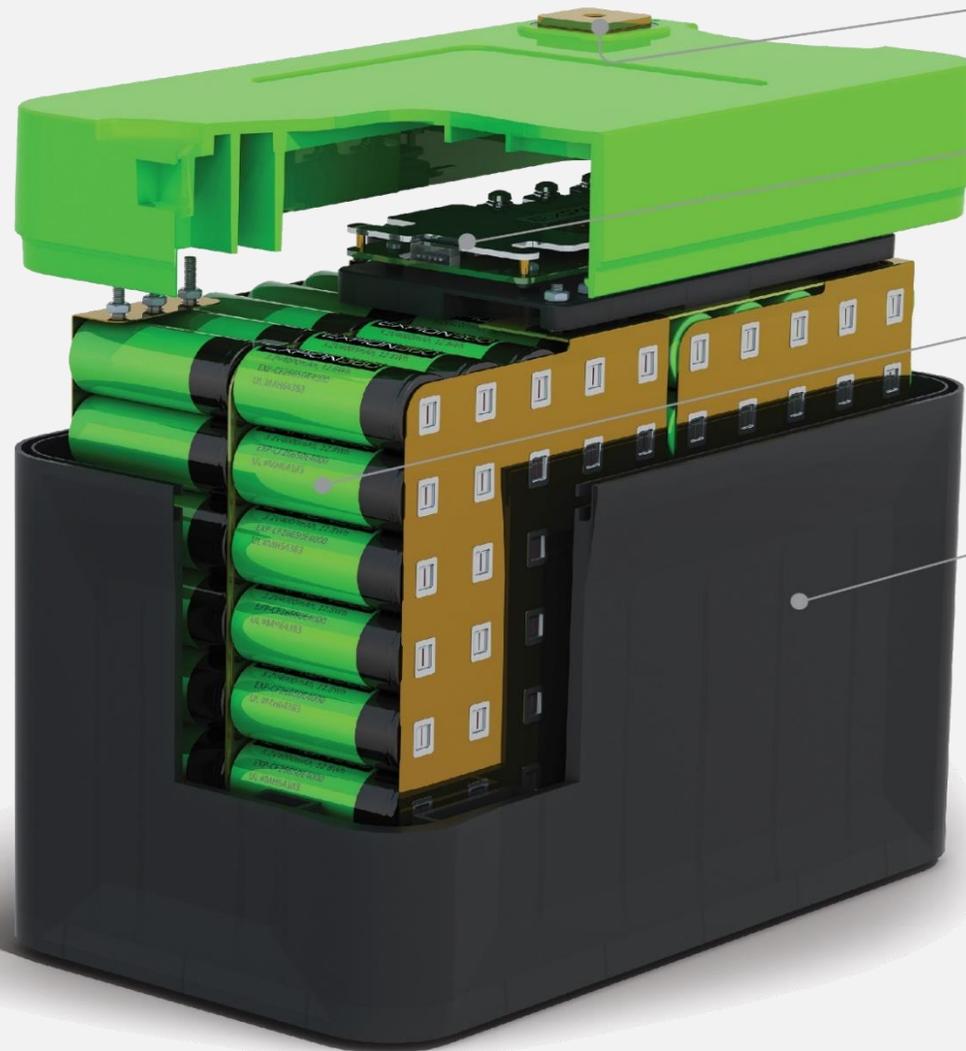


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## Why Customers Choose E360

# Superior Aesthetics, Design, Materials & Construction

- Rugged Design: IP66-rated enclosures for protection in variety of environments. Easy placement and integration.
- Fiber Glass Infused ABS Plastic for Enhanced Strength
- UL-94 V0 FIRE RATED
- IP66 Dust & Water Ingress Protection Rating
- E360 (12V/360Ah) has 3.5x the Capacity of Average RV Battery & Unique Form Factor
- Long Warranties: Up to 12 years



### QUALITY CONNECTIONS

- Oversized brass terminal pads.
- Plainly and permanently marked polarity.

### HIGH-PERFORMANCE BATTERY MANAGEMENT SYSTEM

- Under or overvoltage shutdown.
- Under or overtemperature shutdown.
- Short circuit protection.
- Auto-reset.

### SAFE BATTERY CONSTRUCTION

- Top-quality cells welded to thick solid-copper distribution plate.
- All terminals are epoxy sealed.
- TEI listed battery (UL 1973).
- UL recognized cells (UL 1642) - file No. MH64383.

### RUGGED CASE

- UL 94 V-0 rated fiberglass-infused ABS case.
- Engineered insulation.
- Custom, no-slip, tie-down points.
- Round corners add strength & absorb shock.
- Rubber feet prevent sliding & reduce vibration.

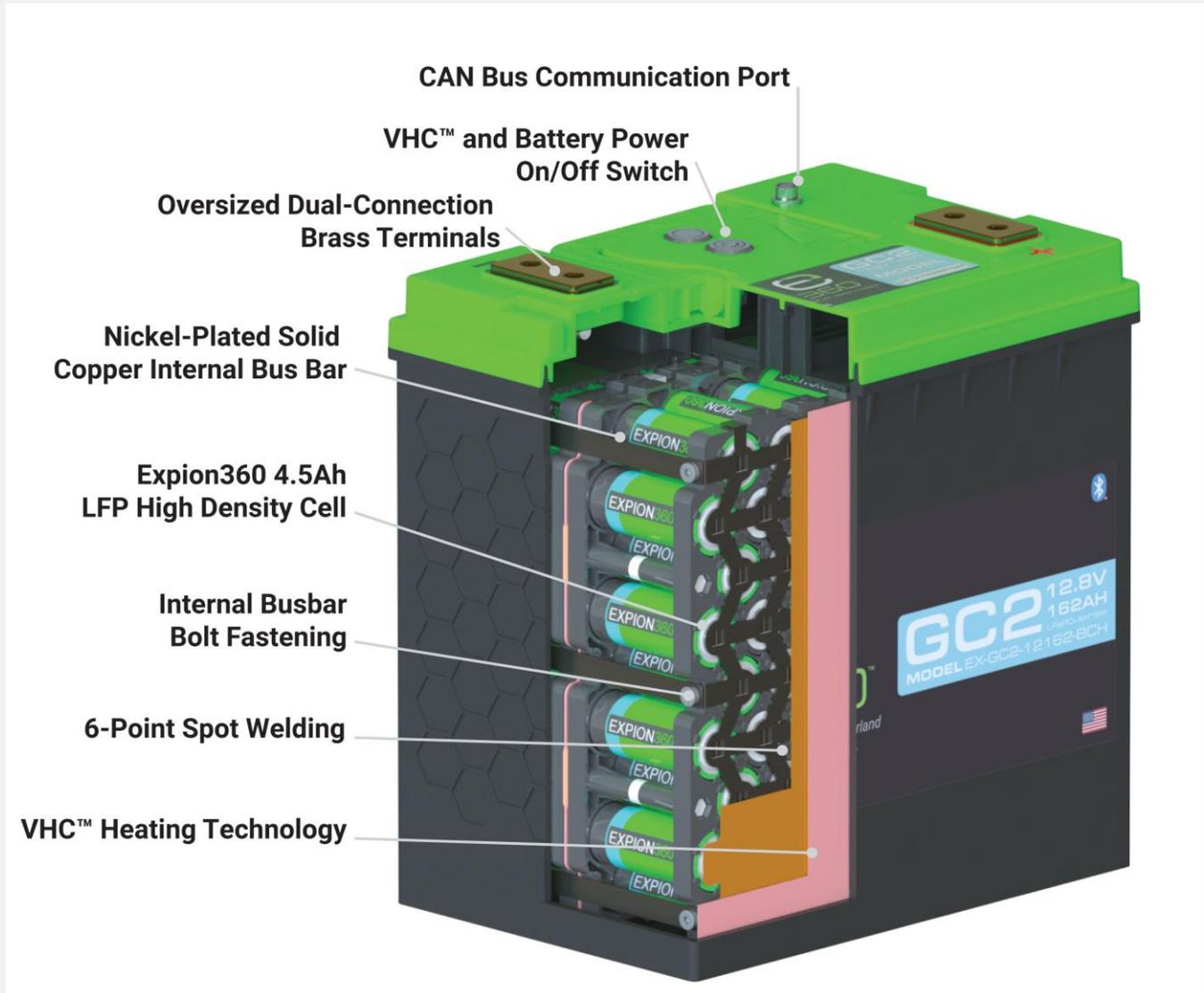


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## Why Customers Choose E360

# Vertical Heat Conduction™ (“VHC™”) internal heating technology

- Patent-pending innovation representing a significant breakthrough in battery performance, particularly in cold climates.
- Now included in the next generation Group 27 and GC2 12V series batteries.
- VHC heating technology utilizes Positive Temperature Coefficient Heating Film (“PTCHF”) to ensure uniform heat distribution across each cell, promoting optimal battery performance even in extreme cold conditions.
- Expion360’s Battery Management System provides real-time monitoring and control, enhancing operational safety and longevity in cold temperatures.





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# Product Line for Use Across Markets



**12V Group 24**

60Ah, 80Ah, 95Ah



**12V Group 27  
LiFePO4**

100Ah, 120Ah



**12V Group 27  
SmartTalk™ & VHC™**

100Ah, 132Ah



**12V GC2  
SmartTalk™ & VHC™**

144Ah, 162Ah



**48V GC2  
SmartTalk™**

36Ah



**12V EX1**

368Ah



**12V EX1 SmartTalk™**

368Ah, 450Ah



**12V EX2 Edge SmartTalk™  
& VHC™**

204Ah, 240Ah



**48V EX2 Edge SmartTalk™  
& VHC™**

51Ah, 60Ah



**AURA Powercap 600W  
Inverter Bundle**

60Ah, 80Ah, 95Ah

**Plus: Power Bundles, Mounting Kits, Adapter Cables, Inverters, Battery Monitor Kits, Chargers and Thermal Jackets**



# Go-to-Market Channels

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## Dealer Direct

- Sell directly to dealers who offer Expion360 products to their customers
- 300+ dealers & growing



## Distributors

- Our distributors provide us access to thousands of retail store locations nationwide
- Elevates brand awareness and opens the door to new applications



## OEM

- Offers customers a scalable integrated power system solutions for their products
- Highly scalable & reduced time-to-market



## Private Label

- Our standardized products sold under client's existing brand
- Enables turnkey, fast time-to-market, and rapid brand expansion
- Scale compatibility

Expanding Reseller Network: **300+** Nationwide and Growing



Our Proprietary Products and Manufacturing Capabilities are at the Foundation of Our Go-to-Market Strategy





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# First Quarter 2024 Financial Highlights

	Three Months Ended March 31	
\$ in millions	2024	2023
Revenue	\$ 1.0	\$ 1.5
Gross profit	\$ 0.2	\$ 0.4
Gross margin (%)	22.9%	29.4%
Selling, general & administrative expenses	\$ 2.2	\$ 2.1
Net loss	\$ 2.2	\$ 2.0
\$ in millions	March 31, 2024	December 31, 2023
Cash and cash equivalents	\$ 2.3	\$ 3.9

December 2023: Strengthened balance sheet following financing commitments of up to \$22.5M from 3i, LP and Tumim Stone Capital, LLC.



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# Closing Summary

- **We remain confident about our growth trajectory for 2024**
- **2024 RV industry shipments up 9.3%<sup>1</sup> through the first quarter and full-year 2024 shipments are expected to increase by up to 18.8%, or to 365,500 units<sup>2</sup>.**
- **Expanded our addressable market with launch of Home Energy Storage Solutions** for Micro-Energy Grid and shipments are expected to commence in the second half of 2024
- **We believe that our markets are shifting to custom solutions built to spec. We believe our focus on this, combined with our continued sales of industry standard products, should yield a successful 2024 and beyond**
- **We strive to share timely, impactful sales and product updates** on a regular basis and expect to continue making such announcements
- **Continue to work towards additional OEM** market penetration with new major partners
- **Industry leader** in premium lithium battery power storage solutions with expert design and integration of battery power components and finished products
- **Selected as strategic supplier** by multiple RV OEMs
- **Continuing to add features, improve energy density and develop unique OEM-centric form factors** including next generation Gen Group 27 and GC2 Series batteries with proprietary Vertical Heat Conduction technology, launch of the Edge™ battery featuring a slim profile that maximizes available space and incorporates Vertical Heat Conduction, SmartTalk Bluetooth and CAN Bus communication, and recently released specifications for [Home Energy Storage Solutions](#)
  - Next generation Group 27 and GC2 batteries expected to begin shipping in May
  - Edge™ battery is now available for preorder

1. [RV Industry Association's March 2024 Survey of Manufacturers](#)
2. [Spring 2024 issue of RV RoadSigns](#)

# Q&A



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