



EXPION 360



*Industry Leader in
Lithium Battery Power Solutions*



*Fourth Quarter and Full Year 2024
Financial Results Conference Call*

NASDAQ: XPON
Corporate Presentation

March 31, 2025

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Agenda

- **Introduction and Corporate Overview**
- **Q4 2024 & Subsequent Highlights**
- **Strategic Positioning in Premium Markets**
- **e360 Home Energy**
- **Financial Results**
- **Closing Summary**
- **Q&A**



Brian Schaffner

CEO, Interim CFO, Director

- 30+ years of executive experience in a variety of capacities including CEO, CFO, CIO and controller
- Former CFO of Expion360
- Former CEO of Capital Physical & Hand Therapy, a multi-site healthcare organization.
- Previously served as operations controller of senior care provider with \$550M in annual revenues and \$2B in assets



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Corporate Overview

Expion360 is an industry leader of premium lithium iron phosphate (LiFePO₄) batteries and accessories for recreational vehicles, marine applications, Light Electric Vehicles (LEVs), and home energy storage solutions (HESS), as well as possible future expansion into industrial markets.

- Experts in design and integration of battery power components and finished products.
- Lithium battery advantages to lead acid include 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 the RV and Marine markets to enter the larger LEV, home energy storage and industrial markets.
- Developed two home energy storage products, which are currently undergoing UL testing and certification, along with other requirements for various Authorities Having Jurisdiction necessary in order to begin commercialization.
- Strategic battery supplier for RV OEMs with multiple channels and points of distribution.
- Differentiated patented and proprietary technology creates strong defensible position.
- Management team and board of directors are experienced across engineering, technology and finance.



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Fourth Quarter 2024 & Subsequent Highlights

- **Began to fulfill purchase orders for its HESS in January 2025**
- **Signed a non-binding letter of intent with NeoVolta Inc. (Nasdaq: NEOV)**, a leading innovator in energy storage solutions, providing the framework for a potential collaboration that aims to engineer a state-of-the-art battery manufacturing facility and develop innovative lithium-ion battery cell and module product designs, marking a significant milestone in the production of American-made batteries.
- **Partnered with Scout Campers**, a subsidiary of Adventurer Manufacturing, Inc., to equip their high-quality campers with Expion360's advanced lithium-ion batteries as a standard option, enhancing the energy efficiency and reliability of their products.
- **We continue to work towards additional OEM market penetration with new major partners.**
 - **November 11, 2024 – Expanded OEM relationships & distribution network.**
 - Add significant incremental revenue for Q4 2024 and an estimated \$5.0 Million in incremental revenue for fiscal year 2025.
- **Closed a \$2.6 million registered direct offering** and private placement priced at the market under Nasdaq rules.



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Battery Portfolio Evolution

Strategic Positioning in Established & Future Premium Markets

LiFePO4 Batteries Power:

<p>Recreational Vehicle & Overland</p> <p>Systems and appliances replacing noisy generators for off-grid power and charged by engine or solar</p>	<p>Boating & Marine</p> <p>Trolling motors and operating cabin electronics</p>	<p>Light Electric Vehicle</p> <p>Golf carts with sufficient power and reliability</p>	<p>Home Energy Storage</p> <p>New home and commercial solar power storage solutions</p>	<p>Industrial Applications</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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- e360 Home Energy: Recent public offering completed to advance commercialization of Home Energy Solutions
- High margin solution provides scalability and 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
 - Builders in premium home & small commercial market space
 - Energy services providers
- **January 2, 2025** – Commenced shipping e360 Home Energy Storage Solutions.



*Concept mockup/artistic rendering (not actual).



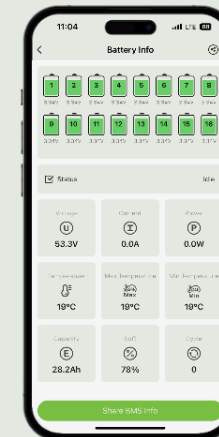
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Technology Advantages

- **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, modular, and 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.

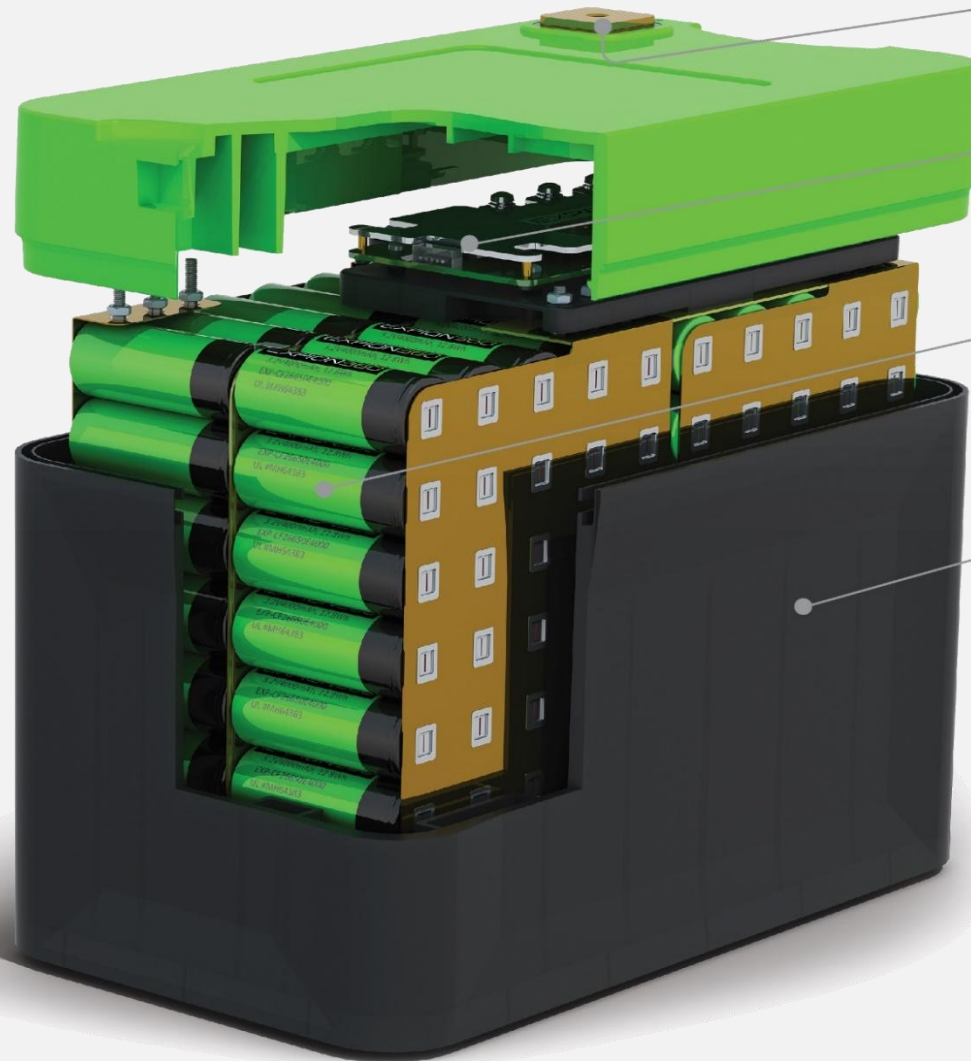


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Why Customers Choose E360

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 and Water Ingress Protection Rating
- E360 (12V/360Ah) has 3.5x the Capacity of Average RV Battery and a 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.

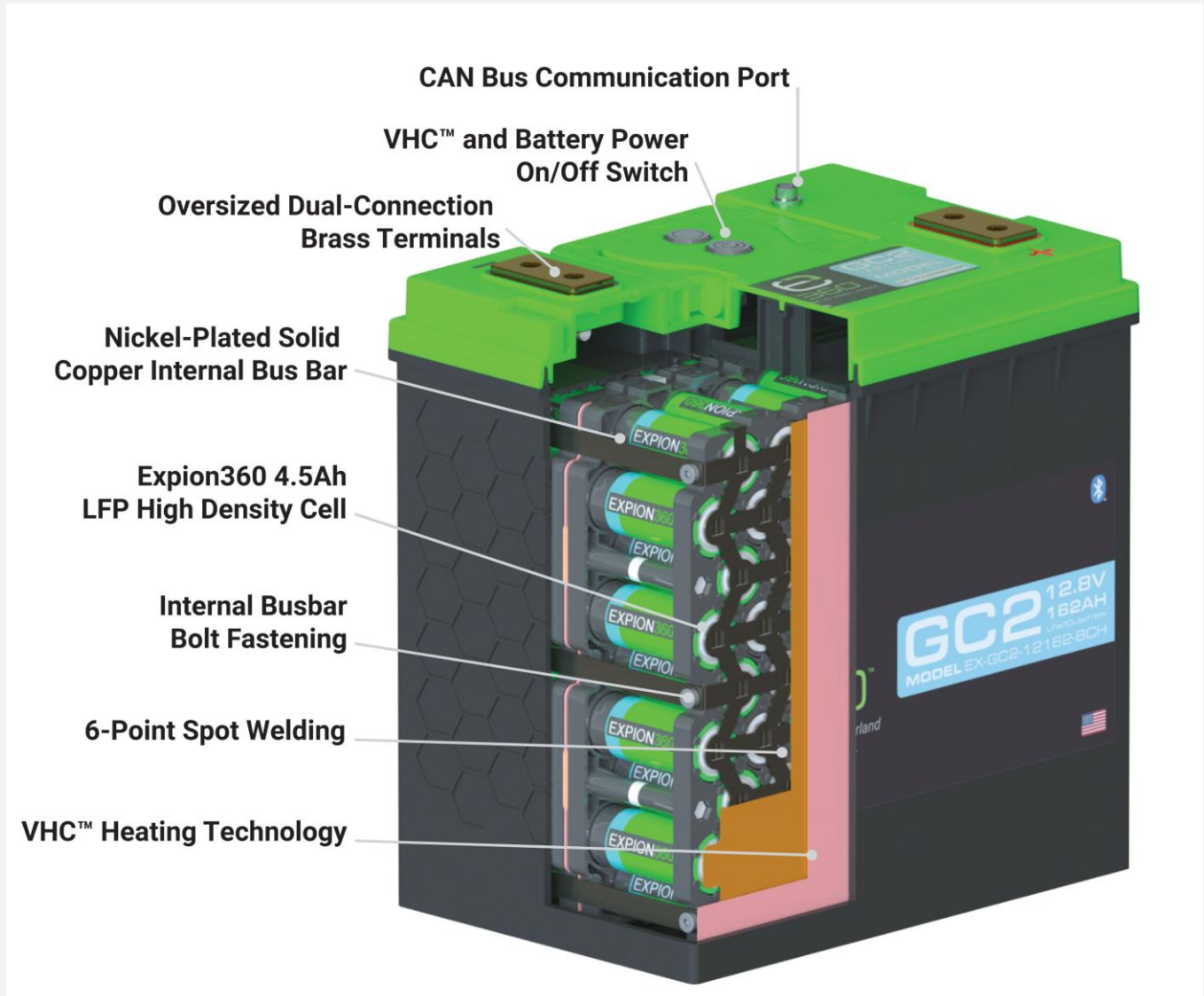


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Why Customers Choose E360

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



OEMs

- 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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Fourth Quarter & Full Year 2024 Financial Highlights

	Three Months Ended December 31		Year Ended December 31	
	2024	2023	2024	2023
\$ in millions				
Revenue	\$ 2.0	\$ 0.9	\$ 5.6	\$ 6.0
Gross Profit	\$ 0.4	\$ 0.2	\$ 1.2	\$ 1.6
Gross Margin (%)	22.1%	23.9%	20.5%	26.3%
Selling, General & Administrative Expenses	\$ 1.6	\$ 2.4	\$ 7.9	\$ 8.7
Net Loss	\$ (0.3)	\$ (2.2)	\$ (13.5)	\$ (7.5)

\$ in millions	December 31, 2024	December 31, 2023
Cash and Cash Equivalents*	\$ 0.5	\$ 3.9

***January 3, 2025:** Closed a registered direct offering with gross proceeds to the Company of approximately \$2.6 million



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Closing Summary

- **We remain confident about our growth trajectory for 2025**
- **2024 RV industry shipments are up 7.7%¹ year-over-year** through September 2024.
- **We are expanding our addressable market** by continuing to pursue the ongoing development of Home Energy Solutions.
- **We strive to share timely, impactful sales and product updates** on a regular basis and expect to continue making such announcements.
- **We were selected as strategic supplier** by multiple RV OEMs.
- **We continue to work towards additional OEM market penetration** with new major partners.
 - **November 11, 2024 – Expanded OEM relationships & distribution network.**
 - Add significant incremental revenue for Q4 2024 and an estimated \$5.0 Million in incremental revenue for fiscal year 2025.
- **Expion360 is an industry leader** in premium lithium battery power storage solutions with expert design and integration of battery power components and finished products.
- **Continue to add features, improve energy density and develop unique OEM-centric form factors:**
 - Next generation Group 27 and GC2 batteries began shipping to customers in May 2024.
 - The Edge™ battery is now available for immediate delivery.

1. [RV Industry Association September 2024 Monthly Shipping Report](#)

Q&A



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