



EXPION 360



*Industry Leader in  
Lithium Battery Power Solutions*



*Second Quarter 2024 Financial  
Results Conference Call*

NASDAQ: XPON  
Corporate Presentation

August 14, 2024

# Important Cautions & Disclaimers

Certain statements contained in this presentation (this "Presentation") are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which statements are subject to considerable risks and uncertainties. Expion360, Inc. (the "Company") intends such statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements other than statements of historical fact, including, without limitation, statements regarding the Company's beliefs, plans and expectations about the Company's operations, future development plans, growth prospects, product pipeline and development, anticipated timing of commercial launches, beliefs about market size and opportunity, including customer base, market conditions, and factors beyond the Company's control. These statements are not guarantees of future performance and involve a number of known and unknown risks and uncertainties, many of which are beyond our control. Our actual results may differ materially from those expressed or implied by such forward-looking statements. Forward-looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company and its affiliates expressly disclaim any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this Presentation.

Certain information contained in this Presentation relates to, or is based on, studies, publications, surveys and other data obtained from third-party sources and the Company's own internal estimates and research. While the Company believes these third-party sources to be reliable, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. In addition, all of the market data included in this presentation involves a number of assumptions and limitations, and there can be no guarantee as to the accuracy or reliability of such assumptions. Finally, while the Company believes its own estimates and research are reliable, such estimates and research have not been verified by any independent source.

This Presentation is not intended for any commercial purpose but strictly for educational or informational purposes only. Please note that some photographs and images appearing in this presentation are not necessarily those of the Company or accurate representations of its products or operations, but may be stock images, third-party operations, product mock-ups, and/or may have been edited for competitive or confidentiality reasons. All third-party images are used for non-commercial, illustrative and educational 'fair use' purposes only. All images and trademarks remain the property of their respective owners.



EXPION360  
NASDAQ:XPON

# Agenda

- **Introduction and Corporate Overview**
- **Q2 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 and \$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.



EXPION360  
NASDAQ:XPON

# Corporate Overview

**Expion360 is an industry leader of premium lithium iron phosphate (LiFePO4) batteries and accessories for recreational vehicles, marine applications, and Light Electric Vehicles (LEVs), 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 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.
- We have also now 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.
- Our management team and board of directors are experienced across engineering, technology and finance.



EXPION360  
NASDAQ:XPON

# Second Quarter 2024 and Subsequent Highlights

- April 18, 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.
- April 30, 2024: Released specifications for [Home Energy Storage Solutions](#).
- May 8, 2024: Launched Edge™ battery utilizing a modular design for off-grid power storage solutions. Available in both 12.8V and 51.2V configurations and featuring a slim profile that maximizes available space without compromising performance, the Edge incorporates Vertical Heat Conduction, SmartTalk Bluetooth and CAN Bus communication. Shipments began in the third quarter of 2024.
- May 16, 2024: Announced new e-commerce retail partnership with Tractor Supply Company, the largest rural lifestyle retailer in the United States, to offer Expion360 products online for shipment to customers in 49 states. Expion360 products are now available on Tractor Supply's website, including Group 24 and Group 27 batteries, Aura Power Cap and our portable solar bundle to start.
- August 6, 2024: Announced a partnership with K-Z Recreational Vehicles, or K-Z RV, a subsidiary of Thor Industries, Inc. This collaboration will integrate Expion360's cutting-edge battery technology into K-Z RV's premium offerings, enhancing the off-grid capabilities of their vehicles.
- August 8, 2024: Closed a public offering with gross proceeds to the Company of approximately \$10.0 million. The net proceeds from the offering were used, in part, to fully repay the senior Unsecured Convertible Promissory Note issued to 3i, LP, and the Company's obligations under the 3i Note, have been fully satisfied and discharged. Also, the Company and Tumim Stone Capital, LLC mutually agreed to terminate the Equity Line of Credit, effective immediately upon the closing of the public offering.



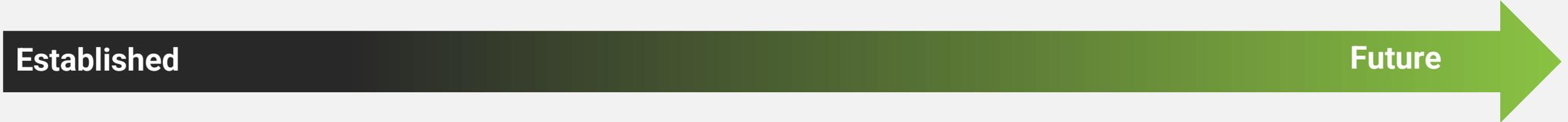
EXPION360  
NASDAQ:XPON

# 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.**



EXPION360  
NASDAQ:XPON

## Future Market Expansion

# e360 Home Energy

- 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 and small commercial market space
  - Energy services providers



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



EXPION360  
NASDAQ:XPON

# 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.

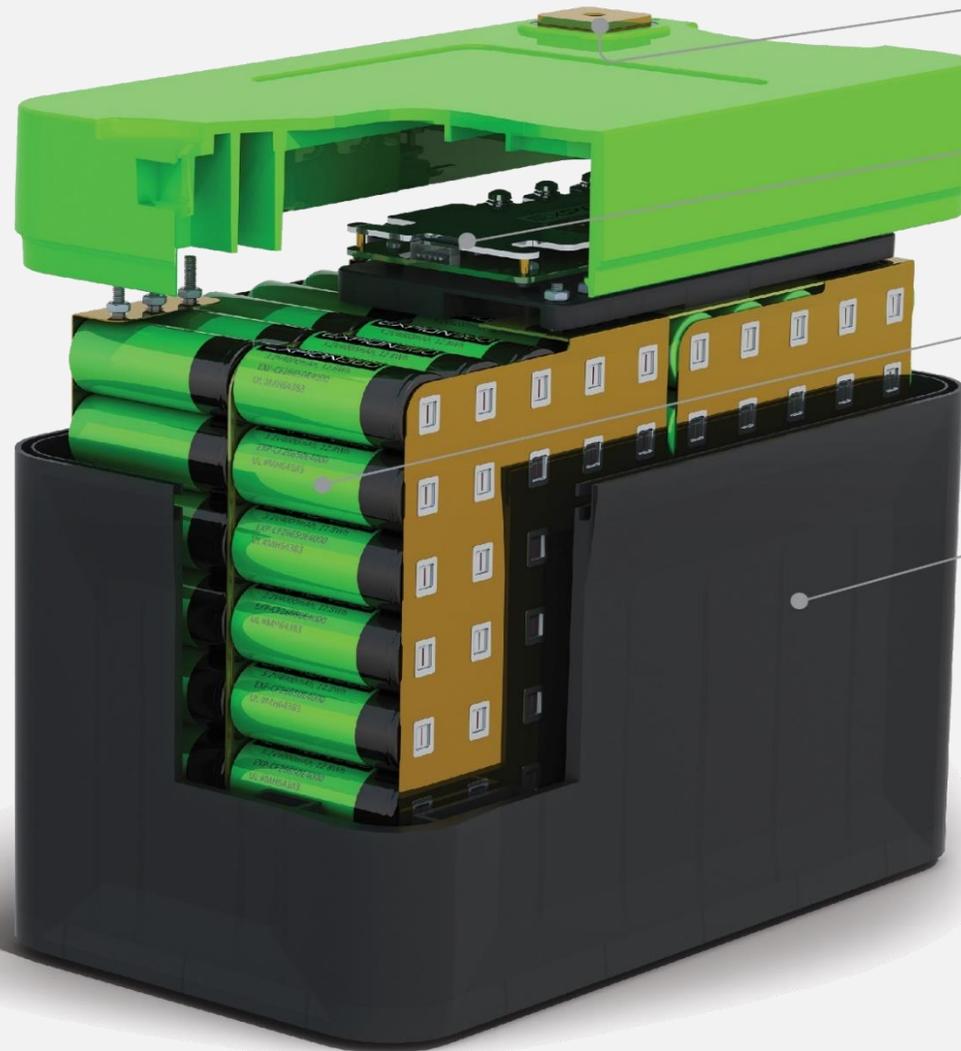


EXPION360  
NASDAQ:XPON

## Why Customers Choose E360

# Superior Aesthetics, Design, Materials and 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.

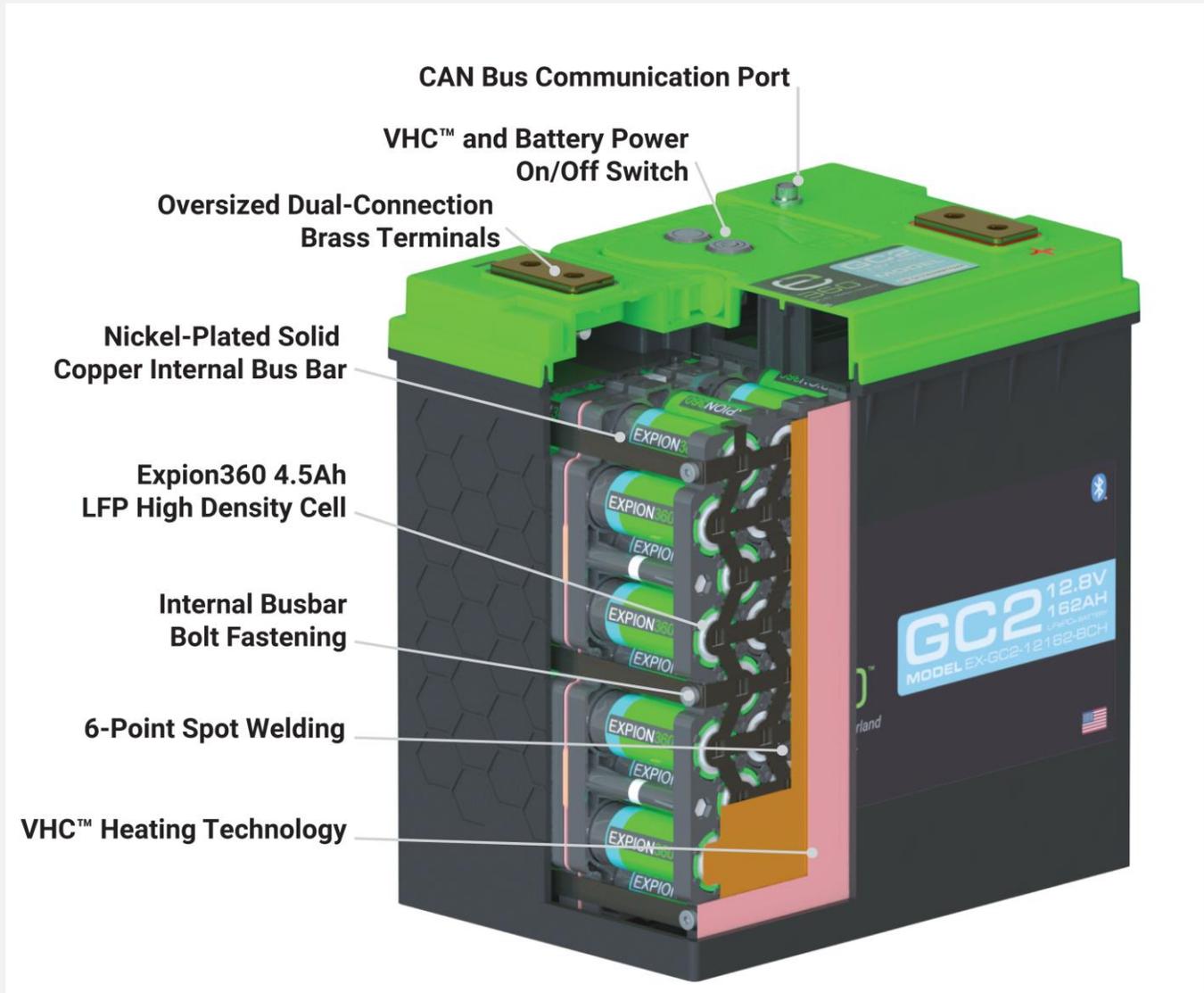


EXPION360  
NASDAQ:XPON

## 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.





EXPION360  
NASDAQ:XPON

# 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

EXPION360  
NASDAQ:XPON



## 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





EXPION360  
NASDAQ:XPON

# Second Quarter 2024 Financial Highlights

	Three Months Ended June 30	
\$ in millions	2024	2023
Revenue	\$ 1.3	\$ 1.7
Gross profit	\$ 0.3	\$ 0.5
Gross margin (%)	25.5%	26.3%
Selling, general and administrative expenses	\$ 2.0	\$ 2.0
Net loss	\$ 2.2	\$ 1.5
\$ in millions	June 30, 2024	December 31, 2023
Cash and cash equivalents	\$ 0.9	\$ 3.9

August 8, 2024: Closed a public offering with gross proceeds to the Company of approximately \$10.0 million.



EXPION360  
NASDAQ:XPON

# Closing Summary

- **We remain confident about our growth trajectory for 2024.**
- **2024 RV industry shipments are up 8.4%<sup>1</sup> year-over-year through June 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.
- **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** 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 began shipping to customers in May.
  - Edge™ battery is now available for preorder.

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

# Q&A



## Contact Us

### **Expion360 Headquarters**

2025 SW Deerhound Ave.

Redmond, OR 97756

Tel +1 (541)797-6714

### **Investor Relations Contact**

Chris Tyson, Executive Vice President

MZ Group - MZ North America

949-491-8235

[XPON@mzgroup.us](mailto:XPON@mzgroup.us)

[www.mzgroup.us](http://www.mzgroup.us)

