



REIMAGINE THE ENERGY EXPERIENCE

NASDAQ: FLUX

May 8, 2025

Q3 FY 2025 Financial Results Conference Call



# 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.

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# AGENDA:

COMPANY OVERVIEW

BUSINESS UPDATES

OPERATIONAL UPDATES

FINANCIAL UPDATES

CLOSING SUMMARY

# ON THE CALL TODAY:



KRISHNA VANKA  
CHIEF EXECUTIVE  
OFFICER



KEVIN ROYAL  
CHIEF FINANCIAL  
OFFICER



JEFFERY MASON  
VP OF OPERATIONS



# BUSINESS UPDATES

**Krishna Vanka, CEO**

# STRATEGIC INITIATIVES



## PROFITABLE GROWTH



## OPERATIONAL EFFICIENCIES



## SOLUTION SELLING



## BUILD RIGHT PRODUCTS



## SOFTWARE & RECURRING REVENUE

# BUILD RIGHT PRODUCTS: G96 PRODUCT LAUNCH

- New higher voltage lithium-ion solution developed for GSE
- Range of higher capacities for longer runtime
- Built for pushback tractors and other GSE equipment



# SOFTWARE & RECURRING REVENUE: SkyEMS AI PLATFORM

SkyEMS to support the full life cycle of an intelligent battery:

-  Plan
-  Operate
-  Optimize
-  Maintain
-  Recycle



SkyEMS: Currently in Pilot with select customers.



Awarded Intelligent Battery Cycle Life Maximization Algorithm, will be embedded in SkyEMS



For us to achieve this vision, we are planning to have every battery we ship be cloud-connected.



# OPERATIONAL UPDATES

**Jeffery Mason, VP of Operations**

# SHORT-TERM AND LONG-TERM STRATEGY

## Short Term Supply Chain Response to Tariffs

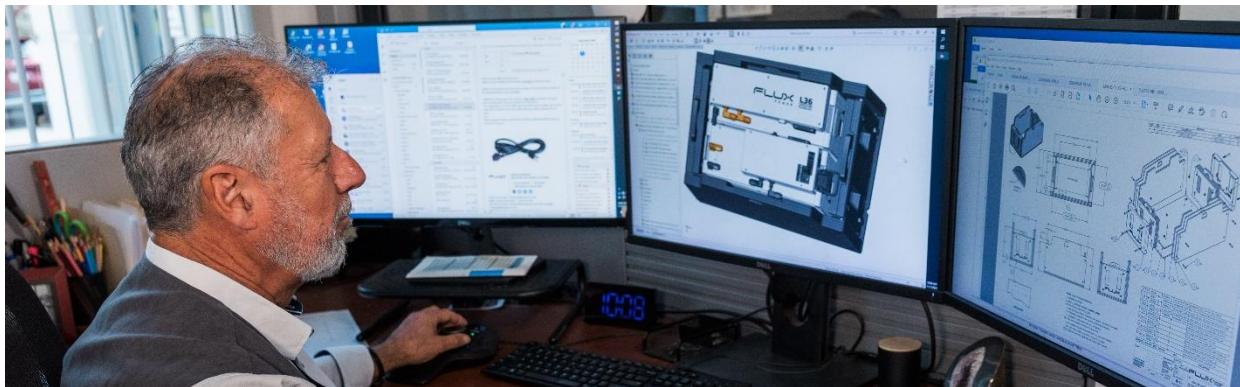
- o Rapid review and acceleration evaluating new suppliers
- o Supplier continuity with existing suppliers in alternative regions
- o Commitment to LFP while investigating new chemistries



## Long Term Supply Chain Strategy

- o Partnership focus
- o Supplier diversification
- o Strengthen diversified supply chain

# FOCUS FOR THE FUTURE



## LOOKING AHEAD

- o US capacity expansion
- o Accelerated R&D
  - o Focused on tariff-resistant product design
  - o Innovation partnerships

## SUMMARY

- o Margin preservation
- o Sustainable growth
- o Long-term competitiveness



# FINANCIAL UPDATES

**Kevin Royal, CFO**



# CLOSING STATEMENTS

**Krishna Vanka, CEO**



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