



EXPION360®



*Industry Leader in
Lithium Battery Power Solutions*

*First Quarter 2025 Financial
Results Conference Call*



NASDAQ: XPON
Corporate Presentation

May 15, 2025

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Agenda

- Introduction and Corporate Overview
- Q1 2025 & 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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First Quarter 2025 & Subsequent Highlights

- **Began to fulfill purchase orders for Home Energy Storage Solutions (“HESS”) in January 2025**
- **Continued working with NeoVolta Inc. (Nasdaq: NEOV)**, a leading innovator in energy storage solutions, 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.
- **We continue to work towards additional OEM** market penetration with new major partners.
- **Appointed Carson Heagen as Chief Operating Officer**
 - 10+ years of leadership experience in operations, finance, global supply chain management, and ERP systems.
- **Closed a \$2.6 million registered direct offering** and private placement priced at the market under Nasdaq rules.
- **Employing tariff mitigation strategies**
 - Working with our resources in Washington, D.C.
 - Tariff exclusion request.
 - 6-12 months of inventory.
 - Diversify supply chain.
 - Increase margins and reduce costs within the current line of batteries.
 - Onshoring manufacturing and production of BMS, cells, communications, and cases.



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Battery Portfolio Evolution

Strategic Positioning in Established & Future Premium Markets

LiFePO4 Batteries Power:

Recreational Vehicle & Overland

Systems and appliances replacing noisy generators for off-grid power and charged by engine or solar



Boating & Marine

Trolling motors and operating cabin electronics



Light Electric Vehicle

Golf carts with sufficient power and reliability



Home Energy Storage

New home and commercial solar power storage solutions



Industrial Applications

Additional capacities for electric forklift and industrial material handling



Example potential application (not actual)

Established

Future

We have 11 patents pending across our five market segments.



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Future Market Expansion

e360 Home Energy

- January 2025 – Commenced shipping e360 Home Energy Storage 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



*Concept mockup/artistic rendering (not actual).



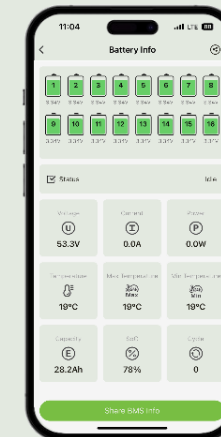
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Technology Advantages

- **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.

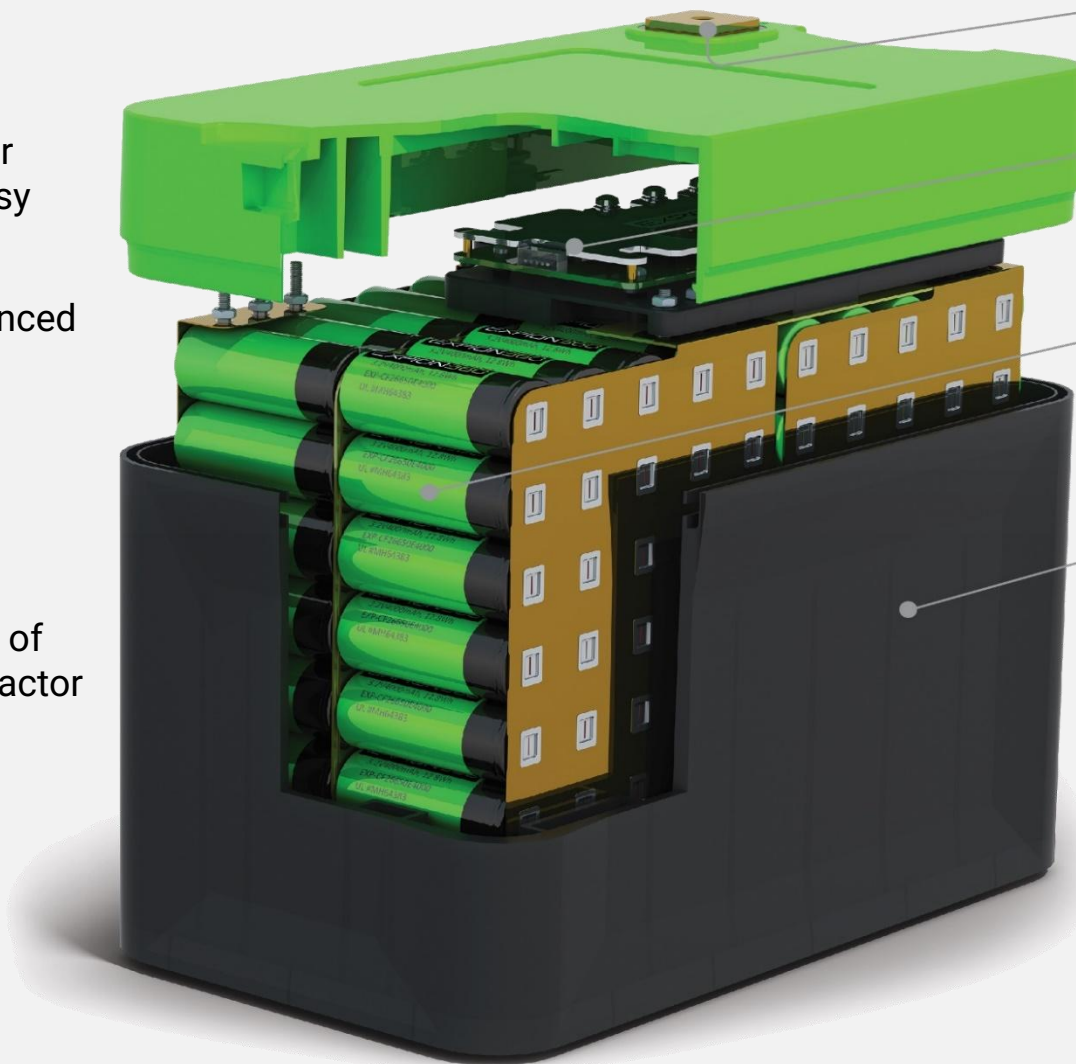


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Why Customers Choose E360

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.

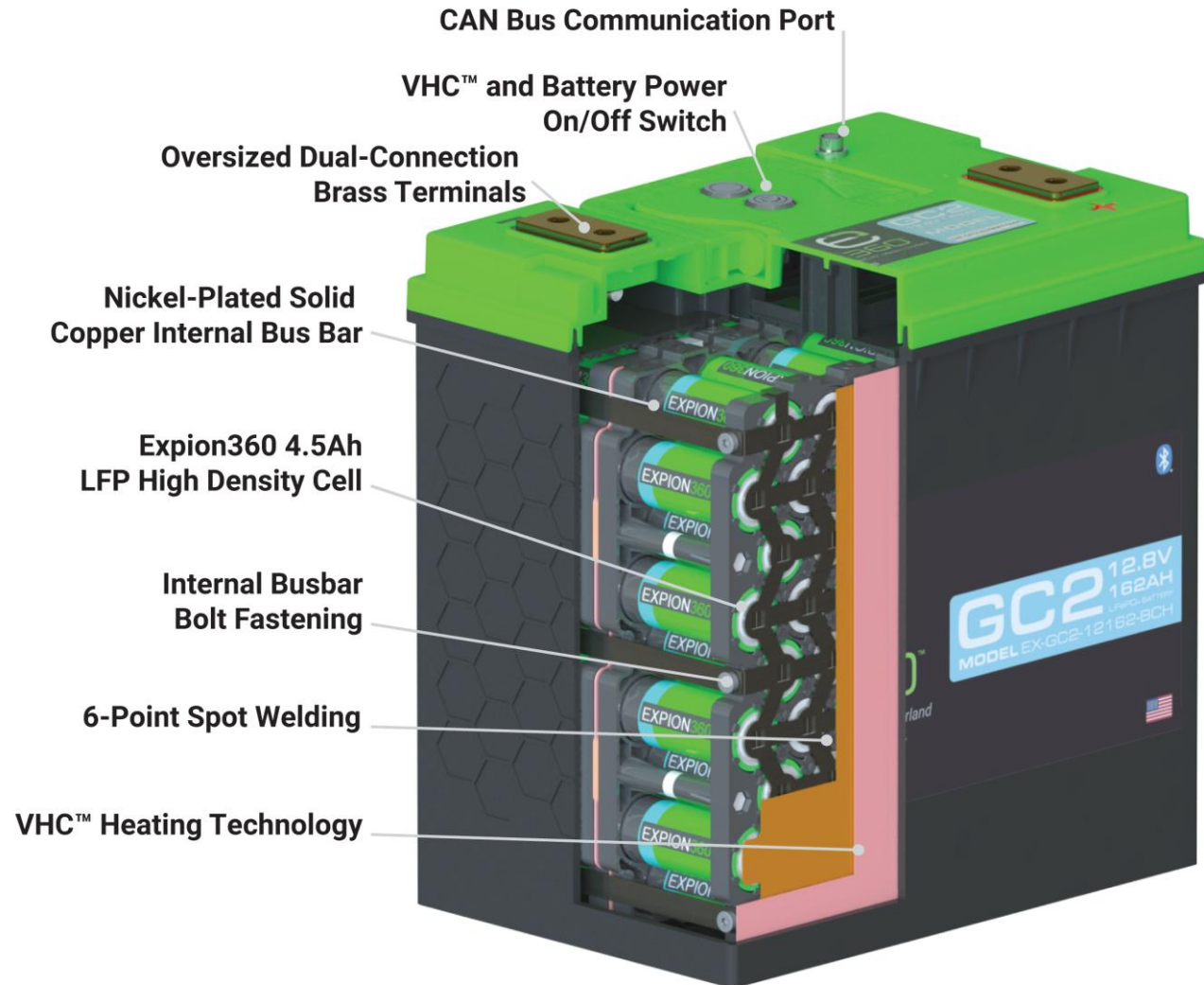


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Why Customers Choose E360

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



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Go-to-Market Channels



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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First Quarter 2025 Financial Highlights

	Three Months Ended March 31			
	2025		2024	
\$ in millions				
Revenue	\$	2.0	\$	1.0
Gross profit	\$	0.5	\$	0.2
Gross margin (%)		24.5%		22.9%
Selling, general and administrative expenses	\$	1.6	\$	2.2
Net loss	\$	(1.2)	\$	(2.2)
\$ in millions		March 31, 2025		December 31, 2024
Cash and cash equivalents	\$	1.1	\$	0.5

***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**
 - **Purchase orders** from existing customers are increasing
 - **New customers** expressing interest in our products
 - **Sequential growth** expected to continue
- **Focus on safety, quality, and service** is paying off – This is what we believe in.
- **RV Industry Association's (RVIA) March 2025 survey of manufacturers found that total RV shipments increased 14%¹ in the first quarter of 2025.**
- **We are expanding our addressable market**, began production shipments for our e360 Home Energy Storage Solutions in January 2025.
- **Working to increase margins and reduce costs** within the current line of batteries
- **Actively engaged with resources in Washington, D.C.** to ensure that tariffs have little, if any, impact.
- **Diversify our supply chain** with potential sourcing from additional countries.
- **Holding 6-12 months of inventory** currently.
- **JV/Partnership** with the goal of onshoring production
- **We continue to work towards additional OEM** market penetration with new major partners.
- **Continue to add features, improve energy density and develop unique OEM-centric form factors.**

1. [RV Industry Association's March 2025 Survey of Manufacturers](#)

Q&A



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