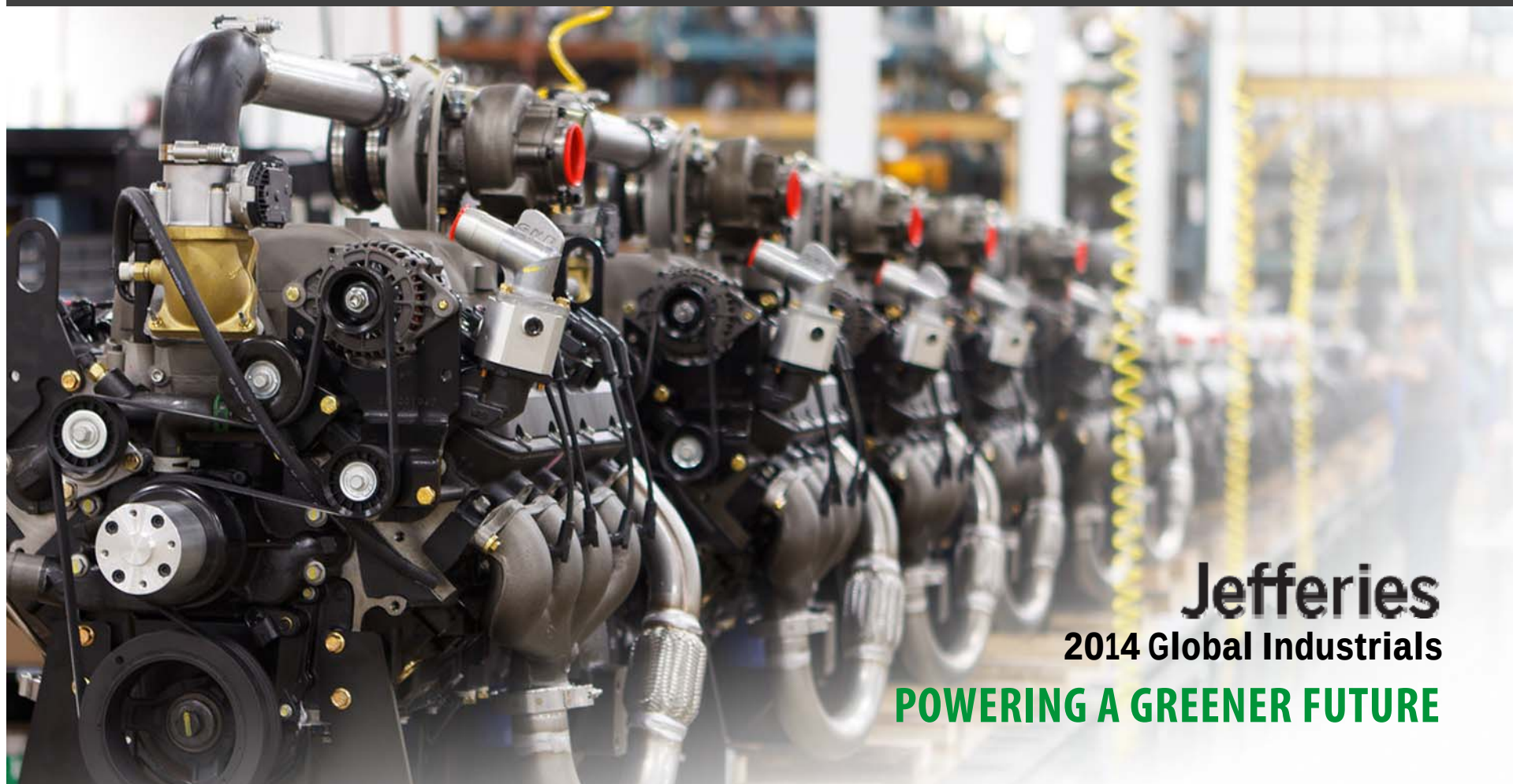




**POWER SOLUTIONS  
INTERNATIONAL**

**INVESTOR  
PRESENTATION**

**Second Quarter 2014**



**Jefferies**

**2014 Global Industrials**

**POWERING A GREENER FUTURE**

# CAUTIONARY NOTES

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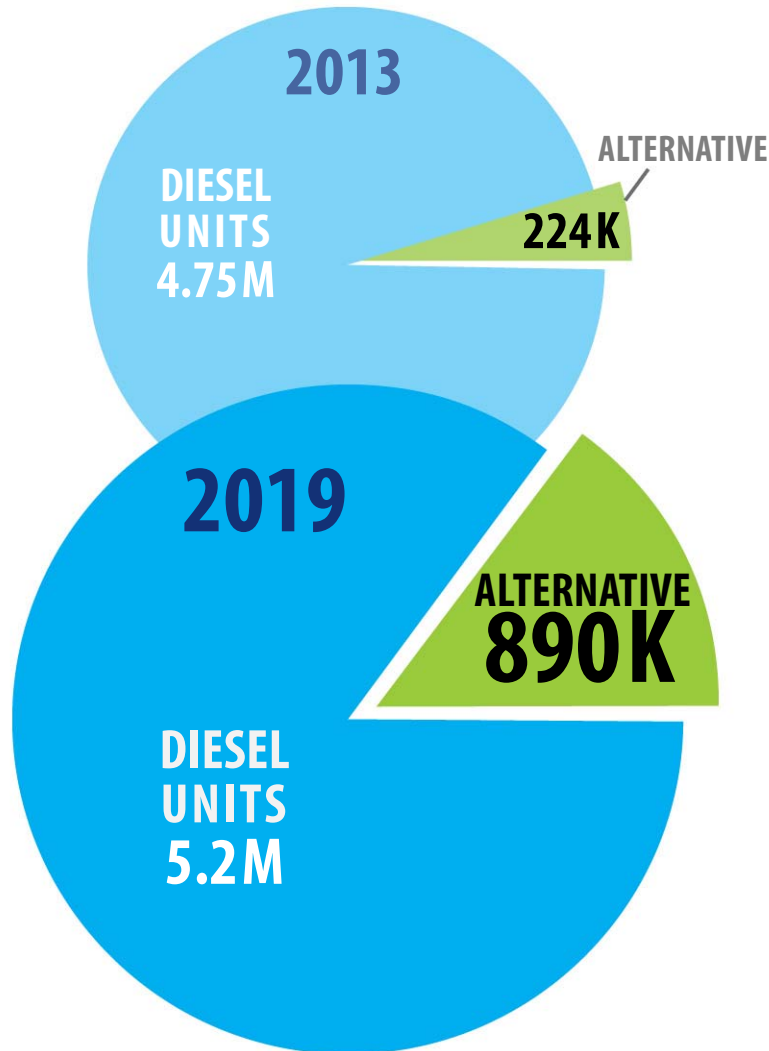
# THE PURE-PLAY ALTERNATIVE-FUEL OPPORTUNITY

PSI has become the largest alternative fuel engine supplier in the world, with clean-running products powered by natural gas, propane, flare and wellhead gas, and biofuels.



POWERING A GREENER FUTURE

## GLOBAL INDUSTRIAL ENGINE MARKET 2013 & 2019



Sources: Power Systems Research (total global engine market above 1-liter);  
PSI adjustment for forecasted 15% shift to alternative fuels by 2019.

# WHAT DRIVES PSI'S GROWTH?

## A GLOBAL SHIFT TO ALTERNATIVE FUELS



ECONOMICS



REGULATION



ENVIRONMENT



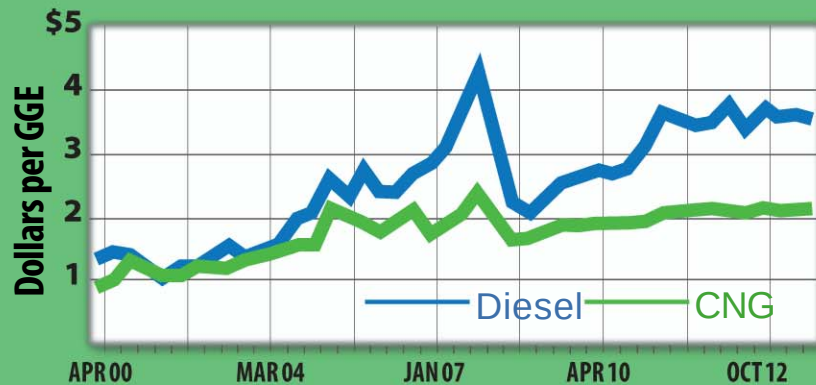


# PSI INDUSTRIAL MARKET



# TRENDING TOWARD ALTERNATIVE FUELS

## RIISING DIESEL FUEL COSTS



Source: Clean Cities Alternative Fuel Price Reports.  
Fuel volumes measured in gasoline-gallon equivalents (GGEs).

**INCREASING  
PRODUCTION**  
**INCREASING  
REGULATION**

**2013 FLARE GAS RULES**



**UP TO 100% MORE COSTLY**  
**UP TO 35% LARGER SYSTEM**

**COST OF EMISSION COMPLIANCE**

The image shows two engine components side-by-side. The one on the left is labeled 'EPA Tier 3' and the one on the right is labeled 'EPA Tier 4'. The EPA Tier 4 engine is visibly larger and more complex, with a larger exhaust system and more components, illustrating the 'LARGER SYSTEM' mentioned in the text. A speech bubble points to the EPA Tier 4 engine, stating 'UP TO 100% MORE COSTLY' and 'UP TO 35% LARGER SYSTEM'.

## NATIONAL ENERGY GOALS

"America is closer to energy independence than we've been in decades. One of the reasons is natural gas ... it's the bridge fuel that can power our economy with less of the carbon pollution that causes climate change."

— President Obama, State of the Union, 2014



# OIL & GAS MARKET

**65 %** U.S. ENERGY PROJECTION

**560 K** OIL WELLS

**482 K** NATURAL GAS WELLS



## "FREE" NATURAL GAS VS. DIESEL

**\$14B**

INDUSTRY-WIDE  
DIESEL FUEL  
COST PER YR  
(estimated)



DIESEL  
\$5/GAL

NG

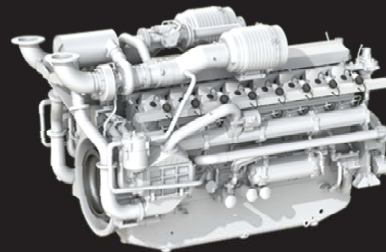
## FLARE GAS REGULATION

**290 K** WELLS FLARE OR VENT NOW

**JAN'15** EPA RULES GO INTO EFFECT



# PSI STRATEGY

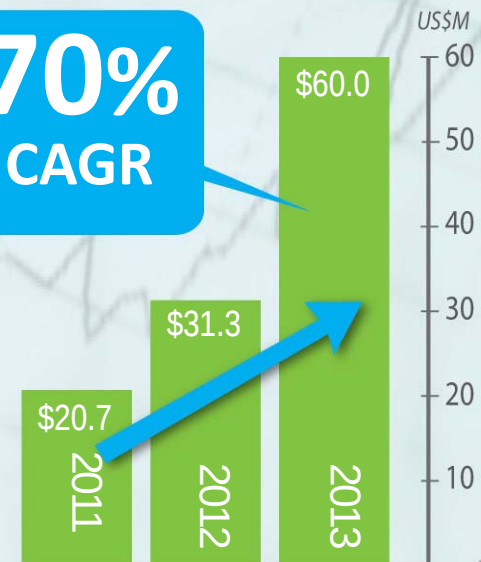


- Product Extension to 61-Liter/1.2 MW
- Flare/Wellhead Gas Fueling Strategy
- Perkins Caterpillar 4000 Series Centre of Excellence
- Professional Power Products, Inc. (PPPI) Acquisition

# PSI GROWTH

## OIL & GAS SALES GROWTH

**70% CAGR**



# PROFESSIONAL POWER PRODUCTS ACQUISITION

Leading designer & manufacturer of large, custom-engineered power generation systems enables PSI to enter very large generator market

- Serves global diesel & natural gas markets up to 10mW
- Recent surge in natural gas quotes  
Global footprint with a focus on emerging markets
- Leverage supply chain (\$1M cost reduction)
- Leverage OEM customer bases of GE, CAT, Cummins, and Perkins Network





# FORKLIFT MARKET

## THE AMERICAS

**220,000** UNITS  
PER YR

## ASIA

**364,000** UNITS  
PER YR

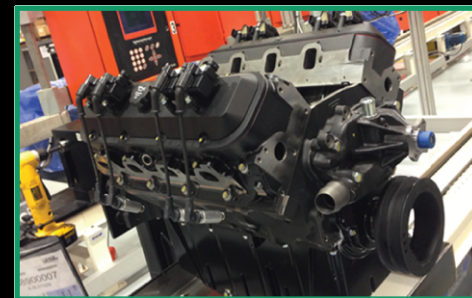
Sources: Industrial Truck Association (ITA); Vertical Edge Ltd, *Global and China Forklift Industry*,  
Construction and Equipment Industry in China reports.

# PSI STRATEGY

## NEW FORKLIFT ENGINES



## ADVANCED MANUFACTURING



## NEW FACILITY IN DALIAN, CHINA



# PSI ON-HIGHWAY MARKET





# ON-HIGHWAY SHIFT TO ALTERNATIVE-FUEL FLEETS

## FedEx CEO: Truck Fleets to Shift to Natural Gas From Diesel

*Wall Street Journal*  
March 8, 2013

"UPS set a new alternative fuel goal. By 2017, we will reach one billion miles driven by alternative fuel/advanced technology vehicles – more than double the previous 400 million mile goal."

— David Abney, UPS Chief Operating Officer

"Coca-Cola is committed to investing in alternative fuel vehicles and innovative fleet technologies."

— Steven Saltzgiver, Director of Fleet Operations, Coca-Cola Refreshments

## Port of L.A. Launches Alt-Fuel Truck Incentive Program

*Government Fleet*

"In 2012, natural gas vehicles will represent 80 percent of our annual new truck purchases and continue for the next five years."

— Eric Woods, VP of Fleet & Logistics, Waste Management

## AT&T ORDERS 1,200 CNG VANS

*AutoblogGreen*

"The alternative-fuel space is dynamic and we're positioning our green fleet to grow and evolve along with technological advancements."

— Brian Heldebrandt, Verizon Fleet Strategy Program Manager.

## NY GOV. LAUNCHES \$19 MILLION TRUCK VOUCHER INCENTIVE PROGRAM

*Environmental Leader*  
Posted Aug 13, 2013



## CITY BUSES



## WORK TRUCKS



DFM



FOTON

**JAC**  
MOTORS

## REFUSE TRUCKS

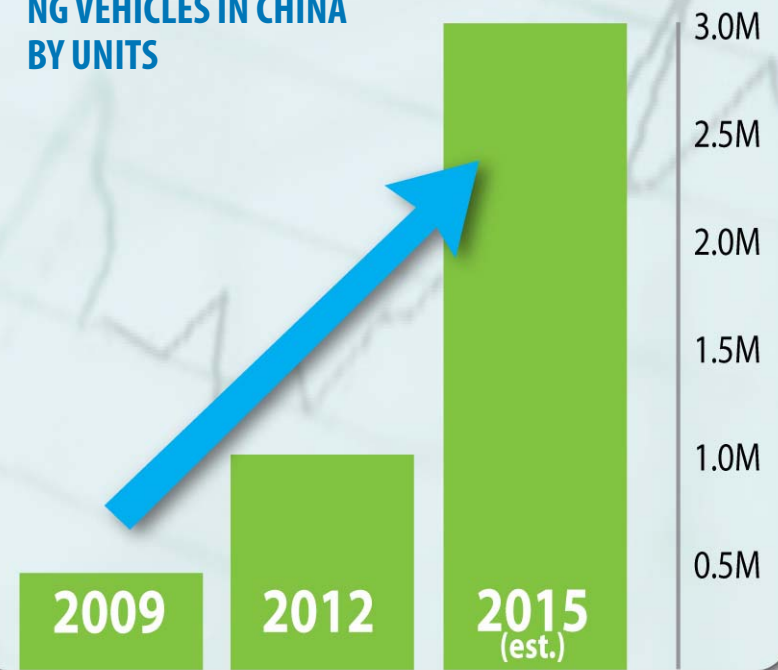


YDTEX

**ZOOMLION**

# NATURAL GAS VEHICLE MARKET IN CHINA

NG VEHICLES IN CHINA  
BY UNITS



Sources: International Association for Natural Gas Vehicles; ClimateWire

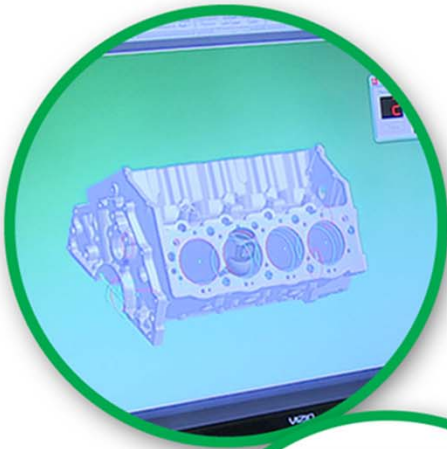




# FROM DESIGN TO REAL-WORLD APPLICATION

Complete drop-in power solutions

DESIGN &  
ENGINEERING



ENGINE  
MANUFACTURING

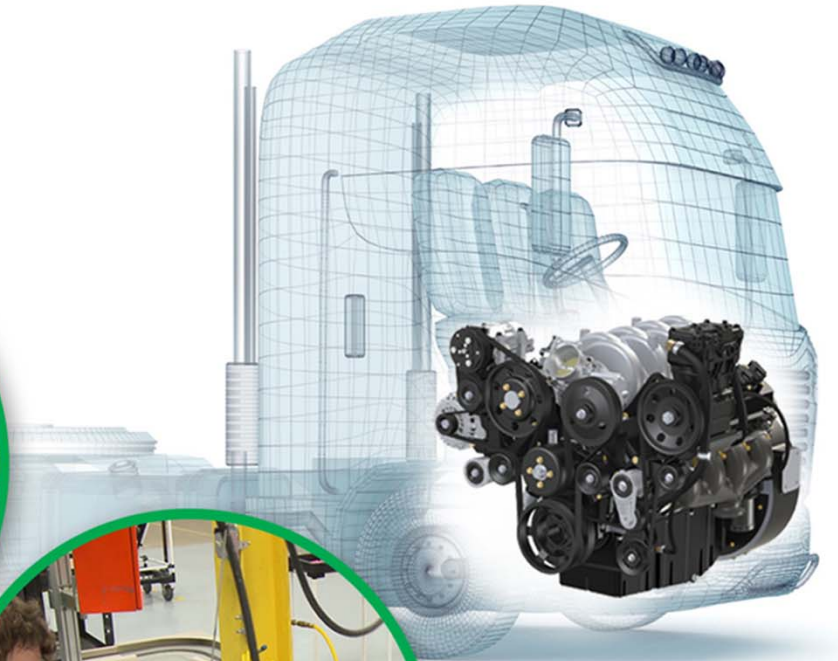


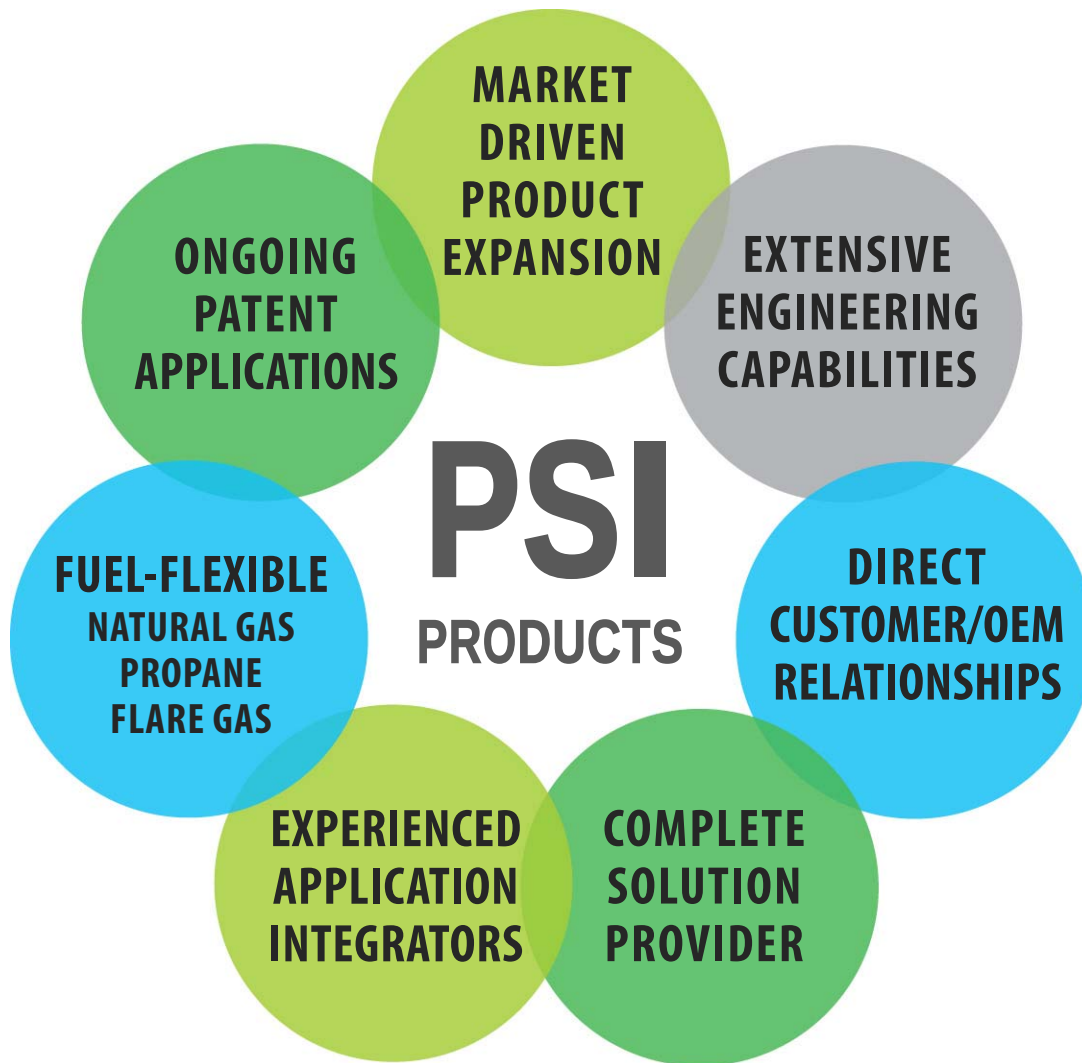
MACHINING

ENGINE  
DRESS



APPLICATION  
INTEGRATION





# WHAT POWERS PSI'S GROWTH?



**POWER SOLUTIONS  
INTERNATIONAL**

# FINANCIALS





# PSI FINANCIAL SUMMARY

Strong revenue and profit growth during 2013

| USD \$'000's<br>Except per Share Amount | 2010      | 2011      | 2012      | 2013       |
|-----------------------------------------|-----------|-----------|-----------|------------|
| <b>Sales</b>                            | \$100,521 | \$154,969 | \$202,342 | \$237,842  |
| <b>Operating Income</b>                 | \$4,066   | \$9,805   | \$12,316  | \$14,967   |
| <b>Net Income/Loss</b>                  | \$1,569   | \$4,061   | \$6,702   | (\$18,760) |
| <b>Adjusted Net Income</b>              | \$1,569   | \$4,443   | \$7,455   | \$9,433    |
| <b>Adjusted EPS</b>                     | \$0.19    | \$0.48    | \$0.81    | \$0.92     |



# PSI FINANCIAL SUMMARY

## Operating Income



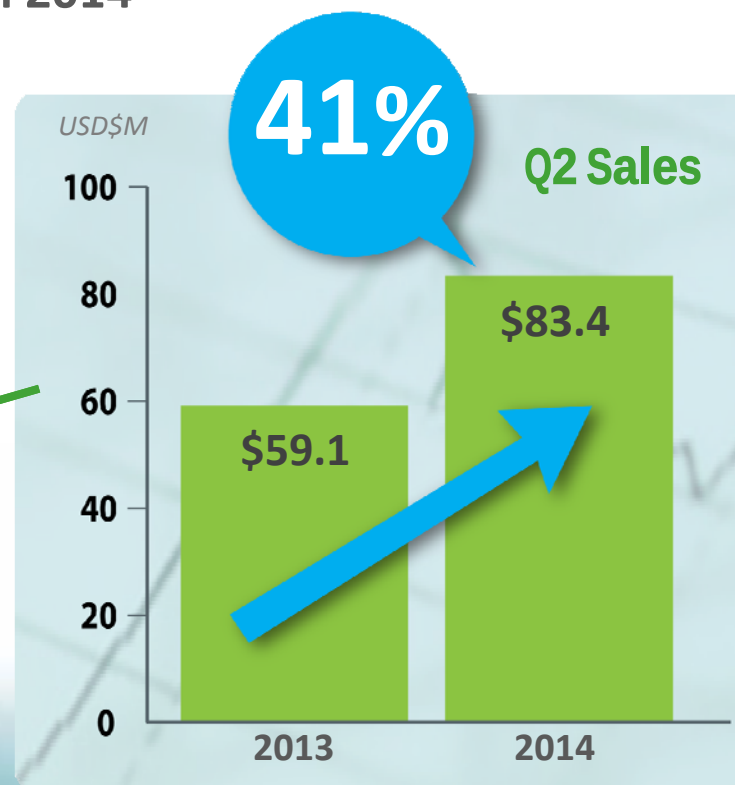
## Adjusted Net Income



# PSI FINANCIAL SUMMARY

Second Quarter update: Continued growth in 2014

| USD \$000's<br>Except per Share Amount | Q2 2014  | Q2 2013    |
|----------------------------------------|----------|------------|
| <b>Sales</b>                           | \$83,378 | \$59,138   |
| <b>Operating Income</b>                | \$ 5,893 | \$ 3,840   |
| <b>Net Income (Loss)</b>               | \$ 4,438 | (\$ 2,100) |
| <b>Adjusted Net Income</b>             | \$ 3,439 | \$ 2,269   |
| <b>Adjusted EPS</b>                    | \$ 0.31  | \$ 0.23    |





# BALANCE SHEET & OTHER INFORMATION

## BALANCE SHEET as of June 30, 2014

|                      |           |
|----------------------|-----------|
| Cash                 | \$ 5.7M   |
| Total Assets         | \$217.2M  |
| Line of Credit       | \$ 73.3M  |
| Total Liabilities    | \$ 148.4M |
| Shareholders' Equity | \$ 68.8M  |

## CASH FLOW DATA Projected 2014

|                             |         |
|-----------------------------|---------|
| Depreciation & Amortization | \$4.4 M |
| Capital Expenditures        | \$6.8M  |

## SHARES OUTSTANDING as of June 30, 2014

|                           |              |
|---------------------------|--------------|
| Common Shares             | 10.7M        |
| Other Dilutive Securities | <u>0.5 M</u> |
| Fully-Diluted Shares      | 11.2 M       |



# RECONCILIATION OF NET INCOME & EPS

| Fiscal Year Ended                                                   |            |         | Three Months Ended Jun. 30 |           |
|---------------------------------------------------------------------|------------|---------|----------------------------|-----------|
| <i>(Dollar amounts in thousands, except per share amounts)</i>      | 2013       | 2012    | 2014                       | 2013      |
| Reconciliation of net income (loss) to adjusted net income:         |            |         |                            |           |
| Net Income (Loss)                                                   | (\$18,760) | \$6,702 | \$4,438                    | (\$2,100) |
| Non-cash (income) expense from warrant revaluation                  | 28,031     | 448     | (99)                       | 4,207     |
| Non-Cash (income) expense from contingent consideration revaluation | -          | -       | (900)                      | -         |
| Facility consolidation and debt extinguishment costs                | 162        | 305     | -                          | 162       |
| Adjusted net income                                                 | \$9,433    | \$7,455 | \$3,439                    | \$2,269   |
| Reconciliation of diluted EPS to adjusted diluted EPS:              |            |         |                            |           |
| Earnings (loss) per diluted common share                            | (\$1.92)   | \$0.74  | \$0.39                     | (\$0.23)  |
| Non-cash (income) expense from warrant revaluation                  | 2.82       | 0.04    | -                          | 0.44      |
| Non-Cash (income) expense from contingent consideration revaluation | -          | -       | (0.08)                     | -         |
| Facility consolidation and debt extinguishment costs                | 0.02       | 0.03    | -                          | 0.02      |
| Adjusted earnings per diluted common share                          | \$0.92     | \$0.81  | \$0.31                     | \$0.23    |

The Company believes supplementing its consolidated financial statements presented in accordance with GAAP with non-GAAP measures provides investors with useful information regarding the Company's short-term and long-term trends. Adjusted net income is derived from GAAP results by excluding the non-cash impact related to the change in the estimated fair value of the liability associated with the warrants issued in the Company's April 2011 private placement. The Company excludes this non-operating, non-cash impact, as the Company believes it is not indicative of its core operating results or future performance. The warrant revaluation results from facts and circumstances that fluctuate in impact and is excluded by management in its forecast and evaluation of the Company's operational performance. Adjusted earnings per diluted common share is also derived from GAAP results by excluding the non-cash impact, even when antidilutive, related to the change in the estimated fair value of the liability associated with the warrants. Adjusted net income and adjusted earnings per diluted common share also include adjustments to remove the non-cash impact related to the change in the estimated fair value of the contingent consideration recorded in connection with the acquisition of Professional Power Products, Inc., debt extinguishment costs and costs incurred in connection with the Company's relocation of production, warehousing and administrative offices into new facilities. The Company believes these costs similar to the warrant related expense, are not indicative of the Company's core operating results or future performance. These cost are excluded by management in its forecast and evaluation of the Company's operational performance.

Adjusted net income, adjusted earnings per diluted common share and other non-GAAP financial measures used and presented by the Company may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. Investors should consider non-GAAP measures in addition to, and not as a substitute for, or as superior to, financial performance measures prepared in accordance with GAAP.

