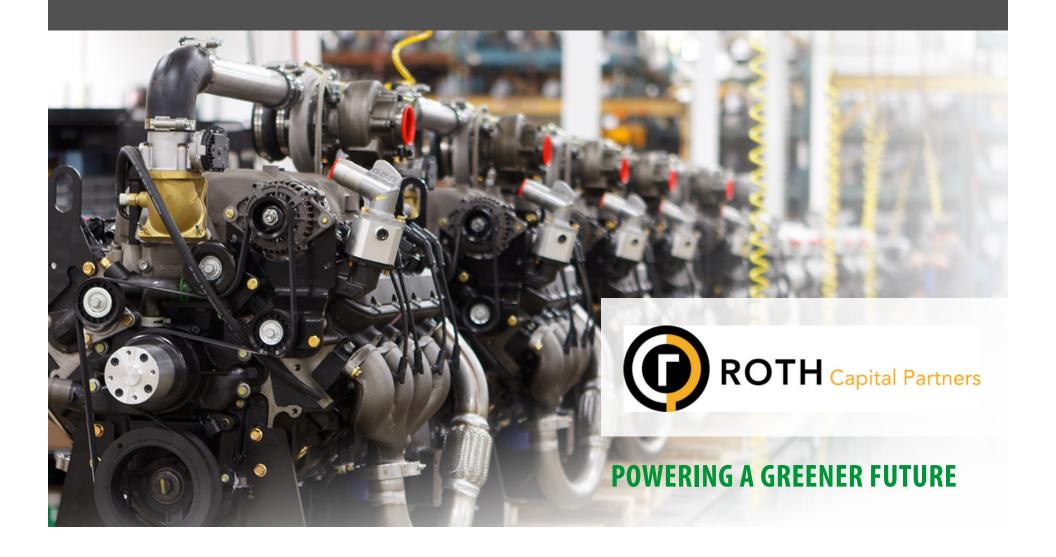


# INVESTOR PRESENTATION

**MARCH 2014** 



## **CAUTIONARY NOTES**

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This presentation (including any oral statements transmitted to the recipients of this presentation) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding PSI's current expectations about its future operating results, prospects and opportunities. PSI has tried to identify these forward looking statements by using words such as "expect," "anticipate," "estimate," "plan," "will," "would," "should," "believe" or similar expressions, but these words are not the exclusive means for identifying such statements. PSI cautions that a number of risks, uncertainties and other important factors could cause PSI's actual results, prospects and opportunities to differ materially from those expressed in, or implied by, the forward-looking statements, including, without limitation, the development of the market for alternative-fuel systems, technological and other risks relating to PSI's development of its new 8.8 liter engine, introduction of other new products and entry into on-road markets (including the risk that these initiatives may not be successful), changes in environmental and regulatory policies, significant competition, PSI's dependence on key suppliers and general economic conditions. For a detailed discussion of factors that could affect PSI's future operating results, prospects and opportunities, please see PSI's Form 10-K for the year ended December 31, 2013, as filed with the SEC, and PSI's other SEC filings, including the disclosures under "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the SEC filings. You should not place undue reliance on any forward-looking statements. Except as expressly required by the federal securities laws, PSI undertakes no obligation to update or revise any forwardlooking statements, whether as a result of new information, changed circumstances or future events or for any other reason.

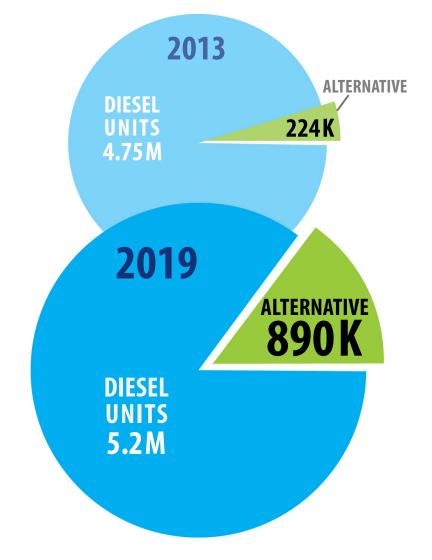


# THE PURE-PLAY ALTERNATIVE-FUEL OPPORTUNITY

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.



#### **GLOBAL INDUSTRIAL ENGINE MARKET 2013 & 2019**



# WHAT DRIVES PSI'S GROWTH? A GLOBAL SHIFT TO ALTERNATIVE FUELS









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

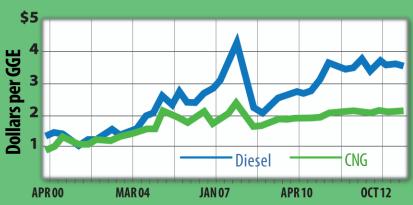
# **PSI INDUSTRIAL MARKET**





## TRENDING TOWARD ALTERNATIVE FUELS

### RISING 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** 



### **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 PSI STRATEGY

65% U.S. ENERGY PROJECTION 560 K WELLS 482 K NATURAL GAS WELLS



"FREE" NATURAL GAS VS. DIESEL



**FLARE GAS REGULATION** 290 K WELLS FLARE OR VENT NOW JAN'15 EPA RULES GO INTO EFFECT





- Product Extension to 61-Liter/1.2 MW
- Flare/Wellhead Gas **Fueling Strategy**
- Perkins Caterpillar 4000 Series **Centre of Excellence**

### **PSI GROWTH**









Waukesha

## **FORKLIFT MARKET**

THE AMERICAS

220,000 UNITS
PER YR

ASIA
364,000 UNITS
PERYR

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

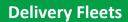


NEW FACILITY IN DALIAN, CHINA





# **PSI ON-HIGHWAY MARKET**





#### **Vocational Trucks**



#### **Recreational Vehicles**



#### **School Buses**













#### Chassis



**Long Haul** 



CLASS 3 190,000

UNITS

CLASS 4-7 130,000 UNITS CLASS 8 170,000

UNITS





**Transit Buses** 



**Heavy-Duty Construction** 





### **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."

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

 Steven Saltzgiver, Director of Fleet Operations, Coca-Cola Refreshments — David Abney, UPS Chief Operating Officer

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 YUTONG HIGER KING LONG

# MARKET IN CHINA



# REFUSE TRUCKS







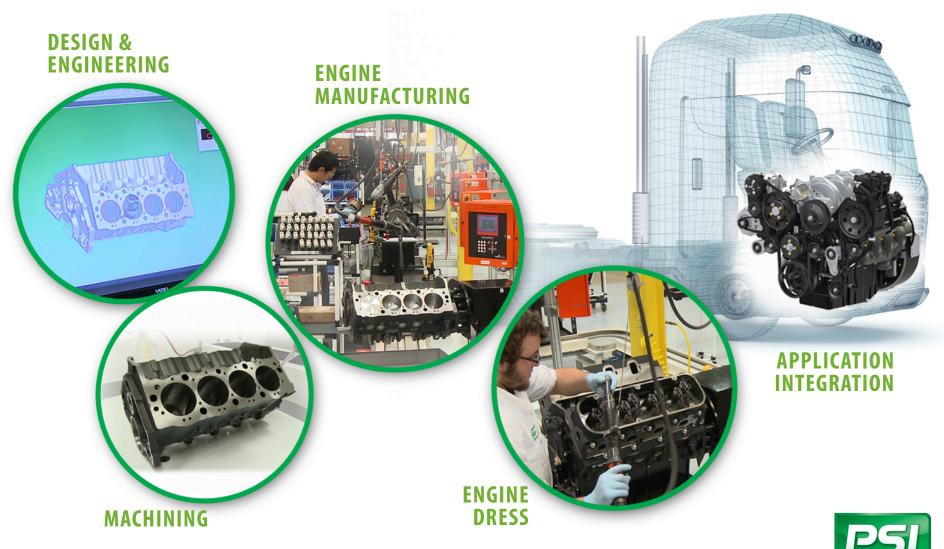
**NATURAL GAS VEHICLE** 

Sources: International Association for Natural Gas Vehicles; ClimateWire



# FROM DESIGN TO REAL-WORLD APPLICATION

**Complete drop-in power solutions** 



ONGOING PATENT APPLICATIONS MARKET DRIVEN PRODUCT EXPANSION

EXTENSIVE ENGINEERING CAPABILITIES

FUEL-FLEXIBLE
NATURAL GAS
PROPANE
FLARE GAS

PSI PRODUCTS

DIRECT CUSTOMER/OEM RELATIONSHIPS

EXPERIENCED APPLICATION INTEGRATORS

COMPLETE SOLUTION PROVIDER

# WHAT POWERS PSI'S GROWTH?



# FINANCIALS



# **PSI FINANCIAL SUMMARY**

**Strong revenue and profit growth during 2013** 

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





# **PSI FINANCIAL SUMMARY**

Fourth Quarter update: Continuing growth in 2013

USD \$000's Except per Share Amount	Q4 2013		
Sales	\$61,500		
Operating Income	\$ 3,925		
Net Loss	(\$ 3,752)		
Adjusted Net Income	\$ 2,621		
Adjusted EPS	\$ 0.24		





# **PSI FINANCIAL SUMMARY**







# **BALANCE SHEET & OTHER INFORMATION**

BALANCE SHEET as of December 31, 2013		
Cash	\$ 6.3M	
Total Assets	\$126.6 M	
Line of Credit	\$ 17.9M	
Total Liabilities	\$ 76.2 M	
Shareholders' Equity	\$ 50.4 M	

CASH FLOW DATA as	of December 31, 2013	
Depreciation & Amortization	\$1.6 M	
Capital Expenditures	\$6.0 M	
SHARES OF ITSTANDING	as of December 21, 2012	

SHARES OUTSTANDING	as of December 31, 2013
Common Shares	10.5 M
Other Dilutive Securities	<u>0.5 M</u>
Fully-Diluted Shares	11.0 M



# RECONCILIATION OF NET INCOME & EPS

Fiscal Year Ended			Three Months Ended Dec. 31	
(Dollar amounts in thousands, except per share amounts)	2013	2012	2013	2012
Reconciliation of net income (loss) to adjusted net income:				
Net Income (Loss)	(\$18,760)	\$6,702	(\$3,752)	\$ 745
Non-cash expense (income) from warrant revaluation	28,031	448	6,373	1,104
Facility consolidation and debt extinguishment costs	162	305	-	124
Adjusted net income	\$9,433	\$7,455	\$2,621	\$1,973
Reconciliation of diluted EPS to adjusted diluted EPS:				
Diluted earnings (loss) per common share	(\$1.92)	\$0.74	(\$0.36)	\$0.08
Non-cash expense (income) from warrant revaluation	2.82	0.04	0.60	0.12
Facility consolidation and debt extinguishment costs	0.02	0.03	-	0.01
Adjusted diluted earnings per common share	\$0.92	\$0.81	\$0.24	\$0.21

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 and adjusted diluted earnings per common share are 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 net income and adjusted diluted earnings per common share also include adjustments for debt extinguishment costs and costs incurred in connection with the Company's relocation of production, warehousing and administrative offices into new facilities. The Company includes adjustments for these costs because the Company believes that they, similar to the warrants, are not indicative of the Company's core operating results or future performance and are excluded by management in its forecast and evaluation of the Company's operational performance.

Adjusted net income, adjusted diluted earnings per 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.

