



**POWER SOLUTIONS
INTERNATIONAL**

INVESTOR PRESENTATION

JUNE 2015

POWERING A GREENER FUTURE

CAUTIONARY NOTES

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LEADING GLOBAL ALTERNATIVE-FUEL ENGINE COMPANY

Largest worldwide manufacturer of natural gas, propane,
gasoline and other alternative-fueled engines



**POWER
GENERATION**



**MATERIAL
HANDLING**



**TRUCK
& BUS**



**OIL
& GAS**



EVOLVING CLEAN TECHNOLOGIES FOR THE ALTERNATIVE-FUEL FUTURE

Powering industrial and on-highway applications



Innovative Technologies

PSI Proprietary On-Highway
Engine Controls
Partnered with Delphi

Certified, Low-Emission Solutions
(EPA, CARB Certifications)

Fuel-Flexible Systems: Natural Gas,
Propane, Gasoline

Ongoing Patent Applications



Leading Talent

Advanced Engineering
Disciplines

Industry-Leading Application
Knowledge

Strategic Partnerships & JV

Highly Skilled Manufacturing

750+ Employees



Advanced Facilities

Dedicated R & D
& Engineering Facility

Automotive Grade High-Volume
Production Lines

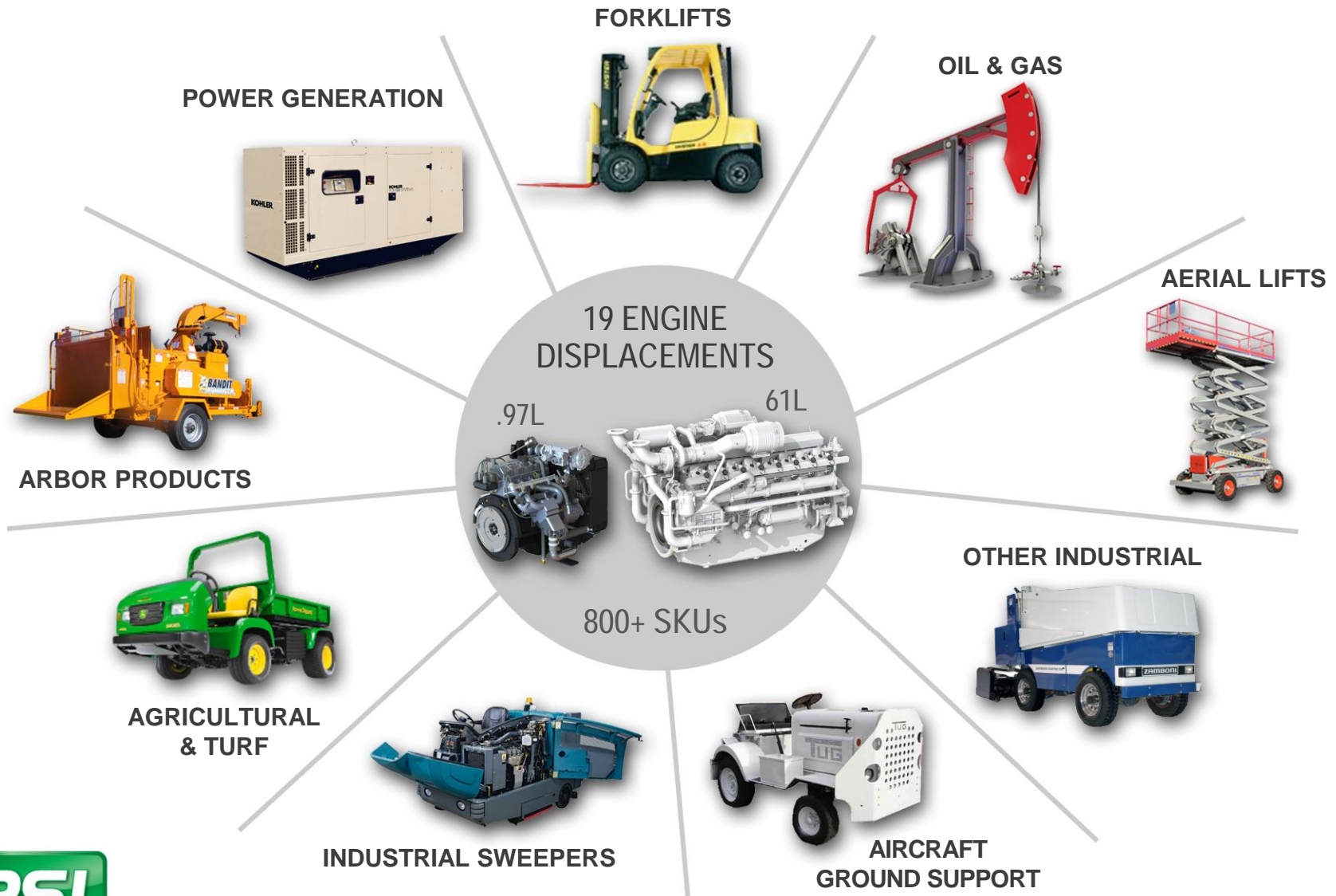
State-of-the-Art Machining Center

Advanced Testing Laboratory

Expanded Asian & Korean Facilities

Over 800,000 SQFT

PSI INDUSTRIAL



INDUSTRIAL MARKETS

A global shift to alternative fuels



POWER GENERATION

Genset Total Revenue: \$198B (2018)
Installations to Reach 82 GW/Year by 2018



FORKLIFTS

Americas Market: 242,000 Units/Year
Asian Market: 394,000 Units/Year



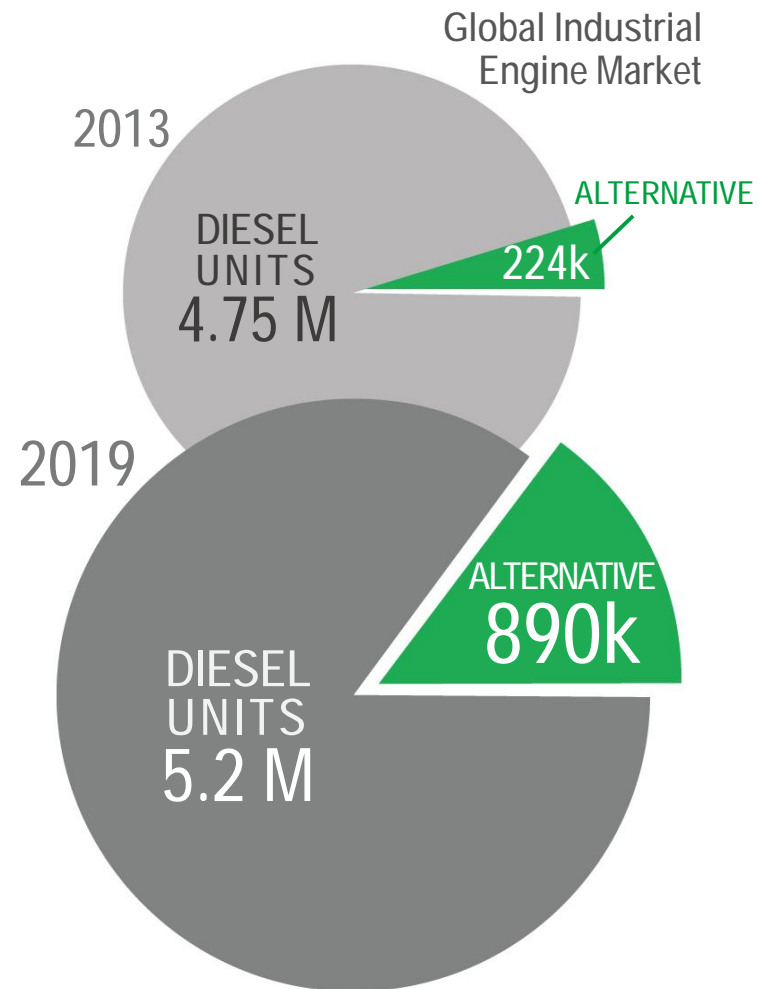
OIL & GAS

1 Million US Wells in Production
95% Still Diesel-Powered



OTHER INDUSTRIALS

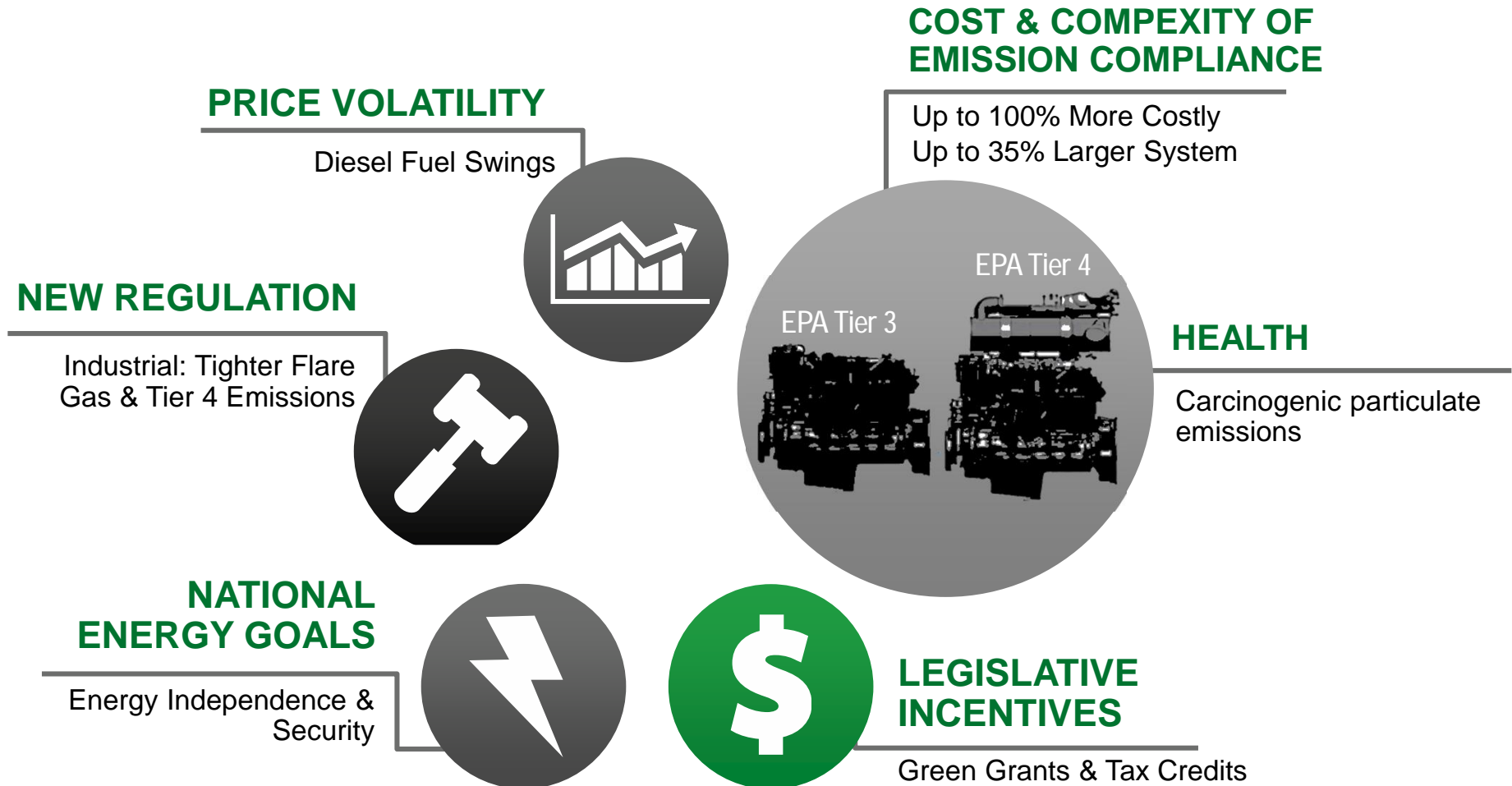
Over 20 Niche Market Opportunities



Sources: Power Systems Research; PSI adjustment for forecasted 15% shift to alternative fuels by 2019.

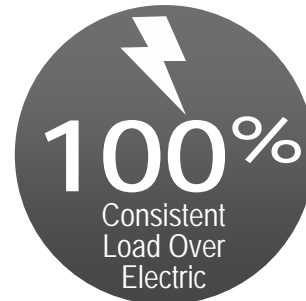
INDUSTRIAL **MARKET DRIVERS**

Powering the adoption of diesel alternatives

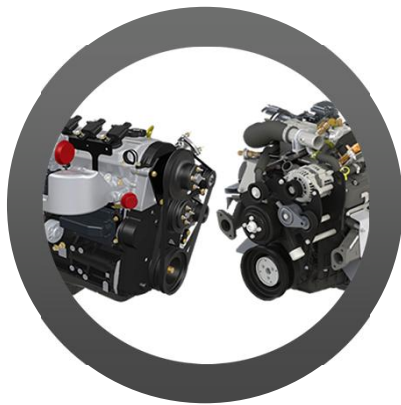


FORKLIFT STRATEGY

MARKET DRIVERS



PSI STRATEGY



New 2.0L, 2.4L & 4.3 Engines
Cover 80% Forklift Market
1.5-Ton – 8-Ton



High-Volume Manufacturing
Capability to Cover
100% Market Demand



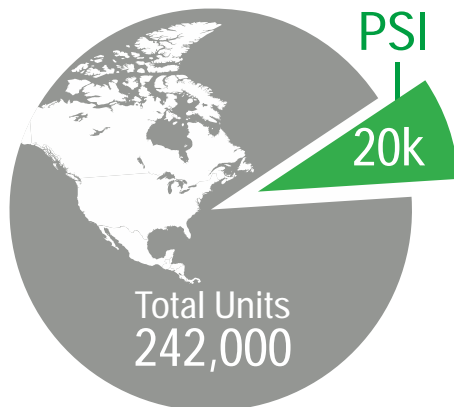
USA, China & Korea
Facilities



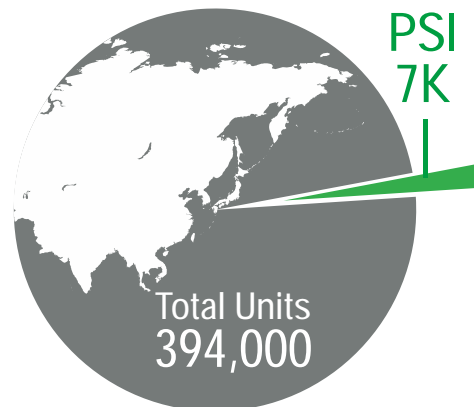
FORKLIFT MARKET & GROWTH

2014

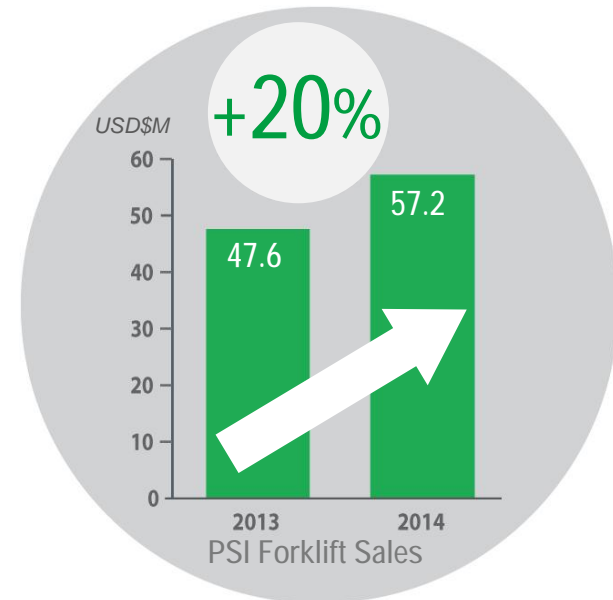
AMERICAS



ASIA



Global forklift market forecast growth: +8% CAGR



PSI GROWTH

20% Growth

2014 Sales: \$57.2M



Source: Power Systems Research, ITA, WITS.

OIL & GAS MARKET OPPORTUNITIES

TIGHTENING REGULATIONS

Flare Gas & Diesel Emissions
Regulations Continue to
Tighten



ASIA & GLOBAL

Large Untapped
Opportunity
Still in Early Stage

Doosan-PSI JV
NDRC Natural Gas
Price Reform



EXPLORATION VS. PRODUCTION

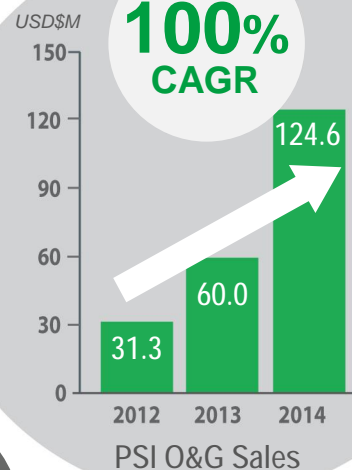
Exploration Down, But Large-Scale
Production Continues



1 MILLION

Total US Wells
in Production

95% Still Use
Diesel Generators



100% CAGR

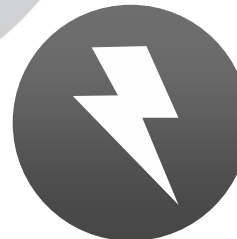
2014 Sales: \$124.6M

10,000 UNITS

PSI'S Lifetime US
Genset Sales for
Large Engines

70% Multi-Unit Rentals

MasterTrak data:
15 million operation hours



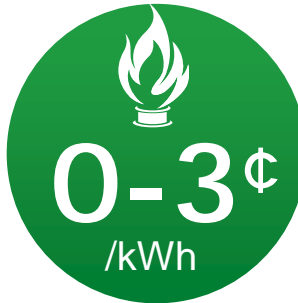
OIL & GAS STRATEGY



Diesel

35¢
/kWh

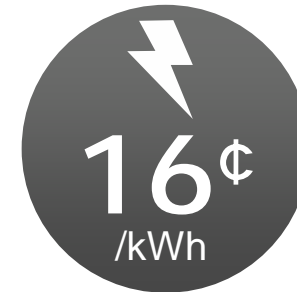
Price Volatility
Problems With
Trucking In Fuel



Flare/Well head*

0-3¢
/kWh

Gas Often Free
Guaranteed
Uptime



Utility

16¢
/kWh

\$100k/Mile
CAPEX to
Run Line
Down Time



Savings per well

\$350k
/year

Flare/Wellhead
Gas Vs. Diesel
\$14B Savings Industry-
Wide

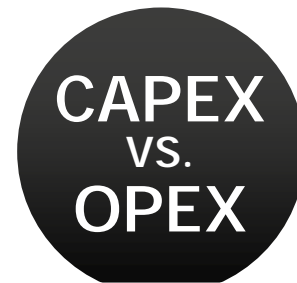


Strategy

Perkins 4000 Series
Product Extension

3PI Acquisition

Doosan PSI JV:
Global Market



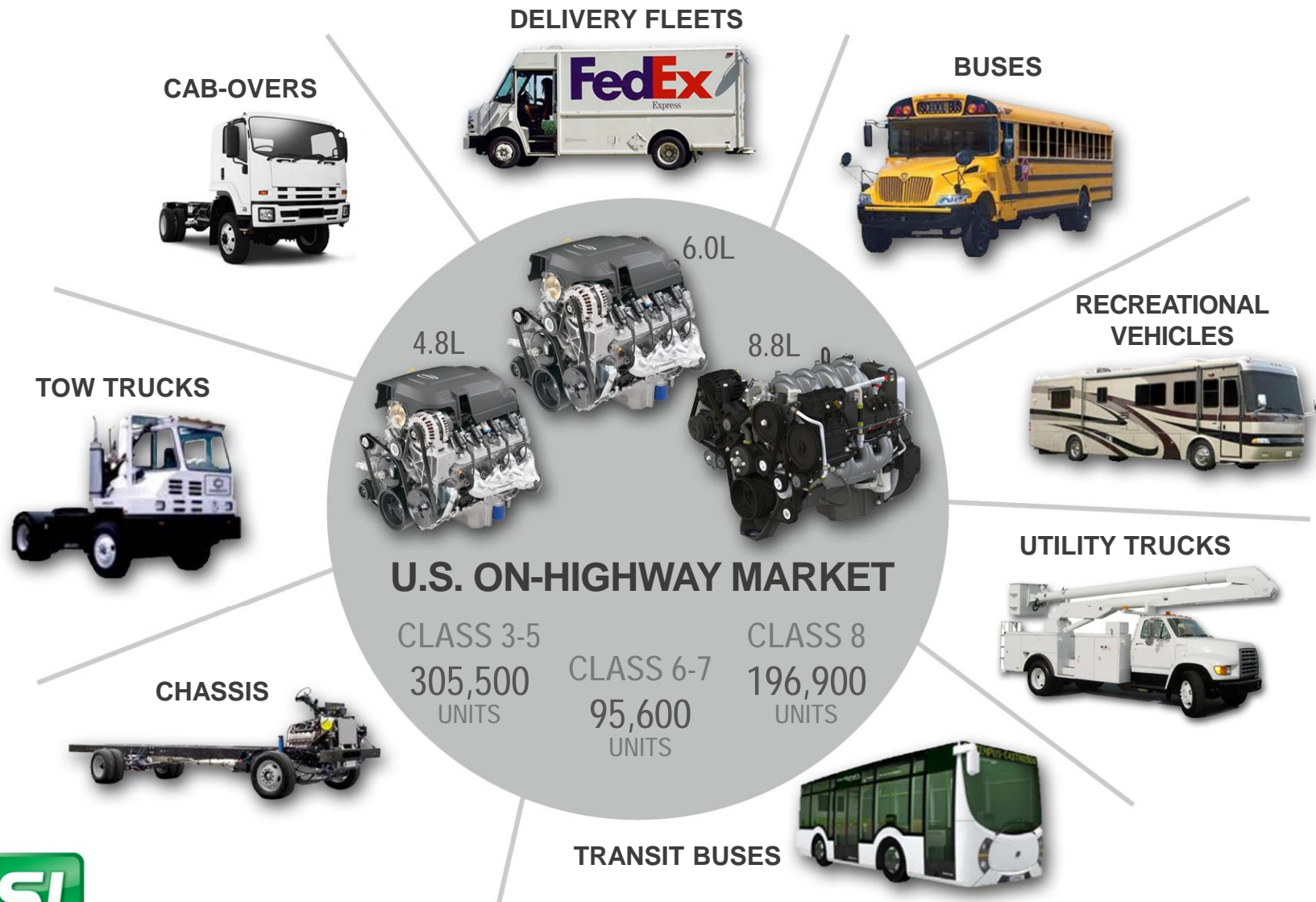
Rentals

70% Are
Multi-Use
Rentals



*3¢ number based on \$5 MCF royalty in some areas

PSI ON-HIGHWAY



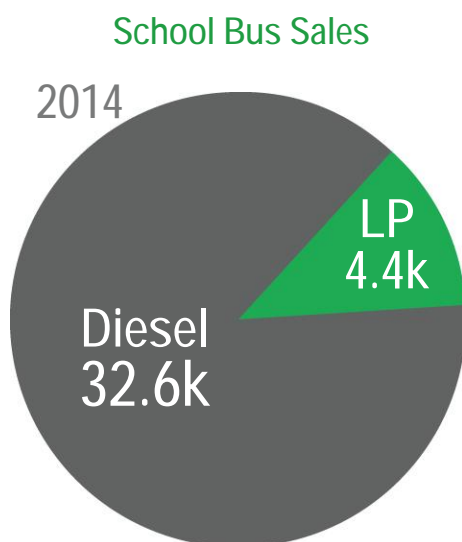
Source: Wards Communication.

ON-HIGHWAY MARKETS



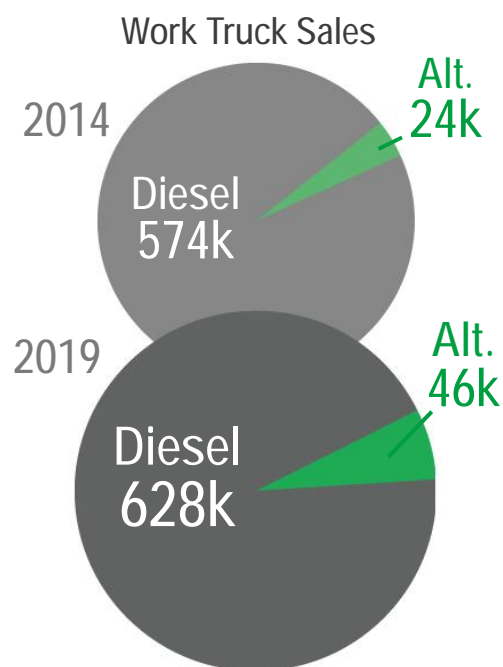
SCHOOL BUS

472,000 US Buses
2014 Sales: 37,000
12% LP-fueled



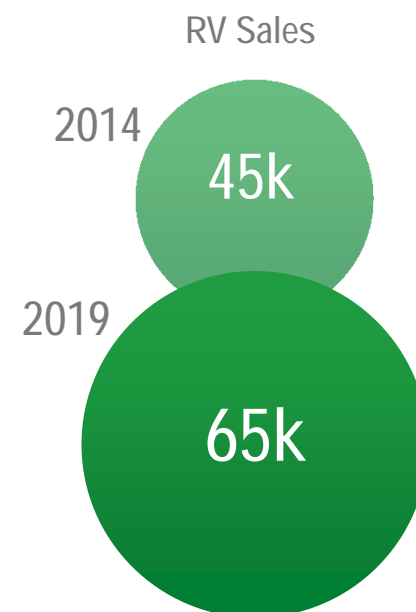
WORK TRUCK

2014 Sales: 598,000
2014 Alt-Fuel: 24,000
2019 Sales: 674,000
2019 Alt-Fuel: 46,000



RV

2014 Sales: 45,000
2019 Sales: 65,000
68% Gas-fueled
32% Diesel-fueled



ACQUISITIONS ACCELERATE ON-HIGHWAY GROWTH

Powertrain Integration



SCHOOL BUS

GM 8.0L

Thomas Built School Bus
S2G Medium Duty Truck



TRUCK

GM 6.0L

2014 = 6,000 Units Sold, 1,000 LP Units Sold to UPS



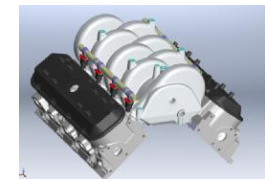
INDUSTRY EXPERIENCE

Bringing 10+ Years of Added On-Highway Experience and
Application Knowledge

Increased OEM Support and Technical Expertise



BI-PHASE FUEL INJECTION
SYSTEM ENABLES GASOLINE
ENGINES TO BE FUELED BY LP



- 70% of 4500 Schwan's Fleet Trucks are Fueled by Propane
- Patented Design
- Leak Free Multi-Port System
- EPA/CARB Certified for PSI 6.0L & 8.8L Engines



ISUZU



PSI PERFORMANCE

Meeting market demands with diesel-like power: low-RPM, high torque



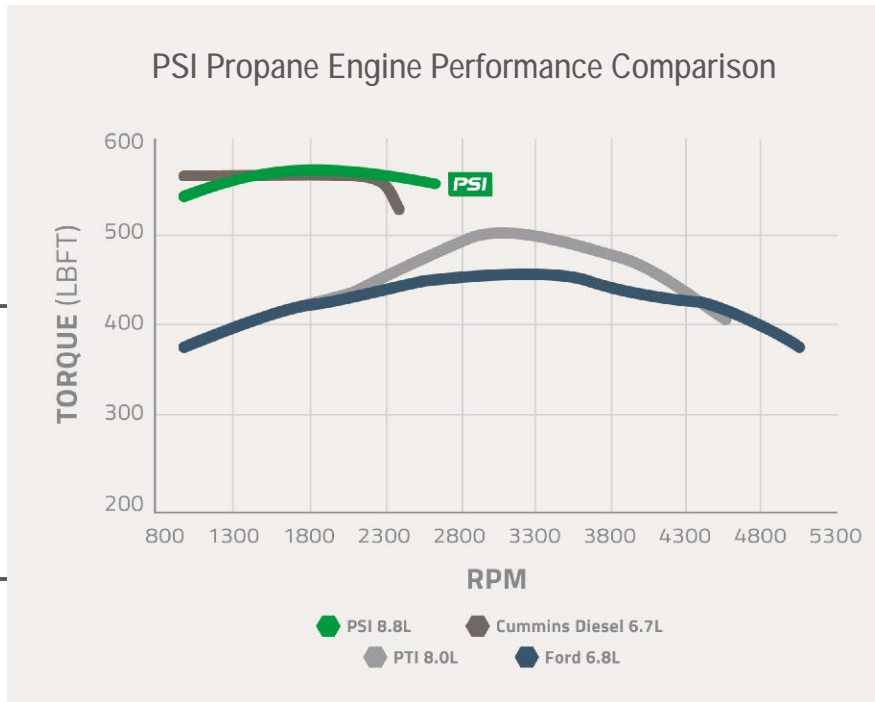
Regulation

2017 GHG/CAFE
Diesel 2010
50¢/Gallon Alt. Fuel Credit



Fuel Flexibility

Propane,
Natural Gas
& Gasoline
Wide Infrastructure



Lower Fuel Costs

Diesel Volatility



Lower Maintenance Costs

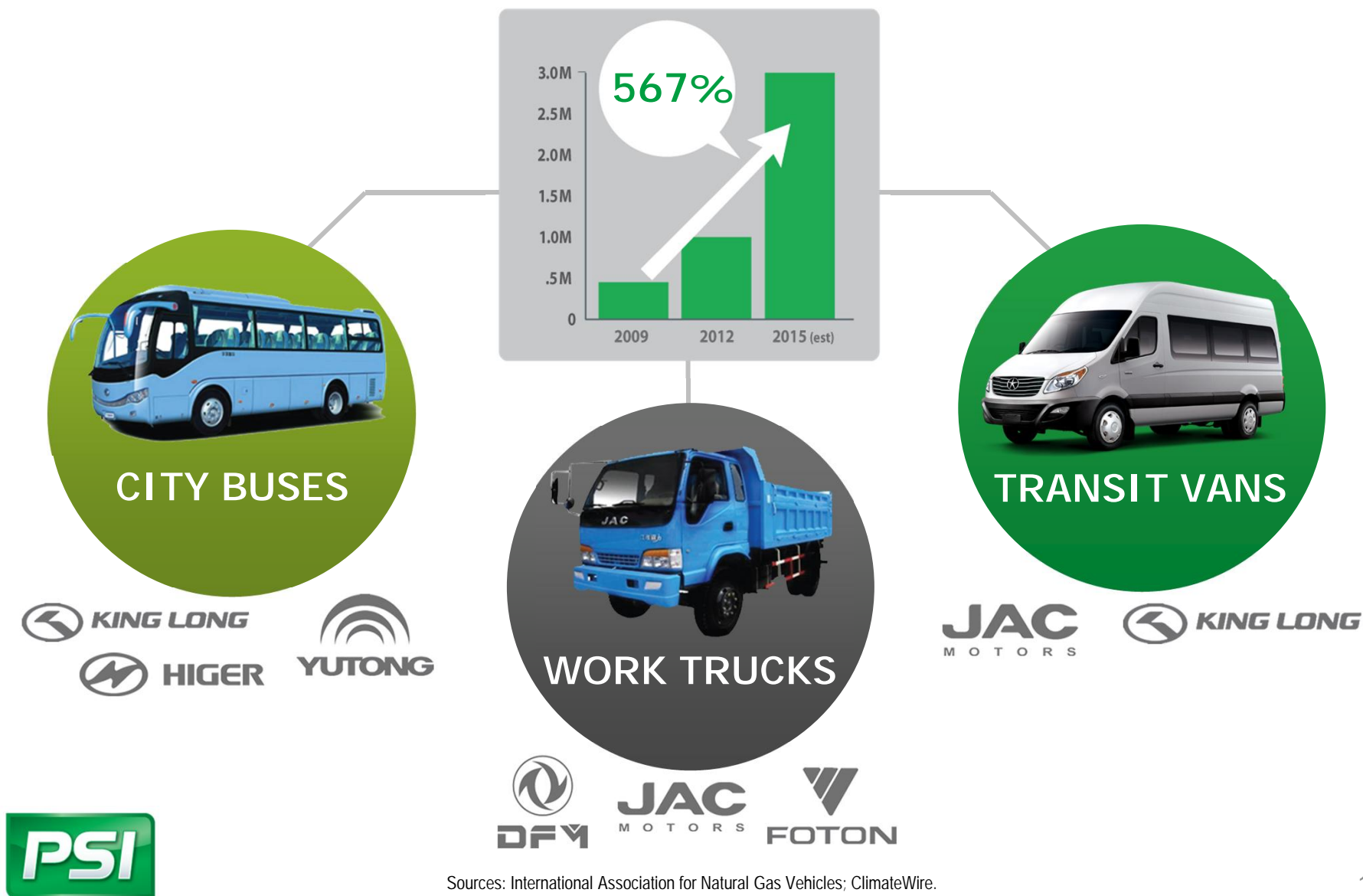
LP=11¢/mile
Diesel=.48¢/mile



Green Initiatives

Eliminate Diesel Carcinogens
Lower Tailpipe Emissions

NATURAL GAS VEHICLE MARKET IN CHINA



Sources: International Association for Natural Gas Vehicles; ClimateWire.

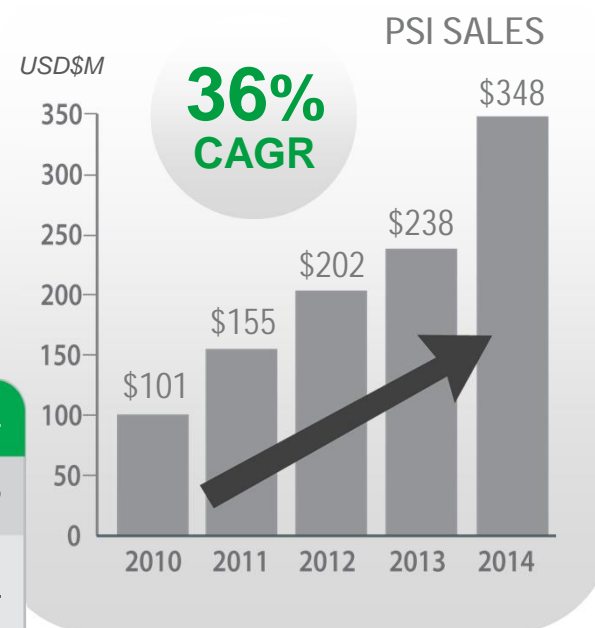
FINANCIALS



PSI FINANCIAL SUMMARY

Strong revenue and profit growth

<i>USD \$000' s</i> <i>Except per Share Amount</i>	2010	2011	2012	2013	2014
Net Sales	\$100,521	\$154,969	\$202,342	\$237,842	\$347,995
Operating Income	\$4,066	\$9,805	\$12,316	\$14,967	\$26,044
Net Income (Loss)	\$1,569	\$4,061	\$6,702	(\$18,760)	\$23,726
Adjusted Net Income	\$1,569	\$4,443	\$7,455	\$9,433	\$15,739
Adjusted EPS	\$0.19	\$0.48	\$0.81	\$0.92	\$1.41



PSI FINANCIAL SUMMARY

First quarter update: Continued growth in 2015

<i>USD \$000's Except per Share Amount</i>	Q1 2015	Q1 2014
Net Sales	\$86,139	\$66,735
Operating Income	\$ 4,070	\$ 3,521
Net (Loss) Income	(\$ 1,456)	\$ 2,374
Adjusted Net Income	\$ 2,278	\$ 2,628
Adjusted EPS	\$ 0.20	\$ 0.24



PSI FINANCIAL SUMMARY

Balance Sheet and Other Information

BALANCE SHEET as of March 31, 2015

Cash	\$ 10.2M
Total Assets	\$286.8 M
Line of Credit	\$ 102.4 M
Total Liabilities	\$197.2 M
Stockholders' Equity	\$ 89.6 M

CASH FLOW DATA Forecast 2015

Depreciation & Amortization	\$8.9 M
Capital Expenditures	\$12.0 M

SHARES OUTSTANDING as of March 31, 2015

Common Shares	10.7 M
Other Dilutive Securities	<u>0.4 M</u>
Fully-Diluted Shares	11.1 M



RECONCILIATION OF NET INCOME & EPS

Year Ended	Three Months Ended Mar. 31			
(Dollar amounts in thousands, except per share amounts)	2014	2013	2015	2014
Reconciliation of net income (loss) to adjusted net income:				
Net Income (Loss)	\$23,726	(\$18,760)	(\$1,456)	\$2,374
Non-cash (income) expense from warrant revaluation	(6,169)	28,031	3,614	(233)
Non-cash (income) expense from contingent consideration revaluation, net of tax	(2,305)	-	-	-
Transaction costs and debt extinguishment costs, net of tax	487	162	120	487
Adjusted net income	\$15,739	\$9,433	\$2,278	\$2,628
Reconciliation of diluted EPS to adjusted diluted EPS:				
Earnings (loss) per diluted common share	\$1.58	(\$1.92)	(\$0.13)	\$0.19
Non-cash (income) expense from warrant revaluation	-	2.82	0.32	-
Non-cash (income) expense from contingent consideration revaluation, net of tax	(0.22)	-	-	-
3PI transaction costs and debt extinguishment costs, net of tax	0.05	0.02	0.01	0.05
Adjusted earnings per diluted common share	\$1.41	\$0.92	\$0.20	\$0.24

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 for 2014 include an adjustment to remove the revaluation of the contingent consideration liability recorded in connection with the Company's acquisition of 3PI, which was completed on April 1, 2014. The Company believes that this non-cash item, similar to the warrant related impact on earnings, is not indicative of the Company's core operating results or future performance. These costs are excluded by management in its forecast and evaluation of the Company's operational performance. Adjusted net income and adjusted earnings per diluted common share also include an adjustment to remove transaction costs incurred in association with the Company's acquisition of Buck's Engines in the first quarter of 2015 and the transaction costs incurred in the first quarter of 2014 associated with the acquisition of 3PI, and related to the loss on debt extinguishment associated with a change in the Company's change to a new credit facility in 2013. The Company believes that these costs are not indicative of the Company's core operating results or future performance. These costs 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.



THANK YOU

