



**AXION International Holdings, Inc.**  
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## Company Overview

AXION International Holdings, Inc. (OTCQB: AXIH) creates innovative structural polymer solutions, engineering sustainable products and systems that provide long-term value, consistent performance, and reduced maintenance costs in comparison to conventional products. AXION's engineered products are proprietary, made from 100% recycled plastics and plastic composites. Because AXION's products are non-corrosive, impervious to moisture, do not leach chemicals, resist insects and rot, and are capable of sustaining heavy loads, they offer a viable solution where stress and environmental factors cause degradation and deterioration of legacy materials. AXION's products have been used to build the world's first recycled plastic railroad and vehicular bridges and have been used in military facilities, marinas, boardwalks, parks, mining, and oil pipeline infrastructure projects. Marketing and selling through its ECOTRAX® rail and STRUXURE® building products divisions, AXION recently announced the conversion of its Ohio-based facility to support the increase in demand for its engineered products, as well as the Company's manufacturing focus on higher-margin products. From Australia to New York, AXION delivers tested, proven, and superior green solutions for infrastructure needs around the world.

### Company Statistics

Ticker: OTCQB: AXIH

State of Incorporation: Colorado

Price (10/15/14): \$0.49

52 Week Range: \$0.44 - \$1.43

Avg. Volume (90 day): 41,865

Shares Outstanding: 69.05 M

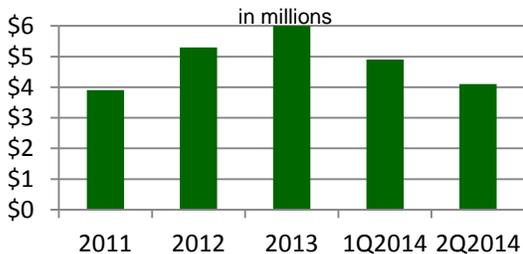
Market Cap: \$33.83 M

Price/Sales (TTM): 2.76

Price/Earnings: N/A

*Information compiled from Yahoo Finance and SEC filings*

### Historical Revenues



### Customers



Long Island Rail Road



Alcoa, Inc. (NYSE:AA)



Dallas Area  
Rapid Transit



Bay Area  
Rapid Transit

### Investment Catalysts & Market Opportunity

#### Diverse Products Target \$10.3 Billion Global Construction Market

AXION's range of ECOTRAX® and STRUXURE® infrastructure products address several sizeable market verticals. In the U.S. alone, 20 million rail ties are replaced each year, according to the Railway Tie Association. The North American wood construction mat market is estimated at over \$500 million in annual sales. Over 700,000 bridges are structurally deficient and in need of repair in the U.S. Each of these verticals represents a portion of a large market opportunity for AXION, tapping into an infrastructure construction market that is projected to reach \$10.3 billion by 2019, according to Lucintel.

#### Superior Proprietary Engineered Products Offer Customers Higher ROI

AXION's construction mats are receiving strong growth in demand. The Company is diversifying its technology and has been able to create a scalable business first with its rail ties and now with its heavy construction mats. AXION's next evolution in its product development cycle will be focused on testing, production and fabrication of its mats. AXION's branded, proprietary infrastructure materials are non-corrosive, non-chemical leaching, moisture impervious and insect and rot resistant. In a recent 10-month trial between traditional wood mats and STRUXURE® mats, 100% of the STRUXURE® mats were intact and ready to ship for the next job while 80% of the wood mats had to be disposed. Construction mats are used to provide temporary roads that can be rapidly deployed and are used in construction sites over poor ground conditions to transport heavy equipment and vehicles.

#### Revenue Scales Through Customer Diversification

AXION brought in \$3.1 million in revenue for the third quarter of 2014, representing a 145% increase over the third quarter of 2013. \$1.7 million of revenue was attributed to AXION's engineered products, representing a 31% increase over third quarter 2013. In its first three quarters of 2014, AXION brought in \$12.0 million in revenue compared to 2013 total revenue of \$6.7 million. AXION has a diverse global customer base in industries including transportation, infrastructure construction, and energy. International expansion is bolstering growth. ECOTRAX® rail ties have been shipped to Russia for installation in the second largest rail network in the world, to a major rail line in Australia, throughout Europe and Asia, and are currently in testing in many other countries around the world.

#### Repeat Orders Accelerate Revenue Growth

Repeat orders from existing customers are increasing as AXION's customer base grows, affirming the superior quality and durability of its products. With its international applications and installations growing, AXION's engineered products are steadily gaining share. AXION has received multiple repeat orders from Europe, Russia, Australia, and across the U.S.

#### Vertical Integration to Bolster Revenue, Reduce Sourcing Risk & Expand Margins

In late 2013, AXION shifted from contract manufacturing to being the primary maker of its engineered products. By adding more components to the value chain and reducing the reliance on outsourcing, vertical integration stabilizes raw material costs, improves quality control, and enhances margins. AXION operates two manufacturing facilities in the U.S., one at full capacity and the other increasing its capacity to meet current demand.

## MANAGEMENT

In the past two years, AXION has brought in new executive officers to focus on transitioning the Company from product development and testing into manufacturing and sales. As a result, revenues have increased from \$1.4 million in 2009 to \$12.0 million so far in 2014.

### Claude Brown Jr., CEO

Served from 2010 to 2013 as President of Eōvations, LLC, a new business venture focused on the development, production and launch of an innovative structural polymer technology which he spun-out of Dow Chemical. Served as Director of Research and Development with Dow Chemical for both Dow Solar Solutions and Dow Building Solutions. In those roles, he established technology and operations strategies for various building products and led their development and commercialization.

### Steven L. Silverman, Vice Chairman

Former CEO of AXION, and served as Executive Vice President at Archbrook Laguna, a consumer electronics supplier, where he grew sales from \$250 million to over \$1 billion in 5 years. Served in business development roles at E. & J. Gallo Winery and Sara Lee Corporation (NYSE:SLE).

### David Crane, Exec VP of Building Materials

General Manager of Engineered Wood Products at Georgia Pacific, where he developed and launched high performance structural framing systems. Held executive positions at large building product corporations including BlueLinx (NYSE:BXC), AGC Flatglass North America, and SieMatic Möbelwerke USA.

### Donald Fallon, CFO & Treasurer

Over 30 years senior level financial and accounting management experience. Has served as founder and CFO of several public and private companies.

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### Disclaimer:

*Except for historical information contained herein, the statements in this fact sheet are forward looking and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. A fuller discussion of AXION International Holdings, Inc. risks and uncertainties are described in the Company's filings with the Securities and Exchange Commission.*

## Products & Markets

### Advantages Relative to Traditional Building Materials

AXION's brand name products use proprietary green technology, which combines 100% post-consumer and post-industrial waste, and through an extrusion process, transforms these materials into structural building products. Unlike wood, AXION's products are impervious to moisture, rot and are insect resistant. Unlike steel, they are non-corrosive. These products are also lighter and easier to transport than concrete. AXION's products offer cost savings over their lifecycles due to durability and lower maintenance costs. Light-weight and quick assembly features allow for projects to be built quickly, reducing downtime. At the end of their useful lives, ECOTRAX® and STRUXURE® can be recycled into new AXION products. AXION's products are backed by multiple patents in the areas of formulation, process, shapes, and applications. Developed in the early '90s by materials scientists at Rutgers University's Department of Materials Science and Engineering, AXION has secured a licensing agreement with the University. Products made with this technology have been used since 1994 and have won numerous awards, including the 2011 R&D 100, American Chemistry Council, and Inventors Digest.

### Engineered Products

#### ECOTRAX® Rail Products

AXION's ECOTRAX® rail ties have been extensively tested in a variety of applications by railroads, domestically and internationally, and are accepted as a viable alternative to traditional wood or concrete rail ties. Preceded by more than four hundred thousand rail ties installed in track that were produced based on its proprietary formulations, AXION continues to receive a growing number of orders from an expanding customer base.. ECOTRAX® ties have been ordered and installed by some of the world's largest railways and transit systems, including U.S. Class I railroads, several railways in Europe, Russia, Australia, Asia, and throughout North America. The line includes main lie, road crossing, switch (i.e., long length), bridge, pre-plated, and tunnel ties. ECOTRAX® has become the standard polymer composite tie globally.



STRUXURE® Bridge  
York, Maine



ECOTRAX® Rail Ties  
Dallas, Texas



STRUXURE® Mats  
Old Bridge, New Jersey

### STRUXURE® Building Products

The applications for AXION's STRUXURE® building products are diverse and provide solutions across multiple industries. AXION has separated its building products division into three areas: construction mats, structural systems, and structural components. AXION's construction mat line is the leader. The strategic intent of the mat line is to create value-added polymer matting solutions to be used under active heavy equipment in challenging conditions, including environmentally sensitive project sites with a focus on oil and gas upstream and midstream operations. The value proposition is based on key advantages in performance and services related to traditional product offerings: strong, durable, resistant to rot and moisture, and consistent performance in wet environments. STRUXURE® mats are ideal in wet or harsh-temperature environments and are resistant to abrasion and tread-wear, making them last 5 times longer than wood mats, as proven in multiple side-by-side project comparisons. STRUXURE® mats are engineered for use in: gas and oil drilling and completion rig sites; access roads; staging and laydown sites; and remote work camps. They are an excellent, cost-effective, long-term solution, providing a considerable ROI for contractors. Demand for STRUXURE® mats has been strong throughout 2014.

### Ohio Facility - Increasing Capacity for Engineered Products

AXION has converted its extrusion equipment in its Zanesville, Ohio, facility (formerly the Recycled Plastics Reprocessing Division) to support the high demand for its rail ties and focus on fabrication of its construction mats. The Company is realigning its operational strategy to focus on core activities that drive long-term growth and support for the production of its engineered products. The facility will continue to sort, grind, and wash post-consumer and post-industrial plastics, but the primary focus will be to produce AXION's proprietary products. The vertical-integration strategy enables AXION to increase its manufacturing capacity, satisfying increased demand across all product lines.