blink

INVESTOR PRESENTATION

www.BlinkCharging.com



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EVS RAPID GROWTH STAGE IS NOW

- EVs are now considered mainstream
    - Established OEMs have announced launches of more than 100 BEV models by 2024
- Car manufacturers are committed to EVs
    - OEMs have committed to invest more than $300 Billion in EV research & development, and manufacturing
- Battery costs are decreasing while battery capacity and energy density are increasing
    - Li-ion battery cost per kWh approaching energy/cost parity with ICE vehicle (2010 - $1,000; 2017 - $200; Tesla projects $100 in 2020)
    - Range anxiety is quickly fading away
    - Tesla Roadster launches in 2020 with a range of 620 miles
- EVs are more reliable and easier to maintain with fewer moving parts than ICE vehicles
- EV and battery technology will contribute to the Electrification of Things (EOT)



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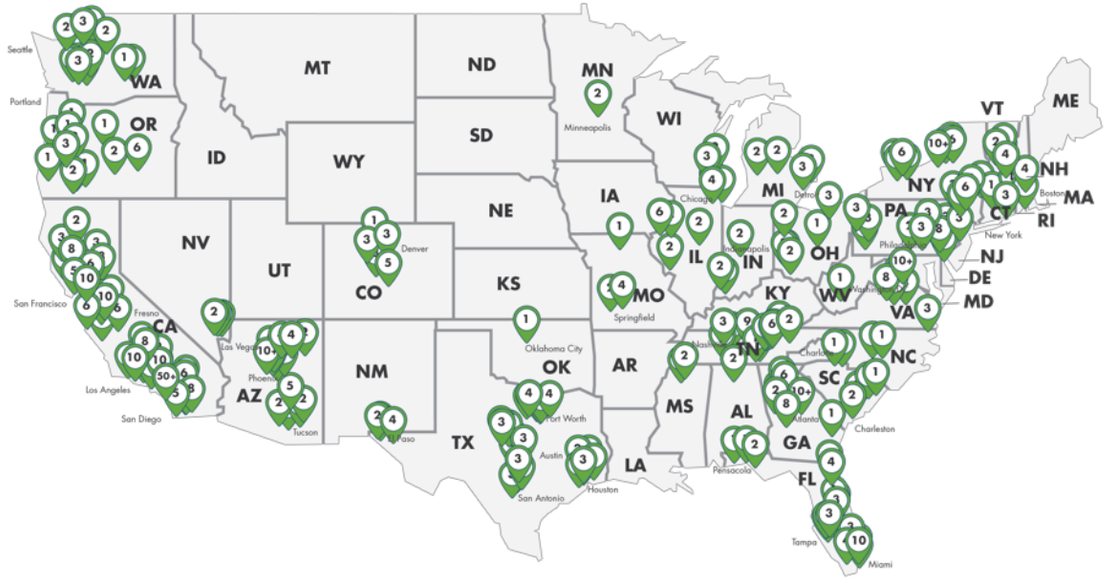
INTRODUCTION



BLINK CHARGING OVERVIEW



Founded in 2009 and based in Miami Beach, FL, We are a leader in Electric Vehicle (EV) charging. We own and operate the Blink Network, which monitors, and tracks all Blink EV charging stations and all of its charging data

Nationwide locations open to all drivers

- 5,700+ commercial EV charging stations in 40 states
- 9,600+ residential charging stations deployed
- 15,800+ EV charging stations throughout the U.S.

Strategic commercial, municipal, and retail partners

- Direct access to growing registered member base of 190,000+

190,000+

REGISTERED BLINK MEMBERS

24,000+

EV CHARGING STATIONS DEPLOYED

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BLINK'S MISSION

Blink is paving the way for the adoption of EVs through the deployment and operation of EV charging infrastructure globally



QUALITY

Most advanced equipment in the industry, enabled by proprietary software

ACCESSIBILITY

Full suite of owning and operating solutions providing flexibility to clients, differentiated from peers

PARTNERSHIPS

Partnerships with the biggest OEMs and property owners accelerate deployment

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MARKET OVERVIEW

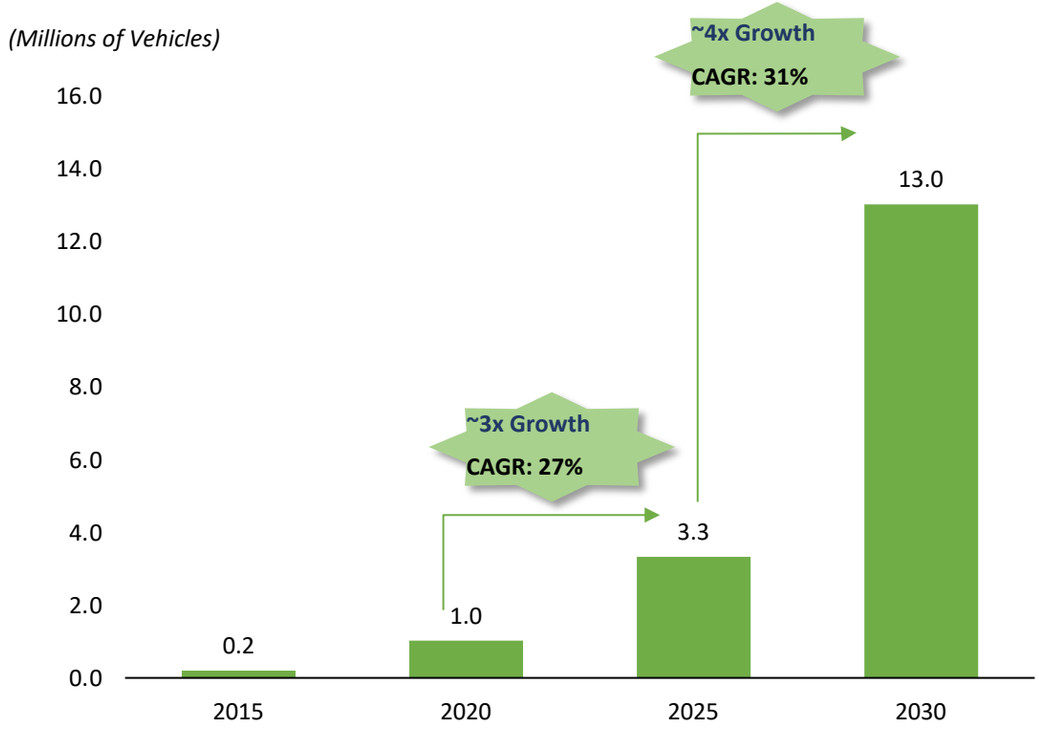


EVS ARE HERE TO STAY

Facts and Figures[1]

- Global battery electric vehicle sales have risen at a 47% CAGR since 2015
- In 2019, 320 thousand battery electric vehicles (BEVs) were sold in the US, rising at a ~30% CAGR since 2015
- There are currently 1 million electric vehicles in the U.S.
- The global EV market is expected to grow at a 31% CAGR from 2020 - 2030
- By 2030, EV sales are projected to account for almost 30% of all global vehicle sales
- OEMs have committed $300 billion to EV engineering, production and support in order to bring ~400 BEV and PHEV (plug-in hybrid electric vehicle) models to market by 2025[2]

US Electric Vehicles On the Road: 2015 – 2030[1]



	2015	2020	2025	2030
Vehicle Sales (mm)	0.1	0.2	0.9	3.2
US BEV % of Sales	1%	2%	7%	24%

Bloomberg New Energy Finance, data as of May 2020.
BCG, "Who Will Drive Electric Cars to the Tipping Point?" (2020).

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OEMS COMMITTED TO GO "ALL IN" WITH EV

40+ models currently available and more being announced each quarter. Improved EV battery technologies and scale continue to reduce EV prices and increase driving range.



REUTERS

"Ford plans $11 billion investment, 40 electrified vehicles by 2022"

The New York Times

"Carmakers' investment in electric vehicles: $100 billion by 2020"

THE WALL STREET JOURNAL.

"VW Accelerates Electric Car Effort With $40 Billion Investment"

NBC NEWS

"GM Is Going All Electric, Ditch Gas- and Diesel-Powered Cars"

USA TODAY

"Porsche's U.S. CEO: We anticipate roughly half of our vehicles sold by 2025 will be plug-in hybrids or battery electric vehicles."

Fortune

"The number of electric cars on the road is predicted to expand to 125 million worldwide by 2030"

The New York Times

"BMW expects electric cars and hybrids to make up 25 percent of its sales by 2025"

Fortune

"BMW Wants to Sell Half a Million Hybrids and Electric Cars by 2019"

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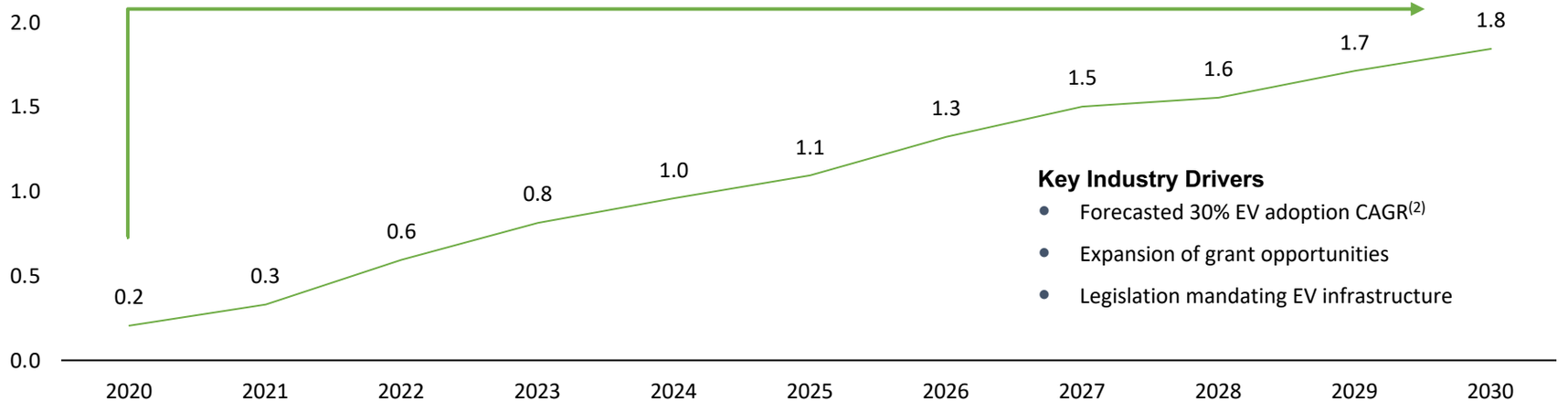
RAPID EV CHARGING INFRASTRUCTURE GROWTH

Forecasted US EV Charger Sales[1]

(Millions of Chargers)



	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Cum. Sales in Forecast Period	0.2	0.5	1.1	1.9	2.9	4.0	5.3	6.8	8.4	10.1	11.9

Public Charging is Integral to EV Adoption

RAPID EV CHARGING INFRASTRUCTURE GROWTH

Public Charging is Integral to EV Adoption

- EV drivers living in multi-family dwellings and apartments rely on public charging
    - 81% of the U.S. population live in urban areas[3]
    - 18% of homes in the U.S. are multi-family[4]
    - 36% of households live in rental housing[5]
    - 33% of 2030 energy demand from charging infrastructure may go to public charging[6]
- Blink offers alternatives for EV drivers in multi-family dwellings (workplace, college / universities, retail, municipalities, dealerships and other locations)



1. Guidehouse (Navigant) Market Analysis and Forecast of EV Charging Solutions 2Q 2020.
2. Bloomberg New Energy Finance, data as of May 2020.
3. U.S. Census Bureau (2018).
4. Statista, "Number of homes in the United States as of September 2020, by type" (2020).
5. Zillow, "Share of Renters Rise in Each of the 50 Largest US Cities" (2018).
6. McKinsey, "Charging ahead: Electric-vehicle infrastructure demand" (2018) – in a public-based scenario as defined by McKinsey.

COMPANY OVERVIEW



KEY INVESTMENT HIGHLIGHTS

1. Strong Management Team with Decades of Experience and In-Depth Industry Expertise
2. Fast-Growing TAM for EV Charging Infrastructure with Significant Tailwinds from an Increased ESG Focus
3. Flexible Business Model Tailored to Each Owner and Franchisee with Long-Term Site Exclusivity
4. Strategic Partnerships with Substantial Near-Term Pipeline
5. Full Package of EV Charging Solutions Underlies Winning Commercial Strategy
6. Additional Capital Will Support High Growth Deployment Strategy As Market Accelerates



FULL PACKAGE OF BUSINESS MODELS

Only U.S. company in the market that can provide a full package of EV charging solutions under one roof, from start to finish

	No. of Ports[1]	Business Model: Manufacture Hardware	Business Model: Network	Business Model: Own & Operate	Product Offerings
blink	15,615 L2 201 DCFC	✓	✓	✓	80A Level 2 DCFC
chargepoint	36,447 L2 143 DCFC	✓	✓		32A Level 2 DCFC
EVgo	466 L2 1,364DCFC			✓	32A Level 2 (non-networked) DCFC
electrify america	466 L2 1,364 DCFC			✓	32A Level 2 DCFC
SemaConnect	804 L2	✓	✓		32A Level 2
evconnect	3,260 L2 195 DCFC		✓		32A Level 2 DCFC
greenlots	1,886 L2 640 DCFC		✓		32A Level 2 DCFC
ABB	-	✓			32A Level 2 DCFC
BTCPOWER	-	✓			32A Level 2 DCFC
EVBOX	-	✓			32A Level 2 DCFC
TRITIUM	-	✓			DCFC

Source: Company information, Alternative Fuel Data Center (US Department of Energy).

1. Reflects number of ports in the United States per US Department of Energy. Blink data reflects commercial and residential networked and non-networked ports and includes Blue LA acquired ports.

BLINK BUSINESS MODEL DETAILED BREAKDOWN

Partnership Models

	Blink Owned Turnkey Solution	Hybrid Owned Shared Revenue	Host Owned Purchase	Blink as a Service[1] Subscription
Description	For select locations, Blink provides the installation, equipment, operations, and administration while sharing the revenue with the host	The Hybrid Owned model allows the location to provide the charging station to customers with Blink covering the cost of equipment, operations, and administration, while sharing a larger part of the revenues with the host	Perfect for service locations, Host Owned is for those who want to the owner and operator of EV charging stations	Blink's subscription program provides the location of an EV charging station with low upfront costs and all the control of ownership without any of the hassle
Contract Length	7 Years with two 7-Year Extensions	5 Years with two 5-Year Extensions	NA	5 Years
Exclusivity	✓	✓	x	✓
Charging Revenue	Blink / Host	Blink / Host	100% to Host (8% Processing Fee Retained by Blink)	100% to Host (8% Processing Fee Retained by Blink)
ChargePoint Business Models			chargepoint	chargepoint

Revenue Streams

Energy Sales

- Blink owned charging stations generate revenues through the sale of electricity to EV drivers
- Long-term exclusive contracts keep our charging stations in place for a very long time

Hardware Sales

- Direct sale of hardware to our host locations

Network Management Services

- Monthly network connectivity fees for each charging station
- Monthly processing fees for transactions

Advertising

- Generating income through advertising sales
- Available on various platforms, including charging stations and mobile app

Energy Services

- Providing green energy services to our partner locations and EV drivers through third-party providers

TECHNOLOGY OVERVIEW

Family of Products

	Level 2		Portable Charger	DC Fast
Item				
Market	RESIDENTIAL	COMMERCIAL	COMMERCIAL	COMMERCIAL
Units Deployed[1]	Historical 15,000+ units	Historical 9,000+ units	Pre-launch / in deployment	Historical 140+ units
Products Highlights	• Wall mount home charging unit • Charge 4x faster than the standard EV Level 1 cord • Long reach 18 ft. cable • 30 Amp Level 2 AC Charging Station	• Wall mount commercial charging unit • Single, Dual, or Triple Pedestal Units • Kiosk with smart stations • Up to 80 Amps (19.2kW)	• Power of the IQ 200 with the convenience of mobility • Free standing and non-networked • Plug-in and charge • Supports 240 VAC charging	• Slim, compact, stylish • Liquid cooling • Low Maintenance • Reduced Installation Cost • 50kW available up to 175kW (EV)

Blink Network

	• Real-time view of station locations, hours, pricing and availability • Remote station monitoring for better customer support • Streamlined payment processing for drivers and property owners

CUTTING EDGE LEVEL 2 CHARGING IQ 200 FEATURES

Future-Proof Design

- Fee options include time-based, kWh-based, or session-based billing functionality
- Payment methods: RFID, Apple Pay, Google Wallet, and all major credit cards
- Convenient, user-friendly interface
- Displays charging station status and transaction details

Energy Management

- Internal meter to monitor energy and demand usage
- Supports real-time energy usage data evaluation
- Controllable output to support utility demand response requests

Network, Product & Customer Support

- Multiple modes of communication, including Wi-Fi and cellular
- Over-the-air remote firmware update and management
- Blink Network Operations Center actively monitors and manages the network
- Smartphone app for status changes and notifications



PRODUCTS IN DEVELOPMENT

Pioneering New Designs Support Future Growth



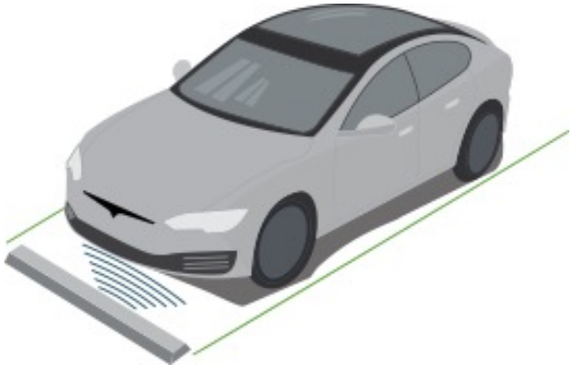
Cable Management



Media Charging Stations

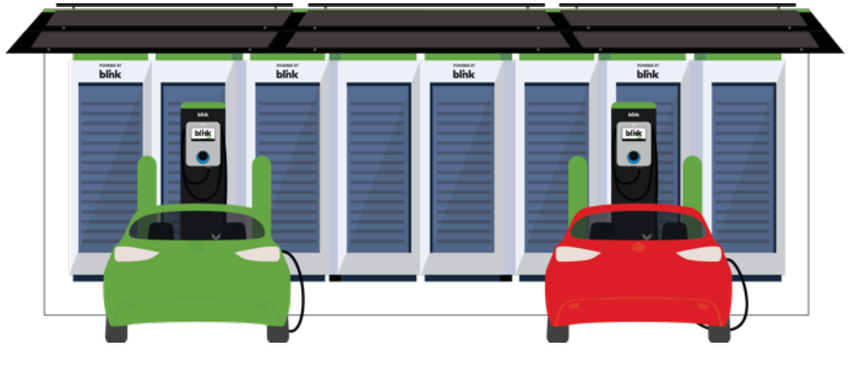


HQ 200
Residential Chargers



Inductive Charging
Bumper Technology

Shipping EV Charging Containers



Source: Company information.

DIVERSE CHANNEL DEVELOPMENT

Robust Strategy to Reach Multiple Verticals

	Direct	Resellers / Distributors	National Accts / Commercial Fleets	Automakers	International
Target Market	Retail, Multi-Family, Municipalities, Health Care, Hospitality	Electrical / Industrial Distributors, Related Service Providers	Parking, Fleet, Real Estate Developers, Real Estate Management	Auto, Truck, Bus Manufacturers	Europe, Central and South America, Canada
Commentary	Recruiting and adding personnel in target geographies	Mix of corporate accounts handled by executive leadership, and others managed by Regional Vice Presidents	Diverse customer base with reputable clients across the globe	Established relationships with automakers to sell units through dealerships	Sales within Israel, Greece, the Dominican Republic, Caribbean, and Expanding Internationally

Source: Company information.

BROAD RANGE OF CLIENTS ACROSS VERTICALS

77% of renters report that it is important their building is green.

Green Renters Survey, HD Supply Facilities Management

84% of consumers prefer to buy from environmentally conscious businesses.

Cone Communications/Ubiquity Global CSR Study

92% of people looking for a new job would rather work for a company that is perceived as environmentally friendly.

Monster.com

43% of electric car drivers are likely to return each week to retail locations with EV charging.

Blink Charging Co. Network Data

Parking & Services

Commercial & Residential

Workplace

Healthcare

Education

Retail

Hospitality/ Food & Beverage

Entertainment

Governmental

SELELECT STRATEGIC PARTERSHIP

Key strategic partnerships across numerous location types, including parking facilities, multifamily residences and condos, workplace locations, healthcare/medical facilities, schools and more

- Commenced April 28, 2020
- Blink expands international footprint through one of Israel's largest insurance companies
- Blink charging stations will be deployed at Migdal-owned buildings
- Blink will work with Migdal to identify additional locations outside of Israel

- Commenced July 28, 2020
- Agreement to develop high-power wireless and enhanced DC fast charging systems
- Fast charging systems will have integrated battery storage
- Joint research and development to create faster, more efficient EV charging options

International

- Blink will work with Migdal to identify additional locations outside of Israel

Software

- Blink charging stations integrated with Google Maps

Source: Company information.

ROBUST NATIONAL ACCOUNTS AND AUTOMAKERS PIPELINE POTENTIAL

Strong Sales Pipeline Potential Across National Accounts And Automakers

CUSHMAN & WAKEFIELD

- Agreement includes engaging brokerage force and network of property managers to offer EV charging equipment and services

LION

- Preferred L2 charging station provider for this leading school bus manufacturer
- Featured in Lion product catalog and integrated into turnkey solution bids

- Exclusive charging station provider for U.S. market
- Developing awareness among franchisees

Lehigh Valley Health Network

- Long-term agreement to deploy EV chargers across LVHN's hundreds of health care facilities

Source: Company information.

FINANCIAL SUMMARY



FINANCIAL SUMMARY

	For the Three Months Ended September 30		For the Nine Months Ended September 30	
	2020	2019	2020	2019
Charging Service Revenue	$162,654	$317,990	$569,528	$937,870
Product Sales	556,859	319,254	2,608,636	704,472
Network Fees	100,298	80,116	227,128	230,945
Warranty	13,950	8,400	30,429	44,192
Grant and Rebate	2,580	4,578	11,071	17,817
Other[1]	69,119	34,148	330,142	122,408
Total Revenues	$905,460	$764,486	$3,776,934	$2,057,704
% Y-o-Y Change	18.4%	-	83.6%	-

Commentary

- Momentum continued during the third quarter of 2020 despite the ongoing pandemic, which included challenges with logistics, shipping delays, and a decrease in driving patterns impacting utilization
- Continued growth was demonstrated by increased revenue driven by significant increases in product sales, up 74% in the third quarter of 2020 compared to the third quarter of 2019
- Sold, deployed, or acquired 668 EV charging stations across 25 states during the third quarter of 2020
- Company made significant progress with its owner/operator strategy; Blink owned chargers deployed during the third quarter of 2020 increased 87% compared to the third quarter of 2019

1. Other revenue is primarily related to charging service revenue from non-company-owned charging stations. Other revenues are also comprised of sales related to alternative fuel credits.

KEY INVESTMENT HIGHLIGHTS RECAP

1. Strong Management Team with Decades of Experience and In-Depth Industry Expertise
2. Fast-Growing TAM for EV Charging Infrastructure with Significant Tailwinds from an Increased ESG Focus
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APPENDIX


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EV
CHARGING
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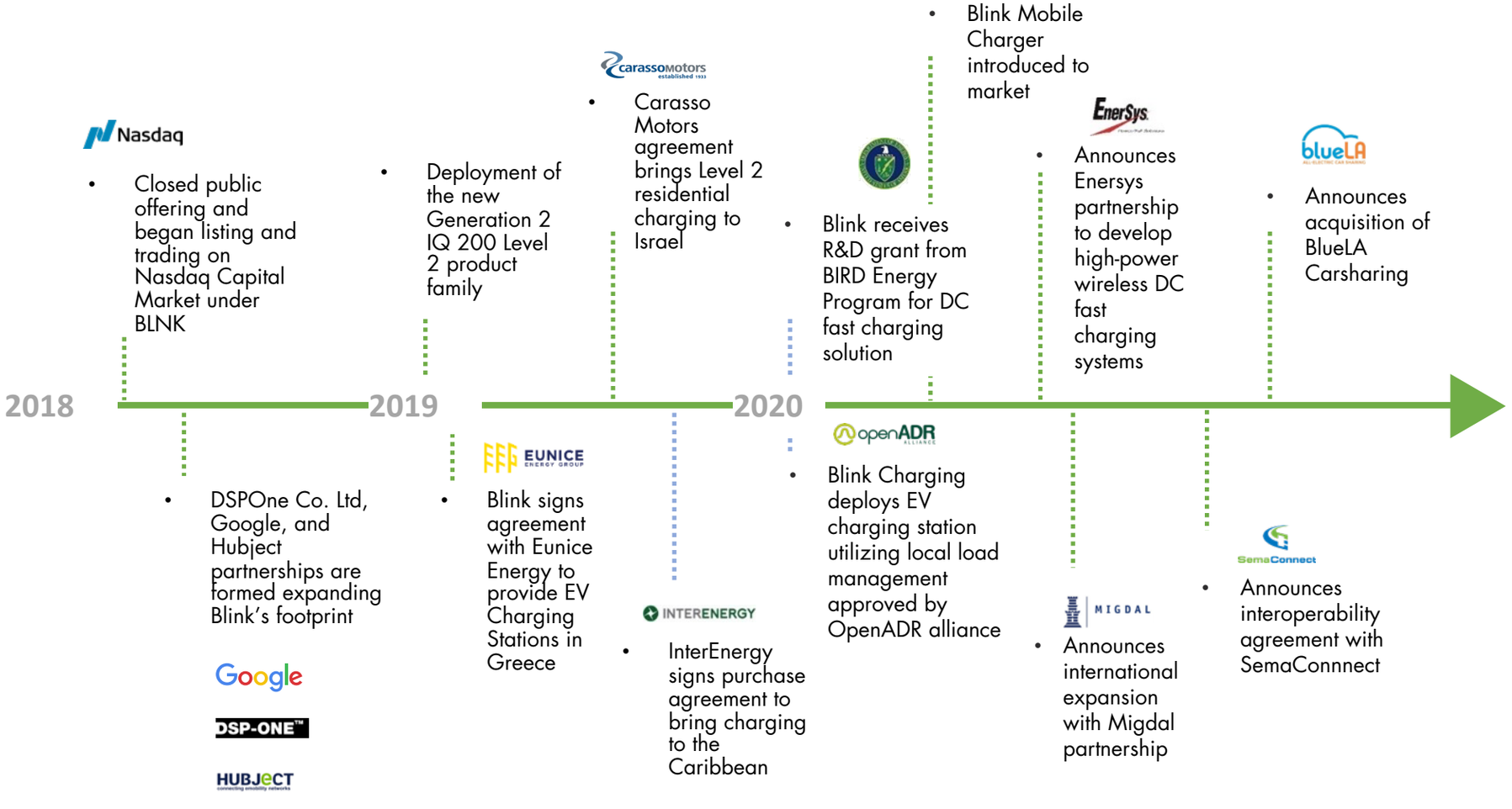
BLINK HISTORY

Recent Milestones



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LEADERS IN THE EV INDUSTRY



Michael Farkas
Chairman & CEO
Established Track Record as Successful Principal Investor



Brendan Jones
Chief Operating Officer
25 Years of Experience in Automotive and EV



Michael Rama
Chief Financial Officer
Former CFO of NV5 Global



Aviv Hillo
General Counsel
25 Years of International Business Law Experience



Josh Winkler
Senior Vice President
Product and Technology
Nearly a Decade of Experience in EV Technology



Phil Herman
Senior Vice President
Energy and Infrastructure
Licensed Engineer with Renewable Energy Expertise



Rebecca Gutierrez
Vice President Marketing
20 Years of Marketing Experience



Michael Battaglia
Vice President Sales
25 Years of Automotive and Technology Experience

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BUSINESS MODEL OPTIONS

	Blink Owned Turnkey Solution	Hybrid Owned Shared Revenue	Host Owned Purchase	Blink as a Service[1] Subscription
Contract Length	7 Years with two 7-Year Extensions	5 Years with two 5-Year Extensions	NA	5 Years
Exclusivity Per Address	✓	✓	×	✓
Equipment Ownership	Blink	Blink	Blink	Blink
Installation Costs	Blink	Host	Host	Host
Electricity Costs	Blink	Blink	Host	Host
Support & Maintenance Costs	Blink	Blink	Host	Blink
Charging Revenue	Blink / Host	Blink / Host	100% to Host	100% to Host
Pricing Controls	Blink	Blink	Host	Host
Network Fees	$18/month deducted from gross revenue	$18/month deducted from gross revenue	$18/month	Included
Transaction Fee	8% deducted from gross revenue	8% deducted from gross revenue	8% deducted from gross revenue	8% deducted from gross revenue
Monthly Subscription Fee	$0	$0	$0	$99

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Charge ON!



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