



# Blink's Acquisition of SemaConnect

June 2022

**blink**

# Forward-Looking Statements

This Presentation is supplied for informational purposes only and does not constitute (1) an offer to sell, or the solicitation of an offer to buy, any securities of Blink Charging Co. (the "Company") or (2) a promise or representation that any such offer will be made to the recipient or any other party.

## Forward-Looking Statements

This Presentation contains statements that are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are based on the Company's current expectations and assumptions and are subject to risks and uncertainties. Such statements include, but are not limited to, statements about (i) the Company's acquisition of SemaConnect, including its ability to integrate the acquired business and achieve expected synergies (ii) the scope, duration and ultimate impact of the COVID-19 pandemic, (iii) delays in product development and deployment, (iv) market acceptance of the Company's EV charging products and related services, (v) technological change in the EV charging equipment industry, (vi) international expansion, (vii) competition in EV markets generally in the United States and abroad, (viii) results and costs associated with governmental investigations and litigation, (ix) intellectual property issues, and (x) other aspects of the Company's business identified in this Presentation, as well as in the Company's periodic reports that it files from time to time with the SEC. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "tends," "believe," "estimate," "predict," "potential," "project" or "continue" or the negative of those terms or other comparable terminology. These statements are only predictions. Actual events or results may differ materially from those expressed or implied by these forward-looking statements because of market conditions in the Company's industry or other factors that are in some cases beyond the Company's control. All of the forward-looking statements are subject to risks and uncertainties. Various factors, including but not limited to the risks described from time to time in the Company's periodic reports with the SEC, including, without limitation, the risks described in the Company's Annual Report on Form 10-K for the year ended December 31, 2021 under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," could cause actual results to differ from those implied by the forward-looking statements. Given these risks and uncertainties, you are cautioned not to place undue reliance on these forward-looking statements. All information is current as of the date this Presentation is issued, and except as required by law, the Company does not undertake, and specifically declines, any obligation to update any of these statements or to publicly announce the results of any revisions to these statements to reflect future events or developments.

## Non-GAAP Disclosure

The information provided this Presentation includes certain non-GAAP financial measures. These non-GAAP financial measures are intended to supplement the GAAP financial information by providing additional insight regarding results of operations of the Company. The non-GAAP Adjusted EBITDA financial measure used by the Company is intended to provide an enhanced understanding of our underlying operational measures to manage the Company's business, to evaluate performance compared to prior periods and the marketplace, and to establish operational goals. Certain items are excluded from this non-GAAP financial measure to provide additional comparability measures from period to period. This non-GAAP financial measure will not be defined in the same manner by all companies and may not be comparable to other companies. This non-GAAP financial measure is reconciled in the accompanying tables to the most directly comparable measures as reported in accordance with GAAP, and should be viewed in addition to, and not in lieu of, such comparable financial measures.

# Today's Presenters



**Michael Farkas**  
*Founder, Chairman  
& CEO*

- Founded Blink in 2009 as Car Charging Group
- Established a successful track record as a principal investor across a variety of industries
- Also, Chairman and CEO of the investment firm, Farkas Group



**Brendan Jones**  
*President & COO*

- Joined Blink in 2020
- Previously served as Chief Operating Officer of Electrify America
- 30+ years of experience in the automotive and EV charging industry



**Michael Rama**  
*CFO*

- Joined Blink in 2020
- Previously served as Vice President and Chief Financial Officer of NV5 Global
- 30+ years of experience in construction, development, and real estate management

*Blink's Vision is to Create the Leading  
Global Electric Vehicle Charging Ecosystem  
Capitalizing on the High Growth Market  
Opportunity*

**\$21mm**

2021A Blink Revenue  
(Acquisitions Excluded)

**\$40mm**

2021A Revenue<sup>(1)</sup>  
(PF for Acquisitions)

**~9,500**

Site Host Locations

**420**

Combined Employees<sup>(2)</sup>

**48,000+**

Cumulative Combined  
Chargers Deployed

**~32,000**

Combined Active  
Chargers

**423,000+**

Combined Registered  
Members

Source: Company information.

1. Pro forma for acquisition of SemaConnect and EB, and assumes full year revenues for Blue Corner acquisition.

2. Combined employees is the sum of current SemaConnect, EB and Blink employees.

# SemaConnect Transaction Overview

## Purchase Consideration

- Purchase price consideration of \$200 million, subject to certain customary adjustments for working capital
- Upfront Cash Consideration of \$40 million
- Deferred Cash Consideration \$40 million
  - Interest 7% per annum
  - Mandatory payment in full upon earlier of:
    - ◆ 36 Months after closing
    - ◆ Any date 9 months after closing in which Blink raises at least \$125 million of debt or equity financing in a transaction or series of related transactions
- \$120 million of Blink common stock issued to SemaConnect shareholders representing an estimated 7.5mm shares
  - Implied PF SemaConnect current shareholder ownership of ~17%<sup>(1)</sup>

## Closing & Lockup

- Closing in June
- Three month lock-up post-close
- Limited to sale of 20% of shares per month after the third month and until the eighth month post-close with no carryover and 5% ADTV limit

*Note: Market data as of 6/10/2022.*

*1. Based on shares outstanding of approximately ~42.7mm.*



# SemaConnect: Optimized Design and Manufacturing Capabilities

Bangalore, India  
Development Center



Bangalore, India  
Manufacturing



Maryland, U.S.  
Final Assembly & Testing



Maryland, U.S.  
Warehouse



## Manufacturing Capacity

Future Expansion  
50,000  
Units per year

Today  
10,000  
units  
per year

***Acquisition of Sema immediately qualifies  
Blink for Buy America***

**Vertically Integrated Design and Manufacturing Capabilities**

# SemaConnect's Extensive Product Suite

## Tailored Offerings for Diverse Charging Use Cases

Level 2 Residential

DC Fast Charging

Level 2 Commercial Charging



Smart Home



Fleet/  
Retail/  
Public

Commercial

Multi-family

Fleet

Retail Public



# SemaConnect Investment Highlights

## Proven Technology

- ✓ Comprehensive smart hardware and software solutions
- ✓ Large portfolio of intellectual property with successful defense of patents
- ✓ Particularly well regarded retail and residential offering

## Vertically Integrated

- ✓ End-to-end solution provider - complete in-house design, certifications and manufacturing
- ✓ Buy America compliant manufacturing facility in Maryland and state-of-the-art manufacturing facility in India
- ✓ Significant expertise with 48 engineers

## Robust Customer and User Base

- ✓ 1,800+ marquee accounts across key end markets
- ✓ Managed over five million charging sessions to date and counting

## Project Management

- ✓ Completed most demanding multi-family and workplace program in industry governed by CARB and EPA

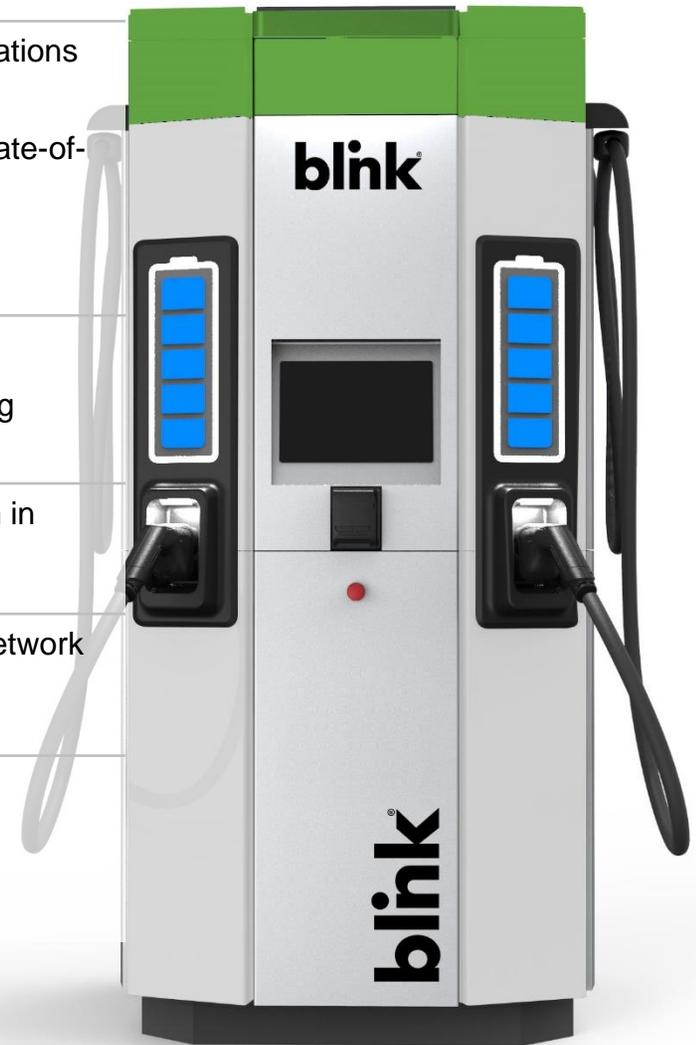
## Partnerships

- ✓ Strong partnerships with leading commercial real estate firms, network providers, fleet management companies, and owner/operator customers

## Attractive Financial Profile

- ✓ Best-in-class margins
- ✓ Recurring sales and cash flow model
- ✓ Multiple revenue stacking opportunities

Source: Company information.



# Complementary Manufacturing and Engineering Capabilities...

## Creates Unmatched Speed, Cost, and Flexibility

### Vertical Integration

End-to-end in-house design and manufacturing

Comprehensive innovative product suite from chargers to networks to fleet management

Significant product cost reductions with industry-leading margins

### Manufacturing Capacity

Cost-effective, manufacturing capabilities

In-house, state-of-the-art manufacturing capacity

Supply chain predictability

Tight quality controls and IP ownership

Buy America qualification

### In-House Design

Increased engineering expertise

Product standardization and unification

Add 8 patents for a robust patent profile

Combined R&D for economies of scope



# Clear Path to Achieve Revenue Synergies...

**Selling Blink Hardware to SemaConnect Customers**



**Transition SemaConnect customers to new Blink L2 hardware and accessories upgrade**

*Incremental revenue for each Blink charger upgraded at SemaConnect site*

**Increase Chargers at High Utilization SemaConnect Sites**



**Optimize footprint with additional chargers at high utilization sites**

*Increased hardware revenue for each incremental charger sold*

**Convert Host-Owned Sites to Hybrid Model**

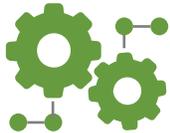


**Increase business model options for SemaConnect Customers**

**~10 – 15x**  
*Incremental LTV per charger converted to Blink hybrid model*

# ...with Further Upside from Cost Synergies

## Manufacturing & Procurement Cost



**Reduction in Blink L2 hardware COGS by leveraging SemaConnect's low-cost manufacturing capabilities**

*Targeted cost reduction of over ~30% savings per unit*

## G&A Efficiencies



**Scalability across combined organizations**

*Enhanced talent base*

## Optimize Sales & Customer Service Functions



**Reduction in customer service expenses**

**Up to 6%**  
*Cost optimization across combined teams*

# Blink's New Global Framework

## A Game Changer in the EV Charging Industry



### GLOBAL MANUFACTURING

United States  
India  
Taiwan



### GLOBAL NETWORK

6 Languages  
19 Currencies  
21 Countries



### GLOBAL PORTFOLIO

Common Design  
Blink Branded  
Flexible & Locally Adoptable

# Blink is Creating a Green Ecosystem Centered Around Charging

|                      |  | Vertical Integration     |                      | Business Models |               |                                      |                                  |                                  |
|----------------------|--|--------------------------|----------------------|-----------------|---------------|--------------------------------------|----------------------------------|----------------------------------|
| HQ                   |  | In-House Hardware Design | Manufacture Hardware | Network         | Own & Operate | Manage Infrastructure <sup>(1)</sup> | Charging Services <sup>(2)</sup> | Fully Integrated Fleet Solutions |
| <b>blink</b><br>2022 |  | ✓                        | ✓                    | ✓               | ✓             | ✓                                    | ✓                                | ✓                                |
| -chargepoint+        |  | ✓                        |                      | ✓               |               | ✓                                    | ✓                                | ✓                                |
| VOLTA                |  | ✓                        |                      |                 | ✓             | ✓                                    | ✓                                |                                  |
| EVgo                 |  |                          |                      |                 | ✓             | ✓                                    | ✓                                | ✓                                |
| Allego>              |  |                          |                      | ✓               | ✓             | ✓                                    | ✓                                |                                  |
| wallbox              |  |                          | ✓                    | ✓               |               |                                      |                                  |                                  |
| TRITIUM              |  | ✓                        | ✓                    | ✓               |               |                                      |                                  |                                  |
| FASTNED              |  |                          |                      |                 | ✓             | ✓                                    | ✓                                |                                  |

Source: Public filings, company information and company management, MyEV.

1. Company offers charger maintenance services.
2. Company provides charging services but does not own physical charger.

# Combination Creates A Powerhouse for EV Charging

1

**Vertically Integrated In-House Manufacturing with Increased Capacity and Instantly Buy America Compliant**

2

**Highly Experienced and Committed Management Team**

3

**Fast-Growing TAM for EV Charging Infrastructure with Significant Tailwinds from an Increased ESG Focus**

4

**Flexible Business Model Tailored to Each Owner with Long-Term Site Exclusivity**

5

**Global Footprint and Increasing International Presence**

6

**Strategic Partnerships with Substantial Near-Term Pipeline**

7

**Full Package of EV Charging Solutions Underlies Winning Commercial Strategy**

**blink**



SemaConnect

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**Q&A**