
J.P. Morgan Auto Conference

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Michael D. Farkas, CEO



SAFE HARBOR STATEMENT

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, or the Exchange Act, that are based on management's current expectations and assumptions and are subject to risks and uncertainties. Such statements include, but are not limited to, statements about (i) the scope, duration and ultimate impact of the COVID-19 pandemic, (ii) delays in product development and deployment, (iii) market acceptance of our EV charging products and related services, (iv) technological change in the EV charging equipment industry, (v) competition in EV markets generally in the United States and abroad, (vi) results and costs associated with governmental investigations and litigation, (vii) intellectual property issues, and (viii) other aspects of our business identified in this prospectus, as well as other reports that we file 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 our industries or other factors that are in some cases beyond our 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 Blink Charging Co.'s periodic filings with the SEC, including, without limitation, the risks described in Blink Charging Co.'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, Blink Charging Co. 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.

ABOUT BLINK

We Design, Manufacture, Own and Operate EV Charging Stations



Host
Owned



Blink as a
Service



Hybrid
Owned



Blink
Owned



GLOBAL MANUFACTURING
United States
India
Taiwan



GLOBAL NETWORK
6 Languages
19 Currencies
21 Countries



GLOBAL PORTFOLIO
Common Design
Blink Branded
Flexible & Locally Adoptable

Founded in 2009

51,000+ Chargers
Sold/Deployed in the U.S.

423,000+ Combined Active
Members

550+ Employees

Fully Vertically
Integrated from Design,
Manufacturing and Owner &
Operator

Equipment sold or deployed
in 20 Countries

Leading the Charge
for Interoperability

Q1 2021: Successful
Equity Raise of \$232 M

Named to Forbes
2021 "100 Best Small
Companies in America"

UNIQUELY EXPERIENCED MANAGEMENT TEAM



Founder & Chief Executive Officer

Michael D. Farkas is the visionary, Founder, Executive Chairman and CEO of Blink Charging, a leading owner/operator of electric vehicle(EV) charging in the United States.



President

Brendan Jones brings nearly 30 years of automotive and electric vehicle experience to Blink. His extensive industry knowledge coupled with his leadership skills is a valuable asset as the company continues its rapid growth.



SemaConnect Founder

Mahi Reddy founded SemaConnect in 2008 and currently serves as CEO of SemaConnect, a Blink Charging company. Mahi is a serial entrepreneur, with SemaConnect being his sixth successful company. Previously, he cofounded CBay Systems Ltd. which was listed on NASDAQ (MODL) and then taken private by JP Morgan after growing to \$70 million in annual revenue.



Chief Technology Officer

Harjinder Bhade has established himself as a thought leader in the technical field of EV charging and energy storage, building and leading highly motivated and effective teams.



Ritsaart Van Montfrans, Board Member

Ritsaart Van Montfrans is a serial venture entrepreneur and investor, currently CEO at Incision, a rapidly growing medical platform. He founded NewMotion in 2009, which became the fastest growing and most intensely used charging network worldwide. Ritsaart has also been a leader in creating sustainable energy solutions for EV drivers and charging locations.



Managing Director, Blink Holdings B.V.

Miko De Haan is an advocate for clean energy. He joins Blink Charging as Managing Director for blink Holdings B.V., company overseeing Blink's European operations.



Chief Financial Officer

Michael Rama joined Blink following nearly a decade with NV5 Global, where he served as an executive. Mr. Rama has nearly 30 years of experience in construction, development, and real estate management.

COMPLETED TRANSFORMATIVE ACQUISITION OF SEMACONNECT

- Combination of Blink and SemaConnect creates a powerhouse of EV Charging
- Adding over 12,800 active chargers and 151,000 registered users resulting in Blink's total portfolio of over 48,000 chargers and over 423,000 registered users
- Over 1,800 marquee accounts across key end markets
- Vertically integrated manufacturing capabilities in the U.S. qualify Blink for Buy American incentives
- Large portfolio of comprehensive technology and intellectual property including level 3 DC fast chargers
- Attractive financial profile with strong margins, recurring sales and cash flow model, and multiple revenue streams



STRATEGIC ACQUISITIONS ENHANCING EUROPEAN EV MARKET PENETRATION

- Acquired UK-based Electric Blue Ltd. (EB Charging) in April 2022, complementing Blink's acquisition of Blue Corner
 - Expands presence to the United Kingdom
 - Adds more than 1,150 chargers to Blink Charging footprint
 - Confirmed orderbook of ~\$16 million
- Acquired Blue Corner, N.V. in May 2021
 - Established initial presence in growing European EV market
 - Experienced management team



NEW PRODUCT LAUNCHES

New Design*



Blink Fleet Portal

Together the Blink Fleet Portal and MQ 200 respond to the needs of the 250,000 commercial and government fleets, operating 18+ million vehicles, as they transition to an electric fleet

MQ 200

Vision IQ 200

The Vision product line is designed for the 1.05 million retail locations across the US

Series 8

Series 8 chargers offer simple credit card or digital wallet payments, making them perfect for all commercial and retail locations.

HQ 200

The HQ 200 residential charger address the 10+ million home charging market

Blink Mobile App

Featuring interoperability the new Blink Mobile app will connect destination chargers across operators

* Prototype design
Blink Charging Sales Presentation
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HISTORIC COMMITMENT TO EV INFRASTRUCTURE GROWTH

- Successful passage of Inflation Reduction Act will facilitate faster transition to EVs and accelerated infrastructure investments
- Estimated \$7.5 billion out of \$1.2 trillion bipartisan infrastructure bill targeted for electric vehicle infrastructure growth;
- Bills will provide crucial funding for projects that align with Biden Administration goals
 - Half of vehicles sold in the U.S. will be zero-emissions by 2030
 - 500,000 EV charging stations deployed in the U.S. by 2030

Total Grant Amount
Awarded to
Blink Charging

January 2021 – June 2022:
\$32M



BLINK IS CREATING A GREEN ECOSYSTEM CENTERED AROUND CHARGING

	HQ	Vertical Integration		Business Models				
		In-House Hardware Design	Manufacture Hardware	Network	Own & Operate	Manage Infrastructure ⁽¹⁾	Charging Services ⁽²⁾	Fully Integrated Fleet Solutions
blink 2022		●	●	●	●	●	●	●
		●		●		●	●	●
VOLTA		●			●	●	●	
EVgo					●	●	●	●
Allego >				●	●	●	●	
			●	●				
		●	●	●				
					●	●	●	

Source: Public filings, company information and company management, MyEV.
 Company offers charger maintenance services.
 Company provides charging services but does not own physical charger.

Q & A



APPENDIX



BUSINESS MODEL OPTIONS

	 Host Owned Purchase	 Blink as a Service Subscription	 Hybrid Owned Shared Revenue	 Blink Owned Turnkey Solution
Equipment Ownership	Host	Blink	Blink	Blink
Installation Costs	Host	Host	Host	Blink
Electricity Costs	Host	Host	Blink*	Blink*
Support & Maintenance Costs	Host	Blink	Blink	Blink
Charging Revenue	100% to Host	100% to Host	40% to Host	95% to Blink
Pricing Controls	Host	Host	Blink	Blink
Contract Term	Not required	Contract Required	Contract Required	Contract Required
Network Fees	\$12-18/month*	\$0	\$12-18/month*	\$12-18/month*
Transaction Fee	8% deducted from gross revenue			
Monthly Subscription Fee	\$0	Starting at \$99/month	\$0	\$0

*Deducted from gross revenue