

blink[®]

**SECOND QUARTER
2024
EARNINGS
RESULTS**

August 7, 2024



SAFE HARBOUR 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) delays in product development and deployment, (ii) market acceptance of our EV charging products and related services, (iii) technological change in the EV charging equipment industry, (iv) competition in EV markets generally in the United States and abroad, (v) results and costs associated with governmental investigations and litigation, (vi) intellectual property issues, and (vii) other aspects of our business identified in this press release, as well as in our periodic 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 reports 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, 2023 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 press release 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.

Non-GAAP Disclosure

The information provided herein includes certain non-GAAP financial measures. These non-GAAP financial measures are intended to supplement the GAAP financial information by providing additional insight regarding the 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. These non-GAAP financial measures will not be defined in the same manner by all companies and may not be comparable to other companies. Non-GAAP financial measures are 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.

Q2 2024 HIGHLIGHTS AND STRATEGY

Brendan Jones
President and CEO



Q2 2024 HIGHLIGHTS*



Allegiant Stadium, Home of Las Vegas Raiders, Provides On-Site EV Charging

\$33.3M

1.3% Increase
Total Revenue

\$8.0M

15.1% Increase
Service Revenue**

32.2%

522 bps decrease
Gross Margin

4,106

Charging Stations
Contracted, Sold,
Deployed

~33 GWh

Disbursed
on Blink Networks

* - Revenues and gross margins are year-over-year comparisons and the rest are current quarter values

** - Service Revenue consist of charging service revenues, network fees, and ride-sharing revenues.

EV CHARGING INFRASTRUCTURE MARKET GROWTH

28M+

EV Chargers in US by
2030

25.4%

Global charging
infrastructure market CAGR
by 2030

~\$260B

Global investment
by 2030

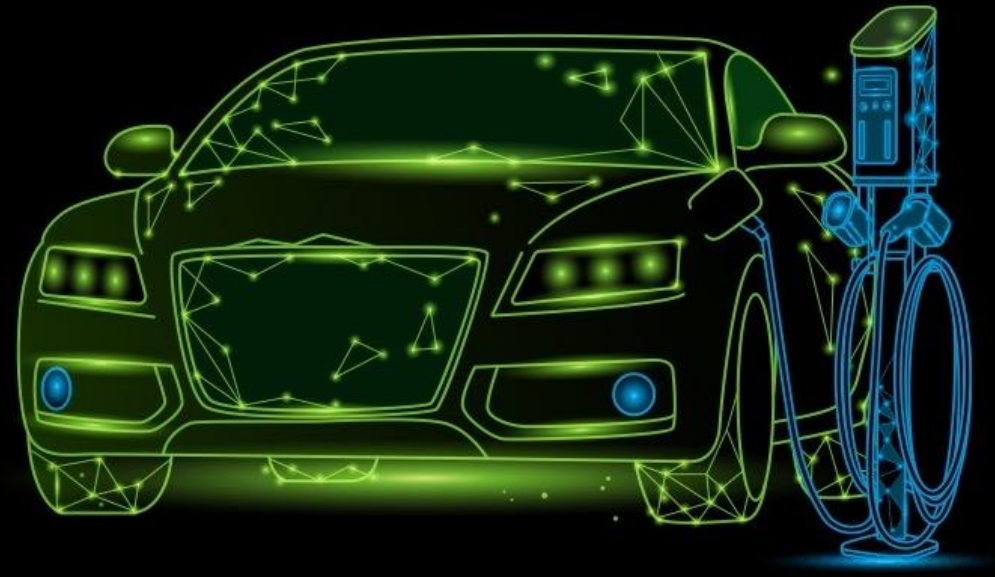
90%+

Chargers Expected to be Level 2

Well positioned to capitalize on rapidly increasing L2 charger & network demand

OPERATIONAL UPDATE

Michael Battaglia
Chief Operating Officer



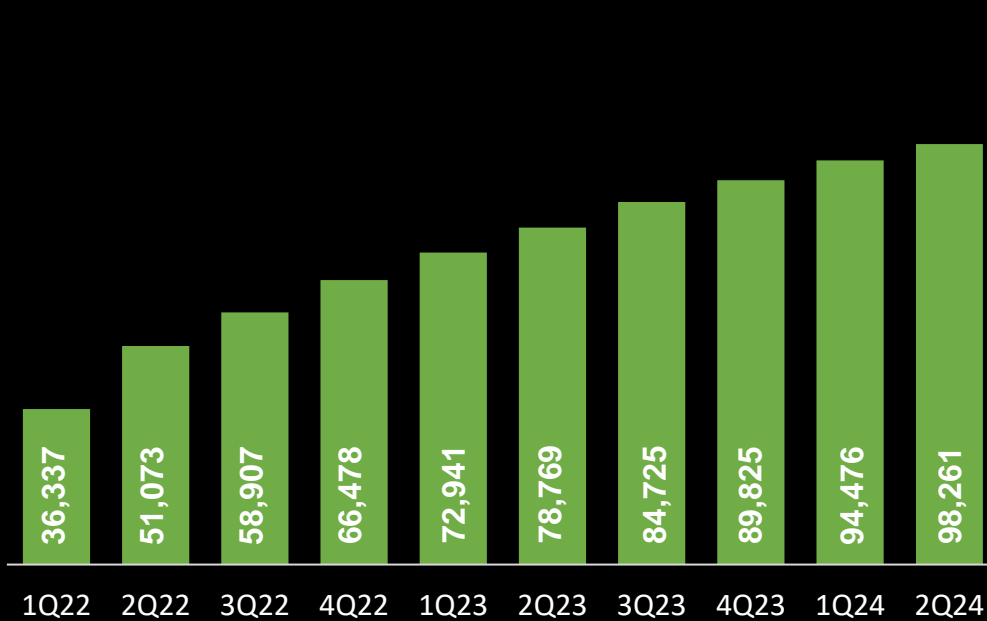
OPERATIONAL OVERVIEW

- Long term sales pipeline remains robust with key contracts in place and growth in service revenue; short term sales impact from softness in EV market
- Shift in Q2 product mix due to increased sale of third party manufactured products
- Flexible model continues to be well received by the market. Blink owner-operated chargers as of 1H-2024 YoY:
 - 6,094 chargers globally (L2 and DC) representing 25% increase
 - 37% increase in global charging revenue
 - DCFC Blink operated charging revenue in U.S. grew nearly 8 times

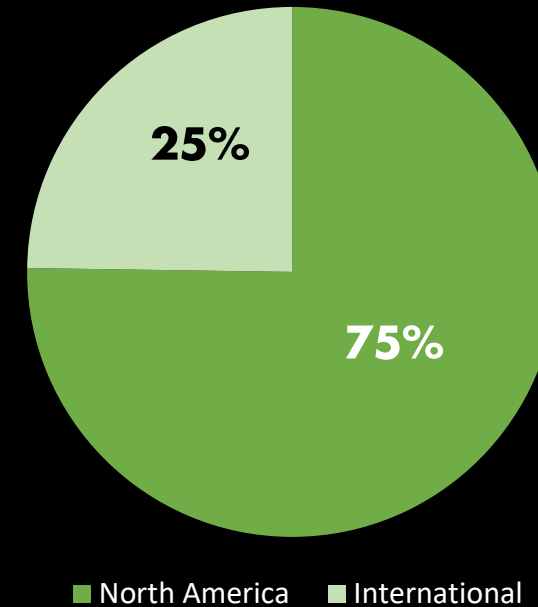


BLINK IS A LEADER IN CHARGER DEPLOYMENT

BLINK CHARGERS CONTRACTED, SOLD OR DEPLOYED*



N.A. AND INTERNATIONAL CHARGER COUNT MIX

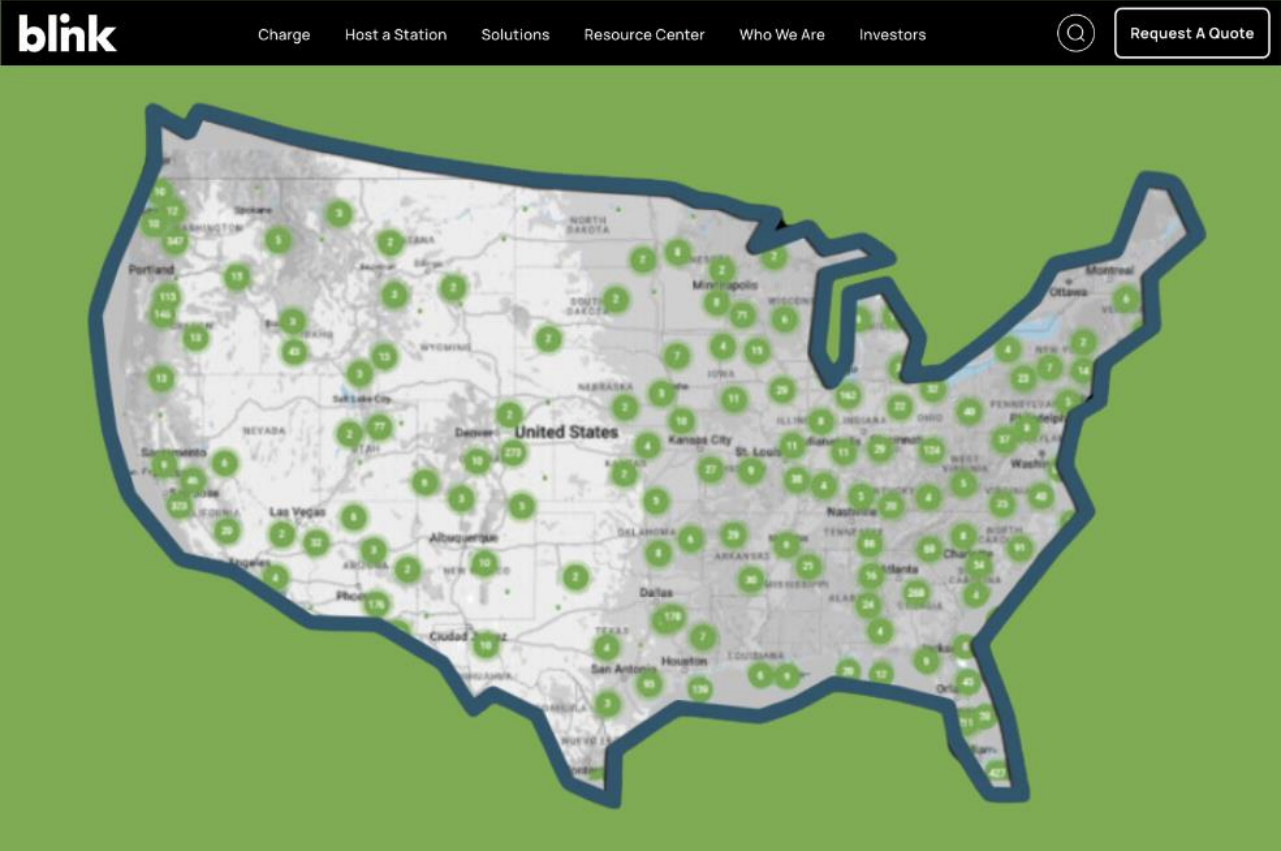


Increasing charger utilization and global footprint expansion leads to incremental revenue growth

*Cumulative number since company inception

BLINK'S EXPANSIVE CHARGING NETWORK

blink[®]
THIRD LARGEST
EV CHARGING
NETWORK*



Blink has a leading market share for EV charging and continues to expand its footprint globally

*U.S. Department of Energy data; pertains to U.S. only

ADVANCED PRODUCT SUITE



Commercial



Series 8

Flexible EV charging solution with digital app wallet and credit card payment options for public and retail locations.



Series 7

Flexible EV charging solution for commercial spaces.



IQ 200 Level 2 Charging

80 amps of output – fastest Level 2 AC chargers



MQ 200

Fleet and multi-unit charger delivering 50 amps of output



EQ 200

Intelligent, affordable and scalable charging solution that includes vehicle-to-grid functionality

Residential



HQ 200 & EV Driver Mobile App

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



PQ 100

Plug&Play portable charger for indoor and outdoor applications

DCFC



30kW DC Fast

A lightweight and practical design with optimal power



50kW Wall DC Fast

Powerful DC fast charging in an efficient, compact, and lightweight design



DC Fast 60-360kW

All-in-one design with a compact footprint and cost-saving redundancy power models



240kW Dual DCFC⁽¹⁾

New silicon carbide technology featuring both CCS and NACS connectors

1. Prototype design.
2. CCS / NACS dual functionality charger expected to launch in Q3-Q4 2023.

STRONG AND GROWING PARTNERSHIPS

Fleet

Significant reseller channels for wide-spread opportunities



Commercial

Prioritizing scalable, large scale deployment opportunities with national and multinational accounts



Multifamily

Targeting multifamily residential charging demands



Government

Leveraging funding and deployment opportunities



Hospitality

Prioritizing scalable, large scale deployment opportunities with national and multinational accounts



Automotive

Automotive OEMs and dealer agreements



STRATEGIC INITIATIVES

- Continue to pursue strategic partnerships and drive market share
- Drive higher margin software and recurring service sales
- Continue to manage costs to position Blink for long-term success



Baldwin Park, CA

FINANCIAL HIGHLIGHTS

Michael Rama
CFO



SELECTED FINANCIALS

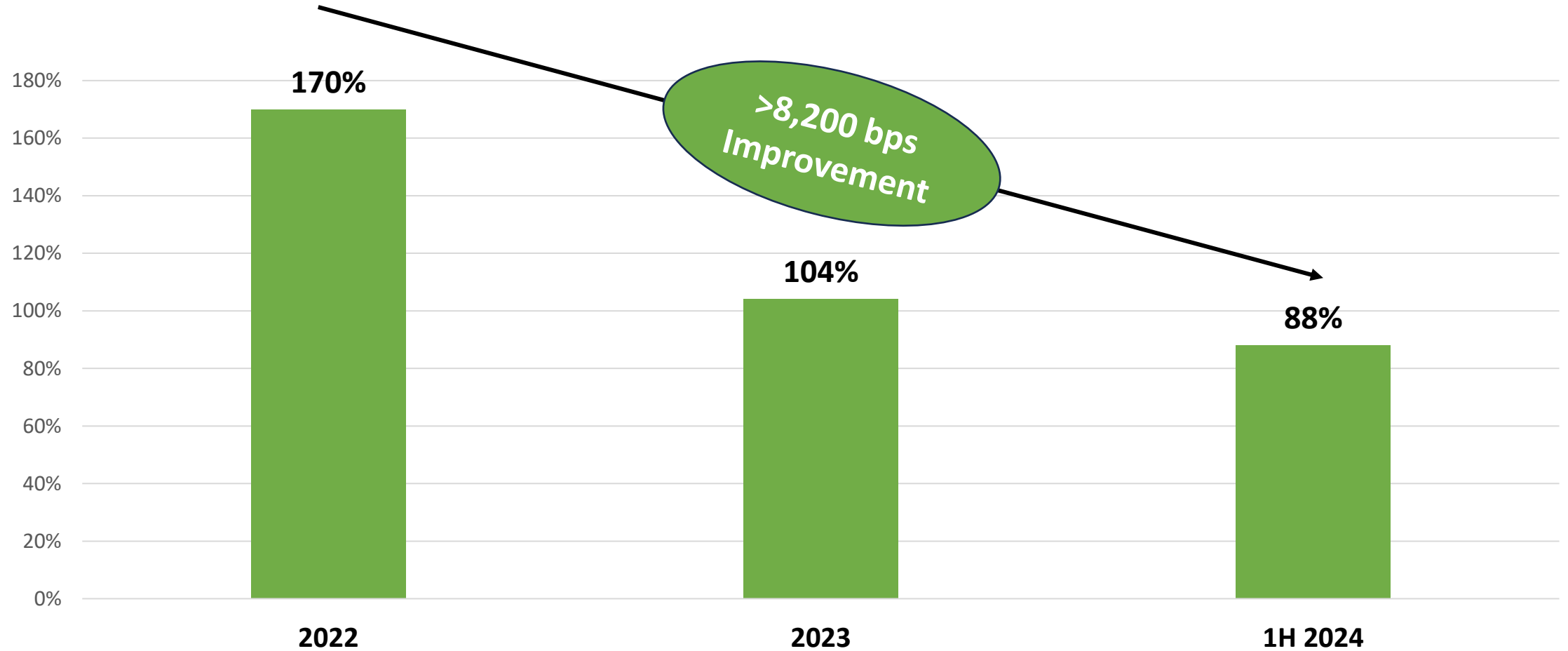
(\$ in 000s)	2Q24	2Q23	YoY Change	6 Months Ended June 30, 2024	6 Months Ended June 30, 2023	YoY Change
Product Sales	\$23,582	\$24,587	(4)%	\$51,090	\$40,976	25%
Service Revenue ⁽¹⁾	\$8,045	\$6,991	15%	\$16,234	\$11,756	38%
Other Revenue ⁽²⁾	\$1,635	\$1,264	29%	\$3,506	\$1,778	97%
Total Revenues	\$33,262	\$32,842	1%	\$70,830	\$54,510	30%
Gross Profit	\$10,713	\$12,291	(13)%	\$24,132	\$16,843	43%
Operating Expenses	\$31,362	\$53,381	41%	\$62,264	\$86,956	28%
GAAP Net Loss	(\$20,059)	(\$41,482)	52%	(\$37,232)	(\$71,283)	48%
Adjusted EBITDA ⁽³⁾	(\$14,708)	(\$13,485)	(9)%	(\$24,888)	(\$31,284)	20%
Adj. EBITDA Margin ⁽³⁾	(44.2)%	(41.1)%	(316) bps	(35.1)%	(57.4)%	2,300 bps

¹ Service Revenue consist of charging service revenues, network fees, and ride-sharing revenues.

² Other Revenues consist of other revenues, warranties, and grants and rebates.

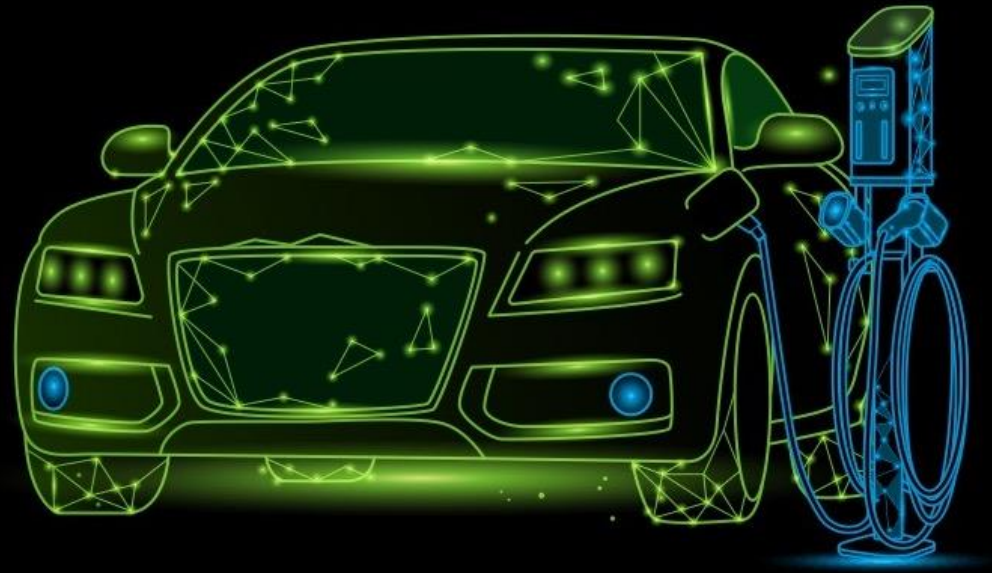
³ Adjusted EBITDA, defined as EBITDA adjusted for non-recurring items such as acquisition-related costs, additional stock-based compensation expense, estimated loss related to underperforming assets of subsidiary, change in fair value related to consideration payable, and one-time non-recurring expenses. A reconciliation of GAAP to non-GAAP financial measures can be found in the appendix of this presentation.

TOTAL OPERATING EXPENSES AS PERCENTAGE OF REVENUE



CONCLUDING REMARKS

Brendan Jones
President and CEO



Revised Targets

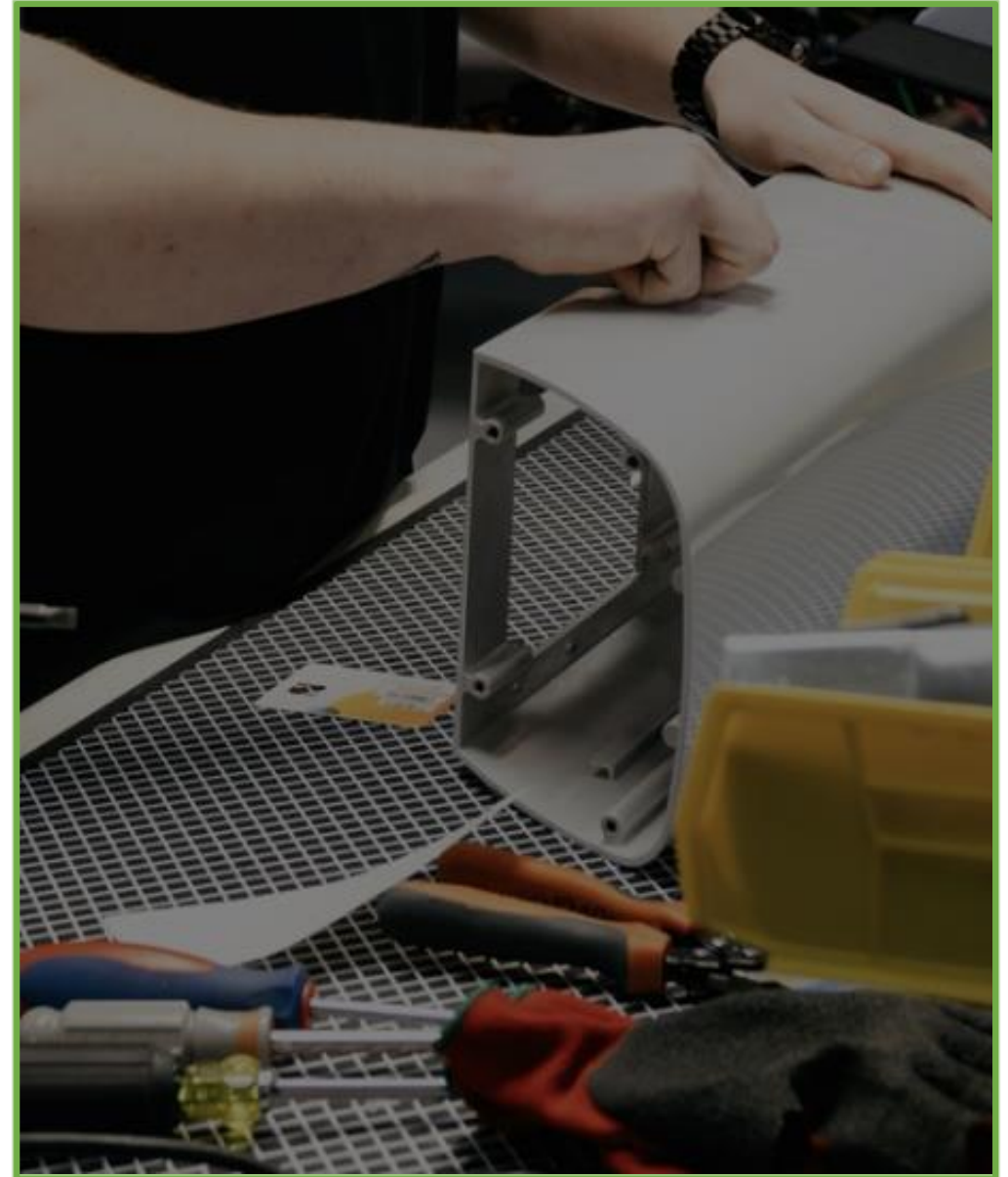
2024 REVENUE	\$145M - \$155M
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2024 GROSS MARGIN	~33%
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POSITIVE ADJUSTED EBITDA	2025
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2024 OPERATIONAL PRIORITIES

- Continue structurally adjusting the Company for future opportunities to enhance Blink's leadership position in the EV infrastructure market
- Advance vertical integration strategy with production of Buy-American chargers at Maryland facility and in-house components production in India
- Leverage expanded manufacturing facility to support growth, reduce COGS, and enhance international product portfolio
- Multi-market launch of new maintenance services and proactive network monitoring to improve uptime and charger reliability
- Invest in innovative technologies to improve service, efficiency and promote continued growth



blink

Q & A

APPENDIX



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(In thousands and unaudited)</i>	Q2 2024	Q2 2023	6 months ended June 3, 2024	6 months ended June 3, 2023
Net loss	(\$20,059)	(\$41,482)	(\$37,232)	(\$71,283)
Interest expense, net	\$46	\$786	\$473	\$1,403
Provision for Income Taxes	\$164	\$206	\$192	\$418
Depreciation and amortization	\$3,236	\$3,659	\$6,579	\$6,825
EBITDA ⁽¹⁾	(\$16,613)	(\$36,831)	(\$29,988)	(\$62,637)
Stock-based compensation	\$1,034	\$11,663	\$1,951	\$19,438
Acquisition-related costs	\$12	\$51	\$26	\$283
Estimated loss related to sale of underperforming assets of subsidiary	\$112	-	\$676	-
Change in fair value related to consideration payable	\$747	-	\$2,477	-
One-time non-recurring expense	-	\$11,632	-	\$11,632
Adjusted EBITDA ⁽²⁾	(\$14,708)	(\$13,485)	(\$24,888)	(\$31,284)

¹ EBITDA is a non-GAAP financial measure management uses as a proxy for net income (loss) and is defined as earnings (loss) before interest income (expense), provision for income taxes, and depreciation and amortization expense.

² Adjusted EBITDA, defined as EBITDA adjusted for non-recurring items such as acquisition-related costs, amortization expense of intangible assets, additional stock-based compensation expense, estimated loss related to underperforming assets of subsidiary, one-time non-recurring expenses, and non-cash loss on extinguishment of notes payable.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

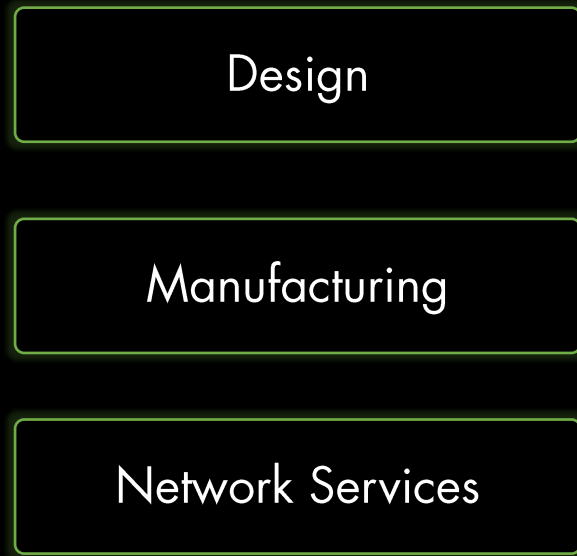
<i>(unaudited)</i>	Q2 2024	Q2 2023	6 months ended June 30, 2024	6 months ended June 30, 2023
Net loss – per diluted share	(\$0.20)	(\$0.67)	(\$0.37)	(\$1.20)
Add: Amortization expense of intangible assets	\$0.01	\$0.04	\$0.03	\$0.08
Acquisition-related costs	-	-	-	-
Estimated loss related to sale of underperforming assets of subsidiary	-	-	\$0.01	-
Change in fair value related to consideration payable	\$0.01	-	\$0.02	-
One-time non-recurring expense	-	\$0.19	-	\$0.02
Adjusted EPS ⁽¹⁾	(\$0.18)	(\$0.44)	(\$0.31)	(\$0.92)

¹ Adjusted EPS (defined as earnings/loss per diluted share) is a non-GAAP financial measure management uses to assess earnings per diluted share excluding non-recurring items such as acquisition-related costs, amortization expense of intangible assets, one-time non-recurring expense, estimated loss related to underperforming assets of subsidiary and change in fair value related to consideration payable.

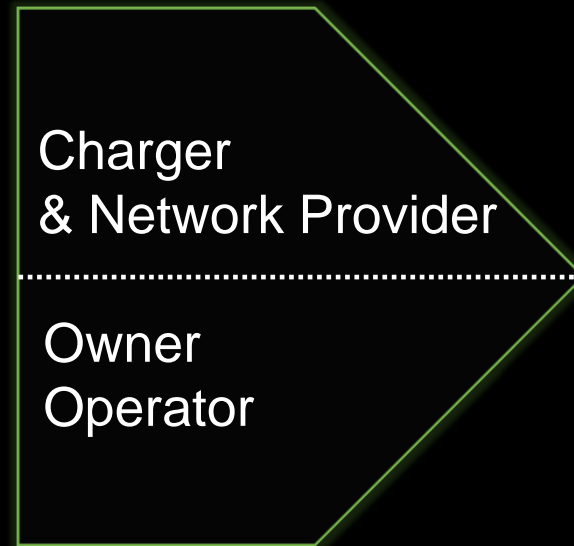
FULL SERVICE MODEL DRIVING SUSTAINED GROWTH

Vertical Integration

Synergistic Revenue Streams



+



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**Sustained
Growth and
Improving
Profitability**