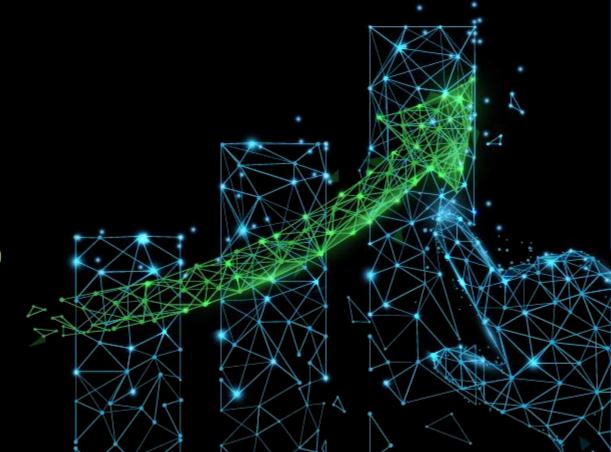
# FOURTH QUARTER & YEAR END 2024 EARNINGS RESULTS

March 13, 2025



# 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) 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 forwardlooking 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.



#### Q4 2024 HIGHLIGHTS\*





\$30.2M

Total Revenue

25.0%

120 bps Increase Gross Margin

\$9.8M

1 24.0% Services Revenues

\$2.4M

9.0% Network Fees

4,357

Chargers Contracted, Sold, or Deployed ~42.5 GWh

112% Disbursed on Blink Networks



## **FULL YEAR 2024 HIGHLIGHTS\***

\$126.2M

**Total Revenue** 

\$34.8M

31.8% Service Revenue

\$8.7M

16.5% Network Fees

32%

372 bps Gross Margin

19,771

Total Charging Stations Contracted, Sold, or Deployed 143 GWh

116% Disbursed on Blink Networks



# IMPROVING SERVICE REVENUE DRIVEN BY GROWTH IN OWNER OPERATOR MODEL



6,867

Blink Owned / Operated Chargers

33%

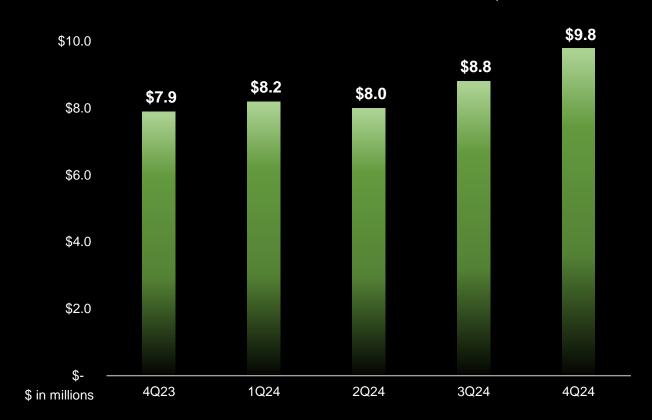
YoY Growth in Blink Owned / Operated Chargers 37%

FY Charging
Revenue Growth

483%

FY YoY Growth in Revenue from Blink Owned / Operated DC Chargers

#### Service Revenue Over Last 5 Quarters

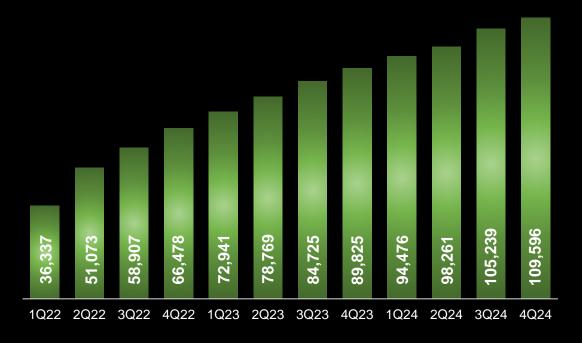


OWNER OPERATED MODEL REPRESENTS FUTURE OPPORTUNITY -

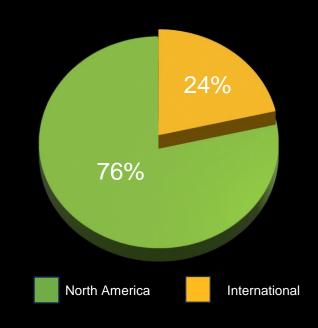
#### BLINK IS AT THE FRONT END OF CHARGER DEPLOYMENT



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

## **EV CHARGING INFRASTRUCTURE MARKET GROWTH**







Our **mission** is to advance the energy transition through innovative charging solutions

Our vision is to enable energy independence for all through the global electrification of transportation

\*US Department of Energy data; pertains only to the United States



#### STRATEGICALLY MANAGING OPERATING EXPENSES AND CASH BURN

51%

FY 2024 Operating Cash Burn Reduction\*

24%

FY 2024 Reduction in Total Operating Expenses\*\*

37%

FY 2024 Reduction in Compensation Expense

9%

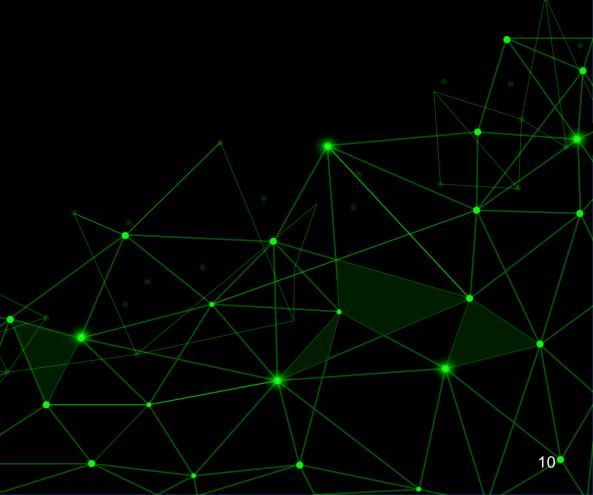
FY 2024 Reduction in G&A Expenses



<sup>\*</sup> Excludes financing activities

# FINANCIAL HIGHLIGHTS

Michael Rama CFO



#### **SELECTED FINANCIALS**



(\$ in 000s)	4Q24	4Q23	YoY Change	Full Year Ended December 31, 2024	Full Year Ended December 31, 2023	YoY Change
Product Sales	\$17,165	\$33,381	(49%)	\$81,703	\$109,416	(25%)
Service Revenue (1)	9,840	7,938	24%	34,828	26,429	32%
Other Revenue (2)	3,175	1,392	128%	9,666	4,753	103%
Total Revenues	30,180	42,711	(29%)	126,197	140,598	(10%)
Gross Profit	7,530	10,587	(29%)	40,781	40,206	1%
Operating Expenses <sup>(3)</sup>	\$23,148	\$29,461	(21%)	\$110,835	\$145,524	(24%)
Adjusted EBITDA (4)	(\$10,554)	(\$13,981)	25%	(\$49,459)	(\$56,955)	13%

<sup>&</sup>lt;sup>1</sup> Service Revenue consist of charging service revenues, network fees, and ride-sharing revenues.

<sup>&</sup>lt;sup>2</sup>Other Revenues consist of other revenues, warranties, and grants and rebates.

<sup>&</sup>lt;sup>3</sup> Excluded non-cash impairment charge and change in fair value consideration payable.

<sup>4</sup> Adjusted EBITDA, defined as EBITDA adjusted for non-recurring items such as stock-based compensation, acquisition related costs, impairment of goodwill and intangible assets, estimated loss related to sale of underperforming assets of subsidiary, change in fair value related to consideration payable, loss on extinguishment of notes 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.

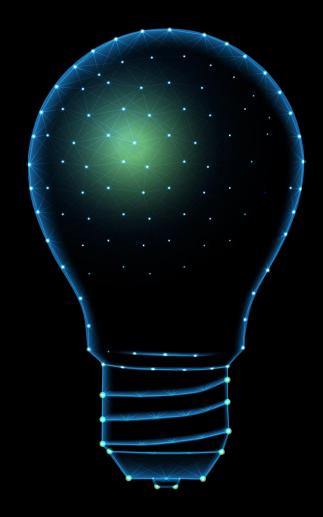




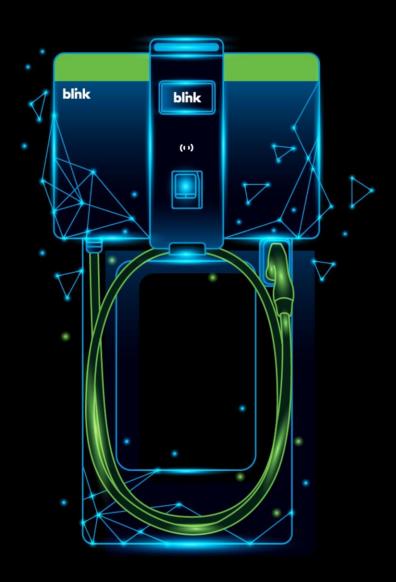
#### **RELENTLESSLY PURSUE PROFITABILITY**

- → Offer Customer-Centric Business Models
- □ Grow DC Fast Charging Portfolio
- ➡ Drive Recurring Revenue Streams
- Secure Non-Dilutive Financing









# bink APPENDIX



### RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(In thousands and unaudited)	Q4 2024	Q4 2023	Full Year Ended December 31, 2024	Full Year Ended December 31, 2023
Net loss	(\$73,511)	(\$19,689)	(\$198,132)	(\$203,693)
Interest expense, net	(\$44)	\$1,1 <i>7</i> 3	\$431	\$3,546
Provision for Income Taxes	\$540	\$269	\$714	\$1,494
Depreciation and amortization	\$3,841	\$2,747	\$13,407	\$12,441
EBITDA (1)	(\$69,174)	(\$15,500)	(\$183,580)	(\$186,212)
Stock-based compensation	\$648	\$1,496	\$3,525	\$22,039
Acquisition-related costs	-	\$23	\$26	\$356
Impairment of goodwill and intangible assets	\$57,873	-	\$126,984	\$94,230
Estimated loss related to sale of underperforming assets of subsidiary	-	-	\$676	-
Change in fair value related to consideration payable	\$99	-	\$2,910	-
Loss on extinguishment of notes payable	-	-	-	\$1,000
One-time non-recurring expense	-	-	-	\$11,632
Adjusted EBITDA (2)	(\$10,554)	(\$13,981)	(\$49,459)	(\$56,955)

<sup>1</sup> 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.

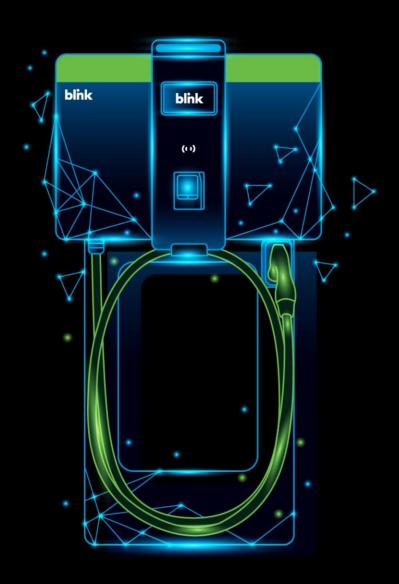
<sup>&</sup>lt;sup>2</sup> Adjusted EBITDA, defined as EBITDA adjusted for non-recurring items such as stock-based compensation, acquisition-related costs, impairment of goodwill and intangible assets, estimated loss related to underperforming assets of subsidiary, change in fair value related to consideration payable, one-time non-recurring expenses, and loss on extinguishment of notes payable.





(unaudited)	Q4 2024	Q4 2023	Full Year Ended December 31, 2024	Full Year Ended December 31, 2023
Net loss – per diluted share	(\$0.73)	(\$0.28)	(\$1.93)	(\$3.21)
Add: Amortization expense of intangible assets	\$0.01	-	\$0.05	\$0.10
Acquisition-related costs	-	-	-	\$0.01
Estimated loss related to sale of underperforming assets of subsidiary	-	-	\$0.01	-
Change in fair value related to consideration payable	-	-	\$0.03	-
Impairment of goodwill and intangible assets	<b>\$</b> 0.57	-	\$1.26	\$1.49
Loss on extinguishment of notes payable	-	-	-	\$0.02
One-time non-recurring expense	-	-	-	\$0.18
Adjusted EPS (1)	(\$0.15)	(\$0.28)	(\$0.61)	(\$1.42)

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, estimated loss related to sale of underperforming assets of subsidiary, impairment of goodwill and intangible assets, change in fair value related to consideration payable, one-time non-recurring expense, and loss on extinguishment of notes payable



# bink APPENDIX 2





# Vertical Integration

Synergistic Revenue Streams

Design

Manufacturing

**Network Services** 

Charger & Network Provider Owner

Operator

Sustained
Growth and
Improving
Profitability