



FOURTH QUARTER AND YEAR END 2023 EARNING RESULTS

March 14, 2024



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 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.

Q4 & FY 2023 HIGHLIGHTS AND STRATEGY

Brendan Jones
President and CEO





Q4 2023 HIGHLIGHTS*

\$42.7M

↑ 89%
Total Revenue

\$7.9M

↑ 40%
Service Revenue

25%

Gross Margin

5,100

Charging Stations
Contracted, Sold,
Deployed

20 GWh

Disbursed on Blink
Networks

FULL YEAR 2023 HIGHLIGHTS*

\$140.6M

↑ 130%
Total Revenue

\$26.4M

↑ 111%
Service Revenue

\$7.5M

↑ 71%
Network Fees

29%

Gross Margin

23,347

Charging Stations
Contracted, Sold,
Deployed

66 GHw

Disbursed on Blink
Networks



STRENGTHENED BALANCE SHEET AND LIQUIDITY

- Raised **\$113M** utilizing our existing ATM*
- De-levered balance sheet; paid off promissory notes and accrued interest of **\$45.5M***

CASH POSITION: **\$121.7M****
 **\$85M** Increase YoY

**CURRENT CASH BALANCE
EXPECTED TO BE SUFFICIENT
TO REACH PROFITABLE
ADJUSTED EBITDA
RUN RATE BY
DECEMBER 2024**

*Between November 20, 2023 and February 12, 2024

** As of December 31, 2023



FY 2024 Targets

REVENUE \$165M - \$175M

GROSS MARGIN ~33%

**POSITIVE ADJUSTED
EBITDA RUN RATE** December
2024

**TARGETING
POSITIVE
ADJUSTED EBITDA
RUN RATE
BY DECEMBER 2024**

- ✓ Enhanced and robust sales pipeline
- ✓ Margin improvement as business scales
- ✓ Improving expense management and ongoing process optimization
- ✓ EV adoption and infrastructure investment supporting sustained revenue growth

MARKET DYNAMICS

Long term EV market trends remain favorable

- Globally **1 in 5** new car sales were EVs in 2023¹
- **8%** of U.S. car sales in 2023 were EVs²
- **25%** of California car sales in 2023 were EVs³
- **18%** of European car sales in 2023 were EVs⁴

Growth in worldwide EV adoption expected to continue

- **13%** of U.S. car sales projected to be EVs in 2024⁵
- **22%** of European car sales projected be EVs in 2024⁴
- **80%** of European car sales projected be EVs in 2030⁴

*Global charging infrastructure
insufficient for projected demand*



¹Electrek, March 2024

²Cox Automotive, January 2024

³California Energy Commission, February 2024

⁴Forbes, December 2023

⁵Bloomberg, January 2024

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%+

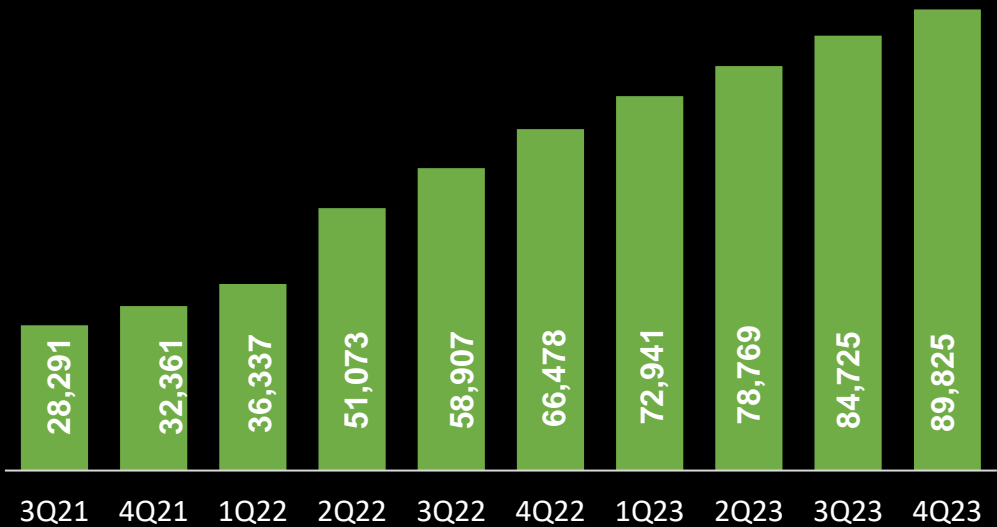
Chargers Expected to be Level 2

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

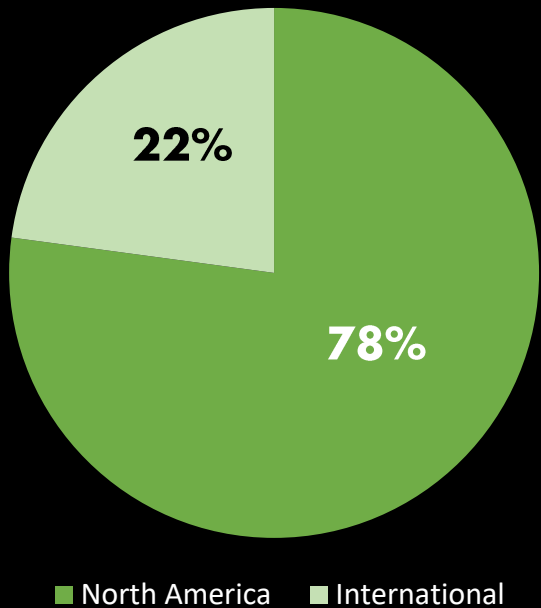
EXPANDING CHARGER DEMAND



BLINK CHARGERS CONTRACTED, SOLD OR DEPLOYED*



N.A. AND INTERNATIONAL CHARGER COUNT MIX



Increasing demand for charging stations and global footprint expansion leads to incremental revenue growth

*Cumulative number since company inception

ADVANCED PRODUCT SUITE



Commercial



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



Series 7
Offers digital wallet payments, making them perfect for all commercial and retail locations



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.

ENHANCING VERTICAL INTEGRATION

New manufacturing facility in greater Washington D.C. area is open and operational

DRIVING EXPANDED GROSS MARGINS THROUGH IN-HOUSE MANUFACTURING



STRONG AND GROWING PARTNERSHIPS

Automotive



Automotive OEMs and dealer agreements

Fleet



Significant reseller channels for wide-spread opportunities

Hospitality



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

Commercial



Multifamily



Targeting multifamily residential charging demands

Government



Leveraging funding and deployment opportunities

FINANCIAL HIGHLIGHTS

Michael Rama
CFO



SELECTED FINANCIALS

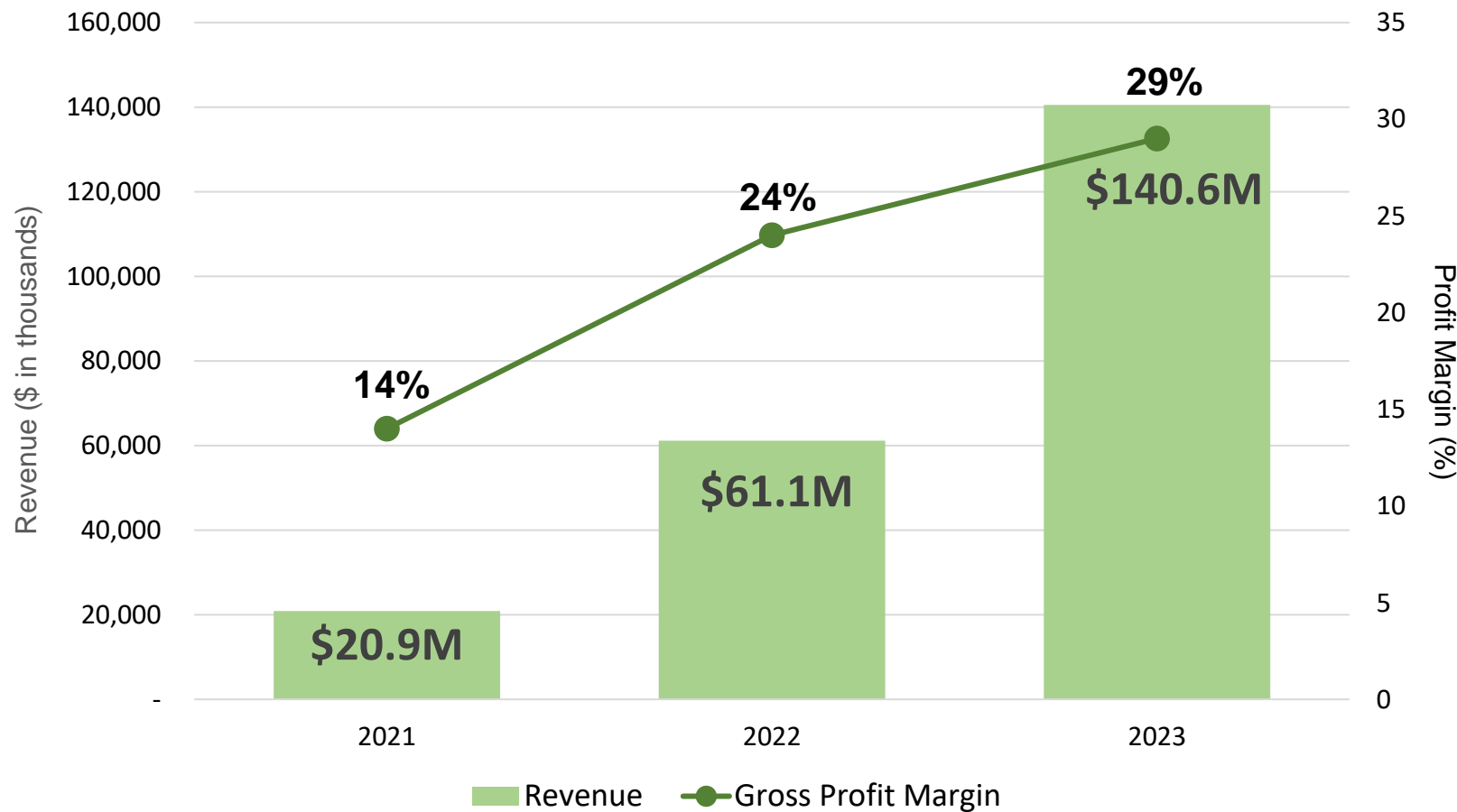
(\$ in 000s)	4Q23	4Q22	YoY Change	Year Ended December 31, 2023	Year Ended December 31, 2022	YoY Change
Product Sales	\$33,381	\$15,780	112%	\$109,416	\$46,018	138%
Service Revenue ⁽¹⁾	\$7,938	\$5,673	40%	\$26,429	\$12,504	111%
Other Revenue ⁽²⁾	\$1,392	\$1,153	21%	\$4,753	\$2,617	82%
Total Revenues	\$42,711	\$22,606	89%	\$140,598	\$61,139	130%
Gross Profit	\$10,587	\$6,478	63%	\$40,206	\$14,802	172%
Operating Expenses	\$28,676	\$34,248	(16)%	\$239,894	\$104,073	131%
Adjusted EBITDA ⁽³⁾	\$(13,985)	\$(14,754)	5%	\$(56,959)	\$(60,330)	6%
Adj. EBITDA Margin ⁽³⁾	(33)%	(65)%	3,200 bps	(41)%	(99)%	5,800 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 earnings (loss) before interest income (expense), depreciation and amortization, and adding back acquisition-related costs, amortization expense of intangible assets, additional stock-based compensation expense, one-time non-recurring expense, non-cash impairment charges, and non-cash loss on extinguishment of notes payable) is a non-GAAP financial measure management uses as a proxy for net income (loss). A reconciliation of GAAP to Non-GAAP financial measures is included in the appendix.

REVENUE AND GROSS PROFIT TRENDS

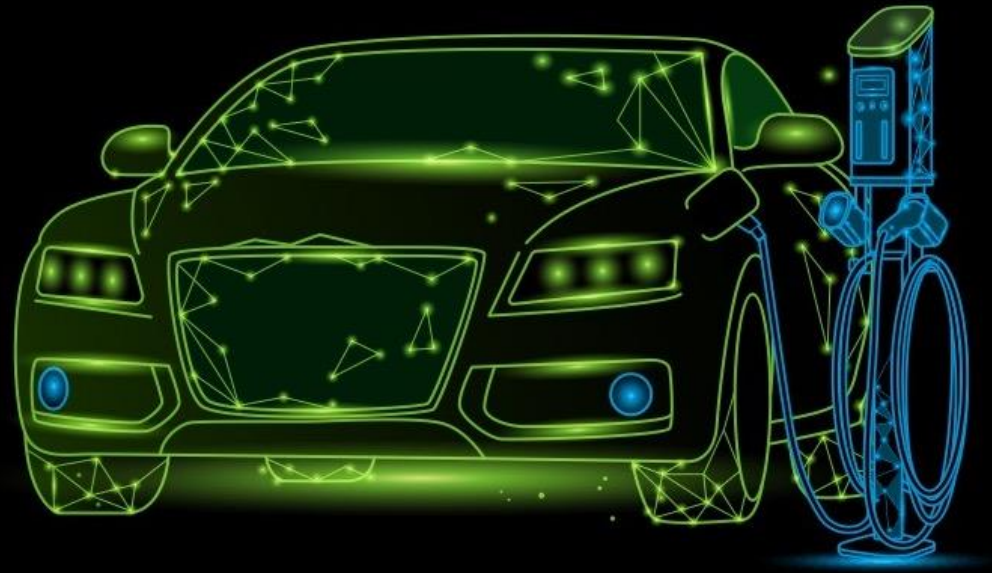


Key Drivers

- Increasing demand for global EV infrastructure
- Improving utilization rates from existing customers
- Incremental growth from recent acquisitions
- Greater EV adoption from new consumers

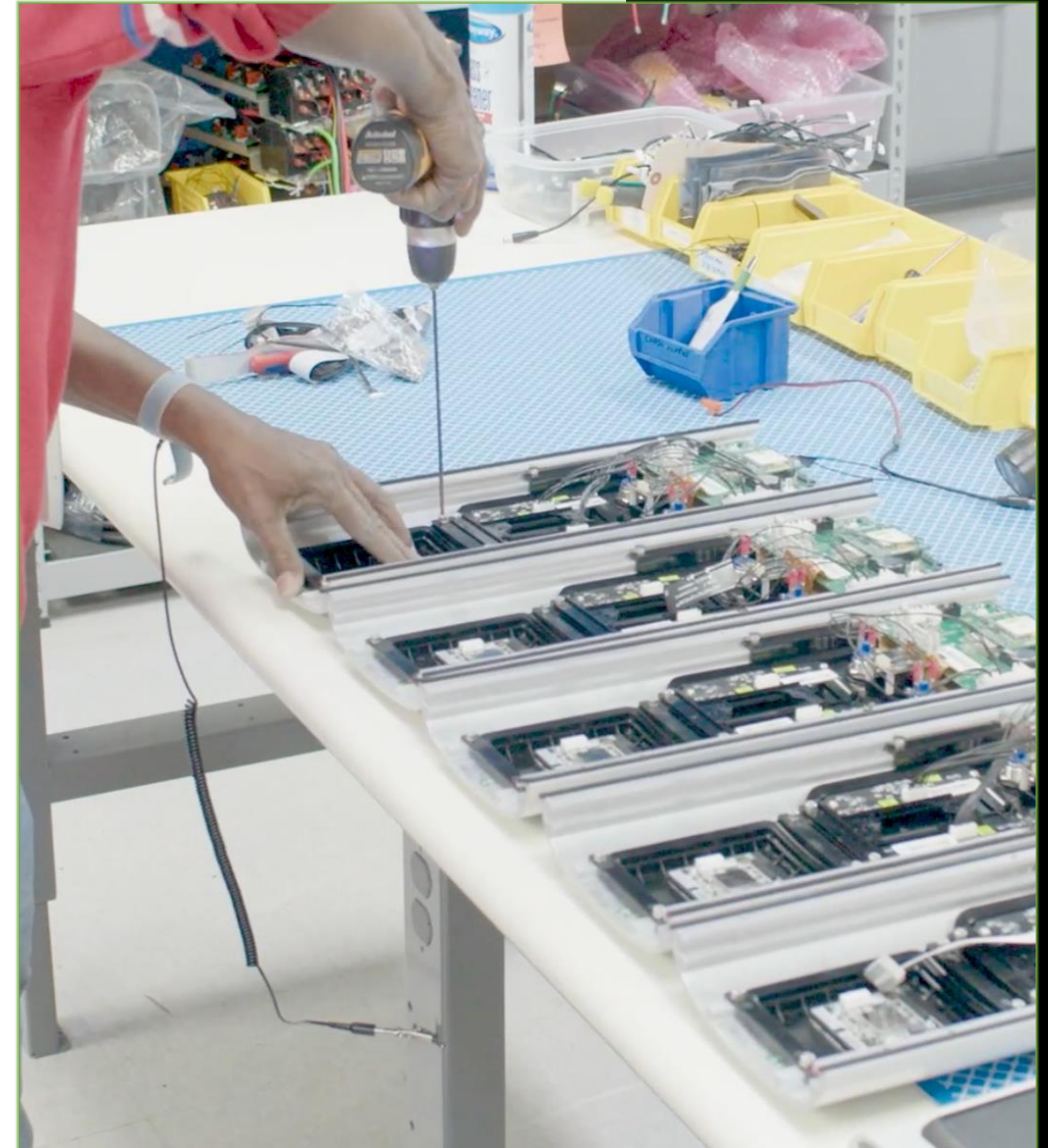
CONCLUDING REMARKS

Brendan Jones
President and CEO



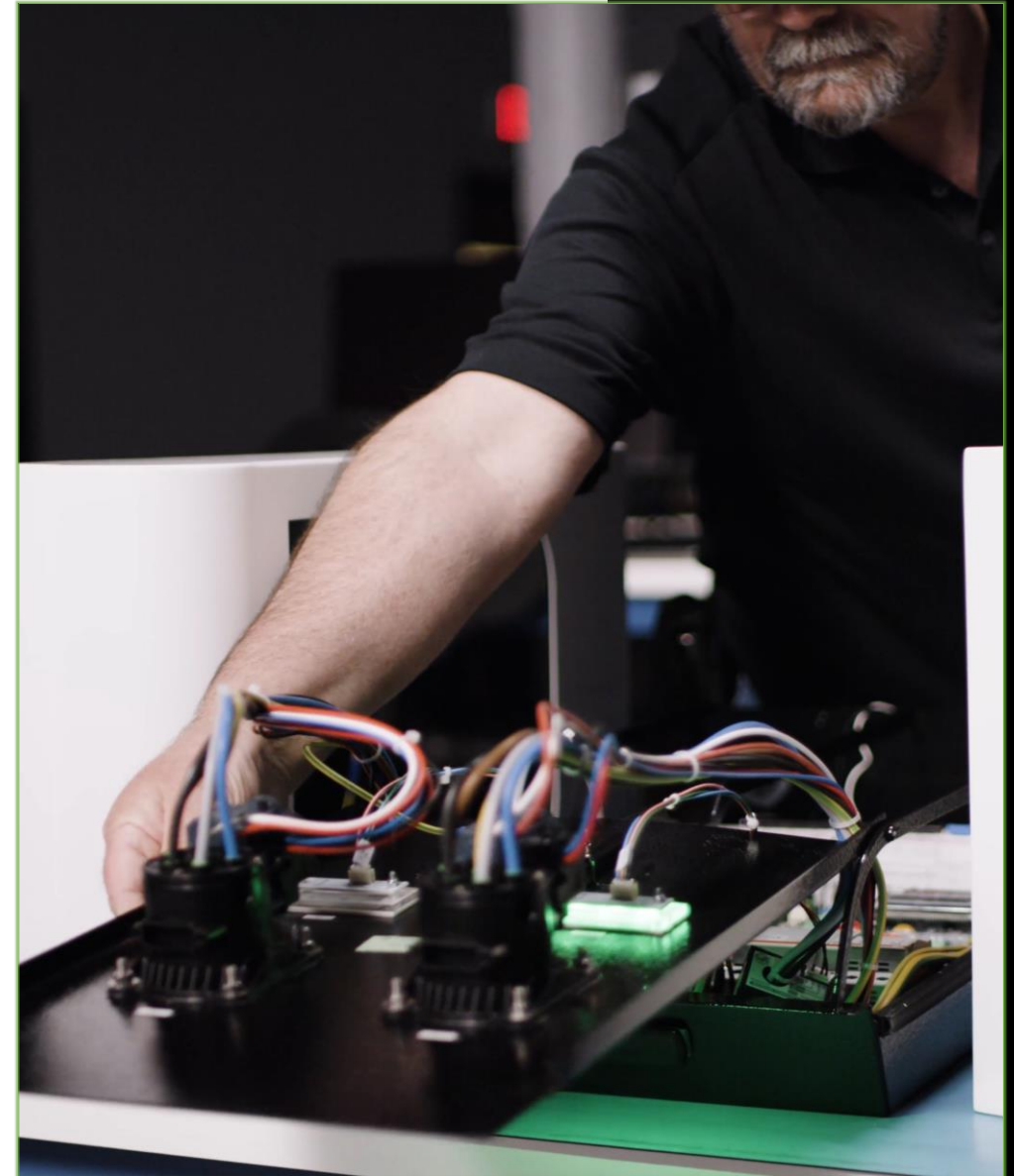
2023 OPERATIONS RECAP

- Established global corporate headquarters and expanded US-based manufacturing capabilities at our facility in the greater Washington DC area
- Optimized logistics and distribution
- Consolidated sales force and back office functions to reduce operating expenses
- Rebranded Electric Blue and Blue Corner as Blink UK and Blink Belgium

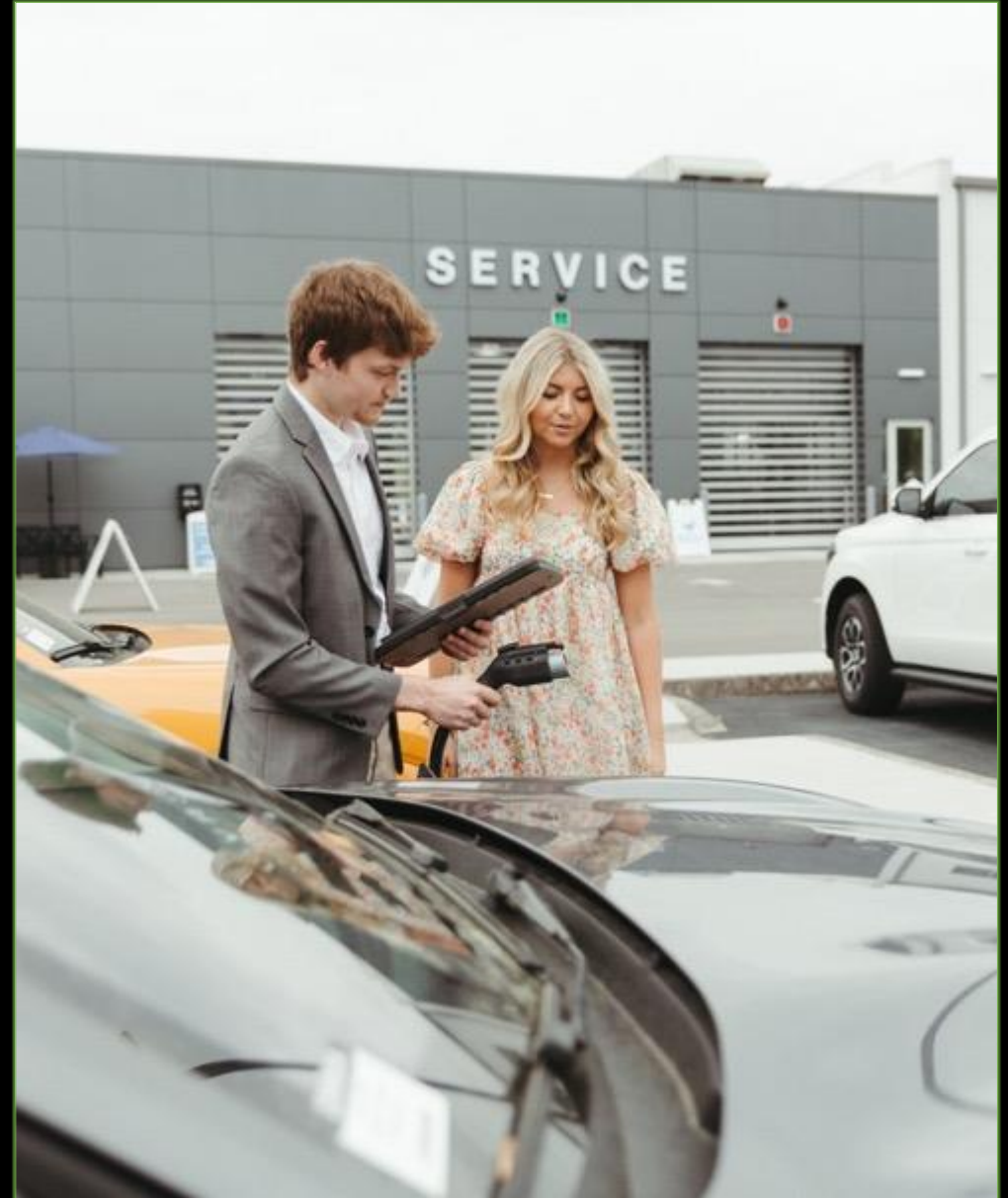


2024 OPERATIONAL PRIORITIES

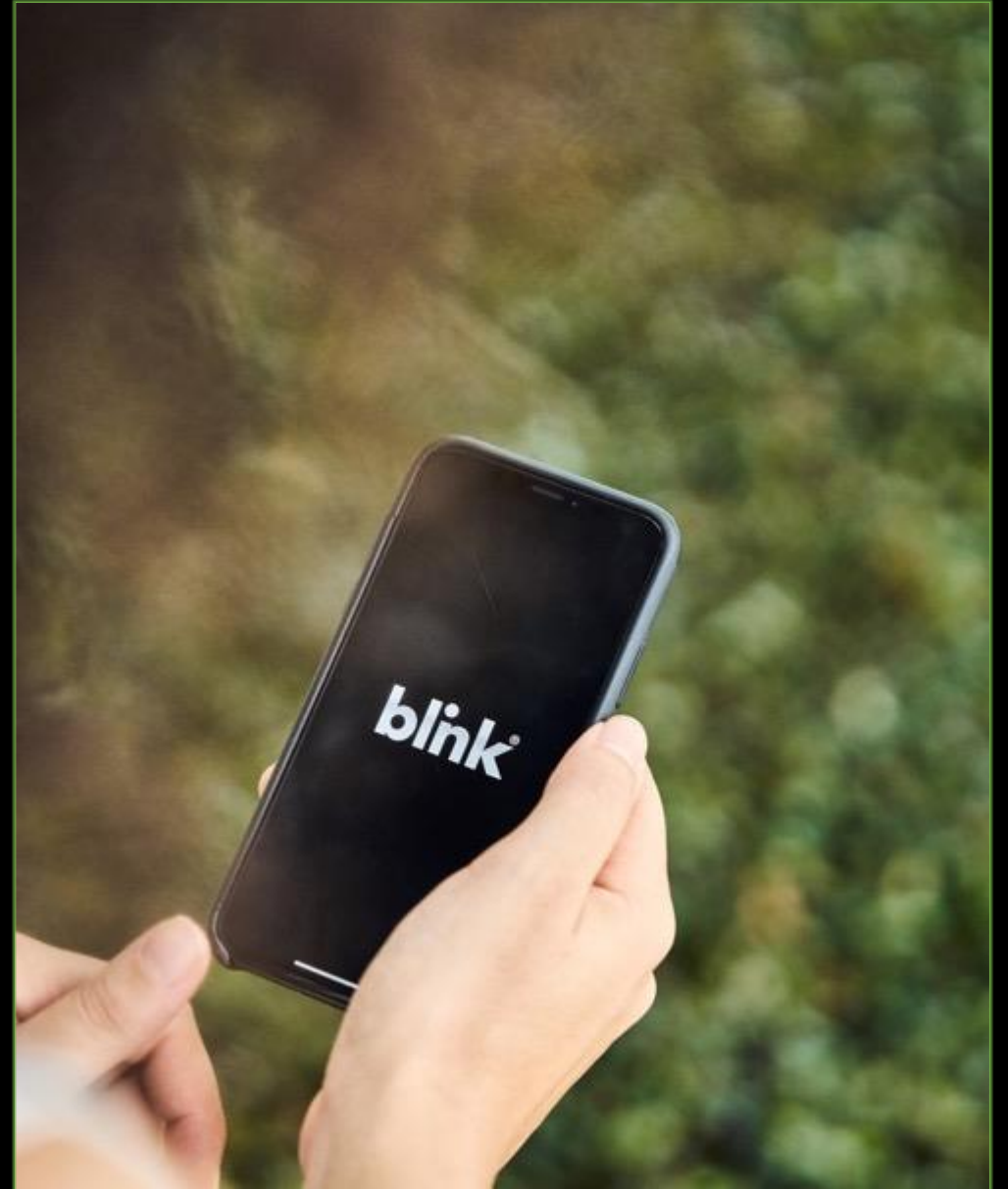
- Drive global efficiencies through optimized manufacturing, logistics, distribution, facilities and back-office consolidation, reducing our carbon footprint
- Execute cost reduction and avoidance strategy
- Leverage expanded manufacturing facility to support growth, reduce COGS, and enhance international 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



Q & A



APPENDIX



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(In thousands and unaudited)</i>	Q4 2023	Q4 2022	Year Ended December 31, 2023	Year Ended December 31, 2022
Net loss	\$(19,689)	\$(28,149)	\$(203,693)	\$(91,560)
Interest expense, net	1,173	473	3,546	1,529
Provision for Income Taxes	(269)	(308)	(1,494)	(308)
Depreciation and amortization	2,743	4,372	12,437	9,547
EBITDA ⁽¹⁾	\$(15,504)	\$(22,996)	\$(186,216)	\$(80,176)
Stock-based compensation	1,496	8,092	22,039	15,913
Acquisition-related costs	23	150	356	3,933
Impairment of goodwill and intangible assets	-	-	94,230	-
Loss on extinguishment of notes payable	-	-	1,000	-
One-time non-recurring expenses	-	-	11,632	-
Adjusted EBITDA ⁽²⁾	\$(13,985)	\$(14,754)	\$(56,959)	\$(60,330)

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 is a non-GAAP financial measure management uses in evaluating the company's core operating performance and is defined as EBITDA and adding back acquisition-related costs, amortization expense of intangible assets, additional stock-based compensation expense, one-time non-recurring expense, non-cash impairment charges, and non-cash loss on extinguishment of notes payable

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

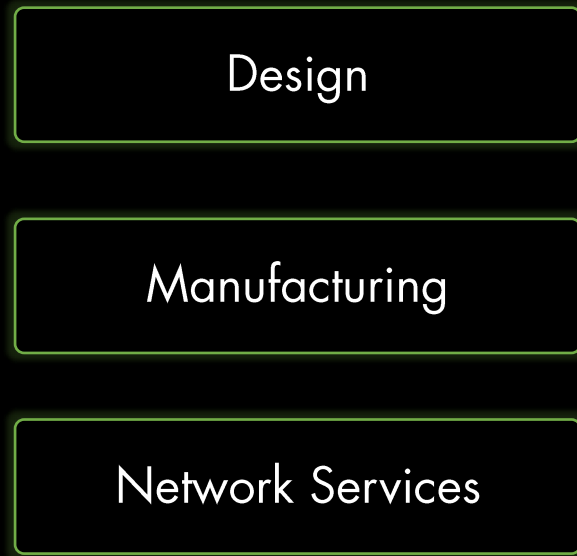
<i>(unaudited)</i>	Q4 2023	Q4 2022	Year Ended December 31, 2023	Year Ended December 31, 2022
Net loss – per diluted share	\$(0.28)	\$(0.55)	\$(3.21)	\$(1.95)
Add: Amortization expense of intangible assets	-	0.04	0.10	0.12
Acquisition-related costs	-	-	0.01	0.08
Additional stock-based compensation	-	0.10	-	0.10
Impairment of goodwill and intangible assets	-	-	1.48	-
Loss on extinguishment of notes payable	-	-	0.02	-
One-time non-recurring expenses	-	-	0.18	-
Adjusted EPS ⁽³⁾	\$(0.28)	\$(0.41)	\$(1.42)	\$(1.65)

³ 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, additional stock-based compensation expense, one-time non-recurring expense, non-cash impairment charges, and non-cash loss on extinguishment of notes payable

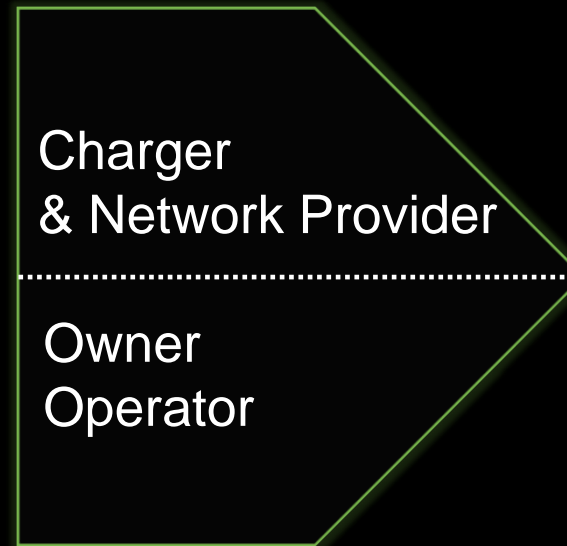
FULL SERVICE MODEL DRIVING SUSTAINED GROWTH

Vertical Integration

Synergistic Revenue Streams



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**Sustained
Growth and
Improving
Profitability**