



THIRD QUARTER 2021 EARNINGS RESULTS

November 11, 2021

www.BlinkCharging.com



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, 2020 and Quarterly Report on Form 10-Q for the quarter ended March 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.

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 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 measures will not be defined in the same manner by all companies and may not be comparable to other companies. This non-GAAP financial measures 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.

Q3 2021 HIGHLIGHTS AND STRATEGY

Michael D. Farkas, CEO



Q3 SUMMARY HIGHLIGHTS

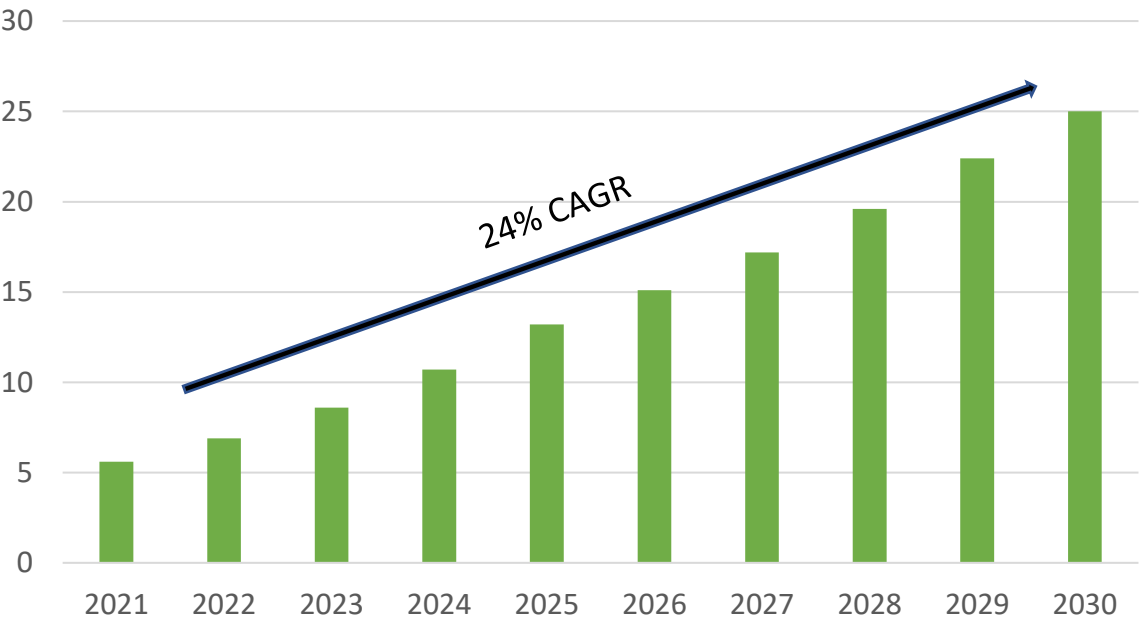
- Revenue was \$6.4 million, an increase of \$5.5 million or 607% compared to Q3 2020; sequential increase of \$2.0 million or 47% compared to Q2 2021
- Contracted or sold over 3,000 commercial and residential chargers
- International expansion strategy continues on track and highlighted by Blue Corner's contract with KU Leuven
- Blink awarded a total of \$25 million from numerous local, state, and federal grant and rebate programs through September 2021 driven by a favorable legislative environment and successful RFP process
- Added over 20 employees to support business ramp-up



Aggressively scaling
our business
domestically and
internationally to
capitalize on long-
term opportunities

BENEFITING FROM RAPID EV INFRASTRUCTURE GROWTH

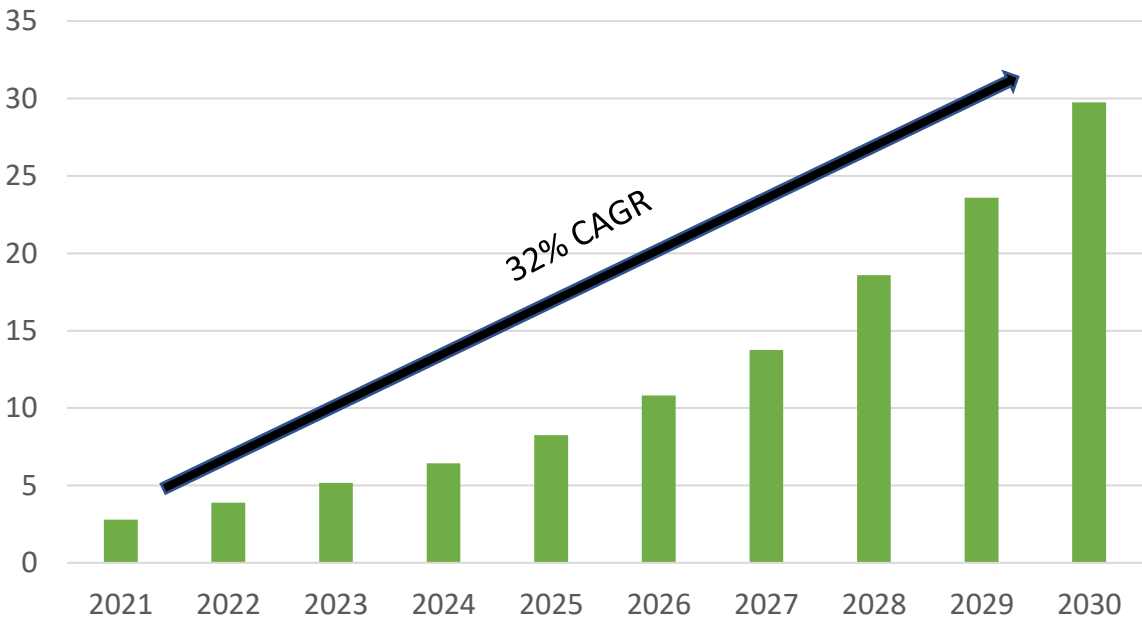
Forecasted Global EV Sales⁽¹⁾
(Millions of Vehicles)



EV sales represented ~5% of new vehicle sales worldwide in 2020

EV sales projected to reach 48% of new vehicle sales worldwide in 2030

Forecasted Global EV Charging Infrastructure⁽²⁾
(Millions of Chargers)



EV chargers in the U.S. reached a milestone of 100,000 in Q1 2021

120 million EV chargers projected to be needed globally by 2030

¹IEA (2021), Global EV Outlook 2021 Stated Policies Scenario, IEA, Paris <https://www.iea.org/reports/global-ev-outlook>
²Guidehouse Insights, EVSE Market Data for 3Q 2021

BLINK'S VALUE PROPOSITION

MOST ADVANCED TECHNOLOGY



MULTIPLE BUSINESS MODEL OPTIONS

- Blink-Owned (Turnkey)
- Blink-Owned (Hybrid)
- Host-Owned
- Subscription as a Service

EXPANDING FOOTPRINT



INCREASING UTILIZATION



Attractive Long-Term Economics and Value Creation

BUSINESS HIGHLIGHTS

Brendan Jones, President



SUCCESSFULLY WINNING NEW OPPORTUNITIES

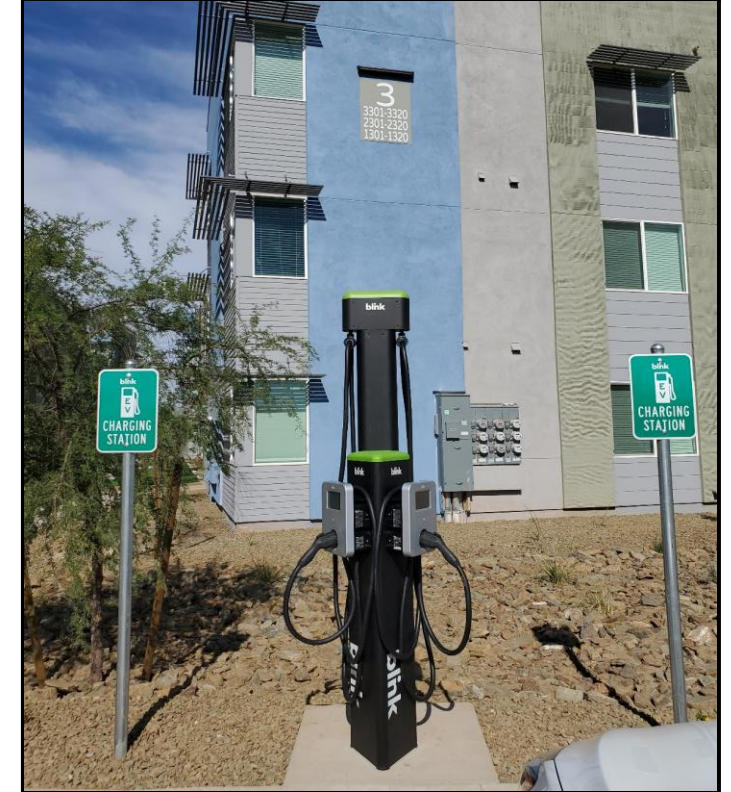
City of San Antonio



City of Los Angeles



Greenlight Communities

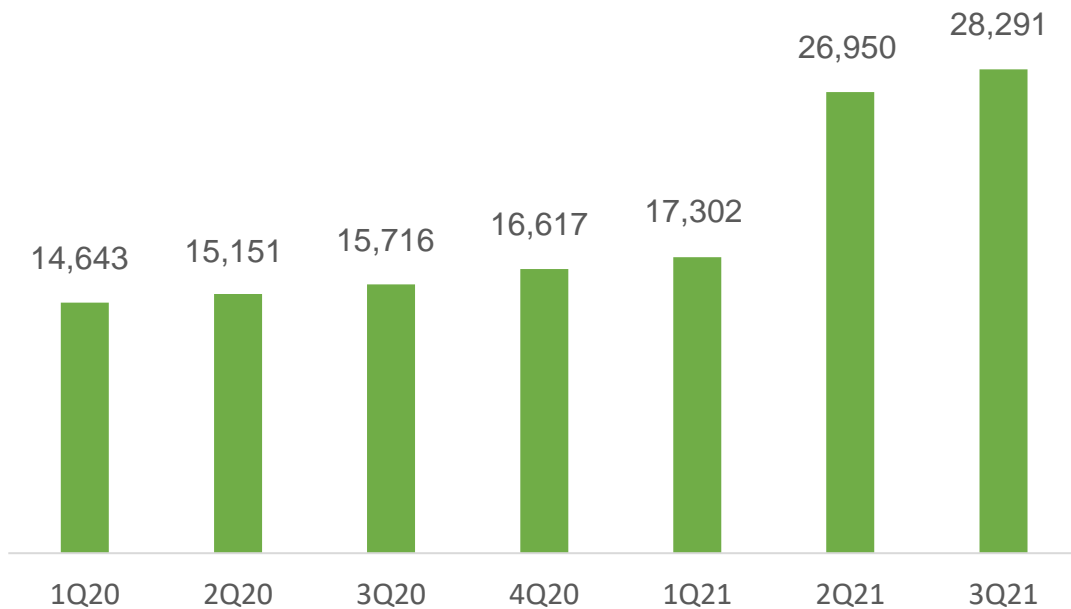


GROWING RESELLER AND DISTRIBUTION NETWORK

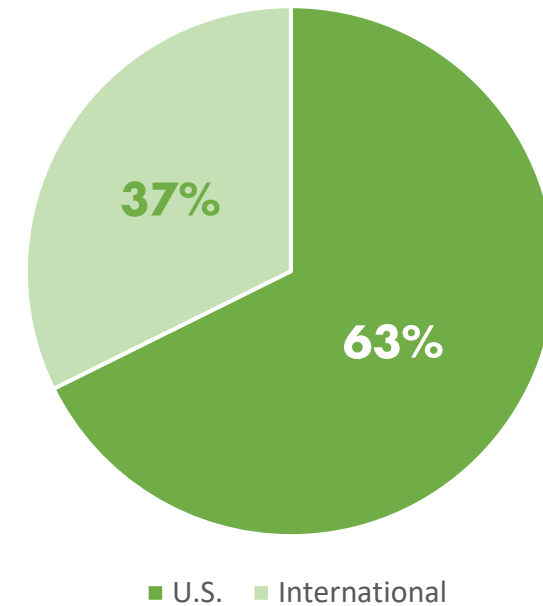
	New Reseller Partnerships	Company Description
	Sourcewell	Sourcewell combines the buying power of more than 50,000 government, education, and nonprofit organizations to help members procure goods and services more efficiently, while saving them time and money
	Rudy's Performance Parts	Founded in 2008, Rudy's Performance Parts is an industry leader in automotive performance and accessories with the best customer service and pricing in the industry
	Traffic and Parking Control Co. (TAPCO)	Celebrating its 65 th year, Traffic and Parking Control Co. is dedicated to manufacturing, distributing and servicing the latest innovations in roadway safety

SEEING SIGNIFICANT CHARGER DEMAND

**TOTAL COUNT OF CHARGERS
CONTRACTED, SOLD OR DEPLOYED**



**U.S. AND INTERNATIONAL
CHARGER COUNT MIX**

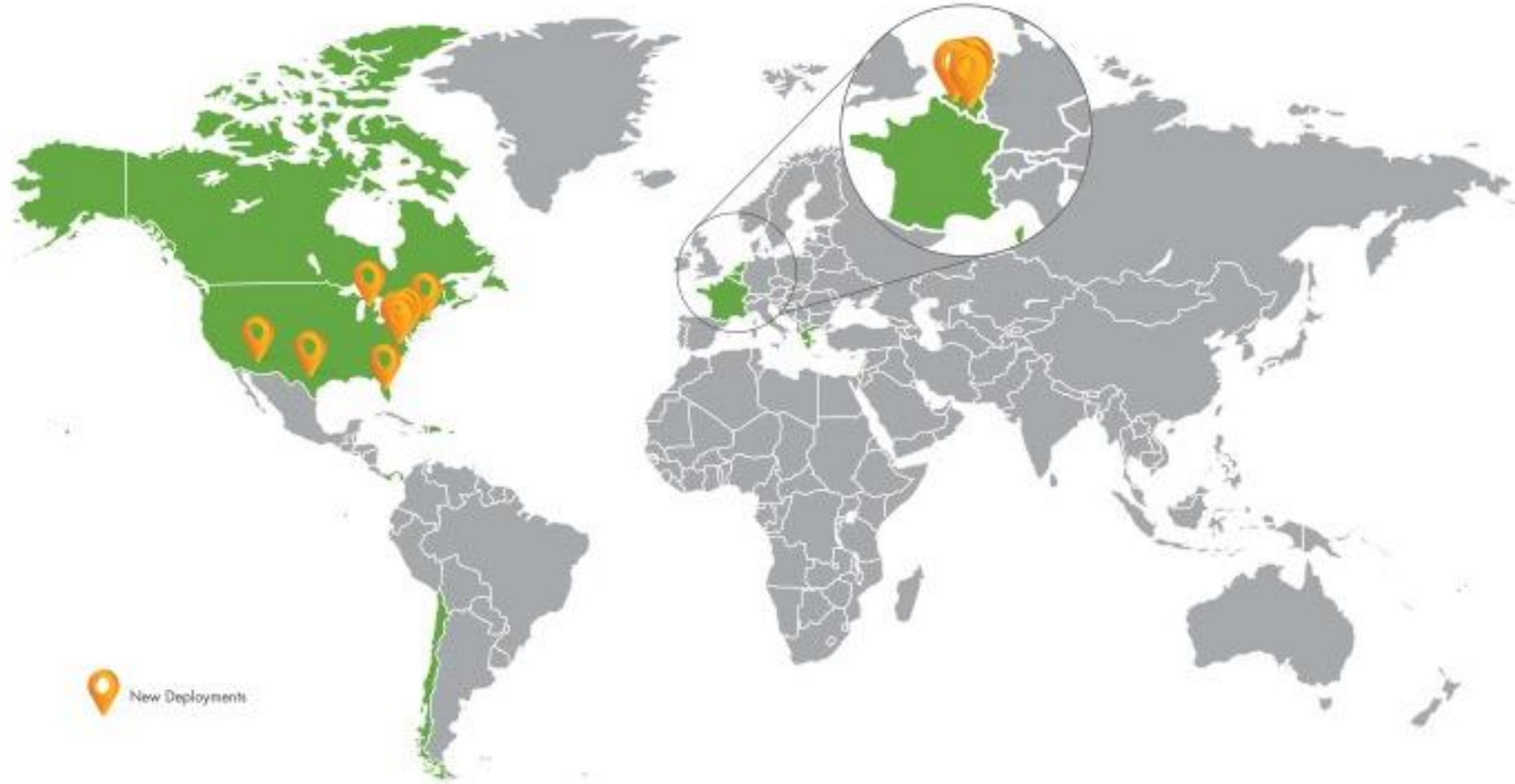


Increasing demand for charging stations and global footprint expansion leads to incremental revenue growth

NEW DEPLOYMENTS IN KEY GEOGRAPHIC LOCATIONS

New Deployments:

- Arizona
- Florida
- Framingham, MA
- Maryland
- North Carolina
- San Antonio, TX
- Traverse City, MI
- Virginia
- Washington, D.C.
- Belgium (Europe)



AWARDED VALUABLE GRANT AND REBATE PROGRAMS

- Florida Department of Environmental Protection
- Los Angeles Department of Transportation
- Massachusetts Department of Environmental Protection
- Michigan Department of Environment, Great Lakes and Energy (EGLE)
- Texas Volkswagen Environmental Mitigation Program (TxVEMP)

Total Awarded to
Blink Charging

January - September 2021:
\$25M



FINANCIAL HIGHLIGHTS

Michael Rama, CFO



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SELECTED FINANCIALS

(\$ in 000s)	3Q21	2Q21	3Q20	QoQ B/(W)	YoY B/(W)
Product Sales	\$4,824	\$3,267	\$557	48%	766%
Service Revenue ⁽¹⁾	1,382	881	263	57%	425%
Other Revenue	196	207	86	(5%)	128%
Total Revenues	6,402	4,355	906	47%	607%
Gross Profit	892	644	367	39%	143%
Operating Expenses	\$16,715	\$12,989	\$4,280	(29%)	(291%)
Adjusted EBITDA ⁽²⁾	(\$8,388)	(\$9,114)	(\$3,658)	8%	(129%)
Adj. EBITDA Margin ⁽²⁾	(131%)	(209%)	(404%)	78 bps	273 bps

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

² Adjusted EBITDA (defined as earnings (loss) before interest income (expense), provision for income taxes, depreciation and amortization, and adding back stock-based compensation) 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.

IMPROVING REVENUE AND GROSS PROFIT TRENDS



Key Driver

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



NEW PRODUCT LAUNCH

- State-of-the-art 19.2kW technology
- Large 30-inch or 49-inch screen sizes
- High-resolution graphics
- Single, dual and quad-port functionality
- Integrated cable management
- Generate advertising revenue immediately
- Domestic and International opportunities
- Product available in 2022

Get a peak of our
latest innovative
product at the
CES show in
January 2022



Q & A



APPENDIX



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(In thousands and unaudited)</i>	Q3 2021	Q2 2021	Q3 2020
Net loss	\$(15,321)	\$(13,459)	\$(3,914)
Interest expense, net	3	6	3
Depreciation and amortization	706	669	104
EBITDA ⁽¹⁾	\$(14,612)	\$(12,784)	\$(3,807)
Stock-based compensation	6,224	3,670	149
Adjusted EBITDA ⁽²⁾	\$(8,388)	\$(9,114)	\$(3,658)

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 excluding the impact from stock-based compensation.

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