# **Blink Charging**

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Blink Charging Co. is a leader in electric vehicle (EV) charging equipment and networked EV charging stations, enabling EV drivers to easily charge at any of its thousands of public charging locations worldwide.

The Company's principal line of products and services is its Blink EV charging network ("Blink Network"), EV charging equipment, and EV charging services. The Blink Network utilizes a proprietary cloud-based software that operates, maintains, and tracks the EV charging stations connected to the network and the associated charging data. Blink has established key strategic partnerships to adoption across numerous location types, including parking facilities, multi-family residences and condos, workplace locations, healthcare/medical facilities, schools and universities, and airports.

# **RECENT DEVELOPMENTS**

- Agreement with Cushman & Wakefield for Deployment of EV Charging Stations
- Agreement with InterEnergy for the purchase of \$1.2 million of Blink EV charging equipment to be deployed in the Dominican Republic
- Co-recipient of a \$900,000 grant from the BIRD energy program for the development of a DC fast-charging solution
- Reached more than 23,000 deployments of EV charging stations at multiple living complexes and offices
- Migrated the Blink Network to Microsoft Azure to optimize performance, operability and driver experience and prepare for future expansion
- Expansion into Greece with Eunice Energy joint venture, deploying 40+ ports

# **KEY GROWTH DRIVERS**

**Blink continues to be a leader in EV Charging:** The Company has a growing registered member base of over 180,000+ and has deployed more than 23,000+ EV charging stations throughout the U.S., Europe, and the Middle East. Blink's connected charging stations attract drivers by supporting plug-in EV's, and its products boast the highest rated power output for a Level 2 charging station. Blink is in a strong position to capitalize on the steady global trend promoting EVs over traditional gasoline powered vehicles.

**Revenue Streams:** Blink generates revenue by charging EV drivers to power their cars, selling EV charging hardware, providing network connectivity, processing payments for its property partners and from advertising.

**Business Model:** Blink offers flexible business models that are tailored to each location, including the Blink Owned (turnkey solutions), Hybrid Owned (shared revenue), Host Owned (purchase) and Blink as a Service (subscription). While other companies focus either on manufacturing or selling hardware, Blink is the only company that can provide a full package of EV charging solutions under one roof, from start to finish!



407 Lincoln Rd, Ste 704 Miami Beach, FL 33139





# Price \$12.20 Avg. Volume 26.06k 52-Wk. Range \$1.25-14.58 Shares 31.5M Outstanding \$380M

Data Date: Aug. 7, 2020

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# **NEW GENERATION 2 PRODUCTS**

Blink provides EV solutions for both residential and commercial applications, and range in capability based off needs.

#### **Products Include:**

- Level 2 HQ 100-Wall Mount Home Charging Unit
- Level 2 IQ 200—Wall Mount or Pedestal, Singe, Dual, or Triple Commercial Charging Units
- DC Fast—Commercial Charging Units

Depending on the series, benefits include:

**Design:** Fee options include time-based, kWh-based, or session-based billing functionality—Payment methods: RFID, Apple Pay, Google Wallet, and all major credit cards—Convenient, user-friendly interface—Displays charging station status and transaction details.

**Energy Management:** Internal meter to monitor demand and energy usage— Supports real-time energy usage data evaluation—Controllable output to support utility—demand response requests—can be deployed with local load management functionality.

**Network, Product, & Customer Support:** Communication, including Wi-Fi and cellular—Over-the-air remote firmware update and management—Blink Network Operations Center actively monitors and manages the network—Smartphone app for status changes and notifications—Role-based features to manage permissions and access levels—Secure, high-availability, enterprise-grade infrastructure.



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# **EVERY PARKING SPOT IS AN OPPORTUNITY**

#### Select Clients Across Verticals



# MANAGEMENT TEAM

## Michael D. Farkas, Founder & CEO

Michael has led Blink in its pursuit of EV charging across the U.S. and the world since its beginning nearly 10 years ago. Prior to founding Blink, Michael established a track record as a successful principal investor across a variety of industries, including automotive, retail, telecommunications, agriculture, and aerospace.

#### Michael Rama, Chief Financial Officer

Mr. Rama joins Blink following nearly a decade with NV5 Global, where he served as Vice President and Chief Financial Officer. From October 1997 until August 2011, Mr. Rama held various accounting and finance roles with AV Homes, Inc. (formerly known as Avatar Holdings, Inc.), including Principal Financial Officer, Chief Accounting Officer, and Controller. Mr. Rama has nearly 30 years of experience in construction, development, and real estate management.

## Brendan Jones, Chief Operating Officer

Brendan Jones is the Chief Operating Officer at Blink Charging, responsible for sales, operations, growth initiatives, and investments in strategic alliances. With over 25 years of experience in the automotive and EV charging industry, he has established himself as an industry expert and a leading force in the development of EV infrastructure.

Safe Harbor Statement: This fact sheet contains forward-looking statements as defined within Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements, and terms such as "anticipate," "expect," "intend," "may," "will," "should" or other comparable terms, involve risks and uncertainties because they relate to events and depend on circumstances that will occur in the future. Those statements regarding the intent, belief or current expectations of Blink Charging and members of its management, as well as the assumptions on which such statements are based. Prospective investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, including those described in Blink Charging's periodic reports filed with the SEC, and that actual results may differ materially from those contemplated by such forward-looking statements. Except as required by federal securities law, Blink Charging undertakes no obligation to update or revise forward-looking statements to reflect changed conditions.

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