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## THIRD QUARTER 2022 EARNINGS RESULTS

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November 8, 2022

[www.BlinkCharging.com](http://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, 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.



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# Q3 2022 HIGHLIGHTS AND STRATEGY

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Michael D. Farkas, CEO



## SUMMARY Q3 2022 HIGHLIGHTS

- 169% increase in revenue to \$17.2 million, an increase of \$10.8 million compared to Q3 2021
- 123% increase in service revenues\* to \$3.1 million, an increase of \$1.7 million compared to Q3 2021
- 610% increase in network fees to \$1.5 million, an increase of \$1.2 million compared to Q3 2021
- 7,834 charging stations contracted, deployed or sold in Q3 2022; increase of 160% over Q3 2021

## SUBSEQUENT TO THE QUARTER

- Launched a new high-tech charging network and mobile applications
- Committed to expanding U.S. manufacturing capacity

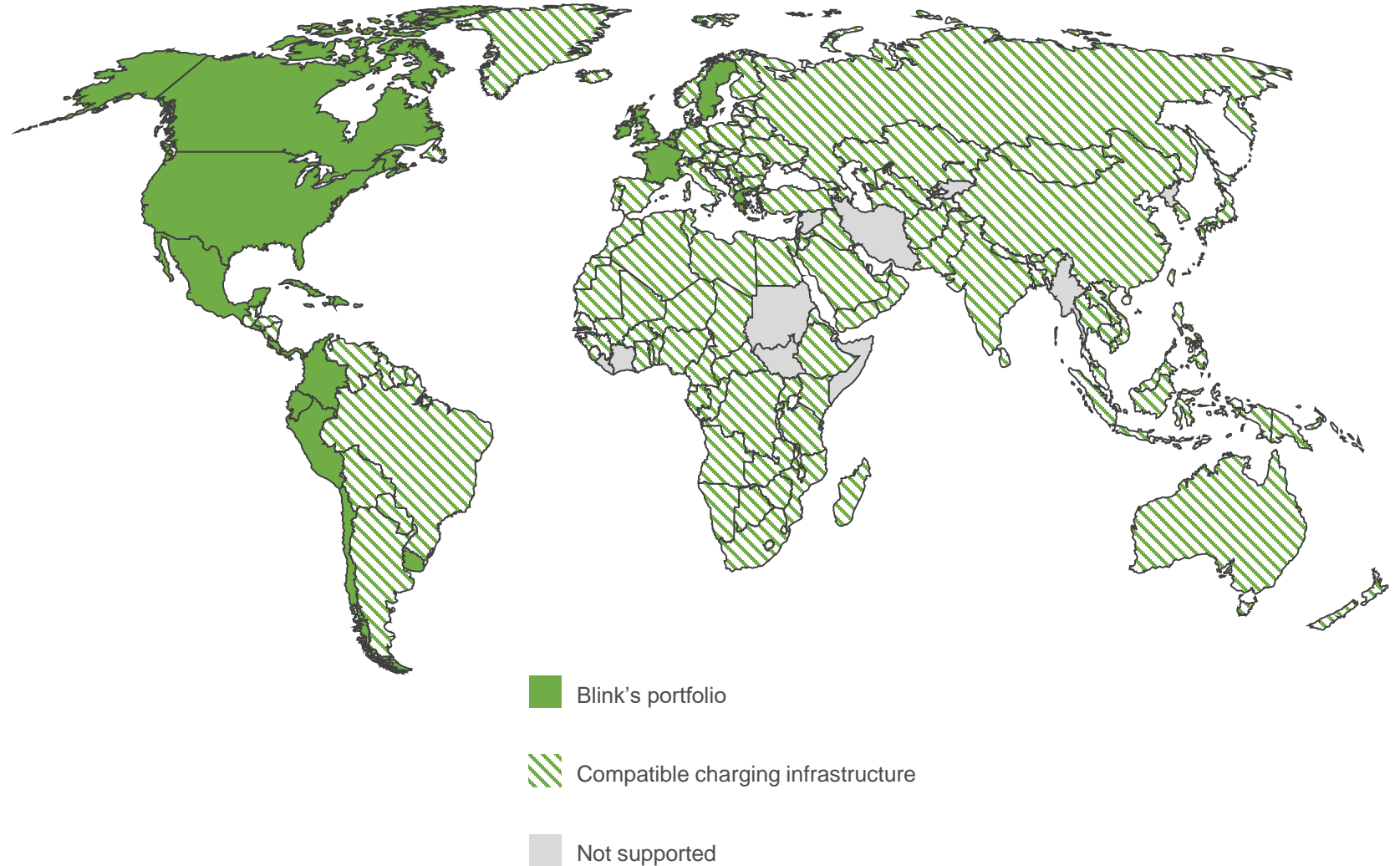
\*Service Revenues consist of charging service revenues, network fees, and ride-sharing service revenues.



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

# EXPANDING BLINK'S GLOBAL FOOTPRINT

- **Sold, deployed or installed** 58,907 chargers
- **440+** thousand Users on the Blink Networks
- **Global manufacturing capabilities** in the U.S., India, and Taiwan
- **Global network and portfolio** across 25 countries with flexible and locally adoptable product offerings and business models

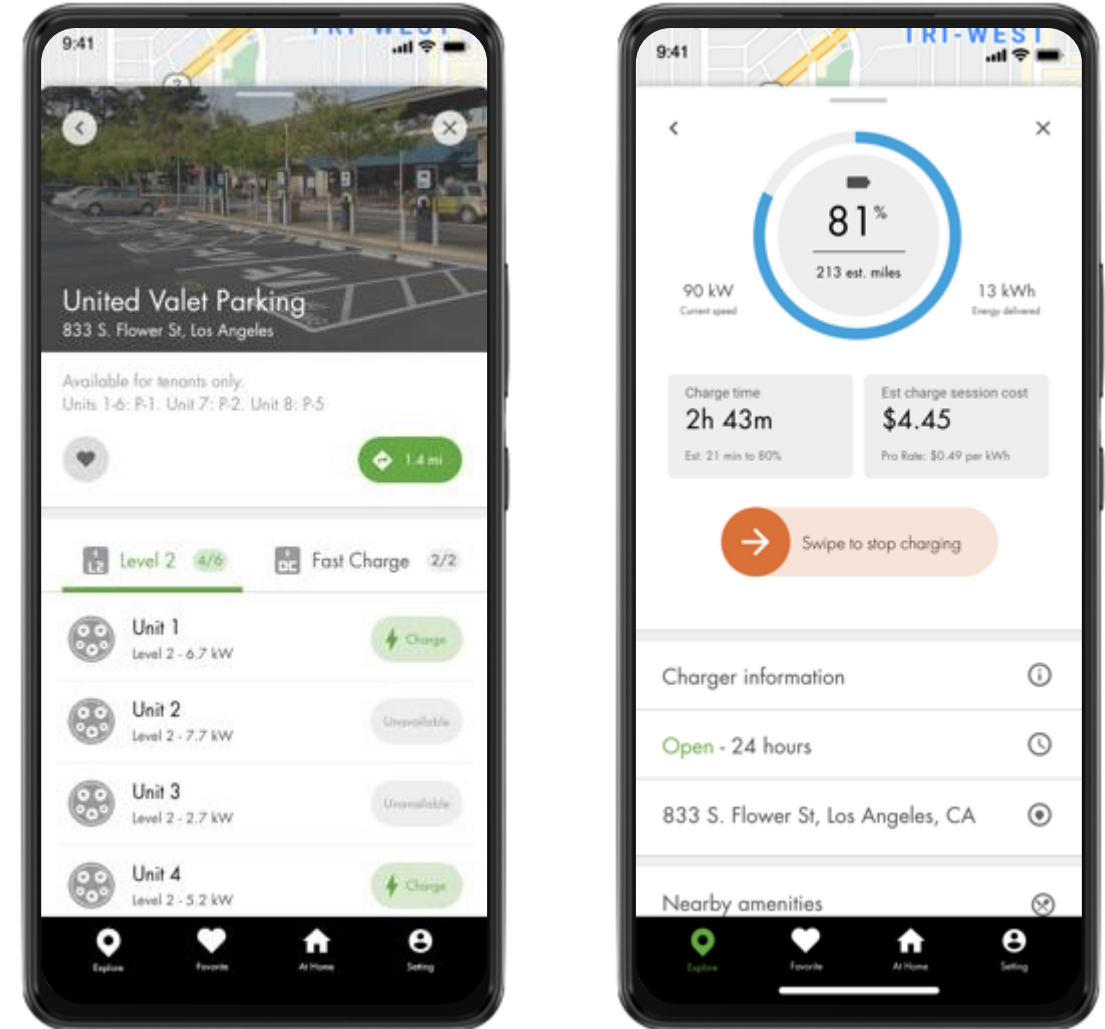




# NEW HIGH-TECH NETWORK IS POWERING THE NEXT GENERATION OF EV CHARGING

## DRIVER BENEFITS:

- Completely rebuilt Blink Network will serve as a foundation for a future global platform serving a wide variety of EV equipment, languages, currencies, and applications
- User-centric approach to ensure Blink customers have the most reliable charging solutions that fit their unique charging needs
- Blink Charging Mobile App provides a real-time view of public locations, hours, pricing and availability
- Easy searchability of EV charging stations with via zip codes, city, business, category, or address
- Access to real-time charging session information such as status to completion, transaction history, and a detailed charge receipt

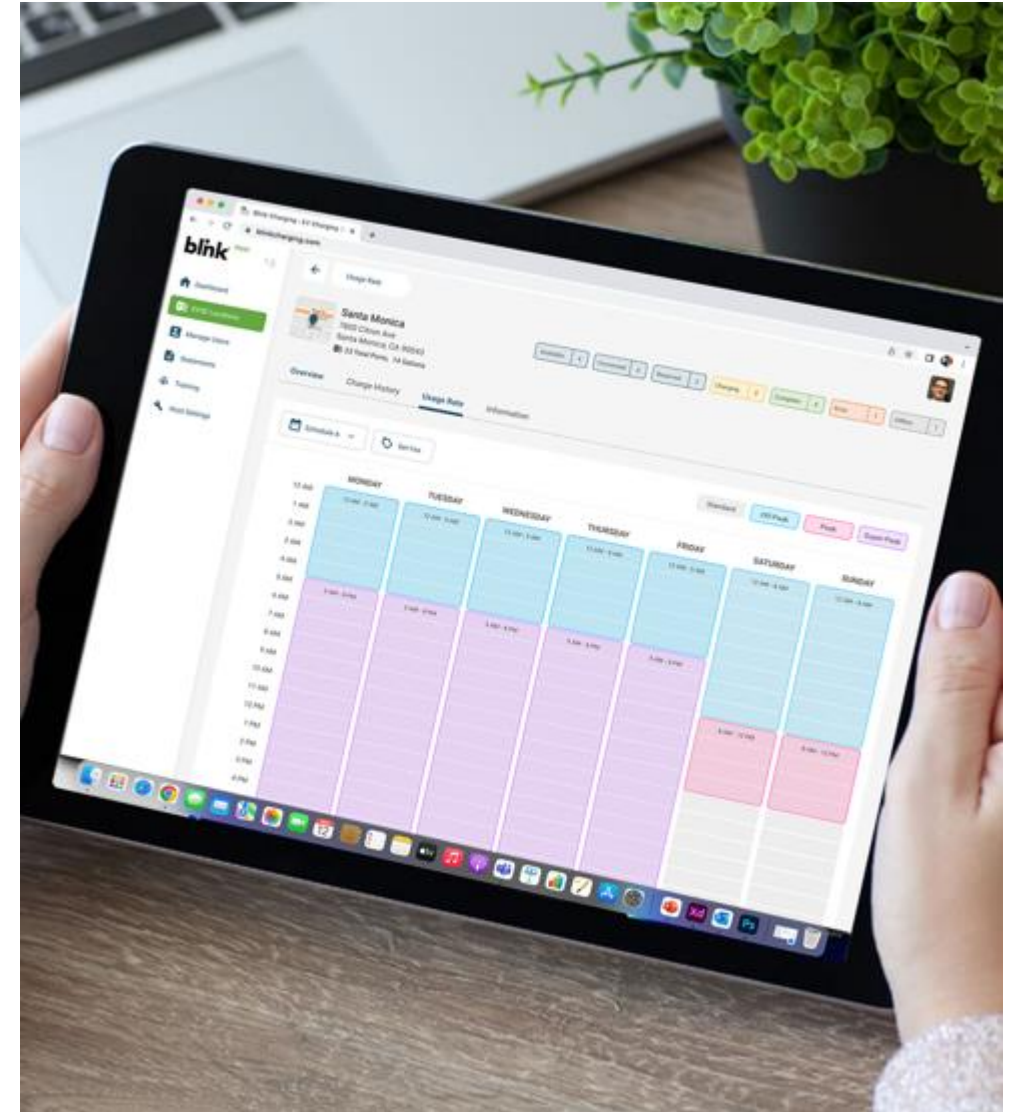


**BUILT FOR THE FUTURE**

# NEW HIGH-TECH NETWORK IS POWERING THE NEXT GENERATION OF EV CHARGING

## HOST BENEFITS:

- The robust newly redesigned host portal gives full visibility and control for site hosts across chargers and locations
- New cloud-based Blink Network allows Blink site hosts to easily onboard and connect Blink chargers globally
- Secure, high availability, enterprise grade infrastructure and software technologies designed to give full visibility of all host locations, chargers, and charger statuses
- Customized charger rates based on user groups and zones and access to add new drivers to specialized pricing at any time
- Real-time analytical management capabilities with 24/7 customer support



**BUILT FOR THE FUTURE**





# STRATEGIC ACQUISITIONS ENHANCING MARKET PENETRATION

- **SemaConnect - June 2022**

- Adding over 12,800 chargers and 151,000 registered users
- Over 1,800 marquee accounts across key end markets
- Vertically integrated manufacturing capabilities in the U.S. qualify Blink for Buy American incentives
- Large portfolio of comprehensive technology and intellectual property including level 3 DC fast chargers

- **UK-based Electric Blue Ltd. (EB Charging) - April 2022**

- Expanded presence to the United Kingdom
- More than 1,150 chargers
- Confirmed orderbook of ~\$16 million



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## BUSINESS HIGHLIGHTS

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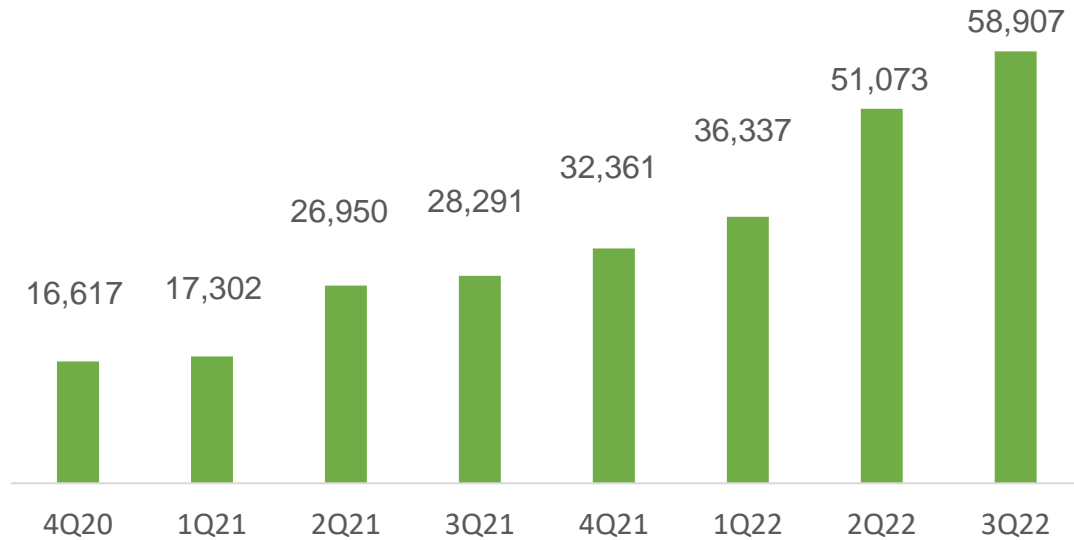
Brendan Jones, President



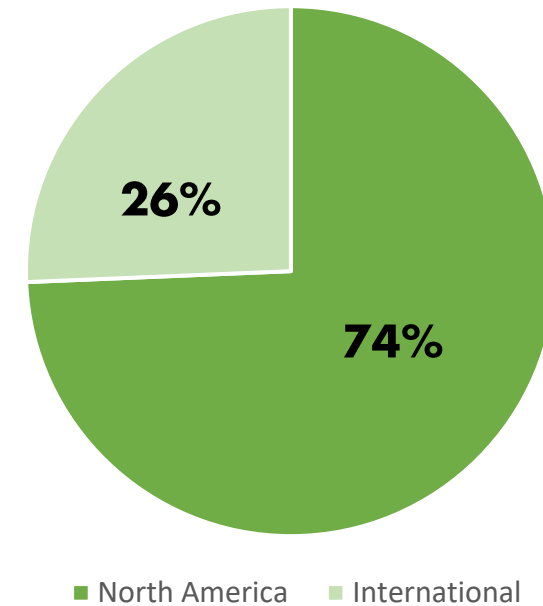
blink

# CHARGER DEMAND CONTINUES TO EXPAND

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



**N.A. AND INTERNATIONAL  
CHARGER COUNT MIX (BLINK)**



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

# SUCCESSFULLY WINNING NEW OPPORTUNITIES

Automotive	Fleet	Hospitality	Commercial	Multifamily	Government
Automotive OEMs and dealer agreements	Significant reseller channels for wide-spread opportunities	Prioritizing scalable, largescale deployment opportunities with national and multinational accounts		Targeting multifamily residential charging demands	Leveraging funding and deployment opportunities



## COMMITTED TO EXPANDING U.S. MANUFACTURING

- Established initial U.S. manufacturing capabilities in Bowie, MD through SemaConnect acquisition
- Recently announced plans for additional facility; expected to add up to 300 highly skilled U.S. manufacturing jobs; produce Buy America compliant AC Level 2 (L2) and Direct Current chargers (DCFC)
- Estimated production capacity for new facility at minimum of 10,000 DCFC's and 20,000 - 40,000 L2 chargers per year
- Total U.S. charger production expected to increase to 100,000 chargers per year



# LEADING SOFTWARE AND INDUSTRIAL CAPABILITIES

## Unparalleled engineering and manufacturing competencies

- ✓ Advanced software and hardware teams
- ✓ In-house design, testing, and validation
- ✓ End-to-end vertical integration
- ✓ Manufacturing capacity with unmatched speed, cost and flexibility in U.S. and globally
- ✓ In control of own design and manufacturing cycle



## Tailored offerings for all EV charging needs

- ✓ Level 2 Residential for at home charging
- ✓ Level 2 Commercial Charging for commercial, multi family, fleet, retail and public
- ✓ DC Fast Charging for fleet/retail and public settings
- ✓ Buy American compliant



# INNOVATIVE PRODUCT PORTFOLIO

New Design\*



**Blink Fleet Portal**

Together the Blink Fleet Portal and MQ 200 respond to the needs of the 250,000 commercial and government fleets, operating 18+ million vehicles, as they transition to an electric fleet

**MQ 200**

**Vision IQ 200**

The Vision product line is designed for the ~1 million retail locations across the US

**Series 8**

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

**HQ 200**

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

**EQ Series**

The EQ 200 family of chargers is an intelligent, affordable and scalable charging solution that includes vehicle-to-grid functionality.

\* Prototype design  
Blink Charging Sales Presentation  
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# BLINK DC CHARGERS



**30kW DC Fast**

A lightweight and practical design with optimal power



**DC Fast 60-350kW**

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



**50kW Wall DC Fast**

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

# SYNERGIES

## Revenue synergy achievements

- ✓ Selling Blink hardware to SemaConnect customers
- ✓ Converting host-owned sites to Hybrid Models
- ✓ Increasing chargers at High Utilization SemaConnect sites

## Cost synergies progress

- ✓ Manufacturing, procurement, and COGS costs
- ✓ G&A efficiencies
- ✓ Optimizing sales and customer service functions



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# FINANCIAL HIGHLIGHTS

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Michael Rama, CFO





## SELECTED FINANCIALS

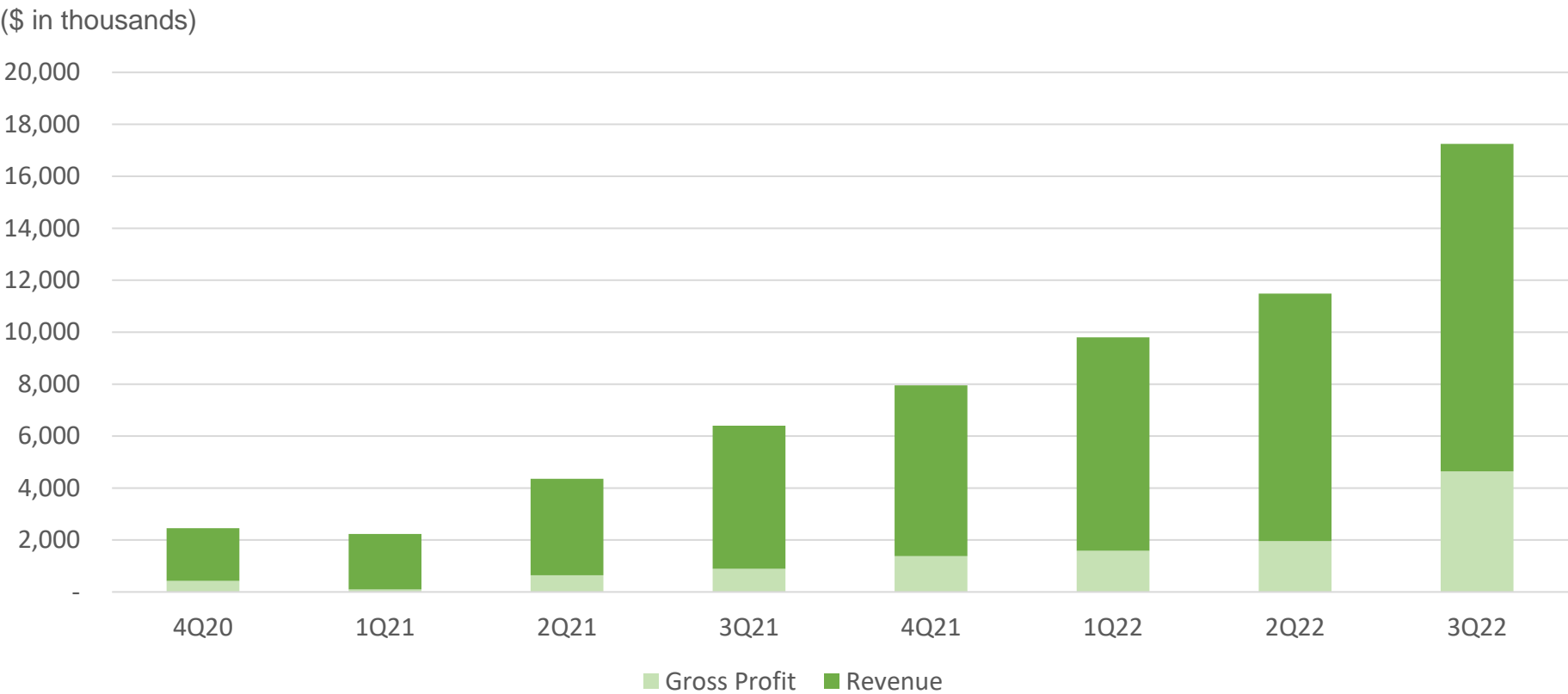
(\$ in 000s)	3Q22	3Q21	YoY B/(W)	9 Months Ended September 30, 2022	9 Months Ended September 30, 2021	YoY B/(W)
Product Sales	\$13,358	\$4,824	177%	30,238	\$9,762	210%
Service Revenue <sup>(1)</sup>	3,079	1,383	123%	6,831	2,601	163%
Other Revenue <sup>(2)</sup>	810	195	315%	1,464	627	133%
Total Revenues	17,247	6,402	169%	38,533	12,990	197%
Gross Profit	4,781	892	436%	8,324	1,463	469%
Operating Expenses	\$29,278	\$16,715	(75%)	\$69,825	\$37,019	(89%)
Adjusted EBITDA <sup>(3)</sup>	(\$17,607)	(\$8,388)	(110%)	(\$45,576)	(\$23,837)	(91%)
Adj. EBITDA Margin <sup>(3)</sup>	(102%)	(131%)	2,893 bps	(118%)	(184%)	6,522 bps

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

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

<sup>3</sup> Adjusted EBITDA (defined as earnings (loss) before interest income (expense), depreciation and amortization, and adding back stock-based compensation and acquisition-related costs) 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 Drivers

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

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# Q3 2022 HIGHLIGHTS AND STRATEGY

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Michael D. Farkas, CEO





# NEW BLINK DC CHARGER CONCEPT



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## Q & A

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# APPENDIX

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# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(In thousands and unaudited)</i>	Q3 2022	Q3 2021	9 Months Ended September 30, 2022	9 Months Ended September 30, 2021
<b>Net loss</b>	<b>(\$25,647)</b>	<b>(\$15,321)</b>	<b>(\$63,411)</b>	<b>(\$36,145)</b>
Interest expense (income), net	917	3	1,056	(6)
Depreciation and amortization	814	706	5,175	1,686
<b>EBITDA <sup>(1)</sup></b>	<b>(\$22,948)</b>	<b>(\$14,612)</b>	<b>(\$57,180)</b>	<b>(\$34,465)</b>
Stock-based compensation	4,832	6,224	7,821	10,308
Acquisition-related costs	509	-	3,783	320
<b>Adjusted EBITDA <sup>(2)</sup></b>	<b>(\$17,607)</b>	<b>(\$8,388)</b>	<b>\$ (45,576)</b>	<b>\$ (23,837)</b>

<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), and depreciation and amortization expense.

<sup>2</sup> 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 and acquisition-related costs.

## RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(unaudited)</i>	Q3 2022	Q3 2021	9 Months Ended September 30, 2022	9 Months Ended September 30, 2021
<b>Net loss – per diluted share</b>	<b>(\$0.51)</b>	<b>(\$0.36)</b>	<b>(\$1.39)</b>	<b>(\$0.87)</b>
Amortization expense of intangible assets	0.03	0.00	0.08	0.01
Acquisition-related costs	0.01	-	0.08	0.01
<b>Adjusted EPS <sup>(3)</sup></b>	<b>(\$0.47)</b>	<b>(\$0.36)</b>	<b>(\$1.23)</b>	<b>(\$0.85)</b>

<sup>3</sup> Adjusted EPS (defined 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 and amortization expense of intangible assets.

# blink<sup>®</sup>

