



**FIRST QUARTER
2024
EARNINGS
RESULTS**

May 9, 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.

Q1 2024 HIGHLIGHTS AND STRATEGY

Brendan Jones
President and CEO





Q1 2024 HIGHLIGHTS*

\$37.6M

↑ 73%
Total Revenue

\$8.2M

↑ 72%
Service Revenue**

↑ **36%**
1,500 bps
Gross Margin

4,555

Charging Stations
Contracted, Sold,
Deployed

30 GWh

Disbursed
on Blink Networks

* - Revenues and gross margins are year-over-year comparisons and the rest are current quarter values

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



FY 2024 TARGETS

REVENUE \$165M - \$175M

GROSS MARGIN ~33%

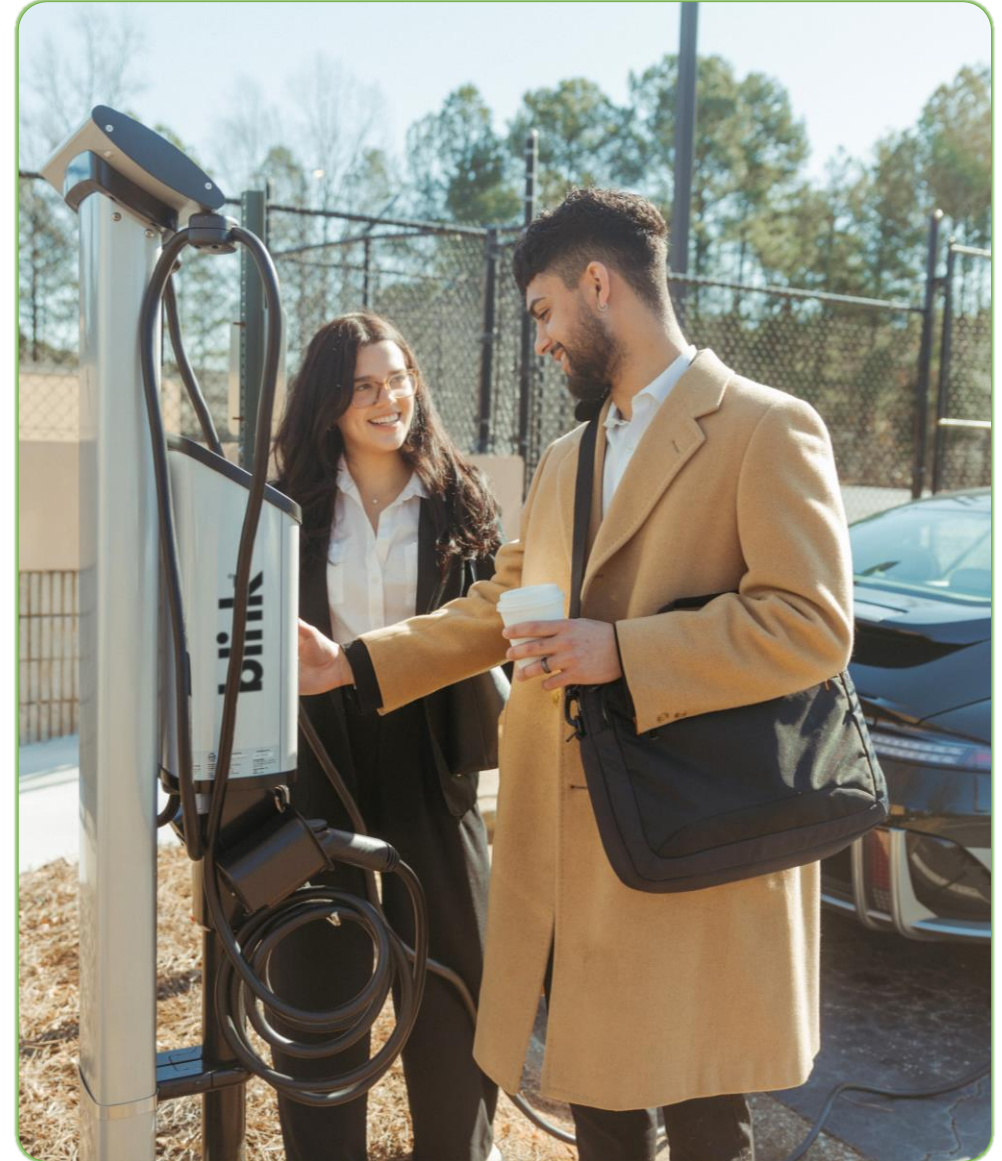
POSITIVE ADJUSTED
EBITDA RUN RATE December
2024

STRONG BALANCE SHEET AND LIQUIDITY TO SUPPORT GROWTH TARGETS

**CURRENT CASH BALANCE
EXPECTED TO BE SUFFICIENT
TO REACH PROFITABLE
ADJUSTED EBITDA**

CASH POSITION: \$93.5M*

* As of March 31, 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%+

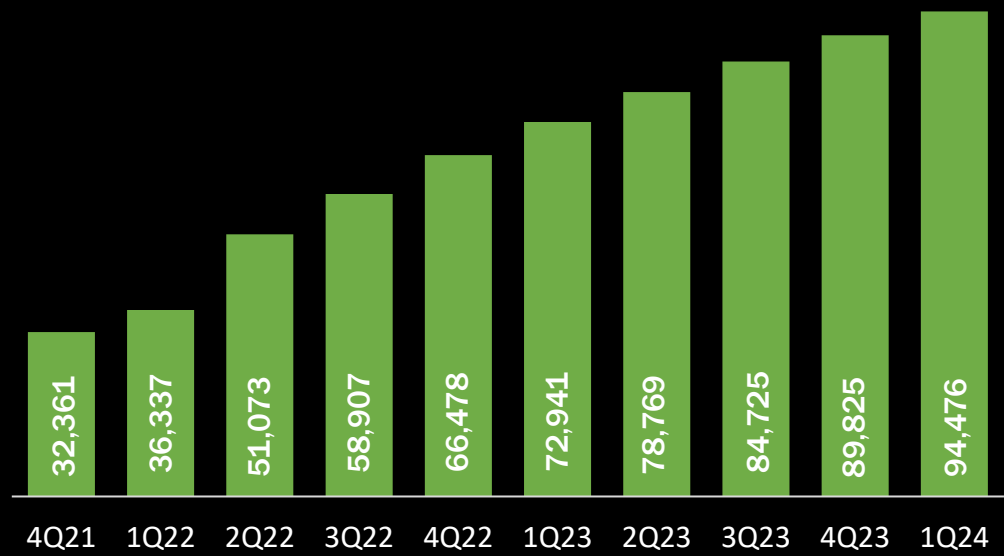
Chargers Expected to be Level 2

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

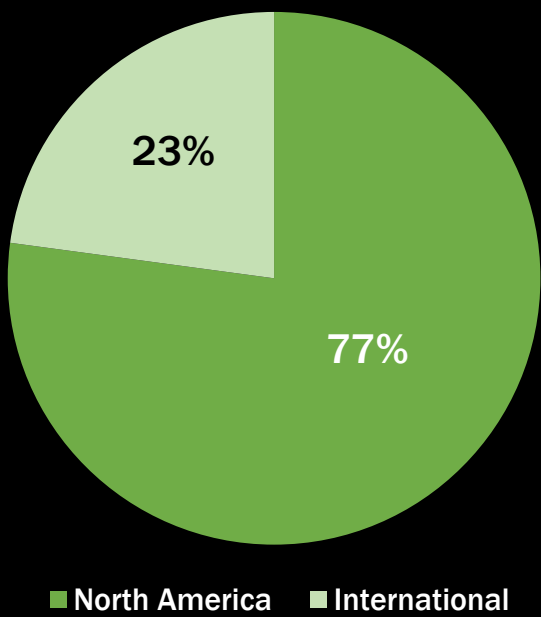
EXPANDING CHARGER DEMAND



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
Flexible EV charging solution with digital app wallet and credit card payment options for public and retail locations.

Series 7
Flexible EV charging solution for commercial spaces.



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.

STRONG AND GROWING PARTNERSHIPS

Fleet

Significant reseller channels for wide-spread opportunities



Commercial

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



Multifamily

Targeting multifamily residential charging demands



Government

Leveraging funding and deployment opportunities



Hospitality

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



Automotive

Automotive OEMs and dealer agreements



FINANCIAL H

Michael Rama
CFO



SELECTED FINANCIALS

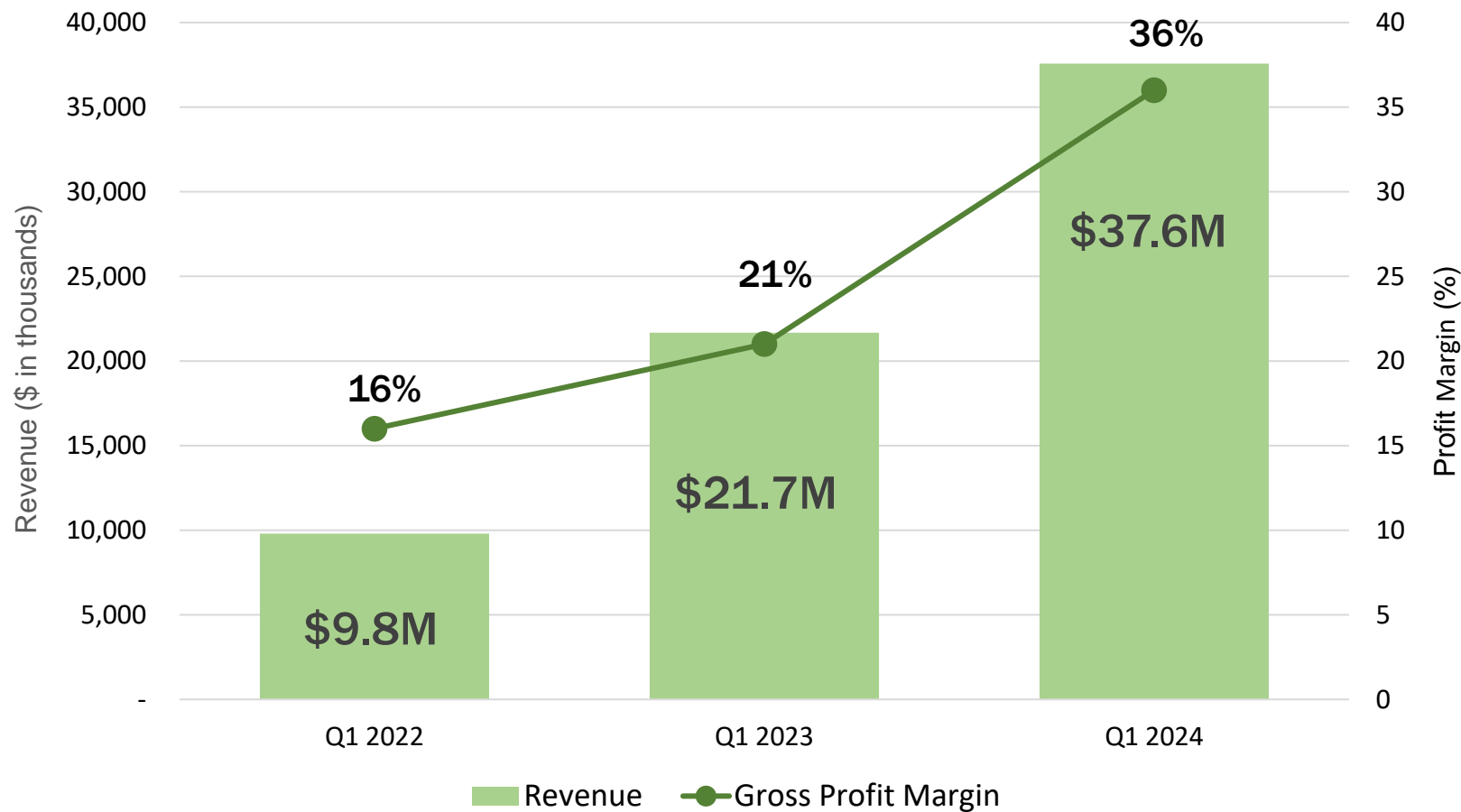
| (\$ in 000s) | 1Q24 | 1Q23 | YoY Change |
|-----------------------------------|------------|------------|------------|
| Product Sales | \$27,508 | \$16,389 | 68% |
| Service Revenue ⁽¹⁾ | \$8,189 | \$4,765 | 72% |
| Other Revenue ⁽²⁾ | \$1,871 | \$514 | 264% |
| Total Revenues | \$37,568 | \$21,668 | 73% |
| Gross Profit | \$13,419 | \$4,543 | 195% |
| Operating Expenses | \$30,872 | \$35,382 | (13)% |
| Adjusted EBITDA ⁽³⁾ | (\$10,180) | (\$17,782) | 43% |
| Adj. EBITDA Margin ⁽³⁾ | (27%) | (82%) | 5500 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 stock-based compensation expense, acquisition-related costs, estimated loss related to nonperforming assets of subsidiary, change in fair value related to consideration 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.

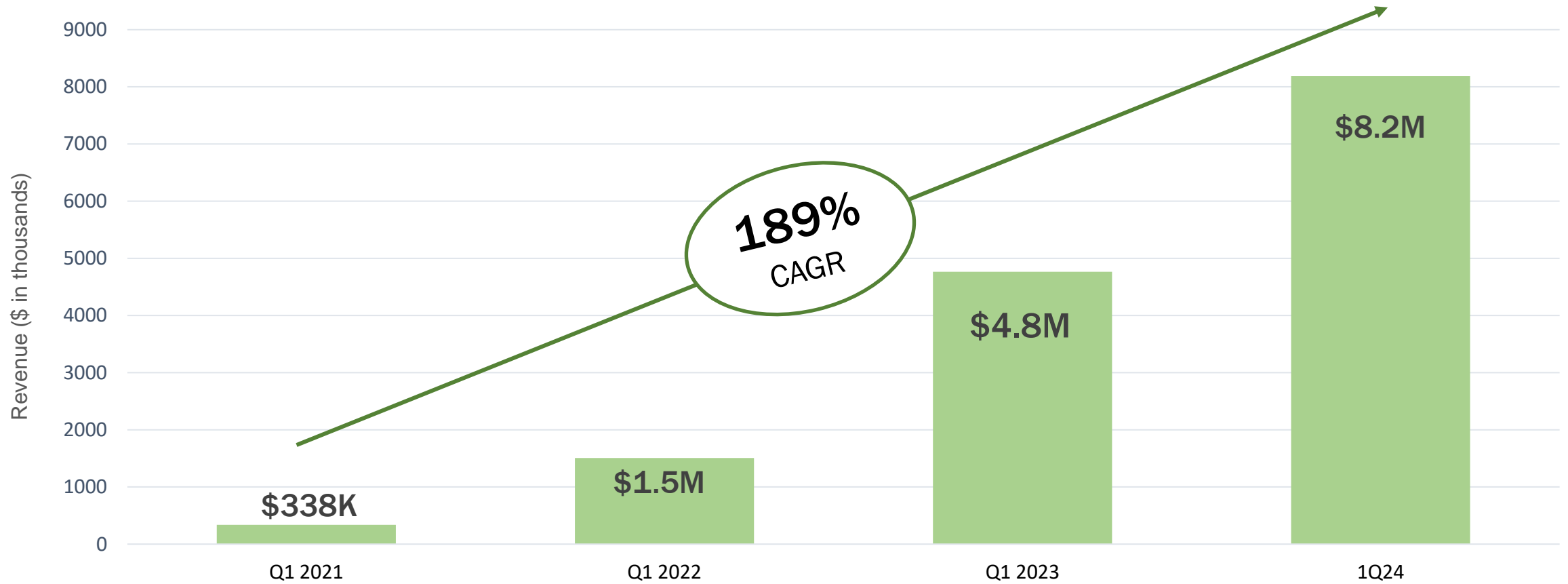
YEAR-OVER-YEAR Q1 REVENUE AND GROSS PROFIT TRENDS



Key Drivers

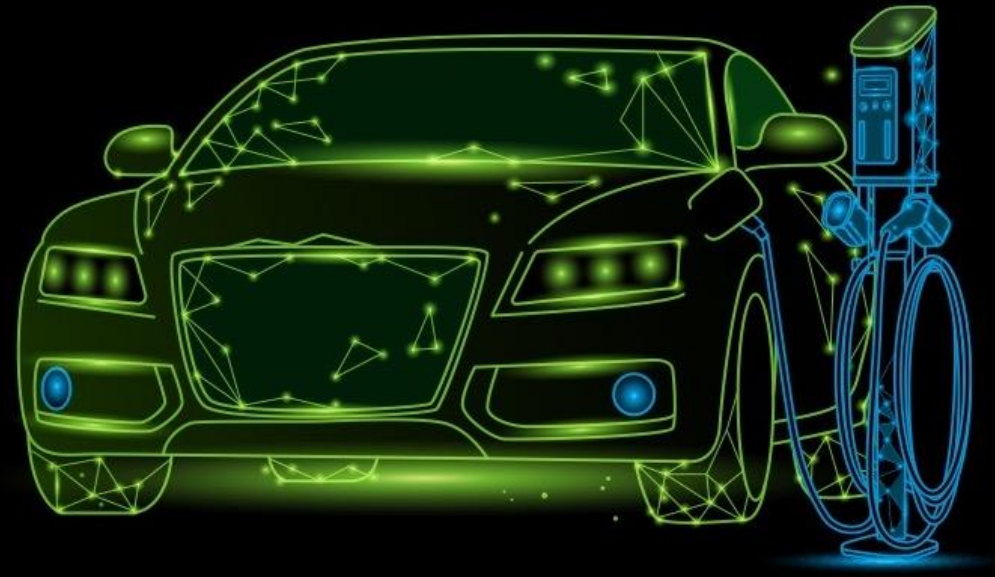
- Strong demand for global EV infrastructure
- Improving utilization rates from existing customers
- Incremental growth from recent acquisitions
- Continued EV adoption from new consumers

Q1 SERVICE REVENUE TREND



CONCLUDING REMARKS

Brendan Jones
President and CEO



2024 OPERATIONAL PRIORITIES

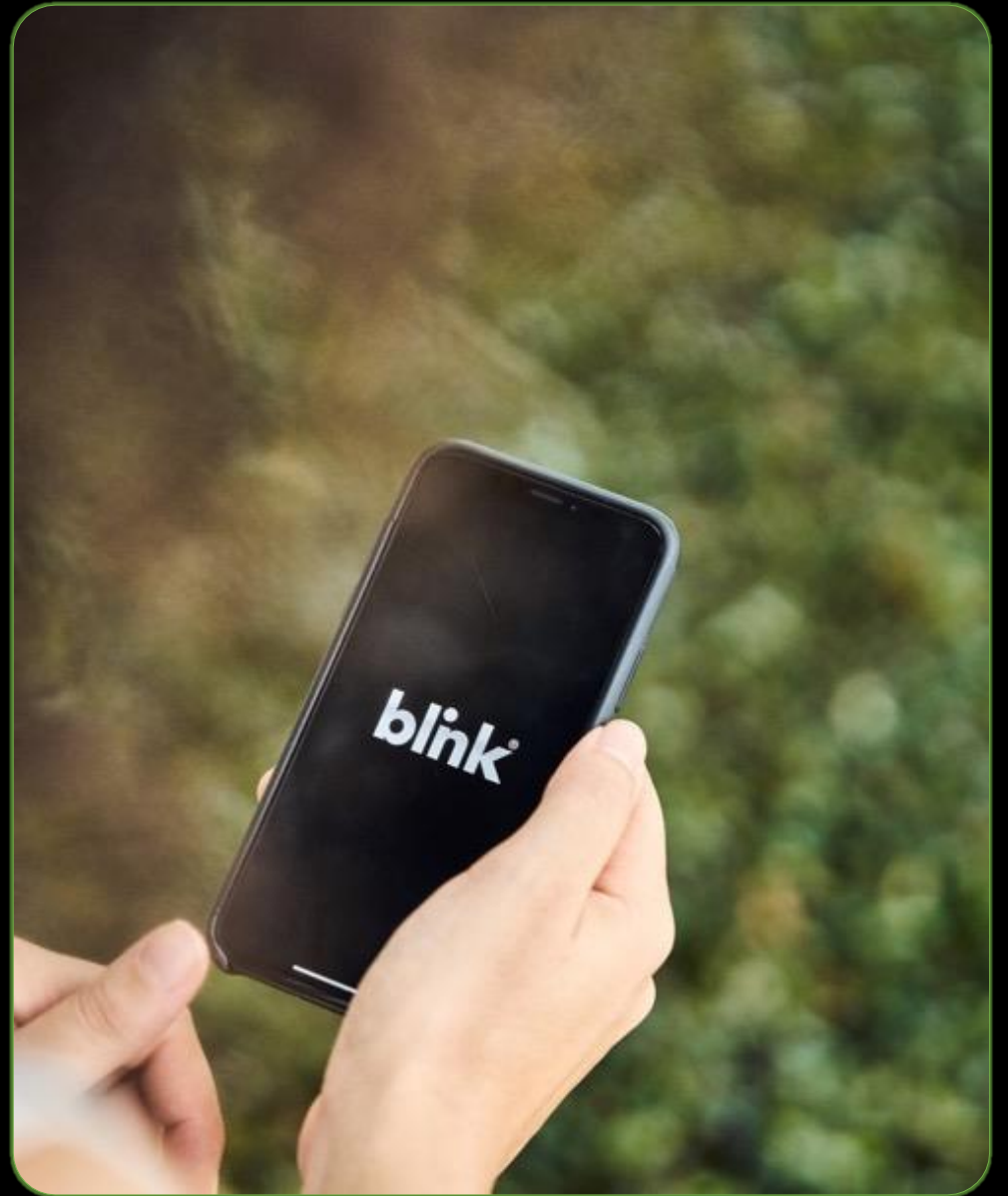
- Continue structurally adjusting the Company for future opportunities to enhance Blink's leadership position in the EV infrastructure market
- Advance vertical integration strategy with production of Buy-American chargers at Maryland facility and in-house components production in India
- Leverage expanded manufacturing facility to support growth, reduce COGS, and enhance international product portfolio
- Invest in innovative technologies to improve service, efficiency and promote continued growth
- Assess underperforming business units
- Implement SaaS solutions to enhance customer offerings and revenue opportunities
- Advance the development of energy management solutions globally



Q & A



APPENDIX



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

| <i>(In thousands and unaudited)</i> | Q1 2024 | Q1 2023 |
|--|-------------------|-------------------|
| Net loss | \$(17,173) | \$(29,800) |
| Interest expense, net | 427 | 617 |
| Provision for Income Taxes | 28 | 207 |
| Depreciation and amortization | 3,343 | 3,186 |
| EBITDA ⁽¹⁾ | \$(13,375) | \$(25,790) |
| Stock-based compensation | 917 | 7,776 |
| Acquisition-related costs | 14 | 232 |
| Estimated loss related to nonperforming assets of subsidiary | 564 | - |
| Change in fair value related to consideration payable | 1,700 | - |
| Adjusted EBITDA ⁽²⁾ | \$(10,180) | \$(17,782) |

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 stock-based compensation expense, acquisition-related costs, estimated loss related to nonperforming assets of subsidiary, change in fair value related to consideration payable.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

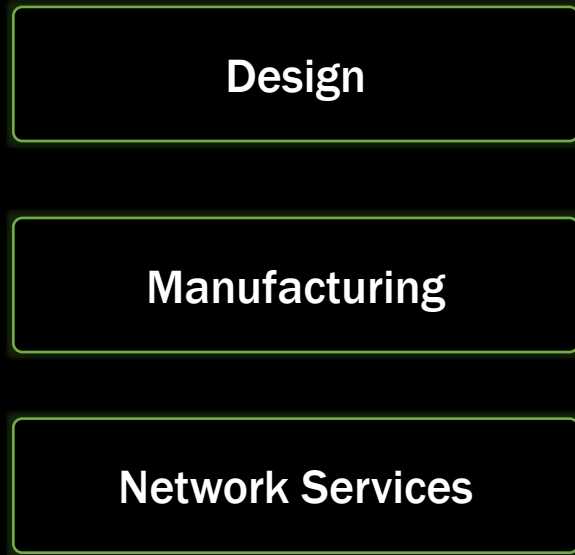
| <i>(unaudited)</i> | Q1 2024 | Q1 2023 |
|--|-----------------|-----------------|
| Net loss – per diluted share | \$(0.17) | \$(0.53) |
| Add: Amortization expense of intangible assets | 0.01 | 0.04 |
| Acquisition-related costs | 0.00 | - |
| Estimated loss related to nonperforming assets of subsidiary | 0.01 | - |
| Change in fair value related to consideration payable | 0.02 | - |
| Adjusted EPS ⁽¹⁾ | \$(0.13) | \$(0.49) |

¹ 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, estimated loss related to nonperforming assets of subsidiary, change in fair value related to consideration payable

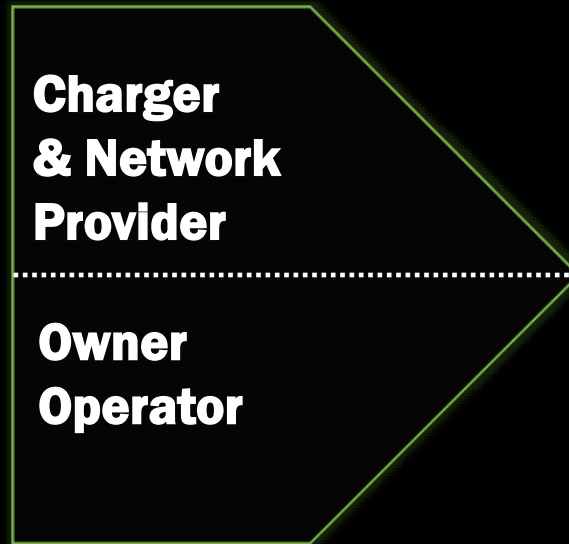
FULL SERVICE MODEL DRIVING SUSTAINED GROWTH

Vertical Integration

Synergistic Revenue Streams



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**Sustained
Growth and
Improving
Profitability**