# bink First Quarter Earnings Results

May 12, 2025

## blink

#### Forward-Looking Statements

**SAFE HARBOR** 

STATEMENT

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, 2024 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 forwardlooking 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 HIGHLIGHTS**

Michael Battaglia President and CEO

## Q1 2025 HIGHLIGHTS\*





\$20.8M

Total Revenue

\$10.6M 29.2% Services Revenues **35.5%** Gross Margin

**\$2.6M 1** 27.2% Network Fees

~50 GWh
66% Disbursed on Blink Networks

### IMPROVING SERVICE REVENUE DRIVEN BY GROWTH IN OWNER OPERATOR MODEL

7,091

22%

Chargers

Blink Owned /

**Operated Chargers** 

YoY Growth in Blink

Owned / Operated



Service Revenue Over Last 5 Quarters

OWNER OPERATED MODEL REPRESENTS FUTURE OPPORTUNITY

blnk

\$10.6

1Q25



### STRATEGICALLY MANAGING OPERATING EXPENSES AND CASH BURN



**9.4%** Q1 2025 Reduction in Compensation Expense

**7.9%** 

Q1 2025 Reduction in Total Operating Expenses\*\*



7

# FINANCIAL HIGHLIGHTS

Michael Rama CFO

## **SELECTED FINANCIALS**

(\$ in 000s)	1Q25	1Q24	YoY Change
Product Sales	\$8,381	\$27,508	(69.5%)
Service Revenue <sup>(1)</sup>	\$10,581	\$8,189	29.2%
Other Revenue <sup>(2)</sup>	\$1,792	\$1,871	(4.2%)
Total Revenues	\$20,754	\$37,568	(44.8%)
Gross Profit	\$7,369	\$13,419	(45.1)%
Operating Expenses	\$28,449	\$30,902	(7.9%)
Adjusted EBITDA <sup>(3)</sup>	(\$15,489)	(\$10,180)	(52.2%)

<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 EBITDA adjusted for non-recurring items such as stock-based compensation, acquisition related costs, impairment of goodwill and intangible assets, estimated loss related to sale of underperforming assets of subsidiary, change in fair value related to consideration payable, loss on extinguishment of notes payable and one-time non-recurring expenses. A reconciliation of GAAP to non-GAAP financial measures can be found in the appendix of this presentation.

# **CONCLUDING REMARKS**

Michael Battaglia President and CEO

## blink

# Blink and Create Energy Dual Market Agreement

Comprehensive Readily Deployable Energy Storage Solution Designed To Deliver Ondemand Grid Resiliency For EV Infrastructure.

Fully Integrated and Easily Deployable

Much Lower TCO

- Peak Demand Energy Management
- Grid Resiliency
  - Avoid Expensive Power Line Upgrades
- Consistent Uptime



# FOCUS FOR THE FUTURE

### **RELENTLESSLY PURSUE PROFITABILITY**

- ➡ Offer Customer-Centric Business Models
- Grow DC Fast Charging Portfolio
- Drive Recurring Revenue Streams
- Capitalize on Market Consolidation
- Secure Non-Dilutive Financing



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# bink Q&A

12



# **bink** APPENDIX



14

### **RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**

(In thousands and unaudited)	Q1 2025	Q1 2024
Net loss	(\$20,707)	(\$17,173)
Interest expense, net	56	427
Provision for Income Taxes	28	28
Depreciation and amortization	3,489	3,343
EBITDA (1)	(\$17,134)	(\$13,375)
Stock-based compensation	966	917
Acquisition-related costs	-	14
Estimated loss related to sale of underperforming assets of subsidiary	-	564
Change in fair value related to consideration payable	679	1,700
Adjusted EBITDA <sup>(2)</sup>	(\$15,489)	(\$10,180)

<sup>&</sup>lt;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), provision for income taxes, and depreciation and amortization expense.

<sup>&</sup>lt;sup>2</sup> Adjusted EBITDA, defined as EBITDA adjusted for non-recurring items such as stock-based compensation, acquisition-related costs, estimated loss related to underperforming assets of subsidiary, and change in fair value related to consideration payable.



## **RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**

(unaudited)	Q1 2025	Q1 2024
Net loss – per diluted share	(\$0.20)	(\$0.17)
Add: Amortization expense of intangible assets	0.01	0.01
Estimated loss related to sale of underperforming assets of subsidiary	-	0.01
Change in fair value related to consideration payable	0.01	0.02
Adjusted EPS (1)	(\$0.18)	(\$0.13)

<sup>1</sup> 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 amortization expense of intangible assets, estimated loss related to sale of underperforming assets of subsidiary, and change in fair value related to consideration payable



# bink APPENDIX 2





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### **GLOBAL ADVANCED SUITE OF SOLUTIONS**

## blink



A global suite of advanced hardware that includes various L2 and DCFC chargers to better meet the market's needs worldwide.



### **Blink Care**

ERV

5

For Blink Level 2 and DC fast chargers, Blink Care includes detailing, inspections, and testing twice per year

Plan boots customer confidence and includes coverage in cases of accidental damage, power surges, and more.

EVSTAR





- **API** integrations •
- Real-time cloud-based • management capabilities with remote updates
- 24/7 Blink Network **Operations Center (NOC)**

## **STRONG AND GROWING PARTNERSHIPS**

## blink

#### Fleet

Significant reseller channels for wide-spread opportunities



#### Commercial

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





Government

Leveraging funding and deployment opportunities











### Hospitality

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



#### Automotive

Automotive OEMs and dealer agreements

