

# blink<sup>®</sup>

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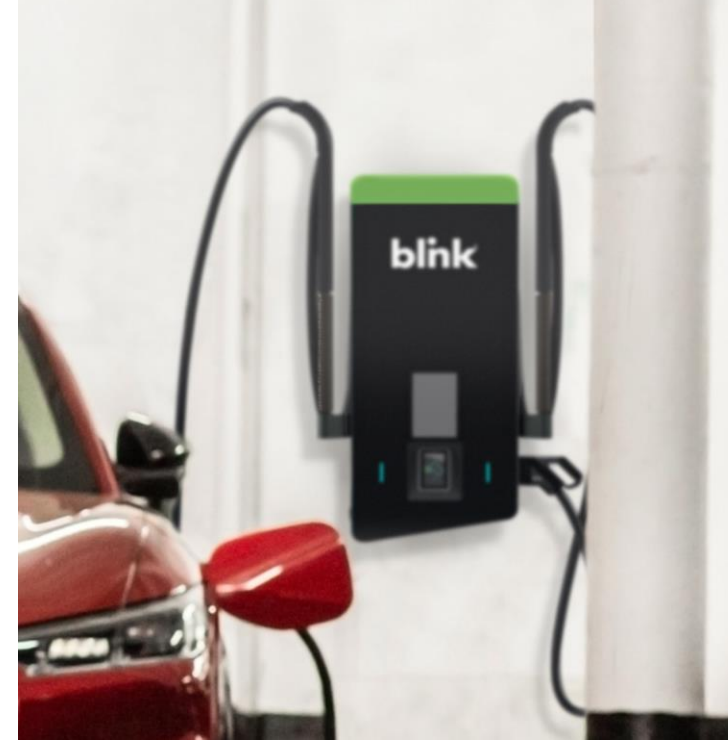
## FOURTH QUARTER AND YEAR END 2022 EARNINGS RESULTS

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February 28, 2023

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

Blink Charging Sales Presentation  
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# 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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# Q4 2022 HIGHLIGHTS AND STRATEGY

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Michael D. Farkas, CEO



# BLINK IS THE ONLY FULLY VERTICALLY INTEGRATED CHARGING COMPANY ON THE U.S. MARKET

## DESIGN

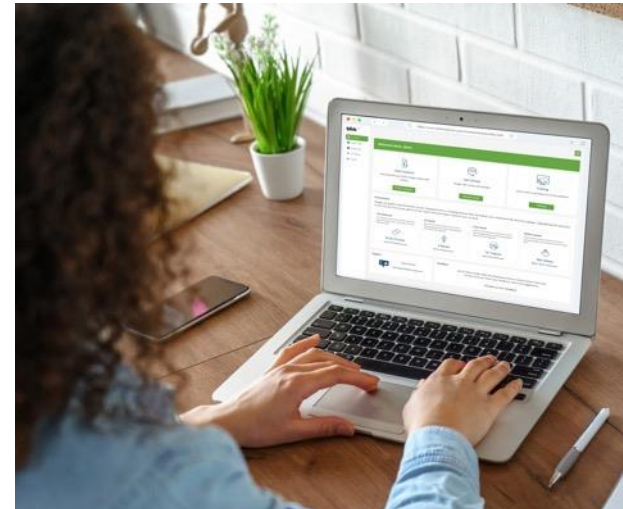
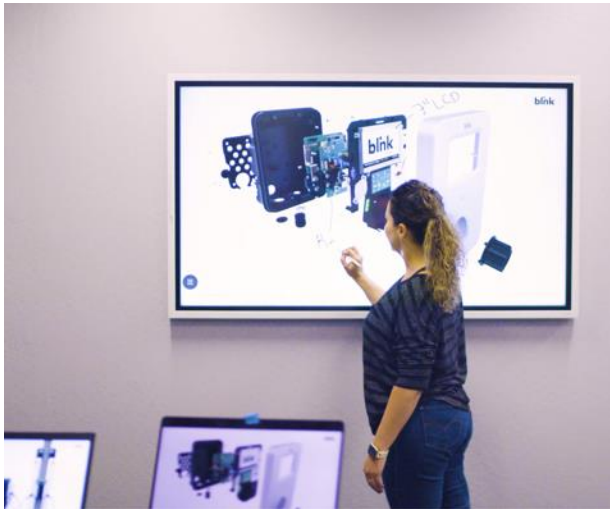
Control design of all software, hardware, and firmware providing engineers with ability to test and validate concepts in-house at lower cost

## MANUFACTURING

Established U.S. manufacturing capabilities in Bowie, Maryland through SemaConnect acquisition and recently announced plans for additional U.S. manufacturing facility

## NETWORK SERVICES

Best in class network redesigned from the ground up and compatible with standards adopted by majority of countries around the globe



# MULTIPLE BUSINESS MODEL OPTIONS PROVIDE FLEXIBILITY TO MEET CHARGING NEEDS

## Owner Operated Models



### Turnkey

Blink installation, equipment and operation of charger; **retains majority of revenue**



### Hybrid

**Revenue share with the site host**; Blink provides hardware, software and controls operations



### Host Owned

**Site host purchases Blink equipment** and network connectivity; retains all charging revenue



### Subscription

**Site host pays Blink a recurring payment** for Blink hardware and software; retains any charging revenue

More and more companies are moving away from owning charging solutions and prefer a model that outsources upkeep and maintenance to the charging provider



## SUMMARY Q4 2022 HIGHLIGHTS

- 184% increase in revenue to \$22.6 million, an increase of \$14.7 million compared to Q4 2021
- 213% increase in service revenues\* to \$5.7 million, an increase of \$3.9 million compared to Q4 2021
- 827% increase in network fees to \$2.3 million, an increase of \$2.0 million compared to Q4 2021
- 7,571 charging stations contracted, deployed or sold in Q4 2022; increase of 86% over Q4 2021

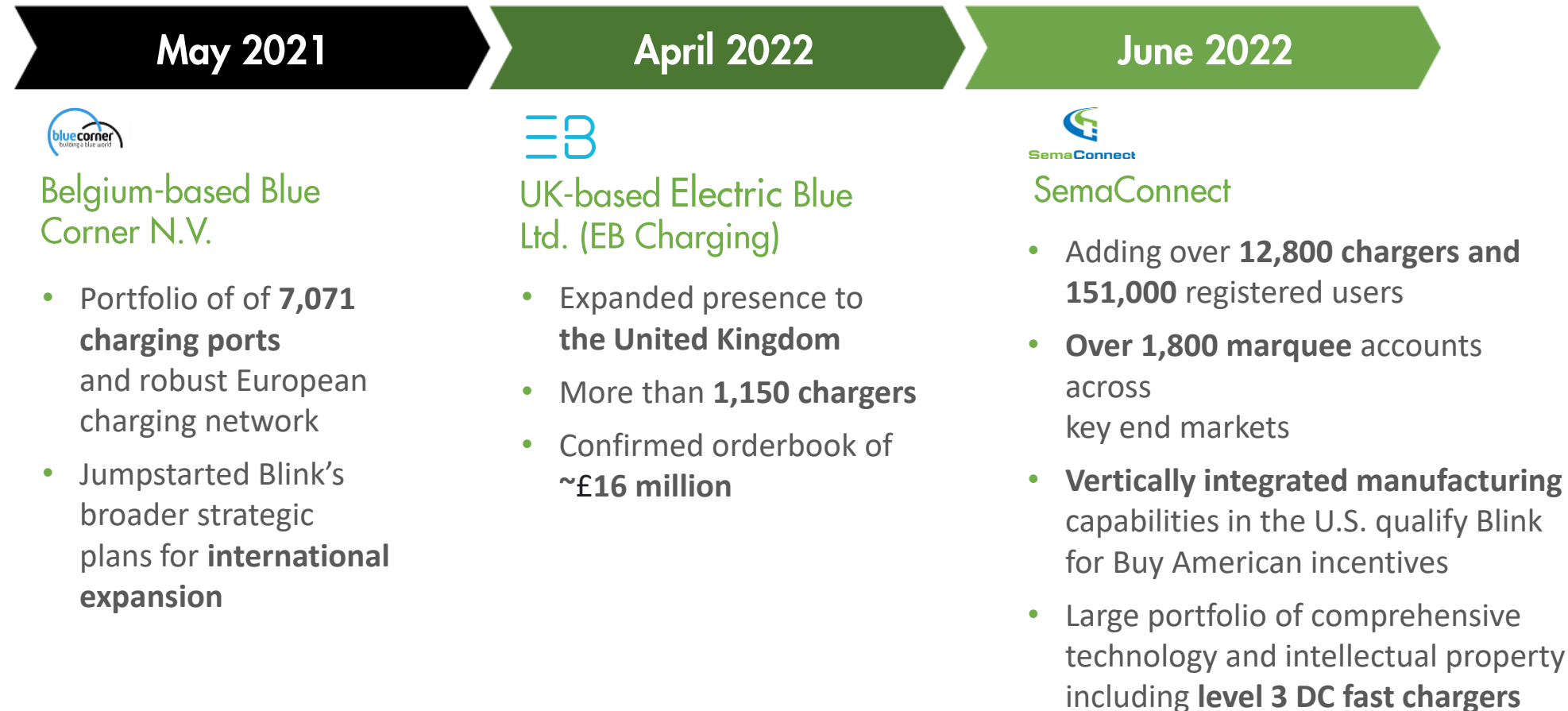
## SUBSEQUENT TO THE QUARTER

- Closed a registered public offering of common stock for gross proceeds of approximately \$100 million
- Entered multiple new agreements with premier partners to expand charging footprint
- Unveiled five next-generation electric vehicle charging products



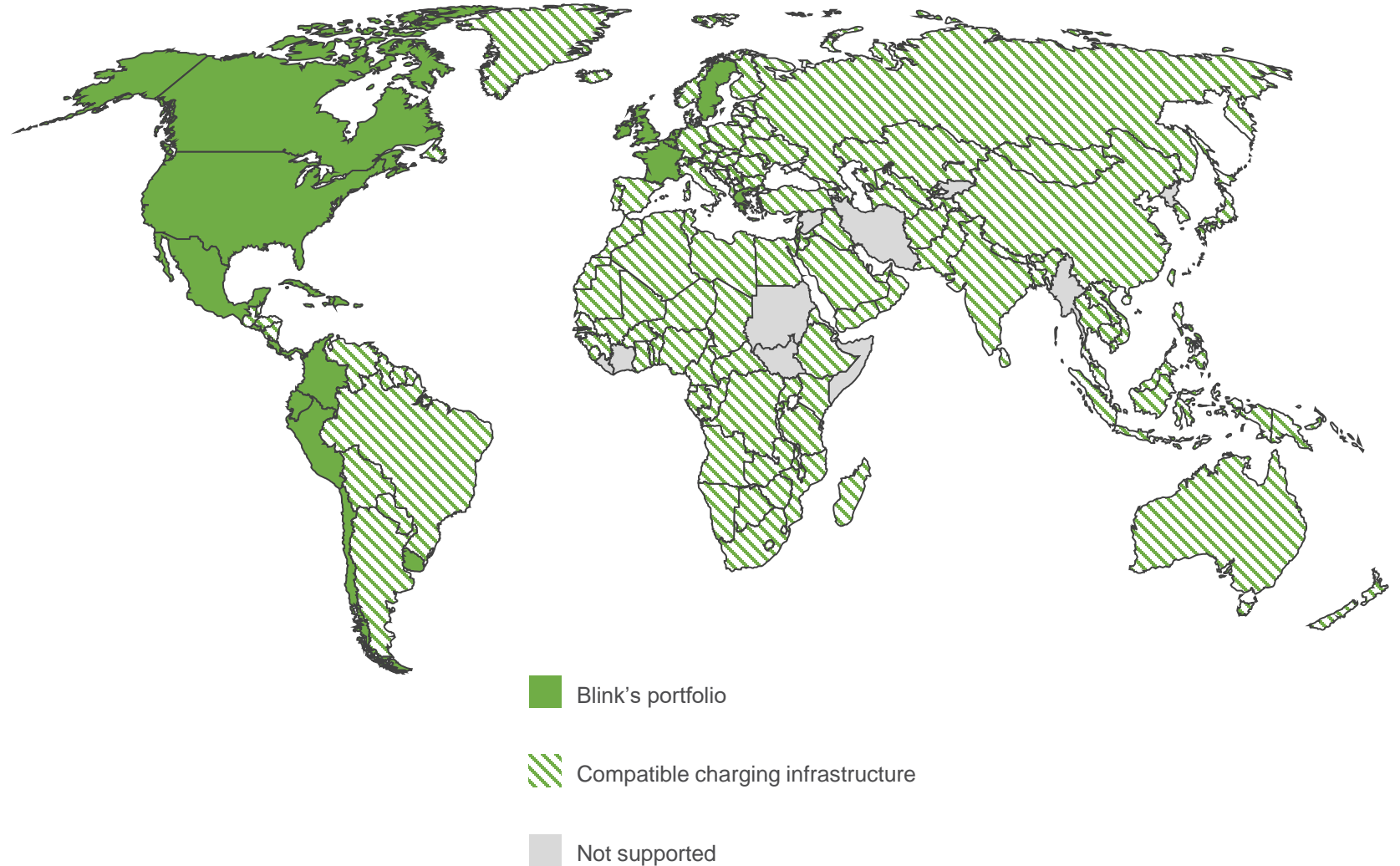
Aggressively scaling our business domestically and internationally to capitalize on long-term opportunities

# STRATEGIC GROWTH DRIVEN BY ACCRETIVE ACQUISITIONS



# EXPANDING BLINK'S GLOBAL FOOTPRINT

- Sold, deployed or installed **66,478** chargers
- **Global manufacturing capabilities** in the U.S., India, Taiwan, and Poland
- **Global network and portfolio** across 25 countries with flexible and locally adoptable product offerings and business models

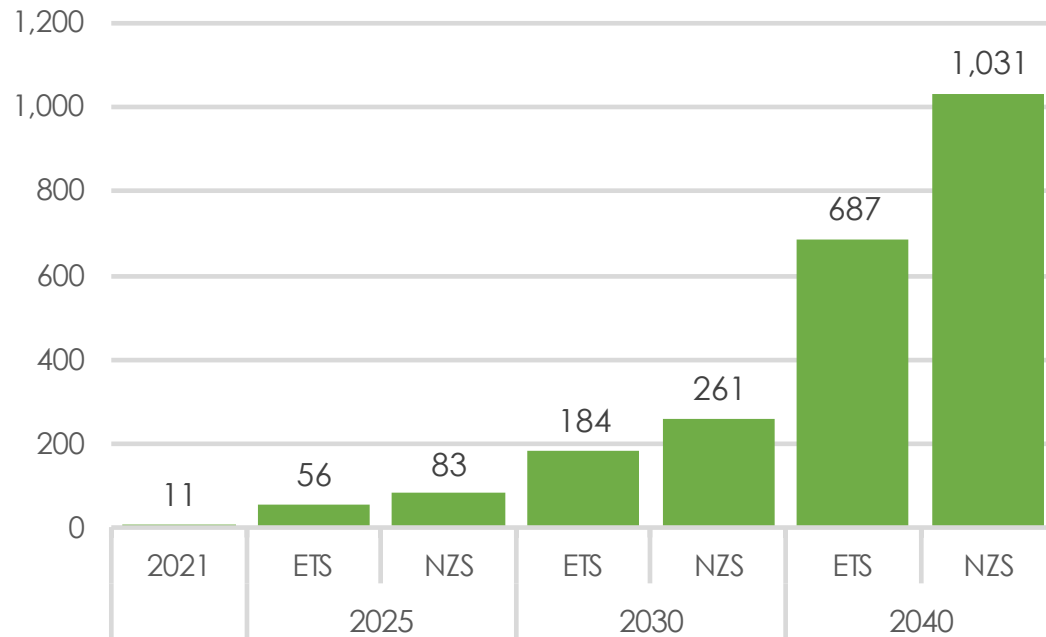




# EVs AND EV CHARGING INDUSTRY ARE AT AN INFLECTION POINT

## Forecasted Global Passenger EV Fleet

(Millions of Vehicles)

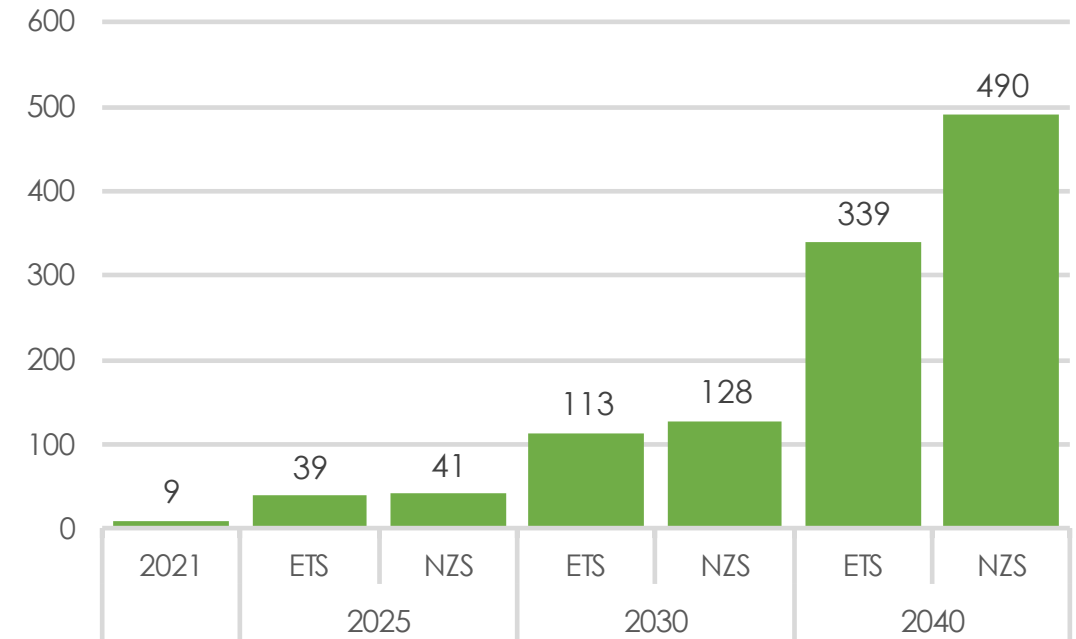


~10% of passenger vehicle sales worldwide were EVs in 2022

Projected to reach ~75-100% of sales worldwide in 2040

## Forecasted Global EV Charging Network

(Millions of Connectors)



Estimated ~14 mm EV charging connectors globally in 2022

Projected to grow to ~339-490mm globally by 2040

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# BUSINESS HIGHLIGHTS

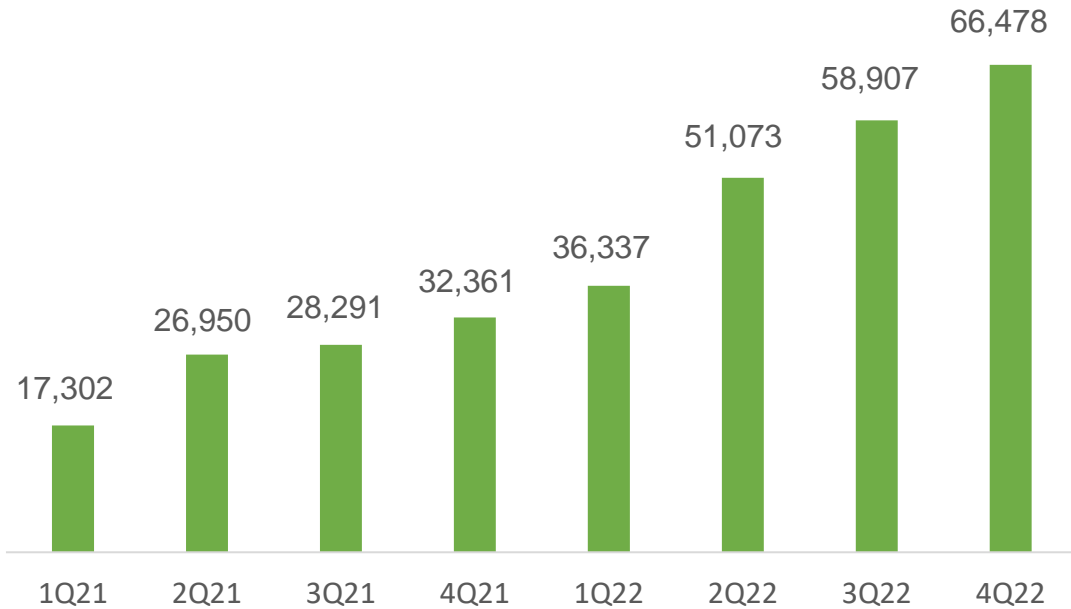
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Brendan Jones, President

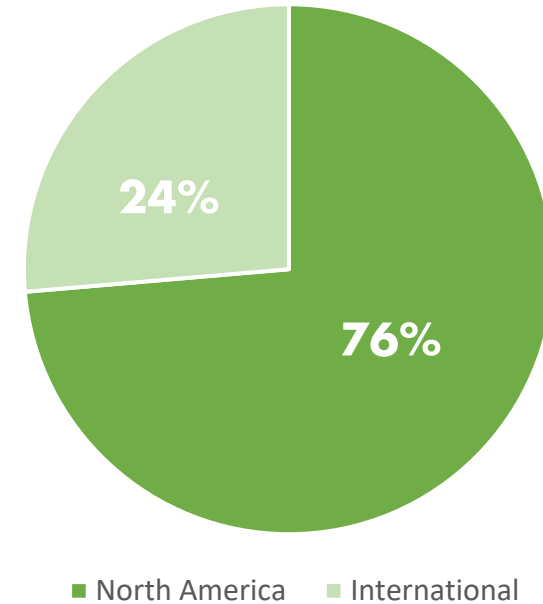


# EXPANDING CHARGER DEMAND

**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
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Automotive OEMs and dealer agreements



Significant reseller channels for widespread opportunities



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



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



Targeting multifamily residential charging demands



Leveraging funding and deployment opportunities

# ADVANCED PRODUCT SUITE



**IQ 200 Level 2 Charging**  
80 amps of output – fastest Level 2 AC chargers



**EQ 200**  
Intelligent, affordable and scalable charging solution that includes vehicle-to-grid functionality



**Vision IQ 200**  
Built-in advertising screen designed for retail locations



**Series 8**  
Offers simple credit card or digital wallet payments, making them perfect for all commercial and retail locations



**MQ 200**  
Fleet and multi-unit charger delivering 50 amps of output



**HQ 200 & EV Driver Mobile App**  
The HQ 200 residential charger address the 10+ million home charging market



**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

\* Prototype design

# 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



# INTRODUCED NEW PRODUCTS AT CES IN JANUARY 2023



Series 9 30kW DC Fast Charging Stations



Vision Point-of-Charge Advertising Solution



180 kW DCFC



Series 3 International Level 2 EV Charging Station



EQ 200 International Type 2 EV Charging Station



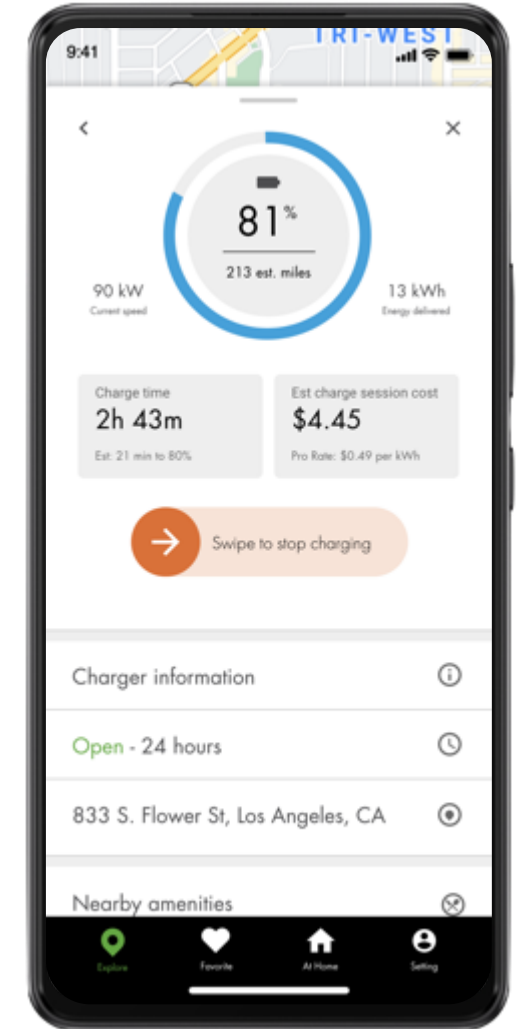
PQ 15 International Smart Charging Cable

# HIGH-TECH NETWORK 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

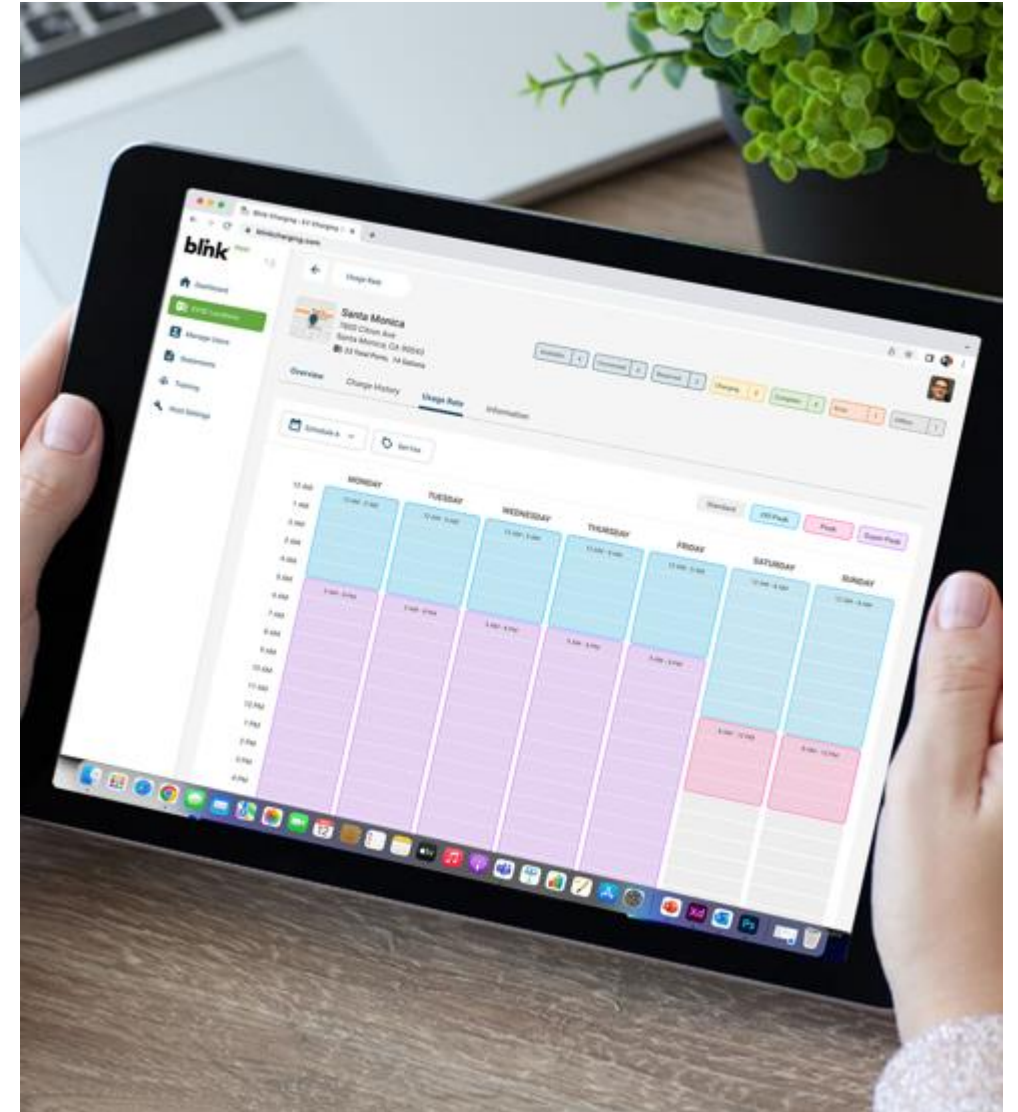


**BUILT FOR THE FUTURE**

# HIGH-TECH NETWORK 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**



# CONTINUED MARKET GROWTH SUPPORTED BY GOVERNMENT INITIATIVES

- Electric vehicles comprised ~10% of all new cars sold globally in 2022\*
- President Biden has committed to building a national network of 500,000 electric vehicle chargers; Target of 50% of new car sales by 2030 being EV's
- Blink named in Biden-Harris Administration's New Standards and Major Progress for a Made-in-America National Network of Electric Vehicle Chargers
  - Expansion of Bowie, Maryland facility
  - New manufacturing plant for DC fast chargers
  - Buy-American compliant



# SEMACONNECT COST AND REVENUE SYNERGIES ON TRACK

(in millions)	Synergy Value Captured*	Target in 2023 (In Progress)	Target in 2023-2024 (Not Started)	Description
G&A - FTE	\$4.2	-	-	Consolidate G&A to support global brand
G&A – Non-FTE	\$1.1	-	-	Consolidate G&A functions to support global Blink Platform and brand
Hardware Manufacturing	-	\$3.4	\$5.5	Leverage SemaConnect’s manufacturing footprint and capabilities to expand gross margin
Revenue (Cross/Up-sell)	-	\$5.8	\$6.7	Wide variety of competitive product offerings
<b>Total Synergies</b>	<b>\$5.3</b>	<b>\$9.2</b>	<b>\$12.2</b>	

**\$5.3M**  
Synergy value captured to date

**\$21.4M**  
Additional synergies - on track to be captured in 2023 and 2024

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**\$26.7M**  
Total targeted SemaConnect synergies

\*Impact expected in 2023

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# FINANCIAL HIGHLIGHTS

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Michael Rama, CFO



## SELECTED FINANCIALS

(\$ in 000s)	4Q22	4Q21	YoY B/(W)	12 Months Ended December 31, 2022	12 Months Ended December 31, 2021	YoY B/(W)
Product Sales	15,780	5,718	176%	46,018	15,480	197%
Service Revenue <sup>(1)</sup>	5,673	1,813	213%	12,504	4,414	183%
Other Revenue <sup>(2)</sup>	1,153	419	175%	2,617	1,046	150%
Total Revenues	\$22,606	\$7,950	184%	\$61,139	\$20,940	192%
Gross Profit	6,478	1,379	370%	14,802	2,842	421%
Operating Expenses	(34,248)	(20,492)	(67%)	(104,073)	(58,511)	(78%)
Adjusted EBITDA <sup>(3)</sup>	(\$14,754)	(\$9,132)	(62%)	(\$60,330)	(\$32,969)	(83%)
Adj. EBITDA Margin <sup>(3)</sup>	(65%)	(115%)	5,000 bps	(99%)	(157%)	5,900 bps

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

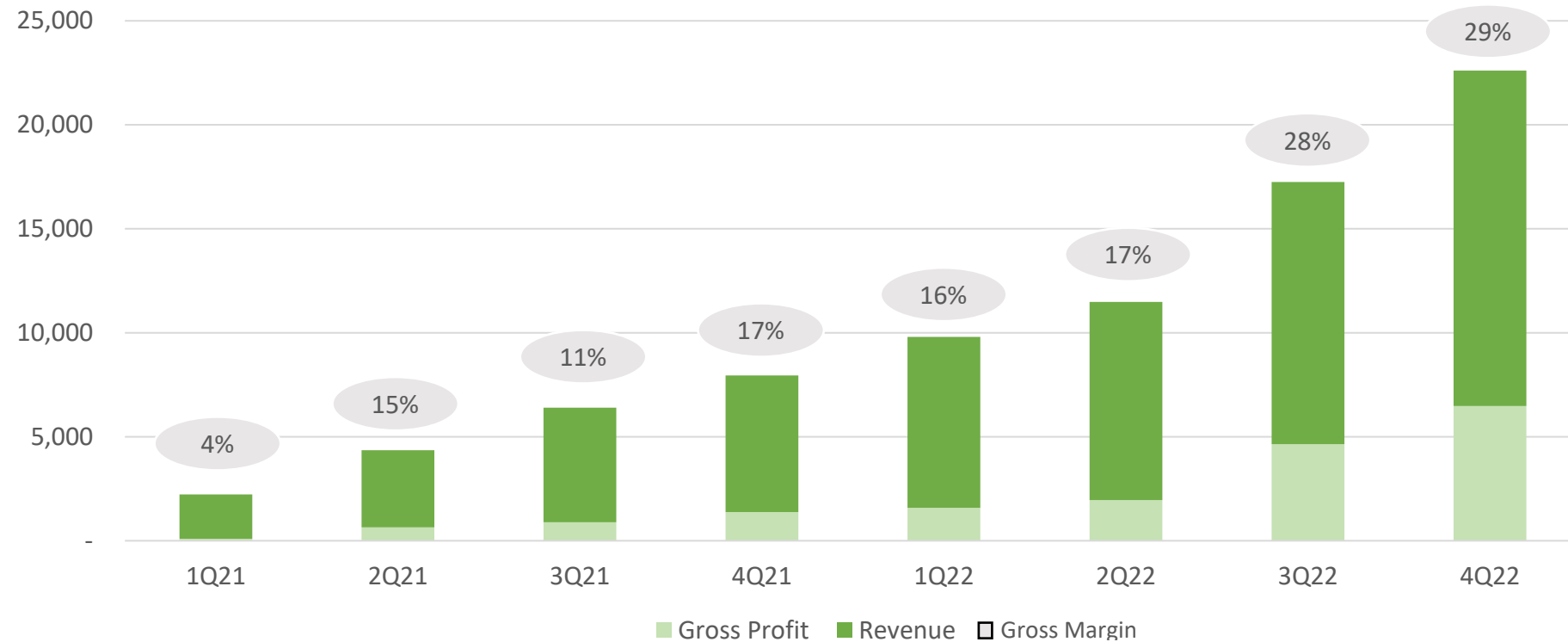
<sup>2</sup> Other Revenues consist of other revenues, warranties, and grants and rebates

<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

(\$ in thousands)



## 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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# Q4 2022 HIGHLIGHTS AND STRATEGY

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Michael D. Farkas, CEO



# KEY INVESTMENT HIGHLIGHTS

**blink**

- 1** *Vertically Integrated Charging Ecosystem with flexible business models*
- 2** *Full Suite of EV Charging Solutions with Buy America Compliant, In-House Manufacturing*
- 3** *Strategic Partnerships with Substantial Near-Term Pipeline*
- 4** *Fast-Growing TAM with Significant Tailwinds from an Increased ESG Focus*
- 5** *Increasing Global Footprint and Scale with International Presence*
- 6** *Attractive Financial Profile with Strong Year over Year Growth*



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# Q & A

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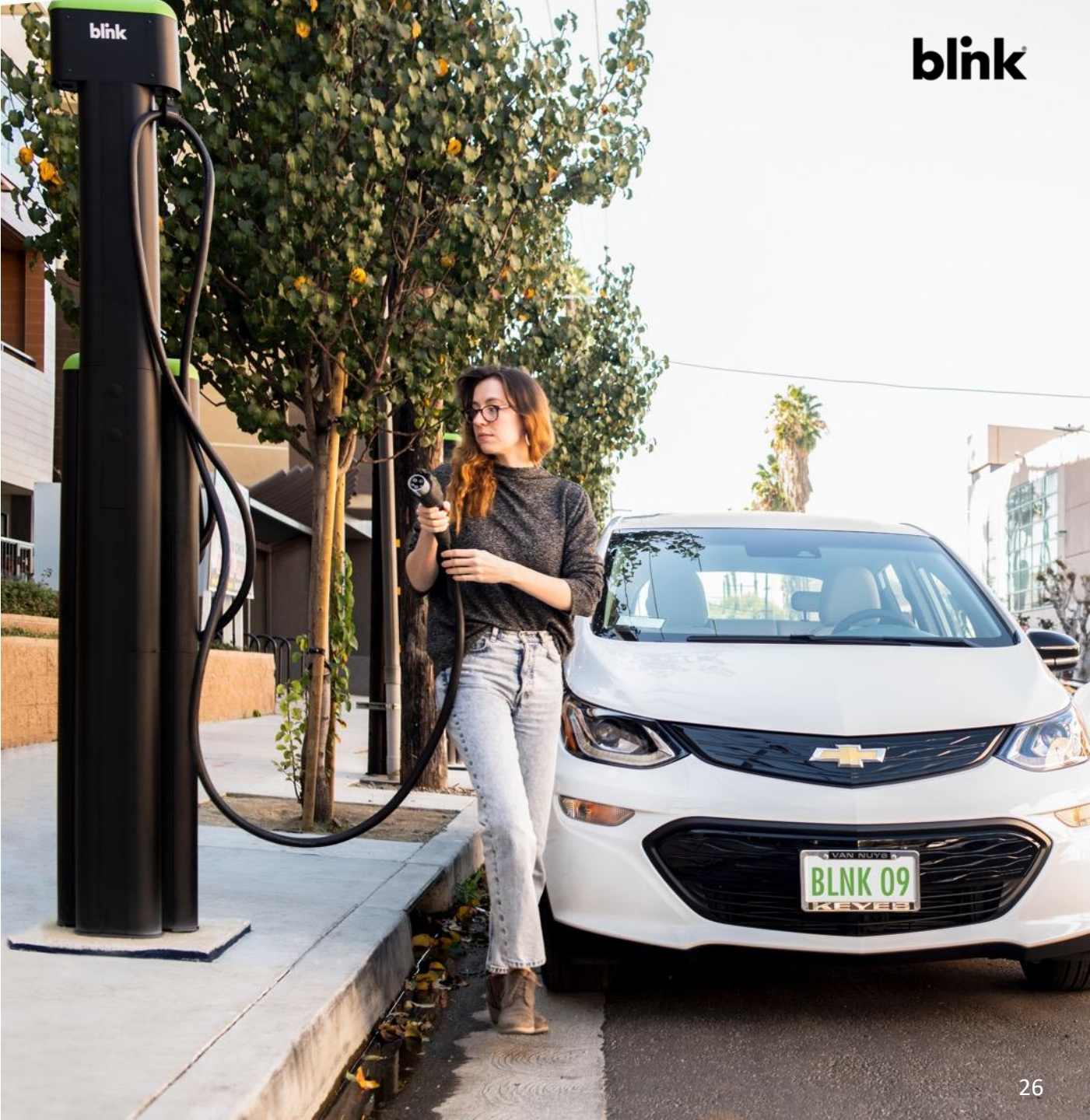




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# APPENDIX

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# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(In thousands and unaudited)</i>	Q4 2022	Q4 2021	12 Months Ended December 31, 2022	12 Months Ended December 31, 2021
<b>Net loss</b>	<b>(\$28,149)</b>	<b>(\$18,974)</b>	<b>(\$91,560)</b>	<b>(\$55,119)</b>
Interest expense (income), net	473	(3)	1,529	(9)
Provision for Income Taxes	308	-	308	-
Depreciation and amortization	4,372	1,045	9,547	2,731
<b>EBITDA (1)</b>	<b>(\$22,996)</b>	<b>(\$17,932)</b>	<b>(\$80,176)</b>	<b>(\$52,397)</b>
Stock-based compensation	8,092	8,800	15,913	19,108
Acquisition-related costs	150	-	3,933	320
<b>Adjusted EBITDA (2)</b>	<b>(\$14,754)</b>	<b>(\$9,132)</b>	<b>(\$60,330)</b>	<b>(\$32,969)</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), provision for income taxes, 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>	Q4 2022	Q4 2021	12 Months Ended December 31, 2022	12 Months Ended December 31, 2021
<b>Net loss – per diluted share</b>	<b>(\$0.55)</b>	<b>(\$0.45)</b>	<b>(\$1.95)</b>	<b>(\$1.32)</b>
Amortization expense of intangible assets	0.04	0.01	0.12	0.02
Acquisition-related costs	0.00	-	0.08	0.01
Additional stock-based compensation	0.10	-	0.10	-
<b>Adjusted EPS <sup>(3)</sup></b>	<b>(0.41)</b>	<b>(0.44)</b>	<b>(1.65)</b>	<b>(1.29)</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, amortization expense of intangible assets, and additional stock-based compensation.