



DESIGN

Control engineering for all software, hardware, and firmware with ability to test and validate concepts in-house at lower cost

MANUFACTURING

U.S. manufacturing capabilities located in Bowie, Maryland.

NETWORK SERVICES

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

Flexible Business Models

Owner Operated Models



Turnkey

Blink installation, equipment and operation of charger; **retains up to 95% 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; site host retains most charging revenue



Subscription

Site host pays Blink a recurring payment for Blink hardware and software; site host retains all charging revenue

Blink Key Investment Highlights

- 1

Vertically Integrated Charging Ecosystem with Leading Gross Margin
- 2

Full Suite of EV Charging Solutions with Buy America Compliant, In-House Manufacturing
- 3

Fast-Growing TAM with Substantial Tailwinds from an Increased ESG Focus
- 4

Attractive Financial Profile and **GROWTH SIGNIFICANTLY OUTPACING** the EV Industry
- 5

Increasing Global Footprint and Scale with International Presence
- 6

Strategic Partnerships with Substantial Near-Term Pipeline

\$145-155M

2024 Targeted Revenue

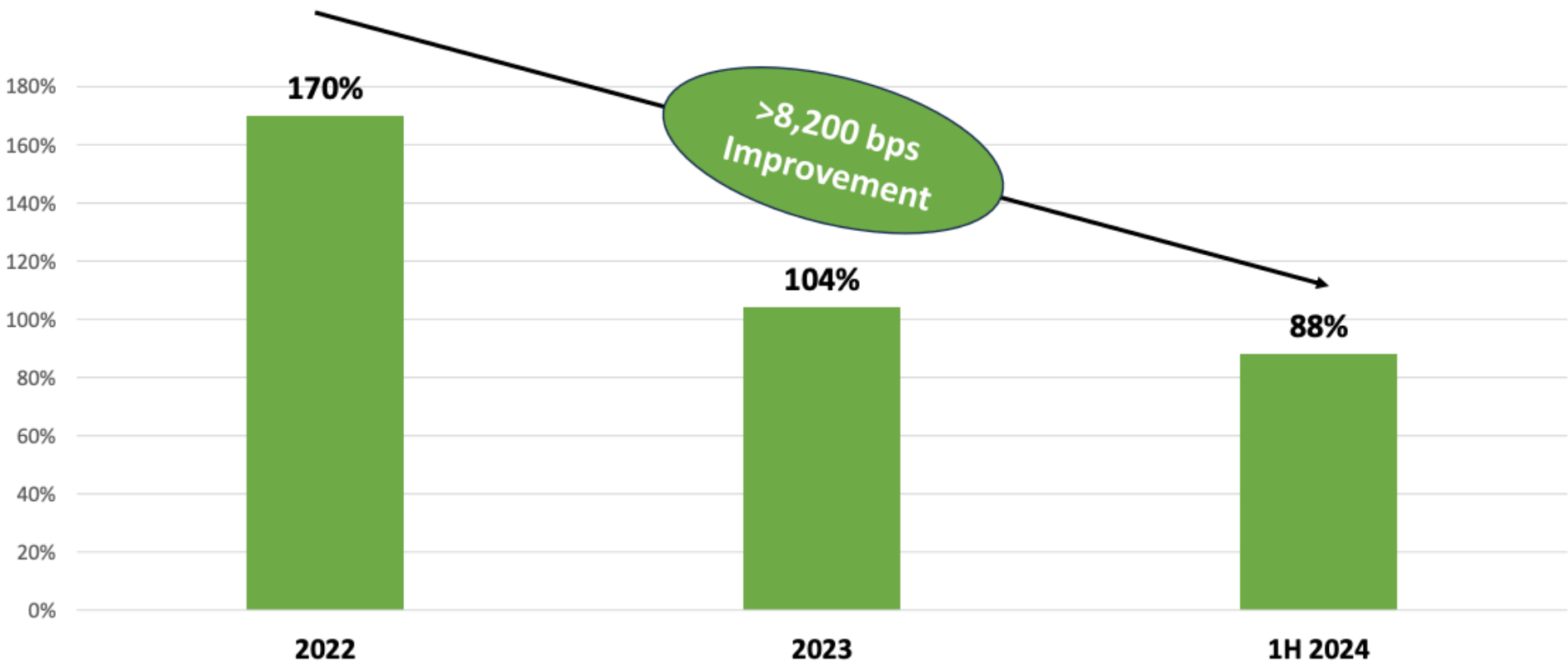
~33%

2024 Targeted Gross Margin

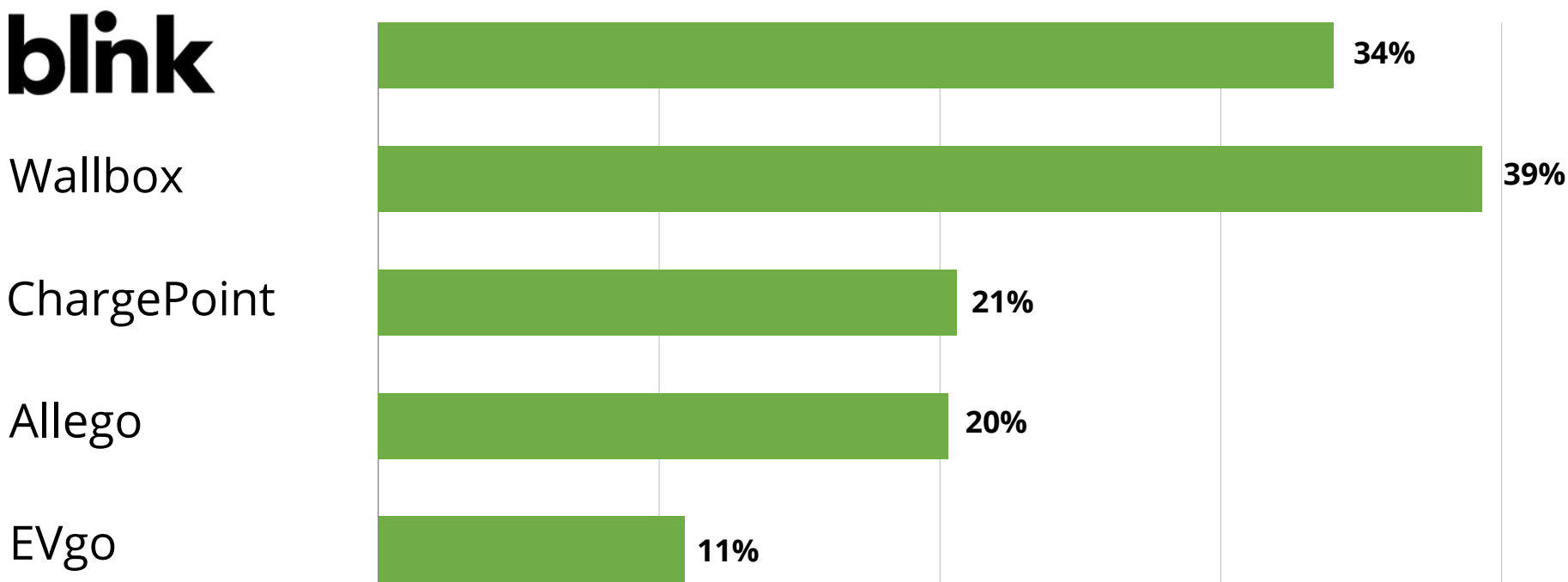
Positive Adjusted EBITDA

Targeted 2025

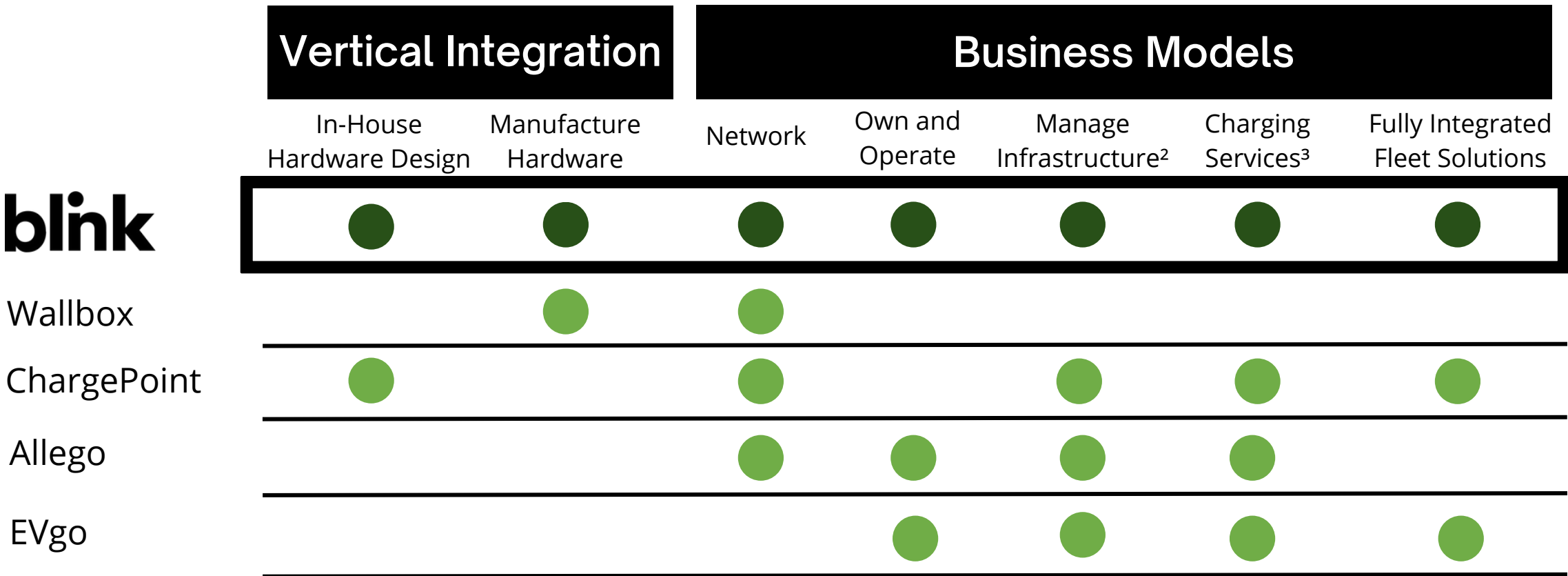
Total Operating Expenses as a Percentage of Revenue



Strong Gross Margin Profile¹



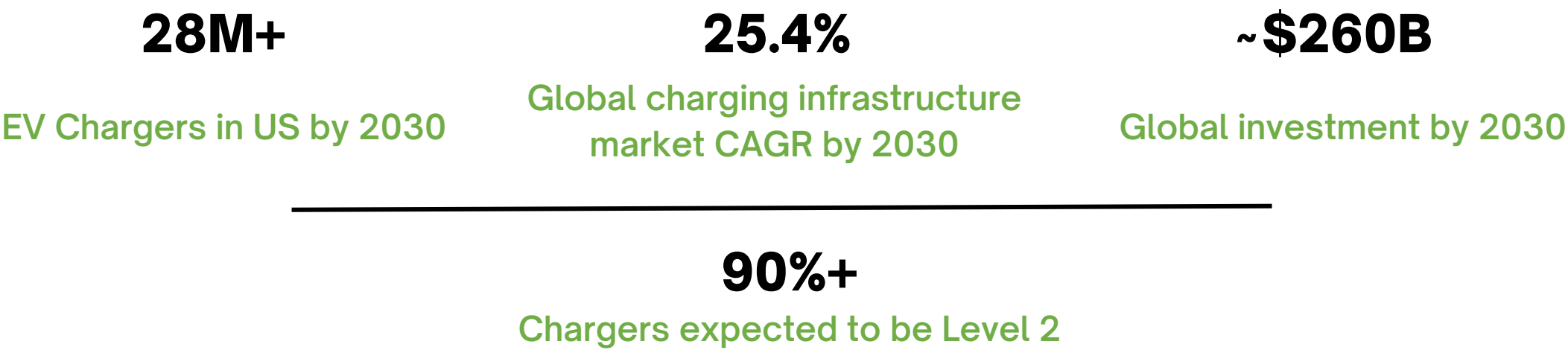
1. Derived or calculated from each company's most recently reported two quarters as of 8.22.24



2. Company offers charger maintenance services
3. Company provides charging services but does not own physical charger



EV Charging Infrastructure Market Growth⁴



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

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4. McKinsey & Company, Research And Markets, Energy + Environment Leader, Bloomberg New Energy Finance

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