

A photograph of a Blink EV charging station with a black charging cable plugged into a silver car. The station is white and black with the 'blink' logo. The background shows a parking lot with trees and a clear blue sky.

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EV Charging Services

Electricity2018 **US EV Charging** **Solutions**

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The following discussion, in addition to the other information contained in this presentation, should be considered carefully in evaluating our prospects. This presentation (including without limitation the following factors that may affect operating results) contains forward-looking statements regarding us and our business, financial condition, results of operations and prospects. Words such as “expects”, “anticipates”, “intends”, “plans”, “believes”, “seeks”, “estimates” and similar expressions or variations of such words are intended to identify forward-looking statements, but are the exclusive means of identifying forward-looking statements in this presentation. Additionally, statements concerning future matters such as revenue projections, projected profitability, growth strategies, and other statements regarding matters that are not historical are forward-looking statements.

Forward-looking statements in this presentation reflect the good faith judgment of our management and the statements are based on facts and factors as we currently know them. Forward-looking statements are subject to risks and uncertainties and actual results and outcomes may differ materially from the results and outcomes discussed in the forward-looking statements. Factors that could cause or contribute to such differences in results and outcomes include, but are not limited to, those discussed in this presentation. Readers are urged not to place undue reliance on these forward-looking statements which speak only as of the date of this presentation. We undertake no obligation to revise or update any forward-looking statements to reflect any event or circumstance that may arise after the date of this presentation.

This presentation is not a prospectus and is not an offer to sell, nor a solicitation of an offer to buy, any securities. Blink Charging Co. (the “Company”) has filed a registration statement on Form S-1 (including a preliminary prospectus) with the Securities and Exchange Commission (the “SEC”) for the offering to which this communication relates. The registration statement has not yet become effective. Shares of the Company’s common stock or warrants may not be sold, nor may offers to buy be accepted, prior to the time the registration statement becomes effective. Before you invest, you should read the preliminary prospectus and other documents the Company files with the SEC for more complete information about the Company and this offering. You can obtain these documents for free by visiting EDGAR on the SEC website at www.sec.gov.

Blink Charging

Corporate Highlights

Founded in 2009 and based in Miami Beach, FL

We are a leader in Electric Vehicle (EV) charging

We have more than 14,000 EV stations throughout the U.S.

We own the Blink Network, which operates, monitors, and tracks the Blink EV stations and all of its charging data

Strategic commercial, municipal, and retail partners
Direct access to growing member base of 135,000+

Hardware-agnostic business model



Our Established Footprint

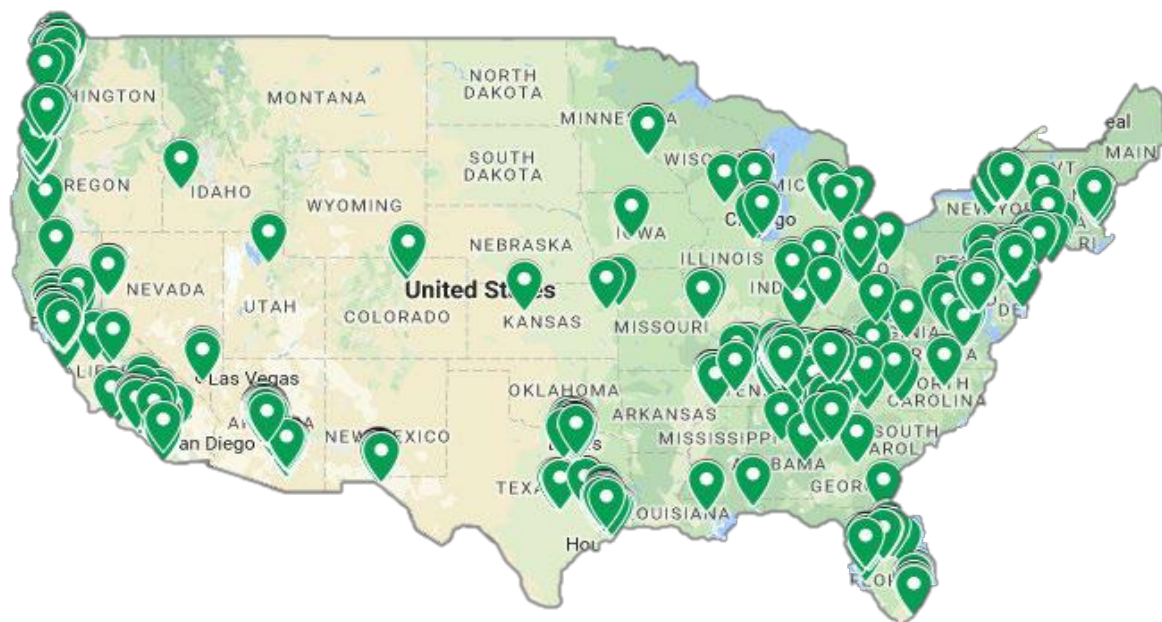
Nationwide locations open to all drivers

5,300+ commercial EV stations in 37 states

8,900+ private residential charging stations distributed

1,700+ private residential chargers connected to Blink Network

14,500+ EV charging stations throughout the U.S.



Sample locations and property partners:



Fred Meyer



fru's

Sears



Federal Realty
INVESTMENT TRUST



A photograph of a Blink electric vehicle charging station. A black charging cable is plugged into the station and connected to the front of a dark-colored car. The station is a tall, grey and black pole with a digital display at the top. The background shows a clear blue sky, some green trees, and a building with horizontal blinds. The word 'blink' is written vertically on the station's pole.

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EV Charging Services

Electric Vehicle Infrastructure Market

OEMs Go "All In"



25+ models currently available and more being announced each quarter.

Improved EV battery technologies and scale continue to reduce EV prices and increase driving range.



"Ford plans \$11 billion investment, 40 electrified vehicles by 2022"



"Carmakers' investment in electric vehicles: \$100 billion by 2020"



"VW Accelerates Electric Car Effort With \$40 Billion Investment"



"GM Is Going All Electric, Ditch Gas- and Diesel-Powered Cars"



"Porsche's U.S. CEO: We anticipate roughly half of our vehicles sold by 2025 will be plug-in hybrids or battery electric vehicles."



"The number of electric cars on the road is predicted to expand to 125 million worldwide by 2030"



"BMW expects electric cars and hybrids to make up 25 percent of its sales by 2025"



"BMW Wants to Sell Half a Million Hybrids and Electric Cars by 2019"

EV Market Growth

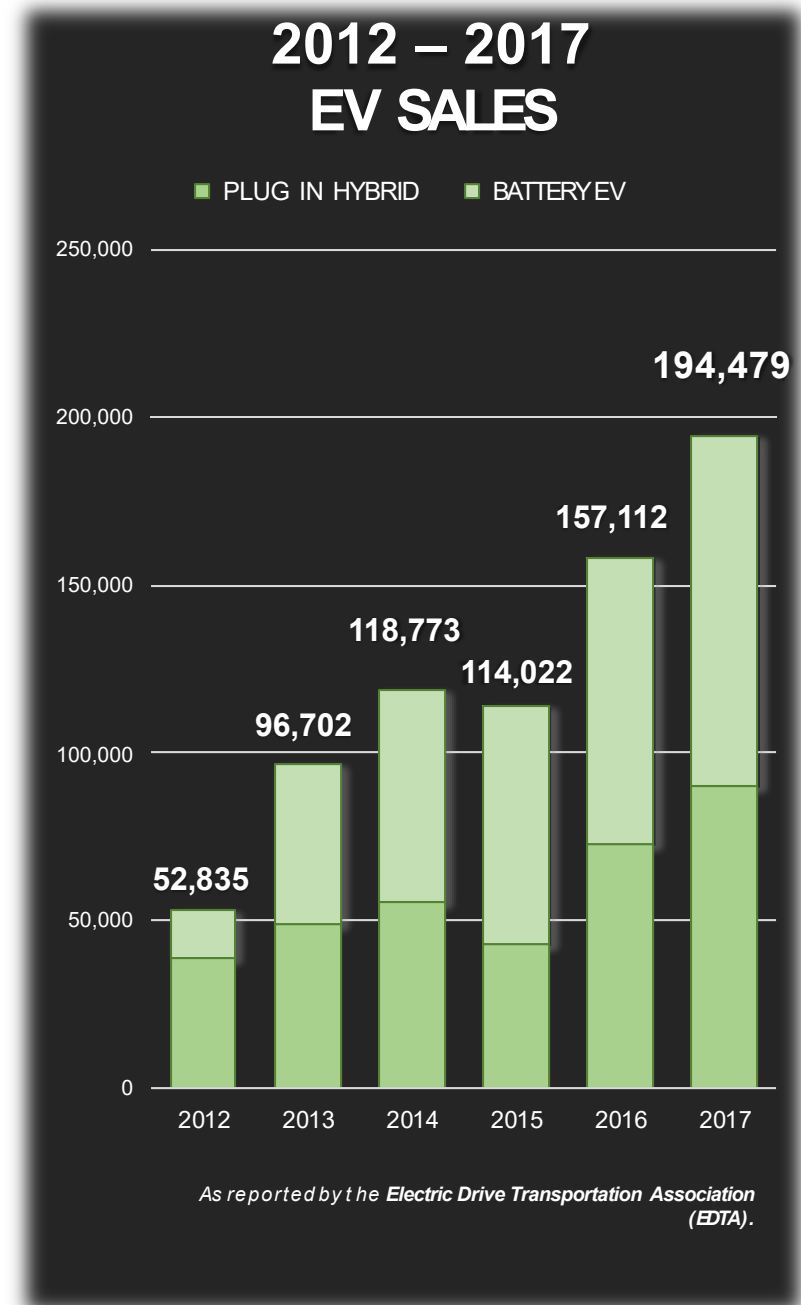
- **~1 in every 6th** car sold globally is likely to be electric by 2025¹
- Total PEVs sold in US through Oct 2018 is **Over 1,000,00**²
- 6% of new car sales in California are electric vehicles³
- 8% of new car sales in Canada are electric vehicles⁴
- CA, OR, NY, MD, MA states set mandate to put 3.3 million EVs on their roads by 2025 – Greater than forecasts

1: UBS Evidence Lab

2: [InsideEVs](#)

3: [Greentechmedia: August, 2018](#)

4: [Electric.co: November, 2018](#)



EV Charging Stations

“The significant difference between the current availability of charging infrastructure and the expected charging infrastructure needed suggests a growing “infrastructure gap” that will need to be addressed”

~USA Today, August 2017

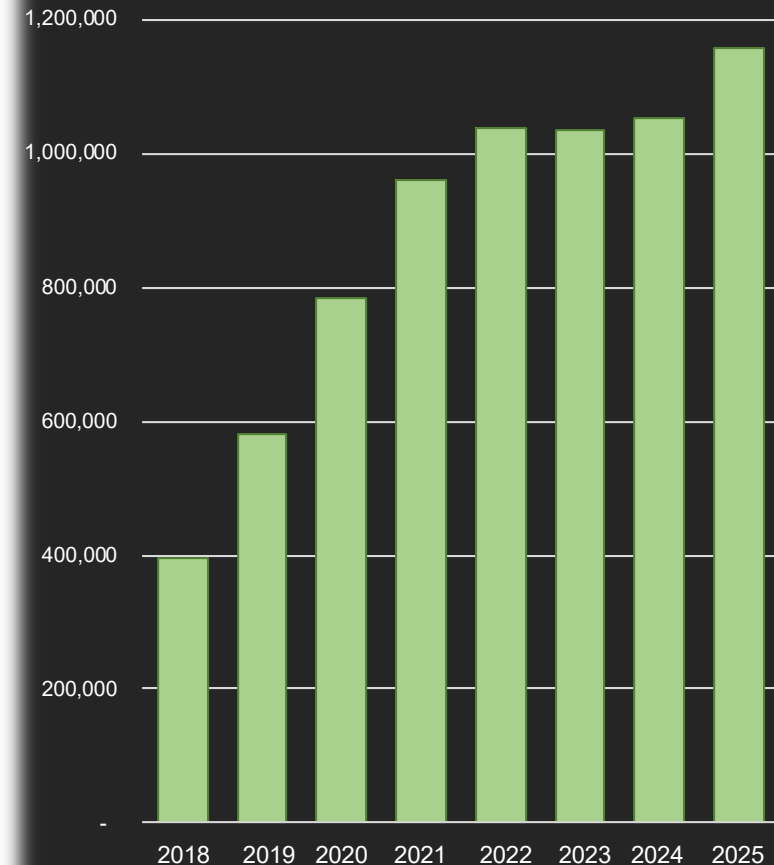
- With over 1,000,000¹ EVs sold in the US through Oct 2018 and ~20k+² commercial EV charging stations currently available, the market is drastically underserved
- There is a lack of access to private residential EV charging infrastructure throughout the U.S.
 - 47+ Million housing units do NOT include garages or carports³
 - ~7 Million occupied multifamily housing units are in the Top 11 Metropolitan Statistical Areas²

1: [InsideEVs](#)

2: US Dept of Energy Alternative Fuels Data Center

3: US Census

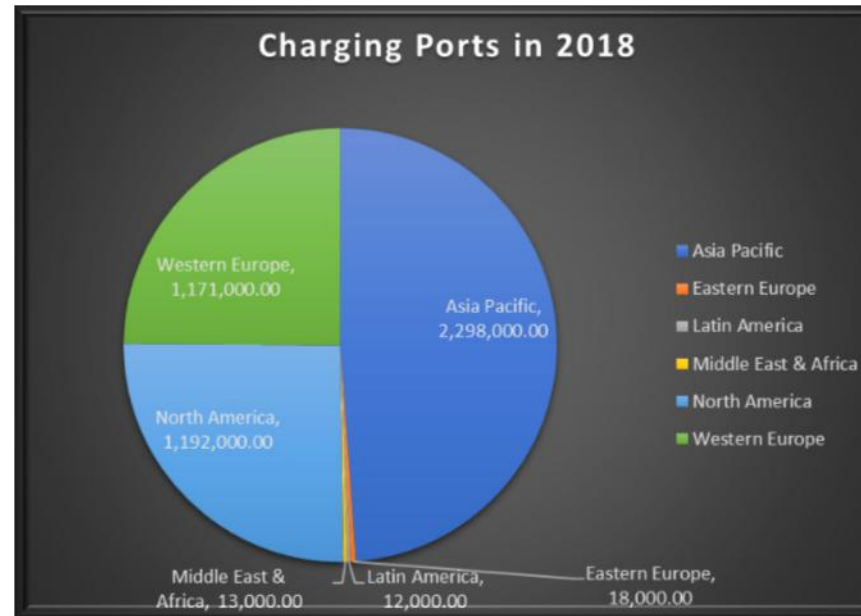
2018–2025 EV SALES FORECAST



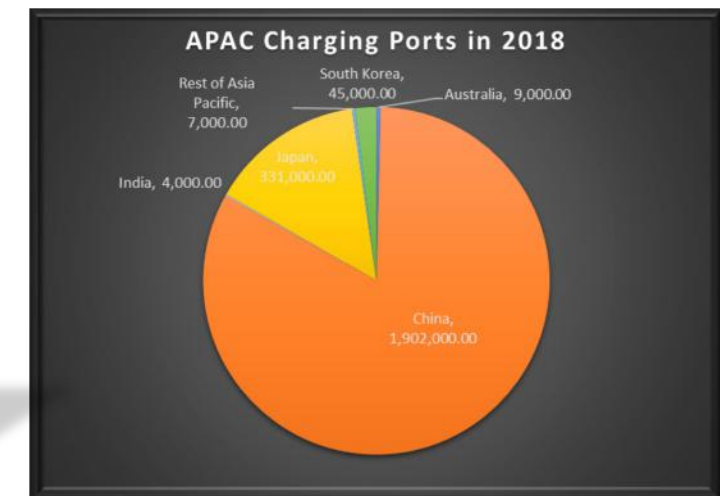
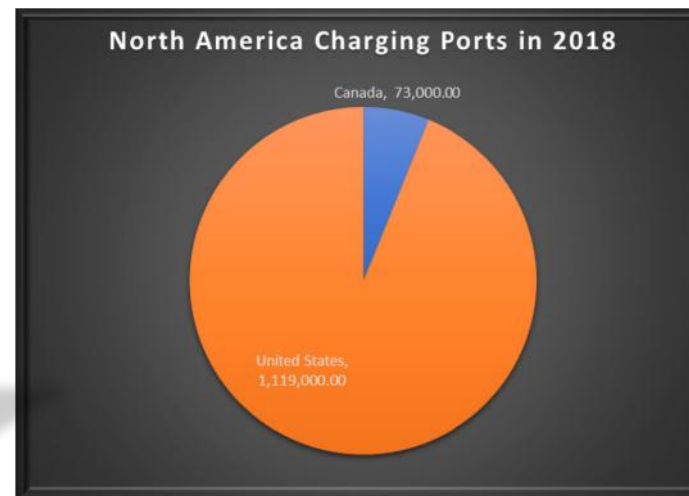
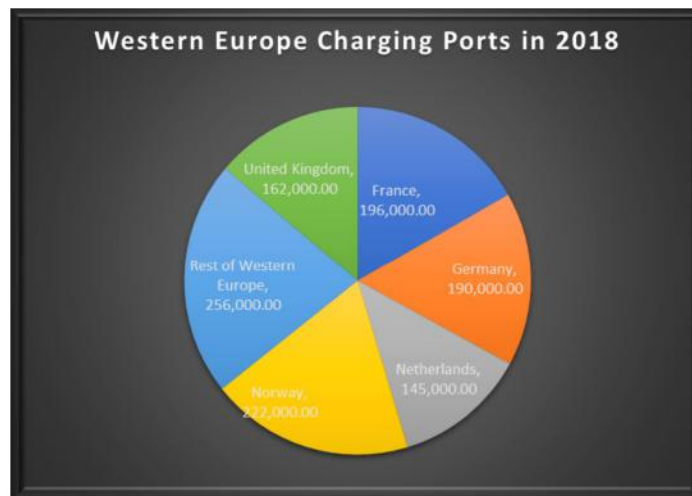
Navigant Research, MD-EVMF-17 report, Base scenario

Global Markets – EV Infrastructure

~50% in Asia
~25% in North America
~25% in Western Europe



~1.2M Ports in North America
~1M Level 1 Ports
~200K Level2/3 Ports



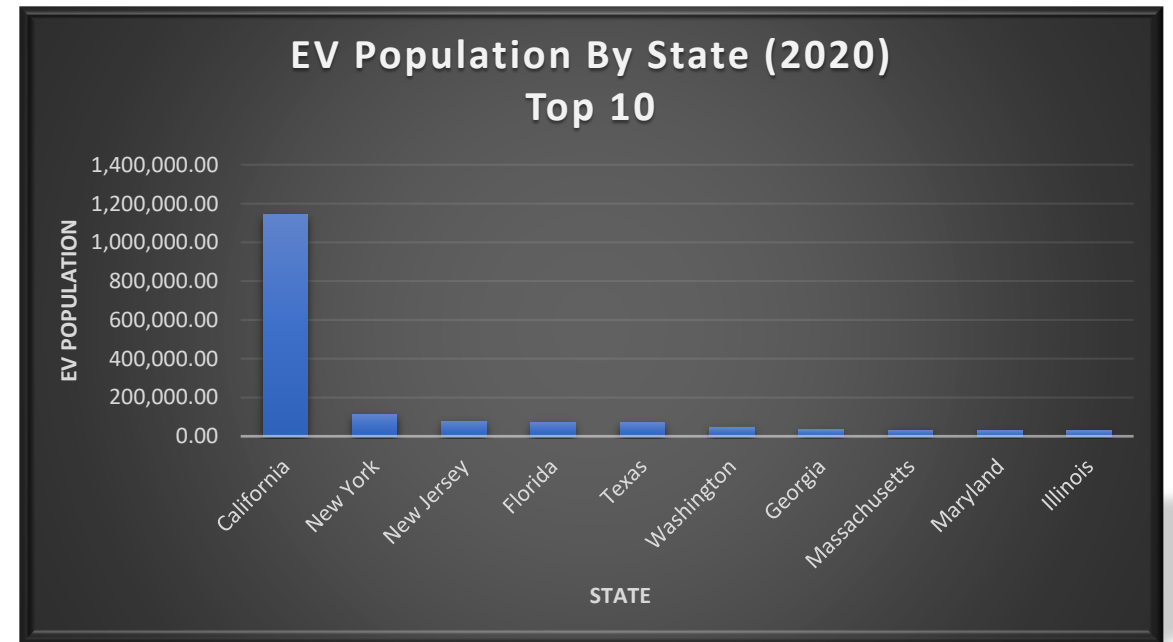
Electric Vehicle Population

Per State in USA

California is the center of Gravity of EVs in USA

- Next closest is only 10% of California's EV population

State	EV Population (2020)
California	51.61%
New York	5.13%
New Jersey	3.50%
Florida	3.26%
Texas	3.12%



Real World Driving Habits

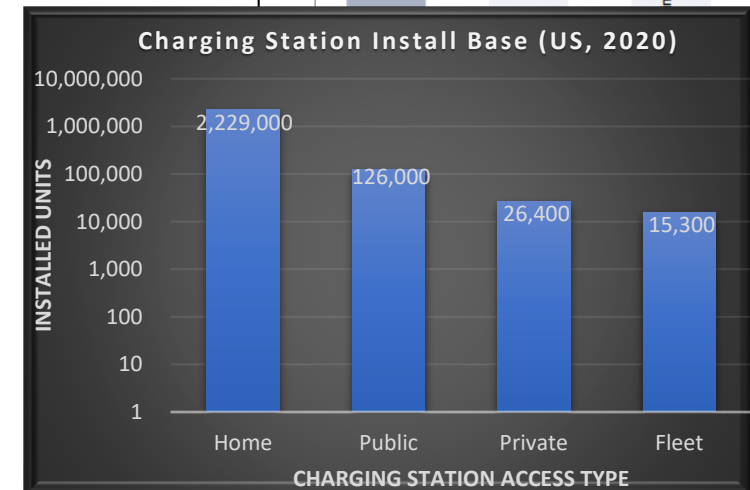
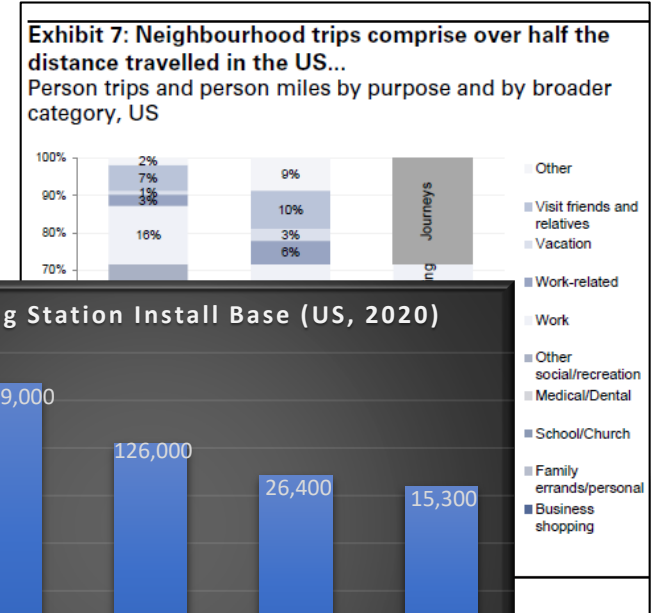
US view

Americans Drive on average
~37 miles/day¹

>50% of those miles are
within their own
neighborhood

Result: Home Charging port
population is **MUCH** greater
than any other type

1: [US Department of Transportation, March 2018](#)



Type	Population (2020)	Population(%)
Home	2,229,000	93%
Public	126,000	5%
Private	26,400	1%
Fleet	15,300	1%

Navigant 2Q2018: "EV Charging Equipment Market Overview"

Location Types

Every Parking Space is an Opportunity

84% of consumers prefer to buy from environmentally conscious businesses.

2015 Cone Communications/Ubiquity Global CSR Study

77% of renters report that it is important their building is green.

2013 Green Renters Survey, HD Supply Facilities Management

43% of electric car drivers are likely to return each week to retail locations with EV charging.

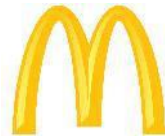
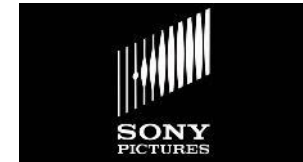
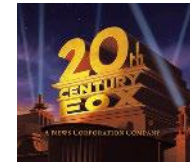
Blink Charging Co. network data

92% of people looking for a new job would rather work for a company that is perceived as 'environmentally friendly'.

Monster.com



Industry Diversity of Customers and Partners



A photograph of a Blink electric vehicle charging station. A black charging cable is plugged into the front of a silver car. The station is a white and black vertical pole with the 'blink' logo. The background shows a clear blue sky, some trees, and a building.

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EV Charging Services

Technology

Charging Station Technologies

Overview

Level 1: Plug into the Standard Wall Socket



- These charging stations typically come with the purchase of an electric vehicle
- They plug directly into a standard wall socket just like your hair dryer
- Provide a very slow (car dependent) charge at approx. 4 miles per hour of charging
- Clearly not suitable for a road trip; Most useful for long duration charging at a destination for a day or more

Level 2: 208/240V AC Charging









- These charging stations are the fastest of the AC units
- Plug into a socket *similar* to your home laundry dryer or are a fixed asset deployed in the public
- Typically provide ~25 miles or more capacity per hour of charging.
- Up to the limits of your vehicles built in charger, the higher the amperage/power rating of your charging station the faster your vehicle will charge

DC Fast Charging (aka Level 3, Level 4)

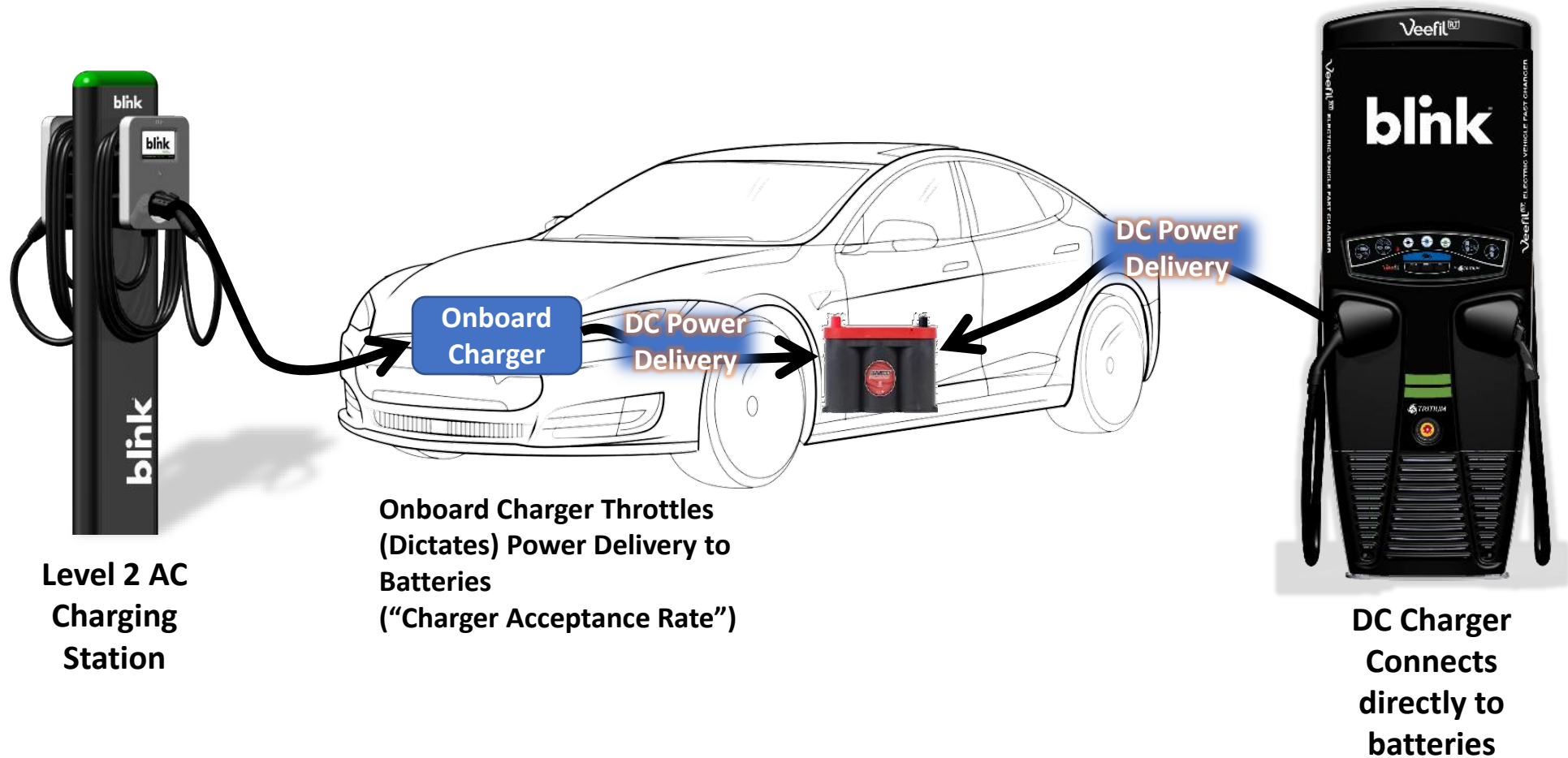


- As the name implies, the fastest of all charging methods
- The vehicle's internal charger is bypassed and the charge is applied more directly to the batteries
- Typically only seen in commercial setting
- In ~30minutes most vehicles achieve ~80% charge

Connectors	Connector	Level
Wall outlets (Nema 515, Nema 520)		1
Nema 1450 (RV plug)		2
Port J1772		2
CHAdEMO		3
SAE Combo CCS		3
Tesla		2,3

How Does Electric Vehicle Charging Work

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The Charging Network

Value of a Charging Network and *Connected* Stations

- Real-time view of station locations, hours, pricing and availability
- Remote station monitoring for better customer support
- Streamlined payment processing for drivers and property owners
- Map and mobile integration, including most well-known platforms
- Integrated reporting including charging session details, revenue generated, as well as even greenhouse gases saved

“A robust charging infrastructure network is widely considered a key requirement for a large-scale transition electromobility.”¹

- International Council on Clean Transportation

1: [Emerging Best Practices for Electric Vehicle Charging Infrastructure](#)



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EV Charging Services

US Policy

Grants and Government Funding

Examples in United States

Federal

- **Fixing America's Surface Transportation (FAST) Act:** reauthorized the tax credit for EV charging supply equipment. If the charging station is considered personal property, the tax credit is the less than 30% of the station's cost or up to \$1k; if the charging station is considered business property, the credit is less than 30% of the station's cost or up to \$30k.
- **Qualified Plug-in Electric Vehicle Tax Credit:** A tax credit for new qualified PEV with batteries five kilowatt-hours (kWh) of capacity or greater, uses an external source of energy to recharge the battery, has a gross vehicle weight rating of up to 14,000 pounds, and meets specified emission standards. The credit amount is \$2,500 up to \$7,500 based on each vehicle's battery capacity and gross weight rating. It is phased out for each manufacturer in the second quarter following the calendar quarter in which a minimum of 200,000 qualified PEVs have been sold by that manufacturer for use in the United States.

State

- **New York State Energy Research and Development Authority (NYSERDA)/ChargeReady.** Statewide program that provides \$4000 rebates for customer that purchase and install Level 2 EV charging equipment in NY State locations.
- **California Clean Vehicle Rebate Program (CVRP)** Administered by CSE for the California Air Resources Board, the Clean Vehicle Rebate Project (CVRP) offers up to \$7,000 in electric vehicle rebates for the purchase or lease of new, eligible zero-emissions and plug-in hybrid light-duty vehicles.

Regional

- **California Electric Vehicle Infrastructure Project (CALeVIP)** provides funding for purchase and installation. This is a program funded by California Energy Commission. CALeVIP is currently funded for more than \$39 million, with the potential of up to \$200 million. This is project has regional incentive projects such as Fresno County Incentive Project and Southern California Incentive Project.

Utility

- **Indiana Michigan Power Charging Rate Incentive.** Offers a specific EV charging rate. Electric vehicle owners in Michigan service area can receive \$2500 to offset the cost of installing a home charging station.

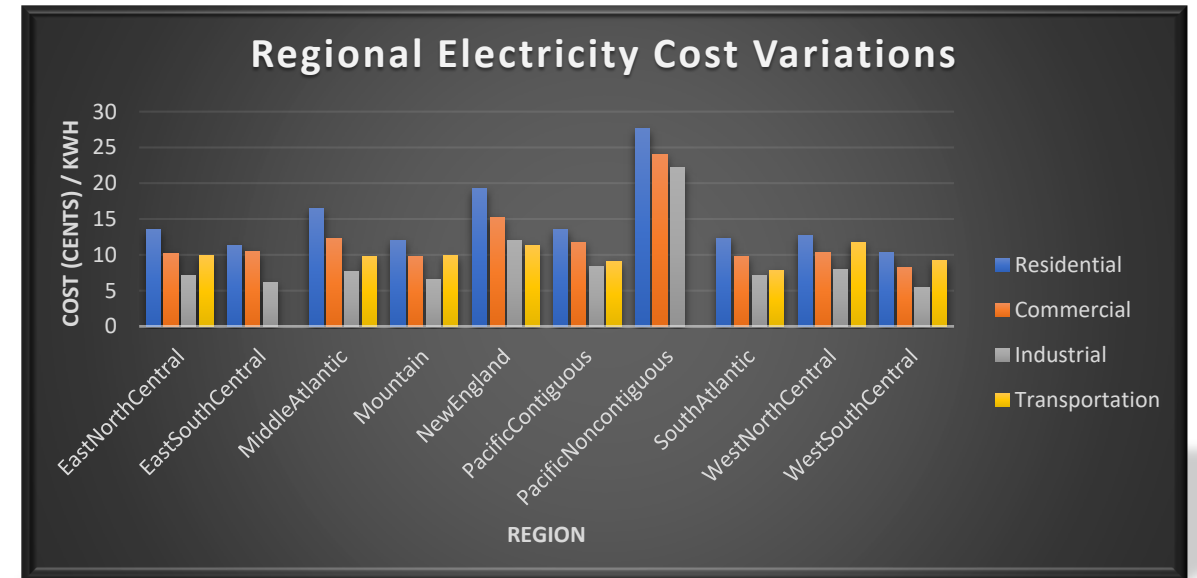
Regionality of US Electricity Costs

Regional Electricity costs vary widely

- California: \$0.199 / kWh

Costs different between categories (most to least expensive)

- Residential
- Commercial
- Transportation
- Industrial



PacificContiguous

California

Oregon

Washington

PacificNoncontiguous

Alaska

Hawaii

Implications of Local Legislation on Revenue Models

EV Charging Laws are not uniform across states

- Blink's position is that Kilowatt-Hour based pricing is the most fair and ultimately correct model
 - Energy consumed is what is paid for by the consumer
- However, Kilowatt-Hour based pricing is not legal in all states
- Result is three models depending on the state: kWh, Time based, and Session Base

KILOWATT-HOUR BASED	
States where permitted by law	CA, CO, DC, FL, HI, IL, MD, MN, NY, OR, PA, UT, VA, WA
Rates	\$0.39 – \$0.79 per kWh for Level 2 (dependent on the state and membership status) \$0.49 – \$0.69 per kWh for DCFC (dependent on the state and membership status)

TIME BASED	
States where kWh is not permitted	Fees are charged until the vehicle is disconnected
Rates	\$0.04 per minute for Blink Members and \$0.06 per minute for Blink Guests

SESSION BASED	
States where kWh is not permitted	DCFC stations in states where kWh pricing is not permitted
Rates	\$6.99 per session for Blink Members and \$9.99 per session for Blink Guests



A photograph of a Blink EV charging station with a charging cable plugged into a car. The station is white and black with the 'blink' logo. The background shows a parking lot with trees and a clear blue sky.

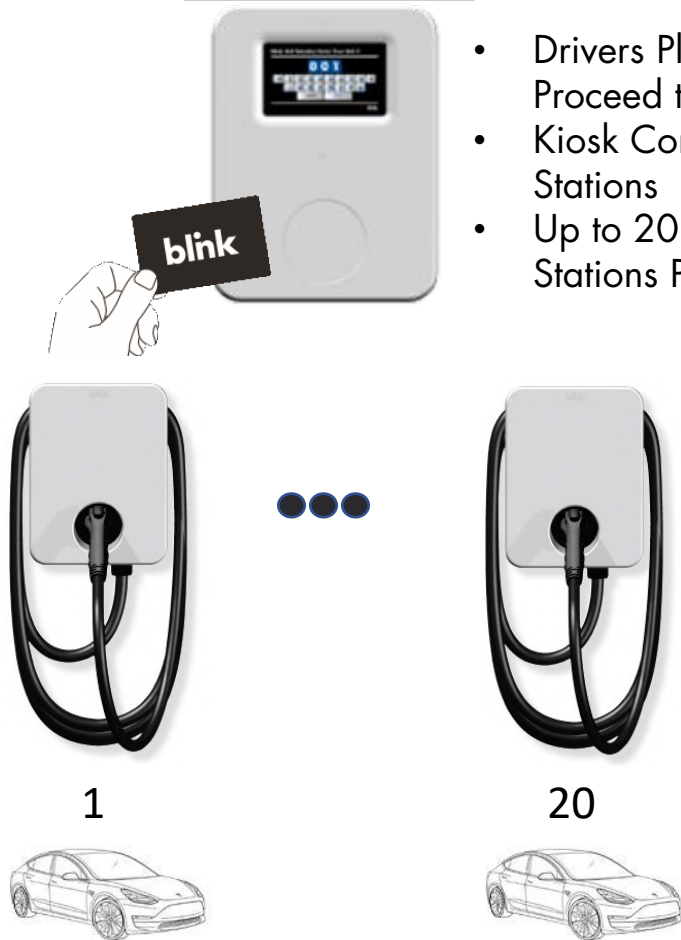
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EV Charging Services

EV Infrastructure Business

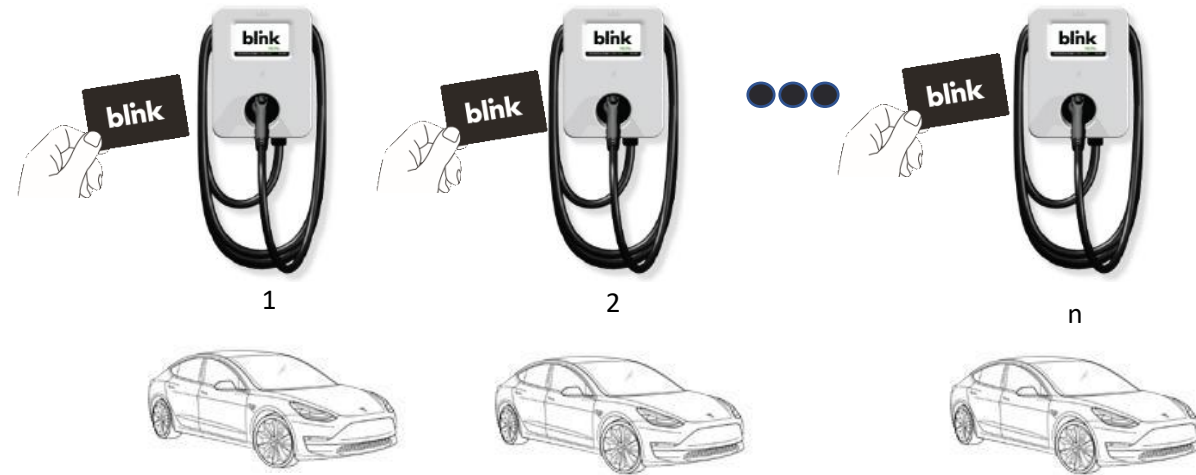
EV Charging Station Operational Models

Kiosk



- Drivers Plug In Vehicles then Proceed to Kiosk
- Kiosk Controls all Charging Stations
- Up to 20 Smart Charging Stations Per Kiosk

Standalone



- Drivers Plug in Vehicle and Utilize the UI Within the Blink Advanced Charging Stations
- Each Station operates independently

Kiosks vs Standalone Charging Stations

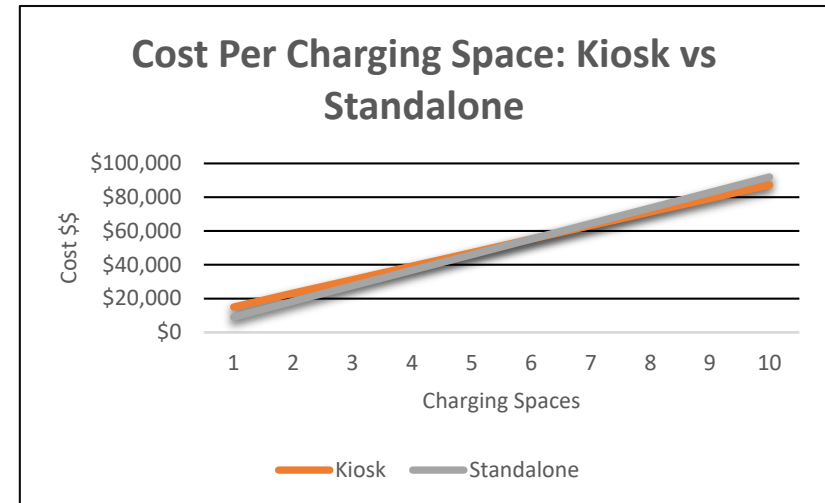
Modeling a Product Choice

There will be a crossover point where Kiosks are more cost effective

Planning for Future expansion should be taken into consideration

Plan to maximize Spaces available to charge vs total Power available

- Oversubscribe Stations and Create await list if required
- Ensure that “blocked” spaces don’t eliminate opportunity to generate revenue



Closing Thoughts...

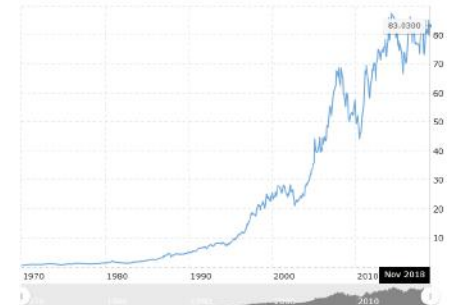
The EV market is at a tipping point

- Consider the introduction of the ICE: in 1900, only 4,192 cars were sold in the U.S.; by 1912, it was 356,000¹
- Tesla ranked #4 in car sales for third quarter 2018²



EVs will disrupt ICE vehicles and all associated supply chains including many fossil fuel based businesses

- Exxon stock trended from ~\$0.60 in the 70's to >\$80.00 today, EV and EV fueling related stocks are on the same trend today
- Large Oil and Gas companies are investing in EV to protect their businesses



Energy efficiency products and services such as LED lighting conversions and solar installs are reducing the load on the grid

- Electric vehicle charging will be a critical new source of revenue for energy companies.



1: Mnn.com

2: Wired

stay plugged in

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