



Q1 Fiscal 2026 Financial Results

June 4, 2025

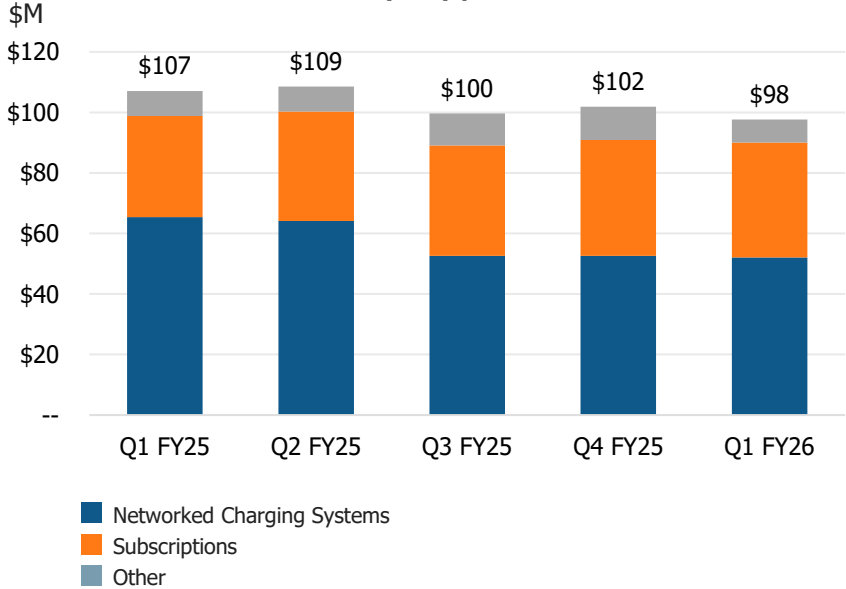
You can find information regarding our use of non-GAAP financial measures in our earnings release dated June 4, 2025, found on the Investor Relations section of our website at <https://www.chargepoint.com/>

Use of Non-GAAP Financial Measures

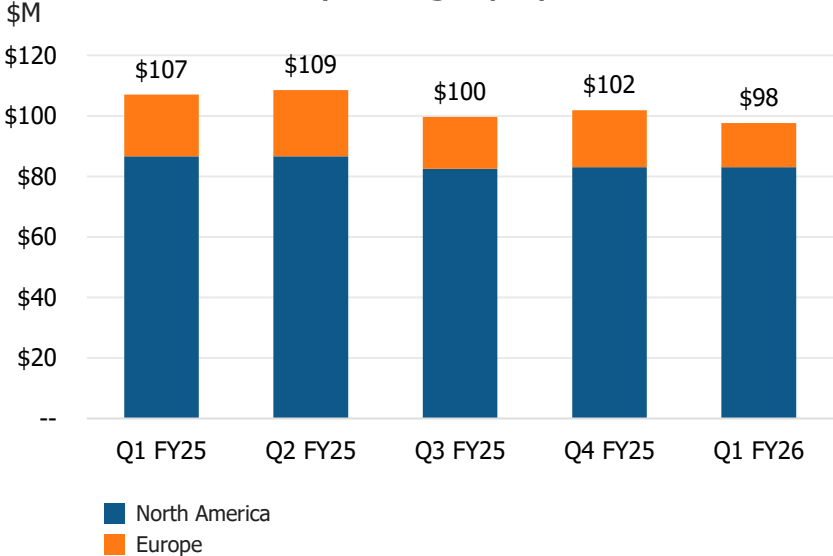
- ChargePoint has provided financial information in this presentation that has not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). ChargePoint uses these non-GAAP financial measures internally in analyzing its financial results. ChargePoint believes that the use of these non-GAAP financial measures is useful to investors to evaluate ongoing operating results and trends and believes they provide meaningful supplemental information to investors regarding ChargePoint's underlying operating performance because they exclude items ChargePoint believes are unrelated to, and may not be indicative of, its core operating results.
- The presentation of these non-GAAP financial measures is not meant to be considered in isolation or as a substitute for comparable GAAP financial measures and should be read only in conjunction with ChargePoint's consolidated financial statements prepared in accordance with GAAP. A reconciliation of ChargePoint's historical non-GAAP financial measures to their most directly comparable GAAP measures has been provided in the financial statement tables included in this presentation, and investors are encouraged to review these reconciliations.
- Non-GAAP Gross Profit (Gross Margin). ChargePoint defines non-GAAP gross profit as gross profit excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, and amortization expense of acquired intangible assets. Non-GAAP gross margin is non-GAAP gross profit as a percentage of revenue.
- Non-GAAP Operating Expenses. ChargePoint defines non-GAAP operating expenses as operating expenses excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, amortization expense of acquired intangible assets, non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.
- Non-GAAP Net Loss. ChargePoint defines non-GAAP net loss as net loss excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, amortization expense of acquired intangible assets, non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees. These amounts reflect the impact of any related tax effects. Non-GAAP pre-tax net loss is non-GAAP net loss adjusted for provision for income taxes.
- Non-GAAP Adjusted EBITDA Loss. ChargePoint defines non-GAAP adjusted EBITDA loss as net loss excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, amortization expense of acquired intangible assets, non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees, and further adjusted for provision of income taxes, depreciation, interest income and expense, and other income and expense (net).
- Investors are cautioned that there are a number of limitations associated with the use of non-GAAP financial measures to analyze financial results and trends. In particular, many of the adjustments to ChargePoint's GAAP financial measures reflect the exclusion of items that are recurring and will be reflected in its financial results for the foreseeable future, such as stock-based compensation, which is an important part of ChargePoint's employees' compensation and impacts hiring, retention and performance. Furthermore, these non-GAAP financial measures are not based on any standardized methodology prescribed by GAAP, and the components that ChargePoint excludes in its calculation of non-GAAP financial measures may differ from the components that other companies exclude when they report their non-GAAP results. In the future, ChargePoint may also exclude other expenses it determines do not reflect the performance of ChargePoint's operating results.

Revenue Diversity

By Type

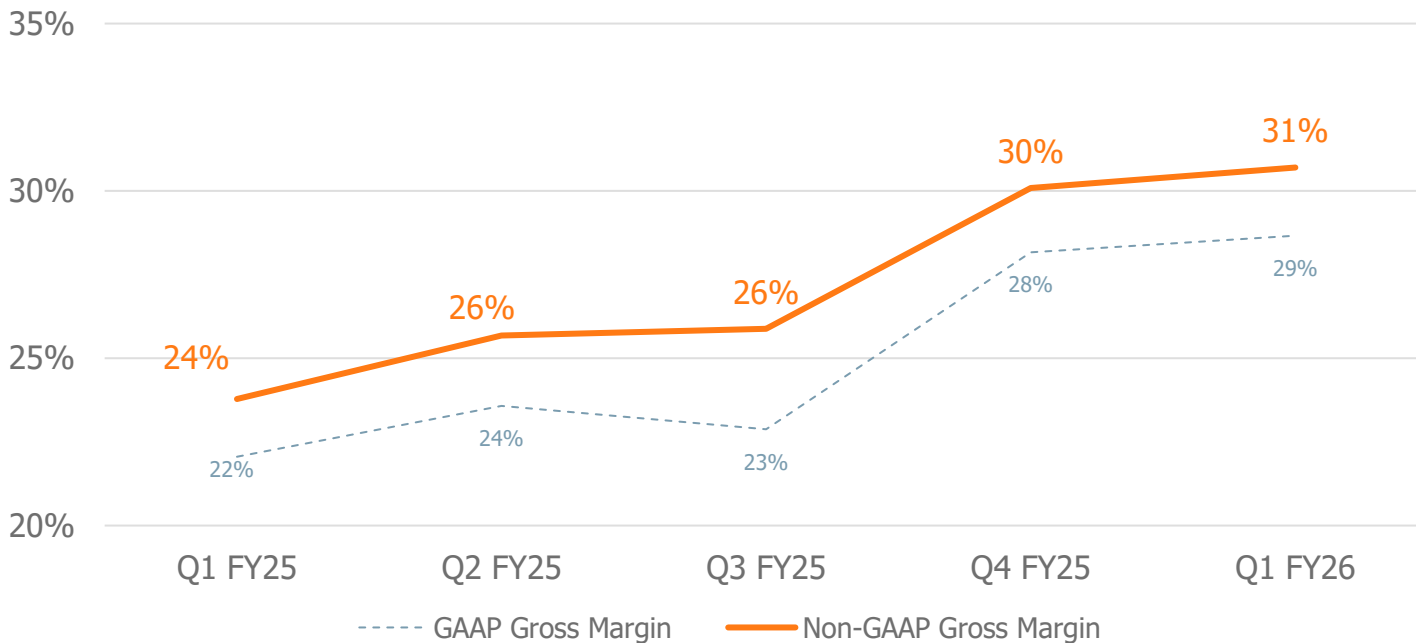


By Geography



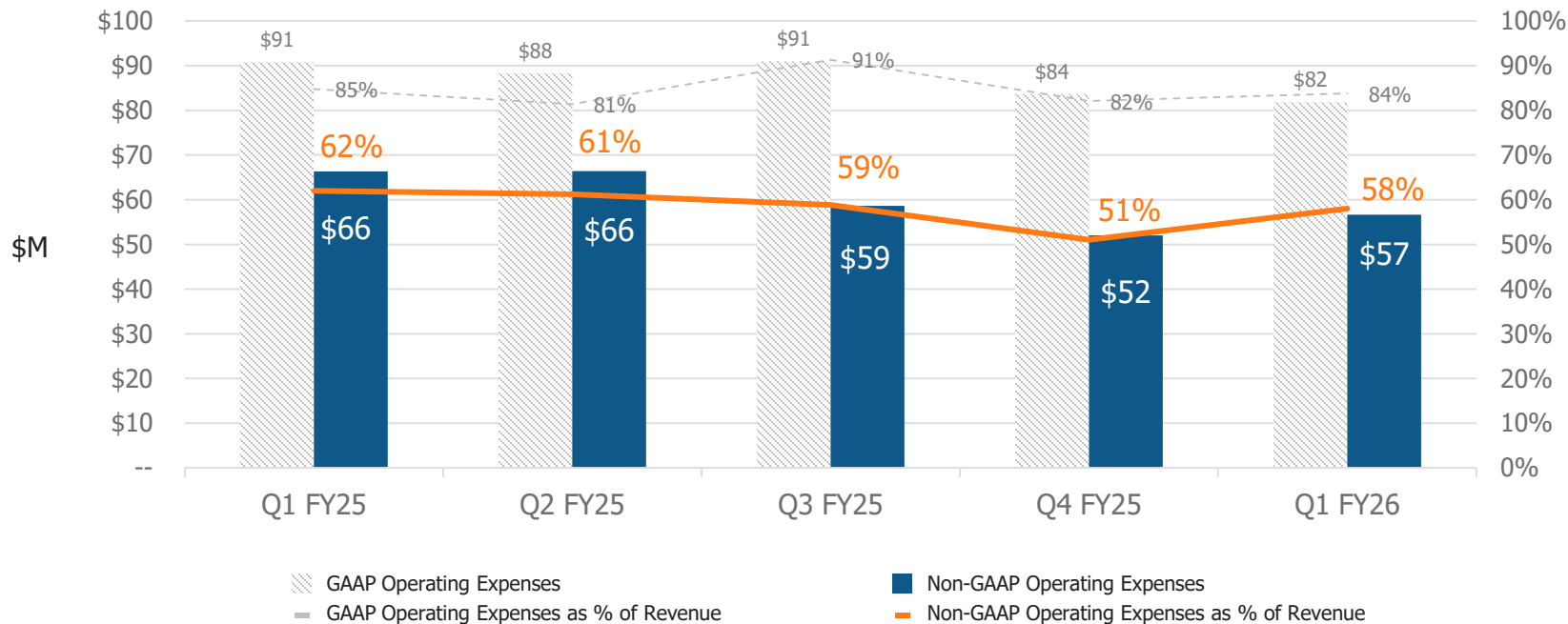
Note: Unaudited. Fiscal year ending on January 31.

Gross Margin



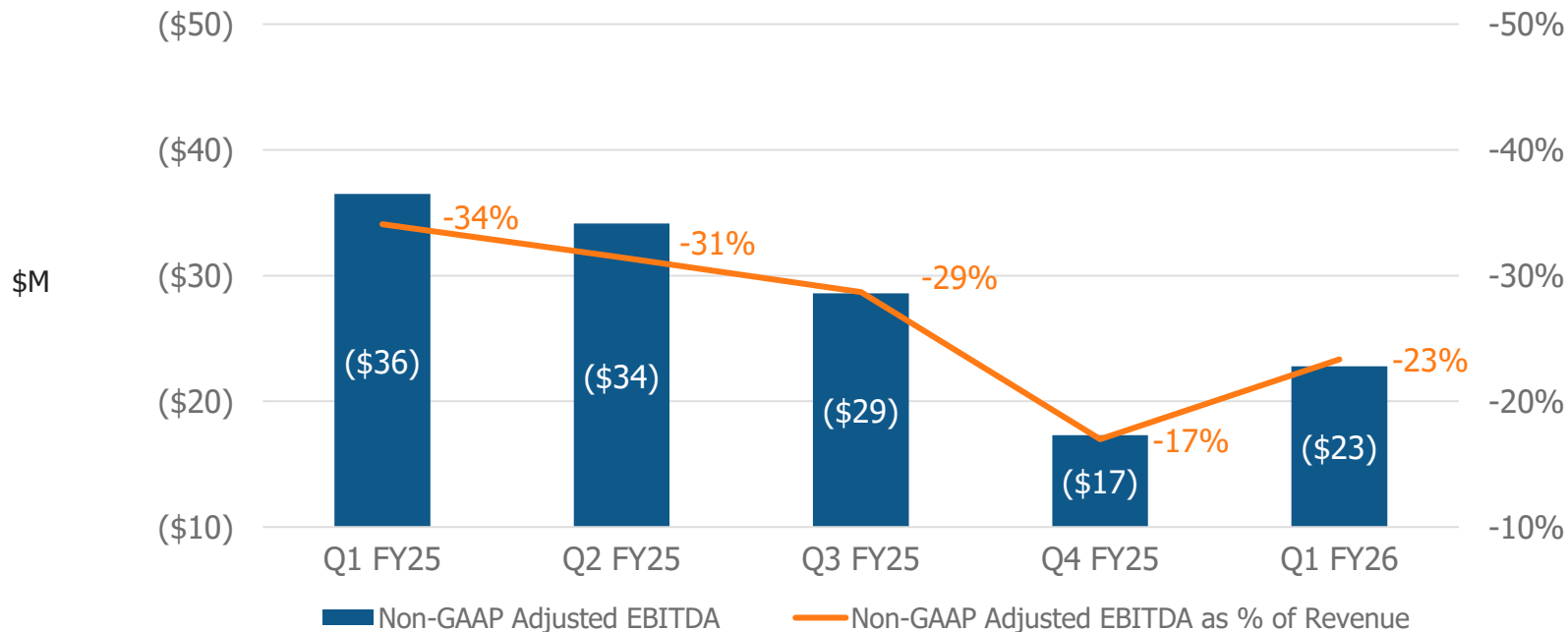
Note: Unaudited. Fiscal year ending on January 31.

Operating Expenses



Note: Unaudited. Fiscal year ending on January 31.

Non-GAAP Adjusted EBITDA



Note: Unaudited. Fiscal year ending on January 31.



Appendix

GAAP Income Statement

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30,	
	2025	2024
Revenue		
Networked charging systems	\$ 52,059	\$ 65,374
Subscriptions	38,020	33,444
Other	7,561	8,224
Total revenue	97,640	107,042
Cost of revenue		
Networked charging systems	48,638	61,066
Subscriptions	15,366	17,742
Other	5,650	4,624
Total cost of revenue	69,654	83,432
Gross profit	27,986	23,610
Operating expenses		
Research and development	33,510	36,052
Sales and marketing	26,192	35,000
General and administrative	22,124	19,697
Total operating expenses	81,826	90,749
Loss from operations	(53,840)	(67,139)
Interest income	1,164	3,209
Interest expense	(6,436)	(6,611)
Other income (expense), net	2,613	(850)
Net loss before income taxes	(56,499)	(71,391)
Provision for (benefit from) income taxes	622	408
Net loss	\$ (57,121)	\$ (71,799)

GAAP Balance Sheet

(\$ in thousands; unaudited; preliminary)

	April 30, 2025	January 31, 2025
Assets		
Current assets:		
Cash and cash equivalents	\$ 195,949	\$ 224,571
Restricted cash	400	400
Accounts receivable, net	98,685	95,906
Inventories	212,428	209,262
Prepaid expenses and other current assets	46,855	36,435
Total current assets	554,317	566,574
Property and equipment, net	32,712	35,361
Intangible assets, net	67,955	66,175
Operating lease right-of-use assets	14,103	14,680
Goodwill	221,176	207,540
Other assets	7,345	7,845
Total assets	\$ 897,608	\$ 898,175
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 52,170	\$ 64,050
Accrued and other current liabilities	141,637	124,679
Deferred revenue	110,635	105,017
Total current liabilities	304,442	293,746
Deferred revenue, noncurrent	135,961	134,198
Debt, noncurrent	307,843	297,092
Operating lease liabilities	14,356	15,267
Deferred tax liabilities	12,392	12,036
Other long-term liabilities	4,026	8,365
Total liabilities	779,020	760,704
Stockholders' equity:		
Common stock	46	46
Additional paid-in capital	2,072,422	2,054,296
Accumulated other comprehensive loss	(5,321)	(25,433)
Accumulated deficit	(1,948,559)	(1,891,438)
Total stockholders' equity	118,588	137,471
Total liabilities and stockholders' equity	\$ 897,608	\$ 898,175

GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30,	
	2025	2024
Cash flows from operating activities		
Net loss	\$ (57,121)	\$ (71,799)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	6,928	7,445
Non-cash operating lease cost	876	941
Stock-based compensation	17,863	21,599
Amortization of deferred contract acquisition costs	844	785
Paid-in-kind non-cash interest expense	9,397	—
Foreign currency transaction (gain) loss	(3,499)	463
Reserve and Other	1,644	8,842
Changes in operating assets and liabilities:		
Accounts receivable, net	(13)	4,783
Inventories	2,816	(24,977)
Prepaid expenses and other assets	(10,703)	(2,879)
Accounts payable, operating lease liabilities and accrued and other liabilities	(6,418)	(11,255)
Deferred revenue	4,418	3,510
Net cash used in operating activities	(32,968)	(62,542)
Cash flows from investing activities		
Purchases of property and equipment	(1,060)	(3,468)
Net cash (used in) provided by investing activities	(1,060)	(3,468)
Cash flows from financing activities		
Proceeds from the issuance of common stock under employee equity plans, net of tax withholdings	1,288	3,525
Change in driver funds and amounts due to customers	1,149	(2,483)
Net cash provided by financing activities	2,437	1,042
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	2,969	(583)
Net increase (decrease) in cash, cash equivalents, and restricted cash	(28,622)	(65,551)
Cash, cash equivalents, and restricted cash at beginning of period	224,971	357,810
Cash, cash equivalents, and restricted cash at end of period	196,349	292,259

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30, 2025	Three Months Ended April 30, 2024
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:		
GAAP net loss (as a percentage of revenue)	\$ (57,121) (59)%	\$ (71,799) (67)%
Stock-based compensation expense	17,863	21,599
Amortization of intangible assets	3,041	3,024
Other adjustments (1)	6,259	1,609
Non-GAAP net loss (as a percentage of revenue)	\$ (29,958) (31)%	\$ (45,567) (43)%
Provision for income taxes	622	408
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$ (29,336) (30)%	\$ (45,159) (42)%
Depreciation	3,887	4,421
Interest income	(1,164)	(3,209)
Interest expense	6,436	6,611
Other expense (income), net	(2,613)	850
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$ (22,790) (23)%	\$ (36,486) (34)%

(1) Consists of non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30, 2025		Three Months Ended January 31, 2025		Three Months Ended October 31, 2024		Three Months Ended July 31, 2024		Three Months Ended April 30, 2024						
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:															
GAAP net loss (as a percentage of revenue)	\$	(57,121)	(59)%	\$	(58,803)	(58)%	\$	(77,590)	(78)%	\$	(68,874)	(63)%	\$	(71,799)	(67)%
Stock-based compensation expense		17,863			14,568			20,716			18,769			21,599	
Amortization of intangible assets		3,041			2,955			3,078			3,028			3,024	
Restructuring costs (1)		—			—			9,828			—			—	
Other adjustments (2)		6,259			16,085			1,728			2,392			1,609	
Non-GAAP net loss (as a percentage of revenue)	\$	(29,958)	(31)%	\$	(25,195)	(25)%	\$	(42,240)	(42)%	\$	(44,685)	(41)%	\$	(45,567)	(43)%
Provision for (benefit from) income taxes		622			805			1,511			1,648			408	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$	(29,336)	(30)%	\$	(24,390)	(24)%	\$	(40,729)	(41)%	\$	(43,037)	(40)%	\$	(45,159)	(42)%
Depreciation		3,887			4,032			4,230			4,423			4,421	
Interest income		(1,164)			(1,417)			(1,604)			(2,118)			(3,209)	
Interest expense		6,436			2,167			9,315			6,560			6,611	
Other expense (income), net		(2,613)			2,299			202			38			850	
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$	(22,790)	(23)%	\$	(17,309)	(17)%	\$	(28,586)	(29)%	\$	(34,134)	(31)%	\$	(36,486)	(34)%

(1) Consists of restructuring costs for severances and employment-related termination costs, and facility and other contract terminations.

(2) Consists of non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30, 2025		Three Months Ended January 31, 2025		Three Months Ended October 31, 2024		Three Months Ended July 31, 2024		Three Months Ended April 30, 2024						
Reconciliation of GAAP gross profit (margin) to non-GAAP gross profit (margin):															
GAAP gross profit (margin)	\$	27,986	29%	\$	28,700	28%	\$	22,786	23%	\$	25,585	24%	\$	23,610	22%
Stock-based compensation expense		1,223			1,233			1,260			1,526			1,084	
Restructuring costs (1)		-			-			961			-			-	
Amortization of intangible assets		766			748			774			764			763	
Non-GAAP gross profit (margin)	\$	<u>29,975</u>	31%	\$	<u>30,681</u>	30%	\$	<u>25,781</u>	26%	\$	<u>27,875</u>	26%	\$	<u>25,457</u>	24%
Reconciliation of GAAP total operating expenses to non-GAAP total operating expenses:															
GAAP total operating expenses (as a percentage of revenue)	\$	81,826	84%	\$	83,649	82%	\$	90,952	91%	\$	88,331	81%	\$	90,749	85%
Stock-based compensation expense		16,640			13,335			19,456			17,243			20,515	
Restructuring costs (1)		-			-			8,867			-			-	
Amortization of intangible assets		2,275			2,207			2,304			2,264			2,261	
Other adjustments (2)		6,259			16,085			1,728			2,392			1,609	
Non-GAAP total operating expenses (as a percentage of revenue)	\$	<u>56,652</u>	58%	\$	<u>52,022</u>	51%	\$	<u>58,597</u>	59%	\$	<u>66,432</u>	61%	\$	<u>66,364</u>	62%

(1) Consists of restructuring costs for severances and employment-related termination costs, and facility and other contract terminations.

(2) Consists of non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.