



# Q3 Fiscal 2026 Financial Results

**December 4, 2025**

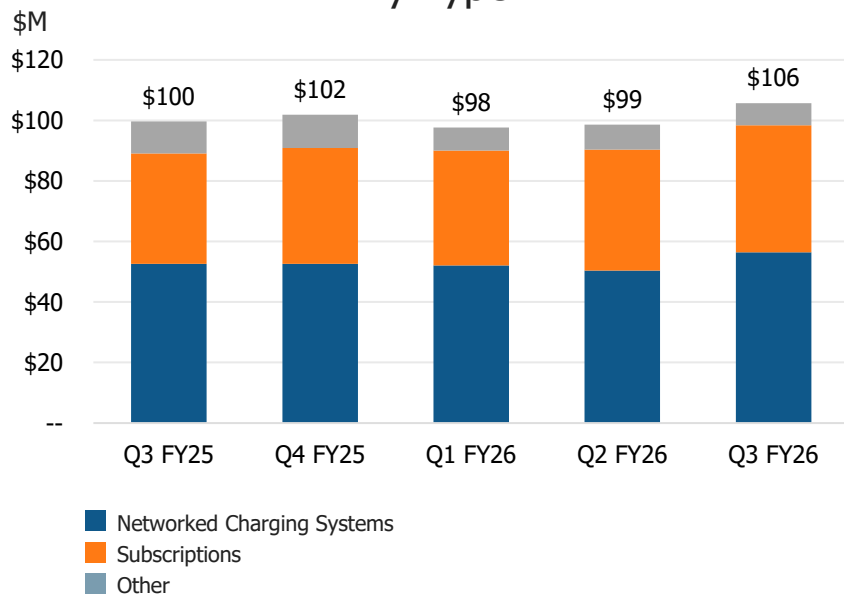
You can find information regarding our use of non-GAAP financial measures in our earnings release dated December 4, 2025, found on the Investor Relations section of our website at <https://www.chargepoint.com/>

# Use of Non-GAAP Financial Measures

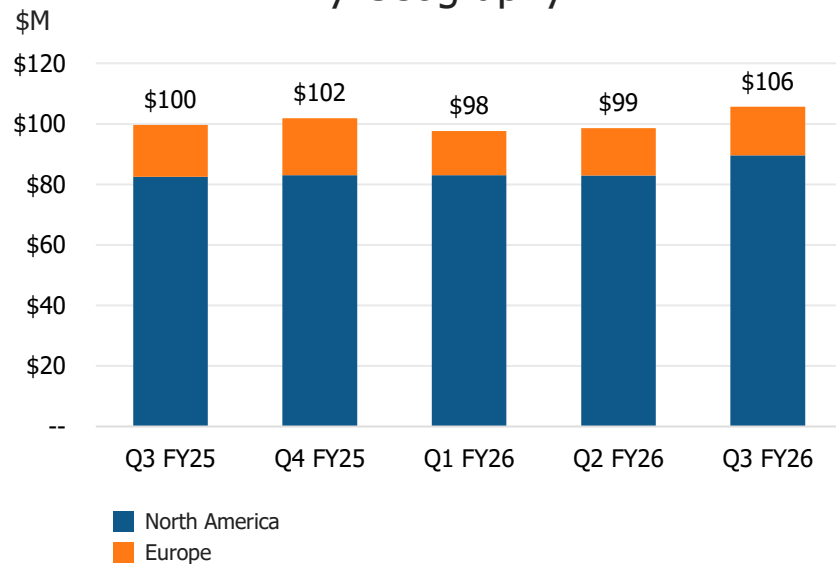
- ChargePoint has provided historical financial information in this presentation that has not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). ChargePoint uses these non-GAAP financial measures internally in analyzing its financial results. ChargePoint 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, amortization expense of acquired intangible assets, and restructuring costs for severances and employment-related termination costs and facility and other contract terminations. Non-GAAP gross margin is non-GAAP gross profit as a percentage of revenue.
- *Non-GAAP Cost of Revenue and Operating Expenses (includes Non-GAAP research and development, Non-GAAP sales and marketing and Non-GAAP general and administrative)*. ChargePoint defines non-GAAP cost of revenue and operating expenses as cost of revenue and operating expenses excluding stock-based compensation expense, amortization expense of acquired intangible assets, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, and 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, amortization expense of acquired intangible assets, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, and 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, amortization expense of acquired intangible assets, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, 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

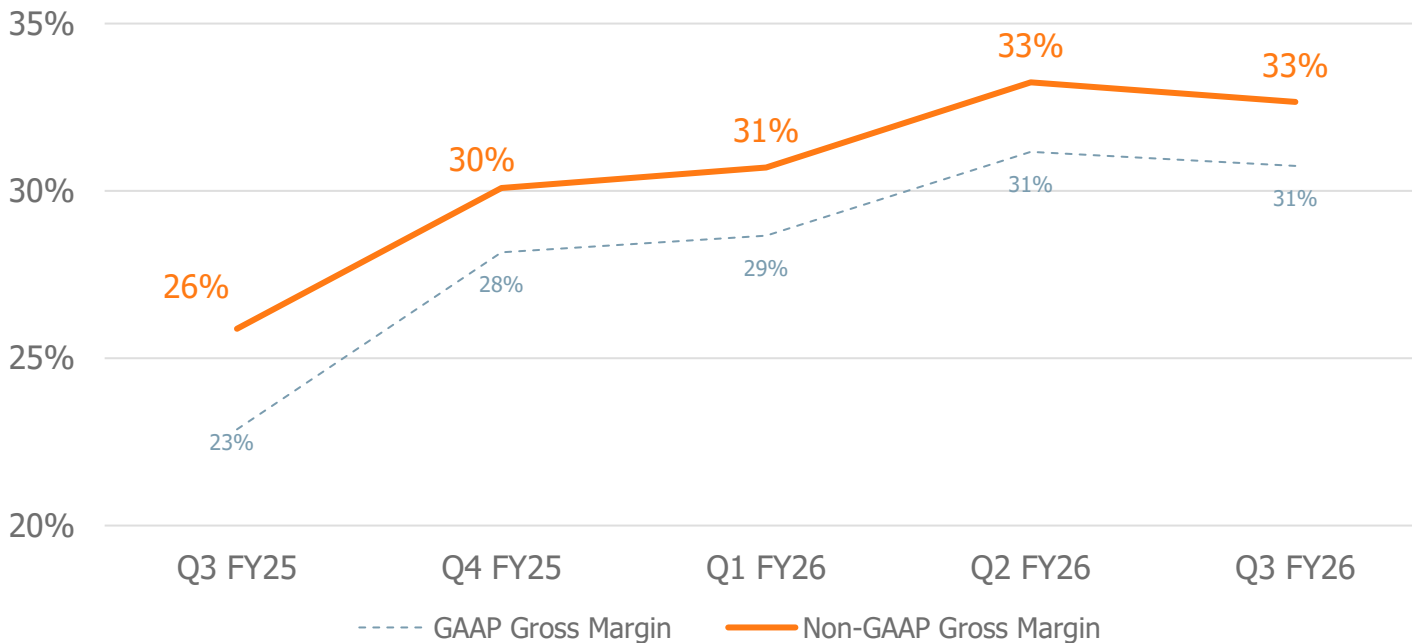


## By Geography



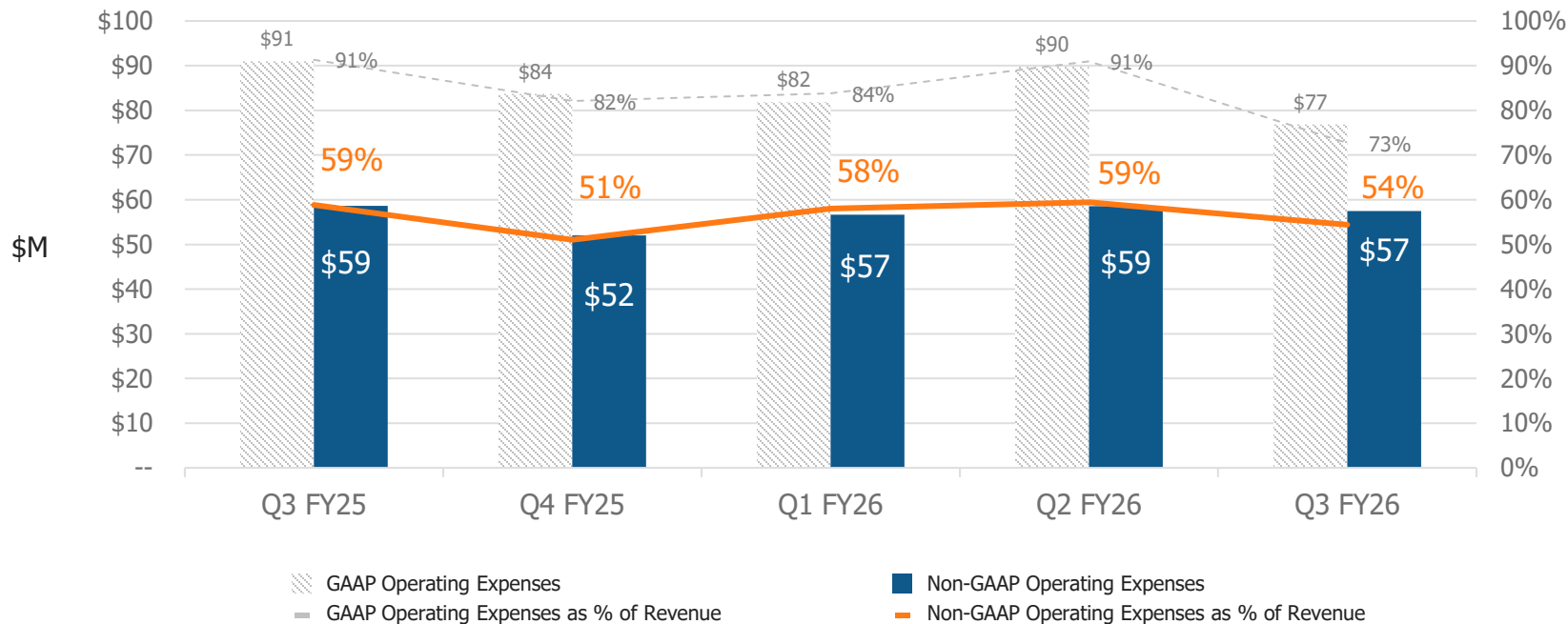
Note: Unaudited. Fiscal year ending on January 31.

# Gross Margin



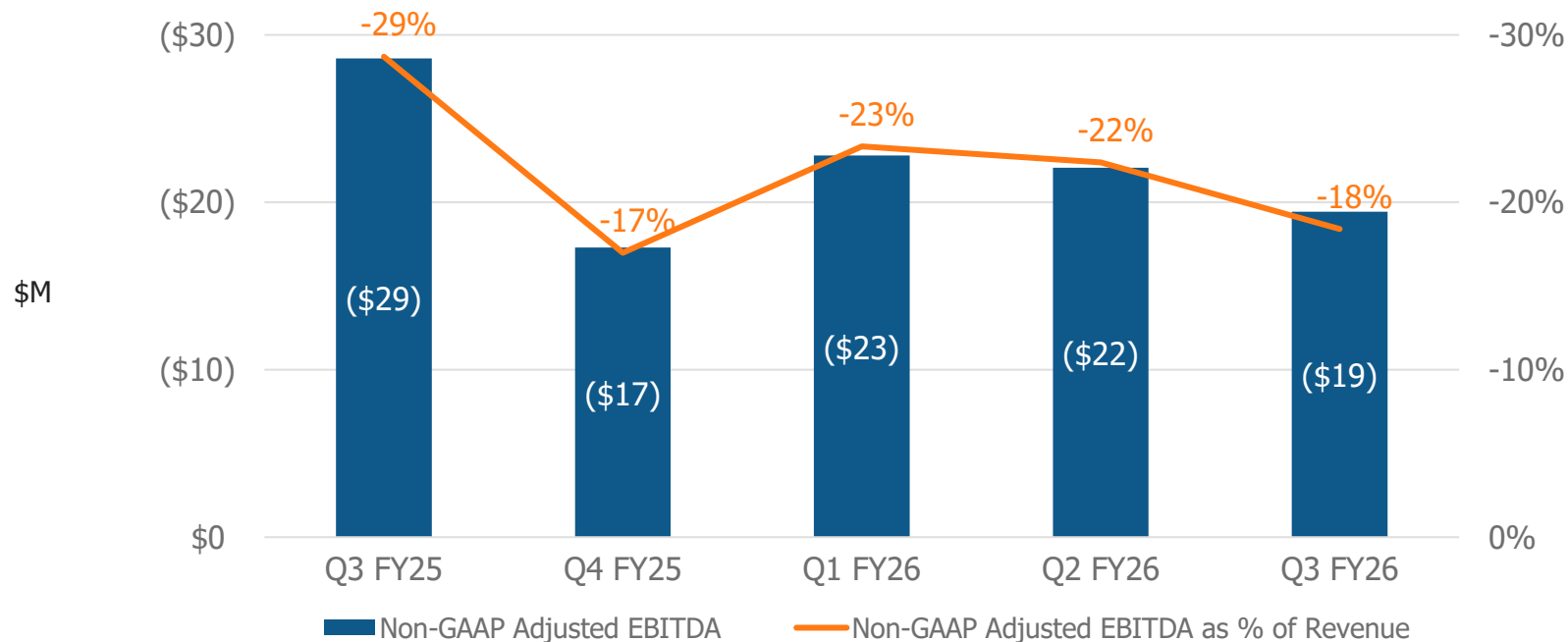
Note: Unaudited. Fiscal year ending on January 31.

# 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 October 31,		Nine months ended October 31,	
	2025	2024	2025	2024
<b>Revenue</b>				
Networked Charging Systems	\$ 56,389	\$ 52,662	\$ 158,869	\$ 182,182
Subscriptions	42,004	36,417	119,920	106,053
Other	7,281	10,533	23,115	26,959
Total revenue	105,674	99,612	301,904	315,194
<b>Cost of revenue</b>				
Networked Charging Systems	51,696	52,852	146,826	173,152
Subscriptions	15,650	17,512	46,550	53,812
Other	5,842	6,462	17,328	16,249
Total cost of revenue	73,188	76,826	210,704	243,213
<b>Gross profit</b>	32,486	22,786	91,200	71,981
<b>Operating expenses</b>				
Research and development	34,675	38,299	104,664	110,861
Sales and marketing	24,500	34,678	75,725	106,376
General and administrative	17,646	17,975	67,963	52,794
Total operating expenses	76,821	90,952	248,352	270,031
<b>Loss from operations</b>	(44,335)	(68,166)	(157,152)	(198,050)
Interest income	1,096	1,604	3,392	6,930
Interest expense	(8,061)	(9,315)	(21,346)	(22,486)
Other income (expense), net	(285)	(202)	2,005	(1,090)
<b>Net loss before income taxes</b>	(51,585)	(76,079)	(173,101)	(214,696)
Provision for income taxes	894	1,511	2,678	3,567
<b>Net loss</b>	\$ (52,479)	\$ (77,590)	\$ (175,779)	\$ (218,263)



# GAAP Balance Sheet

(\$ in thousands; unaudited; preliminary)

	October 31, 2025	January 31, 2025
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 180,514	\$ 224,571
Restricted cash	400	400
Accounts receivable, net	97,141	95,906
Inventories	212,209	209,262
Prepaid expenses and other current assets	25,865	36,435
Total current assets	516,129	566,574
Property and equipment, net	27,010	35,361
Intangible assets, net	62,588	66,175
Operating lease right-of-use assets	12,280	14,680
Goodwill	224,131	207,540
Other assets	5,895	7,845
<b>Total assets</b>	<b>\$ 848,033</b>	<b>\$ 898,175</b>
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities:		
Accounts payable	\$ 69,269	\$ 64,050
Accrued and other current liabilities	138,498	124,679
Deferred revenue	117,752	105,017
Total current liabilities	325,519	293,746
Deferred revenue, noncurrent	132,921	134,198
Debt, noncurrent	321,769	297,092
Operating lease liabilities	11,963	15,267
Deferred tax liabilities	12,091	12,036
Other long-term liabilities	5,387	8,365
<b>Total liabilities</b>	<b>809,650</b>	<b>760,704</b>
Stockholders' equity:		
Common stock	2	2
Additional paid-in capital	2,106,885	2,054,340
Accumulated other comprehensive loss	(1,287)	(25,433)
Accumulated deficit	(2,067,217)	(1,891,438)
Total stockholders' equity	38,383	137,471
<b>Total liabilities and stockholders' equity</b>	<b>\$ 848,033</b>	<b>\$ 898,175</b>

# GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Nine Months Ended October 31,	
	2025	2024
<b>Cash flows from operating activities</b>		
Net loss	\$ (175,779)	\$ (218,263)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	20,569	22,205
Non-cash operating lease cost	2,689	2,700
Stock-based compensation	51,534	61,083
Amortization of deferred contract acquisition costs	2,510	2,388
Paid-in-kind non-cash interest expense	20,076	12,750
Foreign currency transaction (gain) loss	(4,082)	733
Reserves and other	5,296	17,104
Changes in operating assets and liabilities:		
Accounts receivable, net	1,335	6,267
Inventories	6,252	(24,207)
Prepaid expenses and other assets	7,762	(6,250)
Accounts payable, operating lease liabilities, and accrued and other liabilities	(8,503)	(26,024)
Deferred revenue	8,733	5,249
Net cash used in operating activities	(61,608)	(144,265)
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	(3,420)	(10,136)
Net cash used in investing activities	(3,420)	(10,136)
<b>Cash flows from financing activities</b>		
Proceeds from the issuance of common stock under employee equity plans, net of tax	2,050	7,742
Proceeds from issuance of common stock in connection with ATM offerings	—	2,970
Change in driver funds and amounts due to customers	16,099	5,681
Other financing activities	(59)	—
Net cash provided by financing activities	18,090	16,393
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	2,881	7
Net decrease in cash, cash equivalents, and restricted cash	(44,057)	(138,001)
Cash, cash equivalents, and restricted cash at beginning of period	224,971	357,810
Cash, cash equivalents, and restricted cash at end of period	\$ 180,914	\$ 219,809

# GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended October 31, 2025		Three Months Ended October 31, 2024		Nine Months Ended October 31, 2025		Nine Months Ended October 31, 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)	\$	(52,479)	(50) %	\$	(77,590)	(78) %	\$	(175,779)	(58) %	\$	(218,263)	(69) %
Stock-based compensation expense		15,455			20,716			51,534			61,083	
Amortization of intangible assets		3,213			3,078			9,432			9,130	
Restructuring costs (1)		—			9,828			—			9,828	
Other adjustments (2)		2,716			1,728			20,736			5,729	
Non-GAAP net loss (as a percentage of revenue)	\$	(31,095)	(29) %	\$	(42,240)	(42) %	\$	(94,077)	(31) %	\$	(132,493)	(42) %
Provision for income taxes		894			1,511			2,678			3,567	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$	(30,201)	(29) %	\$	(40,729)	(41) %	\$	(91,399)	(30) %	\$	(128,926)	(41) %
Depreciation		3,502			4,230			11,137			13,074	
Interest income		(1,096)			(1,604)			(3,392)			(6,930)	
Interest expense		8,061			9,315			21,346			22,486	
Other expense (income), net		285			202			(2,005)			1,090	
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$	(19,449)	(18) %	\$	(28,586)	(29) %	\$	(64,313)	(21) %	\$	(99,206)	(31) %

(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 October 31, 2025		Three Months Ended July 31, 2025		Three Months Ended April 30, 2025		Three Months Ended January 31, 2025		Three Months Ended October 31, 2024						
<b>Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:</b>															
<b>GAAP net loss (as a percentage of revenue)</b>	<b>\$</b>	<b>(52,479)</b>	<b>(50)%</b>	<b>\$</b>	<b>(66,179)</b>	<b>(67)%</b>	<b>\$</b>	<b>(57,121)</b>	<b>(59)%</b>	<b>\$</b>	<b>(58,803)</b>	<b>(58)%</b>	<b>\$</b>	<b>(77,590)</b>	<b>(78)%</b>
Stock-based compensation expense		15,455			18,216			17,863			14,568			20,716	
Amortization of intangible assets		3,213			3,178			3,041			2,955			3,078	
Restructuring costs (1)		—			—			—			—			9,828	
Other adjustments (2)		2,716			11,761			6,259			16,085			1,728	
<b>Non-GAAP net loss (as a percentage of revenue)</b>	<b>\$</b>	<b>(31,095)</b>	<b>(29)%</b>	<b>\$</b>	<b>(33,024)</b>	<b>(33)%</b>	<b>\$</b>	<b>(29,958)</b>	<b>(31)%</b>	<b>\$</b>	<b>(25,195)</b>	<b>(25)%</b>	<b>\$</b>	<b>(42,240)</b>	<b>(42)%</b>
Provision for income taxes		894			1,162			622			805			1,511	
<b>Non-GAAP pre-tax net loss (as a percentage of revenue)</b>	<b>\$</b>	<b>(30,201)</b>	<b>(29)%</b>	<b>\$</b>	<b>(31,862)</b>	<b>(32)%</b>	<b>\$</b>	<b>(29,336)</b>	<b>(30)%</b>	<b>\$</b>	<b>(24,390)</b>	<b>(24)%</b>	<b>\$</b>	<b>(40,729)</b>	<b>(41)%</b>
Depreciation		3,502			3,748			3,887			4,032			4,230	
Interest income		(1,096)			(1,132)			(1,164)			(1,417)			(1,604)	
Interest expense		8,061			6,849			6,436			2,167			9,315	
Other expense (income), net		285			323			(2,613)			2,299			202	
<b>Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)</b>	<b>\$</b>	<b>(19,449)</b>	<b>(18)%</b>	<b>\$</b>	<b>(22,074)</b>	<b>(22)%</b>	<b>\$</b>	<b>(22,790)</b>	<b>(23)%</b>	<b>\$</b>	<b>(17,309)</b>	<b>(17)%</b>	<b>\$</b>	<b>(28,586)</b>	<b>(29)%</b>

(1) Consists of restructuring costs of 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 October 31, 2025			Three Months Ended July 31, 2025		Three Months Ended April 30, 2025		Three Months Ended January 31, 2025		Three Months Ended October 31, 2024					
<b><u>Reconciliation of GAAP gross profit (margin) to non-GAAP gross profit (margin):</u></b>															
GAAP gross profit (margin)	\$	32,486	31 %	\$	30,728	31 %	\$	27,986	29 %	\$	28,700	28 %	\$	22,786	23 %
Stock-based compensation expense		1,222			1,251			1,223			1,233			1,260	
Restructuring costs (1)		—			—			—			—			961	
Amortization of intangible assets		803			796			766			748			774	
Non-GAAP gross profit (margin)	\$	34,511	33 %	\$	32,775	33 %	\$	29,975	31 %	\$	30,681	30 %	\$	25,781	26 %
<b><u>Reconciliation of GAAP total operating expenses to non-GAAP total operating expenses:</u></b>															
GAAP Operating Expenses (as a percentage of revenue)	\$	76,821	73 %	\$	89,705	91 %	\$	81,826	84 %	\$	83,649	82 %	\$	90,952	91 %
Stock-based compensation expense		(14,233)			(16,965)			(16,640)			(13,335)			(19,456)	
Restructuring costs (1)		—			—			—			—			(8,867)	
Amortization of intangible assets		(2,410)			(2,382)			(2,275)			(2,207)			(2,304)	
Other adjustments (2)		(2,716)			(11,761)			(6,259)			(16,085)			(1,728)	
Non-GAAP Operating Expenses (as a percentage of revenue)	\$	57,462	54 %	\$	58,597	59 %	\$	56,652	58 %	\$	52,022	51 %	\$	58,597	59 %

(1) Consists of restructuring costs of 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.