



Q4 Fiscal 2026 Financial Results

March 4, 2026

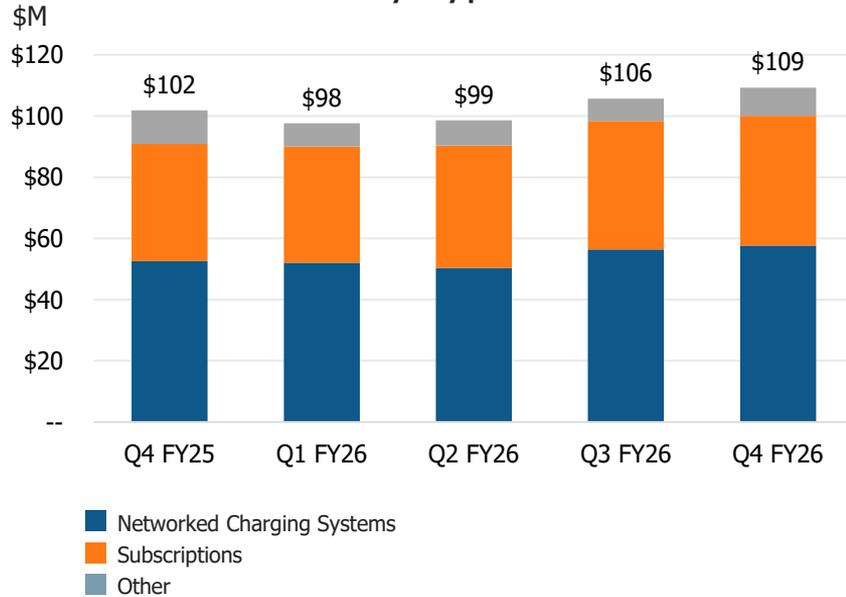
You can find information regarding our use of non-GAAP financial measures in our earnings release dated March 4, 2026, found on the Investor Relations section of our website at <https://www.chargepoint.com/>

Use of Non-GAAP Financial Measures

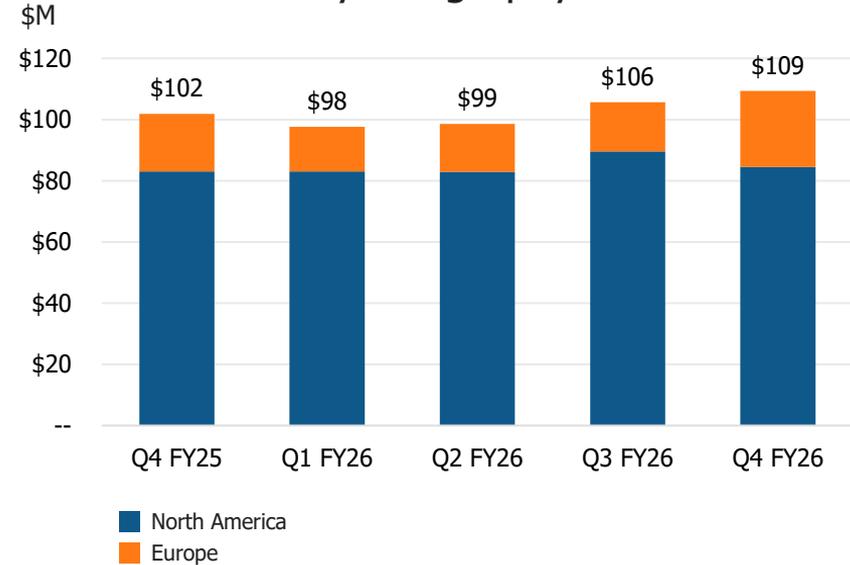
- ChargePoint has provided financial information in this press release that has not been prepared in accordance with generally accepted accounting principles in the United States (“GAAP”). ChargePoint uses these non-GAAP financial measures internally in analyzing its financial results. ChargePoint believes 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 press release, 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 termination costs. 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, litigation settlements and other non-recurring transaction costs, 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 termination costs, and non-cash charges related to tax liabilities, litigation settlements and other non-recurring transaction costs, 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 termination costs, non-cash charges related to tax liabilities, litigation settlements and other non-recurring transaction costs, including associated non-recurring legal expenses and professional service fees, and further adjusted for gain on debt exchange, 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

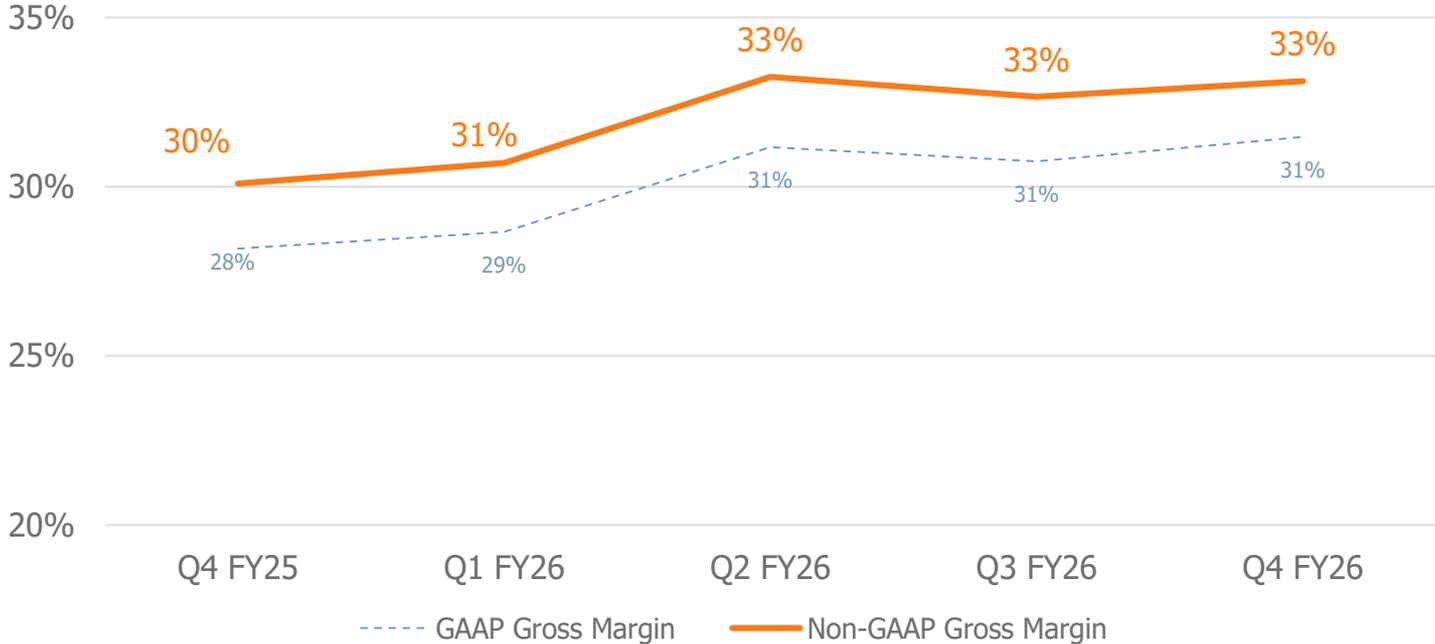


By Geography



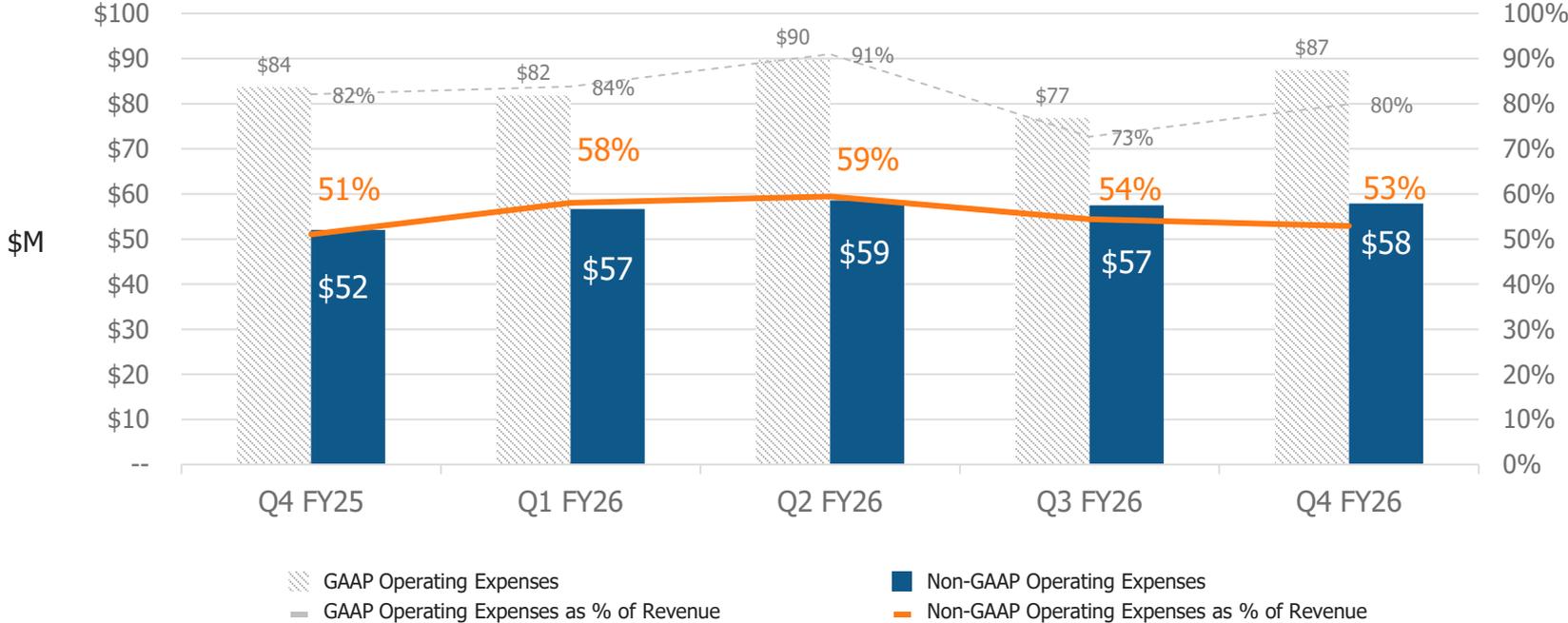
Note: Unaudited. Fiscal year ending on January 31.

Gross Margin



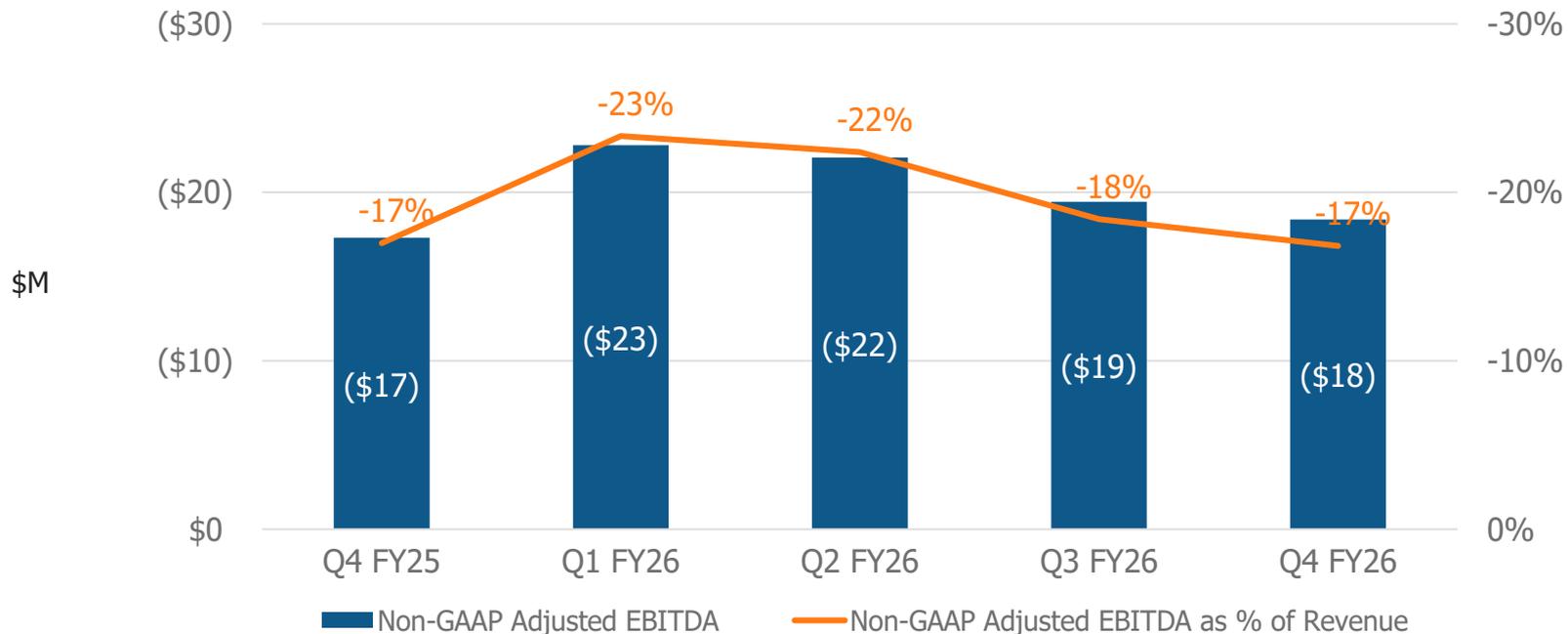
Note: Unaudited. Fiscal year ending on January 31.

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 January 31,		Twelve months ended January 31,	
	2026	2025	2026	2025
Revenue				
Networked Charging Systems	\$ 57,645	\$ 52,620	\$ 216,514	\$ 234,802
Subscriptions	42,467	38,272	162,387	144,325
Other	9,208	10,997	32,323	37,956
Total revenue	109,320	101,889	411,224	417,083
Cost of revenue				
Networked Charging Systems	52,842	50,199	199,668	223,351
Subscriptions	15,325	17,406	61,875	71,218
Other	6,751	5,584	24,079	21,833
Total cost of revenue	74,918	73,189	285,622	316,402
Gross profit	34,402	28,700	125,602	100,681
Operating expenses				
Research and development	34,608	30,415	139,272	141,276
Sales and marketing	24,995	24,514	100,720	130,890
General and administrative	27,785	28,720	95,748	81,514
Total operating expenses	87,388	83,649	335,740	353,680
Loss from operations	(52,986)	(54,949)	(210,138)	(252,999)
Gain on debt exchange	11,223	—	11,223	—
Interest income	1,096	1,417	4,488	8,347
Interest expense	(2,514)	(2,167)	(23,860)	(24,653)
Other income (expense), net	133	(2,299)	2,138	(3,389)
Net loss before income taxes	(43,048)	(57,998)	(216,149)	(272,694)
Provision for income taxes	1,370	805	4,048	4,372
Net loss	\$ (44,418)	\$ (58,803)	\$(220,197)	\$(277,066)

GAAP Balance Sheet

(\$ in thousands; unaudited; preliminary)

	January 31, 2026	January 31, 2025
Assets		
Current assets:		
Cash and cash equivalents	\$ 141,564	\$ 224,571
Restricted cash	400	400
Accounts receivable, net	86,132	95,906
Inventories	214,903	209,262
Prepaid expenses and other current assets	19,028	36,435
Total current assets	462,027	566,574
Property and equipment, net	24,665	35,361
Intangible assets, net	60,534	66,175
Operating lease right-of-use assets	11,450	14,680
Goodwill	227,938	207,540
Other assets	5,631	7,845
Total assets	\$ 792,245	\$ 898,175
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 90,094	\$ 64,050
Accrued and other current liabilities	141,723	\$ 124,679
Deferred revenue	119,381	105,017
Debt, current	34,268	—
Total current liabilities	385,466	293,746
Deferred revenue, noncurrent	131,200	134,198
Debt, noncurrent	226,583	297,092
Operating lease liabilities	10,677	15,267
Deferred tax liabilities	13,038	12,036
Other long-term liabilities	3,982	8,365
Total liabilities	770,946	760,704
Stockholders' equity:		
Common stock	2	2
Additional paid-in capital	2,128,764	2,054,340
Accumulated other comprehensive loss	4,168	(25,433)
Accumulated deficit	(2,111,635)	(1,891,438)
Total stockholders' equity	21,299	137,471
Total liabilities and stockholders' equity	\$ 792,245	\$ 898,175

GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Twelve Months Ended January 31,	
	2026	2025
Cash flows from operating activities		
Net loss	\$ (220,197)	\$ (277,066)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	27,047	29,192
Non-cash operating lease cost	3,572	3,535
Stock-based compensation	64,694	75,651
Amortization of deferred contract acquisition costs	3,308	3,207
Paid-in-kind non-cash interest expense	20,076	9,099
Gain on debt exchange	(11,223)	—
Foreign currency transaction (gain) loss	(3,740)	2,589
Reserves and other	5,182	26,904
Changes in operating assets and liabilities:		
Accounts receivable, net	12,886	17,371
Inventories	7,175	(17,048)
Prepaid expenses and other assets	13,073	2,274
Accounts payable, operating lease liabilities, and accrued and other liabilities	7,921	(31,897)
Deferred revenue	7,391	9,242
Net cash used in operating activities	<u>(62,835)</u>	<u>(146,947)</u>
Cash flows from investing activities		
Purchases of property and equipment	(4,165)	(12,073)
Net cash used in investing activities	<u>(4,165)</u>	<u>(12,073)</u>
Cash flows from financing activities		
Proceeds from the issuance of common stock under employee equity plans, net of tax withholding	1,888	10,507
Change in driver funds and amounts due to customers	22,477	7,817
Repayment of borrowings	(39,747)	—
Debt issuance costs relating to term loan	(4,562)	—
Proceeds from issuance of common stock in connection with ATM offerings, net of issuance costs	—	10,214
Other financing	(59)	—
Net cash provided by financing activities	<u>(20,003)</u>	<u>28,538</u>
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	3,996	(2,357)
Net decrease in cash, cash equivalents, and restricted cash	(83,007)	(132,839)
Cash, cash equivalents, and restricted cash at beginning of period	224,971	357,810
Cash, cash equivalents, and restricted cash at end of period	<u>\$ 141,964</u>	<u>\$ 224,971</u>

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended January 31, 2026		Three Months Ended January 31, 2025		Twelve Months January 31, 2026		Twelve Months January 31, 2025	
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:								
GAAP net loss (as a percentage of revenue)	\$ (44,418)	(41)%	\$ (58,803)	(58)%	\$ (220,197)	(54)%	\$ (277,066)	(66)%
Stock-based compensation expense	13,160		14,568		64,694		75,651	
Amortization of intangible assets	3,228		2,955		12,660		12,085	
Restructuring costs (1)	—		—		—		9,827	
Other adjustments (2)	14,962		16,085		35,698		21,814	
Non-GAAP net loss (as a percentage of revenue)	\$ (13,068)	(12)%	\$ (25,195)	(25)%	\$ (107,145)	(26)%	\$ (157,689)	(38)%
Provision for income taxes	1,370		805		4,048		4,372	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$ (11,698)	(11)%	\$ (24,390)	(24)%	\$ (103,097)	(25)%	\$ (153,317)	(37)%
Depreciation	3,250		4,032		14,387		17,107	
Gain on debt exchange	(11,223)		—		(11,223)		—	
Interest income	(1,096)		(1,417)		(4,488)		(8,347)	
Interest expense	2,514		2,167		23,860		24,653	
Other expense (income), net	(133)		2,299		(2,138)		3,389	
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$ (18,386)	(17)%	\$ (17,309)	(17)%	\$ (82,699)	(20)%	\$ (116,515)	(28)%

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

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

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended January 31, 2026		Three Months Ended October 31, 2025		Three Months Ended July 31, 2025		Three Months Ended April 30, 2025		Three Months Ended January 31, 2025	
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:										
GAAP net loss (as a percentage of revenue)	\$ (44,418)	(41)%	\$ (52,479)	(50)%	\$ (66,179)	(67)%	\$ (57,121)	(59)%	\$ (58,803)	(58)%
Stock-based compensation expense	13,160		15,455		18,216		17,863		14,568	
Amortization of intangible assets	3,228		3,213		3,178		3,041		2,955	
Other adjustments (1)	14,962		2,716		11,761		6,259		16,085	
Non-GAAP net loss (as a percentage of revenue)	\$ (13,068)	(12)%	\$ (31,095)	(29)%	\$ (33,024)	(33)%	\$ (29,958)	(31)%	\$ (25,195)	(25)%
Provision for income taxes	1,370		894		1,162		622		805	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$ (11,698)	(11)%	\$ (30,201)	(29)%	\$ (31,862)	(32)%	\$ (29,336)	(30)%	\$ (24,390)	(24)%
Depreciation	3,250		3,502		3,748		3,887		4,032	
Gain on debt exchange	(11,223)		—		—		—		—	
Interest income	(1,096)		(1,096)		(1,132)		(1,164)		(1,417)	
Interest expense	2,514		8,061		6,849		6,436		2,167	
Other expense (income), net	(133)		285		323		(2,613)		2,299	
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$ (18,386)	(17)%	\$ (19,449)	(18)%	\$ (22,074)	(22)%	\$ (22,790)	(23)%	\$ (17,309)	(17)%

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

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended January 31, 2026		Three Months Ended October 31, 2025		Three Months Ended July 31, 2025		Three Months Ended April 30, 2025		Three Months Ended January 31, 2025	
<u>Reconciliation of GAAP gross profit (margin) to non-GAAP gross profit (margin):</u>										
GAAP gross profit (margin)	\$ 34,402	31 %	\$ 32,486	31 %	\$ 30,728	31 %	\$ 27,986	29 %	\$ 28,700	28 %
Stock-based compensation expense	1,006		1,222		1,251		1,223		1,233	
Amortization of intangible assets	806		803		796		766		748	
Non-GAAP gross profit (margin)	<u>\$ 36,214</u>	33 %	<u>\$ 34,511</u>	33 %	<u>\$ 32,775</u>	33 %	<u>\$ 29,975</u>	31 %	<u>\$ 30,681</u>	30 %
<u>Reconciliation of GAAP total operating expenses to non-GAAP total operating expenses:</u>										
GAAP Operating Expenses (as a percentage of revenue)	\$ 87,388	80 %	\$ 76,821	73 %	\$ 89,705	91 %	\$ 81,826	84 %	\$ 83,649	82 %
Stock-based compensation expense	(12,154)		(14,233)		(16,965)		(16,640)		(13,335)	
Amortization of intangible assets	(2,422)		(2,410)		(2,382)		(2,275)		(2,207)	
Other adjustments (1)	(14,962)		(2,716)		(11,761)		(6,259)		(16,085)	
Non-GAAP Operating Expenses (as a percentage of revenue)	<u>\$ 57,850</u>	53 %	<u>\$ 57,462</u>	54 %	<u>\$ 58,597</u>	59 %	<u>\$ 56,652</u>	58 %	<u>\$ 52,022</u>	51 %

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