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—chargepoint+®

Driving the Electrification of Mobility

April 2022

Safe Harbor

This presentation may contain “forward-looking” statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act that are based on our management’s beliefs and assumptions and on information currently available to management, including statements regarding estimates and forecasts of financial and performance metrics, projections of market opportunity and market share. These forward-looking statements are provided for illustrative purposes only and must not be relied on by any investor as a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and may differ from our management’s assumptions, and such differences may be material. Many actual events and circumstances are beyond the control of ChargePoint. These forward-looking statements are subject to a number of risks and uncertainties, including the impact of the COVID-19 pandemic, geopolitical events including the Russian invasion of Ukraine, macroeconomic trends including changes in inflation or interest rates, or other events beyond our control on the overall economy, our business and those of our customers and suppliers; our limited operating history as a public company; our ability as an organization to successfully acquire and integrate other companies, products or technologies in a successful manner; our dependence on widespread acceptance and adoption of electric vehicles and increased installation of charging stations; our current dependence on sales of charging stations for most of our revenues; overall demand for electric vehicle charging and the potential for reduced demand for electric vehicles if governmental rebates, tax credits and other financial incentives are reduced, modified or eliminated or governmental mandates to increase the use of electric vehicles or decrease the use of vehicles powered by fossil fuels, either directly or indirectly through mandated limits on carbon emissions, are reduced, modified or eliminated; supply chain interruptions and expense increases may adversely affect our sales, revenue and gross margins; unexpected delays in new product introductions; our ability to expand our operations and market share in Europe; the need to attract additional fleet operators as customers; potential adverse effects on our revenue and gross margins if customers increasingly claim clean energy credits and, as a result,

they are no longer available to be claimed by us; the effects of competition; risks related to our dependence on our intellectual property and the risk that our technology could have undetected defects or errors; and the effects of competition on ChargePoint’s future business. Further information on these and other factors that could affect the forward-looking statements we make in this presentation can be found in the documents that we file with or furnish to the U.S. Securities and Exchange Commission, including ChargePoint’s Form 10-K filed with the SEC on April 4, 2022, which is available on our website at investors.chargepoint.com and on the SEC’s website at www.sec.gov. Additional information will also be set forth in other filings that we make with the SEC from time to time. All forward-looking statements in this presentation are based on our current beliefs and on information available to us as of the date hereof, and we do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

All information in this presentation is as of April 4, 2022.

ChargePoint at a Glance



Pasquale Romano

President, CEO, and Director

- + 30+ years of technology leadership and executive management
- + Prior to joining ChargePoint in 2011, co-founded 2Wire, held positions in marketing and engineering at Polycom and co-founded Fluent



Rex Jackson

Chief Financial Officer

- + 30+ years of experience in finance, legal, and corporate development
- + Prior to joining ChargePoint in 2018, served as CFO for Gigamon, Rocket Fuel, JDSU and Symyx, and held positions at leading public and private companies including Avago (now Broadcom) and Synopsys

- + NYSE: CHPT
- + Founded in 2007, with 1,400+ employees worldwide
- + Based in Silicon Valley, with operations in Arizona, Europe and India
- + 174,000+ activated ChargePoint ports, approximately 300,000+ accessible via roaming*
- + Equity research by BofA, Capital One, Cowen, Citi, DA Davidson, Evercore ISI, Fox Advisors, Goldman Sachs, JP Morgan, Jefferies, Needham, Oppenheimer & Co., Piper Sandler, Roth, Stifel, Webber and Wolfe

Global Portfolio



Lines of Business

- + Commercial (including Fueling & Convenience)
- + Fleet
- + Residential



*As of January 31, 2022. "Activated" ports are installed and activated on our network at the time they are reported.



VISION

Move All People and Goods on Electric Power

INVESTMENT OPPORTUNITY

The Index for the Electrification of Mobility



Passenger OEMs



Fleet OEMs



Investment Highlights

- ✓ **Growing Addressable Market**
Strong electrification trend
- ✓ **Industry Leadership**
Leading EV charging network, market leader in North America in commercial Level 2 AC chargers
- ✓ **Winning Business Model**
Vertically integrated, software enabled, networked solution
- ✓ **Strong Competitive Advantages**
Meaningful scale advantage, complete portfolio, differentiated technology
- ✓ **Capital Light Growth**
Minimal CapEx needed to scale business, recurring revenue, strong margins
- ✓ **Leading Capital Position & Performance**
Acceleration of technology development, enabling continued growth

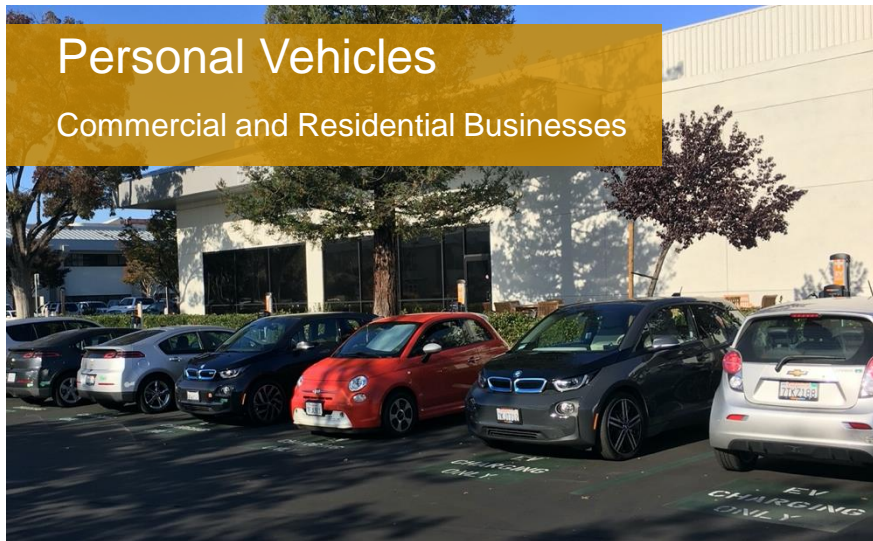


Electric Fueling

Revenue Potential = Total Vehicles x EV % x Port Attach % x Market Share x ASP
Recurring Revenue = Installed Base x Annual Subscriptions

Personal Vehicles

Commercial and Residential Businesses



Work Vehicles

Fleet Business



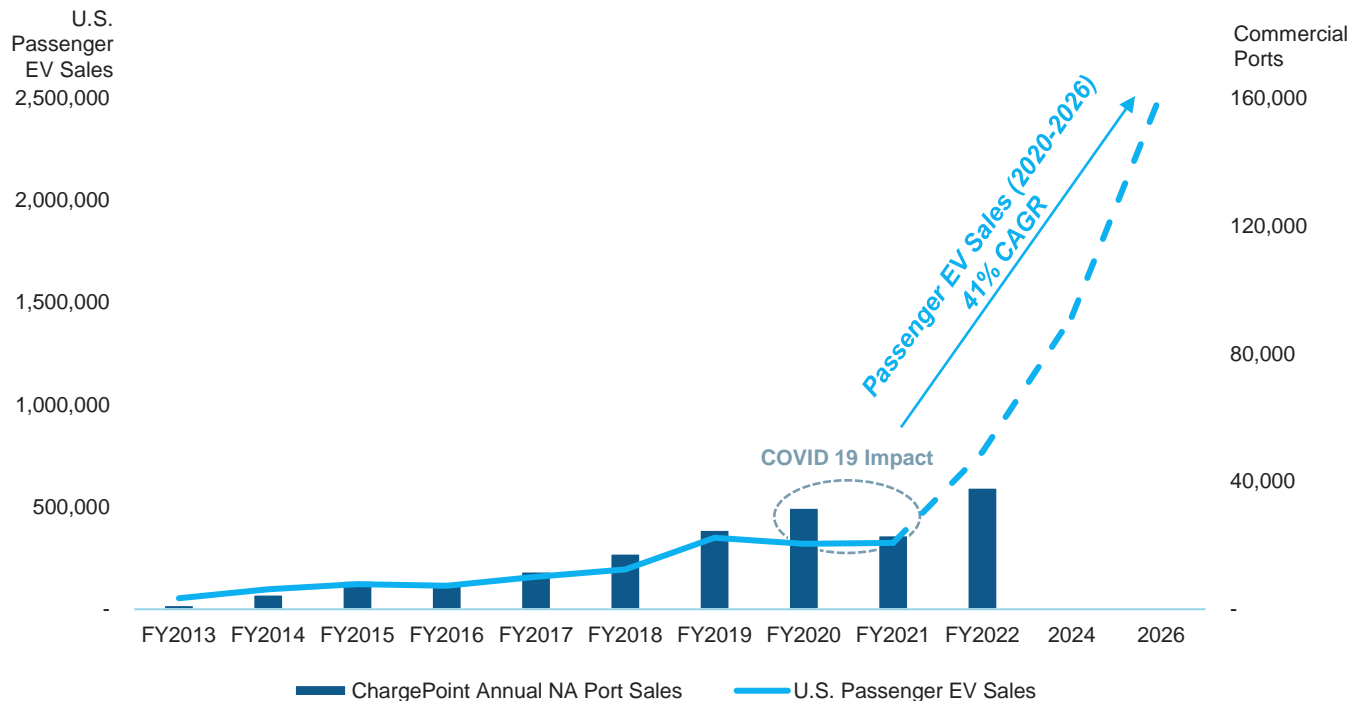
At home, work, around town, on the road

- + Charging every electric passenger vehicle on the market
- + Primarily charging while parked; speed matched to natural parking duration, mostly level 2
- + Fast charging for occasional road trips or in a pinch

At the depot, on route and at home

- + Charging for light, medium and heavy duty vehicles
- + Software determines optimal charging to get everything fueled, most economically, and on schedule
- + Able to support on-route charging via our commercial network, and residential charging for take-home fleets

ChargePoint Growth Directly Proportional to EV Penetration



Source: Historical EV sales from InsideEVs, Baum and BNEF. Future EV sales projections from BNEF.

Note: ChargePoint FY runs 2/1 – 1/31. Passenger EV sales reflect CY for simplicity

Winning North America, Expanding in Europe

174,000+ activated ports | **11,500** activated DC ports
Approaching 300,000 ports accessible via roaming integrations



A leader in North America all-purpose charging

- + Operating across verticals
- + Integrated into where people live, work, play

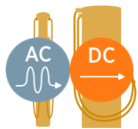


Operating in 16 European markets

- + Support in 9 languages
- + Partnerships with energy retailers and leasing solution providers

We Sell Hardware, Subscription Software and Services

Commercial Products



Networked Charging Stations



Software as a Service (SaaS) Annual Subscriptions



Assure™ Annual Subscription (Parts & Labor Warranty)

or

OpEx Purchase



ChargePoint as a Service™ (Bundles SaaS, Charging Stations and Assure Subscription)

Fleet Products



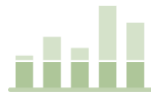
Networked Charging Stations



SaaS Annual Subscriptions



SaaS Vehicle Scheduling & Fueling Optimization Subscriptions



SaaS Energy Management Subscriptions



Professional Services for Design/Build & Construction



Assure Pro Annual Subscription (Parts & Labor Warranty)

Residential Products



- ChargePoint® Home Charger
- + Sold with Lifetime Subscription
 - + Utility Plans for Managing Home Use



Single Family

and



Multi Family



- Multi Family Charging Solution
- + Monthly Fee Billed to Tenant
 - + Additional Charges for Power Consumed (Property Owner Sets Pricing)

Integrated to the EV Ecosystem

Automotive Platforms



- + Android Auto
- + Apple CarPlay
- + Audi
- + Mercedes-Benz
- + Pininfarina
- + Polestar
- + Porsche
- + Seat
- + Skoda
- + Volkswagen
- + Volvo
- + Xpeng



Consumer Platforms



- + Apple Wallet
- + Apple Maps
- + Google Maps
- + Google Pay
- + Amazon Alexa



Fleet Platforms



Roaming Integrations with Other Charging Networks



Network Effects Reinforce ChargePoint Value

Account

(Site Hosts and Depots)

- + As EV penetration rises, existing accounts need more ports
- + Site hosts expand with a single provider in their parking lot
- + Site hosts prefer what drivers prefer



Driver

(End Users)

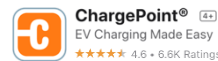
- + Rely on top-rated, free app to find and access charging
- + See ChargePoint where they live, work and play



Distribution

(Partners)

Established distribution, value added resellers, operations and maintenance and referral partners across geographies



Over 50% of Fortune 500 Use ChargePoint*

Site hosts benefit from

- ✓ Charging that works for their business
- ✓ Free 24/7 driver support
- ✓ A single free app that drivers use to find and access charging
- ✓ Access and pricing controls to cue desired behaviors
- ✓ Tools like Waitlist to equitably maximize charging time for users
- ✓ And more

Commercial

Workplace & Commercial Properties | Education
Fueling & Convenience | Healthcare | Hospitality & Retail | Parking

Fleet

Delivery & Logistics | Sales Service & Motorpool | Shared Mobility

Residential

Single Family | Multi Family

...and Drivers rely on us

View all activity and cost (for both at home and public charging) in one place



ChargePoint®
EV Charging Made Easy
★★★★★ 4.6 • 6.6K Ratings

*2021 Fortune 500 list

Select Customers Participating in the New Fueling Network

Commercial

Workplace & Commercial Properties



Education



Fueling & Convenience



Healthcare



Hospitality & Retail



Parking



Fleet

Delivery & Logistics



Sales Service & Motorpool



Shared Mobility



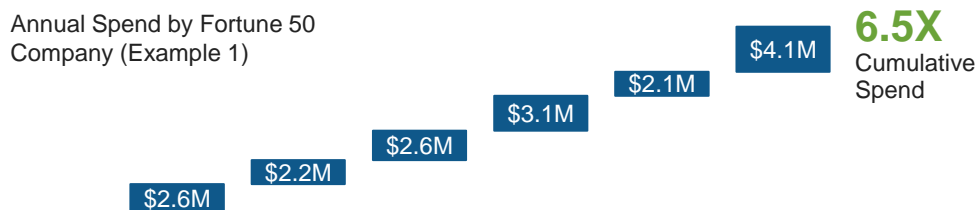
Residential

Multi Family

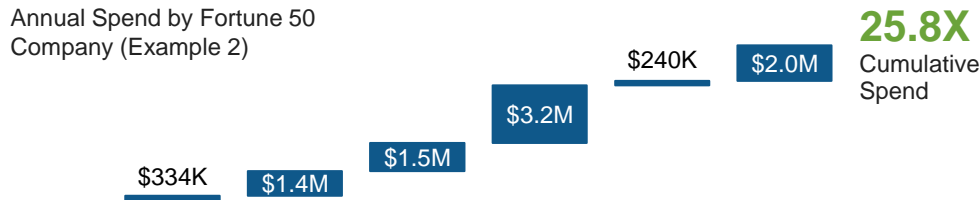


Proven Account Expansion

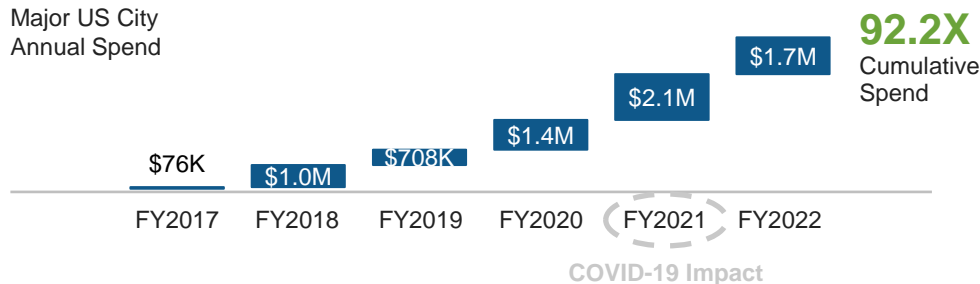
Annual Spend by Fortune 50 Company (Example 1)



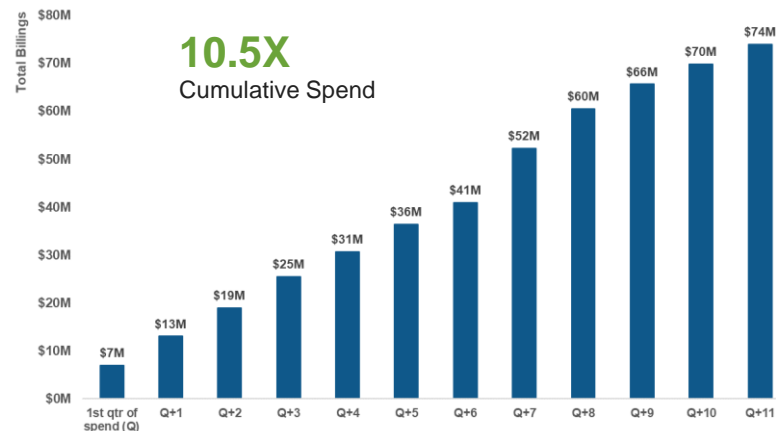
Annual Spend by Fortune 50 Company (Example 2)



Major US City Annual Spend



Top 25 Customers*



Customer expansion reflects ongoing software and warranty subscriptions as well as increased hardware purchases as EV penetration grows

Source: Management Data. Cumulative spend expansion rates calculated by dividing cumulative billings (FY2017 – FY2022) by FY2017 billings.

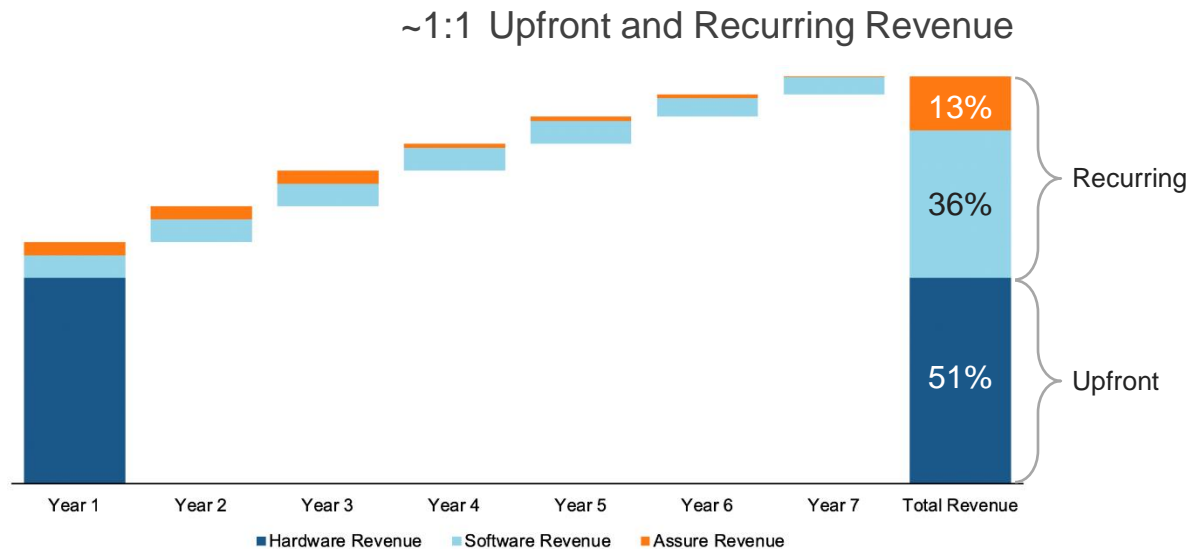
* Top 25 customers based on cumulative spending from Q1 FY2017 to Q4 FY2022.

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Illustrative Unit Economics



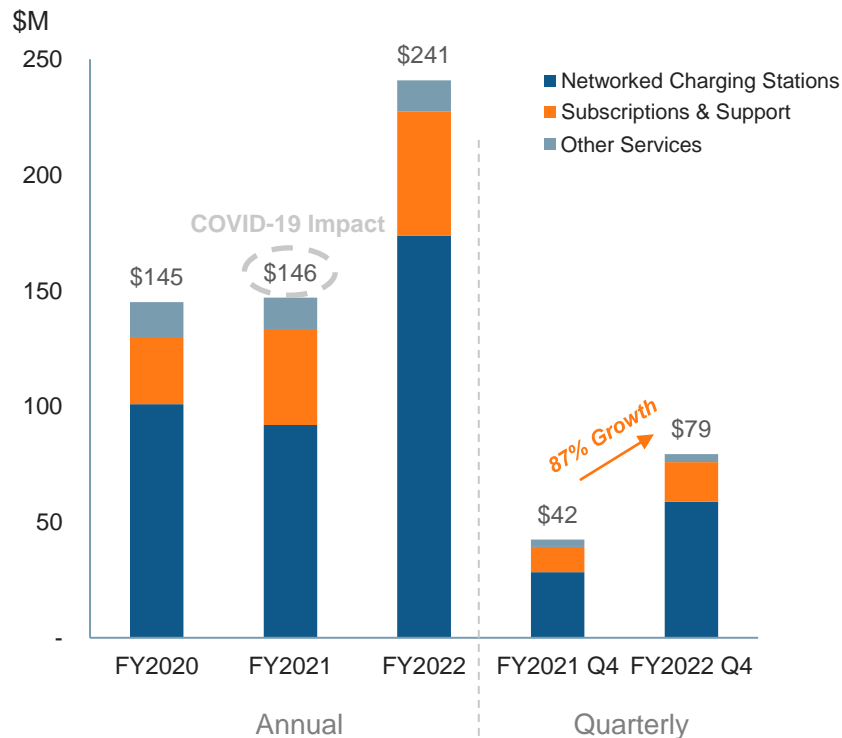
Illustrative Unit Economics:
CT4000 Dual-Port Station
with Software and Assure



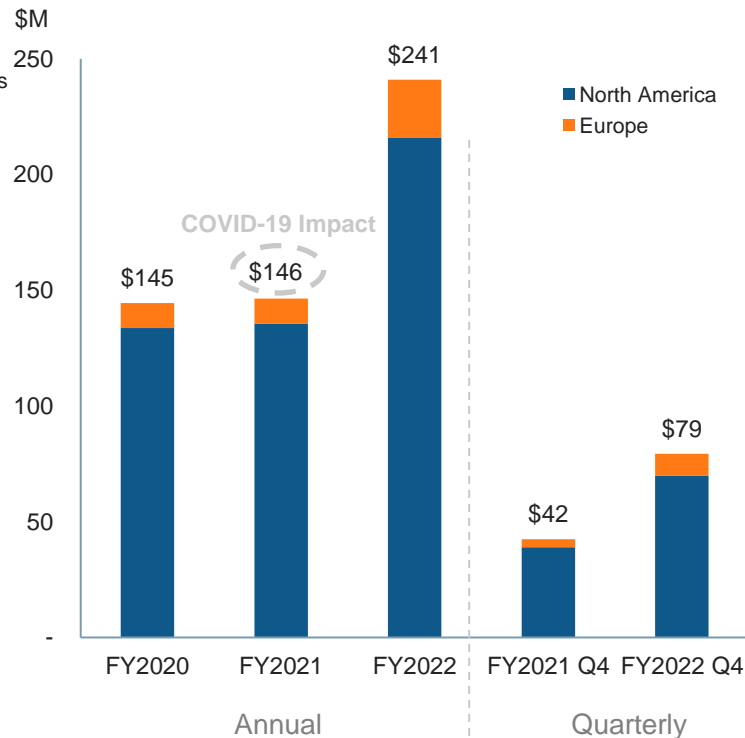
Source: Management Data. Actual station lifetime can vary.

Revenue Diversity

By Type



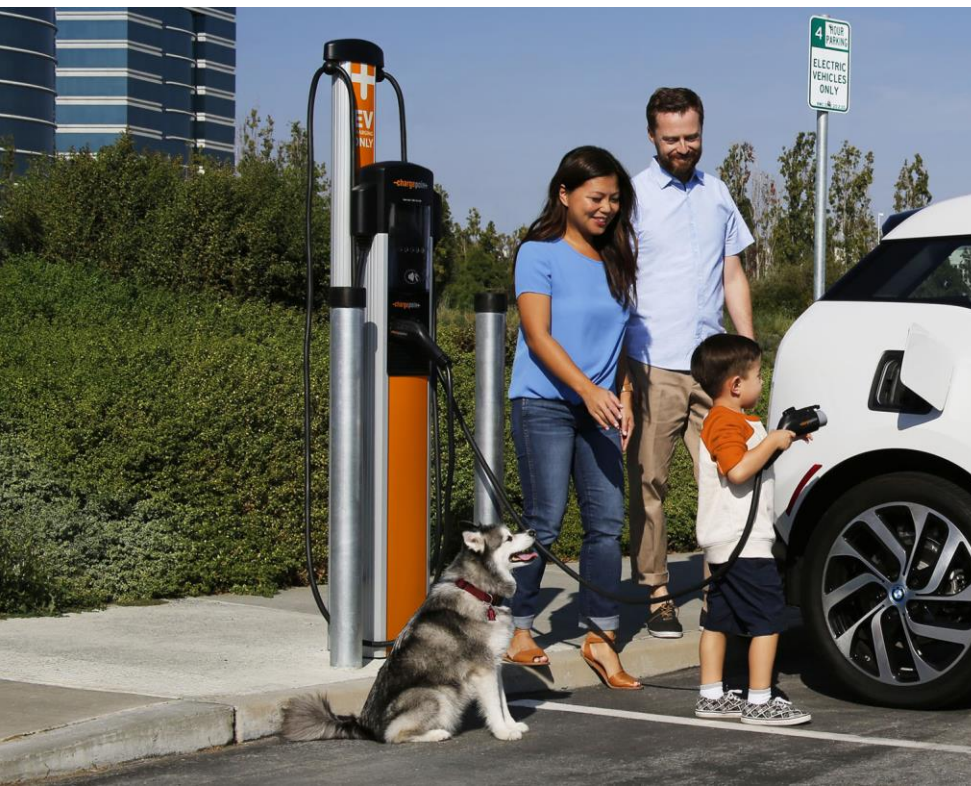
By Geography



Note: Fiscal year ending on January 31.

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ChargePoint for Good



3.6 billion electric miles driven since 2007

- + **145 million** gallons of gasoline consumption avoided
- + **>608,000 metric tons** of greenhouse gas emissions avoided, equivalent to
 - Planting **14 million** tree seedlings and growing them for 10 years
 - Carbon taken in by **1 million** acres of U.S. forests
 - Recycling **36 million** bags of waste



✓ Capital-light model with continued growth ahead



✓ Established distribution and operations partners



✓ Complete solution, with deep ecosystem integrations

✓ Mature operations across continents and verticals

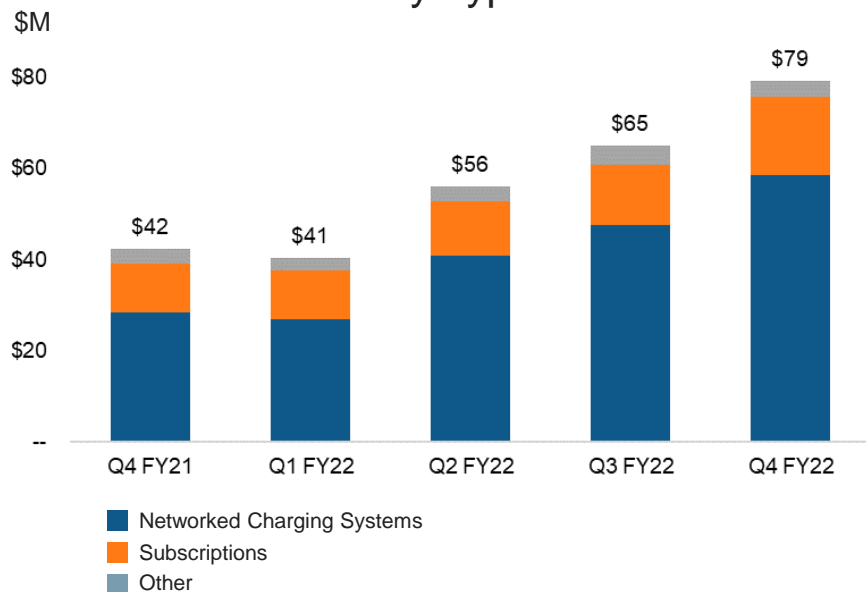




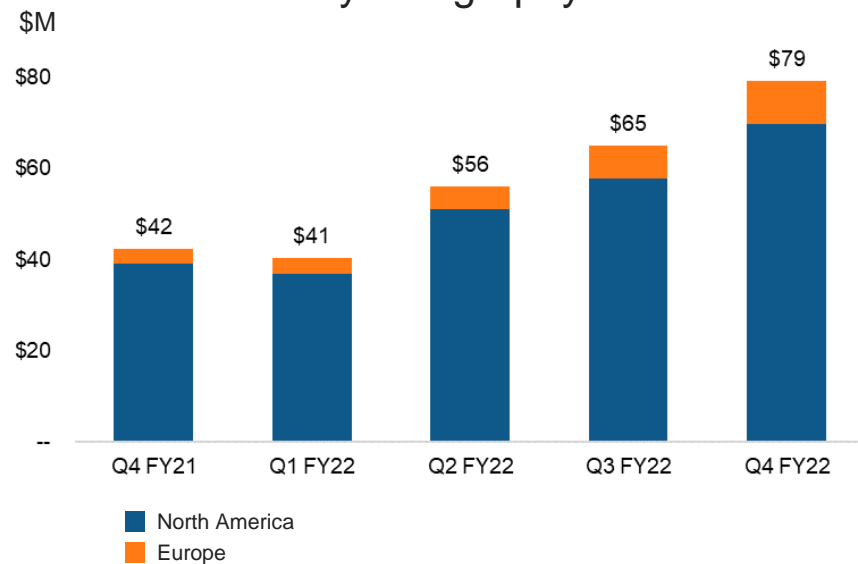
Appendix

Revenue Diversity

By Type

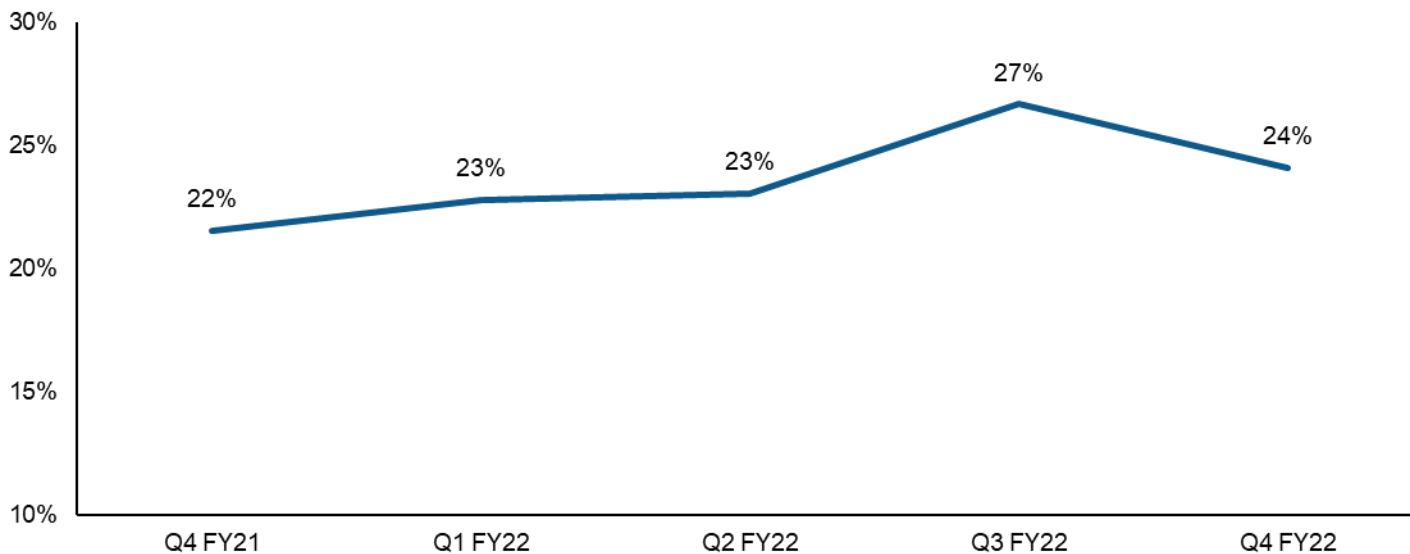


By Geography



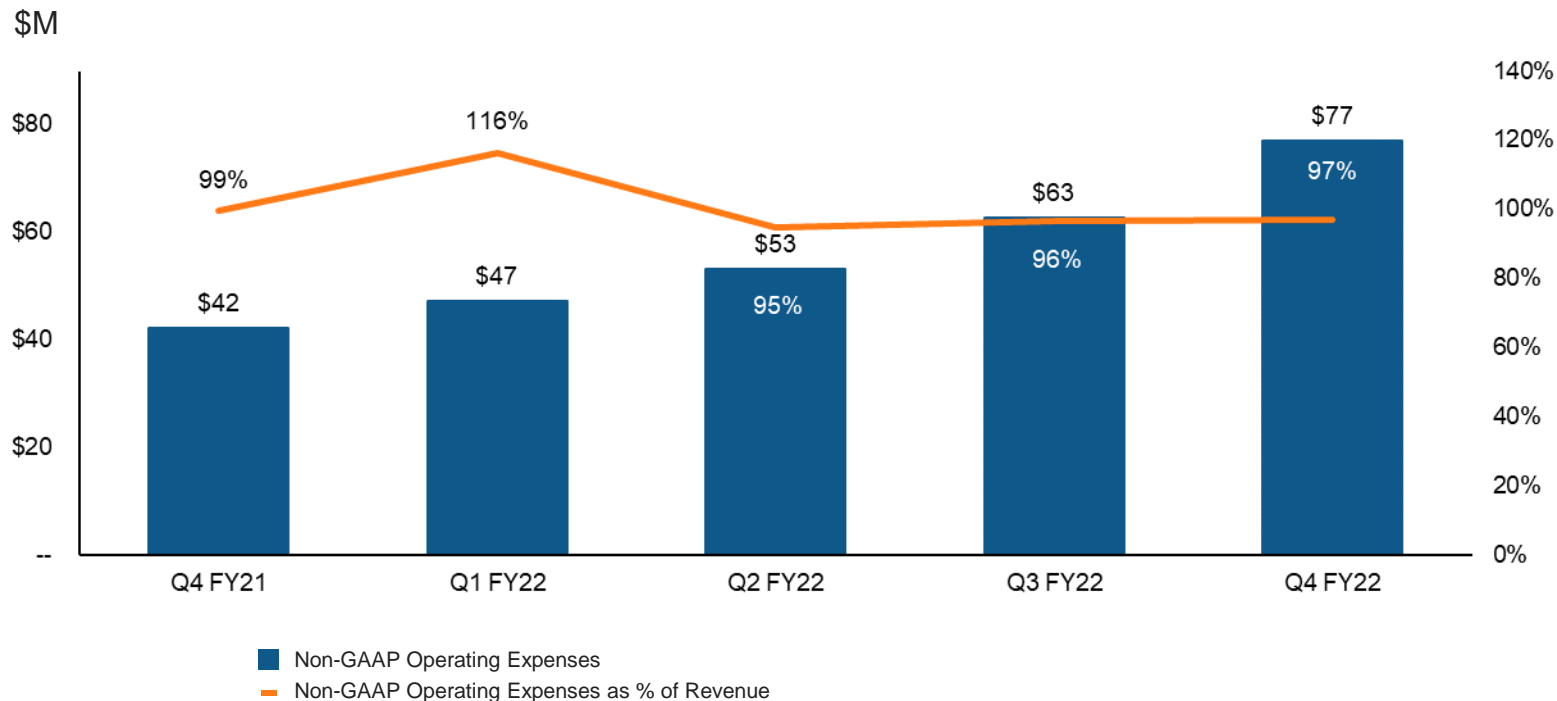
Note: Fiscal year ending on January 31.

Non-GAAP Gross Margin



Note: Fiscal year ending on January 31.

Non-GAAP Operating Expenses



Note: Fiscal year ending on January 31.

GAAP Income Statement

(\$ in thousands)

	Year Ended January 31,		
	2022	2021	2020
Revenue			
Networked charging systems	\$ 173,850	\$ 91,893	\$ 101,012
Subscriptions	53,512	40,563	28,930
Other	13,644	14,034	14,573
Total revenue	241,006	146,490	144,515
Cost of revenue			
Networked charging systems	147,313	87,083	105,940
Subscriptions	31,190	20,385	16,244
Other	8,970	6,073	4,289
Total cost of revenue	187,473	113,541	126,473
Gross profit	53,533	32,949	18,042
Operating expenses			
Research and development	145,043	75,017	69,464
Sales and marketing	92,550	53,002	56,997
General and administrative	81,380	25,922	23,945
Total operating expenses	318,973	153,941	150,406
Loss from operations	(265,440)	(120,992)	(132,364)
Interest income	98	315	3,245
Interest expense	(1,502)	(3,253)	(3,544)
Change in fair value of redeemable convertible preferred stock warrant liability	9,237	(73,125)	(875)
Change in fair value of assumed common stock warrant liabilities	47,822	—	—
Change in fair value of contingent earnout liability	84,420	—	—
Transaction costs expensed	(7,031)	—	—
Other income (expense), net	(2,775)	229	(565)
Net loss before income taxes	\$ (135,171)	\$ (196,826)	\$ (134,103)
Provision (benefit) for income taxes	(2,930)	198	224
Net loss	\$ (132,241)	\$ (197,024)	\$ (134,327)

GAAP Balance Sheet

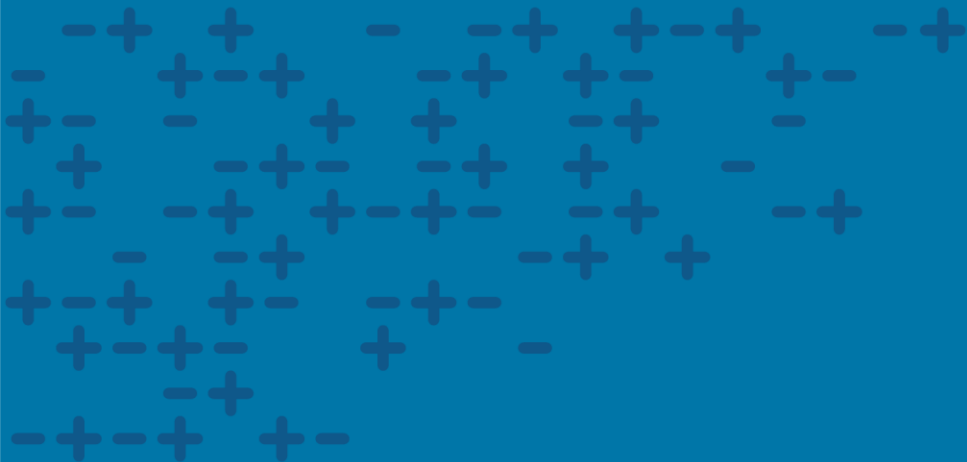
(\$ in thousands)

	January 31,	
	2022	2021
Assets		
Current assets:		
Cash and cash equivalents	\$ 315,235	\$ 145,491
Restricted cash	400	400
Accounts receivable, net	75,939	35,075
Inventories	35,879	33,592
Prepaid expenses and other current assets	36,603	12,074
Total current assets	464,056	226,632
Property and equipment, net	34,593	29,988
Intangible assets, net	107,209	—
Operating lease right-of-use assets	25,535	21,817
Goodwill	218,484	1,215
Other assets	6,020	10,468
Total assets	\$ 855,897	\$ 290,120
Liabilities, Redeemable Convertible Preferred Stock, and Stockholders' Equity (Deficit)		
Current liabilities:		
Accounts payable	\$ 27,576	\$ 19,784
Accrued and other current liabilities	84,328	47,162
Deferred revenue	77,142	40,934
Debt, current	—	10,208
Total current liabilities	189,046	118,088
Deferred revenue, noncurrent	69,666	48,896
Debt, noncurrent	—	24,686
Operating lease liabilities	25,370	22,459
Deferred tax liabilities	17,697	—
Redeemable convertible preferred stock warrant liability	—	75,843
Other long-term liabilities	7,104	972
Total liabilities	308,883	290,944
Redeemable convertible preferred stock	—	615,697
Stockholders' equity (deficit):		
Common stock	33	2
Additional paid-in capital	1,366,855	62,736
Accumulated other comprehensive income (loss)	(8,219)	155
Accumulated deficit	(811,655)	(679,414)
Total stockholders' equity (deficit)	547,014	(616,521)
Total liabilities, redeemable convertible preferred stock, and stockholders' equity (deficit)	\$ 855,897	\$ 290,120

GAAP Statement of Cash Flows

(\$ in thousands)

	Year Ended January 31,		
	2022	2021	2020
Cash flows from operating activities			
Net loss	\$ (132,241)	\$ (197,024)	\$ (134,327)
Adjustments to reconcile net loss to net cash used in operating activities:			
Depreciation and amortization	16,457	10,083	7,698
Non-cash operating lease cost	4,244	3,762	3,121
Stock-based compensation	67,331	4,947	2,937
Amortization of deferred contract acquisition costs	1,786	1,206	675
Transaction costs expensed	7,031	—	—
Change in fair value of common stock warrant liabilities	(47,822)	—	—
Change in fair value of redeemable convertible preferred stock warrant liability	(9,237)	73,125	875
Change in fair value of contingent earnout liabilities	(84,420)	—	—
Change in fair value of earnout liability recognized upon acquisition of ViriCiti	2,266	—	—
Deferred tax benefit	(3,306)	—	—
Other	3,680	1,858	2,014
Changes in operating assets and liabilities, net of effect of acquisitions:			
Accounts receivable, net	(38,388)	3,292	(8,702)
Inventories	(1,991)	(9,585)	(1,472)
Prepaid expenses and other assets	(23,941)	(8,914)	(2,961)
Operating lease liabilities	(3,460)	(2,815)	(1,181)
Accounts payable	7,933	(493)	15,704
Accrued and other liabilities	21,619	11,556	93
Deferred revenue	55,281	17,156	27,590
Net cash used in operating activities	(157,178)	(91,846)	(87,936)
Cash flows from investing activities			
Purchases of property and equipment	(16,410)	(11,484)	(14,885)
Purchases of investments	—	—	(179,514)
Maturities of investments	—	47,014	132,500
Cash paid for acquisition, net of cash acquired	(205,330)	—	—
Net cash provided by (used in) investing activities	(221,740)	35,530	(61,899)
Cash flows from financing activities			
Proceeds from issuance of redeemable convertible preferred stock	—	95,456	14,756
Proceeds from the exercise of public warrants	118,864	—	—
Merger and PIPE financing	511,646	—	—
Payment of tax withholding obligations on settlement of earnout shares	(20,895)	—	—
Repayment of borrowings	(36,051)	—	—
Proceeds from issuance of common stock warrants, net of issuance costs	—	31,547	185
Payments of transaction costs related to Merger	(32,468)	—	—
Change in driver funds and amounts due to customers	3,675	—	—
Payment of deferred transaction costs	—	(4,003)	—
Proceeds from issuance of stock in connection with stock plans, net of withholding taxes	4,916	5,913	2,217
Net cash provided by financing activities	549,687	128,913	17,158
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(1,025)	141	132
Net increase (decrease) in cash, cash equivalents, and restricted cash	169,744	72,738	(132,545)
Cash, cash equivalents, and restricted cash at beginning of period	145,891	73,153	205,698
Cash, cash equivalents, and restricted cash at end of period	\$ 315,635	\$ 145,891	\$ 73,153



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