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# Driving the Electrification of Mobility

June 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, including due to supply chain disruptions, component shortages and expense increases; 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, delays 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 due to supply chain disruptions, component shortages and related expense increases or if customers increasingly claim clean energy credits and, as a result, they are no longer available to be claimed by us; 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](https://investors.chargepoint.com) and on the SEC’s website at [www.sec.gov](https://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 May 31, 2022. This presentation contains non-GAAP financial measures relating to the company’s past performance. Reconciliations of historical non-GAAP measures can be found in the Appendix. You can also find information regarding our use of non-GAAP financial measures in our earnings release dated May 31, 2022, found on the Investor Relations section of our website at <https://www.chargepoint.com/>.

# 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



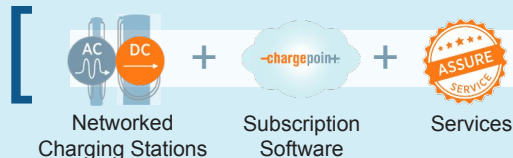
## Rex Jackson

**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 1,500+ employees worldwide
- + Based in Silicon Valley, with operations in Arizona, Europe and India
- + 188,000+ activated ChargePoint ports under management, 320,000+ ports 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, Tudor Pickering Holt & Co., Webber, Wolfe

## Global Portfolio



## Lines of Business

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



\*As of April 30, 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



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

## Work Vehicles

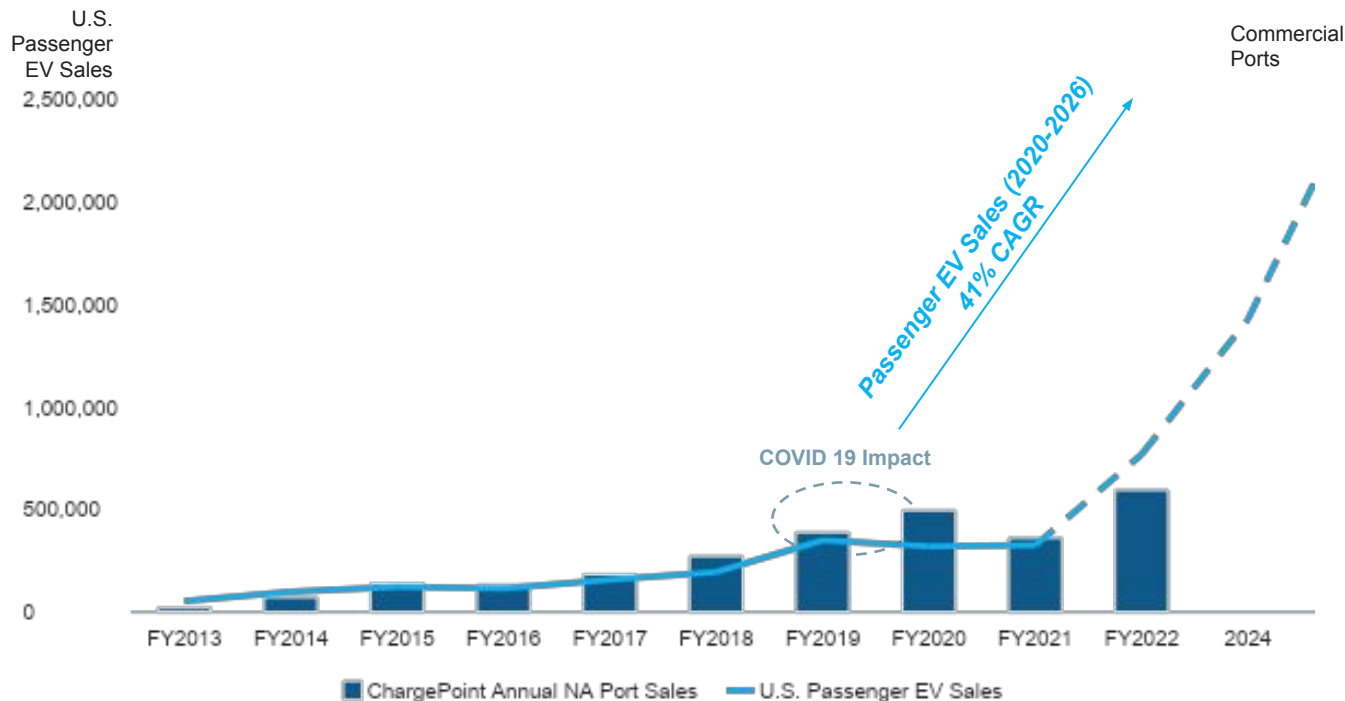
Fleet Business



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

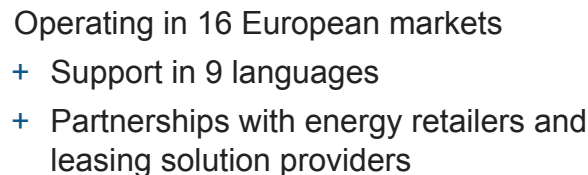
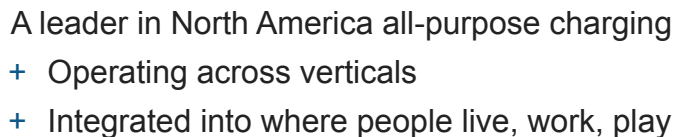
# ChargePoint Growth Directly Proportional to EV Penetration



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

**188,000+** activated ports | **12,000+** activated DC ports  
**Over 320,000** ports accessible via roaming integrations



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# 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



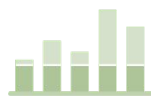
Networked Charging Stations



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
- + Rivian
- + Skoda
- + Toyota
- + Volkswagen
- + Volvo



## 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



**ChargePoint®**  
EV Charging Made Easy  
★★★★★ 4.6 • 7.4K Ratings



# 52% 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®** 4.4  
EV Charging Made Easy  
★★★★★ 4.6 • 7.4K 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.

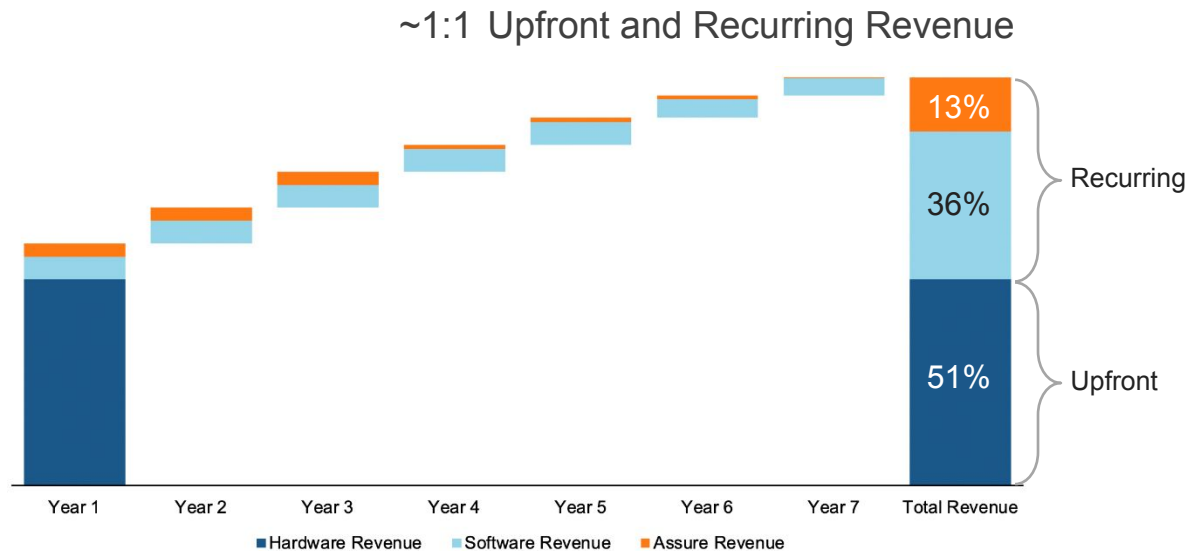
\* Top 25 customers based on cumulative spending from Q1 FY2017 to Q4 FY2022.

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# Illustrative Unit Economics



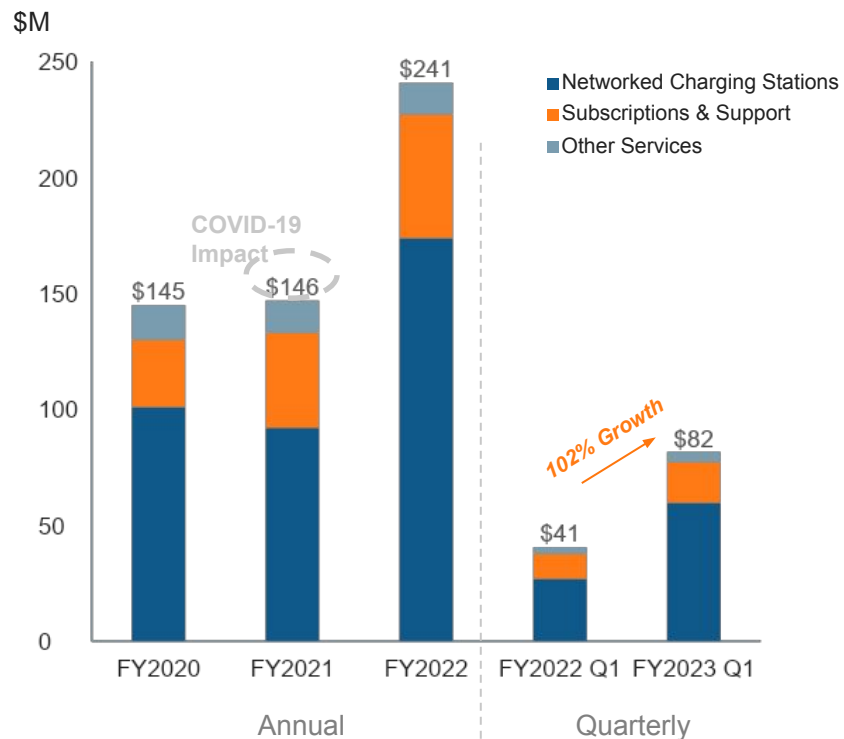
Illustrative Unit Economics:  
CT4000 Dual-Port Station  
with Software and Assure



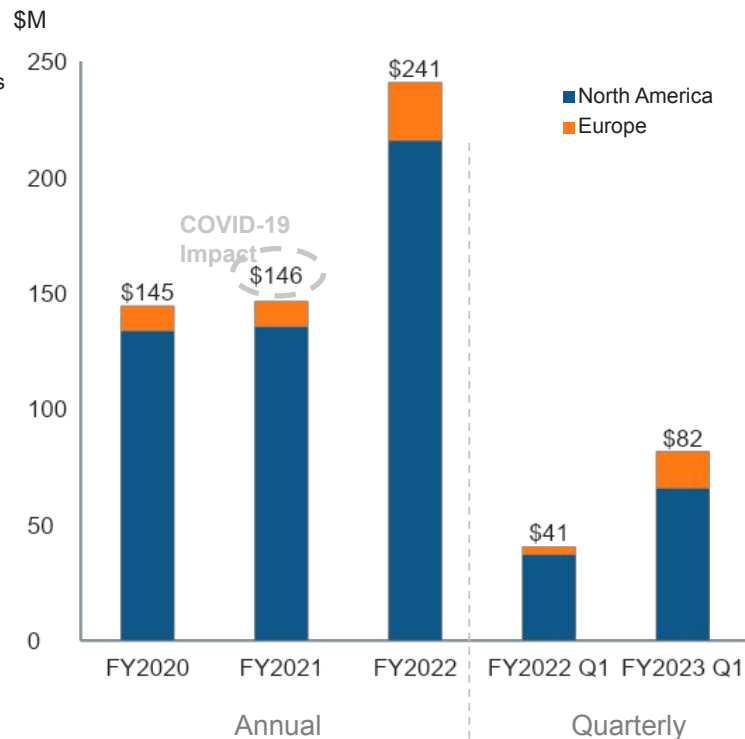
Source: Management Data. Actual station lifetime can vary.

# Revenue Diversity

## By Type



## By Geography



Note: Unaudited. Fiscal year ending on January 31.

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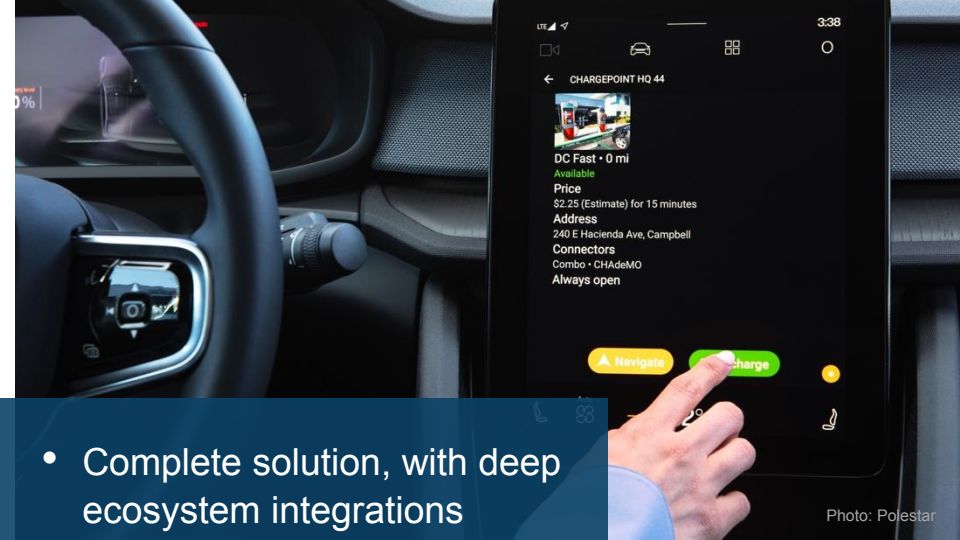
# ChargePoint for Good



**4.0 billion** electric miles driven since 2007

- + **160 million** gallons of gasoline consumption avoided
- + **>700,000 metric tons** of greenhouse gas emissions avoided, equivalent to
  - Planting **16 million** tree seedlings and growing them for 10 years
  - Carbon taken in by **1 million** acres of U.S. forests
  - Recycling **40 million** bags of waste





- Capital-light model with continued growth ahead

- Complete solution, with deep ecosystem integrations

- Established distribution and operations partners

- Mature operations across continents and verticals



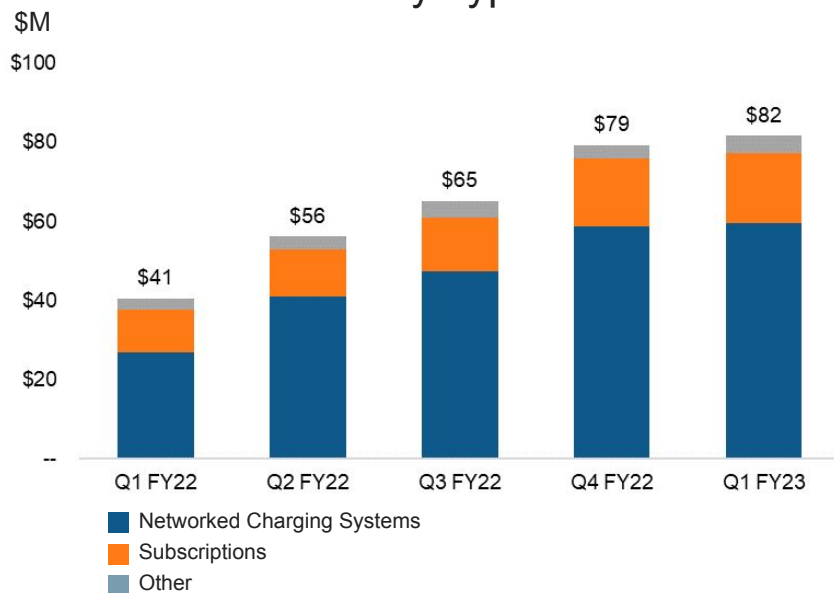




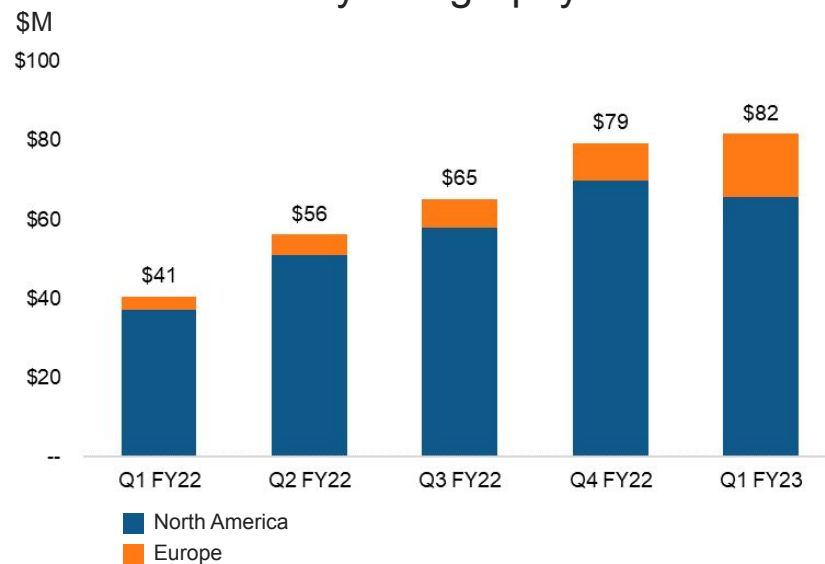
## Appendix

# Revenue Diversity

## By Type

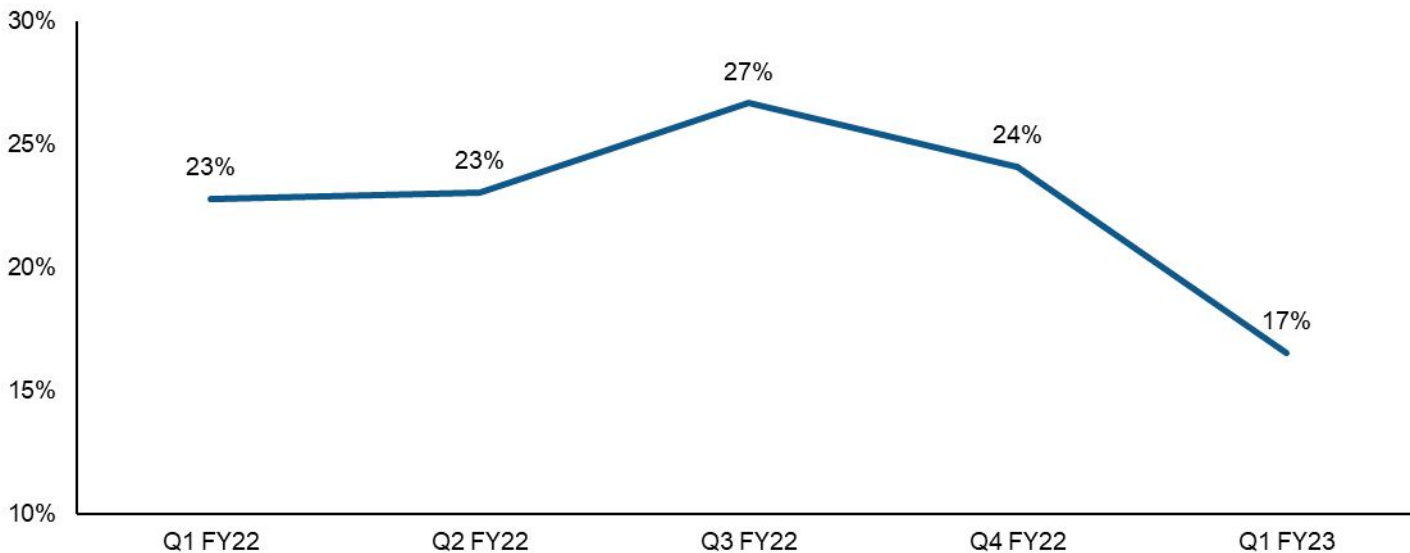


## By Geography



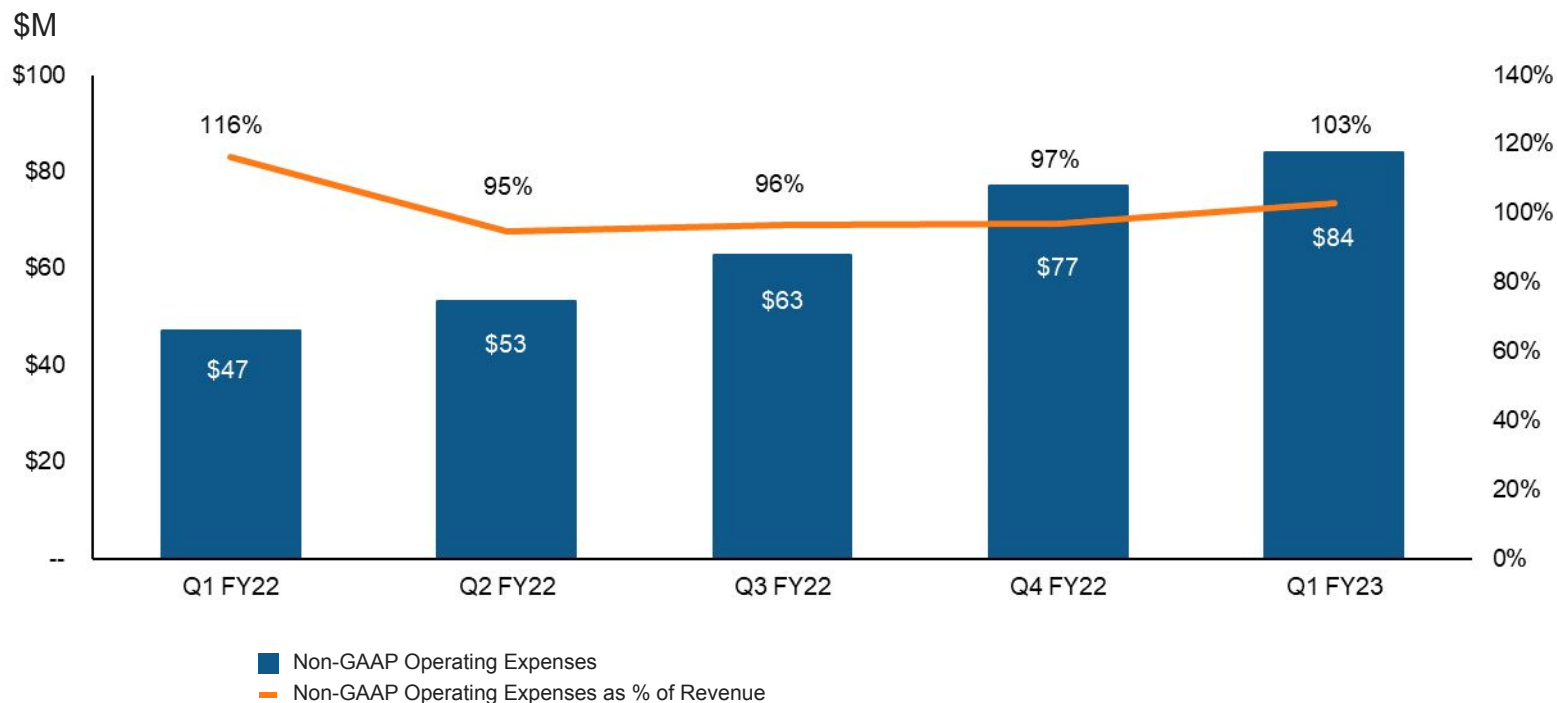
Note: Unaudited. Fiscal year ending on January 31.

# Non-GAAP Gross Margin



Note: Unaudited. Fiscal year ending on January 31.

# Non-GAAP Operating Expenses



Note: Unaudited. Fiscal year ending on January 31.

# GAAP Income Statement

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30,	
	2022	2021
<b>Revenue</b>		
Networked charging systems	\$ 59,551	\$ 26,800
Subscriptions	17,646	10,824
Other	4,436	2,886
Total revenue	81,633	40,510
<b>Cost of revenue</b>		
Networked charging systems	56,266	23,742
Subscriptions	10,628	5,640
Other	2,632	1,911
Total cost of revenue	69,526	31,293
<b>Gross profit</b>	12,107	9,217
<b>Operating expenses</b>		
Research and development	48,301	25,374
Sales and marketing	32,588	15,974
General and administrative	21,047	14,467
Total operating expenses	101,936	55,815
<b>Loss from operations</b>	(89,829)	(46,598)
Interest income	106	22
Interest expense	(933)	(1,499)
Change in fair value of redeemable convertible preferred stock warrant liability	—	9,237
Change in fair value of assumed common stock warrant liabilities	(24)	43,761
Change in fair value of contingent earnout liability	—	84,420
Transaction costs expensed	—	(7,031)
Other (expense) income, net	(448)	15
<b>Net income (loss) before income taxes</b>	(91,128)	82,327
Provision for income taxes	(1,862)	38
<b>Net income (loss)</b>	\$ (89,266)	\$ 82,289



# GAAP Balance Sheet

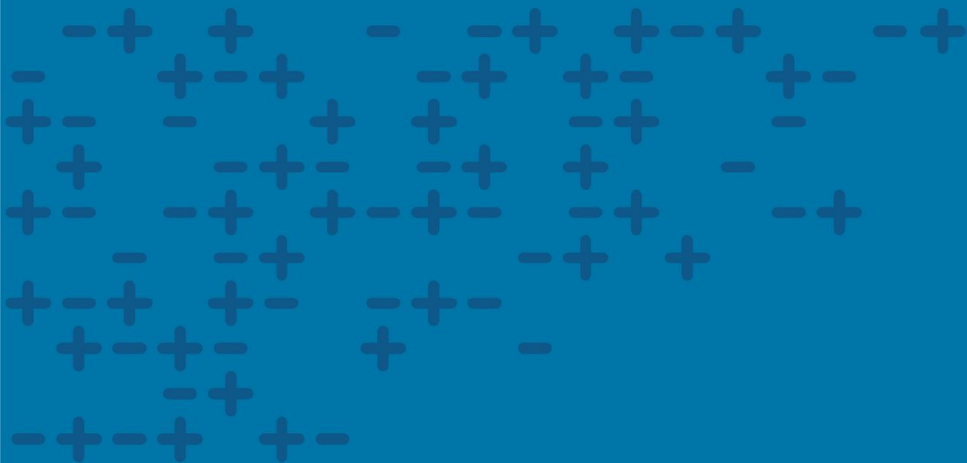
(\$ in thousands; unaudited; preliminary)

	April 30, 2022	January 31, 2022
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 540,583	\$ 315,235
Restricted cash	400	400
Accounts receivable, net	79,855	75,939
Inventories	45,305	35,879
Prepaid expenses and other current assets	46,086	36,603
Total current assets	712,229	464,056
Property and equipment, net	35,196	34,593
Intangible assets, net	99,719	107,209
Operating lease right-of-use assets	23,970	25,535
Goodwill	209,927	218,484
Other assets	6,275	6,020
<b>Total assets</b>	<b>\$ 1,087,316</b>	<b>\$ 855,897</b>
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities:		
Accounts payable	\$ 35,350	\$ 27,576
Accrued and other current liabilities	89,938	84,328
Deferred revenue	81,881	77,142
Total current liabilities	207,169	189,046
Deferred revenue, noncurrent	75,610	69,666
Debt, noncurrent	294,070	—
Operating lease liabilities	24,034	25,370
Deferred tax liabilities	14,597	17,697
Other long-term liabilities	6,744	7,104
Total liabilities	622,224	308,883
Stockholders' equity (deficit):		
Common stock	34	33
Additional paid-in capital	1,387,139	1,366,855
Accumulated other comprehensive loss	(21,160)	(8,219)
Accumulated deficit	(900,921)	(811,655)
Total stockholders' equity	465,092	547,014
<b>Total liabilities and stockholders' equity</b>	<b>\$ 1,087,316</b>	<b>\$ 855,897</b>

# GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Three Months Ended April 30,	
	2022	2021
<b>Cash flows from operating activities</b>		
Net income (loss)	\$ (89,266)	\$ 82,289
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	6,220	2,741
Non-cash operating lease cost	1,224	977
Stock-based compensation	15,527	7,577
Amortization of deferred contract acquisition costs	538	399
Change in fair value of redeemable convertible preferred stock warrant liability	—	(9,237)
Change in fair value of common stock warrant liabilities	24	(43,761)
Change in fair value of contingent earnout liabilities	—	(84,420)
Transaction costs expensed	—	7,031
Other	300	1,096
Changes in operating assets and liabilities, net of effect of acquisitions:		
Accounts receivable, net	(5,941)	32
Inventories	(9,832)	4,894
Prepaid expenses and other assets	(10,300)	(6,166)
Operating lease liabilities	(1,166)	(373)
Accounts payable	2,757	(3,463)
Accrued and other liabilities	8,224	(4,952)
Deferred revenue	10,683	7,797
Net cash used in operating activities	(71,008)	(37,539)
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	(3,190)	(4,138)
Cash paid for acquisitions, net of cash acquired	(2,569)	—
Net cash used in investing activities	(5,759)	(4,138)
<b>Cash flows from financing activities</b>		
Proceeds from the exercise of public warrants	—	73,323
Merger and PIPE financing	—	511,646
Payments of transaction costs related to Merger	—	(30,115)
Payment of tax withholding obligations on settlement of earnout shares	—	(12,815)
Proceeds from issuance of debt securities, net of discount and issuance costs	296,037	—
Repayment of borrowings	—	(36,051)
Proceeds from issuance of stock in connection with stock plans, net of withholding taxes	770	—
Proceeds from issuance of common stock upon ESPP purchase	3,920	—
Change in driver funds and amounts due to customers	2,391	—
Net cash provided by financing activities	303,118	505,988
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(1,003)	7
Net increase in cash, cash equivalents, and restricted cash	225,348	464,318
Cash, cash equivalents, and restricted cash at beginning of period	315,635	145,891
Cash, cash equivalents, and restricted cash at end of period	\$ 540,983	\$ 610,209



—chargepoint—<sup>®</sup>