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—chargepoint+®

Driving the Electrification of Mobility

December 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 ongoing 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 new product introductions, 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-Q filed with the SEC on September 8, 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 December 1, 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 December 1, 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 1,700+ employees worldwide
- + Based in Silicon Valley, with operations in Arizona, Europe and India
- + 210,000+ activated ChargePoint ports under management, 400,000+ ports accessible via roaming*
- + Equity research by B Riley, BofA, Citi, Cowen, Credit Suisse, DA Davidson, Evercore ISI, Fox Advisors, Goldman Sachs, JP Morgan, Jefferies, Morningstar, 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 October 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



Today, all major global OEMs have committed to electrification—
BMW, Chevrolet, Daimler, GM, Hyundai, Nissan, Rivian, Tesla, and many more.

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
- ✓ **Asset Light Growth**
Minimal CapEx needed to scale business, recurring revenue tied to Cloud Services subscriptions
- ✓ **Leading Capital Position & Performance**
Acceleration of technology development, enabling continued growth

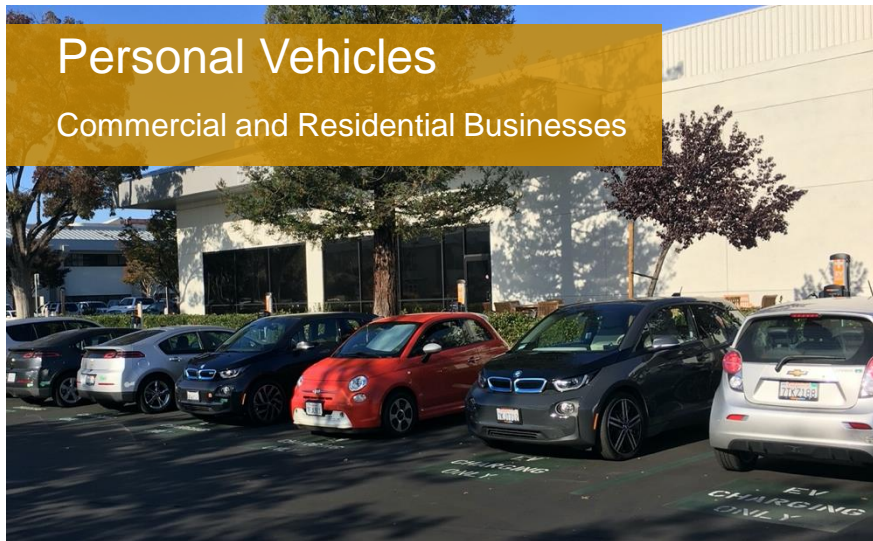
Source: Management Data, US Department of Energy Alternative Fuels Data Center.

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



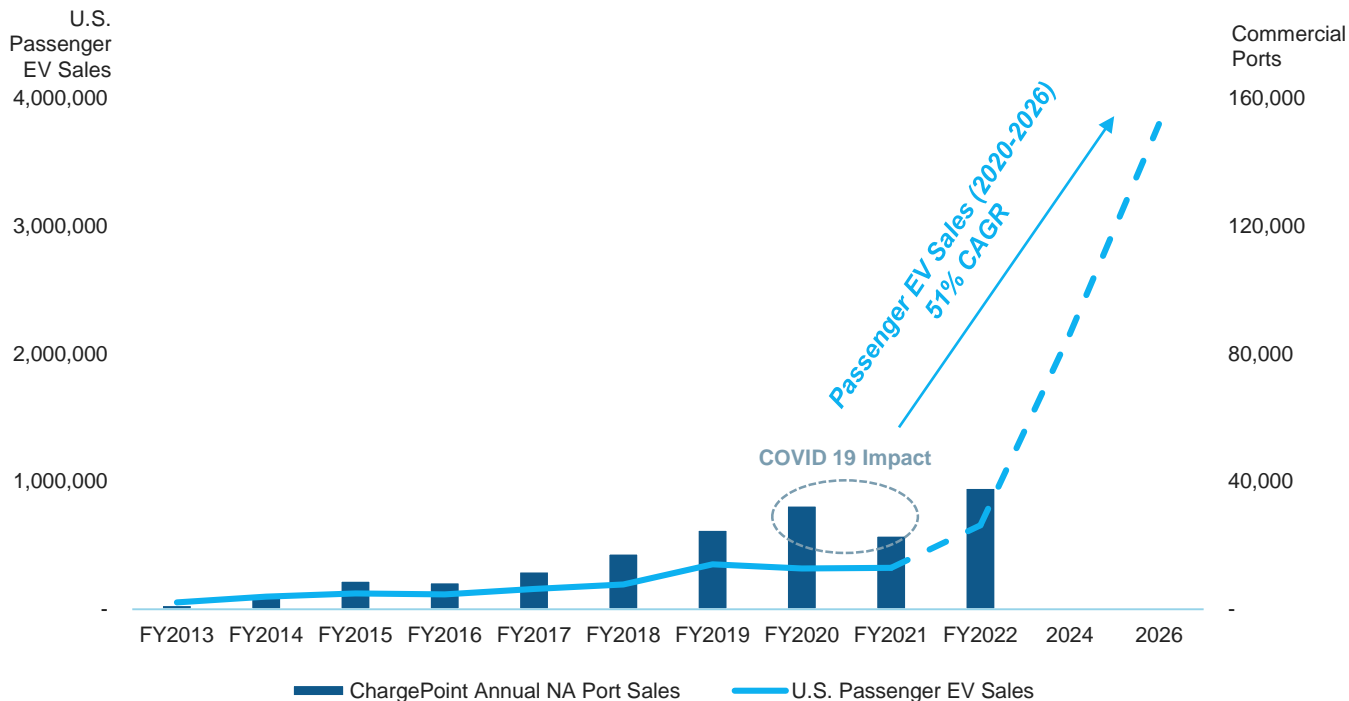
At home, work, around town, on the road

- + 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



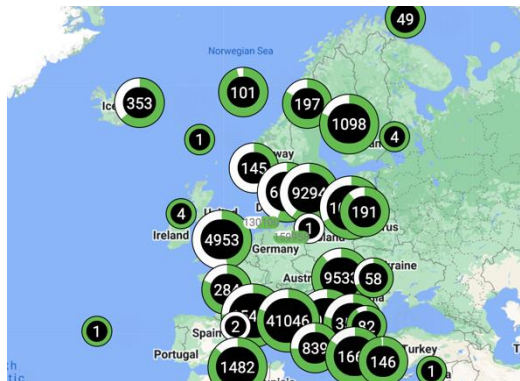
Source: Historical EV sales from InsideEVs, Baum and BNEF. Future EV sales projections from BNEF.

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

Over 400,000 ports through roaming reach



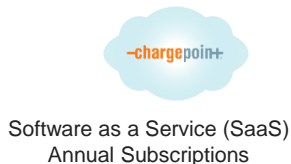
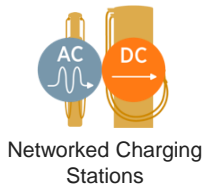
- + Operating across verticals
- + Integrated into where people live, work, play



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

We Sell Hardware, Subscription Software and Services

Commercial Products

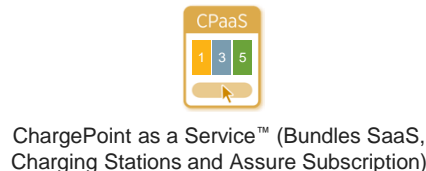


Traditional CapEx Purchase

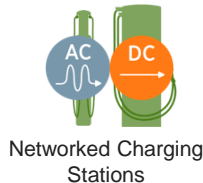


or

OpEx Purchase



Fleet Products



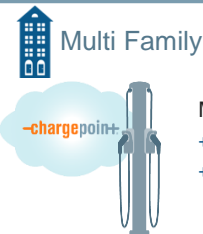
Residential Products



Single Family

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

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
- + Cupra
- + Mercedes-Benz
- + Pininfarina
- + Polestar
- + Porsche
- + Seat
- + Rivian
- + Skoda
- + Toyota
- + 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

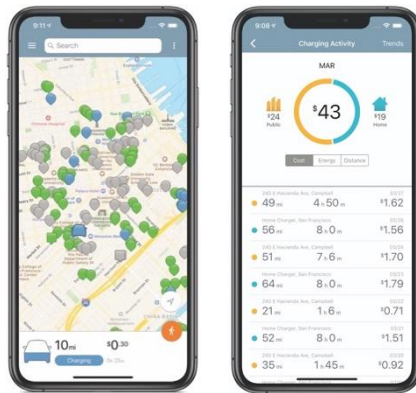


Organizations of all types benefit from...

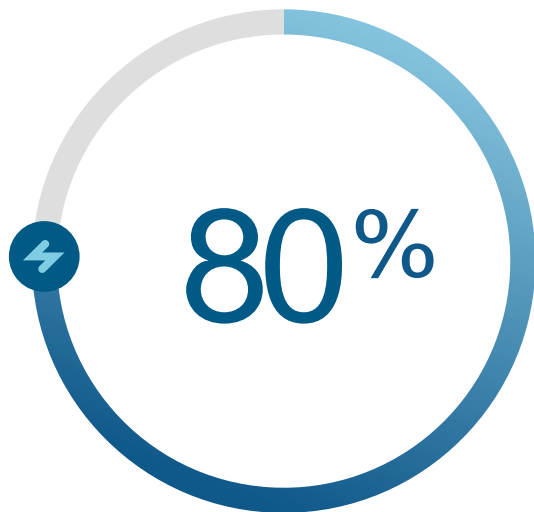
- ✓ Charging that works for their business
- ✓ Free 24/7 driver support
- ✓ A single free app that drivers use to find and access charging
- ✓ Access and pricing controls to cue desired behaviors
- ✓ Tools like Waitlist to equitably maximize charging time for users
- ✓ And more

...and Drivers rely on us

All charging activity and cost (for both at-home and public charging) in one place



Fortune companies choose ChargePoint



of Fortune 50 companies are
ChargePoint customers*

Commercial

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

Fleet

Delivery & Logistics
Sales Service & Motorpool
Shared Mobility

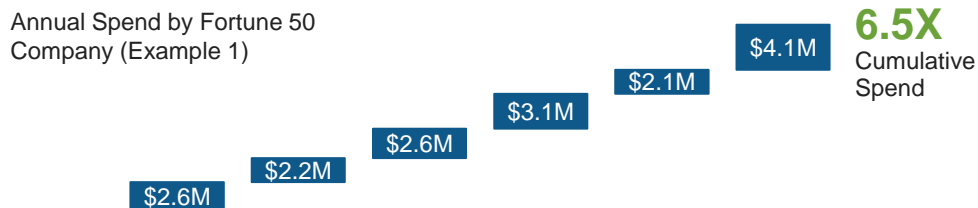
Residential

Multi Family

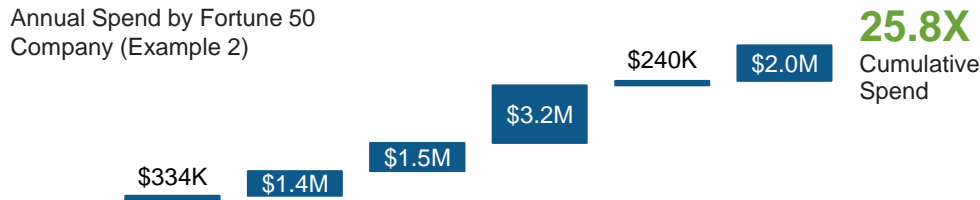
*As of October 31, 2022. Fortune 2021 list.

Proven Account Expansion

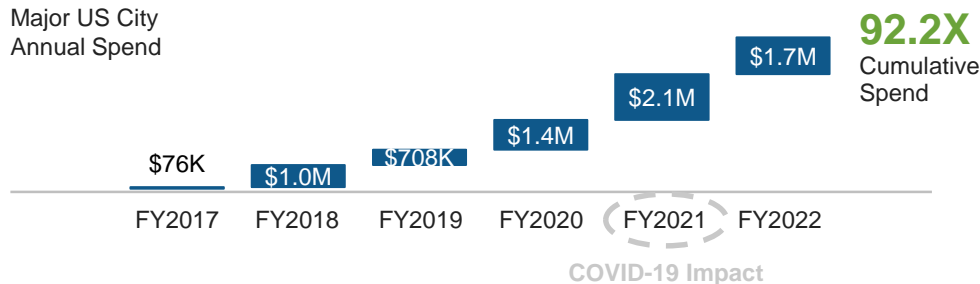
Annual Spend by Fortune 50 Company (Example 1)



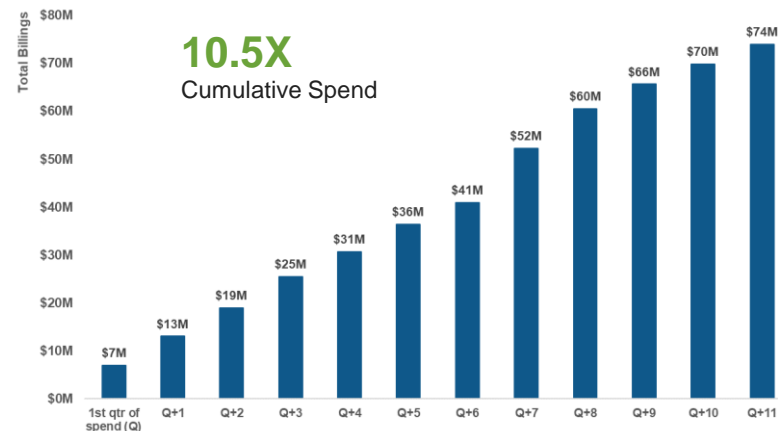
Annual Spend by Fortune 50 Company (Example 2)



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.

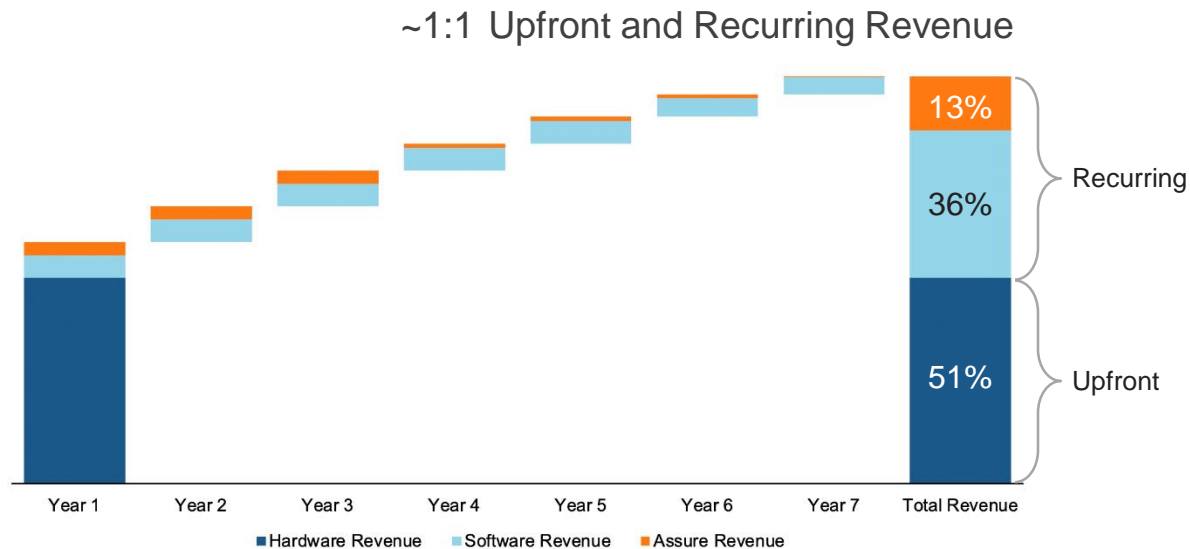
* Top 25 customers based on cumulative spending from Q1 FY2017 to Q4 FY2022.

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Illustrative Unit Economics



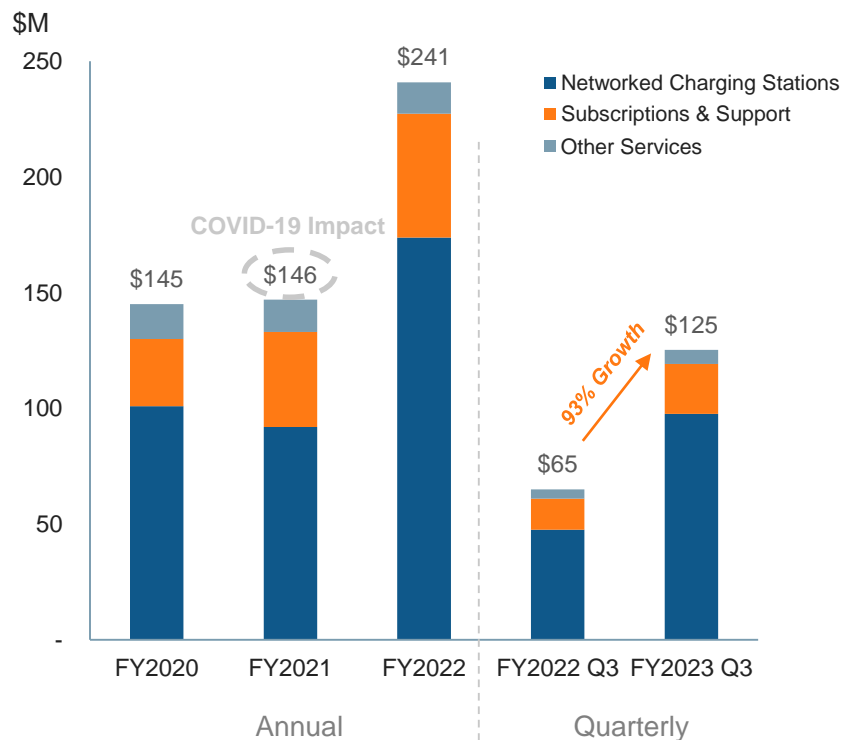
Illustrative Unit Economics:
CT4000 Dual-Port Station
with Software and Assure



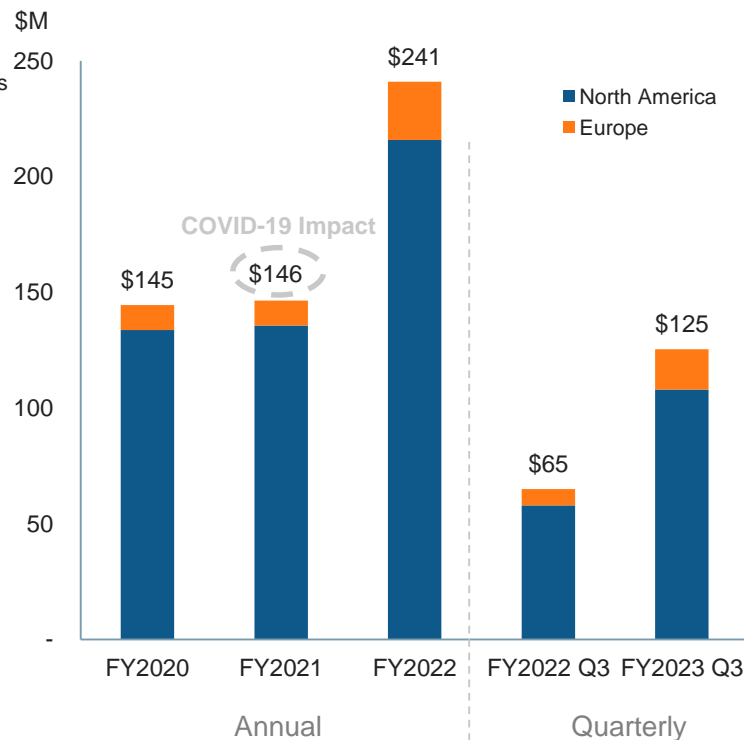
Source: Management Data. Actual station lifetime can vary.

Revenue Diversity

By Type



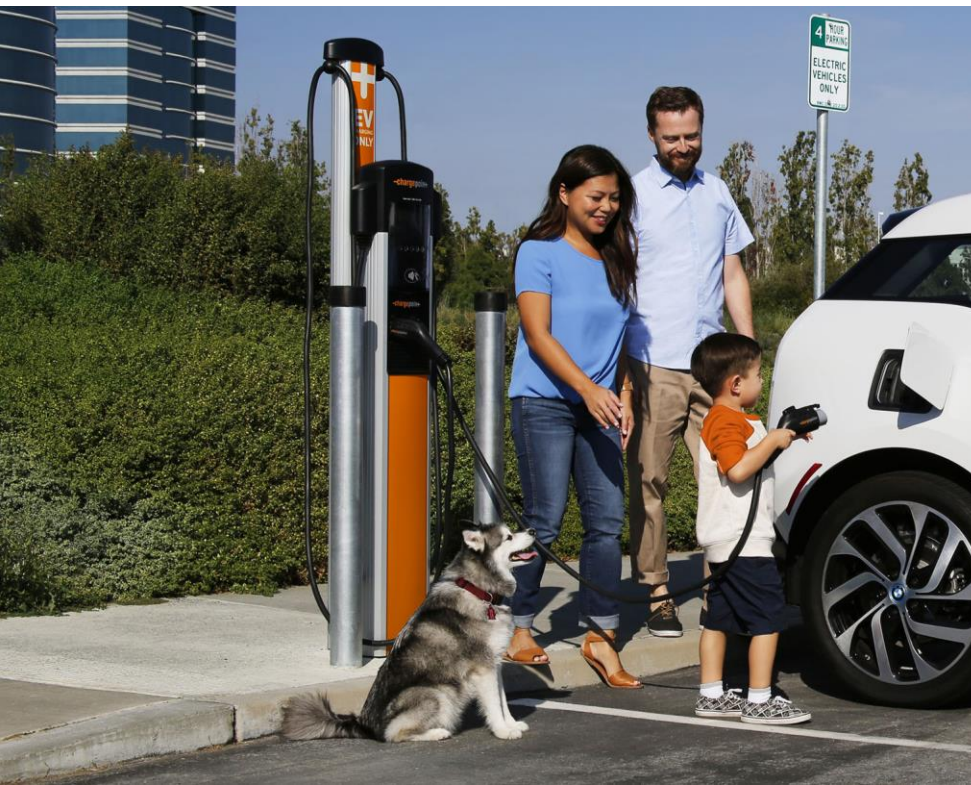
By Geography



Note: Unaudited. Fiscal year ending on January 31.

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ChargePoint for Good



5.0 billion electric miles driven since 2007

- + **200 million** gallons of gasoline consumption avoided
- + **>940,000 metric tons** of greenhouse gas emissions avoided, equivalent to
 - Planting **19 million** tree seedlings and growing them for 10 years
 - Carbon taken in by **1.4 million** acres of U.S. forests
 - Recycling **51 million** bags of waste



✓ Asset-light model with continued growth ahead

✓ Complete solution, with deep ecosystem integrations

✓ Established distribution and operations partners

✓ Mature operations across continents and verticals

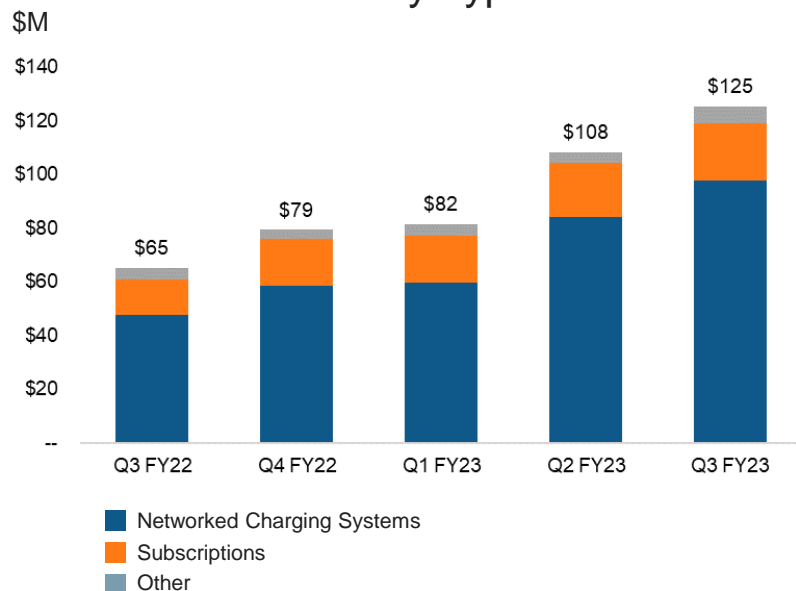




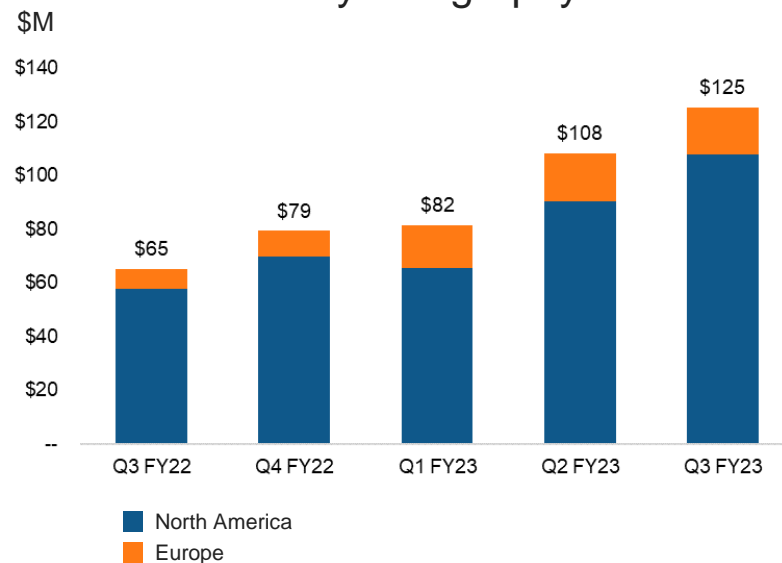
Appendix

Revenue Diversity

By Type

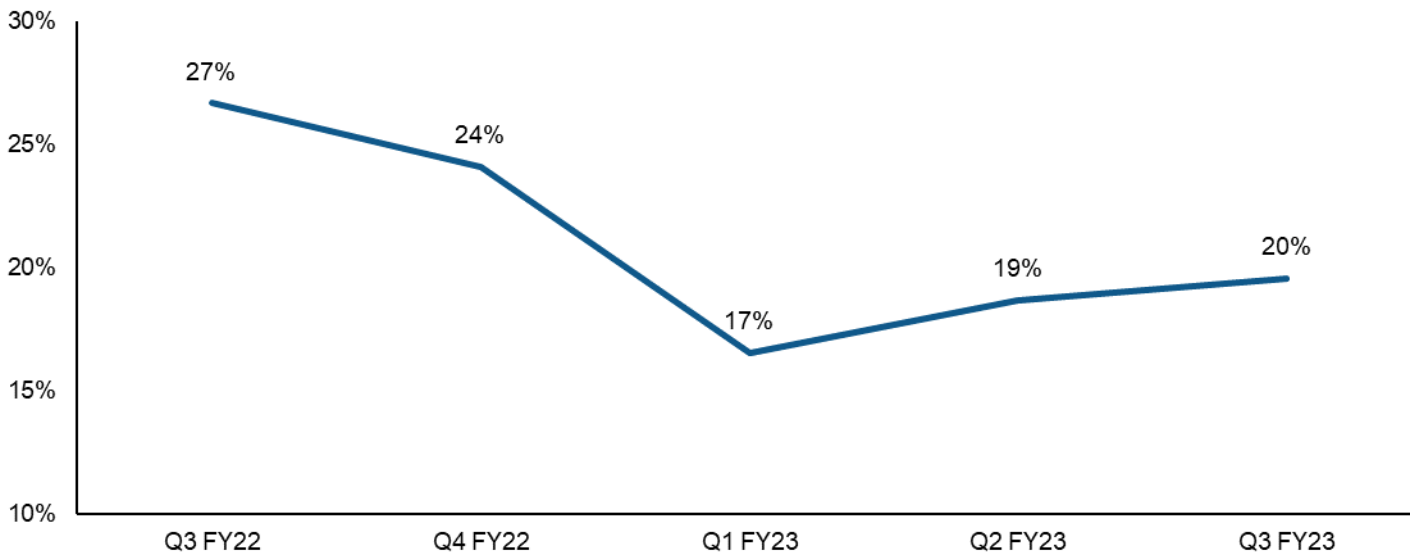


By Geography



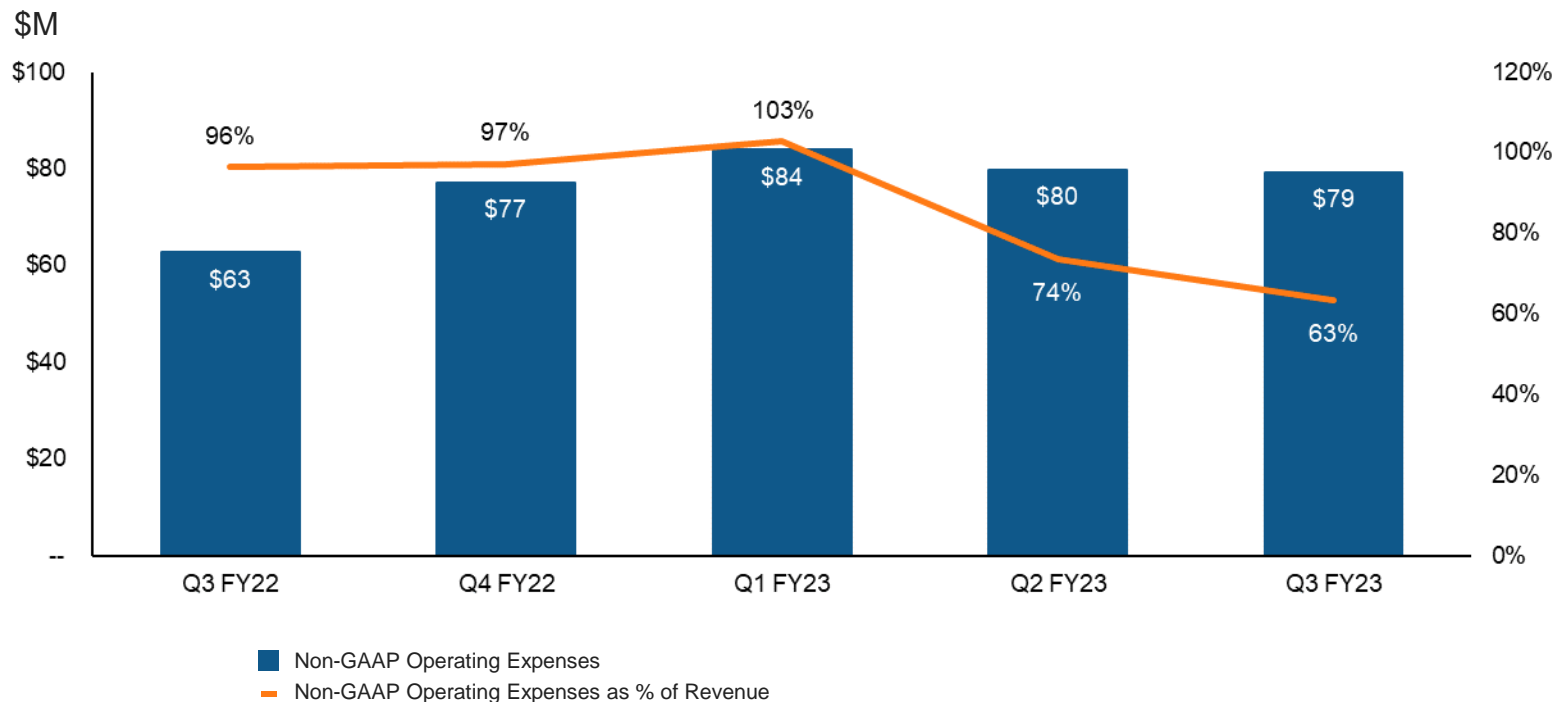
Note: Unaudited. Fiscal year ending on January 31.

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 October 31,		Nine Months Ended October 31,	
	2022	2021	2022	2021
Revenue				
Networked charging systems	\$ 97,592	\$ 47,511	\$ 241,291	\$ 115,185
Subscriptions	21,670	13,397	59,561	36,303
Other	6,079	4,126	14,415	10,177
Total revenue	125,341	65,034	315,267	161,665
Cost of revenue				
Networked charging systems	85,821	38,720	216,439	97,846
Subscriptions	13,400	7,637	37,305	21,107
Other	3,439	2,621	8,581	6,662
Total cost of revenue	102,660	48,978	262,325	125,615
Gross profit	22,681	16,056	52,942	36,050
Operating expenses				
Research and development	48,132	36,751	148,237	102,535
Sales and marketing	35,382	24,361	101,842	62,258
General and administrative	22,445	20,268	66,339	57,467
Total operating expenses	105,959	81,380	316,418	222,260
Loss from operations	(83,278)	(65,324)	(263,476)	(186,210)
Interest income	1,905	25	3,471	72
Interest expense	(2,606)	(3)	(6,467)	(1,502)
Change in fair value of redeemable convertible preferred stock warrant liability	—	—	—	9,237
Change in fair value of assumed common stock warrant liabilities	—	(2,429)	(24)	30,911
Change in fair value of contingent earnout liability	—	—	—	84,420
Transaction costs expensed	—	—	—	(7,031)
Other expense, net	(943)	(2,025)	(2,646)	(2,200)
Net loss before income taxes	(84,922)	(69,756)	(269,142)	(72,303)
Benefit from income taxes	(442)	(314)	(2,696)	(211)
Net loss	\$ (84,480)	\$ (69,442)	\$ (266,446)	\$ (72,092)

GAAP Balance Sheet

(\$ in thousands; unaudited; preliminary)

	October 31, 2022	January 31, 2022
Assets		
Current assets:		
Cash and cash equivalents	\$ 188,273	\$ 315,235
Restricted cash	400	400
Short-term investments	208,887	—
Accounts receivable, net	123,028	75,939
Inventories	62,449	35,879
Prepaid expenses and other current assets	58,589	36,603
Total current assets	641,626	464,056
Property and equipment, net	38,706	34,593
Intangible assets, net	89,637	107,209
Operating lease right-of-use assets	21,890	25,535
Goodwill	201,742	218,484
Other assets	6,982	6,020
Total assets	\$ 1,000,583	\$ 855,897
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 44,537	\$ 27,576
Accrued and other current liabilities	111,910	84,328
Deferred revenue	81,912	77,142
Total current liabilities	238,359	189,046
Deferred revenue, noncurrent	93,306	69,666
Debt, noncurrent	294,635	—
Operating lease liabilities	22,309	25,370
Deferred tax liabilities	12,349	17,697
Other long-term liabilities	1,035	7,104
Total liabilities	661,993	308,883
Stockholders' equity (deficit):		
Common stock	34	33
Additional paid-in capital	1,451,711	1,366,855
Accumulated other comprehensive loss	(35,054)	(8,219)
Accumulated deficit	(1,078,101)	(811,655)
Total stockholders' equity	338,590	547,014
Total liabilities and stockholders' equity	\$ 1,000,583	\$ 855,897

GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Nine Months Ended October 31,	
	2022	2021
Cash flows from operating activities		
Net loss	\$ (266,446)	\$ (72,092)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	18,562	10,158
Non-cash operating lease cost	3,539	3,066
Stock-based compensation	67,644	51,893
Amortization of deferred contract acquisition costs	1,729	1291
Change in fair value of redeemable convertible preferred stock warrant liability	—	(9,237)
Change in fair value of common stock warrant liabilities	24	(30,911)
Change in fair value of contingent earnout liabilities	—	(84,420)
Transaction costs expensed	—	7,031
Reserves and Other	11,490	1,833
Changes in operating assets and liabilities, net of effect of acquisitions:		
Accounts receivable, net	(50,402)	(26,579)
Inventories	(30,057)	3,498
Prepaid expenses and other assets	(24,730)	(18,879)
Operating lease liabilities	(3,603)	(2,193)
Accounts payable	14,551	10,633
Accrued and other liabilities	12,638	16,110
Deferred revenue	28,410	29,715
Net cash used in operating activities	(216,651)	(109,083)
Cash flows from investing activities		
Purchases of property and equipment	(14,142)	(12,064)
Purchases of short term investments	(284,835)	—
Maturities of investments	75,000	—
Cash paid for acquisitions, net of cash acquired	(2,756)	(205,329)
Net cash used in investing activities	(226,733)	(217,393)
Cash flows from financing activities		
Proceeds from the exercise of warrants	6,354	118,845
Merger and PIPE financing	—	511,646
Payments of transaction costs related to Merger	—	(32,468)
Payment of tax withholding obligations on settlement of earnout shares	—	(20,895)
Proceeds from issuance of debt securities, net of discount and issuance costs	293,972	—
Repayment of borrowings	—	(36,051)
Proceeds from the issuance of common stock under employee equity plans, net of tax withholding	10,760	4,214
Change in driver funds and amounts due to customers	6,911	1,933
Net cash provided by financing activities	317,997	547,224
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(1,575)	(748)
Net increase (decrease) in cash, cash equivalents, and restricted cash	(126,962)	220,000
Cash, cash equivalents, and restricted cash at beginning of period	315,635	145,891
Cash, cash equivalents, and restricted cash at end of period	\$ 188,673	\$ 365,891

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended October 31, 2022		Three Months Ended July 31, 2022		Three Months Ended April 30, 2022		Three Months Ended January 31, 2022		Three Months Ended October 31, 2021						
Reconciliation of GAAP gross profit (margin) to non-GAAP gross profit (margin):															
GAAP gross profit	\$	22,681		\$	18,153		\$	12,107		\$	17,482		\$	16,056	
Stock-based compensation expense		1,145			1,341			785			709			885	
Amortization cost		723			748			620			945			426	
Non-GAAP gross profit (margin)	\$	<u>24,549</u>	20%	\$	<u>20,242</u>	19%	\$	<u>13,512</u>	17%	\$	<u>19,136</u>	24%	\$	<u>17,367</u>	27%
Reconciliation of GAAP total operating expenses to non-GAAP total operating expenses:															
GAAP total operating expenses	\$	105,959		\$	108,523		\$	101,936		\$	96,714		\$	81,380	
Stock-based compensation expense		24,553			25,078			14,742			14,730			15,137	
Acquisition-related costs (1)		(9)			-			1,011			2,760			2,435	
Cost related to registration filings		-			473			-			-			15	
Amortization cost		2,114			2,207			2,241			2,155			1,092	
Tax Exposures		-			990			-			-			-	
Non-GAAP total operating expenses (as a percentage of revenue)	\$	<u>79,301</u>	63%	\$	<u>79,775</u>	74%	\$	<u>83,942</u>	103%	\$	<u>77,069</u>	97%	\$	<u>62,701</u>	96%

(1) Consists of professional services fees related to acquisitions

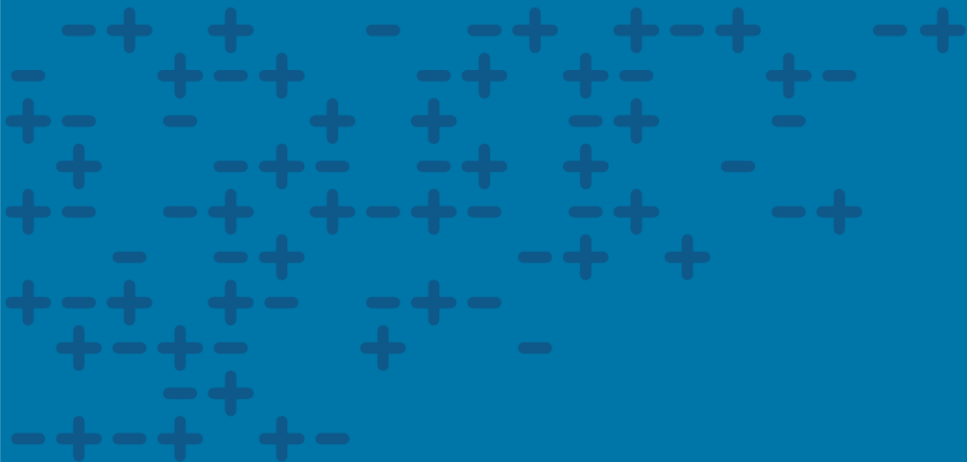
GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended October 31, 2022		Three Months Ended October 31, 2021		Nine Months Ended October 31, 2022		Nine Months Ended October 31, 2021					
Reconciliation of GAAP net loss to non-GAAP net loss:												
GAAP net income (loss)	\$	(84,480)		\$	(69,442)		\$	(266,446)		\$	(72,092)	
Stock-based compensation expense		25,698			16,022			67,644			51,893	
Earn-out-related taxes (1)		—			—			—			1,495	
Acquisition-related costs (2)		(9)			2,435			1,002			5,247	
Cost related to registration filings		—			15			473			2,637	
Tax exposures		—			—			990			—	
Amortization of intangible assets		2,837			1,518			8,653			1,518	
Change in fair value of preferred stock warrant liability		—			—			—			(9,237)	
Change in fair value of assumed common stock warrant liability		—			2,429			24			(30,911)	
Change in fair value of contingent earn-out liability		—			—			—			(84,420)	
Offering costs allocated to warrant liabilities		—			—			—			7,031	
Non-GAAP net loss (as a percentage of revenue)	\$	(55,954)	-45%	\$	(47,023)	-72%	\$	(187,660)	-60%	\$	(126,839)	-78%
Benefit from income taxes		(442)			(314)			(2,696)			(211)	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$	(56,396)	-45%	\$	(47,337)	-73%	\$	(190,356)	-60%	\$	(127,050)	-79%

(1) Consists of employment taxes paid related to shares issued as part of the earnout

(2) Consists of professional services fees related to acquisitions



—chargepoint+®