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—chargepoint+®

Driving the Electrification of Mobility

December 2023



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 macroeconomic trends including changes in or sustained inflation, prolonged and sustained increases in interest rates, or other events beyond our control on the overall economy which may reduce demand for our products and services, geopolitical events and conflicts, adverse impacts to our business and those of our customers and suppliers, including due to supply chain disruptions, component shortages, and associated logistics 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 (“EV”) and increased demand for installation of charging stations; our current dependence on sales of charging stations for most of our revenues; overall demand for EV charging and the potential for reduced demand for EVs if governmental rebates, tax credits and other financial incentives are reduced, modified or eliminated or governmental mandates to increase the use of EVs 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; our reliance on contract manufacturers, including those located outside the United States, may result in supply chain interruptions, delays and expense increases which may adversely affect our sales, revenue and

gross margins; 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 delays and costs associated with new product introductions, inventory obsolescence, component shortages and related expense increases; adverse impact to our revenues 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. 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 11, 2023, 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 September 6, 2023. 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 6, 2023, found on the Investor Relations section of our website at <https://www.chargepoint.com/>.

ChargePoint at a Glance



Rick Wilmer
President and Chief Executive Officer

- + 30+ years of technology leadership and executive management, including four prior roles as CEO
- + Joined ChargePoint as COO in 2022, where he delivered major operational and engineering milestones for the company



Mansi Khetani
Interim Chief Financial Officer

- + 20+ years of experience in corporate finance, investment banking and consulting
- + Since joining ChargePoint in 2018, set up the FP&A and IR functions, and was a central figure in taking the company public

NYSE	CHPT
Founded	2007, with 1,800+ employees worldwide
Based in	Silicon Valley, with operations in Europe and India
Ports	274,000+ activated ChargePoint ports under management, 565,000+ ports accessible via roaming
Equity research by	B Riley, BofA, Citi, Cowen, DA Davidson, Evercore ISI, Fox Advisors, Guggenheim, HSBC, Janney, JP Morgan, Morningstar, Oppenheimer & Co., Pickering Energy Partners, Piper Sandler, RBC Capital Markets, Roth, Stifel, UBS, and Wolfe
Lines of Business	<ul style="list-style-type: none"> + Commercial (including Fueling & Convenience) + Fleet + Residential
Global Portfolio	<ul style="list-style-type: none"> + Networked Charging Stations + Subscription Software + Services
Operations in	



As of October 31, 2023. "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, Daimler, Ford, GM, Hyundai, Lexus, Nissan, Rivian, Stellantis, Tesla, Toyota, 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.

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Electric Fueling

Revenue Potential = Total Vehicles x EV % x Port Attach % x Market Share x ASP

Recurring Revenue = Installed Base x Annual Subscriptions

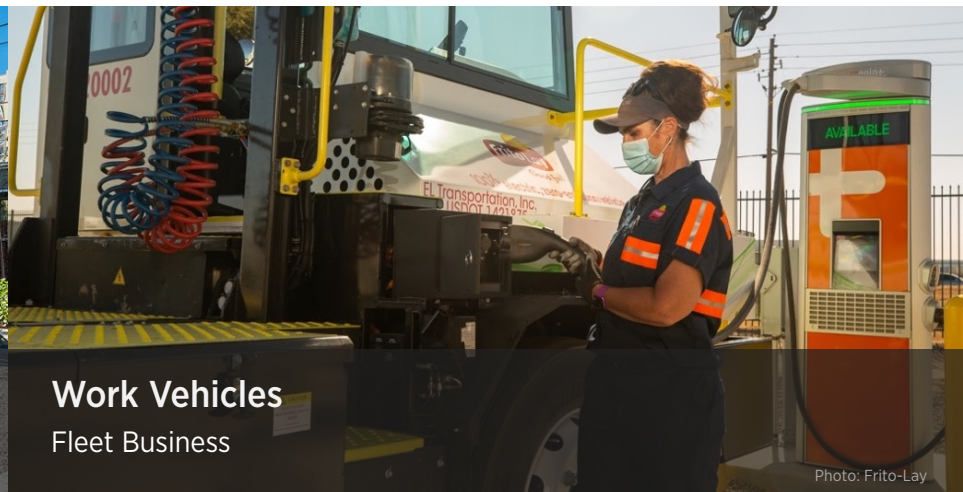


Personal Vehicles

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



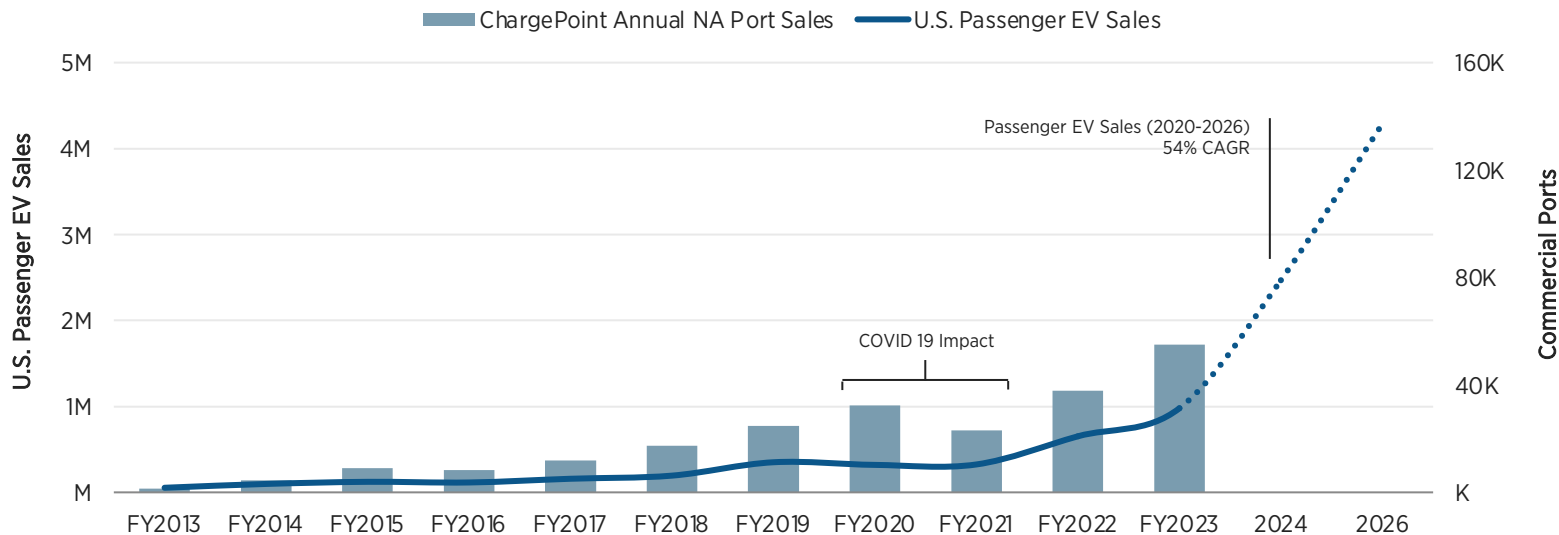
Work Vehicles

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

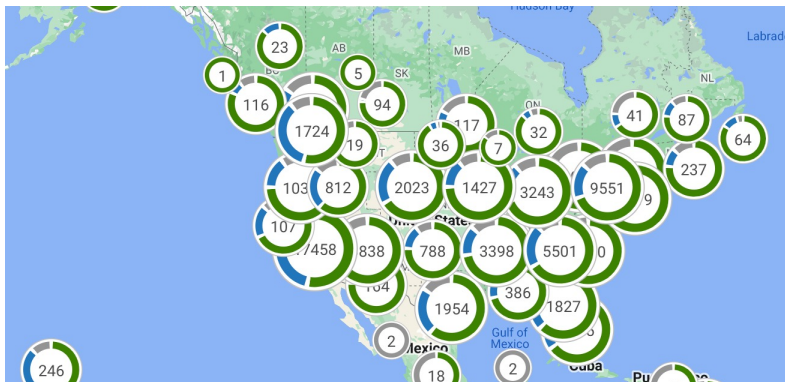
ChargePoint Growth Directly Proportional to EV Penetration



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

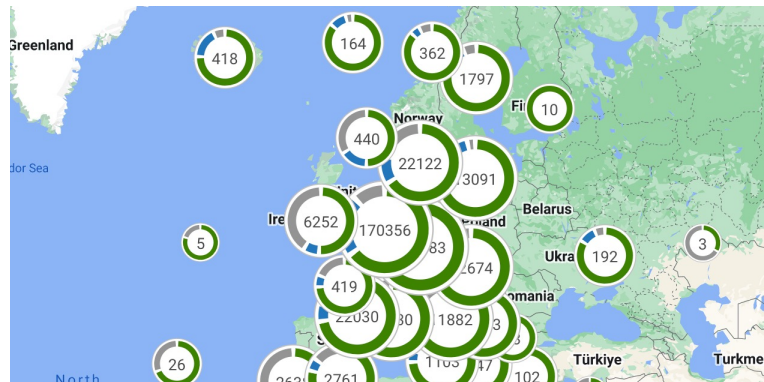
Winning North America, Expanding in Europe

274,000+ activated ports | **~22,000** activated DC ports | **565,000+** ports through roaming reach



A leader in North America all-purpose charging

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



Operating in 16 European markets

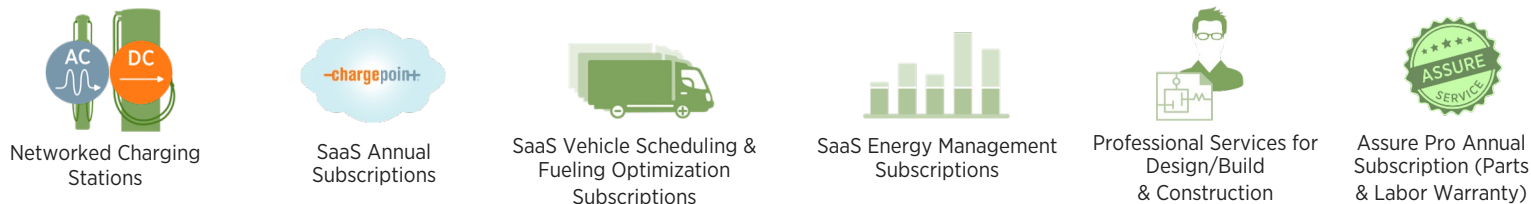
- + Support in 9 languages
- + Partnerships with energy retailers and leasing solution providers

We Sell Hardware, Subscription Software and Services

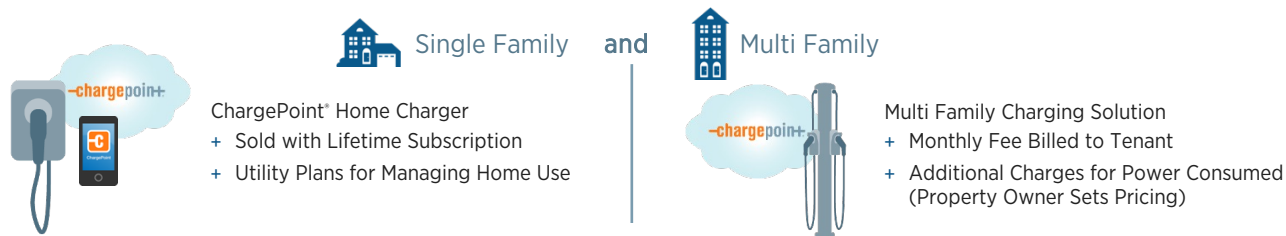
Commercial Products



Fleet Products



Residential Products



Integrated to the EV Ecosystem

Automotive Platforms



Photo: Mercedes-Benz

- | | | |
|-----------------|---------------|--------------|
| + Android Auto | + Pininfarina | + Toyota |
| + Apple CarPlay | + Polestar | + Volkswagen |
| + Audi | + Porsche | + Volvo |
| + Cupra | + Seat | + Xpeng |
| + Fisker | + Rivian | |
| + Mercedes-Benz | + Skoda | |

Consumer Platforms



Auto Leasing, Fleet and Fuel Card Partnerships



Roaming Integrations with Other Charging Networks



Network Effects Reinforce ChargePoint Value

Driver

(End Users)

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



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



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

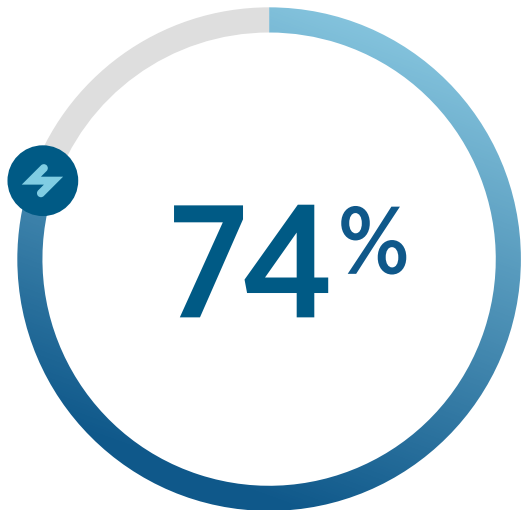
...and Drivers rely on us

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



ChargePoint® (4+)
Find EV Charging Spots
★★★★★ 4.5 • 12.4K Ratings

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

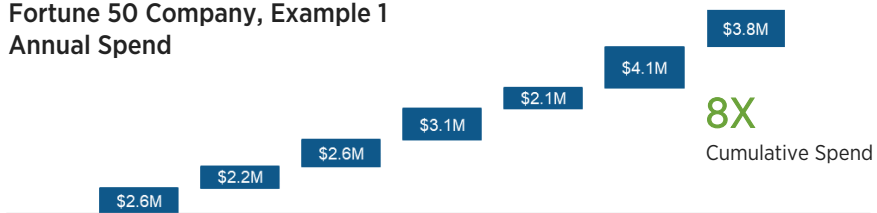
Residential

Multi Family

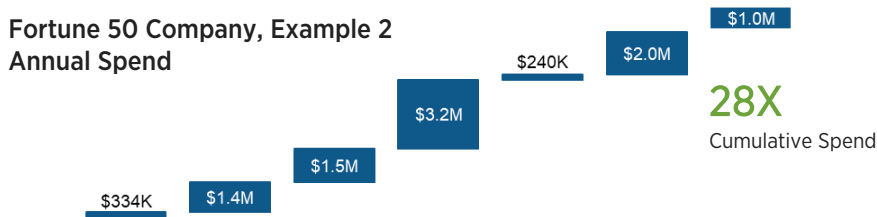
*As of October 31, 2023. Fortune 2023 list.

Proven account expansion

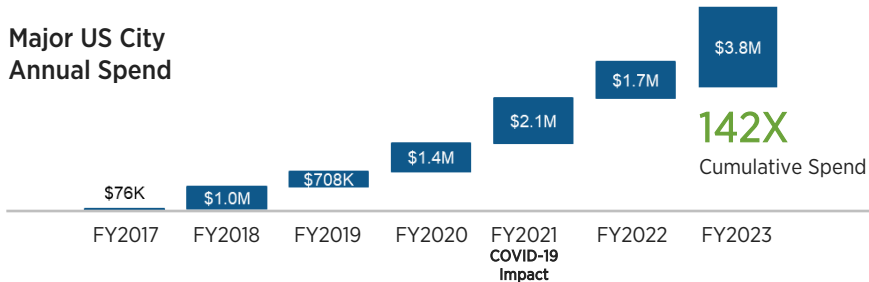
Fortune 50 Company, Example 1
Annual Spend



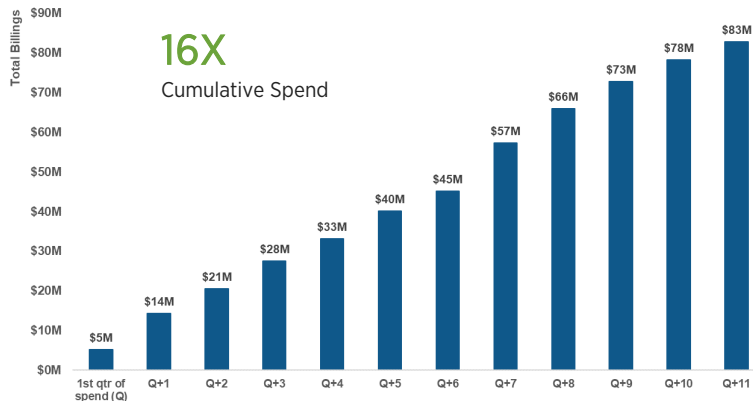
Fortune 50 Company, Example 2
Annual Spend



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

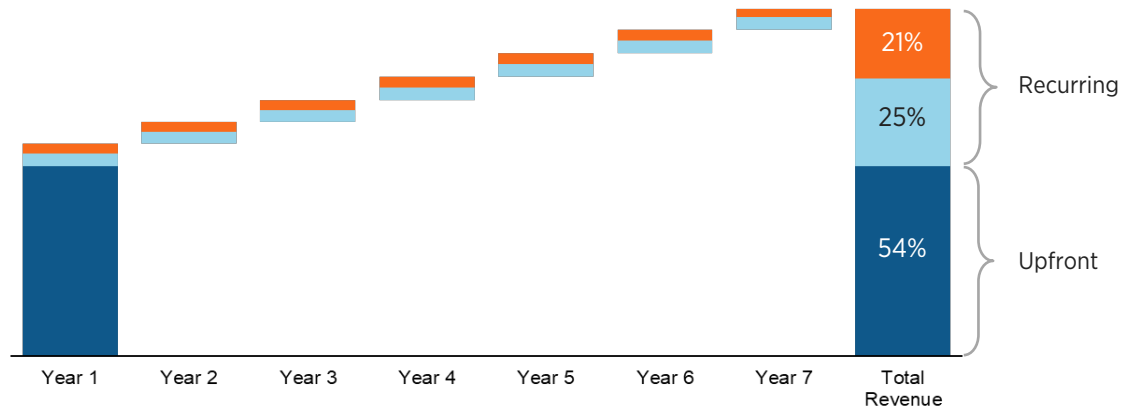
Source: Management Data. Cumulative spend expansion rates calculated by dividing cumulative billings (FY2017 – FY2023) by FY2017 billings.

* Top 25 customers based on cumulative spending from Q1 FY2017 to Q4 FY2023.

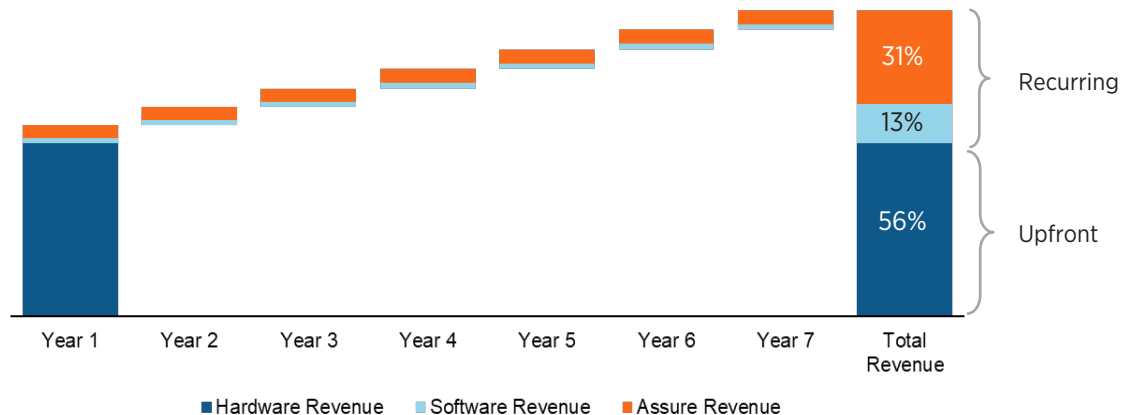
Illustrative Unit Economics



CP6000 dual-port station with Software and Assure

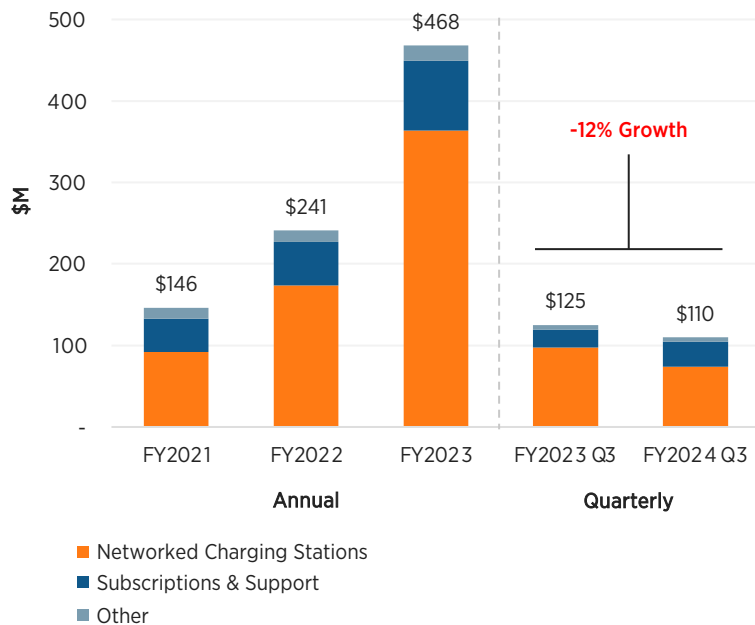


Express Plus configuration with Software and Assure

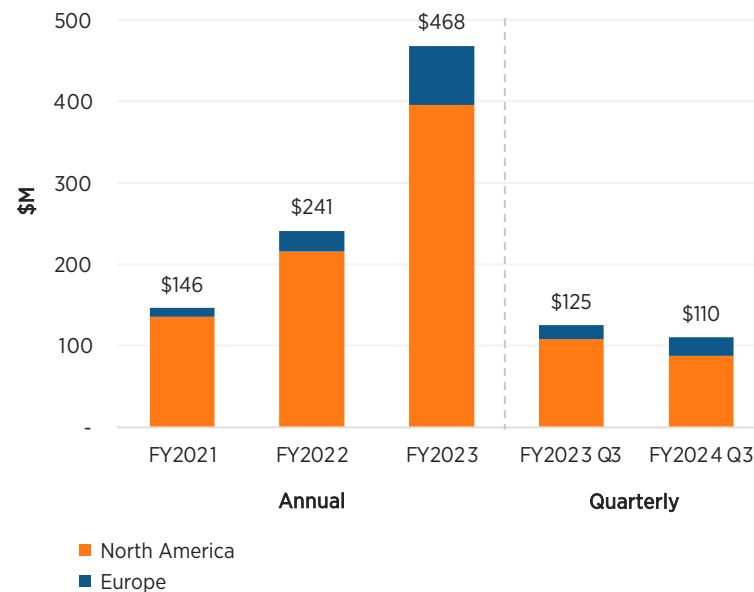


Revenue Diversity

By Type

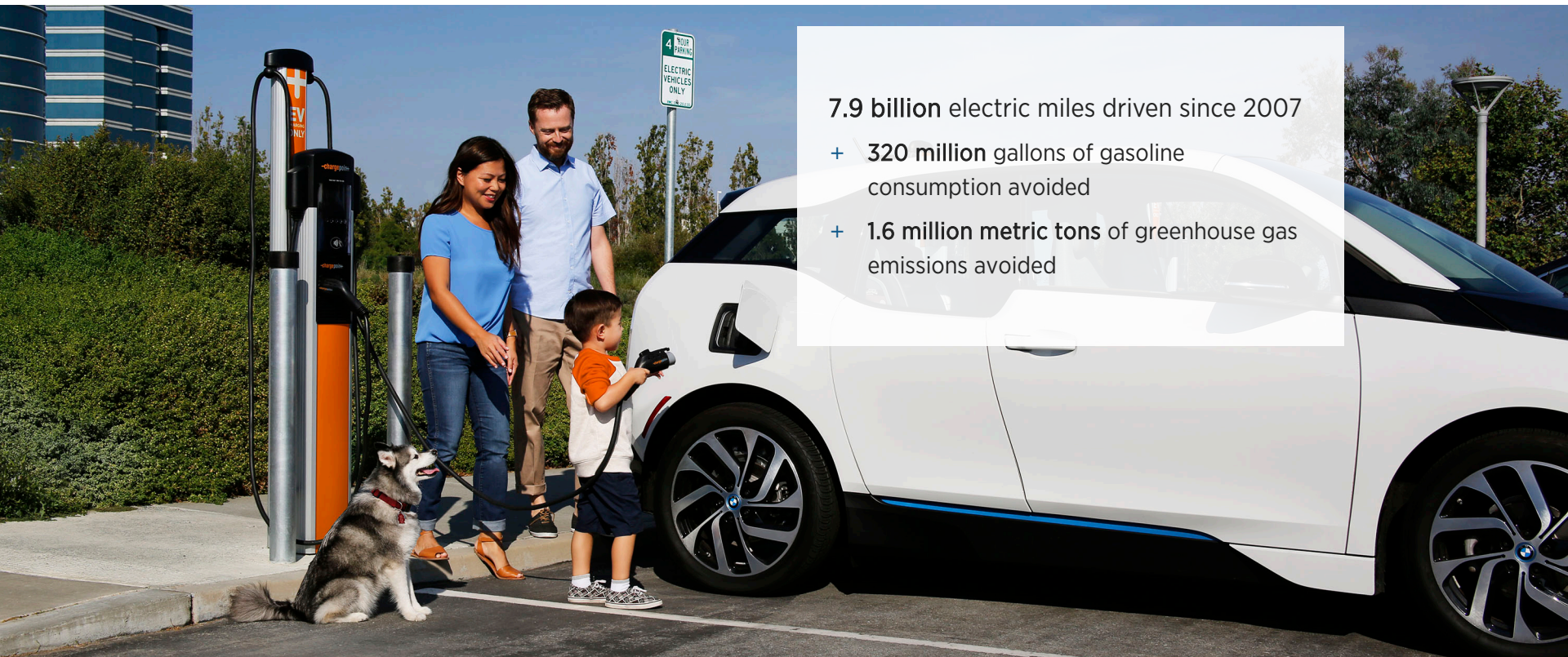


By Geography



Note: Unaudited. Fiscal year ending on January 31.

ChargePoint for Good



7.9 billion electric miles driven since 2007

- + 320 million gallons of gasoline consumption avoided
- + 1.6 million metric tons of greenhouse gas emissions avoided



✓ Asset-light model with continued growth ahead

✓ Complete solution, with deep ecosystem integrations

✓ Established distribution and operations partners

✓ Mature operations across continents and verticals

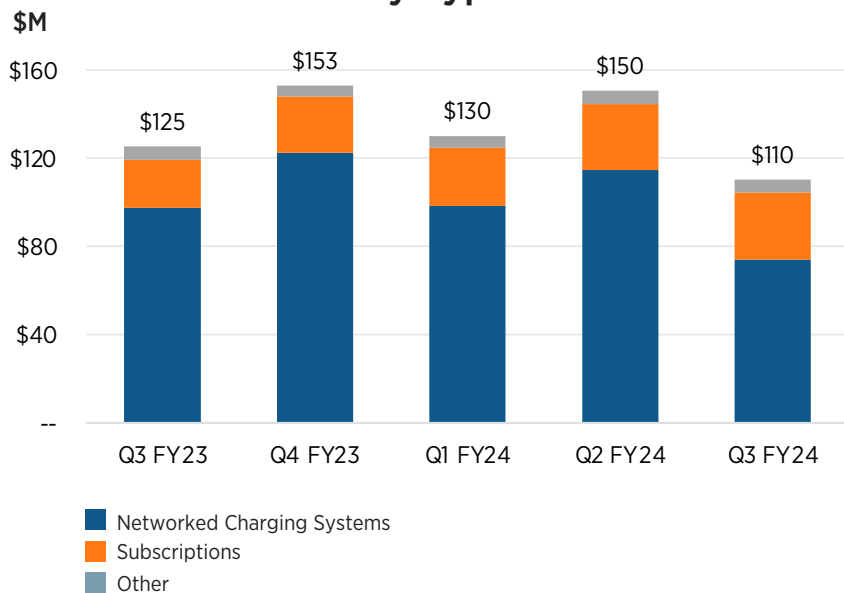




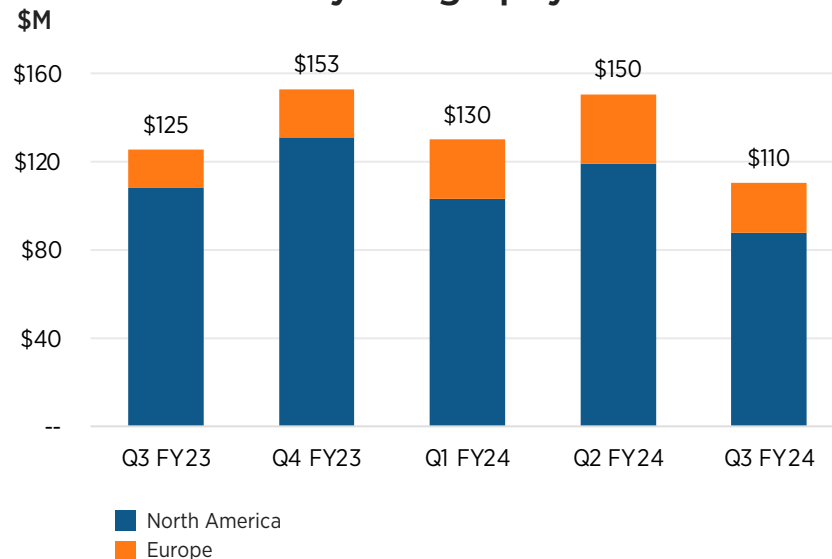
Appendix

Revenue Diversity

By Type

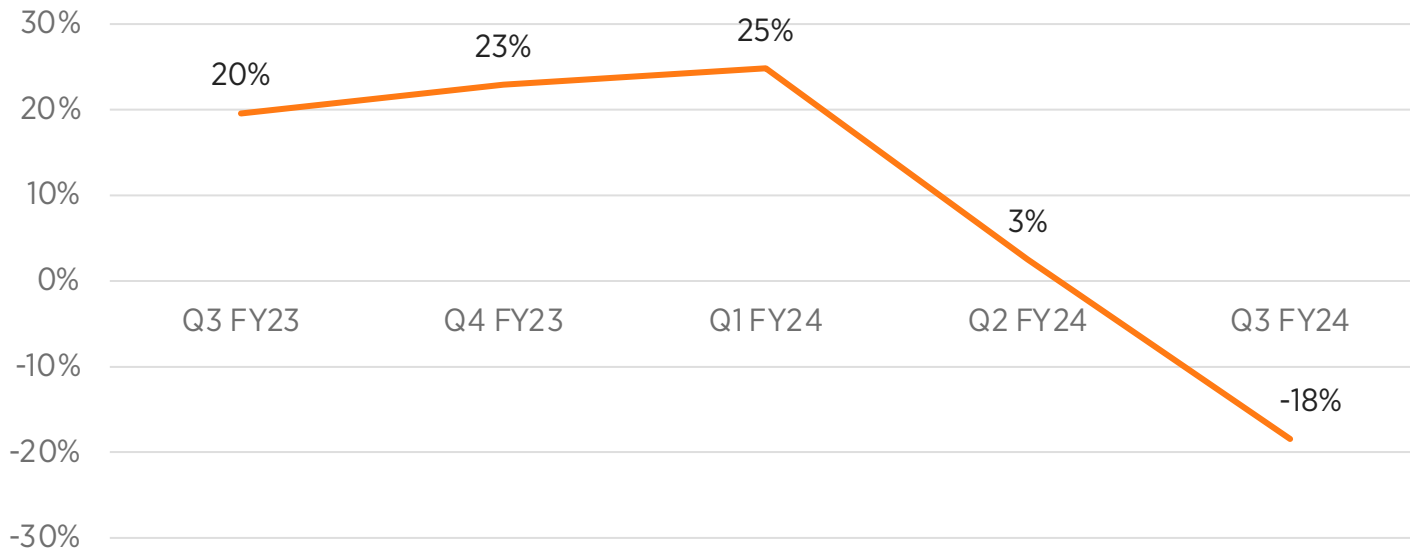


By Geography



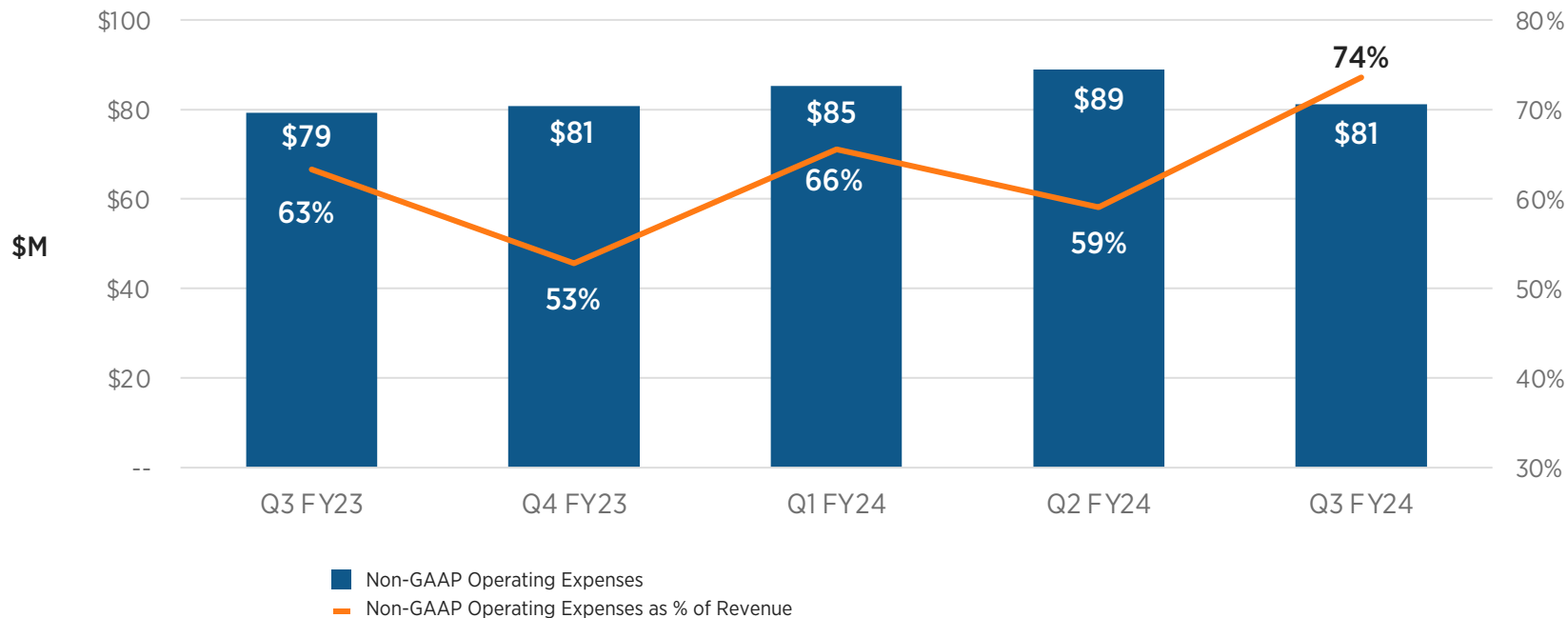
Note: Unaudited. Fiscal year ending on January 31.

Non-GAAP Gross Margin



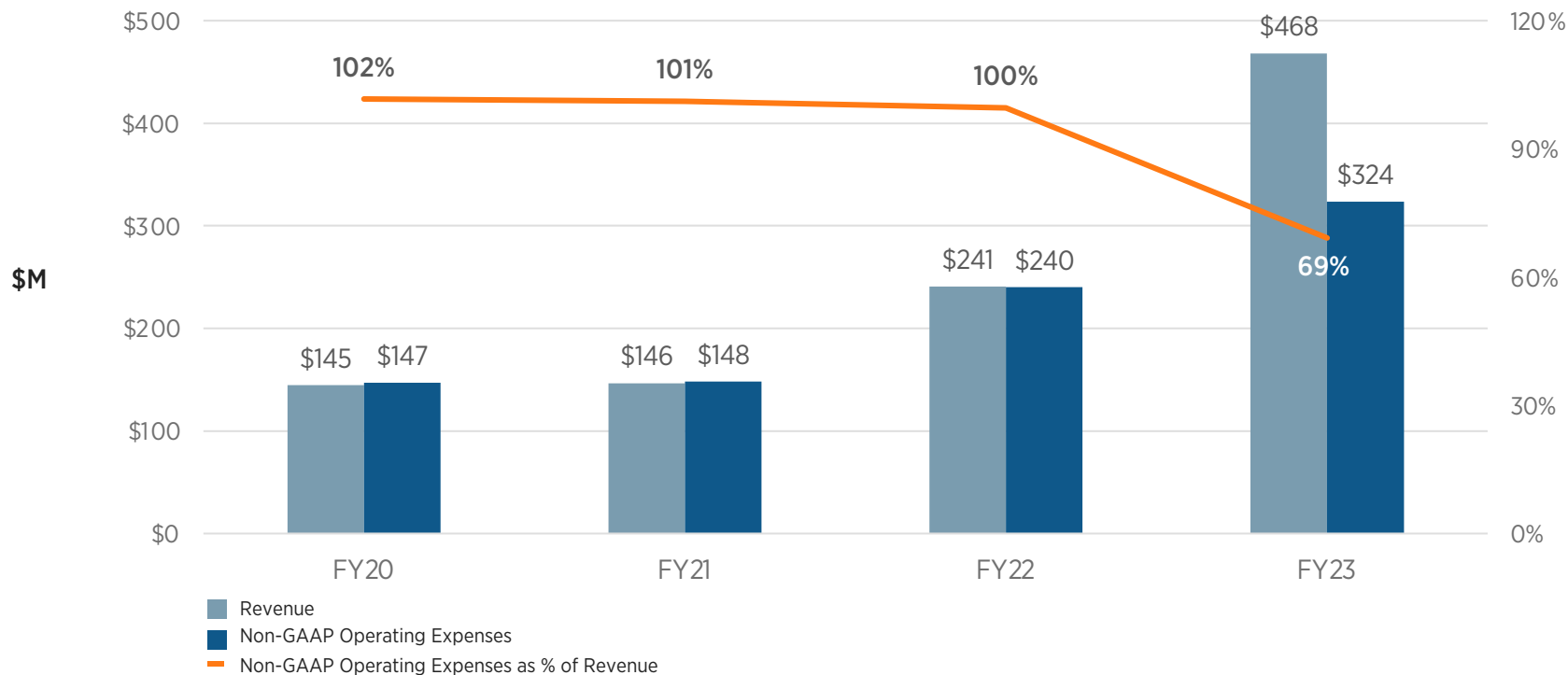
Note: Unaudited. Fiscal year ending on January 31.

Non-GAAP Operating Expenses



Note: Unaudited. Fiscal year ending on January 31.

Historical Improvement of Operating Leverage



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,	
	2023	2022	2023	2022
Revenue				
Networked charging systems	\$ 73,893	\$ 97,592	\$ 286,788	\$ 241,291
Subscriptions	30,559	21,670	86,935	59,561
Other	5,831	6,079	17,084	14,415
Total revenue	110,283	125,341	390,807	315,267
Cost of revenue				
Networked charging systems	109,452	85,821	317,335	216,439
Subscriptions	19,999	13,400	53,495	37,305
Other	4,778	3,439	12,263	8,581
Total cost of revenue	134,229	102,660	383,093	262,325
Gross profit (loss)	(23,946)	22,681	7,714	52,942
Operating expenses				
Research and development	56,524	48,132	165,563	148,237
Sales and marketing	39,834	35,382	116,545	101,842
General and administrative	33,463	22,445	82,627	66,339
Total operating expenses	129,821	105,959	364,735	316,418
Loss from operations	(153,767)	(83,278)	(357,021)	(263,476)
Interest income	1,868	1,905	6,168	3,471
Interest expense	(3,820)	(2,606)	(9,673)	(6,467)
Change in fair value of assumed common stock warrant liabilities	—	—	—	(24)
Other expense, net	(2,815)	(943)	(2,173)	(2,646)
Net loss before income taxes	(158,534)	(84,922)	(362,699)	(269,142)
Provision for (benefit from) income taxes	(315)	(442)	162	(2,696)
Net loss	\$ (158,219)	\$ (84,480)	\$ (362,861)	\$ (266,446)

GAAP Balance Sheet

(\$ in thousands; unaudited; preliminary)

	October 31, 2023	January 31, 2023
Assets		
Current assets:		
Cash and cash equivalents	\$ 367,012	\$ 264,162
Restricted cash	30,400	30,400
Short-term investments	—	104,966
Accounts receivable, net	151,804	164,892
Inventories	199,120	68,730
Prepaid expenses and other current assets	76,111	71,020
Total current assets	824,447	704,170
Property and equipment, net	42,198	40,046
Intangible assets, net	82,636	92,673
Operating lease right-of-use assets	18,057	22,242
Goodwill	211,581	213,716
Other assets	8,742	7,110
Total assets	\$ 1,187,661	\$ 1,079,957
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 101,697	\$ 62,076
Accrued and other current liabilities	152,466	133,483
Deferred revenue	98,484	88,777
Total current liabilities	352,647	284,336
Deferred revenue, noncurrent	128,811	109,833
Debt, noncurrent	282,719	294,936
Operating lease liabilities	18,517	21,841
Deferred tax liabilities	10,811	12,987
Other long-term liabilities	1,594	1,032
Total liabilities	795,099	724,965
Stockholders' equity:		
Common stock	42	35
Additional paid-in capital	1,931,450	1,528,104
Accumulated other comprehensive loss	(19,305)	(16,384)
Accumulated deficit	(1,519,625)	(1,156,763)
Total stockholders' equity	392,562	354,992
Total liabilities and stockholders' equity	\$ 1,187,661	\$ 1,079,957

GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Nine Months Ended October 31,	
	2023	2022
Cash flows from operating activities		
Net loss	\$ (362,861)	\$ (266,446)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	21,160	18,562
Non-cash operating lease cost	3,257	3,539
Stock-based compensation	91,946	67,644
Amortization of deferred contract acquisition costs	2,112	1,729
Inventory impairment	70,000	—
Other	7,486	11,514
Changes in operating assets and liabilities, net of effect of acquisitions:		
Accounts receivable, net	8,693	(50,402)
Inventories	(183,569)	(30,057)
Prepaid expenses and other assets	(6,135)	(24,730)
Accounts payable, operating lease liabilities, and accrued and other liabilities	31,738	23,586
Deferred revenue	28,685	28,410
Net cash used in operating activities	(287,488)	(216,651)
Cash flows from investing activities		
Purchases of property and equipment	(14,671)	(14,142)
Purchases of short term investments	—	(284,835)
Maturities of investments	105,000	75,000
Cash paid for acquisitions, net of cash acquired	—	(2,756)
Net cash provided by (used in) investing activities	90,329	(226,733)
Cash flows from financing activities		
Proceeds from the exercise of warrants	—	6,354
Proceeds from issuance of debt, net of discount and issuance costs	—	293,972
Debt issuance costs related to the revolving credit facility	(2,853)	—
Proceeds from the issuance of common stock under employee equity plans, net of tax withholding	10,957	10,760
Proceeds from issuance of common stock in connection with ATM offerings	287,198	—
Change in driver funds and amounts due to customers	8,935	6,911
Settlement of contingent earnout liability	(3,537)	—
Net cash provided by financing activities	300,700	317,997
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(691)	(1,575)
Net increase (decrease) in cash, cash equivalents, and restricted cash	102,850	(126,962)
Cash, cash equivalents, and restricted cash at beginning of period	294,562	315,635
Cash, cash equivalents, and restricted cash at end of period	\$ 397,412	\$ 188,673

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended October 31, 2023		Three Months Ended October 31, 2022		Nine Months Ended October 31, 2023		Nine Months Ended October 31, 2022						
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:													
GAAP net loss	\$	(158,219)		\$	(84,480)		\$	(362,861)		\$	(266,446)		
Stock-based compensation expense		32,883			25,698			91,946			67,644		
Amortization of intangible assets		3,008			2,837			9,085			8,653		
Restructuring costs (1)		15,601			—			15,601			—		
Acquisition-related costs (2)		—			(9)			—			1,002		
Other adjustments (3)		788			—			893			1,487		
Non-GAAP net loss (as a percentage of revenue)	\$	(105,939)	-96%		\$	(55,954)	-45%	\$	(245,336)	-63%	\$	(187,660)	-60%
Provision for (benefit from) income taxes		(315)			(442)			162			(2,696)		
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$	(106,254)	-96%		\$	(56,396)	-45%	\$	(245,174)	-63%	\$	(190,356)	-60%
Depreciation		4,135			3,249			12,076			9,909		
Interest income		(1,868)			(1,905)			(6,168)			(3,471)		
Interest expense		3,820			2,606			9,673			6,467		
Other expense, net		2,815			943			2,173			2,646		
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$	(97,352)	-88%		\$	(51,503)	-41%	\$	(227,420)	-58%	\$	(174,805)	-55%

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

(2) Consists of professional services fees related to acquisitions

(3) Consists of professional services fees related to registration filings and modification of convertible debt, non-cash charges related to tax liabilities, and the change in fair value of assumed common stock warrant liabilities

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended October 31, 2023		Three Months Ended July 31, 2023		Three Months Ended April 30, 2023		Three Months Ended January 31, 2023		Three Months Ended October 31, 2022						
Reconciliation of GAAP gross profit (margin) to non-GAAP gross profit (margin):															
GAAP gross profit (loss)	\$	(23,946)		\$	1,125		\$	30,535		\$	22,681				
Stock-based compensation expense		1,847			1,938			996		1,080	1,145				
Restructuring costs (1)		996			-			-		257	-				
Amortization of intangible assets		759			766			766		756	723				
Non-GAAP gross profit (margin)	\$	<u>(20,344)</u>	-18%	\$	<u>3,829</u>	3%	\$	<u>32,297</u>	25%	\$	<u>35,085</u>	23%	\$	<u>24,549</u>	20%
Reconciliation of GAAP total operating expenses to non-GAAP total operating expenses:															
GAAP total operating expenses	\$	129,821		\$	124,457		\$	110,457		\$	111,298		\$	105,959	
Stock-based compensation expense		31,036			33,161			22,969			24,626			24,553	
Restructuring costs (1)		14,605			-			(2)			1,915			-	
Acquisition-related costs (2)		-			-			-			1,295			(9)	
Amortization of intangible assets		2,249			2,273			2,272			2,236			2,114	
Other adjustments (3)		788			105			-			500			-	
Non-GAAP total operating expenses (as a percentage of revenue)	\$	81,143	74%	\$	88,918	59%	\$	85,218	66%	\$	80,726	53%	\$	79,301	63%

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

(2) Consists of professional services fees related to acquisitions

(3) Consists of professional services fees related to registration filings and modification of convertible debt, non-cash charges related to tax liabilities, and the change in fair value of assumed common stock warrant liabilities