



# Building Infrastructures to **Move & Connect People**

We are a public company that shares our success with all stakeholders

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# Electrifying the Future

## OUR MISSION

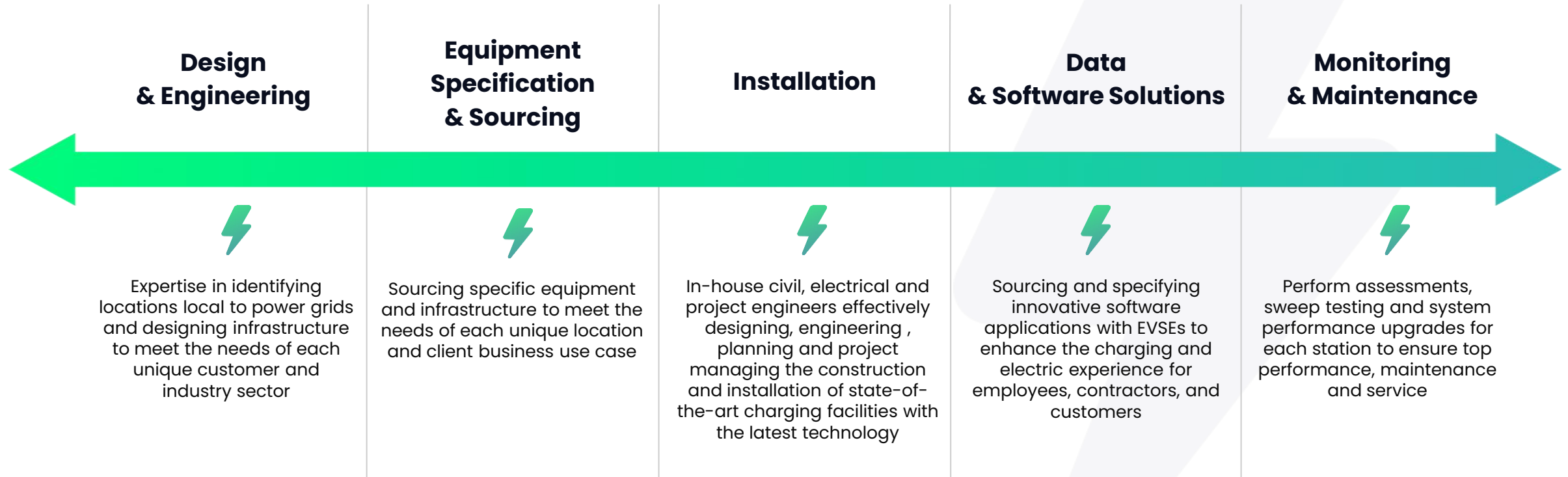
To educate and be the trusted resource for seamless end-to-end solutions for **wireless data transmission** and **EV charging infrastructure**.

## KEYS TO SUCCESS

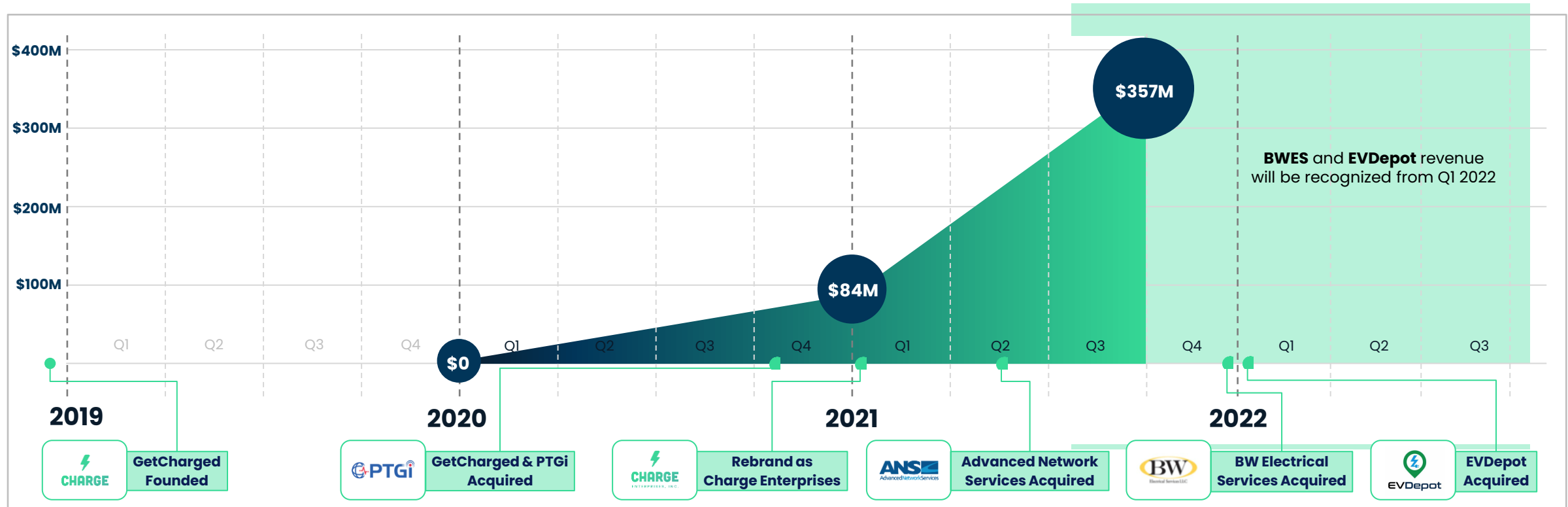
**Market Timing, Team and Business Model.**

# Company Vision – Connecting the Entire Value Chain

## to Become the Most Trusted EV Infrastructure Provider in the World



# Revenue Continues to Accelerate



## CHARGE is on a steep revenue trajectory:

- FY 2019 – \$0
- FY 2020 – \$84 million
- Q3 2021 – **For the 9 months ending Q3 2021: \$357 million**

# Our Vision – Leveraging Subsidiaries to build Compounded Value for Infrastructure Divisions

Integrate high-quality infrastructure assets with recurring revenue streams to strengthen our position in the value chain delivering 21<sup>st</sup> Century Infrastructure



## Consolidating Established and Complementary Businesses to...

## ...Capture Next-Gen Opportunities

### Portfolio Companies



#### Communication

- Provides domestic and international voice termination services
- Asset light and variable cost driven business model
- Provides Charge a public company platform with comprehensive back-office functions



#### Telecom Infrastructure

- Project management from design and sourcing to install and maintenance to remote monitoring software for cell towers, small cells, and in-building applications
- Long standing client relationships with nation's leading carriers, and growing presence in public domain
- Attractive end markets growing faster than GDP



#### Electrical Infrastructure

- Full-service electrical contractors with 100+ years of experience and relationships
- Attractive end markets with recurring revenue and backlog of \$83M+
- Diversified revenue sources among utility companies, industrials, commercial markets and government agencies



#### Fleet and Commercial Infrastructure

- Nationwide real estate for EV Depot locations
- Provide dedicated real estate for commercial and fleet
- Offering parking, maintenance and EV charging solutions for last mile delivery vehicles



Install EV Charging Stations



Rollout 5G Small Cell



Deploy Clean Power Generation & Storage



Connect Smart Cities / IoT

# Scaling Infrastructure Offering to Ecommerce, Commercial and Fleet Delivery Service Providers



**Largest Fleet Operators  
as Anchor Tenants**

## Monthly Recurring Revenue

### Problems Facing Fleets Today

- Last mile delivery facilities in dense, urban areas is space constrained
- Many facilities were not properly designed for large delivery fleets, necessary in today's online shopping construct
- Parking shortages in major metros are an industry wide issue



### Business Model

- Lease scarce, industrial real estate from third parties and license back to large fleet operators
- Expand footprint and product offering to include fleet electrification to build business
- Offer ancillary fleet products and evolve relationships



Site selection based on Fleet Delivery Center needs



Design and engineering of charging station infra



Installation with electrical and transformer updates



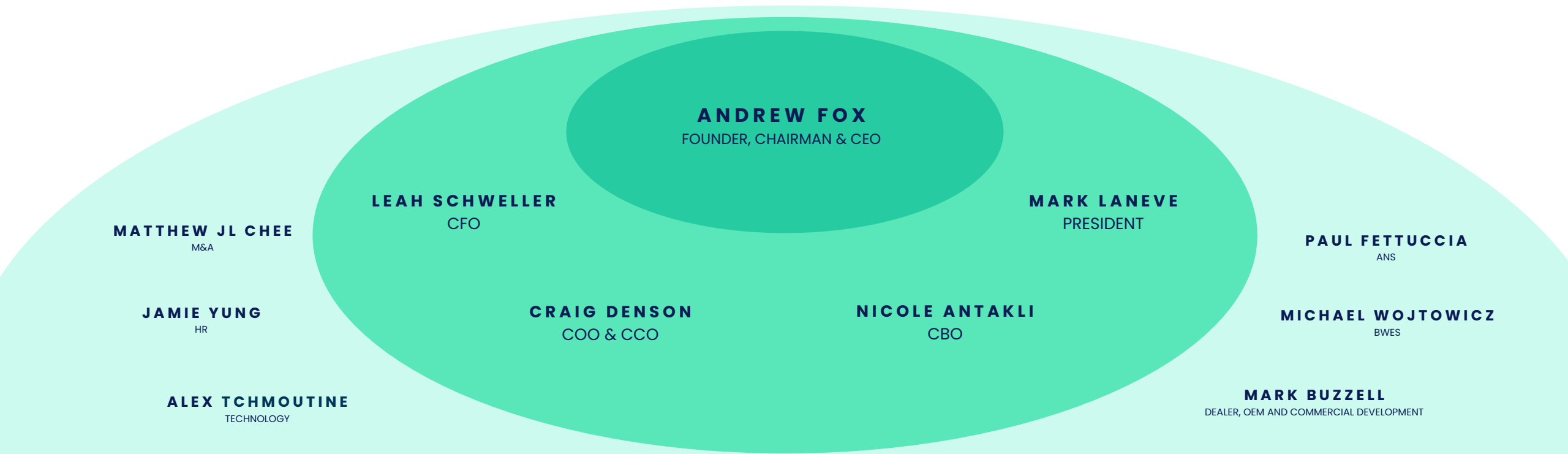
Opportunity to develop custom EVDepot models



Ongoing site maintenance and monitoring



# Experienced Team



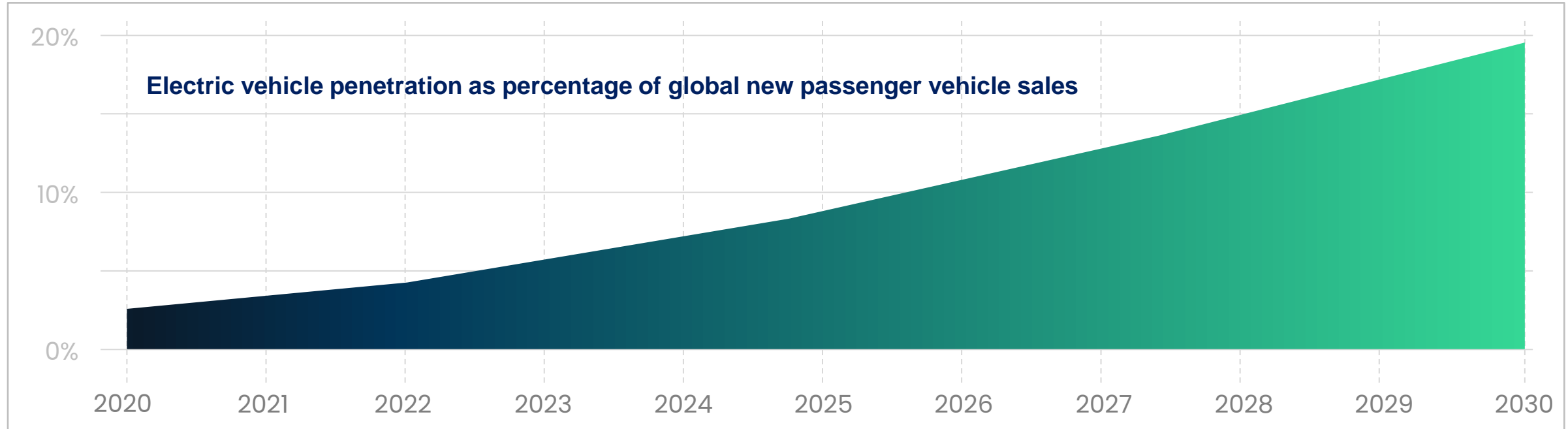
COLLECTIVE EXPERIENCE



TICKER: CRGE

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# EV Growth will Drive Demand for Charging Infrastructure



The number of EVs on U.S. roads is **projected to reach 18.7 million in 2030** (**7% of all cars and light vehicles**)<sup>1</sup>

About **9.6 million charge ports** expected to be required to support 18.7 million EVs in 2030.<sup>1</sup> As at September 2021 there are 43,000 in the U.S. At the start of **2021, the U.S. had only 100,000 charging outlets for electric vehicles.**<sup>2</sup>



By 2030 sales of EVs anticipated to **exceed 3.5 million vehicles annually**, up from 1.7 million at the end of 2020 (**more than 20% of annual vehicle sales**).<sup>3</sup>

**SOURCES:**

<sup>1</sup> [EEI.org | EEI Celebrates 1 Million Electric Vehicles on U.S. Roads](https://www.eei.org/press-releases/1-million-electric-vehicles-on-u-s-roads)

<sup>2</sup> [Statista.com | Number of Electric Vehicle-Charging Stations Outlets United States](https://www.statista.com/statistics/1104442/electric-vehicle-charging-stations-outlets-united-states/)

**SOURCES:**

**Pitchfork Emerging Tech Research**

<sup>3</sup> [EEI.org | EEI Celebrates 1 Million Electric Vehicles on U.S. Roads](https://www.eei.org/press-releases/1-million-electric-vehicles-on-u-s-roads)

# 5G Growth Opportunity

The demands from **US consumers for data and wireless services** continue to grow.

The major wireless carriers (T-Mobile, Verizon, Dish Network) in this country projected to **spend in excess of \$37 billion dollars in 2022**, increase of 6% from 2021.

**SOURCES:**

[US wireless carrier capex projected to grow 11% in 2021 to \\$35B | Light Reading](#)



# 5G Growth Opportunity

Proposed **\$65 billion dollar investment** by the federal government for network expansion over the next several years.

These are the factors paving the road for job growth and **rapid expansion of 5G technology** in the communications industry.

**SOURCES:**

<sup>1</sup>  
<https://www.whitehouse.gov/briefing-room/statements-releases/2021/06/24/fact-sheet-president-biden-announces-support-for-the-bipartisan-infrastructure-framework/>





# EV & 5G Infrastructure Tailwinds

The Bipartisan Infrastructure Framework Bill:


$$\begin{array}{ccccc} \$72.5\text{B} & + & \begin{array}{c} \text{Private Capital} \\ + \\ \text{State by State Investment} \\ + \\ \text{Utility Investment} \end{array} & = & \$224\text{B}+ \\ \text{Public earmarked for EV} & & & & \text{Combined projected for total} \\ \text{charging, billions more in} & & & & \text{addressable markets (TAM)} \\ \text{the private sector} & & & & \text{(EV charging and 5G} \\ & & & & \text{Infrastructure) by 2028} \end{array}$$

**SOURCES:**

<https://www.whitehouse.gov/briefing-room/statements-releases/2021/06/24/fact-sheet-president-biden-announces-support-for-the-bipartisan-infrastructure-framework/>

# The Future 5G Intelligent Networks

We provide end-to-end solutions and expert project management:

- Design & Engineering
- Installation
- Maintenance
- Project management
- DAS, small cell and WIFI solutions
- System monitoring

We work within the telecommunications, wireless industries for **government, public and private enterprise.**



# The Future is Simply Electric

We make it simple to convert to electrified technology for everyone, we are **equipment agnostic**.

We focus currently on commercial industry sectors which include **automotive dealership groups, fleet depots and retail operations**.

## Addressable markets:

- Grocery stores
- Health clubs
- Multi unit housing
- Office complexes
- Hotel chains
- Gas stations



# Investment **Highlights**

- ⚡ **Sustainable business** strategy in an accelerated growth sector.
- ⚡ Seasoned **leadership team** with expertise in each domain.
- ⚡ M&A business acquisitions with interlocking capabilities to **build value**.
- ⚡ **Sales** relationships in 19 countries offering a global geographic footprint.
- ⚡ For the 9 months ending Q3 **\$357 million** in revenue.





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# Addendum – Potential

Charge is positioned in the **rational part of the value chain**, with a mature 5G telco business capable of funding future investment in the EV space.

**Industry tailwinds** in the form of government regulation and subsidies, auto OEM EV manufacturing goals and **consumer sentiment** towards environmental concerns are driving these valuations.

The industry is in the beginning of a **30-year investment cycle** on EV Charging stations and a **10-year investment cycle** in 5G upgrades.

# EV Charging Infrastructure will be a Growth Opportunity



About **9.6 million charge ports** expected to be required to support 18.7 million EVs in 2030.<sup>1</sup>

At the start of **2021, the U.S. had only 100,000 charging outlets for electric vehicles.**<sup>2</sup>

**SOURCES:**

<sup>1</sup> <https://www.eei.org/resourcesandmedia/newsroom/Pages/Press%20Releases/EEI%20Celebrates%201%20Million%20Electric%20Vehicles%20on%20U-S-%20Roads.aspx>

<sup>2</sup> <https://www.statista.com/statistics/416750/number-of-electric-vehicle-charging-stations-outlets-united-states/>



# Addendum – Innovation

**Strategic Alliances** – National Core and Smart Charge America


















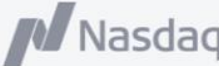
**M&A Strategy** – Build core competencies and trusted resources

**Future Use Cases** – Need uninterrupted electrification and wireless data transmission with built in latency integration to power the future





# Addendum – Press

 <p>When Electric Cars Rule the Road, They'll Need Spots to Power Up</p>	 <p>Charge Enterprises Is Designated GenZ EV's Preferred Infrastructure Provider for Custom EV Charging Ecosystems, Offering a...</p>	 <p>The CEO of a little-known EV charging startup has been on an 18-month acquisition spree. Here's how he picks the deals...</p>	 <p>Making It Simple to Go Electric</p>	 <p>Longtime GM and Ford Executive Mark LaNeve Named President of Charge Enterprises</p>	 <p>Drivers Are Interested in Electric Cars. Dealers Don't Know How to Sell Them</p>
 <p>Drivers need to feel safe when they charge electric vehicles: How to make that happen</p>	 <p>Charge Enterprises Forms Alliance With Smart Charge America</p>	 <p>WATCH VIDEO</p> <p>The Future Of EV Infrastructure – Auto Talk Show AutoNetwork Reports</p>	 <p>Finding an electric vehicle charging station should be a scavenger hunt</p>	 <p>To meet EV demand, charging networks must grow</p>	 <p>Fireside Chat: Meet the Man Who's Forging Our EV Charging Infrastructure</p>
 <p>Former Ford exec. Mark LaNeve on creating EV infrastructure with startup, Charge Enterprises</p>	 <p>Longtime Ford, GM Exec Mark LaNeve Skips Retirement To Lead Charge</p>	 <p>SEASON 3   EPISODE 13: "The Infrastructure of the Future"    Mark LaNeve, President, Charge Enterprises</p>	 <p>Fireside Chat: Meet the Man Who's Forging Our EV Charging Infrastructure</p>	 <p>Meet The Disruptors: Andrew Fox of Charge Enterprises On The Three Things You Need To Shake Up Your Industry</p>	 <p>Nasdaq Trade Talks joins Charge CEO Andrew Fox</p>