

# Enabling Next Generation Infrastructure

MANAGEMENT PRESENTATION

NOVEMBER 2022

NASDAQ: CRGE

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- Charge’s ability to execute and integrate future acquisitions, strategic investments, and business opportunities;
- Charge’s Telecommunications operating segment’s relative strength to compete with larger competitors and suppliers, ability to operate a cost-effective network, and address complex and changing regulations;
- Charge’s Infrastructure operating segment’s market acceptance of existing products and services and innovation of new products and services, and consumer acceptance of electric vehicles and charging platforms;
- ability of Charge to manage cash flow and liquidity, including servicing indebtedness, generating sufficient cash flow from operations, obtaining additional funding on market terms to continue current level of operations and growth, and forecasting cash needs;
- managing compliance and regulation applicable to Charge, including developing and maintaining an effective system of internal controls and ability to comply with current and future regulations;
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# Charge: At a Glance

- ⚡ **Building** expertise, a skilled workforce, and innovative practices to enable next-generation critical infrastructure
- ⚡ **Operating** investment light, cash-generating platforms, unlocking immense capabilities
- ⚡ **Integrating** and **leveraging** transferrable processes and capital, responding to unprecedented needs
- ⚡ **Serving** tenured, blue-chip customers, nation-wide, generating recurring and diversified streams of revenue
- ⚡ **Seasoned leadership** and a highly coveted union and non-union labor base



# Creating Infrastructure that Moves and Connects Us

Advancing the Nation's EV Charging and Broadband Infrastructure



## TRANSFORMING TRANSPORTATION THROUGH ELECTRIFICATION

Massive Growth Potential based on  
Once-in-a-Century Industrial transformation



"Building the EV  
Charging Infrastructure  
of Tomorrow Today"



"Real Estate & EV  
Charging Experts for the  
Last-Mile Fleets"



"End-to-End Electrical  
Project Services"



## WIRELESS BROADBAND & TELECOMMUNICATIONS

Organic Growth and Solid W-I-P Backlog  
Benefiting from Public Support for Infrastructure Upgrading



"Building Reliable  
Connections"



"Connecting People One  
Conversation at a Time"

# Leveraging Transferable Expertise & Synergistic Platforms

The process and personnel overlap of **EV charger and 5G wireless installation** amplifies our resource capabilities

## PROJECT MANAGEMENT

- ✓ **Geographic dispersion** of nationwide install sites and knowledge of various localities
- ✓ **Project cycles** with a 6- to 9-month duration and cost structure for typical installs
- ✓ **Coordination** with procurement and logistic teams
- ✓ **Back-end management systems** payroll, accounting, insurance



## PROCESS

- ✓ **Site acquisition, zoning and permitting** process with municipalities and utilities
- ✓ **Electrical load studies, panel upgrades and metering**
- ✓ **Installation work** for site-prep, electrical connections and equipment placement
- ✓ **Back-up and Power storage** requirements for data centers and critical infrastructure
  - *Wireless jobs have additional considerations for network planning and capacity*



## PEOPLE

- ✓ **Oversight:** program, project and construction managers
- ✓ **Skilled Personnel:** professional engineers, electricians, field technicians, civil sub-contractors
- ✓ **Cloud monitoring** for identical attributes: power and network
  - *Wireless jobs require additional tower and wireless technicians, which are more specialized in nature than charging stations*



## “DIG ONCE”

Officials are currently shaping policies that pair utility upgrades for EV chargers and broadband, to achieve greater capital efficiency.

# Key Capabilities Unlocking Next-Gen Infrastructure

Strategically servicing verticals with significant process and personnel overlap

## PLATFORM INFRASTRUCTURE

## NEXT-GEN INFRASTRUCTURE



### ELECTRICAL

#### FUTURE PROOFING EXPERTS

Full service electrical service provider with multi-decade experience and relationships

AC Electrical installation for new and existing construction, specializing in large scale public projects

Growing skilled workforce with flexible access to union labor pools



### BROADBAND & WIRELESS

#### NEXT GENERATION 5G

Complete Project management from design and sourcing to install and maintenance

Broadband Network and Tower services, including small cell, DAS and DC Power Systems for Critical Infrastructure and Data centers



### EV CHARGING

#### CHARGING SITE SOLUTIONS

Provides education, planning, design, installation, maintenance, load management and monitoring for EV Charging

Targeting OEM brands, dealership groups and fleet operators



### DIGITAL TOOLS & SERVICES

#### PROVISIONING, MONITORING & ENERGY MANAGEMENT

Cloud Monitoring with real-time alerts and automated ticketing for install projects

Proactive Maintenance utilizing automated, utilizing predictive AI

1x1 customer education and deep analysis on site-use and capacity

Capital management through rebates, grants, financing and insurance

SIGNIFICANT PROCESS OVERLAP

TRANSFERRABLE SKILLED TEAMS

# Charge Management Team



**Andrew Fox**  
Founder, CEO & Chairman

Renowned serial entrepreneur and angel investor. Aims to innovate and disrupt industries where he sees opportunity; successfully applied strategy to media, transportation and real estate industries.



**Mark LaNeve**  
President

Sales and Marketing innovator. Led Sales and Marketing at Ford Motor Company, General Motors, and Allstate Insurance.



**Craig Denson**  
Chief Operations Officer &  
Chief Compliance Officer

Formerly Group CEO for a telecommunications firm and an acquisition enterprise. Experiences in consumer goods, software development, and Internet, network, and cloud-based systems companies.



**Nicole Antakli**  
Chief Business Officer

Extensive operational leadership experience in purchasing, logistics coordination, financing, and strategic joint ventures. Former President and COO of Intraco Corporation, a global export management firm.



**Leah Schweller**  
Chief Financial Officer

Extensive experience in financial services and M&A from some of the largest financial institutions. Previously was VP of Finance at American Express.



**Jim Biehl**  
Chief Legal Officer

Has represented public and private companies offering extensive experience with federal and state securities laws, public debt and equity financings, mergers and acquisitions, corporate venture transactions, joint ventures and strategic alliances, emerging company formation and management, and corporate governance matters.

## Division Leaders



**Nicole Antakli**  
Charge Infrastructure



**Brendan Durkin**  
EV Depot



**Paul Fettuccia**  
ANS – Advanced  
Network Services



**Michael Wojtowicz**  
BW electrical Services



**Craig Denson**  
PTGi

# In Just Over 3 Years...

Charge has grown a highly coveted workforce and infrastructure capabilities nationwide

## ASSEMBLED QUALITY TALENT

# 3 to 375

Seasoned leaders, skilled project managers, engineers, and technicians, from the world's most recognized companies:



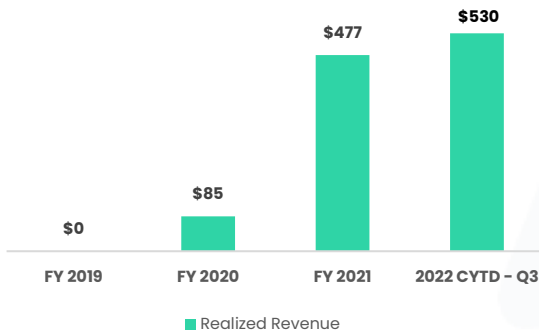
## SET RECORD REVENUES

# \$0 to \$530M

(2022 CYTD – Q3)

On pace to deliver another year of record revenue

## REPORTED REVENUE IN \$ MILLIONS



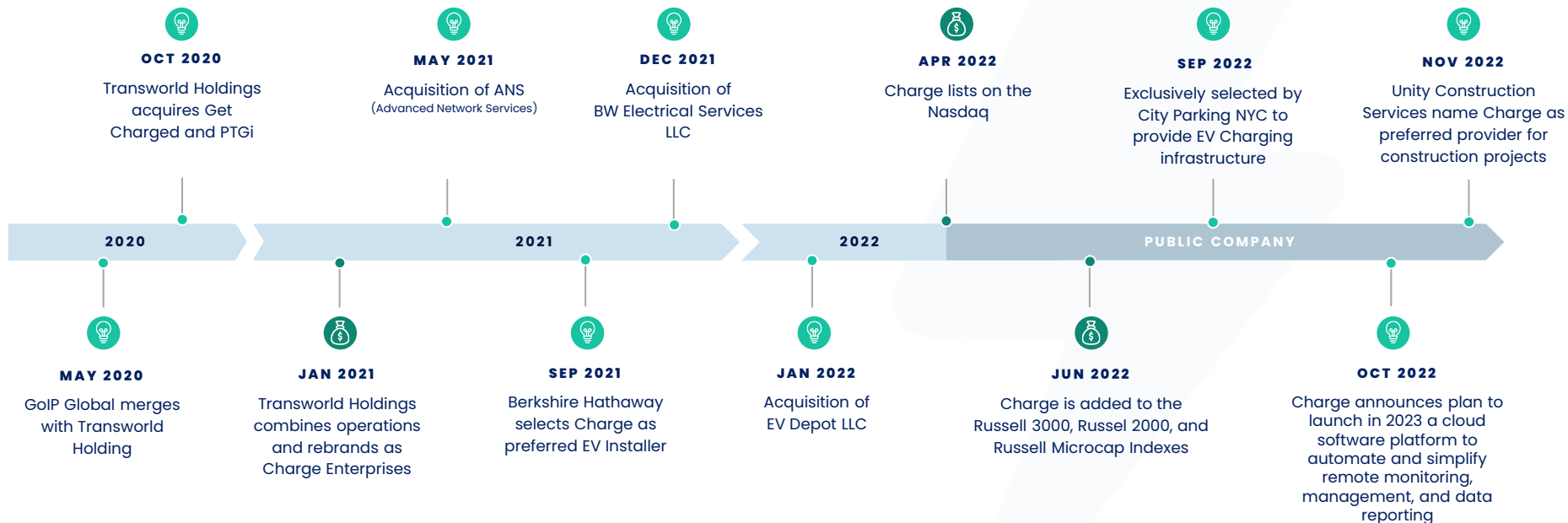
## DELIVERED FOR SHAREHOLDERS

# Startup to NASDAQ

Joined  
**Nasdaq**: April 12, 2022  
**Russell 1000, 2000, 3000**: June 27, 2022



# Corporate History





MARKET OPPORTUNITY

# Urgent Need for an Infrastructure Upgrade

# Electrification and Communications Infrastructure is at the Beginning of a Heavy, Multi-decade Investment Cycle

The **largest shift in power consumption** will come from **electrifying transportation**, driving **27% CAGR** in demand in the US through 2050 alone

5G requires a **new network topology** that includes a significantly **larger number of distributed cell sites** than in the US today

## EV CHARGING INFRASTRUCTURE INVESTMENT



**\$95B+**

projected by 2030  
with **~40% CAGR**

## 5G INFRASTRUCTURE INVESTMENT



**\$96B+**

projected by 2030  
with **~34% CAGR**



CHARGE PROVIDES END-TO-END SOLUTIONS FOR CUSTOMERS

**The electric revolution is here,  
but the infrastructure is not.**

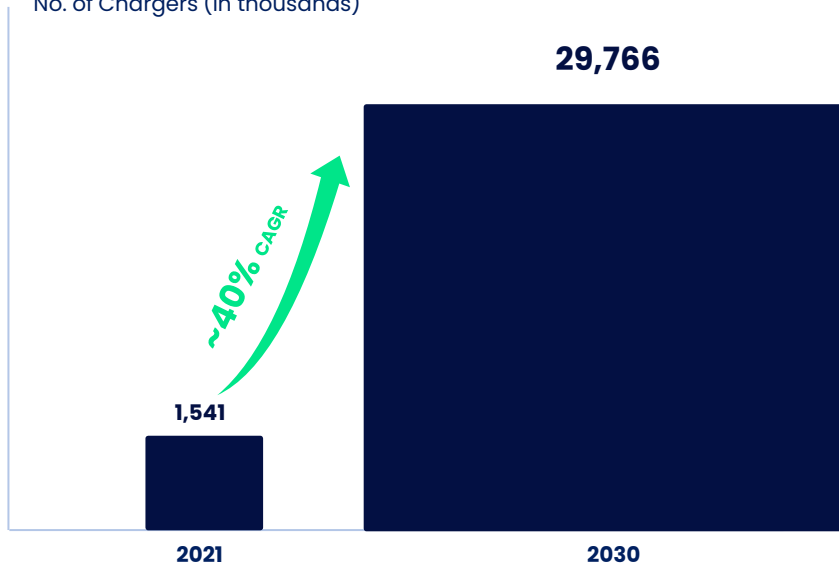
# Imminent and Widespread Need for Installation

With great US EV sales comes great charging responsibility

**\$95B** investment requirement to develop charging infrastructure of by 2030

## CUMULATIVE CHARGER DEMAND IN 2030

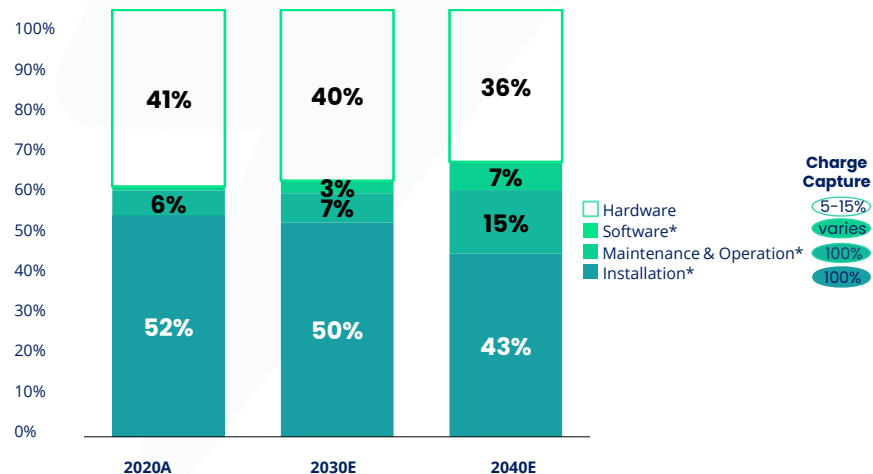
No. of Chargers (in thousands)



**60%+** of spend on a charging project is related to installation and maintenance

## SPEND BY CATEGORY

Charge positioned to also capture monitoring software and hardware pass-through sales



# Pain Points of Charging

A RECENT STUDY IN SAN FRANCISCO SHOWS

**27% of stations were non-functional and no single common issue, rather several:**

- unresponsive screens
- payment system failures
- charge initiation failures
- network failures or broken connectors

**97%** uptime is the goal

although the current industry average is **significantly lower than that**

**1 in 4**

public charging stations in the Bay Area were **non-functional** when tested, a new study found

**5%** of stations

**have cables too short** to reach the EVs *i.e., site design failure*

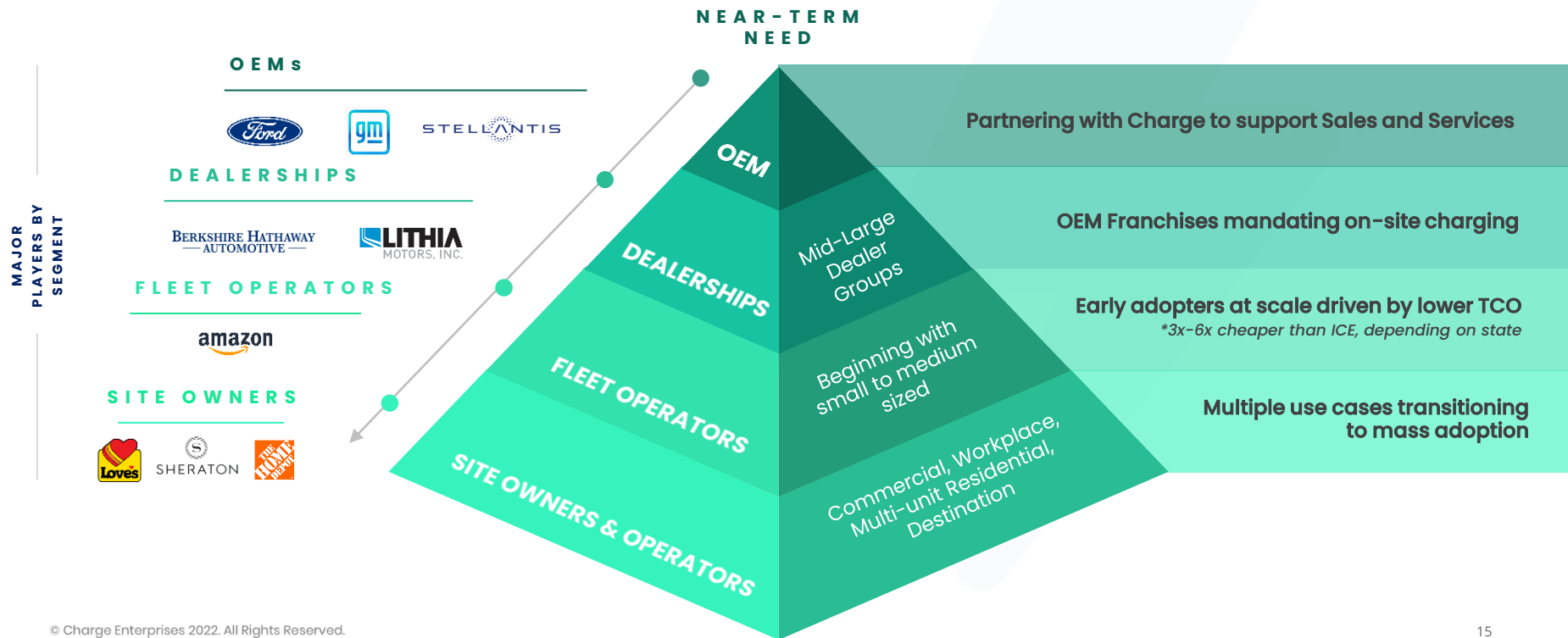
**\$100s** of millions of dollars

are being spent to **improve charger uptime** as a result



# Charging Needs Vary across the Auto Landscape

Charge is targeting Captive Audience focusing on OEMs and Dealerships initially



# Deep Auto Leadership Influencing Decisions in Detroit

## EXECUTIVE LEADERS



**Nicole Antakli**  
Chief Business Officer

Nicole Antakli, served as President and COO of Intraco Corporation, a global export management firm. She was in leadership positions covering purchasing, logistics coordination, financing for manufacturers, and strategic joint ventures.



**Mark Degnan**  
Executive Director

Mark Degnan served in numerous leadership roles during his 40+ year GM career. He provides the integration of charging solutions, based on a deep understanding of dealer sites economics. He recently was Director of Global Dealer Audit.



**Mark LaNeve**  
President

Mark LaNeve brings over 40+ years of experience and relationships built in the top sales positions at General Motors and Ford Motor. In addition to his senior corporate roles and during his time with the two automakers, he lead various auto brands, including Cadillac, Ford, and Volvo.



**Mark Buzzell**  
VP Dealer and Fleet

Mark Buzzell was President and CEO of Ford Motor Company, Canada, and Director of Ford North American Fleet. He served in several business areas, including lead leasing, brand development, product development, franchising and dealer operations.



**Mark Bunnell**  
Executive Director

Mark Bunnell brings 30+ years Sales and Dealer Network experience to Charge. Formerly, he served as Executive Director of Retail Innovation and Urban Mobility and was responsible for North America Sales Operations and dealer relations across the US.



## OUTSIDE DIRECTORS/ADVISORS



**Chantel Lenard**  
Board Member

Chantel Lenard served as US Chief Marketing Officer of Ford Motor Company. Selected as one of the "100 Leading Women in North American Auto Industry" by Automotive News.

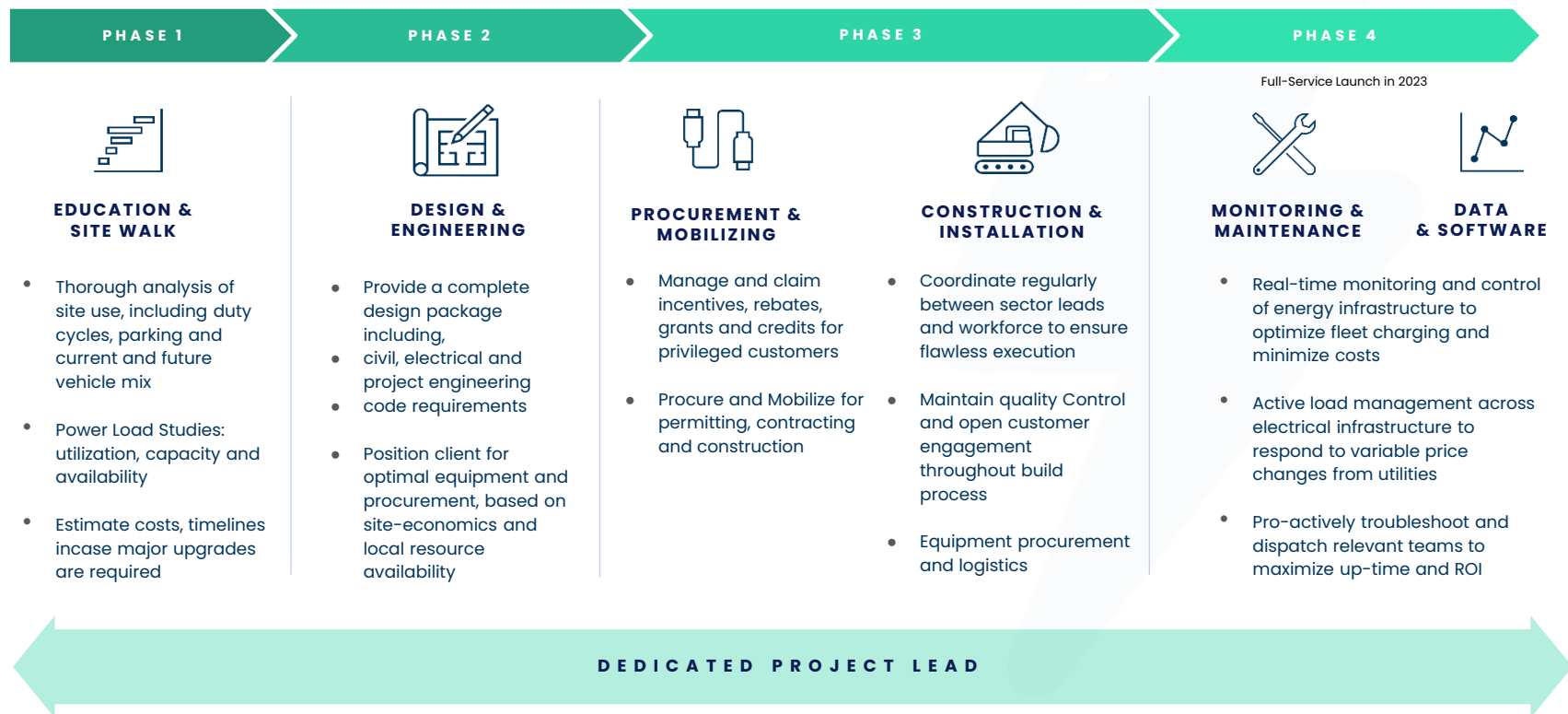


**Mark McNabb**  
Senior Advisor

Mark McNabb brings 30+ years of leadership experience in the charging infrastructure and automotive industry. He currently serves on the Advisory Board of Freewire Technologies and was the former COO of Volkswagen of America and CEO of Electrify America, the largest open DC fast charging network in the US.



# Charge: End-to-End White Glove Service





DIGITAL TOOLS & SERVICES

# Layering Software and Services for a Next-Gen Approach

# Expanding Digital Capabilities across Complimentary Assets

A large installation base of next-gen infrastructure enables high margin, recurring revenue through Monitoring, Maintenance and Software

TODAY

**MONITORING**  
+  
**MAINTENANCE**



**5G / DAS**



**UTILIZATION METRICS**



**AVAILABLE BACKUP OR RESERVE TIME**



**VOLTAGE & AMPERAGE**



**NETWORK QUALITY**



**TEMPERATURE & HUMIDITY**



**PHYSICAL HEALTH & ACCESS**

2023+

**MONITORING**  
+  
**MAINTENANCE**  
+  
**SERVICE & HYGEINE**



**5G / DAS**



**EV STATIONS**



**UTILIZATION METRICS**



**AVAILABLE BACKUP OR RESERVE TIME**



**RIP & REPLACE**



**ANALYTICS & AUTOMATION**



**VOLTAGE & AMPERAGE**



**NETWORK QUALITY**



**ENERGY AUDITS**



**DEMAND CHARGE MANGEMENT**



**TEMPERATURE & HUMIDITY**



**PHYSICAL HEALTH & ACCESS**



**WEATHER PROOFING**



**WHITE LABEL BRANDING**

\* Not assumed in the model

# Cloud Management of Power and Network Quality

Charge provides facilities and critical infrastructure with **real-time incident reporting** and **automated service requests** to ensure **maximum safety and productivity**

**Proactive and Preventative** maintenance support through Real-time systems health utilizing IoT sensors

**Embedded with artificial intelligence** to identify issues before they occur, perform accurate diagnosis and dispatch relevant teams

**Proprietary dashboard** provides customers with a user-friendly interface for improved business visibility, through performance KPIs, alarms and service tickets



# Fully Owned & Operated Operations Center

Monitoring services allows Charge a differentiated offering and recurring revenue business model

## MODEL ADVANTAGES

- ✓ **Improved Customer Satisfaction** leading to greater retention and being awarded complex jobs
- ✓ **Recurring Revenue** from monitoring subscription service and follow-up maintenance for incidents
- ✓ **Cross-selling capabilities** across Charge subsidiaries and potential acquisitions
- ✓ **Up-selling capabilities**, sold as an add-on on Charge install jobs, or completely independently
- ✓ **Virtual and scalable operations** both domestically and offshore

## CURRENTLY SERVING **CRITICAL INFRASTRUCTURE**



**Airports**  
Columbus Int'l Airport



**Public & Medical Facilities**  
SUNY Medical, Empire State Plaza



**Finance & Education**  
JPM, S&P, Dartmouth, Cornell



**Stadiums**  
The Carrier Dome

# Enabling Next Generation Infrastructure

Advancing the Nation's EV Charging and Broadband Infrastructure



**EV Charging**

We become your guide through the entire lifecycle of the EV charger project.



**Broadband**

Connecting the world one conversation at a time.



**Telecommunications**

We create and maintain intelligent networks that are designed for the future.



# Thank You!