



Enabling Next Generation Infrastructure

MANAGEMENT PRESENTATION

MARCH 2023

NASDAQ: CRGE

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Vision & Strategy

VISION

Our vision is to be recognized as a leader in enabling the next wave of transportation and connectivity.

By building, designing, and operating seamless infrastructure for electric vehicles and high-speed broadband, we aim to create a future where transportation is clean, efficient, and connected. Through knowledge, imagination, and innovation, our goal is to empower individuals, communities, and businesses to thrive in a more connected and sustainable world.

STRATEGY

Charge plans to deploy a multi-phased strategy, initially where investment in the EV charging revolution is taking place, the nation's approximately 18,000 franchised auto dealers.

Starting with the largest automotive OEMs, their dealers, and their fleets, our goal is to capture a significant portion of these retail dealerships – creating a dealer ecosystem that will lead to repeat customers and recurring revenue.

Complimenting this strategy will be the acquisition of strategic infrastructure entities that will provide cash flow, skill teams and knowledge to enhance the buildout of our EV infrastructure strategy.

Investment Highlights

- ⚡ **A leading expert in making the journey to electrification simple**
Full-stack electrification provider with intimate knowledge of EV Charging
- ⚡ **Asset-light, Central and Sustainable Business Model**
Capturing the highest and most profitable spend in the EV Charging value chain
- ⚡ **150+ years of combined direct OEM management experience**
Strong relationships with OEMs and dealerships, where significant private investment is taking place
- ⚡ **Supported by a portfolio of established and profitable infrastructure businesses**
Diversified and growing earnings base from blue-chip customers
- ⚡ **Market constituents aligned creating unprecedented Market Tailwinds**
Government, Consumers and OEMs are aligned in driving rapid EV adoption



Creating Infrastructure that Moves and Connects

Seeking to serve unmet needs in the large and rapidly growing EV Charging and Broadband Market



EV AND 5G INFRASTRUCTURE

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



"Custom EV
Infrastructure
Solutions"



"Wireless 5G Infrastructure
and Smart Monitoring"



"Electric Contracting
Services"



"Real-estate solutions for
commercial and fleet
operators"



TELECOMMUNICATIONS

Stable, recurring cashflow

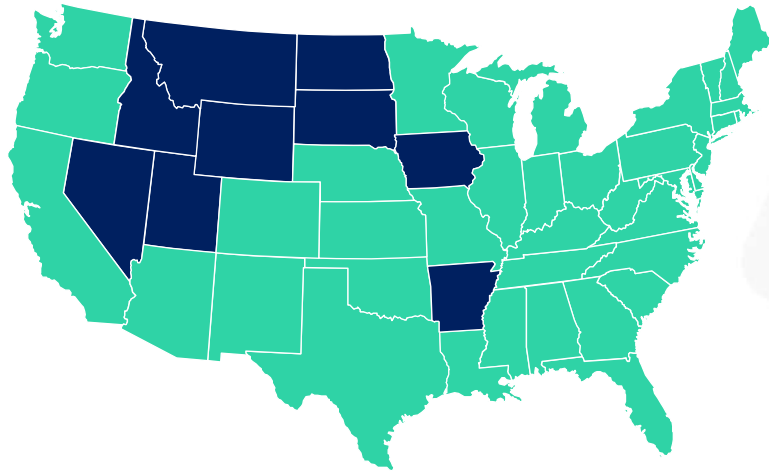


"International Voice & SMS
Services"

*** Re-investing positive cashflows from acquired subsidiaries** in EV Charging Infrastructure business and other growth opportunities

Long standing, diversified portfolio of blue-chip customers providing a multitude of expertise

Long standing, diversified portfolio of blue-chip customers providing a multitude of expertise



Completed / Active Jobs in
39 STATES

✓ **LARGEST TELECOM INFRASTRUCTURE OPERATORS**

Government Funding is Aligned in Creating Strong Tailwinds

Networks, technology and energy independence are now considered top matters of national security



\$65B Broadband-Deployment Bill

Provides funding to enhance data coverage to underserved areas

- Largest component of the Infrastructure Investment and Jobs Act and single largest federal investment in deployment in history
- **Drives investment in dispersing wireless infrastructure across the country**



\$52B CHIPS and \$200B Science Act

Funding and Tax credits to build America's manufacturing and technological edge

- Accelerates digital transformation of smart cities and transportation by bolstering supply chain independence
- **Drives electrification and wireless broadband needs**



\$369B Inflation Reduction Act

Single largest infusion of federal cash aimed at tackling the climate threat

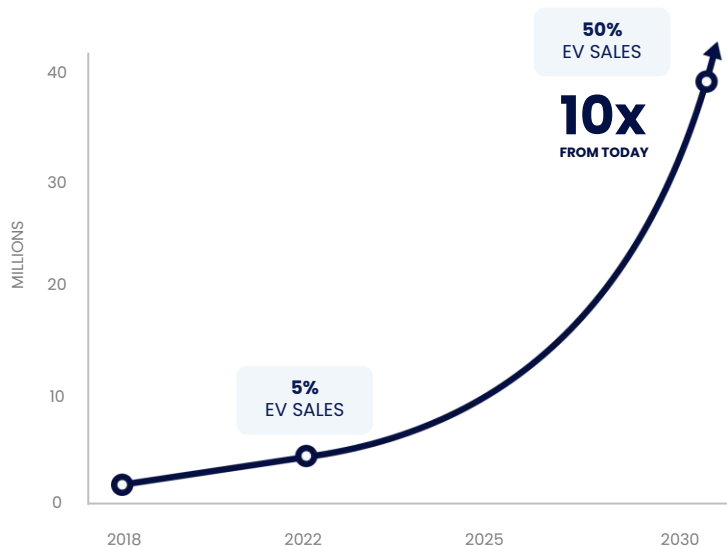
- On-shores EV supply chain and alleviates bottle necks, specifically targeting battery and vehicle assembly
- **Accelerates EV adoption by providing credits for new and used purchases**

EV Adoption is Accelerating at an Unprecedented Pace

DEMAND SIDE

10x or 50% EV Sales Penetration expected within the **next 7 years**

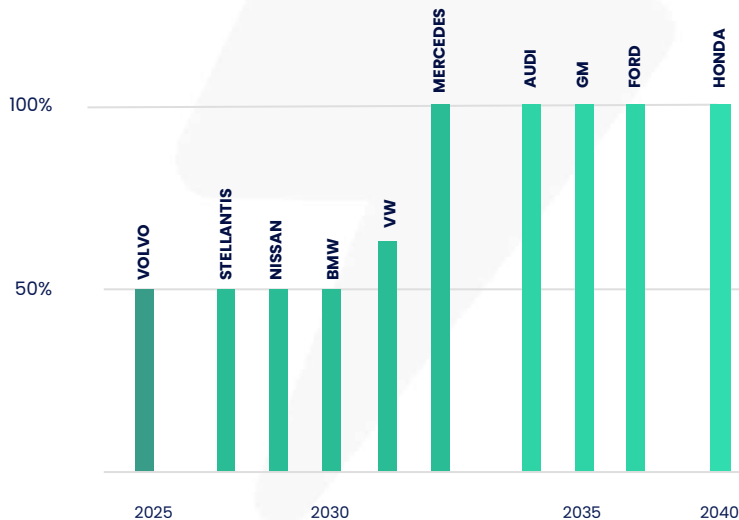
EV FLEET ON US ROADS



SUPPLY SIDE

Major OEMs have committed **\$650B+** to electrification
US OEMs are going **100% electric as soon as 2035**

EV FLEET TARGETS OVER TIME

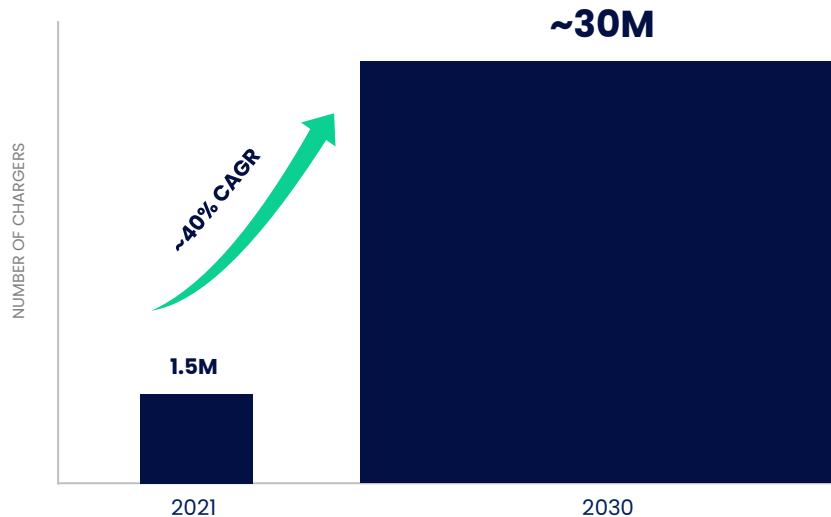


Resulting in **Rapidly Growing EV Infrastructure Needs**

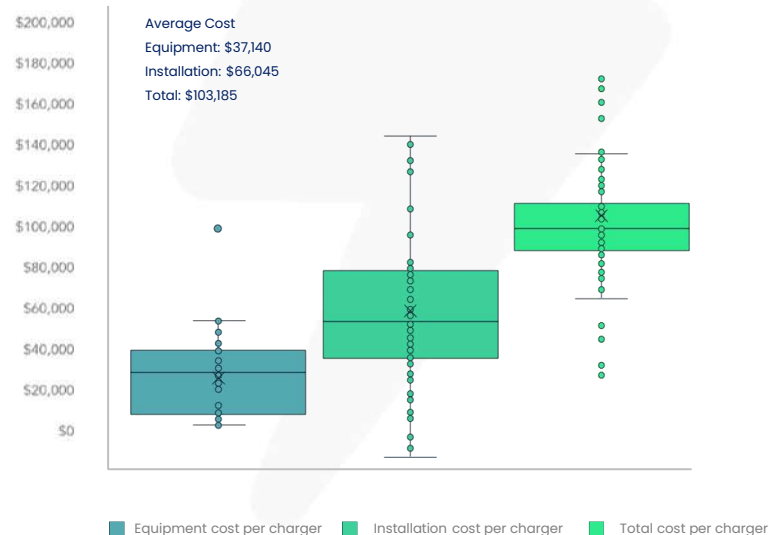
\$95B investment requirement to develop charging infrastructure of by 2030 ⁽¹⁾

60%+ of spend on a charging project is related to installation, with additional spend required on maintenance and software services

CUMULATIVE CHARGER DEMAND BY 2030 ⁽¹⁾



DC FAST CHARGERS (50–63 kW) ⁽²⁾



We make it Simple.

Charge is a Full-Stack Electrification Provider

Custom infrastructure solutions, providing safe, reliable and scalable transport ecosystems



EDUCATION & CONSULTING

Highly engaged with clients to develop their infrastructure roadmap



ENGINEERING

Solving for Today's requirement and Tomorrow's utilization



FINANCING

Alleviating financial burdens through financial relationships



INSTALLATION

Ensuring seamless execution by controlling every step



MONITORING & SERVICE*

Maintaining after-sales relationship and recurring needs



VALUE-ADD SERVICES

Layering electrification solutions to supplement earnings

**currently servicing broadband clients; in development for EV clients*

Enabling EV Adoption and Utilization across a wide landscape of EV customers

T O D A Y

Auto Dealerships



Imminent and significant
spend occurring at the
source

~18,000 OEM
+
~26,500 Used Car

FLEET DEPOTS



MULTI-UNIT REAL ESTATE



RETAIL & DESTINATION PARKING LOTS



- ✓ DELIVERY & LOGISTICS
- ✓ SHARED MOBILITY
- ✓ EDUCATION

- ✓ MULTI FAMILY
- ✓ COMMERCIAL BUILDINGS
- ✓ WORKPLACE
- ✓ HEALTHCARE

- ✓ HOTELS
- ✓ RETAIL
- ✓ FUELING
- ✓ CONVENIENCE

Dealerships are Transitioning to a New EV Business Model

OEMs are Mandating Strict Guidelines around EV Charging

Non-compliance poses new EV inventory allocation risk for dealers

High Upfront Capex and Higher Energy Use Considerations

Dealers expected to fully self-fund EV charging sites and decisions today can impact Opex and future scalability tomorrow

Coordination requirements among multiple Constituents

Utilities, local agencies, Federal and State coordination with varying timelines for zoning, permitting, power availability and incentives

Procurement of Hardware and Equipment

Delay and shortages for EV chargers, transformers and related equipment pose a significant threat to Project ROI

Public customer Access vs. Private Use

Mixed use scenarios have varying implications on security and resiliency



Unique Value Proposition

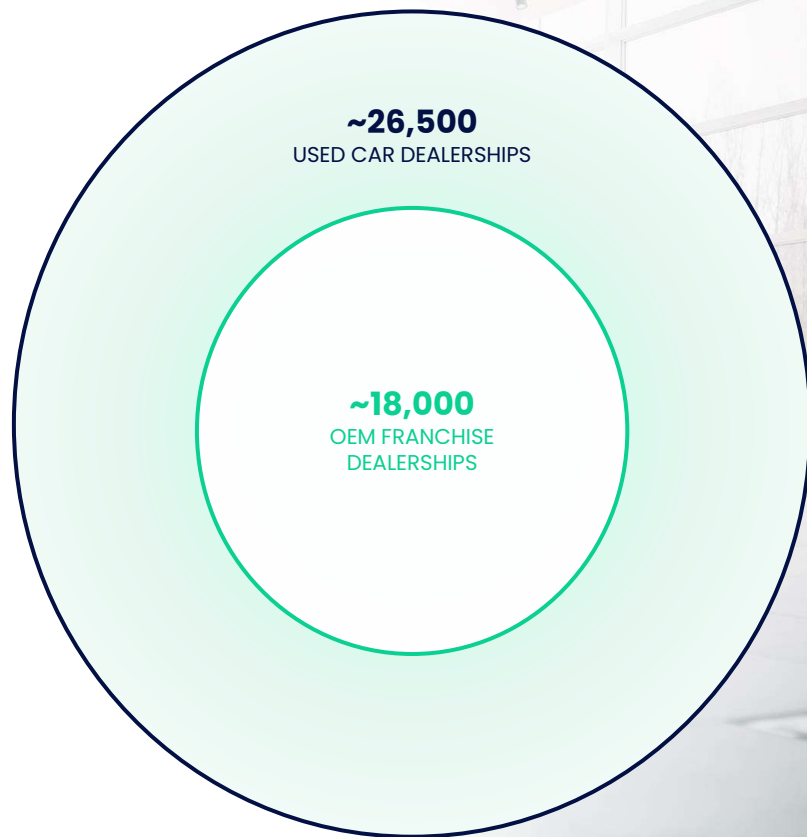
Trusted Specialists in Electrification

EV infrastructure solutions vary in complexity and larger projects require expert custom design and engineering, with future use patterns in mind

- ✓ **Specialized knowledge** of a range of EV hardware, software, OEM specifications and power sourcing
- ✓ **Service capability for dispersed electrification projects**, nationwide of varying size
- ✓ **Union and non-union labor** with a vetted contractor across the country
- ✓ **Industry Experience** with OEMs, utilities and municipalities
- ✓ **Strategic partners** with leaders across the energy management spectrum
- ✓ **Proprietary digital solutions** including site survey and remote monitoring tools, currently in development

Addressable Dealership Market

- Large auto segment being mandated to add charging solutions by OEMs in a short period of time
- Today, we focus on where a significant mandated spend is occurring, the nation's ~18,000 dealers and our goal is to capture a significant portion of market
- As EV penetration rises existing sites will require more ports and further site upgrades
- Acquiring the install base leads to additional revenue streams by layering value-added services with stakeholders

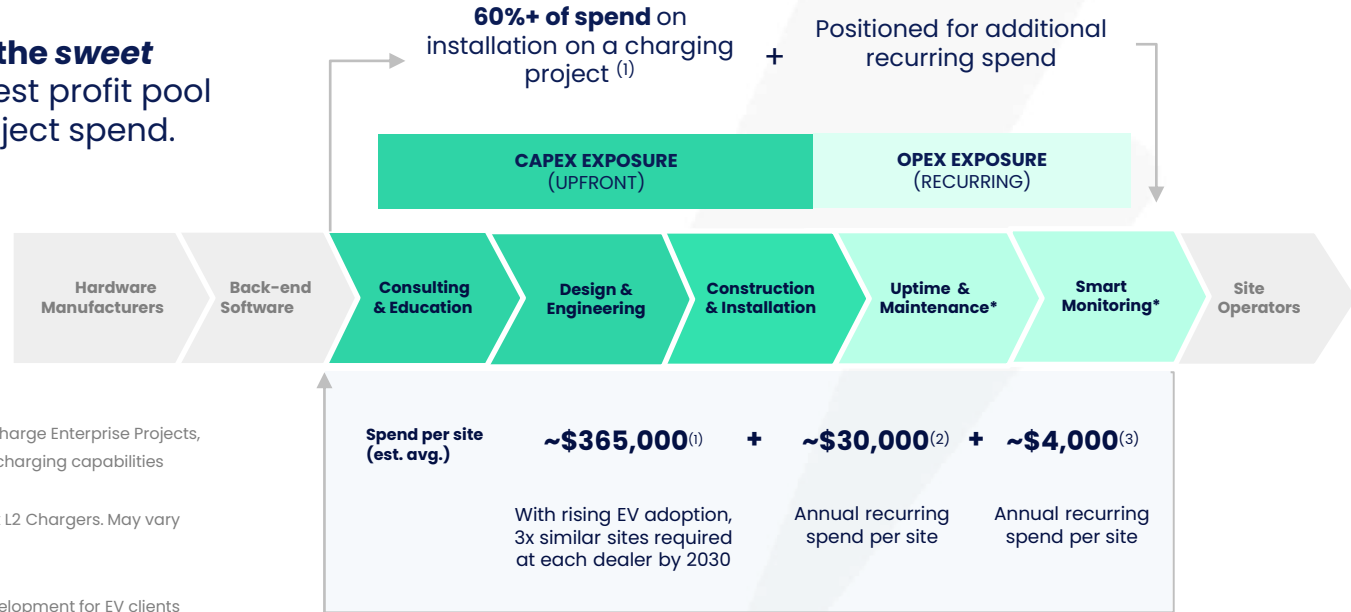


Inventing a New Category within the EV Industry

Central and Sustainable Business Model

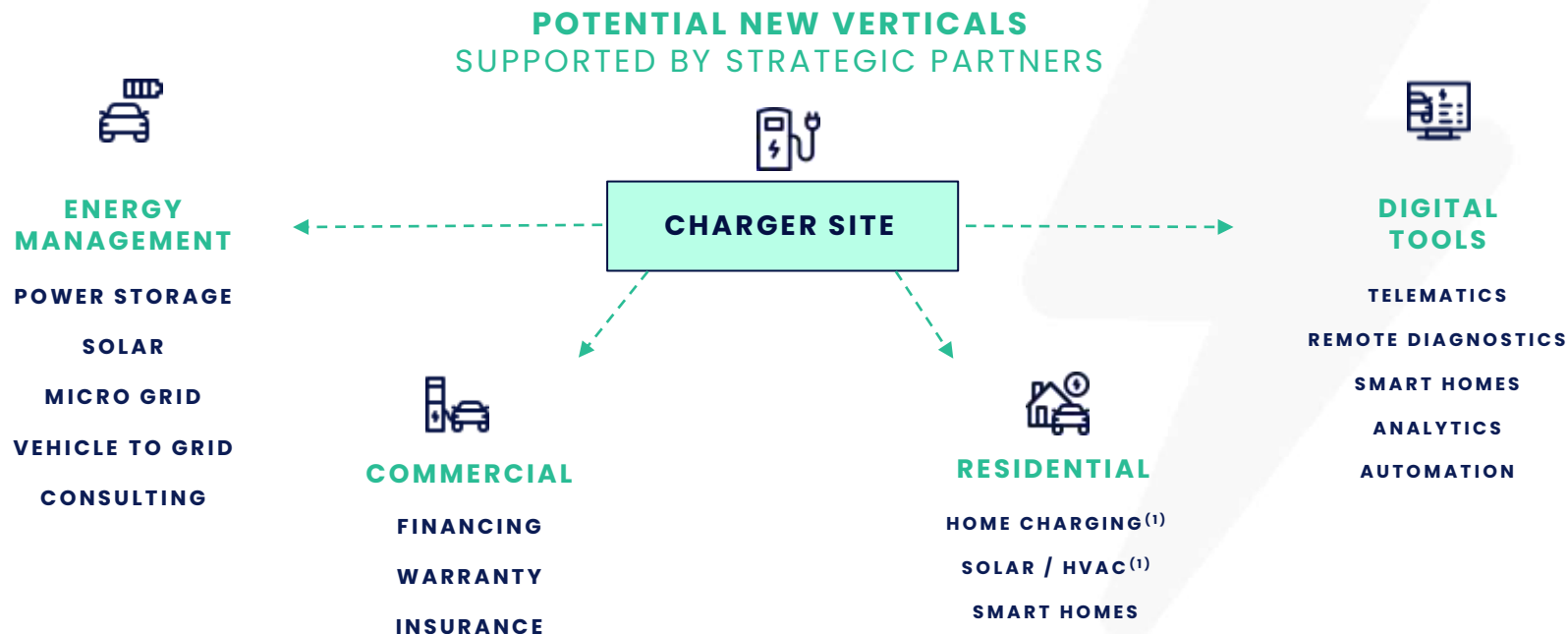
Charge is positioned in the sweet spot to capture the largest profit pool from an EV charging project spend.

Plus additional upside from recurring maintenance and software services.



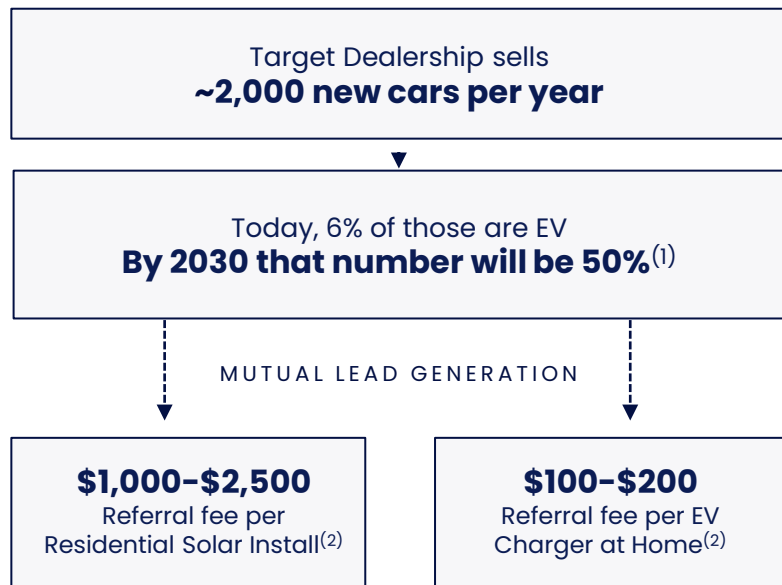
Owning the Customer Base Propels Charge's Values

EV Infrastructure Today allows for the next layer of value-added electrification services, resulting in decades of Annual Recurring Revenue



Solar Strategic Partnership Example

Dealerships put EV buyers within immediate reach and serve as a gateway for electrification companies



⁽²⁾ approximate, will vary based on size and KW





Thank You