



# Building Next Generation Infrastructure

FOURTH QUARTER & FULL YEAR 2022 FINANCIAL RESULTS

MARCH 15, 2023

NASDAQ: CRGE

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# Presenters



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# Key Messages

- ⚡ **Reported revenue +46% to \$698 million**
- ⚡ **Infrastructure segment contributes \$106 million / Backlog \$82 million**
- ⚡ **Federal government has committed over \$70 billion to broadband and EV infrastructure, with large automotive OEMs committed to invest over \$1 trillion in electrification\***
- ⚡ **Infrastructure is paramount to electric vehicle adoption – Central to Charge’s mission**

# Charge **Today**

- ⚡ **Enabler of essential installations**
- ⚡ **Building blocks for growth in Infrastructure segment are in place**
- ⚡ **Strong 2022 revenue growth validates strategy**
- ⚡ **2023 priorities** – drive execution and value to extend record of revenue and gross profit growth overall and in Infrastructure segment



# 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.





# Financial Results

# Charge Revenue and Gross Profit Quarterly Trend

\*Total may not sum due to rounding

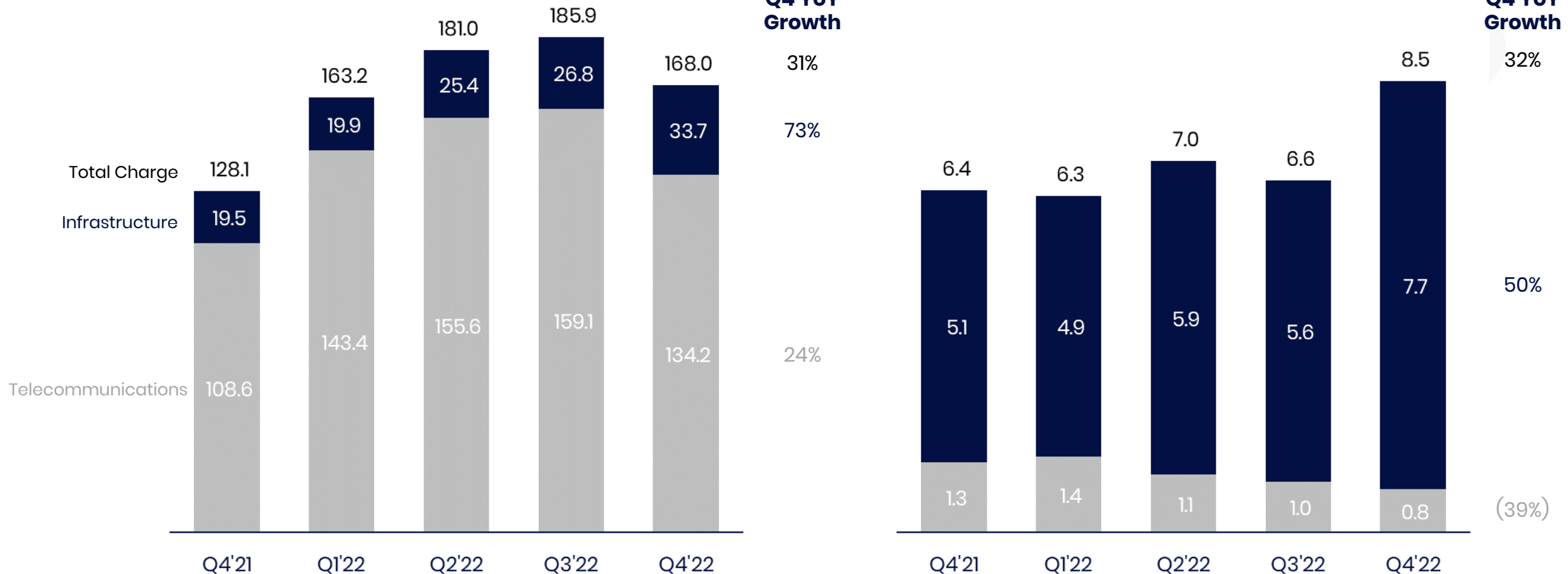
\*Proforma assumes a full twelve-month period for all our operations, including acquisitions

**PROFORMA REVENUE (\$MM's)**

**PROFORMA GROSS PROFIT (\$MM's)**

**Q4 YoY Growth**

**Q4 YoY Growth**

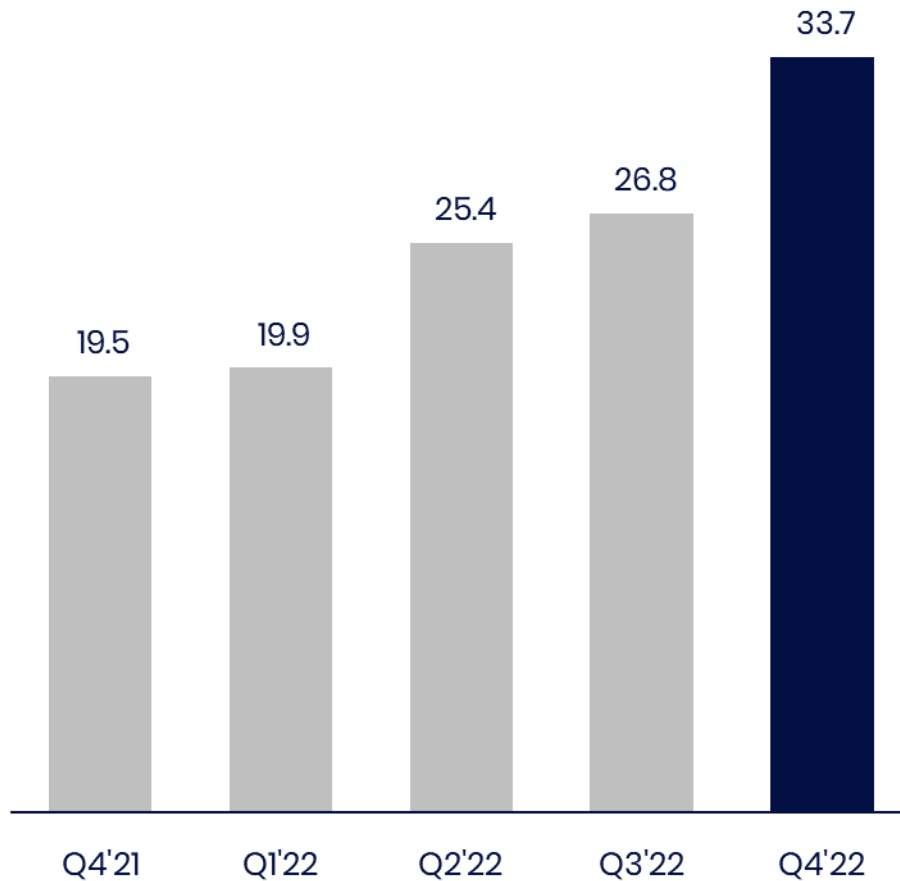




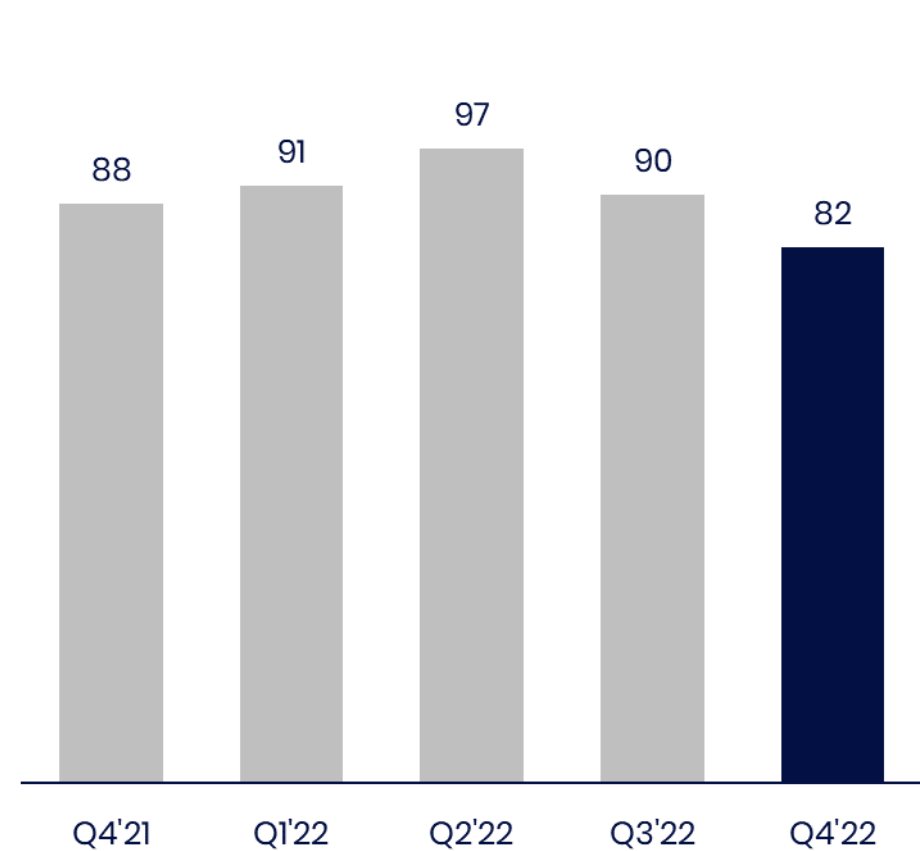
# Infrastructure Revenue & Backlog Quarterly Trend

*\*Proforma assumes a full twelve-month period for all our operations, including acquisitions*

**PROFORMA REVENUE (\$MM'S)**



**REVENUE BACKLOG (\$MM'S)**

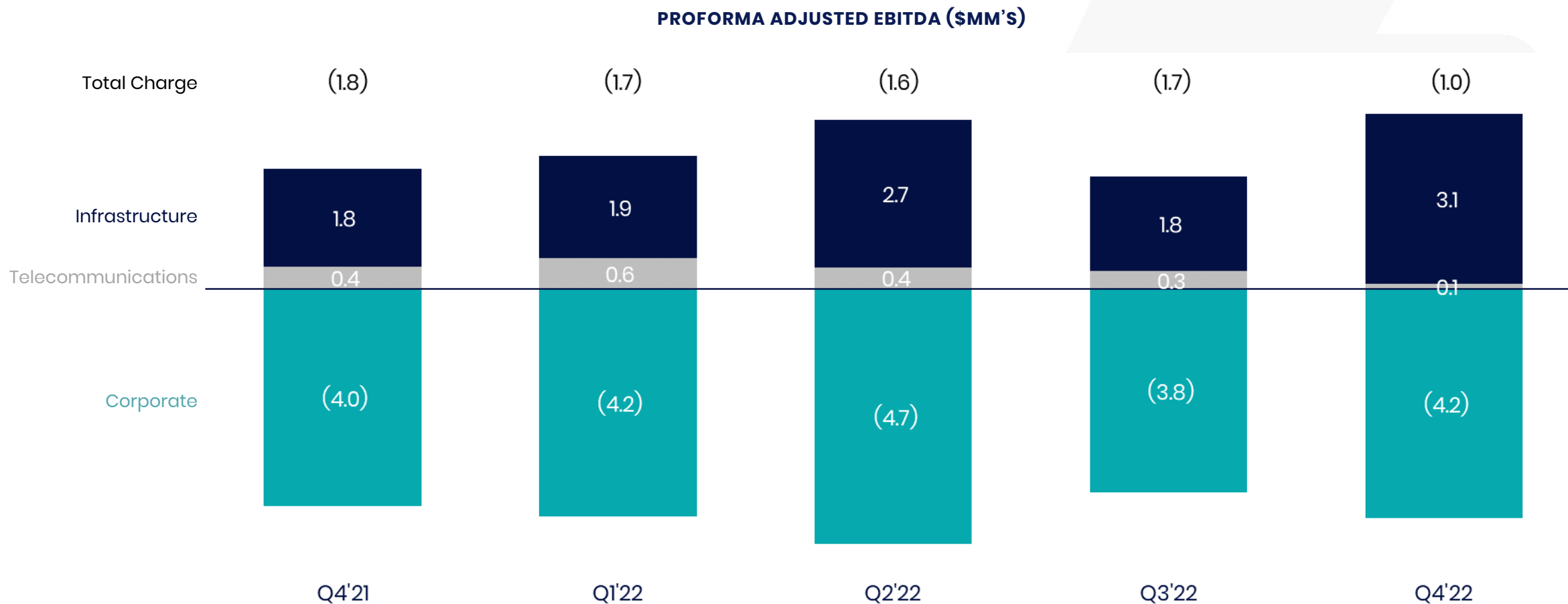


# Charge Adjusted EBITDA Quarterly Trend

\*See Appendix for Non-GAAP Reconciliation for Adjusted EBITDA

\*Totals may not sum due to rounding

\*Proforma assumes a full twelve-month period for all our operations, including acquisitions



# Q4 & Full Year 2022 Proforma Financials

\*See Appendix for Non-GAAP Reconciliation for Adjusted EBITDA

\*# denotes a variance of 100% or more

\*Proforma assumes a full twelve-month period for all our operations, including acquisitions

(\$ in thousands)	Q4'22	YOY INC/(DEC)		FY'22	YOY INC/(DEC)	
		\$	%		\$	%
Revenue	167,957	39,895	31%	698,065	177,152	34%
Gross Profit	8,467	2,039	32%	28,357	5,936	26%
Stock Compensation	7,097	(2,175)	(23%)	35,449	4,826	16%
General and Administrative	3,972	949	31%	14,440	4,317	43%
Salaries and Related Benefits	4,792	245	5%	16,680	2,509	18%
Professional Fees	710	43	6%	3,290	1,156	54%
Depreciation and Amortization	4,632	4,391	#	6,377	5,587	#
Income (Loss) from Operations	(12,736)	(1,414)	(12%)	(47,879)	(12,459)	(35%)
Other (Income) / Expenses	(2,843)	(4,572)	#	(17,879)	(34,383)	#
Income Tax Expense / (Benefit)	2,048	1,178	#	275	5,138	#
Net Income (Loss)	(11,941)	1,980	14%	(30,275)	16,741	36%
Adjusted EBITDA	(1,007)	802	44%	(6,053)	(2,046)	(51%)



# Q&A



# Appendix

## Non-GAAP Reconciliations

# Reconciliations of **Non-GAAP Financial Measures**

In this presentation, the Company has supplemented the presentation of its financial results calculated in accordance with U.S. generally accepted accounting principles (“GAAP”) with the following financial measures that are not calculated in accordance with GAAP: EBITDA and Adjusted EBITDA. Management uses both GAAP and non-GAAP measures to assist in making business decisions and assessing overall performance. The Company’s measurement of these non-GAAP financial measures may be different from similarly titled financial measures used by others and therefore may not be comparable. These non-GAAP financial measures should not be considered superior to the GAAP measures in the tables included within this material.

Certain information presented in this presentation reflects adjustments to GAAP measures such as EBITDA and Adjusted EBITDA as an additional way of assessing certain aspects of the Company’s operations that, when viewed with the GAAP financial measures, provide a more complete understanding of its on-going business. EBITDA is defined as income (loss) before interest, income taxes, depreciation and amortization, and amortization of debt discount and debt issue costs. Adjusted EBITDA represents EBITDA adjusted for stock-based compensation, income (loss) from investments, net, other (income) expense, net, and foreign exchange adjustments.

# Reconciliations of Non-GAAP Financial Measures

## CONSOLIDATED CHARGE ENTERPRISES

<i>(\$ in thousands)</i>	Proforma Q4 2021	Proforma Q1 2022	Proforma Q2 2022	Proforma Q3 2022	Proforma Q4 2022	Proforma FY 2021	Proforma FY 2022
<b>Adjusted EBITDA:</b>							
<b>Net income (loss)</b>	<b>\$ (13,921)</b>	<b>\$ (13,066)</b>	<b>\$ (19,642)</b>	<b>\$ 14,374</b>	<b>\$ (11,941)</b>	<b>\$ (47,016)</b>	<b>\$ (30,275)</b>
Income tax expense (benefit)	870	(1,578)	(12)	(183)	2,048	(4,908)	275
Interest expense	1,452	1,774	7,160	1,015	1,965	4,662	11,914
Depreciation & Amortization	241	209	1,103	433	4,632	790	6,377
<b>EBITDA</b>	<b>(11,358)</b>	<b>(12,661)</b>	<b>(11,391)</b>	<b>15,639</b>	<b>(3,296)</b>	<b>(46,472)</b>	<b>(11,709)</b>
<b>Adjustments:</b>							
Stock based compensation	9,272	10,744	9,761	7,847	7,097	30,623	35,449
Loss on impairment	(4)	-	-	-	797	18,116	797
(Income) loss from investments, net	90	110	912	118	(351)	(3,330)	789
Change in fair value of derivative liabilities	-	-	-	(28,669)	(5,252)	-	(33,921)
Other (income) expense, net	118	(197)	(716)	3,346	49	(3,278)	2,482
Foreign exchange adjustments	73	256	(170)	25	(51)	334	60
<b>Adjusted EBITDA</b>	<b>\$ (1,809)</b>	<b>\$ (1,748)</b>	<b>\$ (1,604)</b>	<b>\$ (1,694)</b>	<b>\$ (1,007)</b>	<b>\$ (4,007)</b>	<b>\$ (6,053)</b>

# Reconciliations of Non-GAAP Financial Measures

## INFRASTRUCTURE

	Proforma Q4 2021	Proforma Q1 2022	Proforma Q2 2022	Proforma Q3 2022	Proforma Q4 2022	Proforma FY 2021	Proforma FY 2022
<i>(\$ in thousands)</i>							
<b>Adjusted EBITDA:</b>							
<b>Net income (loss)</b>	\$ 1,128	\$ 1,353	\$ 1,306	\$ 1,179	\$ 1,483	\$ (13,008)	\$ 5,321
Income tax expense (benefit)	448	(90)	(15)	91	(3,823)	511	(3,837)
Interest expense	40	12	11	37	72	78	132
Depreciation & Amortization	192	165	1,061	391	4,590	592	6,207
<b>EBITDA</b>	<b>1,808</b>	<b>1,440</b>	<b>2,363</b>	<b>1,698</b>	<b>2,322</b>	<b>(11,827)</b>	<b>7,823</b>
<b>Adjustments:</b>							
Stock based compensation	-	-	-	-	-	-	-
Loss on impairment	(4)	-	-	-	797	18,116	797
(Income) loss from investments, net	-	465	377	81	15	-	938
Change in fair value of derivative liabilities	-	-	-	-	-	-	-
Other (income) expense, net	-	(19)	(23)	(26)	(3)	(2,247)	(71)
Foreign exchange adjustments	-	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>\$ 1,804</b>	<b>\$ 1,886</b>	<b>\$ 2,717</b>	<b>\$ 1,753</b>	<b>\$ 3,131</b>	<b>\$ 4,042</b>	<b>\$ 9,487</b>



# Reconciliations of Non-GAAP Financial Measures

## TELECOMMUNICATIONS

	Proforma Q4 2021	Proforma Q1 2022	Proforma Q2 2022	Proforma Q3 2022	Proforma Q4 2022	Proforma FY 2021	Proforma FY 2022
<i>(\$ in thousands)</i>							
<b>Adjusted EBITDA:</b>							
<b>Net income (loss)</b>	\$ (164)	\$ 583	\$ 630	\$ 22	\$ 127	\$ 3,276	\$ 1,362
Income tax expense (benefit)	334	(184)	(68)	255	(6)	(903)	(3)
Interest expense	-	-	-	-	-	2	-
Depreciation & Amortization	49	44	42	42	42	198	170
<b>EBITDA</b>	<b>219</b>	<b>443</b>	<b>604</b>	<b>319</b>	<b>163</b>	<b>2,573</b>	<b>1,529</b>
<b>Adjustments:</b>							
Stock based compensation	-	-	-	-	-	-	-
Loss on impairment	-	-	-	-	-	-	-
(Income) loss from investments, net	-	-	-	-	-	-	-
Change in fair value of derivative liabilities	-	-	-	-	-	-	-
Other (income) expense, net	118	(126)	(33)	(20)	(13)	(1,030)	(192)
Foreign exchange adjustments	73	256	(170)	25	(51)	334	60
<b>Adjusted EBITDA</b>	<b>\$ 410</b>	<b>\$ 573</b>	<b>\$ 401</b>	<b>\$ 324</b>	<b>\$ 99</b>	<b>\$ 1,877</b>	<b>\$ 1,397</b>

# Reconciliations of Non-GAAP Financial Measures

## NON-OPERATING CORPORATE

<i>(\$ in thousands)</i>	Proforma Q4 2021	Proforma Q1 2022	Proforma Q2 2022	Proforma Q3 2022	Proforma Q4 2022	Proforma FY 2021	Proforma FY 2022
<b>Adjusted EBITDA:</b>							
<b>Net income (loss)</b>	<b>\$ (14,885)</b>	<b>\$ (15,002)</b>	<b>\$ (21,578)</b>	<b>\$ 13,173</b>	<b>\$ (13,551)</b>	<b>\$ (37,284)</b>	<b>\$ (36,958)</b>
Income tax expense (benefit)	88	(1,304)	71	(529)	5,877	(4,516)	4,115
Interest expense	1,412	1,762	7,149	978	1,893	4,582	11,782
Depreciation & Amortization	-	-	-	-	-	-	-
<b>EBITDA</b>	<b>(13,385)</b>	<b>(14,544)</b>	<b>(14,358)</b>	<b>13,622</b>	<b>(5,781)</b>	<b>(37,218)</b>	<b>(21,061)</b>
<b>Adjustments:</b>							
Stock based compensation	9,272	10,744	9,761	7,847	7,097	30,623	35,449
Loss on impairment	-	-	-	-	-	-	-
(Income) loss from investments, net	90	(355)	535	37	(366)	(3,330)	(149)
Change in fair value of derivative liabilities	-	-	-	(28,669)	(5,252)	-	(33,921)
Other (income) expense, net	-	(52)	(660)	3,392	65	(1)	2,745
Foreign exchange adjustments	-	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>\$ (4,023)</b>	<b>\$ (4,207)</b>	<b>\$ (4,722)</b>	<b>\$ (3,771)</b>	<b>\$ (4,237)</b>	<b>\$ (9,926)</b>	<b>\$ (16,937)</b>