



Enabling Next Generation Infrastructure

MANAGEMENT PRESENTATION

SEPTEMBER 2023

NASDAQ: CRGE

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Safe Harbor

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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*

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



CONSTRUCTING PILLARS TO POWER MODERN CONNECTIONS 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



Remote System
Monitoring and
Maintenance



Electric Contracting
Services



Real-estate
solutions for
commercial and
fleet operators



Sustainable
Solutions for
ElectroMobility &
Energy



TELECOMMUNICATIONS

Stable, recurring cashflow



"International Voice & SMS
Services"

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

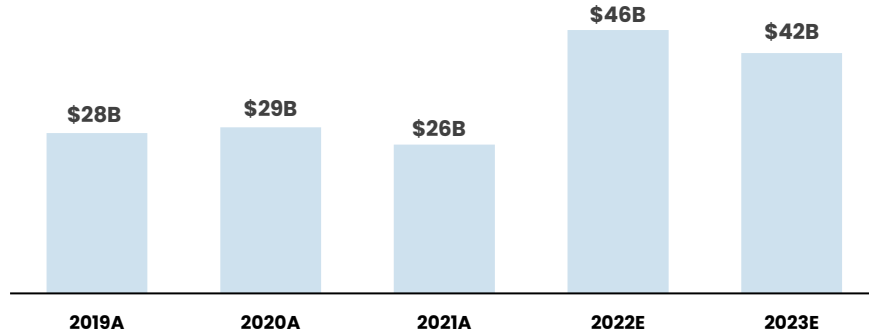
Significant **Broadband Investment** Required for Data Needs

5G requires a new network topology with a denser roll-out of communication towers initially addressing coverage, followed by enhancing capacity in denser urban environments

The 3 major wireless carriers are projected to **spend in excess of \$45 billion in 2022**, increase of 77% from prior year

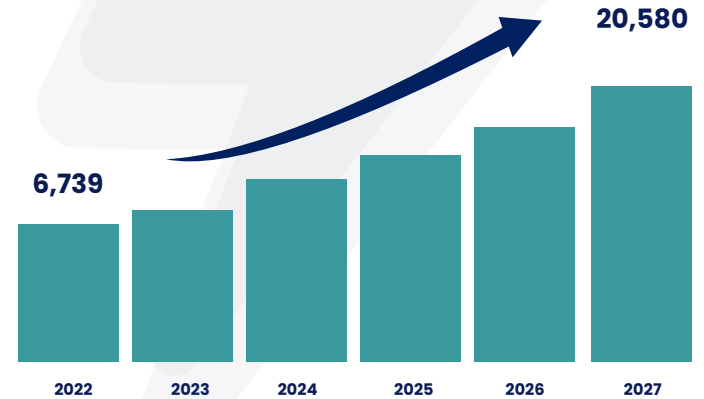
Wireless Capex Spending ⁽¹⁾

Carriers will contribute a significant amount of investment to win the connectivity coverage battle



25%+ CAGR in data traffic over the next 5 years, due to exponential growth in no. of devices, device usage and use cases

U.S. DATA TRAFFIC (IN PETABYTES / MONTH)



Government Funding is Aligned in Creating Strong Tailwinds

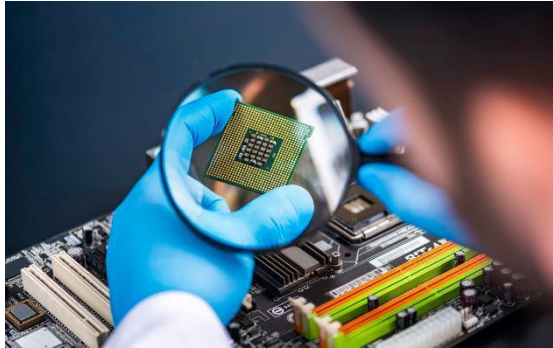
Long standing, diversified portfolio of blue-chip customers providing a multitude of expertise



\$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

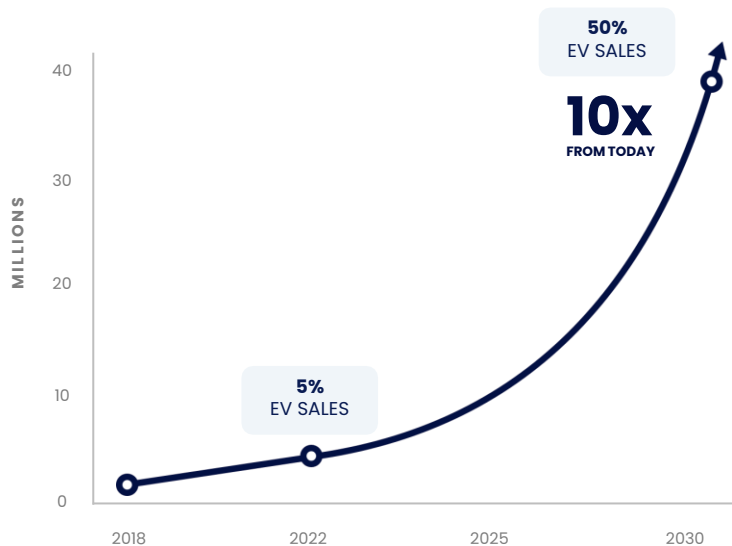
- On-shores EV supply chain and alleviates bottle necks, specifically targeting battery and vehicle assembly
- **Accelerates EV adoption by providing credits for new and used purchases**

The **Tipping Point** of EV Adoption Has Been Reached

DEMANDSIDE

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

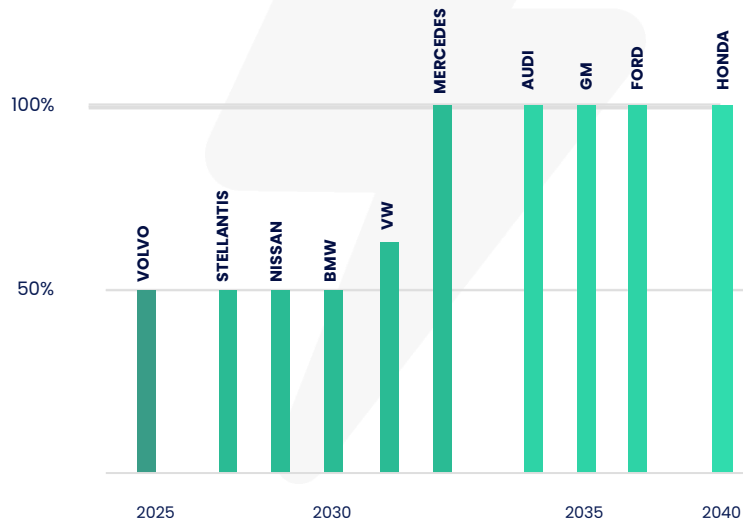
EV FLEET ON US ROADS



SUPPLYSIDE

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

EV FLEET TARGETS OVERTIME

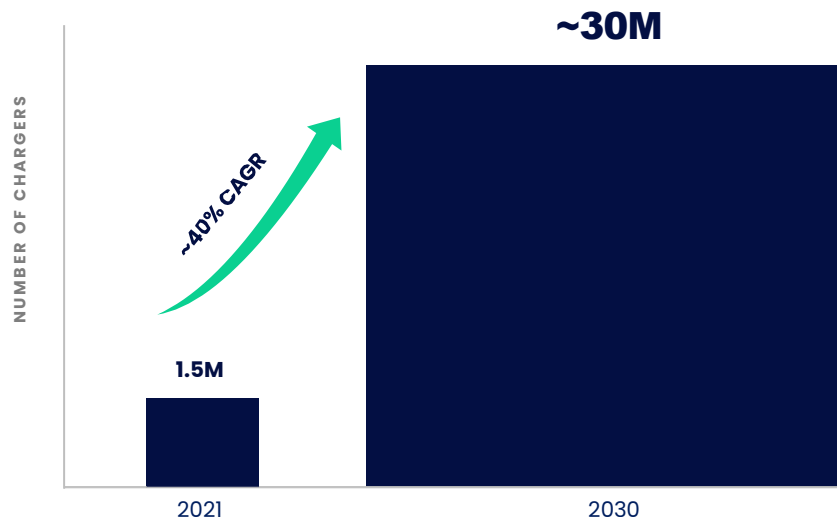


Requiring a **Rapid** rollout of EV Charging Infrastructure

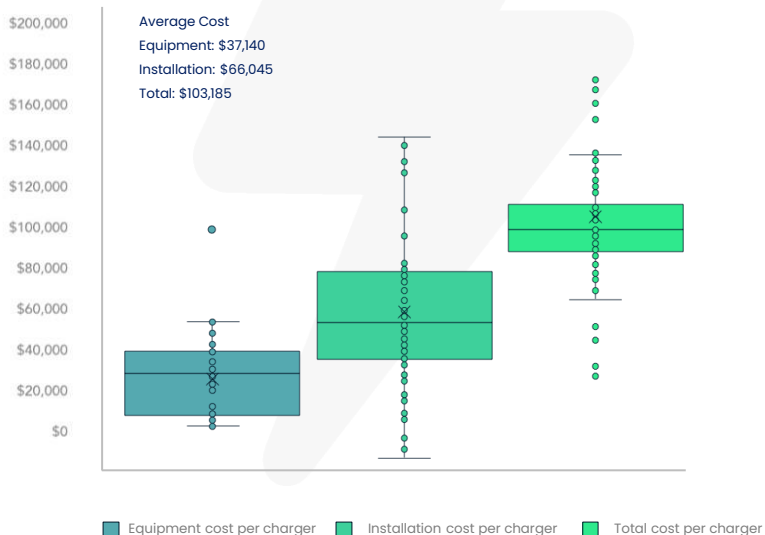
\$95B investment requirement to develop charging infrastructure of by 2030 ⁽¹⁾

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⁾

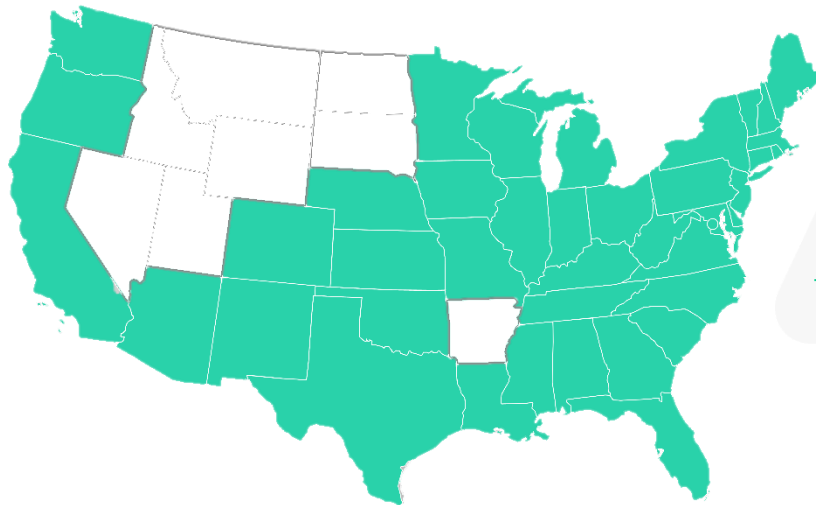


DC FAST CHARGERS (50-63 kW) ⁽²⁾



Serving Infrastructure Project Needs Nationwide

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



Completed / Active Jobs in
40 STATES

SELECT CUSTOMERS

- 
- The infographic features a central, light gray, stylized 'U' shape that serves as a backdrop for the text. The text is organized into two columns, with each item preceded by a green checkmark icon. The items are as follows:
- TOP 3 US BROADBAND CARRIERS
 - FEDERAL AND STATE FACILITIES
 - LARGEST US E-COMMERCE COMPANY
 - COMMERCIAL CLASS A PROPERTIES
 - NATIONWIDE GENERAL CONTRACTORS
 - PREMIER DEALERSHIP GROUPS
 - RENOWNED PUBLIC UNIVERSITIES
 - NATIONALLY RECOGNIZED SPORTS VENUES
 - LARGE HEALTHCARE SYSTEMS AND PHARMACEUTICALS
 - LARGEST TELECOM INFRASTRUCTURE OPERATORS

Greenspeed Acquisition Enhances Infrastructure Segment

Team of experts with track record providing bespoke energy solutions

TRANSACTION RATIONALE

- ✓ PROVIDES PROVEN LEADERSHIP & CREDIBILITY
- ✓ IMPROVES EARNINGS PROFILE ON DAY ONE
- ✓ DOUBLES SELF PERFORM FOOTPRINT
- ✓ DIVERSIFIES ENERGY PRODUCT PORTFOLIO
- ✓ ADDS NEW RECURRING REVENUE MODELS
- ✓ REAFFIRMS CULTURE OF INNOVATION & RESULTS

COMPREHENSIVE PRODUCTS & SERVICES



**EV CHARGING
ENGINEERING &
CONSTRUCTION**

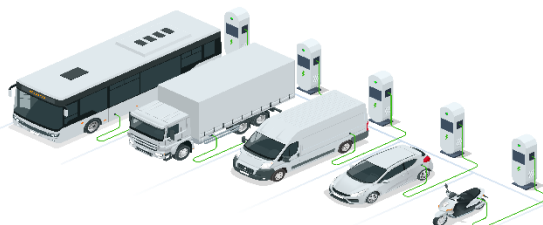


**EV CHARGING
SOFTWARE AS
A SERVICE**



**SOLAR POWER
GENERATION
& STORAGE**

DIVERSE END MARKETS



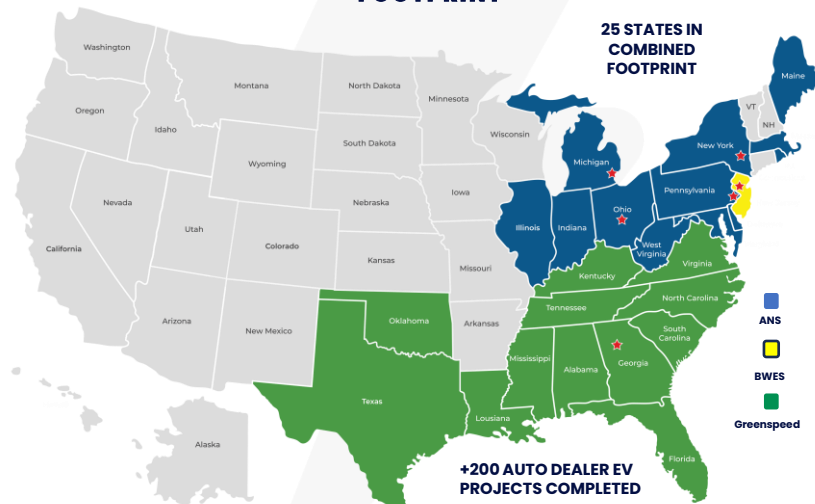
AUTO DEALERS

FLEET

UTILITIES

MUNICIPAL

EXPANDED OPERATIONAL FOOTPRINT



CHARGE ENTERPRISES – NEW YORK, NY

CHARGE INFRASTRUCTURE – DETROIT, MI

ADVANCED NETWORK SERVICES – ALBANY, NY / COLUMBUS, OH / PHILADELPHIA, PA

GREENSPEED ENERGY SOLUTIONS – ATLANTA, GA

BW ELECTRICAL SERVICES – HILLSBOROUGH, NJ

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

TODAY

Auto Dealerships



Imminent and significant spend occurring at the source

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

FLEET DEPOTS



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

MULTI-UNIT REAL ESTATE



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

RETAIL & DESTINATION PARKING LOTS



- ✓ 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

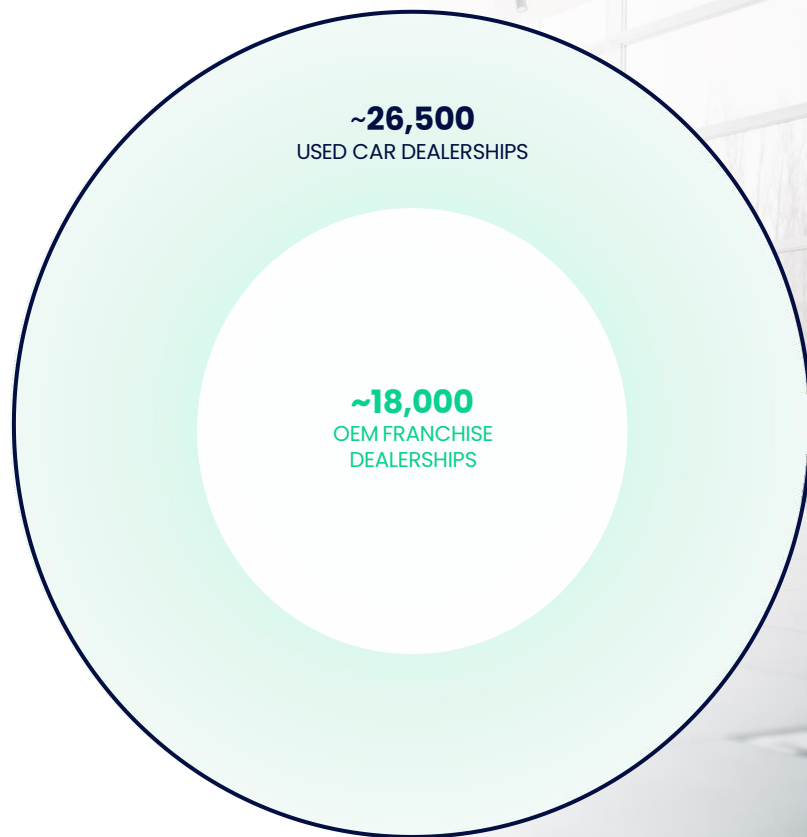
Trusted Specialists in Electrification

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

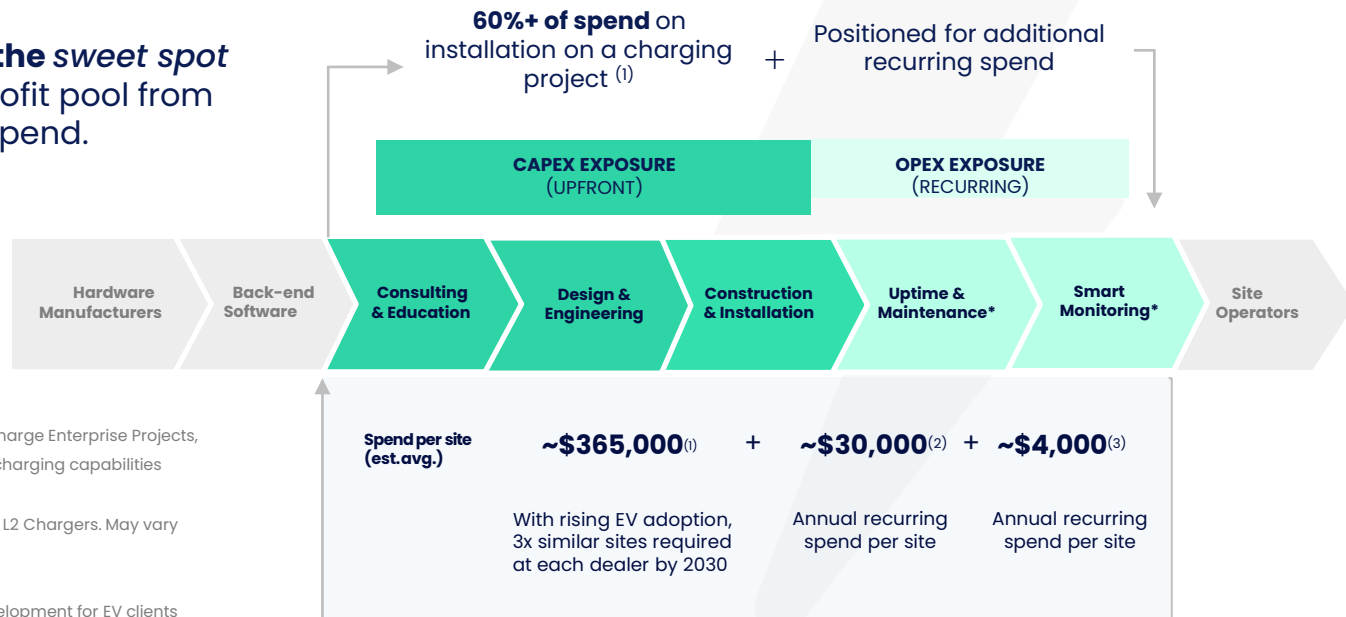


Inventing a New Category within the EV Industry

Central and Sustainable Business Model

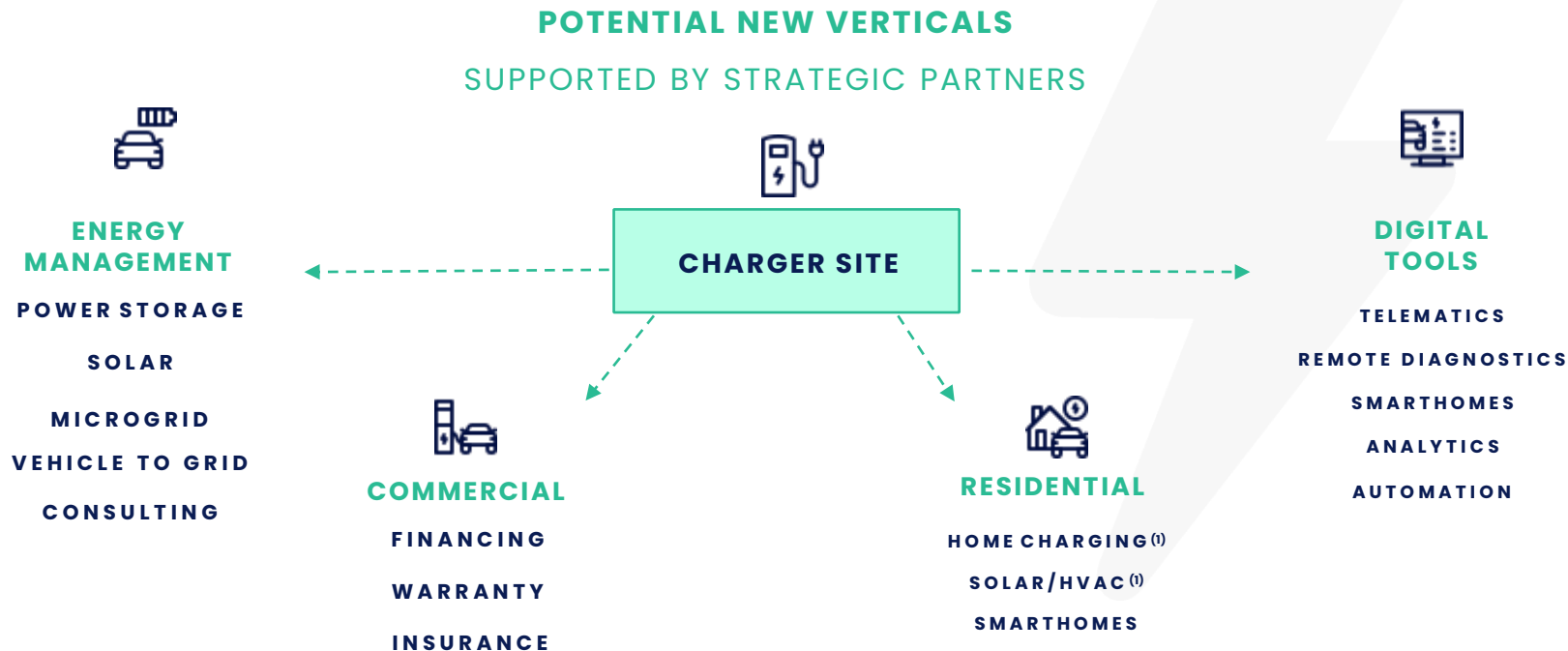
Charge is positioned in the sweet spot to capture the largest profit pool from an EV charging project spend.

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



Q2 2023 Selected Highlights

REPORTED REVENUE

- 18%

\$147.6M vs \$181.0M PY

REPORTED GROSS PROFIT

+23%

\$7.7M vs \$6.3M PY

ADJUSTED EBITDA

-45%

\$(2.3M) vs \$(1.6M) PY
Expected Positive Adjusted
EBITDA Q1 2024

CASH, CASH EQUIVALENTS & MARKETABLE SECURITIES

\$62M

As of
June 30, 2023

INFRASTRUCTURE SEGMENT REVENUE BACKLOG

~\$138M

~\$150M with the
acquisition of **Greenspeed**

PROJECT GOAL

**1,000 U.S. auto dealerships
by the end of 2025**

~20%

Of goal achieved as of
June 30, 2023

- Versus prior year period ("PY")
- Q2 2022 PY results as adjusted
- See Charge Enterprises Second Quarter 2023 Financial Results for Non-GAAP Reconciliation for Adjusted EBITDA

Charge Management Team



Craig Denson

Interim Chief Executive Officer,
Chief Operating Officer and
Board Member

- Brings a 35-year career within the technology and telecommunications sectors. While at Charge has held the roles of Chief Operation Officer, Chief Compliance Officer, Interim Chief Financial Officer, and Secretary
- Served as Group CEO for a telecom firm and an acquisition enterprise with experience leading global operations and a proven track record of navigating diverse marketing and delivering bottom line results
- Held leadership positions in consumer goods, software development, and Internet, network, and cloud-based systems companies



Mark LaNeve President

- Brings a well-rounded automotive resume, having held various leadership positions in Sales and Marketing at Ford Motor Company, GM, Volvo and Allstate Insurance
- Pioneered go-to-market efforts and transformed the retail experience, with the re-introduction of the Bronco brand and the electric, Mustang Mach-E



Jim Biehl

Chief Legal Officer and Chief
Compliance 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.



Leah Schweller

Chief Financial Officer

- Brings extensive experience in financial services and M&A from some of the largest financial institutions
- Previously served as VP of American Express' finance organization, where she led large global teams responsible for SEC reporting, technical accounting, and overall financial integrity



Thank You