Far North Transit Symposium

June 2022

Maria Brown
Company Overview

- 70% Market Share in NA
- 7x charging stations relative to next largest provider in NA, rapidly growing in EU
- Publicly listed on NYSE (ticker: CHPT)
- Founded 2007, HQ in Silicon Valley, 100% focused on EV charging
- Operates in North American and European markets
- 130,000 charging spots in NA and 165,000 in EU
- Provides access to 85% AC and 65% DC charging stations in NA; 80% stations in core EU
- Drivers plug into a ChargePoint station every 2 seconds
- 850+ employees
  - 250+ Engineering & Software (largest for a charging company)
  - 100+ Customer Support staff
  - 200+ (25%+) headcount growth over next 12 months

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ChargePoint Customers (Non-Exhaustive)

62% of Fortune Top 50 Companies and 60% of Fortune 100 Best Companies to Work For®

Commercial
- Workplace & Commercial Properties
- Hospitality & Retail

Fleet
- Delivery & Logistics
- Sales Service & Motorpool

Residential
- Multi Family

Education

Healthcare

Fueling & Convenience

Parking

Shared Mobility

Shared Mobility

Go-to-Market Partners

Automotive Partnerships

Only publicly announced are listed

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We Sell Hardware, Recurring Software and Services

3 Lines of Business

**Commercial Products**

<table>
<thead>
<tr>
<th>Charging Stations</th>
<th>Software as a Service (SaaS) Annual Subscriptions</th>
<th>Assure™ Annual Subscription (Parts &amp; Labor Warranty)</th>
<th>ChargePoint as a Service™ (Bundles SaaS, Charging Stations and Assure Subscription)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traditional CapEx Purchase</td>
<td>or</td>
<td>OpEx Purchase</td>
<td></td>
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</table>

**Fleet Products**

<table>
<thead>
<tr>
<th>Charging Stations</th>
<th>SaaS Annual Subscriptions</th>
<th>SaaS Vehicle Scheduling &amp; Fueling Optimization Subscriptions</th>
<th>SaaS Energy Management Subscriptions</th>
<th>Professional Services for Design/Build &amp; Construction</th>
<th>Assure Pro Annual Subscription (Parts &amp; Labor Warranty)</th>
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</thead>
</table>

**Residential Products**

<table>
<thead>
<tr>
<th>Single Family</th>
<th>Multi Family</th>
</tr>
</thead>
<tbody>
<tr>
<td>ChargePoint® Home Charger</td>
<td>Multi Family Charging Solution</td>
</tr>
<tr>
<td>+ Sold with Lifetime Subscription</td>
<td>+ Monthly Fee Billed to Tenant</td>
</tr>
<tr>
<td>+ Utility Plans for Managing Home Use</td>
<td>+ Additional Charges for Power Consumed (Property Owner Sets Pricing)</td>
</tr>
</tbody>
</table>

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ChargePoint Manages & Supports The Entire Electrification Process

- Phase I: Analysis and Planning
- Phase II: Preliminary Design
- Phase III: Final Engineering Design

- Permitting / Construction
- Utility Energization
- Activation & Training

+ Full project service management to ensure success of your program
+ ChargePoint will work with your Engineers and Contractors to ensure optimized, smooth design-build process
+ We manage the process and the details, so you don’t have to
Contractor Network
Express Plus (Modular DC)

The ChargePoint cloud provides the monitoring and management tools you need to understand and optimize how charging works for your business.

Integrated swing-arm cable management eases maintenance and keeps parking lots clean and accessible.

Power conversion is held in the Power Block, ensuring the smallest station footprint.

Five 40kW Power Modules enable each Power Block to efficiently deliver power across Power Links and to a variety of vehicles.

Focus on your core business by relying on ChargePoint Assurance for proactive monitoring.

Turn capital expenses into a predictable operational expense with the ChargePoint as a Service subscription model.

With the nation’s largest driver network and top-rated mobile app, as well as in-car applications we make staying connected and charging easy so you don’t have to.

24/7 support for you and your drivers ensures that your solutions are up and running when you need them.

Interactive 20 cm display screen is gesture-controlled, supports multiple languages and allows for customizable videos.
**Future Proofed for Scale**

- **Highest** vehicle ratio maximizes site capacity utilization and results in **lowest** cost / vehicle

- **Flexibility** with 200kW output
  - Supports mixed vehicle types
  - Fastest charge in emergencies

- **Future proofed** for all phases from day 1

- Defer significant CapEx until phase 3

Graph not to scale. For illustration only.
Modularity with Best-in-Class Serviceability

Field Replaceable Units

1. Helmet
2. Smart EV Cable (SEVC)
3. Side Extrusions
4. CPU
5. Clear Lens
6. Holsters and Frame
7. Pedestal
8. Vinyl Signage
9. Trims
10. Bottom Cap
11. CMK

Power Link

Power Block
High-Capacity Deployments
Express 250 Overview

**Performance**

*62.5kW output* > 25% higher than 50kW class chargers, up to *125 kW* in paired configuration

*Liquid cooled power modules* provide quiet operation and > 95% efficiency

*Reliable cable management* keeps cables of the ground and easy to reach car charging port in any location

*Air intake* at mid-height to prevent snow or leaf blockage

**Usability**

*LCD touch display* to view pricing and energy usage, *upper display* shows availability and wait times

*Brandable surfaces* orange surfaces are customizable

**Availability**

*Modular design* with easy to replace parts

*Redundant power modules*, can run on a single module if one fails

*No troubleshooting in the field* – faulty component diagnosed before visit – simple and quick swap while on site
Paired CPE250

Module Allocations (configurable)

Maximum power per station (kW)*
- T1: 125
- T2: 94
- T3: 31
- T4: 125

+ Better utilization than standalone stations
  - Allows 2 vehicles to be charged simultaneously

+ Lower electrical infrastructure upgrade cost
  - Does not require an external power cabinet

*Actual rate based on vehicle charging profile and connector type
Testing with the following manufacturers completed:

- BMW
- Meccanica
- Harley-Davidson
- Lightning Motor
- Peugeot
- Tesla
- BYD
- ELMS
- Hyundai
- Lucid
- Polestar
- Toyota
- Chrysler
- Energica
- Isuzu
- Maxus
- Porsche
- Proterra
- Denso
- Ford
- Kenworth
- MG
- Renault
- Zero Motorcycles
- Daimler
- Gilly
- KN
- New Flyer
- Rivian
- PACCAR

.. and more
ViriCiti software Operations dashboard Overview of the location and status of your vehicles

Fleet position

Displayed fleets

Displayed assets

Fleet status

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## Active alerts

<table>
<thead>
<tr>
<th>ASSET</th>
<th>PRIORITY</th>
<th>TYPE</th>
<th>DESCRIPTION</th>
<th>SOURCE</th>
<th>FIRST OCCURRENCE</th>
<th>LAST OCCURRENCE</th>
<th>DUR</th>
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<tbody>
<tr>
<td>2016</td>
<td>High</td>
<td>DM1</td>
<td>Battery Potential / Power Input 1 - Low - most severe (3)</td>
<td>Electrical System</td>
<td>04/20/2022 6:08 PM</td>
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<tr>
<td>2016</td>
<td>Low</td>
<td>DM1</td>
<td>Power Supply (Obsolete) - Voltage Below Normal</td>
<td>Brakes - System Controller</td>
<td>04/20/2022 8:21 PM</td>
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<tr>
<td>2016</td>
<td>Low</td>
<td>DM1</td>
<td>Unknown proprietary message</td>
<td>Multiplex</td>
<td>04/26/2022 12:03 PM</td>
<td>04/26/2022 12:41 PM</td>
<td>36 m</td>
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<tr>
<td>2016</td>
<td>Medium</td>
<td>DM1</td>
<td>Stator temperature greater than 163 C, motor power severely limited</td>
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<td>04/26/2022 12:41 PM</td>
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<td>2660</td>
<td>Unknown priority</td>
<td>DM1</td>
<td>Desiccant timer has expired, and scheduled maintenance of desiccant is required (Ref. Service Documentation)</td>
<td>Multiplex</td>
<td>04/26/2022 11:58 AM</td>
<td>04/26/2022 12:33 PM</td>
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<tr>
<td>2662</td>
<td>Law</td>
<td>DM1</td>
<td>RTM reports CAN communication problems for Coolant pump 1</td>
<td>Multiplex</td>
<td>04/21/2022 2:35 AM</td>
<td>04/21/2022 3:42 AM</td>
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<td>System has detected the coolant level is low</td>
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<td>2612</td>
<td>Law</td>
<td>DM1</td>
<td>Vehicle EEPROM Configuration Fault</td>
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<td>04/26/2022 12:05 PM</td>
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<td>36 m</td>
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<td>TRANSACTION ID</td>
<td>CHARGING STATION</td>
<td>CONNECTOR</td>
<td>VEHICLE</td>
<td>START TIME</td>
<td>END TIME</td>
<td>DURATION</td>
<td>KWH CHARGED</td>
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<tr>
<td>---------------</td>
<td>------------------</td>
<td>-----------</td>
<td>---------</td>
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<td>162901</td>
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<td>Apr. 27, 2022, 12:50 AM GMT+2</td>
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<td>Apr. 26, 2022, 11:19 PM GMT+2</td>
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<td>#1</td>
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<td>Apr. 26, 2022, 9:26 PM GMT+2</td>
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<td>Apr. 26, 2022, 6:01 PM GMT+2</td>
<td>50m 20s</td>
<td>267</td>
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</tbody>
</table>
Real-Time Monitoring in Depot Map View

Customizable Geofences with configurable Alerts
ChargePoint Assure™ Maintenance Service

- Proactive station monitoring
- Granular remote diagnostics and troubleshooting
- 98% annual uptime guarantee
- Next business-day, on-site response*
- Covers all labor costs if station goes down for any reason, including vandalism, abuse, and accidents

Need more support?

Assure Pro offers 24/7, expedited technical support and dispatch for even faster issue resolution for mission critical fleets

* Once parts are on-site

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