



**blink**<sup>®</sup>

# EV Charging Solutions

[www.BlinkCharging.com](http://www.BlinkCharging.com)



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# Market Trends

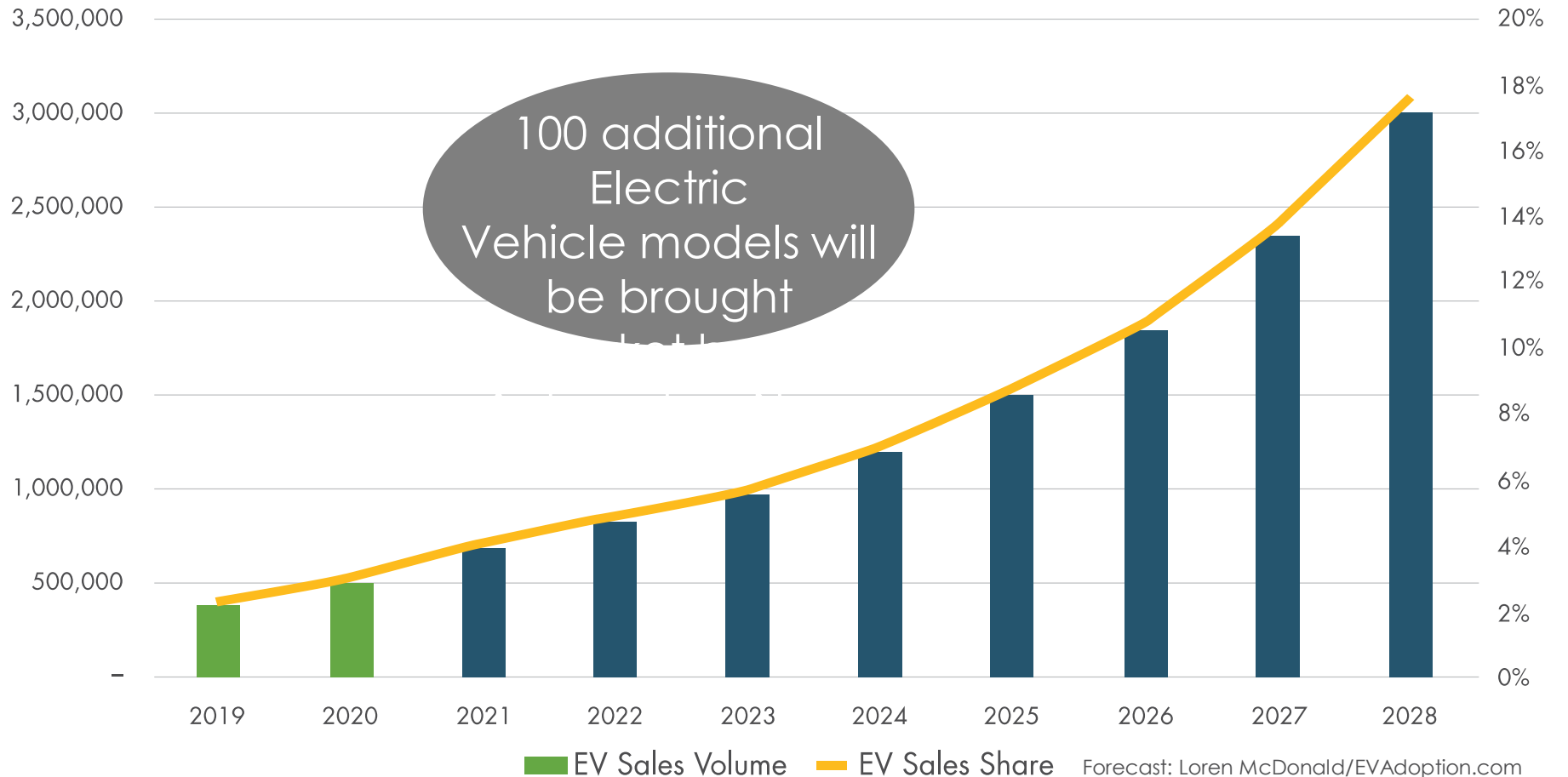


# The Demand for Electric Vehicles

## US Electric Vehicles Sales Forecast: 2019-2028

### Automakers Are All-In

- OEMs have committed to invest more than \$300 Billion in EV research & development and manufacturing

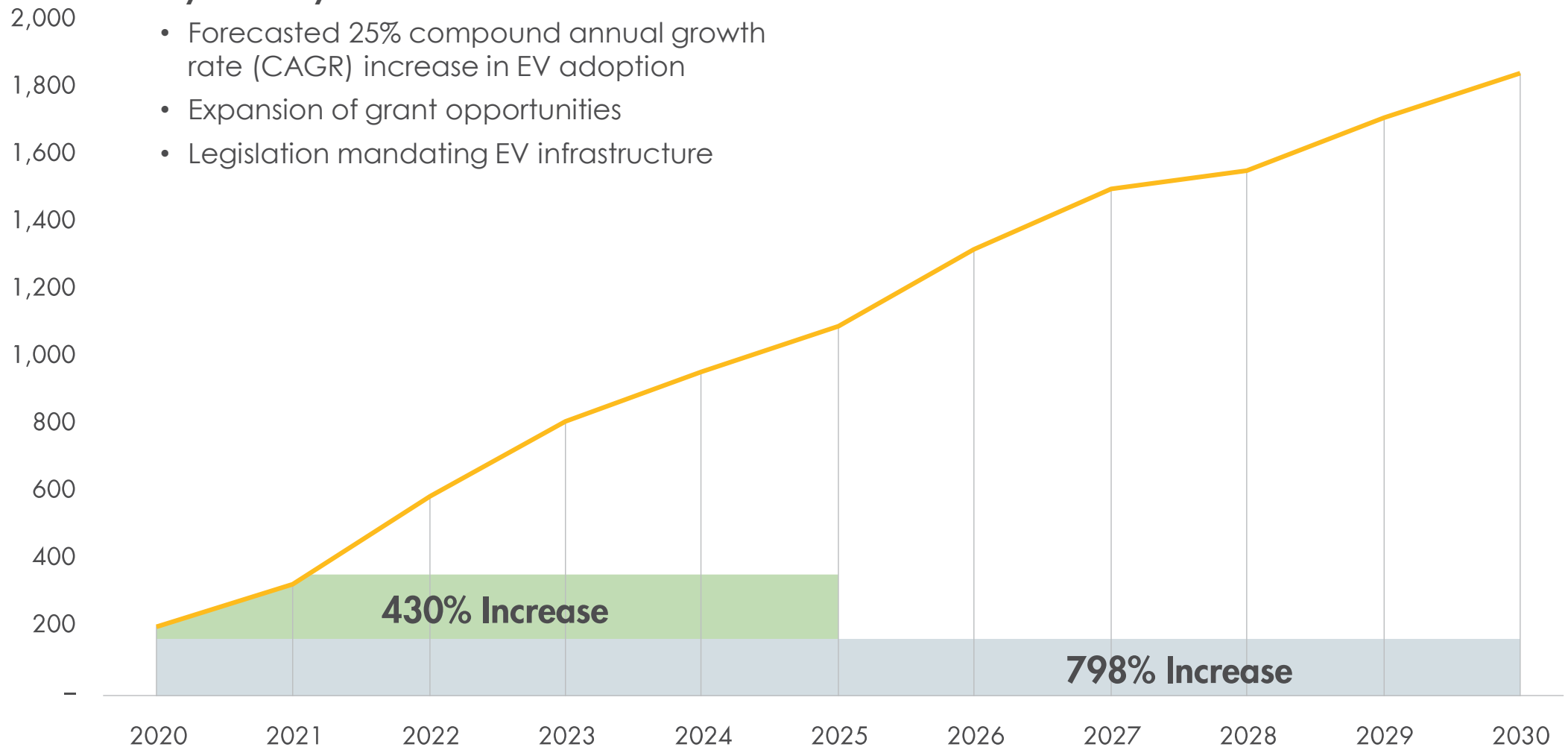


## The Demand for EV Charging Infrastructure

### Forecasted U.S. EV Charger Sales in 1,000's

#### Key Industry Drivers

- Forecasted 25% compound annual growth rate (CAGR) increase in EV adoption
- Expansion of grant opportunities
- Legislation mandating EV infrastructure



Source: Guidehouse (Navigant) Market Analysis and Forecast of EV Charging Solutions 2Q-2020

# Every Parking Space is an Opportunity

Blink EV Charging hosts include some notable business and community leaders.

## Parking & Services



## Commercial & Residential



## Workplace



## Healthcare



## Education



## Retail



## Hospitality/ Food & Beverage



## Entertainment



## Municipal



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# About Blink

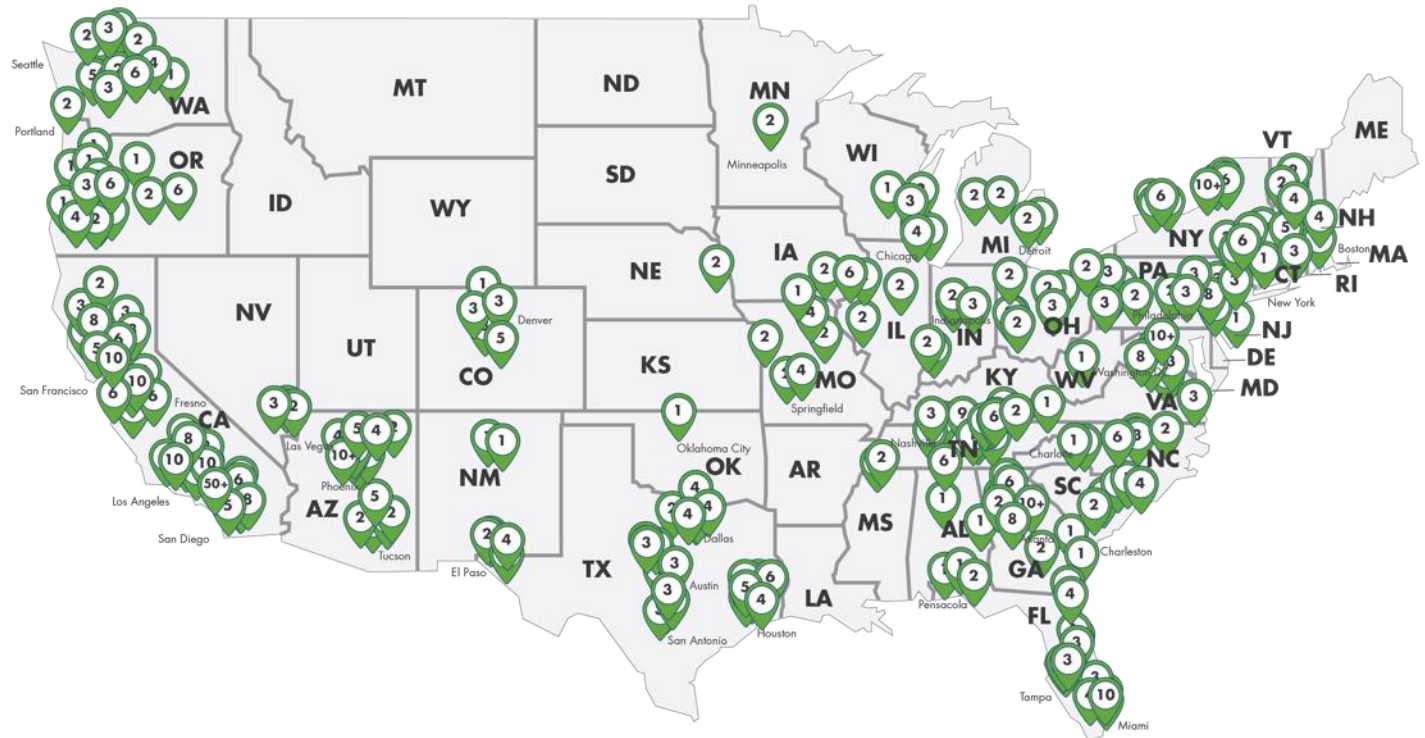


## Blink Charging U.S. Footprint

Blink is a driving force in the EV industry paving the way for the growth and adoption of EVs.

### Nationwide locations open to all drivers

- 5,600+ commercial EV charging stations in 40 states
- 8,900+ residential charging stations deployed
- Direct access to growing registered member base of 180,000+



Blink is the only EV service provider that is **vertically integrated from technology manufacturing to connectivity to ownership.**

**23,000**  
Chargers Deployed  
Since 2009

# Blink Product Overview





# Blink Family of Products

## IQ 200

Wall, Pedestal, or Pole Mounted Commercial Level 2 Charger



## Portable IQ 200-M

Portable Charger with the Power of the IQ 200 and Convenient Mobility



## DC Fast Charging

From 50-175kW Options, High Performance Fast Charging Meets Small Footprint



Cable Management Solutions and pole mounting kits available.

# Blink IQ 200 Level 2 AC EV Charging Station

## Fast 80-Amp Level 2 EV Charging

- Network connected charging stations
- Tracks energy usage and manages driver billing
- Multiple deployment configuration from single advanced unit, dual-port unit, and kiosk/smart configuration
- Flexible Installation: Wall, Pedestal, or Pole Mounts
- Flexible installation on any size circuit breaker from 10 to 100 Amps with 80% output at the port
- Local load management circuit sharing capabilities
- OpenADR 2.0b certified controllable output, supporting utility
- Blink OCPP v1.5 and v1.6J support demand response requests
- RFID, Apple Pay, Google Wallet, and all major credit cards payment methods\*

Full IQ 200 Specification  
available at [BlinkCharging.com](https://BlinkCharging.com).

\*Coming soon



# High Performance, Sleek, and Compact DC Fast Charging

## Flexible and Powerful

Blink offers a full range of DCFC chargers and installation expertise.

## The Blink Advantage

- Available in 50kW and up
- Liquid cooling and increased reliability
- Simultaneous charging
- Upgradeable cables
- Blink Network and OCPP integration
- Low maintenance costs
- Slim, compact, and stylish designs
- Designed for use with full battery electric vehicles only
- Ideal for vehicles which have little down time

Reliable, robust DCFC EV charger with an attractive design, that is easy to own and operate.

DC



CCS1



75kW

DC



CCS1



175kW

# The Blink Network

## The Power of Our Software System

### Driver Advantages

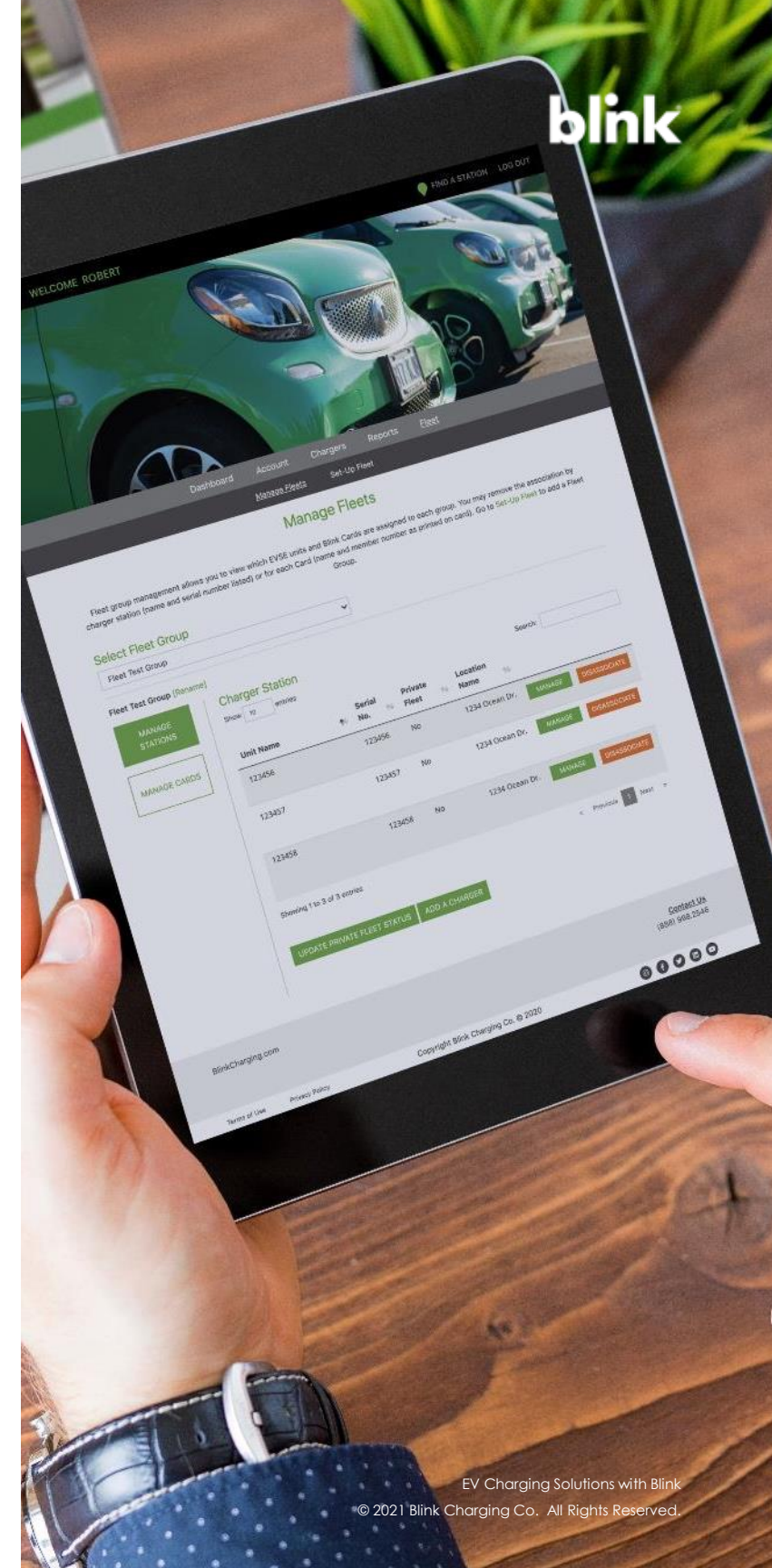
- Real-time view of locations, hours, pricing and availability
- Environmental impact and savings reporting

### Host Advantages

- Reporting capabilities include revenue, sustainability reports and more
- Remote EV station monitoring
- Streamlined payment processing
- Integration with Google, Apple, Blink and other popular map applications
- Odometer reading tracking and fleet management controls
- Charging station health monitoring and Level 1 and 2 support
- Flexible pricing controls at the station or user level

### Technology & Platform

- Open ADR 2.0
- OCPP 1.6J interface to support non-Blink equipment
- Secure enterprise grade infrastructure
- Geographically separated secondary backup systems



# Blink Business Models

## Partnership Models



### Host Owned

Perfect for those who want to be the owner and operator of the EV charging stations.



### Blink as a Service

Blink's subscription program is a low flat monthly fee that provides all the control of ownership coupled with Blink service and maintenance protection.



## Business Model Options

	 <b>Host Owned Purchase</b>	 <b>Blink as a Service Subscription</b>
Equipment Ownership	Host	Blink
Installation Costs	Host	Host
Electricity Costs	Host	Host
Support & Maintenance Costs	Host	Blink
Charging Revenue	100% to Host	100% to Host
Pricing Controls	Host	Host
Contract Term	Not Required	Contract Required
Network Fees	\$12-18/month*	\$0
Transaction Fee	8% deducted from gross revenue	
Monthly Subscription Fee	\$0	Starting at \$99/month

\*Deducted from gross revenue

# EV Charging for Laurel, MD

## Multifamily properties

### Level 2 charging

### No charge installations

Provide a critical amenity for your residents today.

Take advantage of Baltimore Gas and Electric's limited time offer and install the most powerful Level 2 EV Charging Station in your property with little to no cost to you.\* As an added incentive, get the cost of your electricity consumption reimbursed by Blink.

**Hurry this offer will not last!**

Get Started Today by Contacting

[BlinkCharging.com/Baltimore](https://BlinkCharging.com/Baltimore)  
[electrifyBA@blinkcharging.com](mailto:electrifyBA@blinkcharging.com)

Source: Forbes.com Feb 25, 2021 Bringing Electric Vehicle Charging to Multifamily Housing

\*Limited time offer, restrictions apply. Contact Blink Charging for details.

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# EV Charging for Laurel, MD

## Public Parking

## MAEP Grant Funding

## Level 2 charging

## Provides

1. Up to \$3,500 per port to cover make ready expenses (electrical upgrades, running power to chargers)
2. No charge equipment lease from Blink with three terms of five years.
3. No charge for network connectivity
4. Included parts and labor warranty for all three terms maximizes up time and availability for residents and visitors
5. 100% reimbursement each month for power consumed by chargers (ACH deposit)
6. 50% of Net Revenue from charging sessions paid to the city monthly (ACH deposit)
7. Blink processes all transactions and provides real time customer service to EV drivers.
8. We can even start a charging session remotely from our NOC in Phoenix, AZ for a driver in Laurel, MD

Mid-Atlantic Electrification Partnership



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# EV Charging for Laurel, MD

## City Fleet

### Blink As a Service

### Level 2 and DC Fast

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## Lease Includes

1. Equipment cost
2. Shipping and charger installation/commissioning
3. Parts and labor warranty
4. Network connectivity for data reporting and fleet management
5. Host controls access to equipment
6. Track electricity consumed by each vehicle
7. Blink account linked to vehicle enables driver to charge on any Blink charger as needed. (charger use outside of city facilities will incur per kW charge)
8. Driver can utilize an RFID card or start charging sessions using the Blink mobile app on their smart phone
9. Driver is notified by email or text when vehicle charging is complete



# EV Charging for Laurel, MD City Fleet

## Blink As a Service

### DC Fast Chargers - 50kW & 75kW Options shown

DC



CCS1



Model	Description	SKU	BaaS Fee \$/Mo
Tritium RTM-50 Better	50 KW - 20ft CCS+ ChaDeMo / CC Reader / Wrap	RTM-50 Better	849.00
Tritium RTM-75 Better	75 KW - 20ft CCS+ ChaDeMo / CC Reader / Wrap	RTM-75 Better	1,049.00

1. Pricing shown is per device, per month
2. Billed yearly
3. PHEV (plug in hybrid electric vehicles) such as Toyota Prius Prime and Chrysler Pacifica can only be charged using Level 2
4. BEV (full battery electric vehicles) such as the F-150 Lightning can be charged using Level 2 and DC Fast chargers

### F-150 Lightning



AC



J1772 (Type 1)

### Pacifica



AC



J1772 (Type 1)

### Prius Prime



AC



J1772 (Type 1)

DC



CCS1



# EV Charging for Laurel, MD

## City Fleet

### Blink As a Service **AC**



### Level 2

J1772 (Type 1)

Model	Description	SKU	BaaS Fee \$/Mo
IQ-200 Smart (wall mtg)	19.2 KW / 80A / 240V / 25ft Cable	01-0205	69.00
IQ-200 Smart + Wall CM		NA	89.00
IQ-200 Smart + R Ped		NA	89.00
IQ-200 Smart + R Ped + CM		NA	139.00
IQ-200 Smart + Pole		NA	79.00
IQ-200 Smart + Pole + CM		NA	99.00
IQ-200 Kiosk (wall mtg)	No cable/connector - Use with Smarts only	01-0208	69.00
IQ-200 Kiosk + R Ped		NA	89.00
IQ-200 Kiosk + Pole		NA	79.00

1. Pricing shown is per device, per month
2. Billed yearly
3. Plug in hybrids and full battery electric vehicles can utilize Level 2

### F-150 Lightning



**AC**



J1772 (Type 1)

### Pacifica



**AC**



J1772 (Type 1)

### Prius Prime

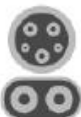


**AC**



J1772 (Type 1)

**DC**



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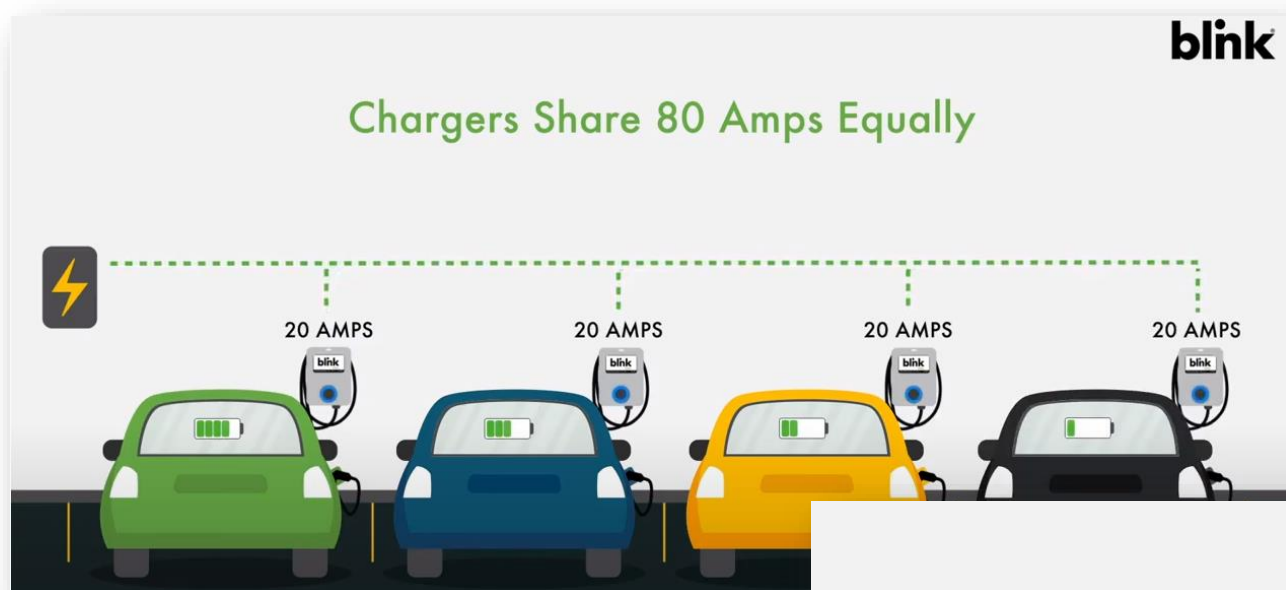


# Local Load Management



As the number of chargers at each location grow, Blinks built in local load management software can be used to distribute power over multiple chargers. This approach enables fleet managers access to a larger number of chargers which fully charge their EVs overnight without requiring as much power on site. Reduces make ready infrastructure expenses.

[Equal Electric Distribution | Local Load Management for EV Charging Stations - YouTube](#)



## Blink is Leading the EV Charge

- The IQ 200 is the fastest Level 2 charger with 19.2kW output
- Blink owns and operates a robust cloud-based network
- Flexible business models for equipment acquisition and installation
- Solutions across both residential and commercial applications

By 2030, the US is estimated to need 13 million charging stations, **will you be hosting them?**



# blink<sup>®</sup>

CHARGE  
ON!

**Andrew Hillman**

**Sales Executive**

**blink**

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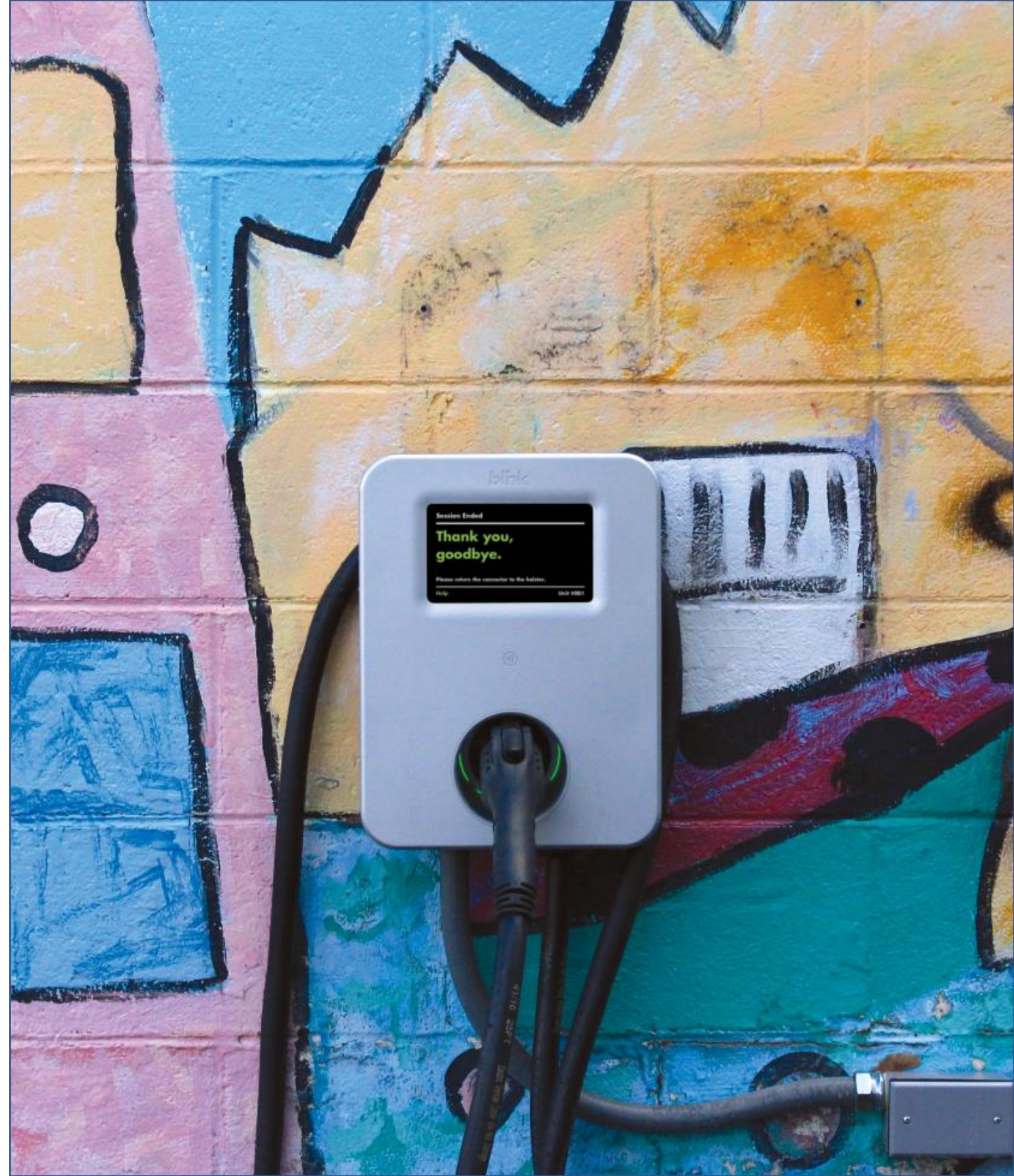
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# Appendix

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## Host Resource Library

Get the most out of your Blink charging stations and find answers to frequent questions online anytime at [BlinkCharging.com/WeLoveHosts](https://BlinkCharging.com/WeLoveHosts)

- Host Network Guide
- Employee FAQ
- EV Driver FAQ
- IQ 200 Instruction Manual
- Announcements & Social Media Posts
- EV 101
- Instruction Manuals
- How to Use a Blink Kiosk
- Spanish and French Translations





## Leaders in the EV Industry



### Founder & Chief Executive Officer

**Michael D. Farkas** is the visionary, Founder, Executive Chairman and CEO of Blink Charging, a leading owner/operator of electric vehicle(EV) charging in the United States.



### Chief Operating Officer

**Brendan Jones** brings nearly 30 years of automotive and electric vehicle experience to Blink. His extensive industry knowledge coupled with his leadership skills is a valuable asset as the company continues its rapid growth.



### Chief Financial Officer

**Michael Rama** joined Blink following nearly a decade with NV5 Global, where he served as Vice President and Chief Financial Officer. Mr. Rama has nearly 30 years of experience in construction, development, and real estate management.



### General Counsel

**Aviv Hillo**, is a skilled international business lawyer with an established track record of 20+ years both in Israel and the U.S., handling cross border transactions and litigations. Mr. Hillo is also an experienced executive and investor across a variety of industries including defense technology and biotechnology.



### Sr. Vice President of Technology & Product Development

**Josh Winkler** has nearly a decade of experience in the EV industry. Having been a crucial part of the technology team of Blink's predecessor, Ecotality, he has an in-depth understanding of product design for EV service equipment and designed Blink's IQ 200 80A Level 2 AC charging station.



### Sr. Vice President for Energy & Infrastructure

**Philip Herman** has spent his exemplary 30-year career pursuing innovation in the engineering, construction and energy sectors as an engineer, entrepreneur, and corporate executive. Phil is a Licensed Professional Engineer and LEED AP, and currently focuses on Blink's energy services and utility strategies.



### Vice President of Sales

**Mike Battaglia** brings over 25 years of automotive and technology experience to the Blink team with deep connections throughout the auto industry. His track record of building high performing sales teams with a focus on key performance metrics are a critical asset to Blink's sales success.



### Vice President of Marketing

**Rebecca Gutierrez** brings nearly 20 years of marketing experience and over a decade of practical marketing experience in the architecture, engineering, and construction industries. Her wealth of knowledge crafts Blink's marketing and communication strategies driving sales and support Blink clients, members, and investors.