



Building Tomorrow's Infrastructure Today

Seamless end-to-end solutions for intelligent EV charging and 5G wireless networks

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Charge Highlights

- ⚡ Mature and experienced operator bringing experience, skills and leadership into **next generation infrastructure**
- ⚡ **High visibility** into legacy business **cash flow** entering premier, **high growth areas** within a **defensive sector**
- ⚡ Diversified **blue-chip customer base** and capabilities set to unlock **cross-selling** across services and geographies
- ⚡ **Seasoned leadership team** with highly coveted engineering and distinguished alliances

Skilled Teams Powering Growth & Capability

Since its founding in 2019, the Charge team has grown exponentially in size and capabilities.

Our organization is a constantly changing environment that demands flexibility, an open mind and an ability to think outside the box.

In just over 3 years, we've gone from

3 to 360

Skilled project managers, engineers, and technicians

Our team leaders and members earned their experience at some of the **world's most recognized companies:**

Andrew Fox
Founder, CEO & Chairman

Mark LaNeve
President

Craig Denson
COO & CCO

Leah Schweller
CFO

Nicole Antakli
CBO



Deloitte.

SIGMA



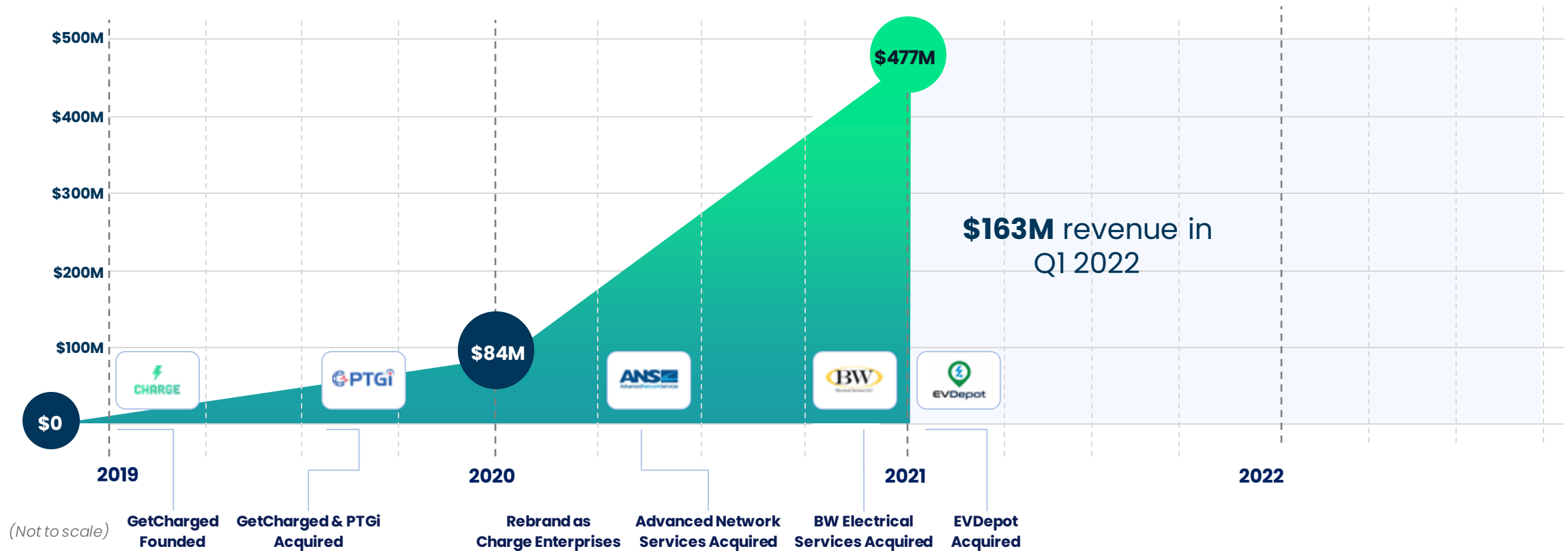
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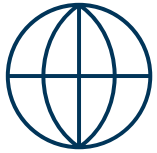
Charge Revenue **Continues to Accelerate**



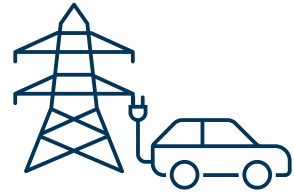
Charge is on a **steep revenue trajectory**:

- FY 2019 – **\$0**
- FY 2020 – **\$84M**
- FY 2021 – **\$477M**

EV Charging and 5G Wireless Data Transmission Infrastructure



A public company with a portfolio of businesses, continually growing to add compounded value to infrastructure assets.



Pioneering infrastructure for the crossover of 5G wireless data transmission and EV charging infrastructure for future use cases. Educating with superior client engagement and dedicated project management teams.



Internal engineering and design professionals with nationwide capabilities, and the ability to cross leverage expertise within 5G & EV charging infrastructures.



Industry depth, in automotive OEM leadership, fleet, dealership, electrical contracting and 5G network services.



Via M&A and talent acquisition we seek to add scale, expand skillset and expansions of the geographic footprint, we are agile to capture opportunities for infrastructure solutions.



Building Tomorrow's Infrastructure, Today

Exponential Data Volume Growth, Driving the Need for Telecom Infrastructure

Major wireless carriers (T-Mobile, Verizon, Dish Network) in the US are projected to **spend in excess of \$36 billion in 2022**, increase of 6% from 2021.

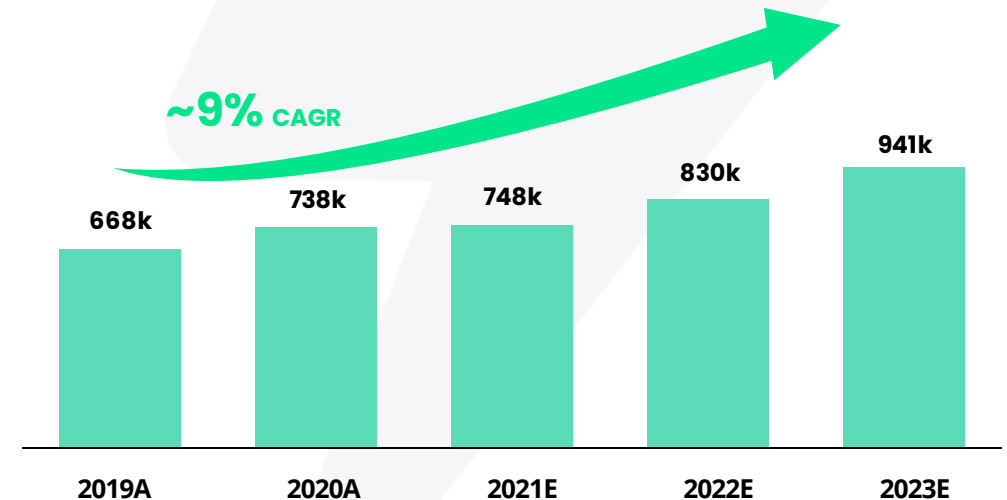
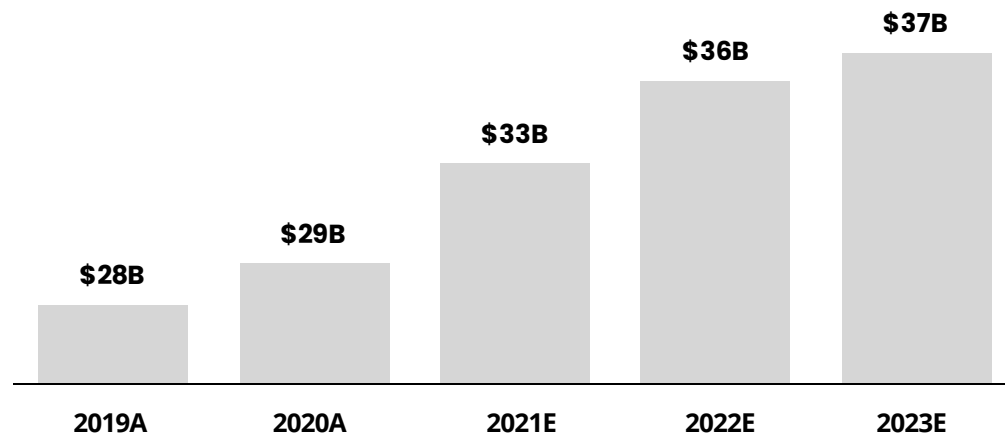
5G will require a **new network topology** that will include a **significantly larger number of small cells** than in the market today

Wireless Capex Spending ⁽¹⁾

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

Small Cell Deployment & Upgrades ⁽²⁾

Ongoing rollout of communication systems from carriers, network operators, cable companies and operators
(deployments)



Source: (1) Inside Towers, (2) Small Cell Forum

Nasdaq: CRGE

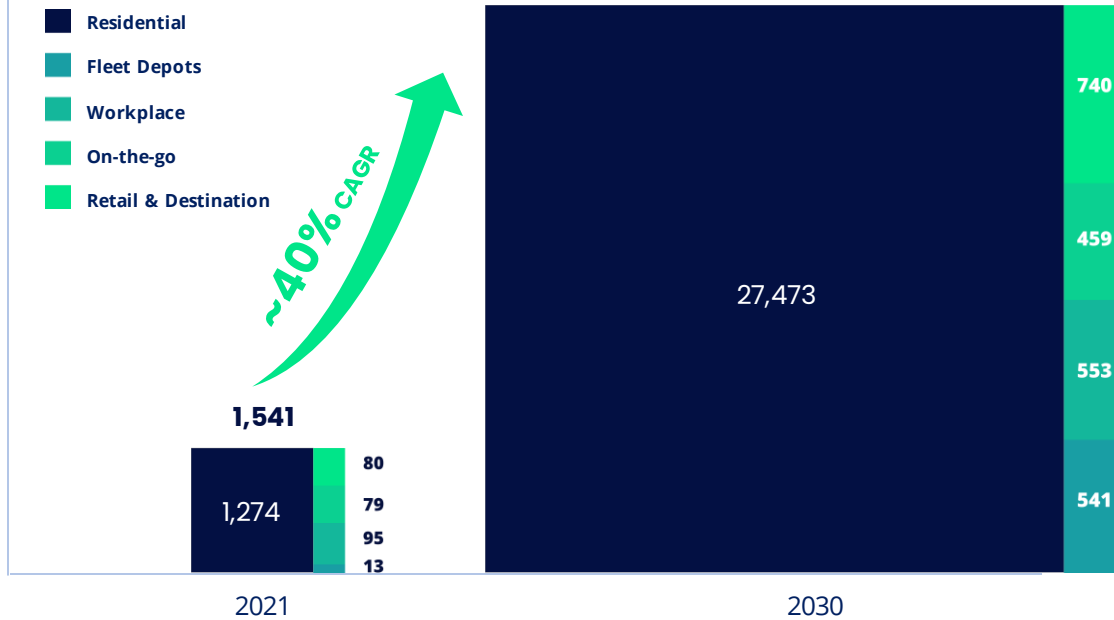
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Imminent and widespread need for EV Infrastructure

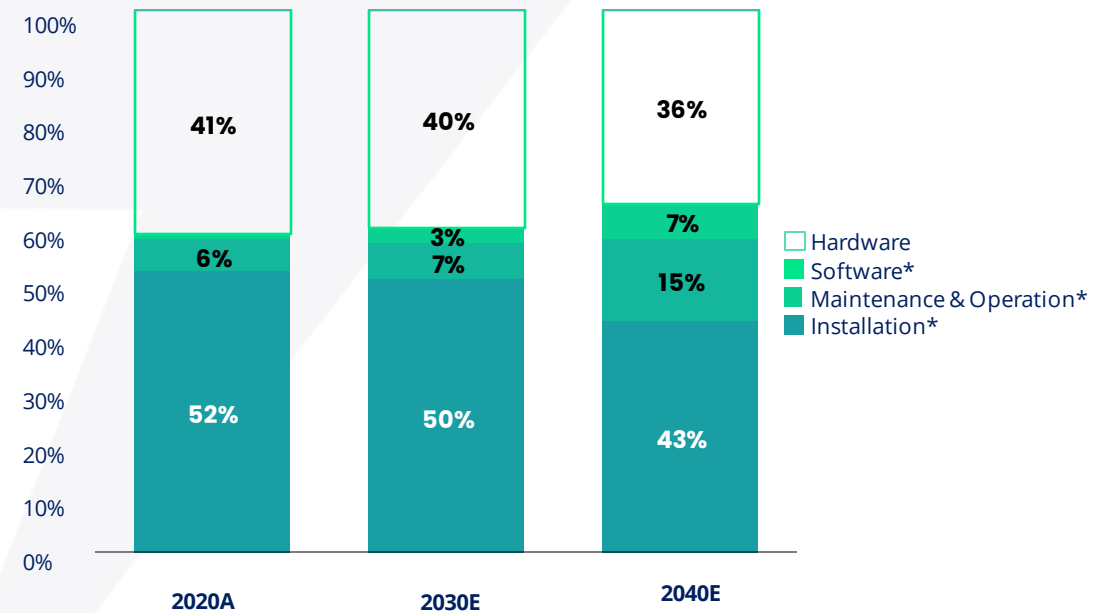
\$95B investment requirement to develop charging infrastructure of by 2030

60%+ spend on each EV charging installation project, and indirectly through hardware pass-through sales

Cumulative charger demand in 2030
No. of Chargers (in thousands)



Spend by Category
Charge positioned to capture*



Source: McKinsey, April 2022, Bloomberg NEF



The electric revolution is here,
but the infrastructure is not

We Understand the Challenges Today **for Future Success**

Unifying industry champions to fulfill the needs of tomorrow's economy.

- **Commercial Customers** are compelled to upgrade and accommodate **unstoppable demand** for EV charging and 5G service
- These technologies require a **massive infrastructure update** with seamless coordination among **multiple parties**
- **Existing** service providers are **fragmented** and **under-capitalized**



Combining best-in-class service provides

- ✓ Deep skill set and talent base across the value chain
- ✓ Reliable partner on this transformative journey
- ✓ Nation-wide coverage to support where help is needed

Focused on **Investment-light, High-growth Markets**

To build compounded value for infrastructure

TELECOMMUNICATIONS

INFRASTRUCTURE



Connected Calls

Provides voice and data termination services for all major international carriers



EV Charging Ecosystems

Provides research, education, planning, designing, installation, maintenance and monitoring

+



Next Generation Broadband

Project management from design and sourcing to install, maintenance and remote monitoring

+



Electrical Project Management

Electrical service providers with 100+ years of experience and relationships

+



Fleet and Commercial

Nationwide real estate for EV Depot locations

Targeting Industries with **Urgent Needs**

Current focus on commercial industry sectors include **automotive dealership groups and fleet depots**

Adjacent Addressable Markets

- Real Estate Management & Owners
- Government and Public EV Charging
- Hotel Chains and Retail
- Parking Facilities



Strategically Aligned with a **Wide Landscape of EV Customers**

SHORT TERM TARGETS

LONG TERM TARGETS

OEM Dealerships

- Dealerships are being incentivized by automakers to add charging stations as more EVs are rolled out
- Relationships with dealers are a key barrier entry; securing one project may present the opportunity to roll out nationwide



Fleet/Depots

- Fleets are gradually converting to electric over the next 2-3 years as EV adoption is expanded
- Fleets look for initial installation at singular locations, leading to further sizable projects as nationwide rollout becomes necessary



Malls, Residential Lots, Offices & Gas Stations

- All types of business, residential spaces, and public areas will need to offer EV Charging solutions to capture footfall and tax incentives



Commuter Properties

- As EV passenger adoption expands, it will be imperative for commuter hotels to provide EV charging
- Charge is well positioned and fully capable of providing all type of charging solutions to each customer type based on their specifications



We Understand the Challenges Today to **Plan** for **Future Success**



EV Charging is **an early-stage industry** for everyone. OEMs, dealers and certain government entities are early adopters of infrastructure investment.



Education and Strategic Planning are necessary to develop the optimal design and plan for your EV Charging Infrastructure.



Total cost of ownership is crucial. When, where, and how electricity is distributed **affects price, timing and operating expenses** once the chargers are activated.



A solutions provider with a seamless end-to-end model that positions the client with a plan to prevent 'learning by doing' and re-doing with modifications that are costly.



Scalable EV charging infrastructure solutions are **critical for future positioning** and success – to save time, money and resources.

Charge is a Reliable Partner on this **Transformative Journey**

Providing seamless End-to-End Solutions



PROJECT MANAGEMENT



Strategic Planning
& Education
Incentive
Coordination



Design &
Engineering



Equipment
Specification &
Sourcing Coordination
Energy storage &
management



Construction &
Installation



Data
& Software
Solutions



Monitoring &
Maintenance

- **Flexibility for the client** after each phase & deliverables
- **Cost effectiveness** for scalable planning
- **Proper planning** to improve time management, equipment sourcing and resource procurement: utility coordination, municipality permitting requirements, and incentives

Charge Network Operations Center

Scalable 24x7 **monitoring, maintenance, dispatch, repair** of critical communications systems, **connected devices**, and **smart infrastructure**

Our **Peel-It dashboard** provides the customer access to actionable key performance indicators, alarms, and service tickets to maximize quality of service, visibility, and reliability.



Charge Value Proposition

Charge Enterprises Competitive Advantage

FIRST MOVER

Specializing in Infrastructure for commercially phased projects

Dealer Groups, Retail, Real Estate, Fleet, EV Depots, Multifamily Housing, Public Sector; Federal and Municipalities

DEEP AUTO AND OEM EXPERTISE

Established relationships with dealer groups, networks, fleet and commercial

customer satisfaction drives OEMs Charge's leadership understands the challenges and the vision for success with a wholistic perspective

TECHNOLOGY, HARDWARE & SOFTWARE AGNOSTIC

Partnering with technology and EVSE providers provide solutions for Charge's installation resources not core to clients' business models

BUILDING BEST PRACTICES STANDARD

Delivering safe, reliable, scalable and flexible solutions to **develop and provide utility and municipality streamlined processes**

COMPLEMENTARY OFFERINGS

Charge's family of companies provide expertise, scale, and greater value with **intelligent site solutions**

"Creating bespoke infrastructure solutions to establish EV charging & 5G wireless data transmission ecosystems for clients."

Positioned to **Deliver the Future**

The proliferation of autonomous vehicles, 5g, seamless augmented reality, gaming, AI, and video-calling **increases data volume and traffic.**

The proliferation of **High-bandwidth applications** requires next-generation infrastructure, which can seamlessly handle increased volume and traffic of data seamlessly

Charge is uniquely positioned to bring us closer to the future and continuously deliver the infrastructure needs of Tomorrow, **Today!**



Source:
[5G Services Market Size, Share, Industry Forecast 2029 \(fortunebusinessinsights.com\)](https://fortunebusinessinsights.com)









Nasdaq: CRGE

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Thank You!

Appendix – Press

 <p>Yahoo Finance We are in the 'first inning' of EV charger buildout: Charge CEO</p>	 <p>Charge Enterprise: Electrifying the infrastructure of the future</p>	<p>INSIDER</p> <p>Meet the 14 entrepreneurs vying to break into the \$207.5 billion electric car...</p>	 <p>Former Ford exec. Mark LaNeve on creating EV infrastructure with startup, Charge Enterprises</p>	<p>Forbes</p> <p>Longtime Ford, GM Exec Mark LaNeve Skips Retirement To Lead Charge</p>	 <p>SEASON 3 EPISODE 13: "The Infrastructure of the Future" Mark LaNeve, President, Charge Enterprises</p>
<p>The New York Times</p> <p>When Electric Cars Rule the Road, They'll Need Spots to Power Up</p>	<p>yahoo!sports</p> <p>Charge Enterprises Is Designated GenZ EV's Preferred Infrastructure Provider for Custom EV Charging Ecosystems, Offering a...</p>	<p>INSIDER</p> <p>The CEO of a little-known EV charging startup has been on an 18-month acquisition spree. Here's how he picks the deals...</p>	<p>GREEN CAR JOURNAL</p> <p>Making It Simple to Go Electric</p>	<p>dbusiness</p> <p>Longtime GM and Ford Executive Mark LaNeve Named President of Charge Enterprises</p>	<p>Bloomberg</p> <p>Drivers Are Interested in Electric Cars. Dealers Don't Know How to Sell Them</p>
<p>Detroit Free Press</p> <p>Drivers need to feel safe when they charge electric vehicles: How to make that happen</p>	 <p>Charge Enterprises Forms Alliance With Smart Charge America</p>	 <p>WATCH VIDEO</p> <p>The Future Of EV Infrastructure - Auto Talk Show AutoNetwork Reports</p>	 <p>Finding an electric vehicle charging station should be a scavenger hunt</p>	<p>GlobalSpec</p> <p>To meet EV demand, charging networks must grow</p>	 <p>INVESTORPLACE</p> <p>Fireside Chat: Meet the Man Who's Forging Our EV Charging Infrastructure</p>