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 Schweiler
CFO

Nicole Antakli
CBO

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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

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**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.

**Wireless Capex Spending**

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

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

**Small Cell Deployment & Upgrades**

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

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

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Imminent and widespread need for EV Infrastructure

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

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

<table>
<thead>
<tr>
<th>Category</th>
<th>2021</th>
<th>2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>1,274</td>
<td>27,473</td>
</tr>
<tr>
<td>Fleet Depots</td>
<td>80</td>
<td>740</td>
</tr>
<tr>
<td>Workplace</td>
<td>95</td>
<td>493</td>
</tr>
<tr>
<td>On-the-go</td>
<td>13</td>
<td>533</td>
</tr>
<tr>
<td>Retail &amp; Destination</td>
<td>541</td>
<td></td>
</tr>
</tbody>
</table>

Total: 29,766

$95B investment requirement to develop charging infrastructure by 2030

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

Spend by Category
Charge positioned to capture*

<table>
<thead>
<tr>
<th>Category</th>
<th>2020A</th>
<th>2030E</th>
<th>2040E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hardware</td>
<td>60%</td>
<td>40%</td>
<td>36%</td>
</tr>
<tr>
<td>Software*</td>
<td>0%</td>
<td>3%</td>
<td>7%</td>
</tr>
<tr>
<td>Maintenance &amp; Operation*</td>
<td>100%</td>
<td>52%</td>
<td>50%</td>
</tr>
<tr>
<td>Installation*</td>
<td>10%</td>
<td>7%</td>
<td>15%</td>
</tr>
</tbody>
</table>

Source: McKinsey, April 2022, Bloomberg/NEF

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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

<table>
<thead>
<tr>
<th>TELECOMMUNICATIONS</th>
<th>INFRASTRUCTURE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Connected Calls</strong></td>
<td><strong>EV Charging Ecosystems</strong></td>
</tr>
<tr>
<td>Provides voice and data termination services for all major international carriers</td>
<td>Provides research, education, planning, designing, installation, maintenance and monitoring</td>
</tr>
<tr>
<td><strong>Next Generation Broadband</strong></td>
<td><strong>Electrical Project Management</strong></td>
</tr>
<tr>
<td>Project management from design and sourcing to install, maintenance and remote monitoring</td>
<td>Electrical service providers with 100+ years of experience and relationships</td>
</tr>
<tr>
<td><strong>Fleet and Commercial</strong></td>
<td></td>
</tr>
<tr>
<td>Nationwide real estate for EV Depot locations</td>
<td></td>
</tr>
</tbody>
</table>

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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

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Strategically Aligned with a Wide Landscape of EV Customers

**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.

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**SHORT TERM TARGETS**

**LONG TERM TARGETS**

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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.

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

Providing seamless End-to-End Solutions

- **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**
- Deep Auto and OEM Expertise
- Technology, Hardware & Software Agnostic
- Building Best Practices Standard
- Complementary Offerings

**Specializing in Infrastructure for commercially phased projects**
Dealer Groups, Retail, Real Estate, Fleet, EV Depots, Multifamily Housing, Public Sector; Federal and Municipalities

**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.

**Partnering with technology and EVSE providers**
Provide solutions for Charge’s installation resources not core to clients’ business models.

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

**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](http://fortunebusinessinsights.com)
Thank You!
## Appendix – Press

<table>
<thead>
<tr>
<th>Channel</th>
<th>Title</th>
<th>Description</th>
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<tbody>
<tr>
<td>Yahoo Finance</td>
<td>Charge Enterprise: Electrifying the infrastructure of the future</td>
<td>Former Ford exec. Mark LaNeve on creating EV infrastructure with startup, Charge Enterprises.</td>
</tr>
<tr>
<td>FOX Business</td>
<td>Meet the 14 entrepreneurs vying to break into the $297.5 billion electric car...</td>
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<tr>
<td>Insider</td>
<td>The CEO of a little-known EV charging startup has been on an 18-month acquisition spree. Here's how he picks the deals...</td>
<td>Making it Simple to Go Electric.</td>
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<tr>
<td>Forbes</td>
<td>Longtime Ford, GM Exec Mark LaNeve Skips Retirement To Lead Charge</td>
<td>SEASON 3</td>
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<td>The New York Times</td>
<td>When Electric Cars Rule the Road, They'll Need Spots to Power Up</td>
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<td>Yahoo Sports</td>
<td>Charge Enterprises Is Designated Genz EV's Preferred Infrastructure Provider for Custom EV Charging Ecosystems, Offering a...</td>
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<tr>
<td>Green Car Journal</td>
<td>Making it Simple to Go Electric</td>
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<tr>
<td>dbusiness</td>
<td>Longtime GM and Ford Executive Mark LaNeve Named President of Charge Enterprises</td>
<td>Drivers Are Interested in Electric Cars, Dealers Don't Know How to Sell Them.</td>
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<td>Bloomberg</td>
<td>Drivers Are Interested in Electric Cars, Dealers Don't Know How to Sell Them</td>
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<td>WardsAuto</td>
<td>Drivers need to feel safe when they charge electric vehicles: How to make that happen</td>
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<td>USA Today</td>
<td>The Future Of EV Infrastructure - Auto Talk Show AutoNetwork Reports</td>
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<td>Ward's Auto</td>
<td>Charge Enterprises Forms Alliance With Smart Charge America</td>
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<td>GlobalSpec</td>
<td>Finding an electric vehicle charging station should be a scavenger hunt</td>
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<td>Investoplace</td>
<td>To meet EV demand, charging networks must grow</td>
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<tr>
<td>Investorplace</td>
<td>Fireside Chat: Meet the Man Who's Forging Our EV Charging Infrastructure</td>
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