



blink

ELECTRIC VEHICLE CHARGING STATIONS

Blink Charging Solutions



By 2030, the US
is estimated to
need 13 million
charging stations

EV Charging 101

Electric Vehicle Charging is the Future

According to the International Energy Agency, the number of electric vehicles on the road around the world will surpass 125 million by 2030. This forecast creates demand and opportunity for the deployment of electric vehicle (EV) charging stations around the world. Blink offers EV readiness solutions that help businesses set-up and implement an EV program that drives them into the future.

Types of EV Charging

Level 2 (L2) is an advanced AC charging station technology that refers to the voltage that the charger uses. Level 2 stations support all electric vehicles delivering between 208-240V of AC power. Blink's IQ 200 family of products offers the fastest, networked, Level 2 charging stations on the market rated at 80 amps making for a faster charging experience for EV drivers.

DC Fast Charging (DCFC) is a charging technology with the fastest power delivery converting 3-phase AC power into DC power direct to the vehicle's battery. There are currently two supported charging standards in this category. Blink's Veefil DCFC product supports both, so no matter what car utilizes the charging station, Blink's DC charging station can accommodate it.

EV Charging for Businesses

There are many great reasons to install EV charging stations at your business. For starters, it converts properties into prime destinations to visit. Charging stations appear on EV driver resources including Google Maps, the PlugShare website and a variety of EV driver centric mobile apps, and the BlinkMap, where EV drivers find locations to plug in and charge. Adding EV charging stations also encourages customers to linger at your location longer. The longer a customer is at your location, the more likely they are to make a purchase and the more they are likely to spend.

EV charging station also provides a source of additional income, as charging is billed either by the amount of energy (kWh) used or the amount of time the EV is plugged in (occupancy). At high traffic locations the fees collected from charging may cover the cost of installation and maintenance. Blink offers various business models that can be customized to help offset initial costs, maintenance costs and associated network fees.

BEV

BATTERY ELECTRIC
VEHICLE

PHEV/PEV

PLUG-IN HYBRID
ELECTRIC VEHICLE



Blink 80 amp
Level 2 IQ 200

The Largest Owner/Operator of EV Charging Stations

Founded in 2009, Blink is an electric vehicle (“EV”) charging company that is dedicated to slowing climate change by reducing greenhouse gas emissions caused by gas powered transportation. The company is paving the way for the growth of the EV industry by accelerating adoption of EVs through deploying EV charging infrastructure globally.

Blink Works with Businesses & Property Owners

Be at the forefront of the green energy revolution and make your location EV friendly by installing EV charging stations that attract EV drivers and support sustainability. To get started, Blink offers several different business models for the deployment of EV charging stations powered by our robust, cloud-based Blink charging network. We work with our host locations to design a program that fits each specific location’s needs while providing much needed infrastructure for the growing EV charging demand.

Business Models

1. Host Owned

Perfect for service locations, Host Owned is for those who want to be the owner and operator of the EV charging stations.

2. Hybrid Owned

Share costs and revenue with Blink, our Hybrid Owned model allows your location to provide the charging station to customers with Blink covering the cost of equipment, operations, and administration.

3. Blink Owned

For select locations, Blink provides the installation, equipment, operations, and administration while sharing the revenue with the host.

4. Blink as a Service

Blink’s subscription program provides your location an EV charging station with low upfront costs and all the control of ownership without any of the hassle.

15,000+
CHARGING
STATIONS

180,000+
BLINK
MEMBERS

	Host Owned	Hybrid Owned	Blink Owned	Blink as a Service
Equipment Cost	Host	Blink	Blink	Blink
Installation	Host	Host	Blink	Host
Electricity	Host	Blink	Blink	Host
Maintenance	Host	Blink	Blink	Blink
Revenue Share	Revenue share based on location, installation costs, term, and contract agreement			

The Future for EV is Now

There are currently more than 1 million EVs in the U.S.

- In 2018, U.S. electric vehicle sales were up 80% from 2017
- By 2025, EV sales are projected to account for 30% of all global car sales
- By 2027, over 50 million plug-in electric vehicles will be on the roads globally

The Blink Advantage

Blink Designs, Manufactures, Sells, and Deploys EV Charging Stations

- We own, operate, and maintain the Blink network of EV charging stations under long-term, exclusive agreements with our host locations
- Revenue is generated by charging EV drivers fees to power their cars, and sharing revenues to our partners
- On screen ads can be displayed on the charging station's LCD daylight readable touch screen
- Blink offers the opportunity to create a custom charging station wrap highlighting your brand or message
- Blink promotes your EV charging stations to our network of 180,000+ registered members
- Your EV charging stations are located on Google Maps, the Blink mobile app, and open source EV driver apps and websites
- Flexible business models allows for custom fee structures and solutions on a leading EV charging network
- With 10 years of experience owning, operating, and installing competitors' charging stations (ChargePoint, SemaConnect, and GE), we fully understand the needs of our partners and of EV drivers
- Various business models offer flexibility for all property owners and third-party management groups alike (including customized agreements to service specific needs of our partners)

Blink IQ 200 Highlights

- Fastest networked Level 2 charging available: up to 80A (19.2 kWh rated output power)
- Multiple Charging Unit Configurations: Advanced (fast stand-alone unit), Kiosk (unit operating other Smart stations), and Smart (multiple fast cost-effective units operated by a kiosk)
- The Blink IQ 200 is designed to be future-proof, reducing the need to upgrade equipment as demand and EV technology advances
- Smart design allows for simple swap out should repairs be required



Understanding EV Service Providers

Blink is the only EV service provider that is vertically integrated from manufacturing to connectivity to ownership!

Blink manufactures charging stations, connects them via the Blink network, and partners with host locations to operate them. Blink offers various business models that can be tailored to clients' specific needs including: a wholly Blink Owned model, a Profit Share model and a Host Owned model.

Competitive Landscape

The following table showcases Blink's advantage as a leading force in today's EV charging landscape. While other companies focus either on manufacturing and selling hardware (ChargePoint, SemaConnect), providing costly DCFC charging solutions that are mainly beneficial for long road trips (EVgo, Electrify America), or supporting EV drivers with a EV charging network (Greenlots, EV Connect), we are the only company that can provide a full package of EV charging solutions under one roof, from start to finish! Blink is NASDAQ listed public company that offers a complete EV charging solution for host locations.

	Manufacture Hardware	Network	Own & Operate	Product Offerings	No. of Stations*	Business Model
Blink	●	●	●	80A Level 2	14,591 L2	Hardware Vendor Network Provider Owner, Operator
				DCFC	154 DCFC	
ChargePoint	●	●		32A Level 2	26,381 L2	Hardware Vendor Network Provider
				DCFC	749 DCFC	
EVgo			●	32A Level 2 (non-networked)	463 L2	Owner, Operator
				DCFC	2,144 DCFC	
Electrify America			●	DCFC	862 DCFC	Owner, Operator
SemaConnect	●	●		32A Level 2	3,391 L2	Hardware Vendor Network Provider
EV Connect		●		32A Level 2	1,985 L2	Network Provider
				DCFC	12 DCFC	
Greenlots		●		32A Level 2	765 L2	Network Provider
				DCFC	436 DCFC	

*Data as of April 2019

Select Partners Across Verticals

Parking & Services



Commercial & Residential



Workplace



Healthcare



Education



Retail



Hospitality/ Food & Beverage



Entertainment



Governmental



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