We Are ChargePoint

The largest and most open EV charging network in the world
The Value of Offering EV Charging
Why are leading companies like Google, Facebook, and Visa offering networked EV charging to their employees?

Whatever your business, offering EV charging is good for business

✔ Win over employees
✔ Improve your image
✔ Be Green
✔ Generate measurable ROI

All at a cost of a just few dollars a day.

Ranked #1 by Pike Research as a global innovator, ChargePoint manages the world’s largest network of EV charging stations
+ 1,900+ customers
+ 13,500+ charging spots
+ 3,000,000+ charging sessions
+ 50,000+ drivers
+ 50,000,000+ pounds of CO₂ emissions prevented
+ 4,000,000+ gallons of gas avoided

Power Up with Nothing Down
Introducing the Net+ Purchase Plan
Buy your next EV chargers with no upfront cost
For your employees: the Network gets you there.

<table>
<thead>
<tr>
<th>Non-networked (Dumb) EV charging</th>
<th>Only with the Network</th>
</tr>
</thead>
<tbody>
<tr>
<td>✗ A charging station on your lot</td>
<td>✗ Provide your employees with visibility to station availability and status</td>
</tr>
<tr>
<td>It’s called dumb for a reason…</td>
<td>✗ Ensure only your employees get access to your charging stations</td>
</tr>
</tbody>
</table>

* Not all states provide HOV lane access for EVs.

Time is money. Give your employees both.

✔ Give them up to a 5% raise
  Save your employees thousand of dollars in gas purchases

✔ Give them the gift of time
  Avoid hundred of hours sitting in traffic by getting your employees into the HOV lane*

✔ Give them an incentive to get an EV
  EVs are more reliable, more fun, and more economical

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For your company: the Network gets you there.

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<tr>
<th>Non-networked (Dumb) EV charging</th>
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<tbody>
<tr>
<td>+ A place to park and charge</td>
<td>+ Provide visibility to station status</td>
</tr>
<tr>
<td>+ Improve your corporate image</td>
<td>+ Flexibility to monetize your asset</td>
</tr>
<tr>
<td>Dumb is also blind…</td>
<td>+ Receive hassle-free 24/7 support for drivers from ChargePoint</td>
</tr>
<tr>
<td></td>
<td>+ Manage energy usage and costs</td>
</tr>
<tr>
<td></td>
<td>+ Scale your charging for future growth</td>
</tr>
<tr>
<td></td>
<td>+ Generate usage reports and analytics</td>
</tr>
</tbody>
</table>

Revenues up, costs down. Check.

✔ Increase employee productivity and satisfaction
   Thousands of hours saved in traffic means more time at work

✔ Manage your energy costs
   Use our advanced software to minimize your energy costs

✔ Monetize your asset
   With pricing and access control, drive the revenue and the behavior you want from drivers

With our new Net+ Purchase Plan, your ChargePoint EV chargers can be purchased with nothing down, and you can manage your charging operations to be net neutral or even cash flow positive.
Why ChargePoint?

+ Largest, most advanced, and most open network
+ Industry leading hardware
+ Largest and most satisfied customer base
+ Integration with auto makers
+ Operational flexibility to optimize charging services
+ World-class support
+ Innovative and affordable purchase programs
The ChargePoint Network
Our Network Makes a Difference

2.5 Million gallons of gas avoided
50,000,000 pounds of CO₂ avoided
60,000,000 gas-free miles driven

Every 15 seconds, an EV driver charges at one of our stations
Our Public Network Is the Largest

13,500+ charging spots and counting

70%

- ChargePoint
- Blink
- GE
- Sema Connect
- Opconnect
- AV
Our Network Is the Most Open

+ OCPP Compliant
+ More charging stations run on our network than any other
+ More third-party charging stations including Schneider, Leviton, Alfen, Eaton and Fuji run on our network than any other
+ We provide more data to more partners than any other Network
Our Service
ChargePoint Business Model

**Software as a Service (SaaS)**
Network service plans sold on annual subscription basis

**Charging Stations**
ChargePoint Level 2 hardware and OnRamp chargers from other OEMs operating on ChargePoint network

**B2B Partnership**
Station data, energy management

**Transaction-Based Services**
Credit cards & ChargePoint cards
ChargePoint Offerings

Station Owners

Charging Stations

EV Drivers

ChargePoint Service Plans
Cloud-based solutions for managing EV charging

Driver Applications & Services
Web, mobile, in-car apps from ChargePoint & ecosystem providers
For Drivers

1. Create Account
2. Find charging stations on mobile, dashboard or web
3. Authenticate with ChargePoint card and start session
4. Continue normal activity while car is charging
5. Station sends session update to driver
6. Drive away with car topped off

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For Station Owners

1. Site Survey, Purchase, Ship
2. Installation
3. Activate on ChargePoint Network
4. Configure access control, pricing, visibility, etc.
5. Drivers begin to charge at station
6. Manage ROI — collect money
Support Services

Extended Warranty

+ All stations include 1-yr parts warranty
  - 24×7 monitoring

+ 2-5 Year Extended Parts Warranty available at time of purchase

Activation Services

+ ChargePoint Customer Support activates charging station after installation

+ Available at time of purchase
Our Customers and Partners
1,900+ Organizations Have Chosen ChargePoint

<table>
<thead>
<tr>
<th>Vertical Segments</th>
<th>Workplace + Public</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workplace</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Retail</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Parking</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Hospitality</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>MDU</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Energy</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Fleet</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Municipalities</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Education</td>
<td>Workplace + Public</td>
</tr>
<tr>
<td>Healthcare</td>
<td>Workplace + Public</td>
</tr>
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Auto Manufacturer Partnerships

- Nissan CarWings
- BMW Connect
- VW/Audi
- Mercedes Benz
- Fiat
- Car mobile applications

Driver ecosystem programs
- Part of the EV buyer new-car experience
- ChargePoint signup kits
- Navigation system and mobile application integration (real-time)
ChargePoint OnRamp Program

+ Enables hardware manufacturers to engineer their chargers to operate on the ChargePoint network
+ Includes resale agreement of ChargePoint SaaS service plans
+ More unannounced partners in the pipeline
+ The only program of its kind in the industry
Our Product
ChargePoint CT4000 Series

- 3rd-Generation ChargePoint Station
- Dual-Port or Single-Port Level 2 models
- Bollard and Wall-Mount models
- “Clean Cord Management” included in all models
- Power Share
  - Intelligently doubles the number of ports when service is limited
- Advanced Branding/Advertising options
- Consumer-Friendly User Interface
  - Multi-Language: English, French, and Spanish
Affordable Financing
Introducing the Net+ Purchase Plan

For the cost of a couple of cups of coffee per day and no money down, put EV charging to work for you. Exclusively from ChargePoint.

+ No upfront cost
+ Low fixed payments aligned to usage
+ Includes installation, service, and warranty
+ Preferential interest rate for qualified customers
+ Purchase qualifies for 2013 30% federal tax credit*
+ End of lease no-cost buyout

* Subject to Section 30C credit for Alternative Fuel Vehicle Refueling Property
Market Data
Global Players – Pike Research 2012

1. ChargePoint
2. DBT
3. Chargemaster*
4. Schneider Electric
5. GE
6. ECOtality
7. ClipperCreek
8. AeroVironment
9. Siemens
10. Efacec
11. Eaton
12. Leviton
13. Legrand
14. Better Place

Missing
ABB, Alfen, Fuji, Sema Connect

*Elektromotive acquired by Chargemaster

 ChargePoint OnRamp Partner
Public Ports Market Share

Networked Public
- ChargePoint: 70%
- Blink: 20%
- GE: 5%
- Sema Connect: 5%
- Opconnect: 5%
- AV: 46%
- Dumb: 28%
- Other: 18%

All Public
- ChargePoint: 46%
- Blink: 14%
- GE: 11%
- Sema Connect: 14%
- Opconnect: 11%
- AV: 11%
- Clipper Creek: 11%
- Other Dumb: 46%

Note: Public means all ports except single family residential
### EVs and ChargePoint Drivers

<table>
<thead>
<tr>
<th>Metro Area</th>
<th>EVs on the Road*</th>
<th>% Total EVs on the Road</th>
<th>ChargePoint Drivers</th>
<th>% ChargePoint Drivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>LA Area</td>
<td>21,141</td>
<td>15%</td>
<td>8,547</td>
<td>40%</td>
</tr>
<tr>
<td>Bay Area</td>
<td>18,380</td>
<td>13%</td>
<td>12,554</td>
<td>68%</td>
</tr>
<tr>
<td>NY</td>
<td>5,431</td>
<td>4%</td>
<td>897</td>
<td>17%</td>
</tr>
<tr>
<td>Seattle</td>
<td>5,265</td>
<td>4%</td>
<td>2,740</td>
<td>52%</td>
</tr>
<tr>
<td>SD</td>
<td>3,842</td>
<td>3%</td>
<td>864</td>
<td>22%</td>
</tr>
<tr>
<td>Detroit</td>
<td>3,797</td>
<td>3%</td>
<td>1,413</td>
<td>37%</td>
</tr>
<tr>
<td>DC</td>
<td>3,327</td>
<td>2%</td>
<td>1,071</td>
<td>32%</td>
</tr>
<tr>
<td>Portland</td>
<td>2,451</td>
<td>2%</td>
<td>626</td>
<td>26%</td>
</tr>
<tr>
<td>Chicago</td>
<td>2,371</td>
<td>2%</td>
<td>1,114</td>
<td>47%</td>
</tr>
<tr>
<td>Atlanta</td>
<td>2,294</td>
<td>2%</td>
<td>364</td>
<td>16%</td>
</tr>
<tr>
<td>Boston</td>
<td>1,873</td>
<td>1%</td>
<td>838</td>
<td>45%</td>
</tr>
<tr>
<td>Miami</td>
<td>1,800</td>
<td>1%</td>
<td>497</td>
<td>28%</td>
</tr>
<tr>
<td>Dallas</td>
<td>1,533</td>
<td>1%</td>
<td>324</td>
<td>21%</td>
</tr>
<tr>
<td>Honolulu</td>
<td>1,284</td>
<td>1%</td>
<td>349</td>
<td>27%</td>
</tr>
<tr>
<td>Houston</td>
<td>1,211</td>
<td>1%</td>
<td>275</td>
<td>23%</td>
</tr>
<tr>
<td>Austin</td>
<td>1,059</td>
<td>1%</td>
<td>686</td>
<td>65%</td>
</tr>
</tbody>
</table>

*Source: Polk Research
Our Expectation of EV Penetration

+ Actual 2013 sales have surpassed 70,000 units, and revised forecast is now 115,000 units
+ Cumulative units now expected to be 175,000 units by end of year (140,000 units as of 9/30)
Penetration of PEVs in the total vehicle market is expected to slow later this decade.
Thank You