
blink
ELECTRIC VEHICLE CHARGING STATIONS
Blink Charging Solutions

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 family of products offers the fastest, networked, Level 2 charging stations on the market rated at up to 19.2kW 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 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 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 customers spend at youur location, the greater the likelihood they'll make a purchase and the more they're likely to spend.

EV charging stations also provide 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 Series 8

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
- The EV charging station products offer a full range of deployment configurations, including single and multiple cord pedestals, individual and paired wall-mount chargers, DC fast, and even single-family residential charging stations.
- Blink promotes your EV charging stations to our network of to over 600,000 Blink Members.
- Your EV charging stations are located on Google Maps,Apple Maps, the Blink Charging mobile app, and open source EV driver apps and websites.
- Flexible business models allows for custom solutions on a leading EV charging network.
- With 15 years of experience owning, operating, and installing competitors' charging stations (ChargePoint 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 Level 2 Benefits

- Networked Level 2 charging available: up to 19.2kW
- Blink prides itself on bringing to market innovative, quality products that further our mission of slowing climate change by reducing greenhouse gas emissions caused by transportation.

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.

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,), 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 DCFC	14,591 L2 154 DCFC	Hardware Vendor Network Provider Owner, Operator
ChargePoint	●	●		32A Level 2 DCFC	26,381 L2 749 DCFC	Hardware Vendor Network Provider
EVgo			●	32A Level 2 (non-networked) DCFC	463 L2 2,144 DCFC	Owner, Operator
Electrify America			●	DCFC	862 DCFC	Owner, Operator
EV Connect		●		32A Level 2 DCFC	1,985 L2 12 DCFC	Network Provider
Greenlots		●		32A Level 2 DCFC	765 L2 436 DCFC	Network Provider

*Data as of April 2019

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