

# Charging Forward at Work

Bring the electric revolution  
to your workplace



This presentation may contain “forward-looking” statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act that are based on our management’s beliefs and assumptions and on information currently available to management, including statements regarding estimates and forecasts of electric vehicle (EV) charging metrics, projections of market opportunity, market share, industry adoption of electric vehicles and trends in electrification as an alternative to fossil fuels. These forward-looking statements are provided for illustrative purposes only and must not be relied on by any investor as a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and may differ from our management’s assumptions, and such differences may be material. Many actual events and circumstances are beyond the control of ChargePoint. These forward-looking statements are subject to a number of risks and uncertainties, including geopolitical events, macroeconomic trends including changes in inflation, interest rates, globalization trends, or other events beyond our control on the overall economy, our business and those of our customers and suppliers; national, regional, state and local policies and incentives designed to promote EV adoption and utilization of EV charging networks; overall demand for EV charging and the potential for reduced demand for electric vehicles if governmental rebates, tax credits and other financial incentives are reduced, modified or eliminated or governmental mandates to increase the use of electric vehicles or decrease the use of vehicles powered by fossil fuels, either directly or indirectly through mandated limits on carbon emissions, are reduced, modified or eliminated; the continued or accelerated adoption of elective vehicle charging in commercial, fleet and residential applications; the possible development or adoption of alternative fueling technologies or platforms other than EV charging; our ability to continue to design, develop, introduce and commercialize additional new products; our dependence on widespread acceptance and adoption of electric vehicles and the increased installation of charging stations; our current dependence on sales of charging stations for most of our revenues; our ability to expand our operations and market share in Europe; and the effects of competition on ChargePoint’s future business. Further information on these and other factors that could affect the forward-looking statements we make in this presentation can be found in the documents that we file with or furnish to the U.S. Securities and Exchange Commission (SEC), including ChargePoint’s most recent Annual Report or Quarterly Reports filed with the SEC, which are available on our website at [investors.chargepoint.com](https://investors.chargepoint.com) and on the SEC’s website at [www.sec.gov](https://www.sec.gov). Additional information will also be set forth in other filings that we make with the SEC from time to time. All forward-looking statements in this presentation are based on our current beliefs and on information available to us as of the date hereof, and we do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

All information in this presentation is as of October 25, 2022.

A close-up photograph of a white electric vehicle (EV) being charged. A person's hand is holding a black Chargepoint charging cable, which is plugged into the car's charging port. The background is slightly blurred, showing an outdoor parking area with other vehicles and structures.

## Workplace EV charging

It's good for your employees, the  
environment and your business

# EV sales and the changing workplace

In 2021, there were more than 200 electric vehicle (EV) models on roadways across Europe and North America alone. According to energy research firm BloombergNEF (BNEF), global passenger EV sales grew by 63% from 2020 to 2021, exceeding 6.5 million.

Driving an EV obviously helps reduce greenhouse gas (GHG) emissions, which is important to more and more people these days. But many people also choose to drive electric to save on fuel and maintenance costs, enjoy fun new technology, and cut commute time by having the ability to get into the high-occupancy vehicle (HOV) lane. You likely have employees who fit into each of these categories already or who may be mulling over the reasons to get an EV for their next car. Offering EV charging at the workplace not only shows employees that you are responsive to their evolving needs, but it may also serve as a way to encourage more EV adoption in your community.

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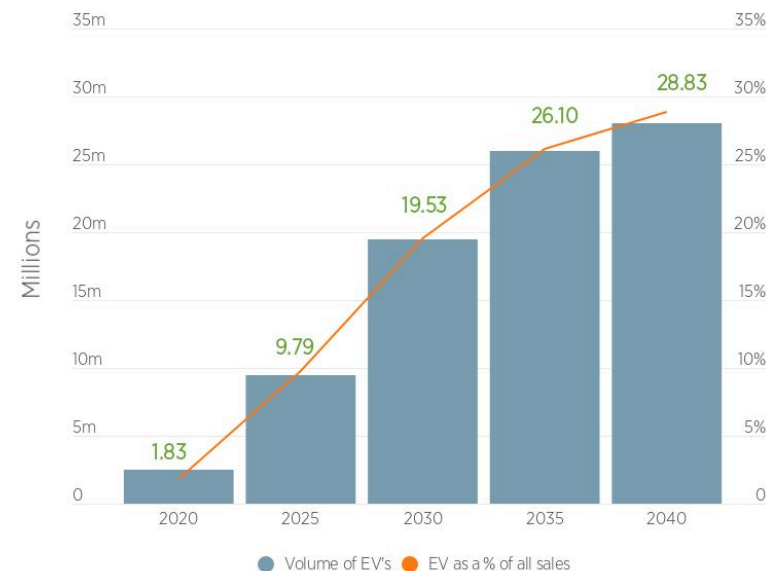
By 2040, zero-emission vehicles (ZEVs) will make up 73% of all passenger car sales globally.

BloombergNEF, Electric Vehicle Outlook, June 1, 2022

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BloombergNEF predicts that global passenger EV sales will increase from 10.6 million in 2022 to 20.5 million in 2025 — that's more than 93%.

BloombergNEF, Electric Vehicle Outlook, June 1, 2022



Source: BNEF | Countries: NA, Europe | Data updated as of June 1, 2022



# EV charging as an essential benefit

According to [Reinventing Parking](#), most vehicles are parked 95% of the time, the bulk of which is either at home or at work. That makes charging an EV pretty convenient for most drivers — they can just plug in when they know they'll be parked for a while. However, when EV drivers don't have access to charging at home, workplace charging becomes essential, whether they drive to work every day or spend only part of their week on-site.

But EV charging at work is much more than a convenience for existing employees who drive electric. It's also a way to draw in top talent. For workers across many industries, environmental sustainability and corporate social responsibility have become workplace imperatives — and EV charging options fit right in with that, even for people who don't yet drive EVs.

According to a 2019 article in [Inc](#) magazine, millennials will make up 75% of the workforce by 2025, and they are looking for socially responsible employers. Offering charging as an employee amenity is a highly visible way to show your commitment to sustainability and help employees reduce emissions from their commutes. It's also a cost-effective, modern benefit that keeps you competitive in today's job market.



# Employees are choosing electric

Since a portion of your employees are likely either already driving EVs or considering making the switch soon, starting an employee EV charging program can be a great benefit. But what “going to work” looks like for organizations and their employees is now in flux. Better collaboration tools make remote work more feasible. People have become less willing to spend time driving long commutes on a daily basis. And some people are making an effort to drive less to help reduce GHG emissions.

Your employees may be:

- + Fully in the office
- + Hybrid: two or three days in office and two or three remote
- + Flexible: Coming and going according to day-to-day demands
- + Fully remote

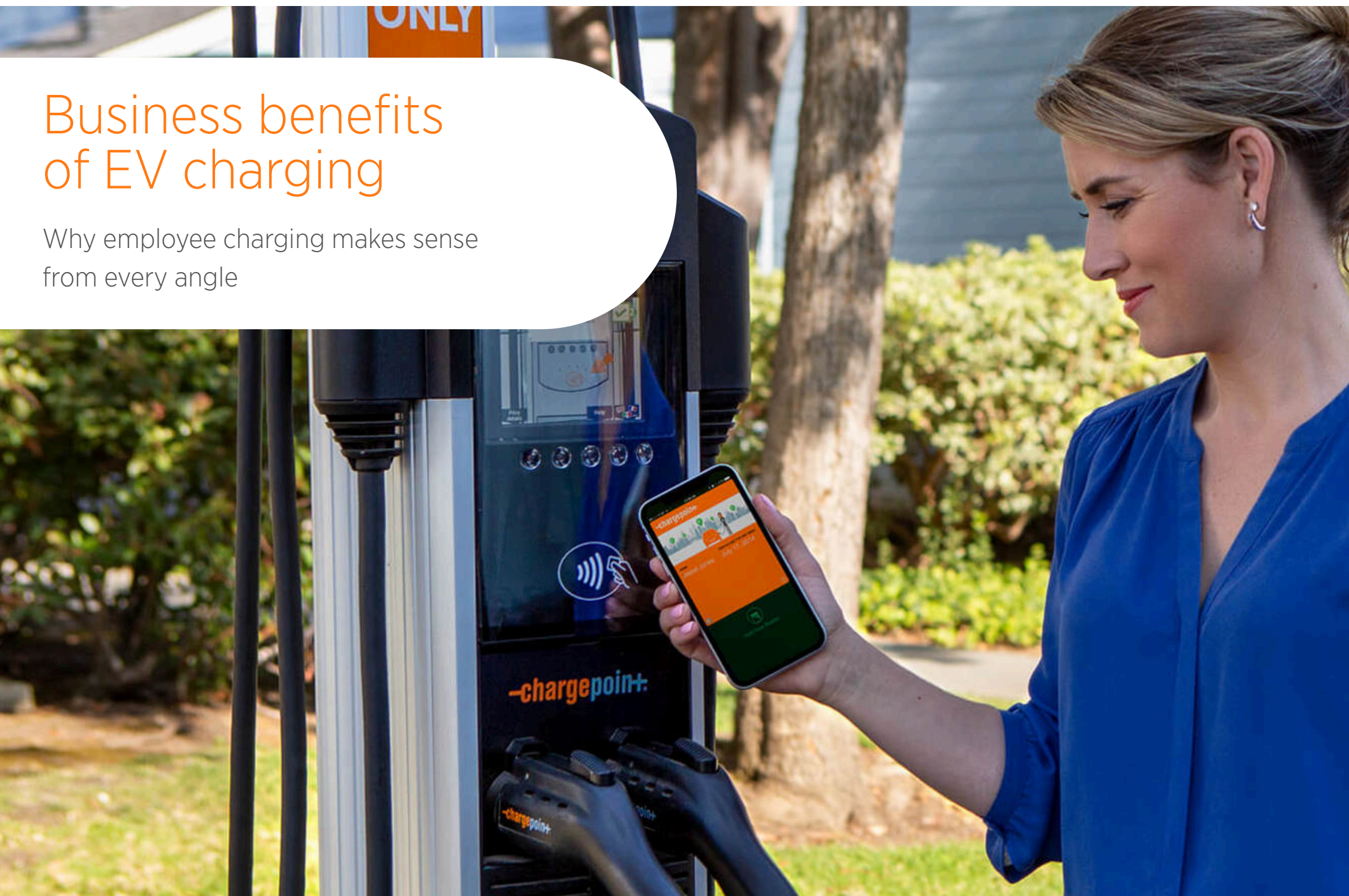
The way you set up your EV charging program depends on your specific work environment. If all of your employees work in the office, set up charging stations to be accessible to employees only. If you have a hybrid work environment, make some chargers available to employees-only and some that are open to the public during nonwork hours. If your entire employee base is mostly remote or flexible, consider making all of your stations open to the public all of the time to ensure maximum usage. You can then charge a fee for public charging to help offset the cost of deploying your solution.





# Business benefits of EV charging

Why employee charging makes sense  
from every angle



# Meet sustainability goals

With the escalating climate crisis, many companies have set corporate goals that place environmental responsibility at the core of their mission. In some industries, businesses must actually meet government mandates to reduce GHG emissions by certain timeframes. In addition, employees today are putting pressure on sustainability managers to step up efforts to protect the environment and reduce carbon emissions.

Providing EV charging to employees is one way to make a solid environmental impact and take steps toward meeting your company's sustainability goals. Driving electric cuts a commuter's carbon footprint in half or more.

## Drive organizational change

EV charging at work helps sustainability managers lead the way toward meeting climate goals:

- + Reduce emissions from employee commutes.
- + Encourage more employees to drive electric.
- + Track progress toward meeting sustainability goals.
- + Provide automated reports to key stakeholders.

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We decided to network the stations across all locations so we could centrally manage everything. The ChargePoint Cloud Dashboard made that a reality.

Laurie LeLack, Global Director, Corporate Real Estate and Risk Management, Citrix







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83% of C-suite leaders and investment professionals say they expect environmental, social and governance (ESG) programs to contribute more shareholder value in five years than today.

[2020 McKinsey Global Survey on ESG programs](#)

Did you know?

The ChargePoint Cloud Dashboard allows you to track metrics on GHG emissions and utility costs.

# Build a modern workplace

In June 2022, BloombergNEF predicted that global passenger EV sales will increase from 10.6 million in 2022 to 20.5 million in 2025 — that's more than 93%.

Facilities managers: The planning phase is now for understanding how to implement EV charging infrastructure in a cost-effective way that meets your business goals.

## Scale your EV charging program cost-effectively

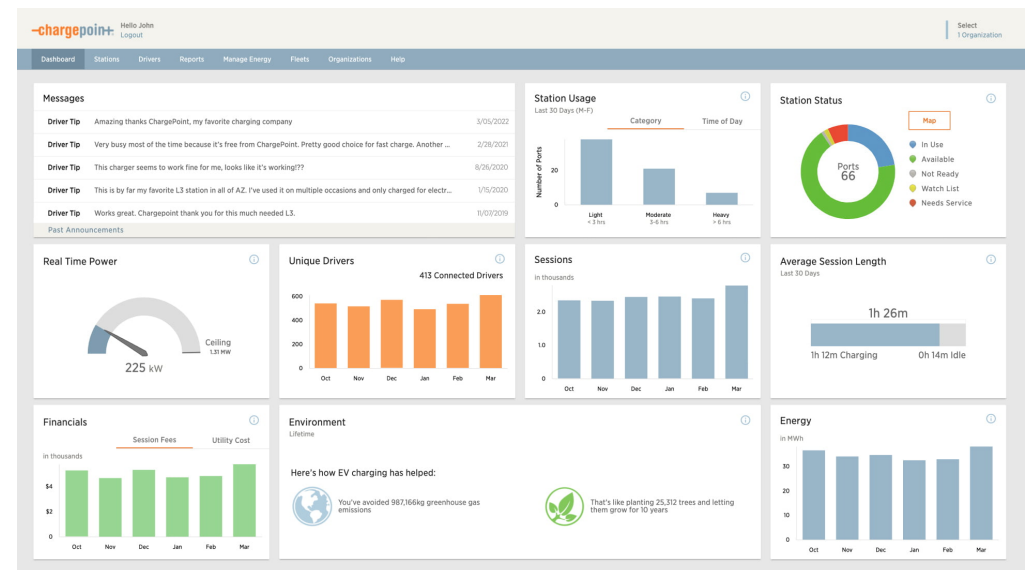
Charging at work needs to be conveniently located so that employees and visitors alike can easily plug in and get a charge while doing other things on-site.

To prepare for the growing number of EV drivers, your EV charging infrastructure must be flexible and scalable so that you can add more stations as needed. Networked charging will allow you to share power among multiple stations without increasing your initial electrical capacity to help keep costs down.



A comprehensive solution that includes software, hardware and services will give facilities managers:

- + Proactive station management for optimal station uptime
- + Flexibility to set pricing and access controls for different driver groups
- + Reliable support for drivers, freeing up your time for more strategic tasks
- + Reporting capabilities to track GHG emissions, energy use and utility costs





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It's amazing to be able to just log in, put in the metrics I want to pull and see live data on our portfolio of stations.

Laurie LeLack, Global Director, Corporate Real Estate and Risk Management, Citrix

Did you know?

You can have complete control over your charging program and access rich insights with unified EV charging management software — all part of the ChargePoint network.



# Secure funding and build a cost-effective charging program

You know that your employees want to drive electric. And you know that offering EV charging will help your company meet its sustainability goals. But the real question is how to pay for EV charging infrastructure, installation and the electrical capacity to run it?

Fortunately, lots of [funds are available from federal, state and local agencies](#), as well as utility companies in every region throughout North America. Many funding programs are focused on workplace charging, and the total amount of public policy incentives potentially available to workplaces exceeds \$2 billion in North America.

## Subscription pricing

Subscription pricing that offers EV charging software, hardware, installation and expert service in one flexible bundle can make adding this modern employee benefit a budget-friendly proposition. With a subscription service, you get help with hardware setup and software configuration, plus ongoing monitoring and on-site maintenance. You'll save time and money with minimal overhead and a predictable operational expense.

## Streamline operating costs

A comprehensive, networked charging solution will give you:

- + Access to local design and installation contractors for obtaining bids
- + Complete control over pricing, including the ability to set different prices for employees, visitors and the public
- + Visibility into ongoing energy costs
- + Power management tools to help keep electric bills low
- + Scalability as your needs evolve, without having to add costly infrastructure
- + Dashboards and reporting on financial data, including session fees, utility costs and more





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We weren't interested in getting into the EV charging business. Having ChargePoint manage our charging services is a benefit for us. It takes one more thing off our plate and allows us to budget the cost annually so we know there will never be any surprises.

Eric Starns, President, Robinson Park

Did you know?

ChargePoint offers more than 35 prebuilt reports and dashboards to help you track financial data, charging utilization and energy usage.





# Top companies offer EV charging to employees

Learn best practices for implementing successful workplace charging

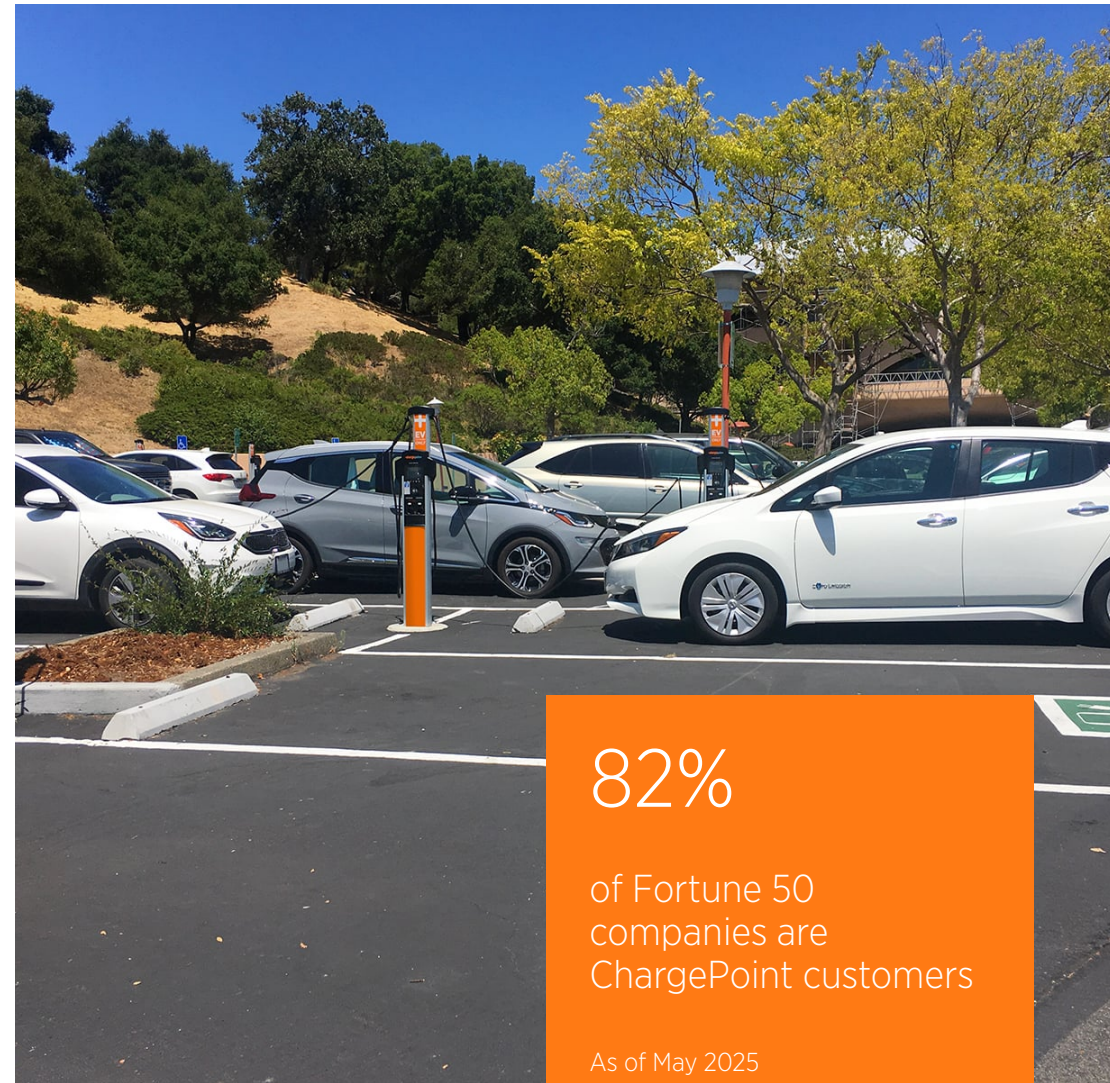
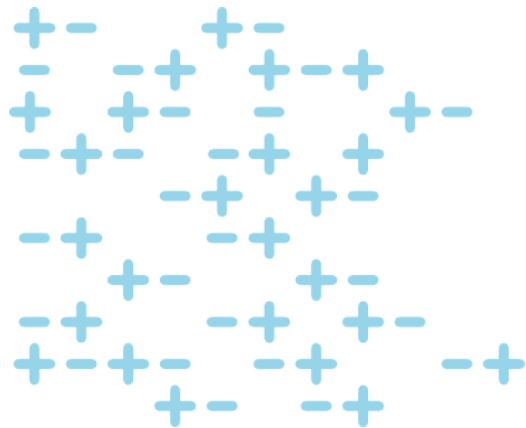


# EV charging at work is growing fast

ChargePoint has been helping companies offer EV charging to their employees for more than 15 years, and we're seeing the movement continue to grow.

As of August 2022, our top 15 customers had more than 14,000 places to charge — an impressive testament to their commitment.

ChargePoint customers had saved more than 800,000 metric tons of GHG emissions by July 2022, which is the equivalent of planting 17 million tree seedlings and growing them for 10 years. Across all workplaces, the number of EV drivers increased almost 50% from 2020 to 2021. This continued growth shows that EV charging has become a necessity for some of the world's leading brands. Read on to see how they make charging work, at work.



82%

of Fortune 50  
companies are  
ChargePoint customers

As of May 2025

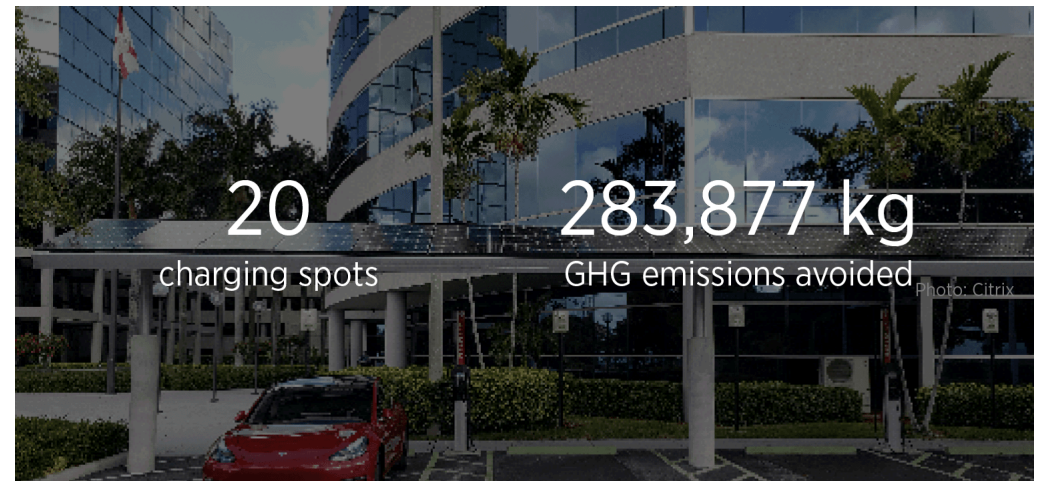
# Employee experience is everything at Citrix

Over the years, interest in e-mobility has grown among Citrix employees.

As a producer of digital workspace technologies, Citrix is laser-focused on creating great employee experiences for its customers and uses frequent employee surveys to revamp its own benefits offerings. That's how Citrix came to offer EV charging at three locations in the U.S.

In 2020, Citrix formalized its corporate sustainability goals with new targets to reduce total absolute GHG emissions by 30% and emissions per unit of revenue by 50% by 2030. So for Citrix, the benefits of having EV charging infrastructure are even more important. Not only does the amenity keep employees happy, but it is also helping the company make strides toward meeting these overarching sustainability goals.

With campuses spread out across the U.S. in Raleigh, North Carolina, Fort Lauderdale, Florida, and Santa Clara, California, being able to centrally manage a networked EV charging solution was critical. The ChargePoint Cloud Dashboard allows Citrix to set policies, monitor station usage and track utility costs — all from the company headquarters in California.



We keep an eye on employee interest in EV adoption and also work to understand what other employers are offering and what's become expected among employees.

Laurie LeLack, Global Director, Corporate Real Estate and Risk Management, Citrix

# United Airlines charges up across office locations

United Airlines is committed to operating sustainably and responsibly.

That's why the company has taken a proactive approach to offering workplace EV charging across multiple office locations. The airline also works with airport partners to offer charging to travelers around the country and the world.

The company relies on ChargePoint metrics to understand not only how the stations are being used but what more they can do to boost their sustainability efforts. United has set a 2035 goal to reduce carbon intensity by 50% compared with 2019 and to reach net zero GHG emissions by 2050 without relying on traditional carbon offsets. Offering EV charging to employees and travelers is helping the company reach those goals.

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Our employees love EV charging and they want more... It's good to have the data behind the EV charging to understand what more can we do.

Aaron Stash, Manager of Environmental Strategy and Sustainability, United Airlines





# Kohler uses charging to attract and retain talent

Sustainability is a big part of Kohler company culture.

With more than 36,000 employees worldwide, Kohler leads the way in manufacturing — and in corporate sustainability. Since 2008, the company has had a goal of achieving net-zero emissions and 100% renewable energy by 2035. In 2021 alone, Kohler reduced net GHG emissions by 10%.

The company offers EV charging to employees, reuses its own waste products and much more. Watch the video to learn how Kohler uses EV charging to attract, engage and retain talent.

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Employees appreciate the opportunity to charge. It's important on a personal level.

Nathan Nissen, Principal Engineer of Sustainability, Kohler





## All in day's work

Take a look at real data on real employees  
charging at work

# Real world data on how employees charge

At ChargePoint, we've been keeping employees plugged in and charged up for more than a decade. In this section of our report, you can discover how real employees charge up at work and look at what makes a workplace EV charging program successful.

## EV charging happens all day long

The early bird gets the charge: Most employees plug in when they arrive at work around 8 a.m. or after lunch at Noon or so. This trend has stayed consistent over the years, showing that charging becomes just another part of the workday for EV-driving employees.

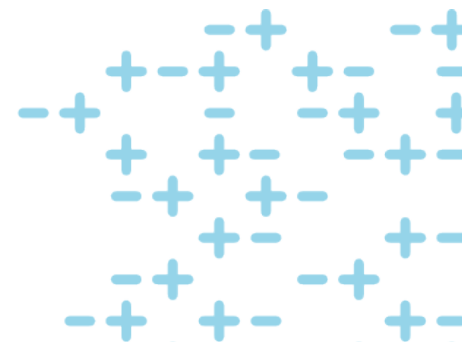
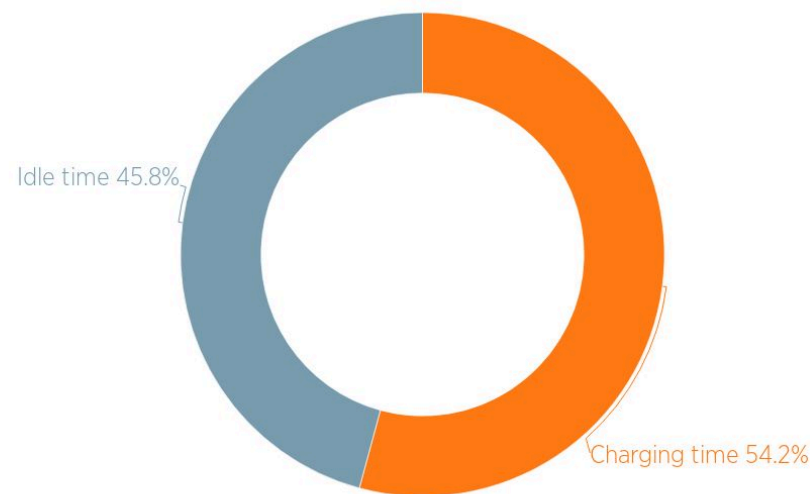
## There's more than enough time in the day to get charged

Think it takes too long to charge an EV? Think again. The average EV charging session at work lasts just two hours and 36 minutes, only a fraction of the workday. Not only that, but drivers tend to keep their vehicles plugged in for longer than they need to charge. Clearly, employees have more than enough time to charge up at work.

\*Facts and figures based on internal ChargePoint data, 2022

## How long do EV drivers stay plugged in?

EV drivers stay plugged in longer than it takes to get a full charge, showing that there's more than enough time in the workday to charge.





## EV charging is contagious

Employees are much more likely to make the switch to an EV once they have charging at work. Prepare for growth in your program by planning to install more charging spots than you think you need right now.

## Get the right number of ports

When you start to offer EV charging, more employees will decide to drive electric, which means you'll need to add charging spots over time. Based on station usage, site configuration and available energy at your site, we can recommend the number of ports that will keep your employees charged up and productive during the workday.

## Where do employees charge?

California, Massachusetts, Texas, Florida and Washington are the top five states when it comes to the number of EV charging spots at work. These states are leading in part because they offer incentives to promote EV charging installation at work. If your state is not (yet) on the list, do your part to encourage charging at work and stay ahead of the competition by offering this benefit.

**Find out what incentives are available in your state.**

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Employees are six times more likely to drive electric when they can charge at work.

[U.S. Department of Energy Workplace Charging Challenge, 2016](#)

\*Facts and figures based on internal ChargePoint data, 2022



# What you need to succeed with EV charging

Learn why networked charging creates a better overall experience



# Make the workday better with networked EV charging

Choosing to invest in a networked solution gives you the control you need to launch a successful EV charging initiative. A cloud-based EV charging solution connects to a network and delivers a better experience for drivers and employers alike.

You'll have total control to:

- + Limit charging to employees only
- + Set fees for charging and idling or offer free charging to employees
- + Increase station use with dynamic pricing
- + Use real-time data to better manage charging
- + Install more stations than electrical capacity
- + Share power among stations to reduce operating costs
- + Set energy limits to avoid high utility bills
- + Integrate with other third-party, back-office systems

EV charging solutions typically must be networked to qualify for certain grants and rebates, as well as LEED certification. And the more people who want to charge, the more important networked charging becomes.





# Use fees to maximize your EV charging program

Networked EV charging solutions enable you to customize policies governing who can charge when and how much it costs.

## Set up employees-only charging

Choose to make your stations available for employees only, either just during work hours or all the time. Employees can get a special access code through a mobile app to let them use certain stations or pay less to charge.

## Fees enable more employees to charge

To make the most of your EV charging solutions, you can set fees that encourage your employees to unplug when they're done charging. For example, you can initially provide free charging but after two hours of being plugged in, start charging a fee. This type of policy helps ensure that employees rotate their vehicles out so that stations can be used by as many employees as possible.

## Doing double duty

You may decide to offer EV charging to your customers or the general public as well as to your employees. Maybe your chargers are only available for public charging after hours.

Making stations available for public charging can be a way to generate indirect revenue. Set higher pricing during specific hours designated for public charging.



The ChargePoint platform is very user friendly and customizable, which allows our staff to set pricing to match different user groups such as fleet vehicles, employees and the public. In addition, ChargePoint is recognized by many EV drivers.

Dana Armanino, Principal Sustainability Planner, Marin County

# Make it easy and convenient

Choosing an EV charging solution that's easy for your employees to access and manage with an app or from their computer will allow them to easily integrate EV charging into their everyday workflow. The ChargePoint app lets employees know when charging spots open up and also keeps them informed about their current charging status in real time, so they can stay focused on work. Employees can choose to use the online ChargePoint driver portal to access all of the same features available in the app.

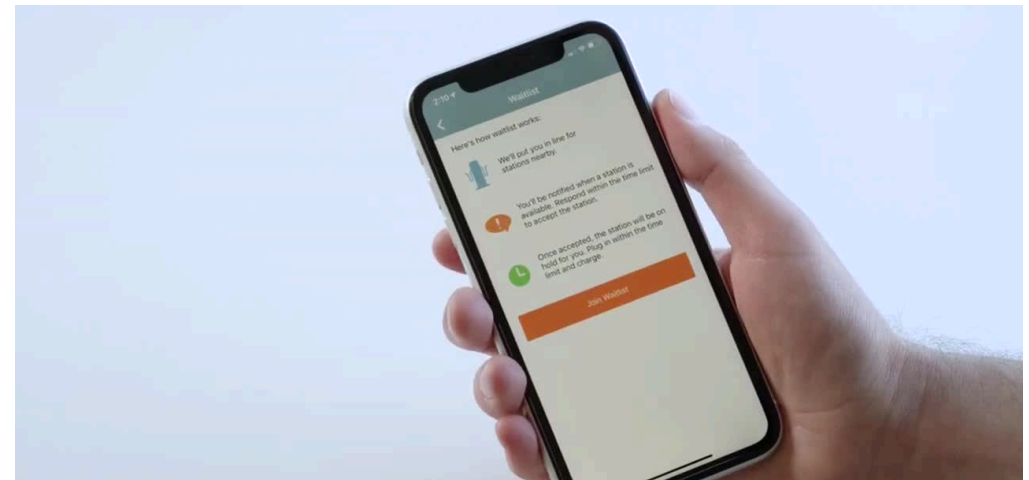
## Everyone gets a charge

A feature called Waitlist lets employees get in a virtual line to charge and receive notifications when a charging spot opens up. This feature helps make sure everyone has a chance to charge, giving employees peace of mind during their busy day. See how to use it in this video.

## Simplify the workday

With the Tap to Charge feature, it's easy to start a charge. Just hold a phone with the ChargePoint app installed against any ChargePoint station to authorize the station for employee use, then plug in to start charging.

Tap to Charge makes it simple for employees to charge at work, hassle-free — no cards, PIN pads or access codes required.



How to use ChargePoint Waitlist



Being able to show people not just that we have EV charging spots, but whether they are currently available, and then enabling drivers to get in line if they aren't — that just makes it stickier for our clients.

Jeff Eckerling, Chief Growth Officer, SP+

# Control costs and scale effectively

## Save on energy usage

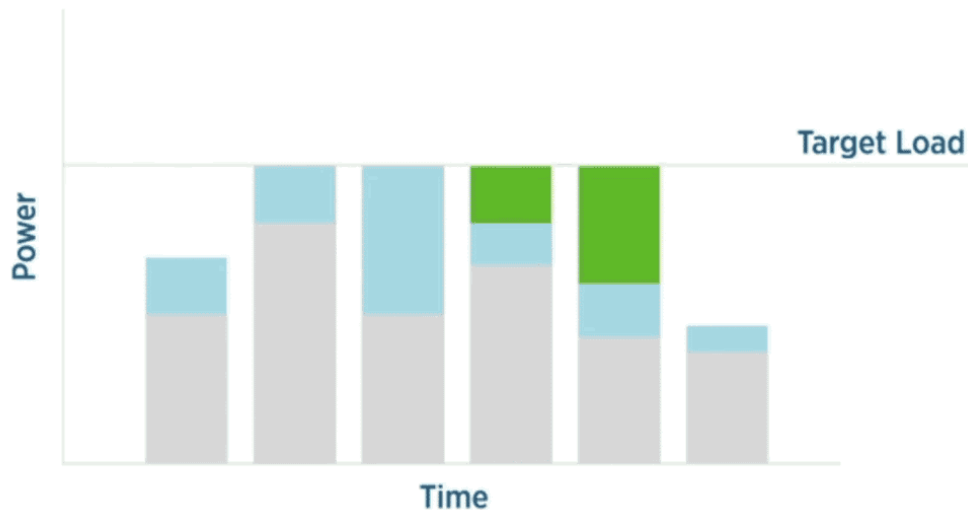
Power management software allows you to set up your solution so that available power can be shared across charging spots as needed. Energy management lets you set a maximum amount of power to use for charging, resulting in more reasonable utility bills. You'll be able to install more charging spots and control costs at the same time.

## Plan for scalability

As more employees adopt EVs, you'll need more charging spots to accommodate everyone. Without networked charging, expansion could require expensive electrical upgrades and potentially result in higher energy bills. Fortunately, a networked solution enables you to set up flexible infrastructure today that will allow you to scale tomorrow.

## A better experience overall

Networked EV charging stations are easier and more enjoyable for employees to use, so they get used more often. When you choose a networked solution, more employees can charge with less effort — that's good news for their productivity and your EV charging program.





Questions about adding EV charging  
to your workplace?

# Let's get in touch

Connect with a ChargePoint expert

