



Q2 Fiscal 2026 Financial Results

September 3, 2025

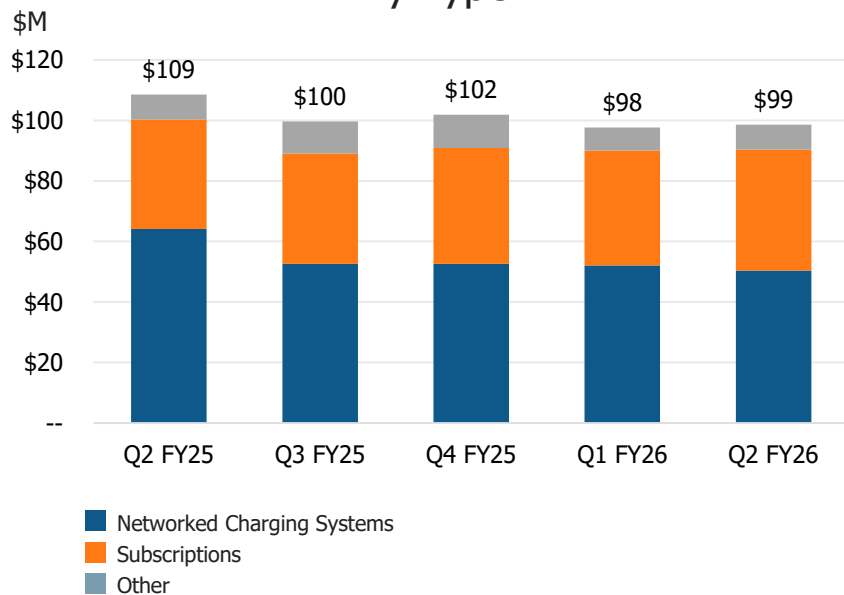
You can find information regarding our use of non-GAAP financial measures in our earnings release dated September 3, 2025, found on the Investor Relations section of our website at <https://www.chargepoint.com/>

Use of Non-GAAP Financial Measures

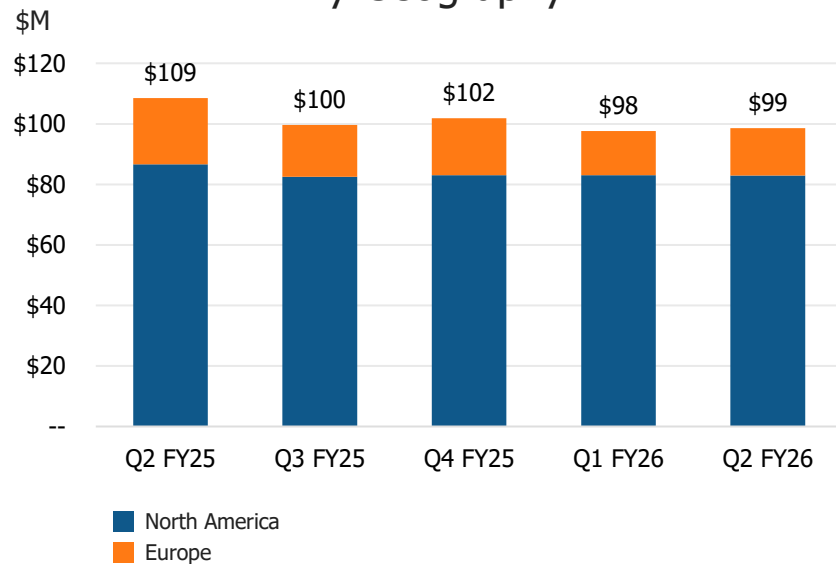
- ChargePoint has provided historical financial information in this presentation that has not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). ChargePoint uses these non-GAAP financial measures internally in analyzing its financial results. ChargePoint believes that the use of these non-GAAP financial measures is useful to investors to evaluate ongoing operating results and trends and believes they provide meaningful supplemental information to investors regarding ChargePoint's underlying operating performance because they exclude items ChargePoint believes are unrelated to, and may not be indicative of, its core operating results.
- The presentation of these non-GAAP financial measures is not meant to be considered in isolation or as a substitute for comparable GAAP financial measures and should be read only in conjunction with ChargePoint's consolidated financial statements prepared in accordance with GAAP. A reconciliation of ChargePoint's historical non-GAAP financial measures to their most directly comparable GAAP measures has been provided in the financial statement tables included in this presentation, and investors are encouraged to review these reconciliations.
- Non-GAAP Gross Profit (Gross Margin). ChargePoint defines non-GAAP gross profit as gross profit excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, and amortization expense of acquired intangible assets. Non-GAAP gross margin is non-GAAP gross profit as a percentage of revenue.
- Non-GAAP Cost of Revenue and Operating Expenses (includes Non-GAAP research and development, Non-GAAP sales and marketing and Non-GAAP general and administrative). ChargePoint defines non-GAAP cost of revenue and operating expenses as cost of revenue and operating expenses excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, amortization expense of acquired intangible assets, non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.
- Non-GAAP Net Loss. ChargePoint defines non-GAAP net loss as net loss excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, amortization expense of acquired intangible assets, non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees. These amounts reflect the impact of any related tax effects. Non-GAAP pre-tax net loss is non-GAAP net loss adjusted for provision for income taxes.
- Non-GAAP Adjusted EBITDA Loss. ChargePoint defines non-GAAP adjusted EBITDA loss as net loss excluding stock-based compensation expense, restructuring costs for severances and employment-related termination costs, and facility and other contract terminations, amortization expense of acquired intangible assets, non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees, and further adjusted for provision of income taxes, depreciation, interest income and expense, and other income and expense (net).
- Investors are cautioned that there are a number of limitations associated with the use of non-GAAP financial measures to analyze financial results and trends. In particular, many of the adjustments to ChargePoint's GAAP financial measures reflect the exclusion of items that are recurring and will be reflected in its financial results for the foreseeable future, such as stock-based compensation, which is an important part of ChargePoint's employees' compensation and impacts hiring, retention and performance. Furthermore, these non-GAAP financial measures are not based on any standardized methodology prescribed by GAAP, and the components that ChargePoint excludes in its calculation of non-GAAP financial measures may differ from the components that other companies exclude when they report their non-GAAP results. In the future, ChargePoint may also exclude other expenses it determines do not reflect the performance of ChargePoint's operating results.

Revenue Diversity

By Type

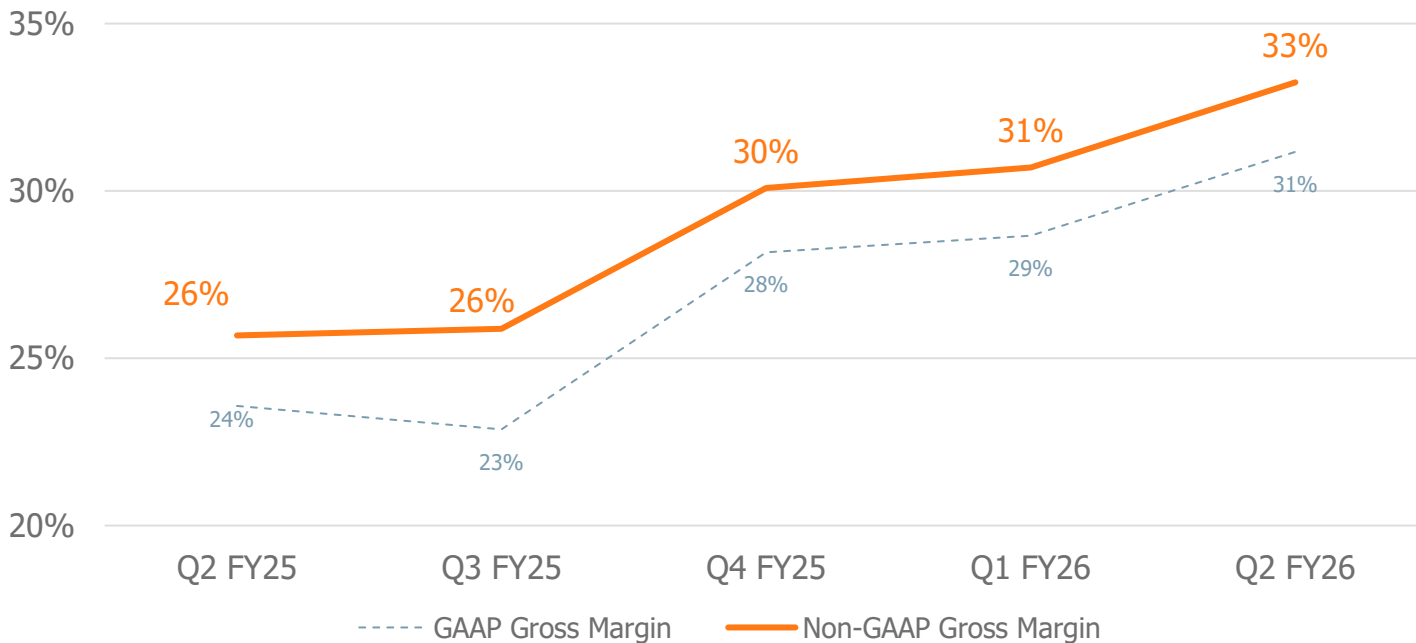


By Geography



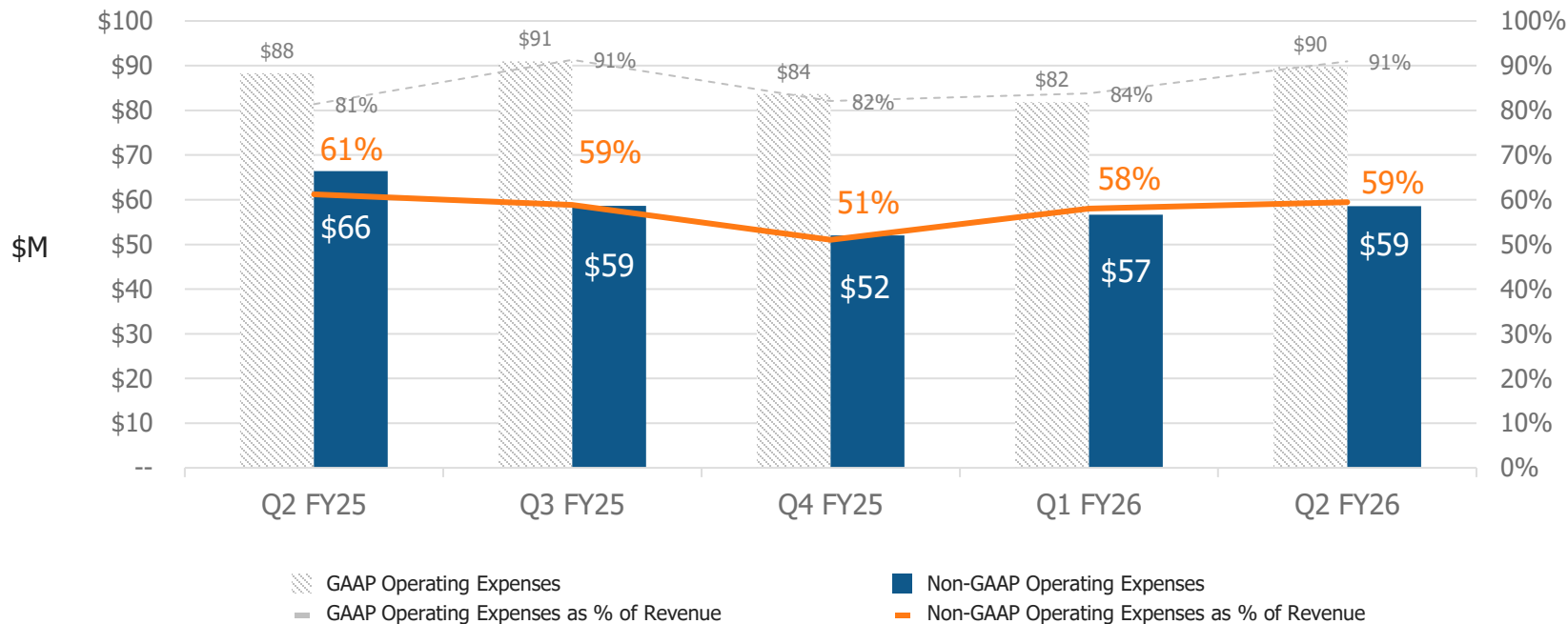
Note: Unaudited. Fiscal year ending on January 31.

Gross Margin



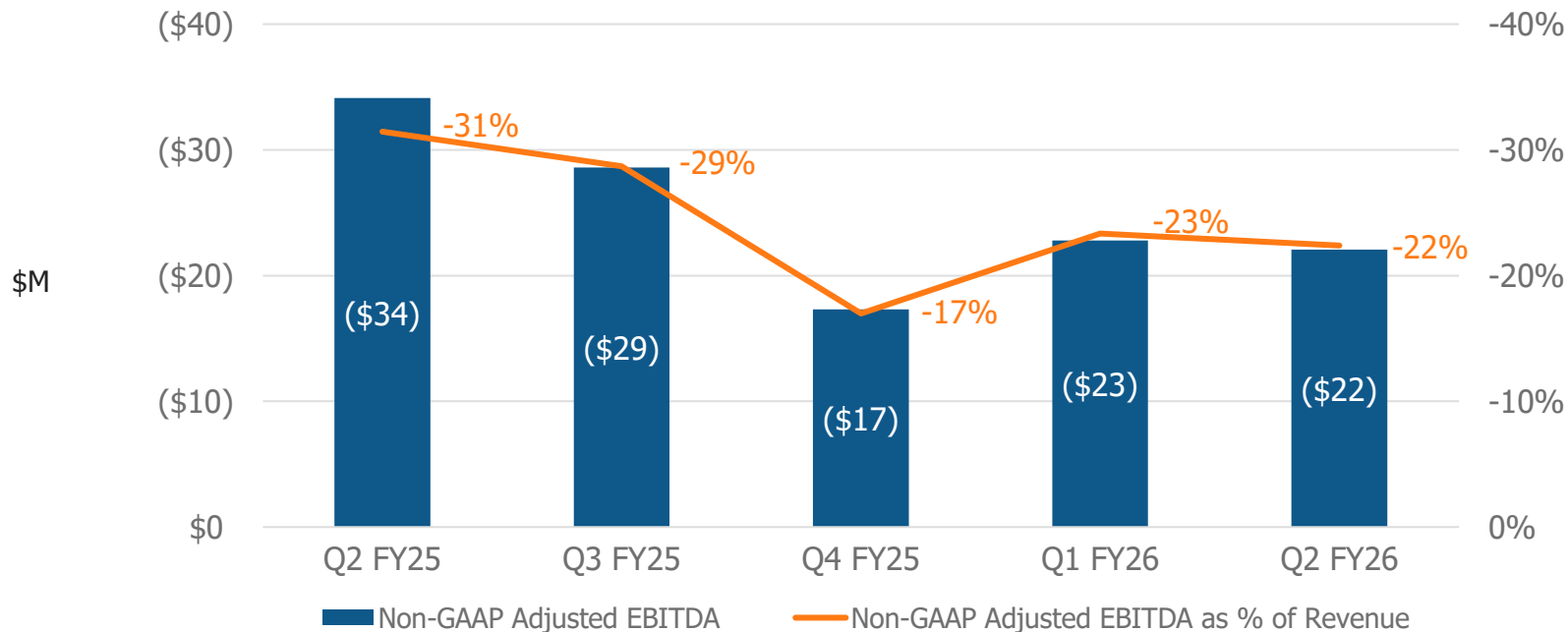
Note: Unaudited. Fiscal year ending on January 31.

Operating Expenses



Note: Unaudited. Fiscal year ending on January 31.

Non-GAAP Adjusted EBITDA



Note: Unaudited. Fiscal year ending on January 31.

A decorative pattern of plus and minus signs in a light blue color, arranged in a grid-like fashion on the left side of the slide.

Appendix

GAAP Income Statement

(\$ in thousands; unaudited; preliminary)

	Three months ended July 31,		Six months ended July 31,	
	2025	2024	2025	2024
Revenue				
Networked Charging Systems	\$ 50,421	\$ 64,146	\$ 102,480	\$ 129,520
Subscriptions	39,896	36,191	77,916	69,636
Other	8,273	8,202	15,834	16,426
Total revenue	98,590	108,539	196,230	215,582
Cost of revenue				
Networked Charging Systems	46,492	59,234	95,130	120,300
Subscriptions	15,534	18,558	30,900	36,300
Other	5,836	5,162	11,486	9,787
Total cost of revenue	67,862	82,954	137,516	166,387
Gross profit	30,728	25,585	58,714	49,195
Operating expenses				
Research and development	36,479	36,510	69,989	72,562
Sales and marketing	25,033	36,699	51,225	71,698
General and administrative	28,193	15,122	50,317	34,819
Total operating expenses	89,705	88,331	171,531	179,079
Loss from operations	(58,977)	(62,746)	(112,817)	(129,884)
Interest income	1,132	2,118	2,296	5,326
Interest expense	(6,849)	(6,560)	(13,285)	(13,171)
Other income (expense), net	(323)	(38)	2,290	(888)
Net loss before income taxes	(65,017)	(67,226)	(121,516)	(138,617)
Provision for income taxes	1,162	1,648	1,784	2,056
Net loss	\$ (66,179)	\$ (68,874)	\$ (123,300)	\$ (140,673)

GAAP Balance Sheet

(\$ in thousands; unaudited; preliminary)

	July 31, 2025	January 31, 2025
Assets		
Current assets:		
Cash and cash equivalents	\$ 194,123	\$ 224,571
Restricted cash	400	400
Short-term investments	—	—
Accounts receivable, net	96,014	95,906
Inventories	212,407	209,262
Prepaid expenses and other current assets	30,481	36,435
Total current assets	533,425	566,574
Property and equipment, net	29,713	35,361
Intangible assets, net	65,130	66,175
Operating lease right-of-use assets	13,171	14,680
Goodwill	222,155	207,540
Other assets	6,660	7,845
Total assets	\$ 870,254	\$ 898,175
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 72,470	\$ 64,050
Accrued and other current liabilities	132,411	124,679
Deferred revenue	115,096	105,017
Total current liabilities	319,977	293,746
Deferred revenue, noncurrent	135,201	134,198
Debt, noncurrent	309,414	297,092
Operating lease liabilities	13,176	15,267
Deferred tax liabilities	12,308	12,036
Other long-term liabilities	9,463	8,365
Total liabilities	799,539	760,704
Stockholders' equity:		
Common stock	2	2
Additional paid-in capital	2,089,566	2,054,340
Accumulated other comprehensive loss	(4,115)	(25,433)
Accumulated deficit	(2,014,738)	(1,891,438)
Total stockholders' equity	70,715	137,471
Total liabilities and stockholders' equity	\$ 870,254	\$ 898,175

GAAP Statement of Cash Flows

(\$ in thousands; unaudited; preliminary)

	Six Months Ended July 31,	
	2025	2024
Cash flows from operating activities		
Net loss	\$ (123,300)	\$ (140,673)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	13,854	14,896
Non-cash operating lease cost	1,784	1,863
Stock-based compensation	36,079	40,369
Amortization of deferred contract acquisition costs	1,687	1,578
Paid-in-kind non-cash interest expense	9,397	—
Foreign currency transaction (gain) loss	(3,922)	605
Reserves and other	4,281	12,683
Changes in operating assets and liabilities:		
Accounts receivable, net	2,636	7,636
Inventories	3,338	(28,429)
Prepaid expenses and other assets	3,374	(8,160)
Accounts payable, operating lease liabilities, and accrued and other liabilities	3,295	(23,229)
Deferred revenue	8,377	7,155
Net cash used in operating activities	(39,120)	(113,706)
Cash flows from investing activities		
Purchases of property and equipment	(2,358)	(7,301)
Net cash used in investing activities	(2,358)	(7,301)
Cash flows from financing activities		
Proceeds from the issuance of common stock under employee equity plans, net of tax withholding	1,251	4,548
Change in driver funds and amounts due to customers	6,838	2,378
Net cash provided by financing activities	8,089	6,926
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	2,941	(66)
Net decrease in cash, cash equivalents, and restricted cash	(30,448)	(114,147)
Cash, cash equivalents, and restricted cash at beginning of period	224,971	357,810
Cash, cash equivalents, and restricted cash at end of period	\$ 194,523	\$ 243,663

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended July 31, 2025		Three Months Ended July 31, 2024		Six Months Ended July 31, 2025		Six Months Ended July 31, 2024					
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:												
GAAP net loss (as a percentage of revenue)	\$	(66,179)	(67) %	\$	(68,874)	(63) %	\$	(123,300)	(63) %	\$	(140,673)	(65) %
Stock-based compensation expense		18,216			18,769			36,079			40,368	
Amortization of intangible assets		3,178			3,028			6,219			6,051	
Other adjustments (1)		11,761			2,392			18,020			4,001	
Non-GAAP net loss (as a percentage of revenue)	\$	(33,024)	(33) %	\$	(44,685)	(41) %	\$	(62,982)	(32) %	\$	(90,253)	(42) %
Provision for income taxes		1,162			1,648			1,784			2,056	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$	(31,862)	(32) %	\$	(43,037)	(40) %	\$	(61,198)	(31) %	\$	(88,197)	(41) %
Depreciation		3,748			4,423			7,635			8,844	
Interest income		(1,132)			(2,118)			(2,296)			(5,326)	
Interest expense		6,849			6,560			13,285			13,171	
Other expense (income), net		323			38			(2,290)			888	
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$	(22,074)	(22) %	\$	(34,134)	(31) %	\$	(44,864)	(23) %	\$	(70,620)	(33) %

(1) Consists of non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended July 31, 2025		Three Months Ended April 30, 2025		Three Months Ended January 31, 2025		Three Months Ended October 31, 2024		Three Months Ended July 31, 2024						
Reconciliation of GAAP Net Loss to Non-GAAP Net Loss and Non-GAAP Adjusted EBITDA Loss:															
GAAP net loss (as a percentage of revenue)	\$	(66,179)	(67)%	\$	(57,121)	(59)%	\$	(58,803)	(58)%	\$	(77,590)	(78)%	\$	(68,874)	(63)%
Stock-based compensation expense		18,216			17,863			14,568			20,716			18,769	
Amortization of intangible assets		3,178			3,041			2,955			3,078			3,028	
Restructuring costs (1)		—			—			—			9,828			—	
Other adjustments (2)		11,761			6,259			16,085			1,728			2,392	
Non-GAAP net loss (as a percentage of revenue)	\$	(33,024)	(33)%	\$	(29,958)	(31)%	\$	(25,195)	(25)%	\$	(42,240)	(42)%	\$	(44,685)	(41)%
Provision for income taxes		1,162			622			805			1,511			1,648	
Non-GAAP pre-tax net loss (as a percentage of revenue)	\$	(31,862)	(32)%	\$	(29,336)	(30)%	\$	(24,390)	(24)%	\$	(40,729)	(41)%	\$	(43,037)	(40)%
Depreciation		3,748			3,887			4,032			4,230			4,423	
Interest income		(1,132)			(1,164)			(1,417)			(1,604)			(2,118)	
Interest expense		6,849			6,436			2,167			9,315			6,560	
Other expense (income), net		323			(2,613)			2,299			202			38	
Non-GAAP Adjusted EBITDA Loss (as a percentage of revenue)	\$	(22,074)	(22)%	\$	(22,790)	(23)%	\$	(17,309)	(17)%	\$	(28,586)	(29)%	\$	(34,134)	(31)%

(1) Consists of restructuring costs of severances and employment-related termination costs, and facility and other contract terminations.

(2) Consists of non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.

GAAP to Non-GAAP Reconciliation

(\$ in thousands; unaudited; preliminary)

	Three Months Ended July 31, 2025			Three Months Ended April 30, 2025		Three Months Ended January 31, 2025		Three Months Ended October 31, 2024		Three Months Ended July 31, 2024					
<u>Reconciliation of GAAP gross profit (margin) to non-GAAP gross profit (margin):</u>															
GAAP gross profit (margin)	\$	30,728	31 %	\$	27,986	29 %	\$	28,700	28 %	\$	22,786	23 %	\$	25,585	24 %
Stock-based compensation expense		1,251			1,223			1,233			1,260			1,526	
Restructuring costs (1)		—			—			—			961			—	
Amortization of intangible assets		796			766			748			774			764	
Non-GAAP gross profit (margin)	\$	<u>32,775</u>	33 %	\$	<u>29,975</u>	31 %	\$	<u>30,681</u>	30 %	\$	<u>25,781</u>	26 %	\$	<u>27,875</u>	26 %
<u>Reconciliation of GAAP total operating expenses to non-GAAP total operating expenses:</u>															
GAAP Operating Expenses (as a percentage of revenue)	\$	89,705	91 %	\$	81,826	84 %	\$	83,649	82 %	\$	90,952	91 %	\$	88,331	81 %
Stock-based compensation expense		(16,965)			(16,640)			(13,335)			(19,456)			(17,243)	
Restructuring costs (1)		—			—			—			(8,867)			—	
Amortization of intangible assets		(2,382)			(2,275)			(2,207)			(2,304)			(2,264)	
Other adjustments (2)		(11,761)			(6,259)			(16,085)			(1,728)			(2,392)	
Non-GAAP Operating Expenses (as a percentage of revenue)	\$	<u>58,597</u>	59 %	\$	<u>56,652</u>	58 %	\$	<u>52,022</u>	51 %	\$	<u>58,597</u>	59 %	\$	<u>66,432</u>	61 %

(1) Consists of restructuring costs of severances and employment-related termination costs, and facility and other contract terminations.

(2) Consists of non-cash charges related to tax liabilities and litigation settlements, including associated non-recurring legal expenses and professional service fees.