



# Driving the Electrification of Mobility

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All statements other than statements of historical facts contained in this presentation (this "Presentation") are forward-looking statements. Forward-looking statements may generally be identified by the use of words such as "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "should," "would," "plan," "project," "forecast," "predict," "potential," "seem," "seek," "future," "outlook," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding estimates and forecasts of other financial and performance metrics, projections of market opportunity and market share. These statements are based on various assumptions, whether or not identified in this Presentation, and on the current expectations of ChargePoint, Inc.'s ("ChargePoint") and Switchback Energy Acquisition Corporation's ("Switchback") management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, 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 assumptions, and such differences may be material. Many actual events and circumstances are beyond the control of ChargePoint and Switchback. These forward-looking statements are subject to a number of risks and uncertainties, including changes in domestic and foreign business, market, financial, political and legal conditions; risks relating to the uncertainty of the projected financial information with respect to ChargePoint; the inability of the parties to successfully or timely consummate the potential business combination between ChargePoint and Switchback and related transactions (the "Proposed Business Combination"), including the risk that any required regulatory approvals are not obtained, are delayed or are subject to unanticipated conditions that could adversely affect the combined company or the expected benefits of the Proposed Business Combination or that the approval of the stockholders of Switchback or ChargePoint is not obtained; the failure to realize the anticipated benefits of the Proposed Business Combination; risks related to the rollout of ChargePoint's business and the timing of expected business milestones; ChargePoint's dependence on widespread acceptance and adoption of electric vehicles and increased installation of charging stations; ChargePoint's ability to maintain effective internal controls over financial reporting, including the remediation of identified material weaknesses in internal control over financial reporting relating to segregation of duties with respect to, and access controls to, ChargePoint's financial record keeping system, and ChargePoint's accounting staffing levels; ChargePoint's current dependence on sales of charging stations for most of its revenues; overall demand for electric vehicle charging and the potential for reduced demand 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; potential adverse effects on ChargePoint's revenue and gross margins if customers

increasingly claim clean energy credits and, as a result, they are no longer available to be claimed by ChargePoint; the effects of competition on ChargePoint's future business; risks related to ChargePoint's dependence on its intellectual property and the risk that ChargePoint's technology could have undetected defects or errors; the amount of redemption requests made by Switchback's public stockholders; the ability of Switchback or the combined company to issue equity or equity-linked securities or obtain debt financing in connection with the Proposed Business Combination or in the future and those factors discussed in Switchback's final prospectus dated July 25, 2019, Annual Report on Form 10-K for the fiscal year ended December 31, 2019, any subsequently filed Quarterly Report on Form 10-Q and the preliminary proxy statement/prospectus/consent solicitation statement included in the Registration Statement on Form S-4 dated October 19, 2020, in each case, under the heading "Risk Factors," and other documents of Switchback filed, or to be filed, with the Securities and Exchange Commission ("SEC"). If any of these risks materialize or Switchback's or ChargePoint's assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that neither Switchback nor ChargePoint presently know or that Switchback and ChargePoint currently believe are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect Switchback's and ChargePoint's expectations, plans or forecasts of future events and views as of the date of this Presentation. Switchback and ChargePoint anticipate that subsequent events and developments will cause Switchback's and ChargePoint's assessments to change. However, while Switchback and ChargePoint may elect to update these forward-looking statements at some point in the future, Switchback and ChargePoint specifically disclaim any obligation to do so. These forward-looking statements should not be relied upon as representing Switchback's and ChargePoint's assessments as of any date subsequent to the date of this Presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements. Neither ChargePoint, Switchback, nor any of their respective affiliates have any obligation to update this Presentation.

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## Disclaimer Cont'd

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### IMPORTANT INFORMATION FOR INVESTORS AND SHAREHOLDERS

In connection with the Proposed Business Combination, Switchback has filed a registration statement (which includes a preliminary proxy statement/prospectus of Switchback and consent solicitation statement for ChargePoint) and other relevant documents with the SEC. Stockholders and other interested persons are urged to read the proxy statement/prospectus/consent solicitation statement and any other relevant documents filed and to be filed with the SEC when they become available because they will contain important information about Switchback, ChargePoint and the Proposed Business Combination. Stockholders are able to obtain a free copy of the preliminary proxy statement/prospectus/consent solicitation statement, as well as other filings containing information about Switchback, ChargePoint and the Proposed Business Combination, without charge, at the SEC's website located at [www.sec.gov](http://www.sec.gov).

### PARTICIPANTS IN SOLICITATION

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compensation and for budgeting and planning purposes. Switchback and ChargePoint believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating projected operating results and trends in and in comparing ChargePoint's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in ChargePoint's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results.

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# Transaction Summary

## Summary of Proposed Transaction

- + Founded in 2007, ChargePoint has built one of the world's leading electric vehicle (EV) charging networks
  - Delivers a fully integrated EV charging solution, with a comprehensive portfolio of hardware, software and services
- + ChargePoint to be capitalized with cash necessary to bolster positions in existing markets and to fund European growth, ChargePoint as a Service™ and Hardware and Software R&D
- + Switchback (NYSE:SBE) has \$317M of cash in trust account
- + Transaction expected to fully fund business model through cash flow positive

## Capital Structure

- + ChargePoint shareholders rolling 100% of their equity
- + >\$450M proceeds net of debt elimination and transaction fees to fund growth (assuming no redemptions)
- + PIPE size of \$225M<sup>1</sup>

## Valuation

- + Enterprise value of \$2.4B
- + Attractive entry multiple relative to EV ecosystem

## Leadership

–chargepoint+



Pasquale Romano  
Director  
President & CEO



Rex Jackson  
CFO

SWITCHBACK



Scott McNeill  
Director  
CEO & CFO



Jim Mutrie  
Director  
CCO & GC

Switchback has identified ChargePoint, the #1 brand in EV charging, as the company best positioned to continue leading the growth in charging infrastructure required by the world's transition to electric mobility

(1) Together, Scott McNeill and Jim Mutrie will purchase \$2.0M of stock in the PIPE on the same terms as the PIPE investors, in addition to the \$2.0M of stock purchased on the same terms as the public in SBE's IPO.  
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# Meet the New Fueling Network



Site Host: Fortune 10 Workplace

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VISION  
Move All People and Goods on Electric Power



INVESTMENT OPPORTUNITY  
The Index for the Electrification of Mobility



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## Executive Summary

### The Trend

The electrification of mobility is undisputed, with consumers and fleets adopting at record rates

### The Market

Our addressable market is massive... every place vehicles park, in North America and Europe

### The Product

We sell charging software, stations and services. Software attach = 100%. *We do not monetize energy or driver utilization.*

### The Business Model

Selling to businesses makes for capital-light growth. We expect significant revenue and margin expansion ahead.

Site Host: Public Library

# Investment Highlights

## Massive Total Addressable Market

- + EVs projected to be 9.9% of new vehicles sold in 2025 and 29.2% in 2030 in the U.S. and Europe (compared to 2.6% in 2019)<sup>1</sup>
- + Cumulative EV charging infrastructure investment in U.S. and Europe projected to be ~\$60B by 2030<sup>2</sup> and ~\$192B by 2040<sup>2</sup>

## Winning Business Model

- + As EV penetration grows, we grow. Monetization not tied to energy or utilization.
- + Vertically integrated, complete portfolio of networked solutions
- + Platform technologies provide major advantages in fleet applications

## Strong Competitive Moats

- + Significant level of capital raised to date has powered differentiation (R&D and go to market engine)



- + >4K customers; high switching costs
- + Deep ecosystem integrations, open network with broad reach

## Strong Capital-Light Growth

- + Continued EV adoption across segments
- + Minimal capex required to scale
- + Recurring revenue streams provide strong financial visibility
- + Company revenue grew 60% YOY in 2019 and projected at 60% CAGR from 2021 to 2026

<sup>1</sup> Source: BloombergNEF Electric Vehicle Outlook 2020 (Passenger Vehicles) as of October 2020

<sup>2</sup> Source: BloombergNEF Electric Vehicle Outlook 2020 as of October 2020

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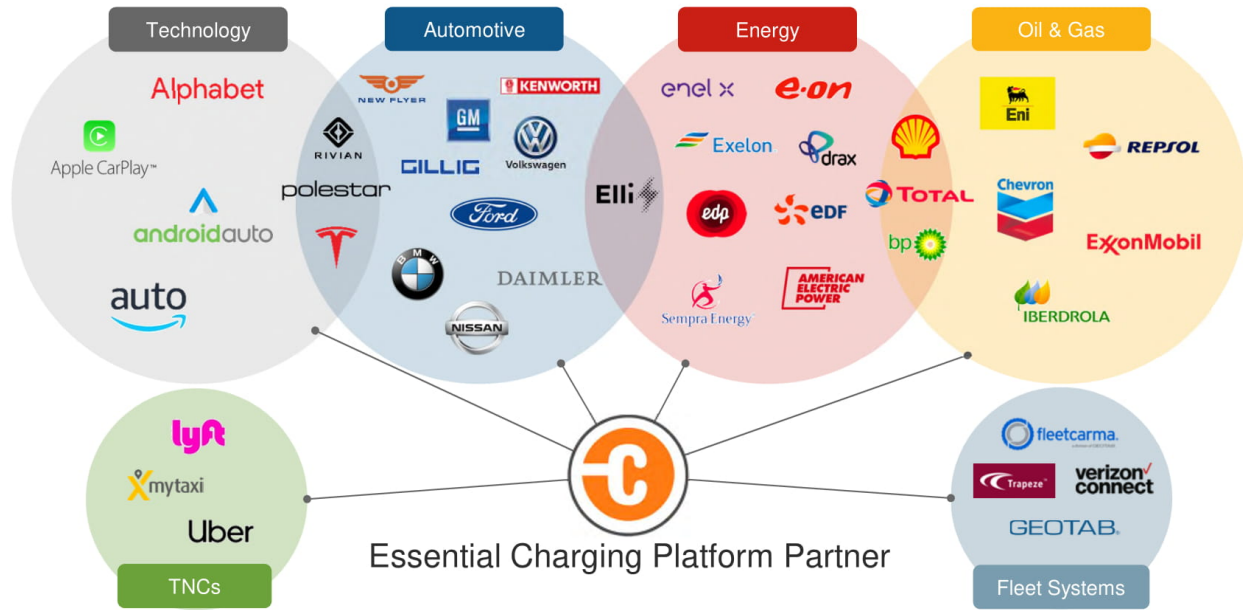
Fueling Fundamentals

# At Home, At Work and Around Town



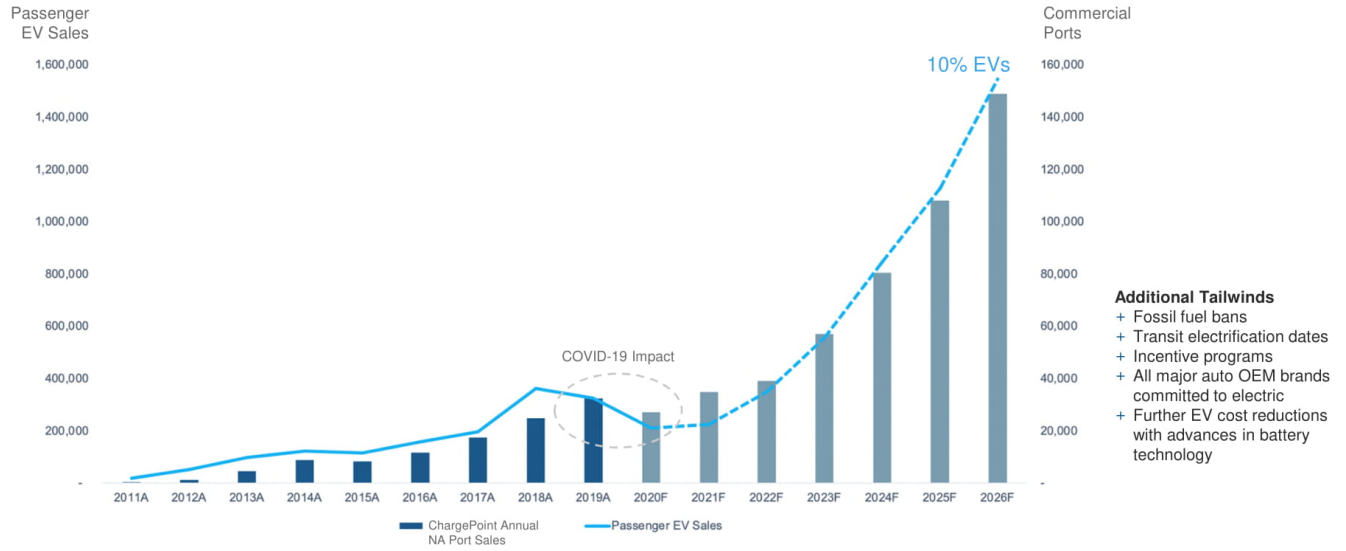
Site Host: Apartment Complex, 2 Ports of Charging Shown

# Major Markets Committed to Electrification





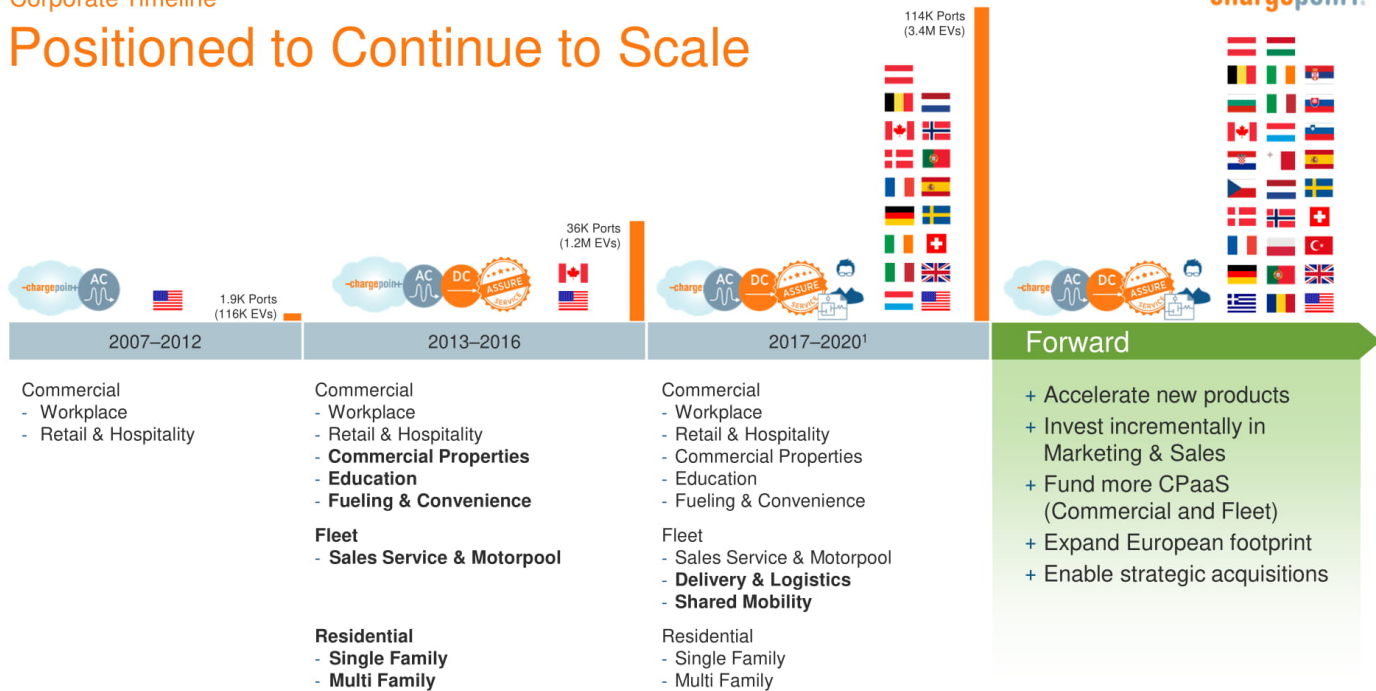
# ChargePoint Growth Directly Proportional to EV Penetration



Source: Historical EV sales from InsideEVs and Baum. Future EV sales projections from BloombergNEF Electric Vehicle Outlook 2020 as of October 2020. © 2020 ChargePoint, Inc.

Corporate Timeline

# Positioned to Continue to Scale



<sup>1</sup> EV Source: European Alternative Fuels Observatory, North America and Europe. Ports and EVs sold through Dec 2019.  
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Market Model Moats Growth

# Business Model and Investment Level Set Us Apart

Site Host: Fortune 10 Workplace

### Charging Is Essential

Businesses and fleets are investing in charging solutions

### ChargePoint Capital Is Focused on Winning

Free of monetizing energy or drivers, our capital is focused on

- + Research & Development: Complete solutions, all use cases; investment keeps us steps ahead
- + Marketing & Sales Engine: Enables us to reach site hosts first
- + Policy: Ensures competition, innovation, choice

### Network Effects Are Significant

A superior experience makes us preferred by site hosts *and* drivers

- + Hosts expand as adoption grows
- + Strong channel established
- + Drivers rely on us as the largest and highest quality network



3 Lines of Business

# We Sell Hardware, Recurring Software and Services

## Commercial Products



Charging Stations



Software as a Service (SaaS) Annual Subscriptions



Assure™ Annual Subscription (Parts & Labor Warranty)

Traditional CapEx Purchase or OpEx Purchase



ChargePoint as a Service™ (Bundles SaaS, Charging Stations and Assure Subscription)

## Fleet Products



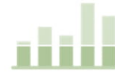
Charging Stations



SaaS Annual Subscriptions



SaaS Vehicle Scheduling & Fueling Optimization Subscriptions



SaaS Energy Management Subscriptions



Professional Services for Design/Build & Construction



Assure Pro Annual Subscription (Parts & Labor Warranty)

## Residential Products



ChargePoint® Home Charger  
+ Sold with Lifetime Subscription  
+ Utility Plans for Managing Home Use



Single Family

and



Multi Family



Multi Family Charging Solution  
+ Monthly Fee Billed to Tenant  
+ Additional Charges for Power Consumed (Property Owner Sets Pricing)



# Site Hosts Buy to Reach Business Goals

## Commercial

Workplace & Commercial Properties | Education | Fueling & Convenience  
Healthcare | Hospitality & Retail | Parking

- ✔ Reduce expenses
- ✔ Generate direct and indirect income
- ✔ Attract employees, tenants, customers and visitors
- ✔ Achieve ESG objectives

**62%**  
of Fortune  
Top 50 Use  
ChargePoint

## Fleet

Delivery & Logistics | Sales Service & Motorpool  
Shared Mobility

- ✔ Manage operating costs (fueling and maintenance)
- ✔ Meet government mandates and regulations
- ✔ Minimize risk and future-proof operations
- ✔ Achieve sustainability goals

## Residential

Single Family | Multi Family

- ✔ Increase convenience with app-controlled, at-home charging (Single Family)
- ✔ Gain control and visibility with software controlled smart charging
- ✔ Reduce cost by charging at off-peak hours
- ✔ Achieve sustainability goals

## ...and Drivers Rely on Us

- + Easily find, view and access charging stations
- + Roam across networks
- + View all activity and cost (for both at home and public charging) in one place



Fortune Top 50 Companies 2018  
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## Product Portfolio Leverage

## One Portfolio Serves Many Geos and Segments



**One comprehensive portfolio**  
deployed globally, with modest  
regional variations as needed



## Commercial Business

**North America**

- + Proven model, de facto leader
- + Expected gross margin in the 40s

**Europe**

- + Large addressable market
- + Billings growth > North America as we capture share
- + Global product in 2021 expected to drive up margin
- + Leasing Company path to market

## Fleet Business

**North America and Europe**

- + Largest contributor to growth
- + Stabilization of new products expected to yield improved gross margin
- + Excess commercial capacity available to fleet (off-hours charging)

## Residential Business

**North America**

- + Scaling Multi Family and direct-to-consumer channels
- + Utilities expanding their residential programs
- + Common product powers Fleet and residential

**Europe**

- + Leasing Company path to market includes home and work charging solutions

# Our Winning Formula =



## Hardware

+



## Software

+



## Services



- + Upfront payment for initial purchase
- + High land-and-expand pattern consistent with electric vehicle penetration
- + Long term expected life



- + Recurring SaaS model, 100% attach to hardware
- + Revenue recognized ratably during contract periods
- + Minimums with annual renewal



- + Parts & labor warranty
- + Recurring model
- + Revenue recognized ratably during contract periods

# Complete Hardware Portfolio Powered by Software



## Comprehensive Hardware Portfolio Delivers

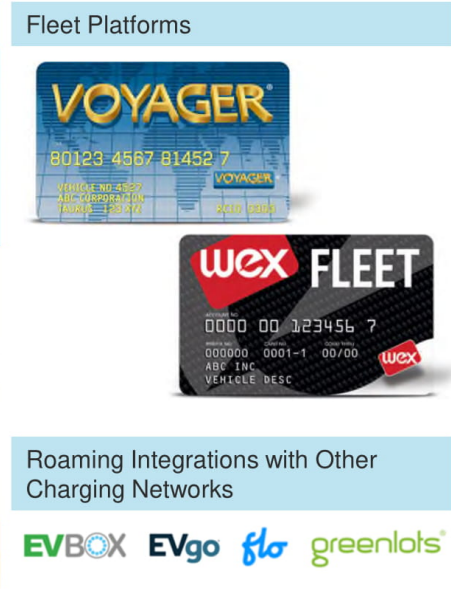
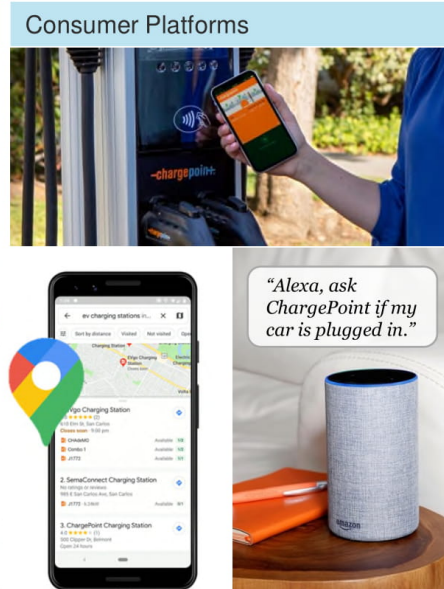
- + Solutions for every use case, all vehicle types and brands
- + High efficiency in power and footprint
- + Modular, scalable, secure architecture designed for serviceability
- + Unparalleled quality; advanced testing (vehicle, functional, climate, environment) for long-term reliability
- + Options for site hosts to use custom branding

## Software Enables

- + Control of who can use stations and when
- + All vehicles to get charged on time
- + Multiple vehicles to share power
- + Drivers to get in line when ports are occupied
- + Proactive and remote diagnosis
- + Power management to avoid demand charges



# Already Integrated to the Ecosystem



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Thousands of Brands Choose ChargePoint

# Select Customers Participating in the New Fueling Network

## Commercial

### Workplace & Commercial Properties



### Education



### Fueling & Convenience



### Healthcare



### Hospitality & Retail



### Parking



## Fleet

### Delivery & Logistics



### Sales Service & Motorpool



### Shared Mobility



## Residential

### Multi Family

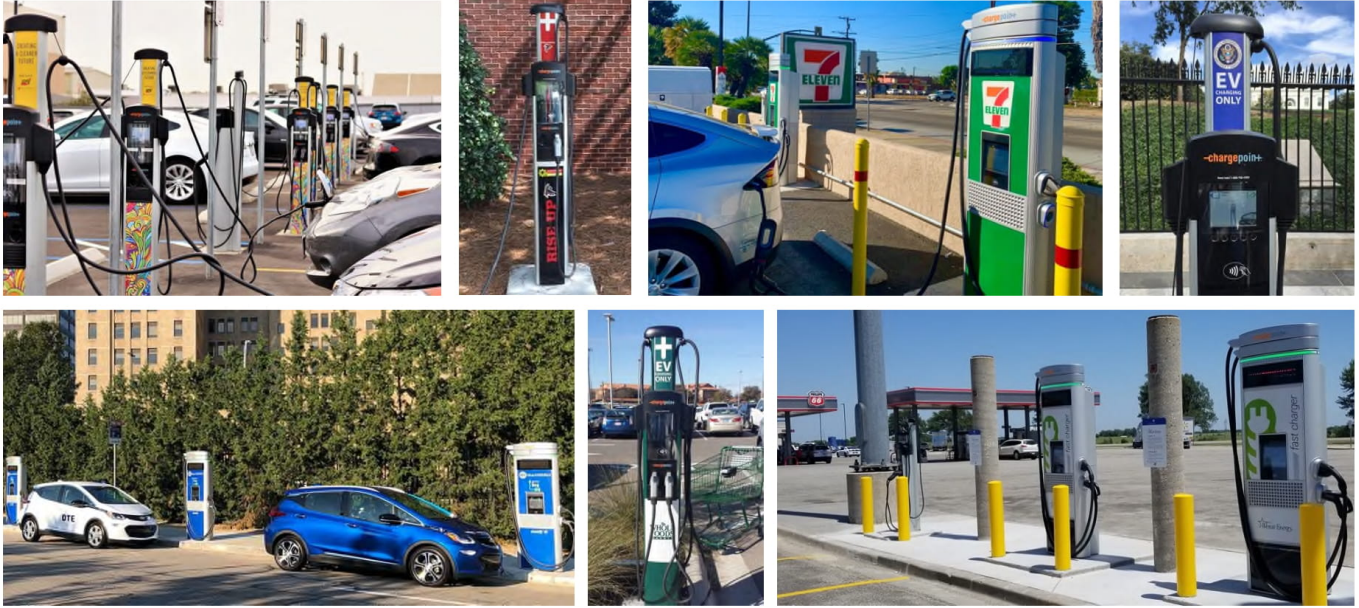


## Go-to-Market Partners





# One Network, Many Branding Opportunities



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Lifetime Value

# Proven Account Expansion



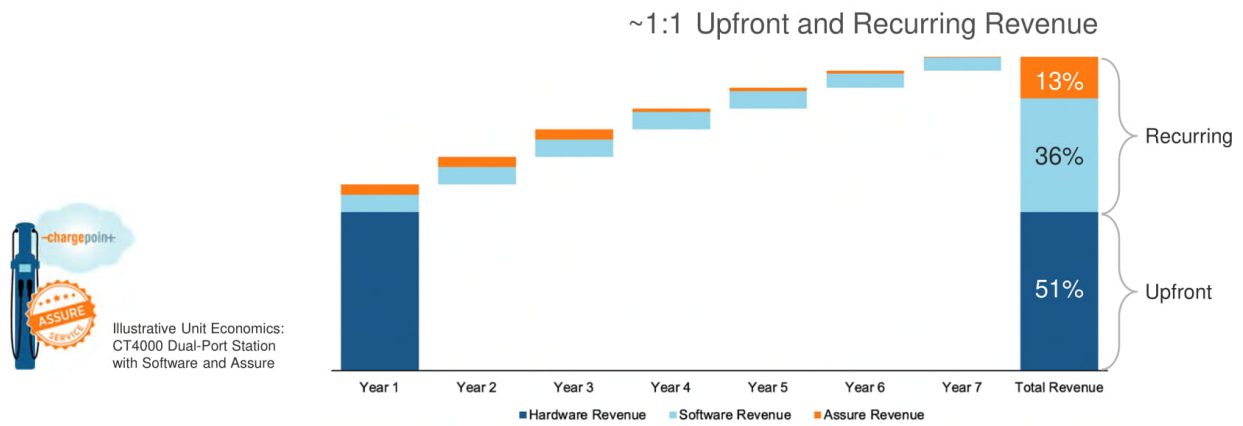
## Top 25 Customers



Customer expansion reflects ongoing software and warranty subscriptions as well as increased hardware purchases as EV penetration grows

Source: Management Data. Cumulative spend expansion rates calculated by dividing cumulative billings (FY2017 – FY2020) by FY2017 billings.  
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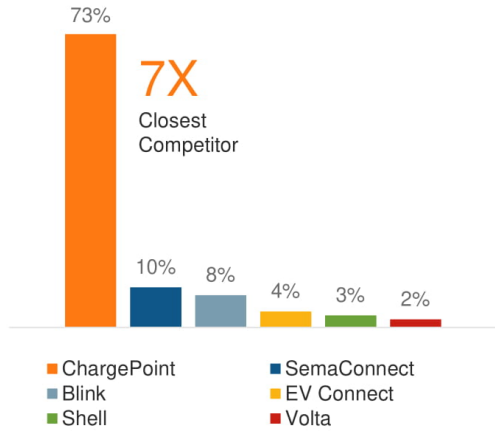
# Revenue Ratio



Source: Management data. Actual station lifetime can vary.  
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# Winning North America, Expanding in Europe

Market Share  
Networked L2 Charging\*



## #1 Brand in North America, A Blueprint for Growth

- + De facto North America leadership in all-purpose AC charging
  - Operating across all verticals
  - Integrated into where people live, work, play
- + Operating in 16 European markets
  - Partnerships with energy retailers and leasing solution providers
  - 133,868 ports accessible via roaming integrations

\*Refers to connected charging of certain specifications (208–240 Volt, 40 Amp circuit, 6.2 – 7.6 kW), 4-5 hours to charge a 100mi range battery, typically serving 3+ drivers per day  
 Source: AFDC (North America). Excludes single-family residential charging ports.  
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# Unparalleled Leadership Team



**Pasquale Romano**  
President & CEO



**Rex Jackson**  
CFO



**Colleen Jansen**  
CMO



**Michael Hughes**  
CRO



**Chris Burghardt**  
MD, Europe



**Bill Loewenthal**  
SVP, Product



**Eric Sidle**  
SVP, Engineering



**Lawrence Lee**  
SVP, Operations & Services

- + Seasoned leadership team with years of tech and category skills
- + 750+ employees including 40% technical staff
- + Diversified talent base with operations in US, NL, UK, DE, MX, CN



## Board of Directors

**Roxanne Bowman**  
Operating Executive,  
NMS Capital

**Bruce Chizen**  
Former CEO, Adobe  
Senior Advisor, Permira Funds

**Axel Harries**  
Head of CASE/EVA,  
Daimler AG

**Jeffrey Harris**  
Venture Partner,  
Quantum Energy Partners

**Mark Leschly**  
Managing Partner, Rho Capital  
Partners, Rho Ventures

**Michael Linse**  
Managing Director,  
Linse Capital

**Richard Lowenthal**  
Co-Founder, ChargePoint

**Pasquale Romano**  
President and CEO,  
ChargePoint

**Neil Suslak**  
Managing Partner,  
Braemar Energy Ventures

**Rick Wagoner**  
Former Chairman and CEO,  
General Motors

# Financial Models

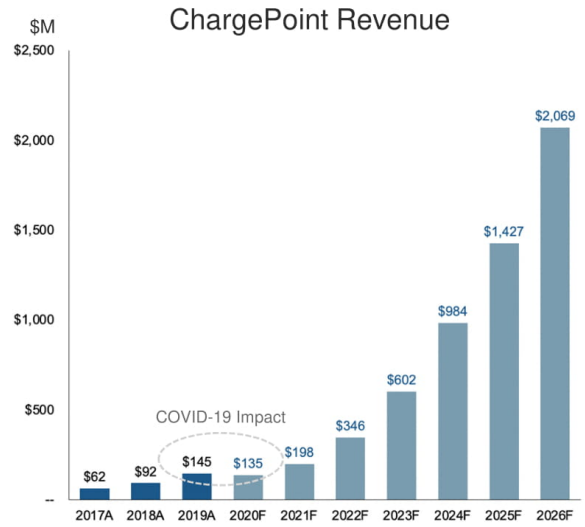
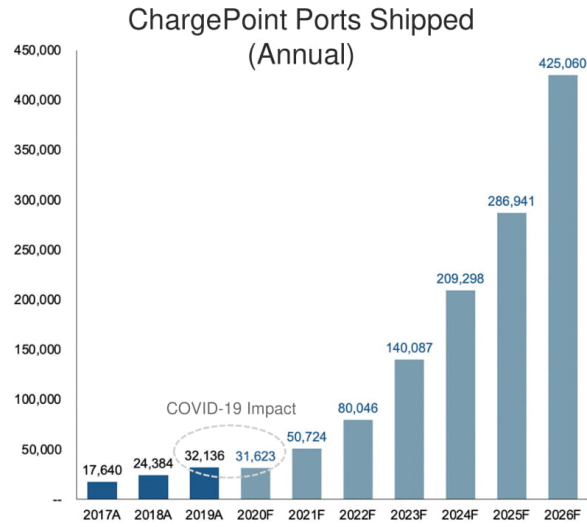


Site Host: Port of Stockton, With Yard Tractor Shown

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# Scaling With EV Penetration

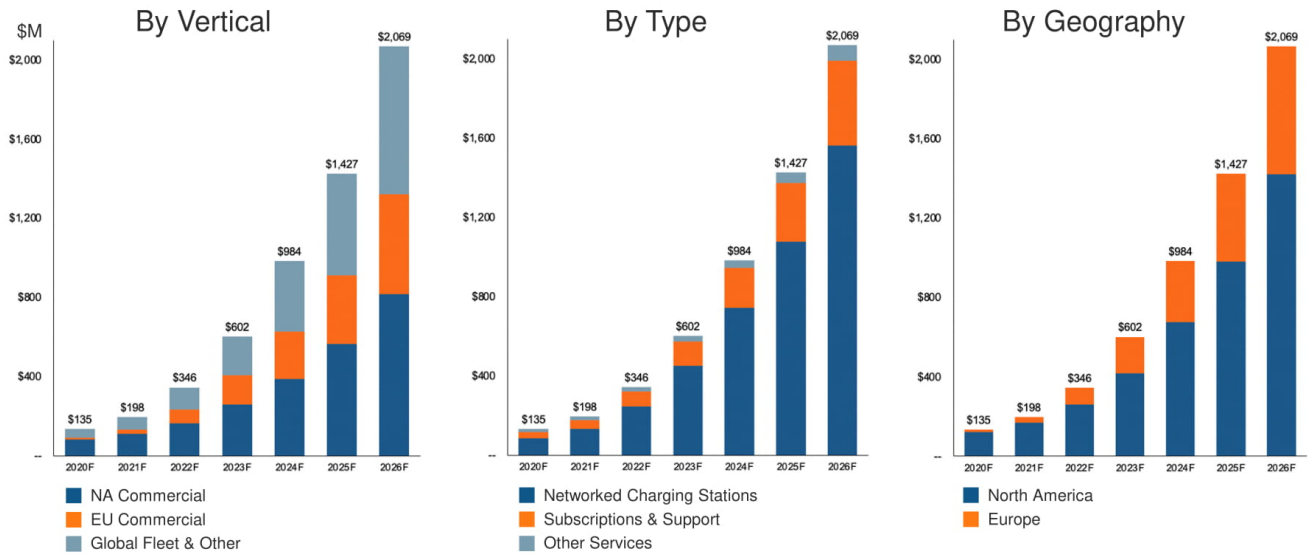


Notes  
 + Port counts include Multi Family home charging (part of Commercial business) ports but exclude single family home charging ports  
 + ChargePoint FY runs 2/1-1/31. CY reflected for simplicity; financials do not reflect CY adjustments.

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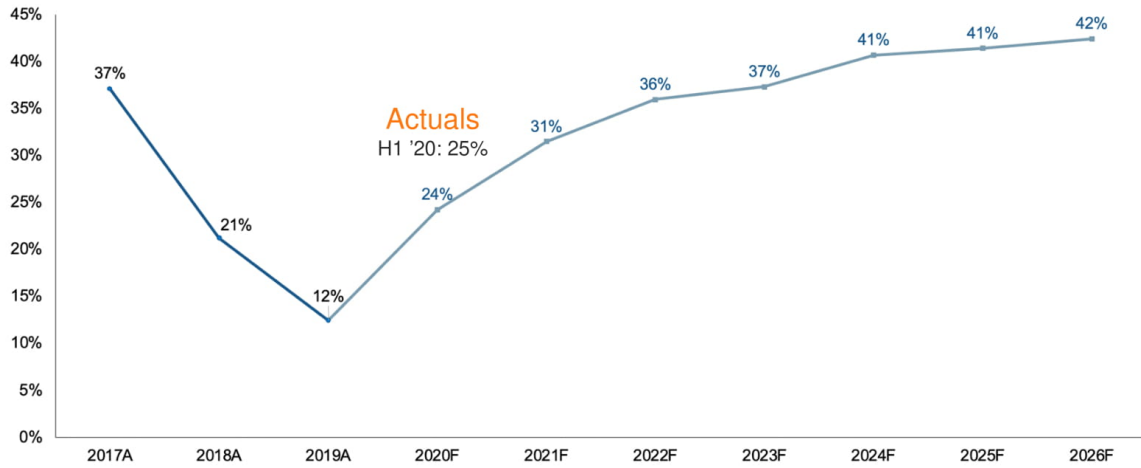
# Revenue Diversity



Note: ChargePoint FY runs 2/1-1/31. CY reflected for simplicity; financials do not reflect CY adjustments.  
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# Gross Margin Improves as Product Releases Stabilize and Software Revenue Grows

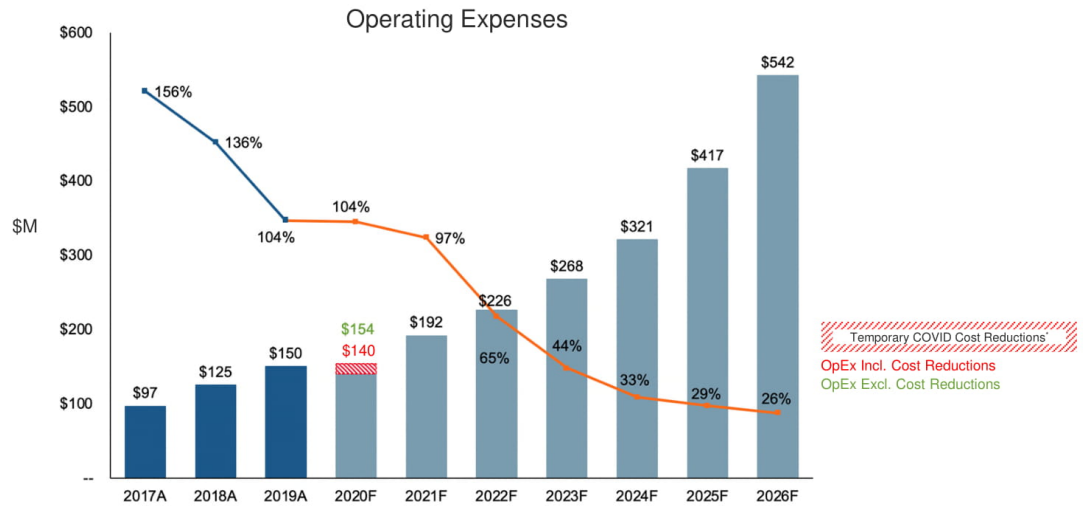


Notes  
+ Historical numbers are based on GAAP. Forecast does not include stock-based compensation.  
+ ChargePoint FY runs 2/1-1/31. CY reflected for simplicity; financials do not reflect CY adjustments.

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# Substantial OpEx Leverage Acceleration



Notes  
 + \*Temporary COVID cost reductions include salary cuts and bonus elimination.  
 + Historical numbers are based on GAAP. Forecast does not include stock-based compensation.  
 + ChargePoint FY runs 2/1-1/31. CY reflected for simplicity; financials do not reflect CY adjustments.  
 + 2020F OpEx as a % of Revenue of 104% is based on \$140M OpEx Incl. Cost Reductions.  
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# Long-term Financial Summary

Strong Growth and Long-term Profitability

Fiscal Year	FY21	FY22	FY23	FY24	FY25	FY26	FY27
Approximate Calendar Year	2020	2021	2022	2023	2024	2025	2026
<b>Revenue</b>	\$135	\$198	\$346	\$602	\$984	\$1,427	\$2,069
YoY Growth		46%	75%	74%	63%	45%	45%
<b>Gross Profit</b>	\$33	\$62	\$124	\$225	\$400	\$591	\$878
Gross Margin %	24%	31%	36%	37%	41%	41%	42%
<b>Total Operating Expenses</b>	\$150	\$192	\$226	\$268	\$321	\$417	\$542
<b>Adjusted EBITDA</b>	\$(107)	\$(121)	\$(93)	\$(36)	\$86	\$178	\$340
Adjusted EBITDA Margin %	NM	NM	NM	NM	9%	12%	16%

~60% revenue CAGR between 2021 and 2026

Contemplated transaction expected to fully fund business model through cash flow positive

Note: Dollars in millions  
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# Transaction Summary



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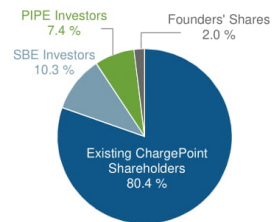
# Detailed Transaction Overview

\$2.4B Enterprise Value | \$225M PIPE

## Transaction Highlights

Cash Sources	+ Switchback has ~\$317M in cash held in the trust account + <b>PIPE size of \$225M</b>
Valuation	+ <b>\$2.4B EV</b> with strong balance sheet + Attractive valuation versus EV ecosystem
Capital Structure	+ <b>~\$650M in cash</b> on balance sheet (assuming no redemptions) to fund growth and expansion

## Pro Forma Ownership at \$10.00 / Share <sup>(2)</sup>



### Sources and Uses

Sources	\$M	Uses	\$M
SBE Shares <sup>(1)</sup>	\$ 2,450	Equity Consideration to ChargePoint Shareholders	\$ 2,450
SBE Cash in Trust	317	Cash to Balance Sheet	458
PIPE	225	Debt Repayment	35
		Transaction Fees	49
<b>Total Sources</b>	<b>\$ 2,992</b>	<b>Total Uses</b>	<b>\$ 2,992</b>

### Pro Forma Capitalization

Cash and Cash Equivalents (from de-SPAC)	\$ 458
(+) ChargePoint Cash on Balance Sheet	190
Net Cash	\$ 648
Equity Value	\$ 3,049
<b>Enterprise Value</b>	<b>\$ 2,401</b>

### Pro Forma Ownership

Ownership Breakdown	Shares (M)	%
Existing ChargePoint Shareholders <sup>(1)</sup>	245.0	80.4%
SBE Investors	31.4	10.3%
PIPE Investors	22.5	7.4%
Founders' Shares <sup>(3)</sup>	6.0	2.0%
<b>Equity Ownership</b>	<b>304.9</b>	<b>100.0%</b>

<sup>(1)</sup> Equity value to ChargePoint's existing shareholders is calculated as 245.0 million Switchback shares, using a \$10.00 pro forma share price, on a fully diluted basis (excluding unvested options and restricted stock, and assuming a net share settlement calculation for ChargePoint's outstanding warrants and vested options). Certain ChargePoint equityholders also will receive an earnout at the closing of the transaction for shares that will vest upon the occurrence of certain triggers, including three separate share price achievements (9.0 million shares would be payable based on achievement of each of \$15.00, \$20.00, and \$30.00 weighted average closing sale prices over a period of at least 10 days within any 20 consecutive trading day period in the 5 years following closing). At closing, Switchback will issue approximately 211.9 million shares and will assume (a) warrants to acquire approximately 39.2 million shares of its common stock, with a weighted average purchase price of \$6.74, (b) approximately 21.6 million vested options, with a weighted average exercise price of \$0.61 and (c) approximately 18.2 million unvested equity awards, with a weighted average exercise price of \$0.72.

<sup>(2)</sup> Pro forma ownership structure based on PIPE of \$225 million, assuming no redemptions. Excludes public and private warrants and ChargePoint unvested equity awards and restricted stock.

<sup>(3)</sup> Excludes 900 thousand founders' shares subject to earnout based on achievement of \$12.00 price per share over a period of at least 10 days within any 20 consecutive trading day period within 5 years of the closing of the transaction.

# Public Comparable Universe



EV Ecosystem	
<b>TESLA</b>	
Software Powered Solutions	
PELOTON	ALARM.COM
Energy Technology	
ENPHASE.	solar <b>edge</b>

- + Pure-play EV exposure
- + CapEx heavy business model

- + Ecosystem player with defensible moats
- + Recurring revenue streams provide visibility

- + ESG-friendly category
- + Attracts premium valuation

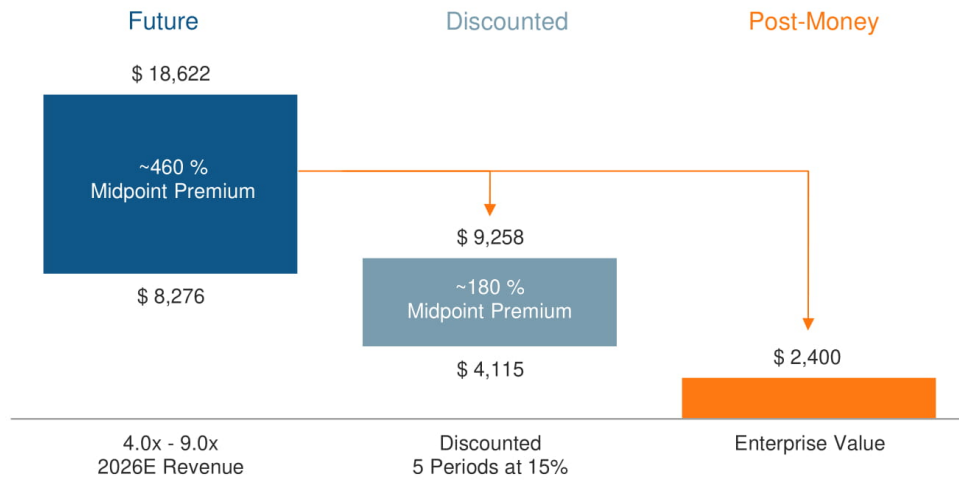
## \$25B+ Current Market Value of Recent Select SPAC Transactions<sup>1</sup>



(1) Market data as of 23-Oct-2020.  
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# Discounted Future Enterprise Value

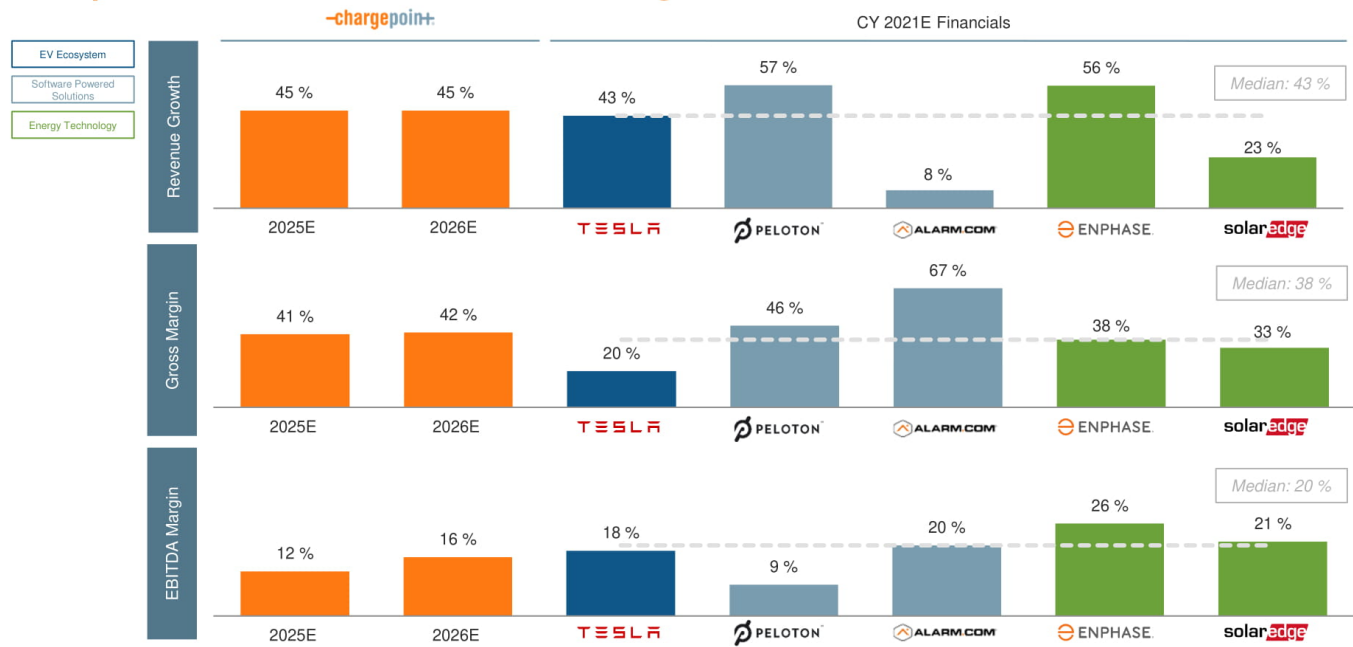
Transaction Expected to Fully Fund to EBITDA Positive



Note: Dollars in millions  
© 2020 ChargePoint, Inc.



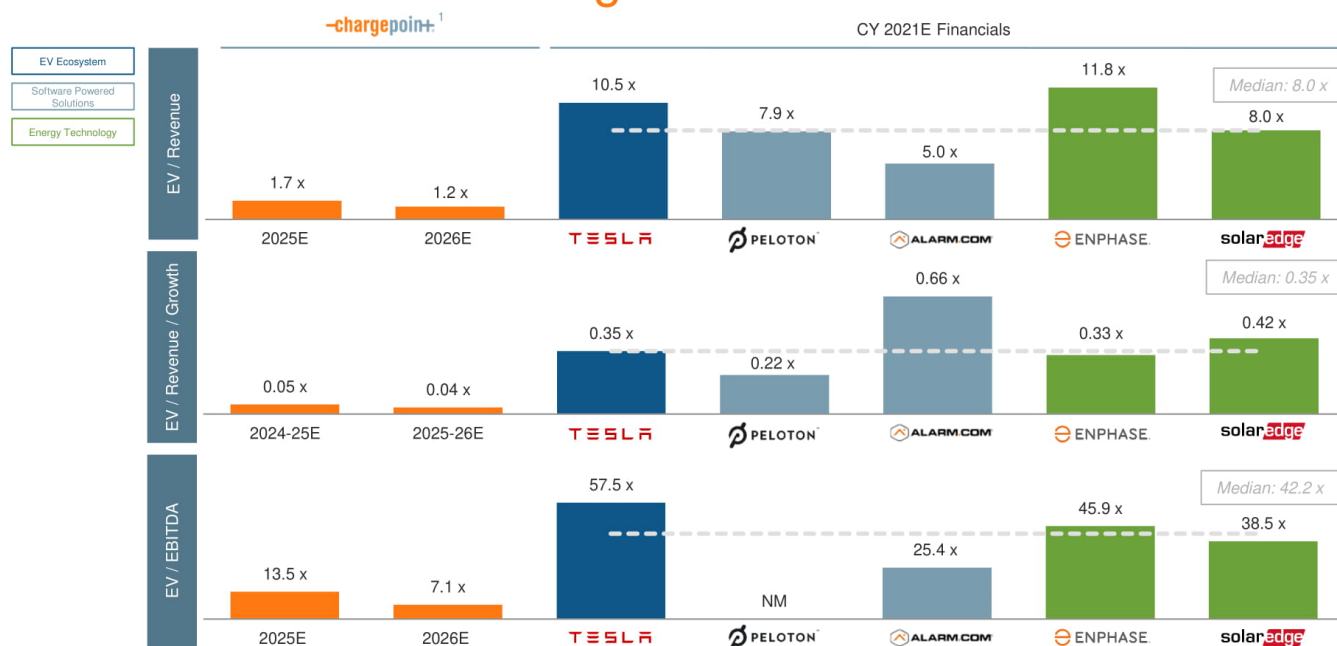
# Operational Benchmarking



© 2020 ChargePoint, Inc. Source: Bloomberg, CapIQ and company disclosures; market data as of 23-Oct-2020



# Valuation Benchmarking



© 2020 ChargePoint, Inc. Source: Bloomberg, CapIQ and company disclosures; market data as of 23-Oct-2020.  
 Note: Growth adjusted multiples reflect 2020E – 2021E financials unless noted otherwise.  
 (1) Based on ChargePoint enterprise value of \$2.4B

# Switchback Investment Thesis



Objective as energy specialists with deep industry expertise to partner with a leading disruptive technology company, to fuel the company's growth strategy and offer attractive risk-adjusted returns

## Criteria



High Growth	<input checked="" type="checkbox"/>
Dominant Market Share	<input checked="" type="checkbox"/>
Megatrend Industry Tailwinds	<input checked="" type="checkbox"/>
Validated Valuation Supported by Operating Business	<input checked="" type="checkbox"/>



- ✓ Early Market, Large Market
- ✓ Leading Share
- ✓ Attractive Model, Recurring Revenue, Margin Expansion
- ✓ Continued Capital-light Growth Ahead



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# Thank You

For further information, please contact



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# GAAP Income Statement

(\$ in thousands)

	<u>Year Ended January 31,</u>
	<u>2020</u>
<b>Revenues</b>	\$ 144,515
<b>Cost of Revenue</b>	<u>126,473</u>
<b>Gross Profit</b>	<u>18,042</u>
<b>Operating expenses</b>	
Research and development	69,464
Sales and marketing	56,997
General and administrative	<u>23,945</u>
Total operating expenses	<u>150,406</u>
<b>Loss from operations</b>	(132,364)
Interest income	3,245
Interest expense	(3,544)
Other income (expense), net	<u>(1,440)</u>
<b>Net loss before income taxes</b>	<u>(134,103)</u>
Provision for income taxes	224
<b>Net loss</b>	<u>\$ (134,327)</u>



# GAAP Balance Sheet

(\$ in thousands)

	<u>As of January 31,</u>
	<u>2020</u>
<b>Assets</b>	
Current assets:	
Cash and cash equivalents	\$ 120,190
Accounts receivable, net	38,488
Inventories	25,419
Prepaid expenses and other current assets	7,221
Total current assets	<u>191,318</u>
Property and equipment, net	27,941
Operating lease right-of-use assets	10,269
Goodwill	1,215
Other assets	3,448
Total assets	<u>\$ 234,191</u>
<b>Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Deficit</b>	
Current liabilities:	
Accounts payable	\$ 19,631
Accrued and other current liabilities	37,659
Deferred revenue	39,408
Total current liabilities	<u>96,698</u>
Deferred revenue, noncurrent	33,266
Debt, noncurrent	34,261
Operating lease liabilities	8,230
Other long-term liabilities	3,516
Total liabilities	<u>175,971</u>
Redeemable convertible preferred stock: \$0.0001 par value; 163,384,703 shares authorized; 161,131,049 shares issued and outstanding	520,241
Stockholders' deficit:	
Common stock: \$0.0001 par value; 241,000,000 shares authorized; 11,959,079 shares issued and outstanding	1
Additional paid-in capital	20,331
Accumulated deficit	<u>(482,353)</u>
Total stockholders' deficit	<u>(462,021)</u>
Total liabilities, redeemable convertible preferred stock and stockholders' deficit	<u>\$ 234,191</u>



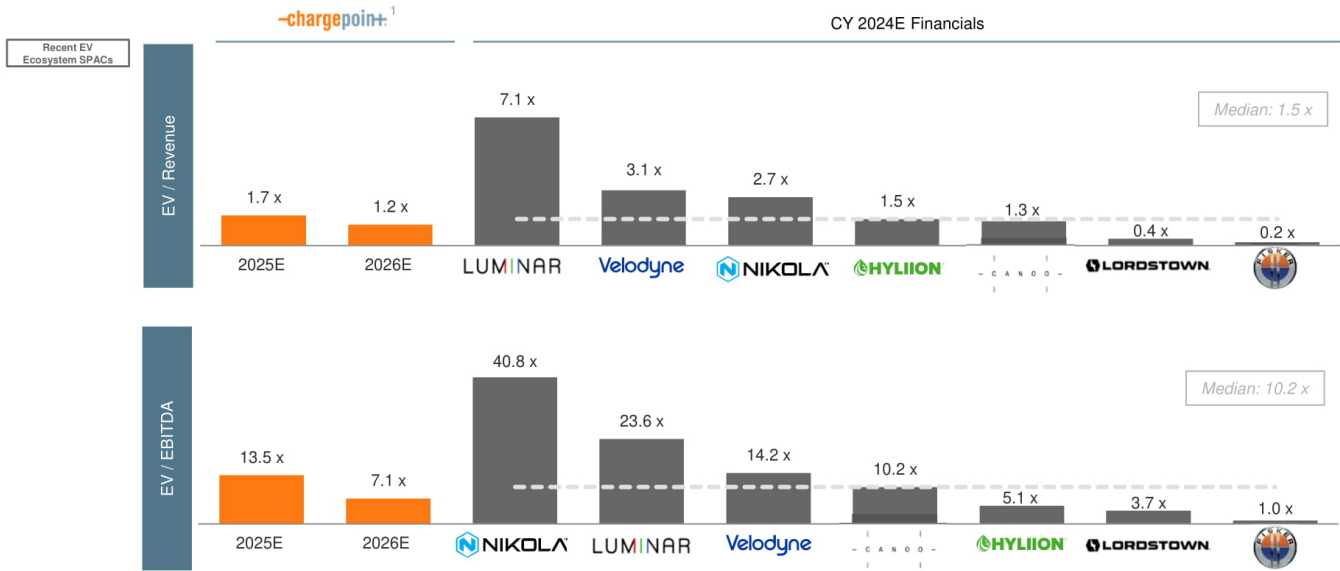
# Summarized Cash Flow Statement

(\$ in thousands)

	<u>Year Ended January 31,</u> <u>2020</u>
<b>Cash flows from operating activities</b>	
Net loss	\$ (134,327)
Adjustments to reconcile net loss to net cash	17,320
Changes in operating assets and liabilities	29,071
Net cash used in operating activities	<u>(87,936)</u>
<b>Cash flows from investing activities</b>	
Net cash used in investing activities	<u>(14,885)</u>
<b>Cash flows from financing activities</b>	
Net cash provided by financing activities	<u>17,158</u>
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	155
Net increase (decrease) in cash, cash equivalents, and restricted cash	(85,508)
Cash, cash equivalents, and restricted cash at beginning of period	205,698
Cash, cash equivalents, and restricted cash at end of period	\$ 120,190



# Valuation Benchmarking



© 2020 ChargePoint, Inc. Source: Bloomberg, CapIQ and company disclosures; market data as of 23-Oct-2020.  
 Note: Valuations pro forma of announced SPAC transactions. Multiples based on management projections at transaction announcement.  
 (1) Based on ChargePoint enterprise value of \$2.4B

# ESG: ChargePoint for Good

## + 2.4B Electric Miles Enabled to Date

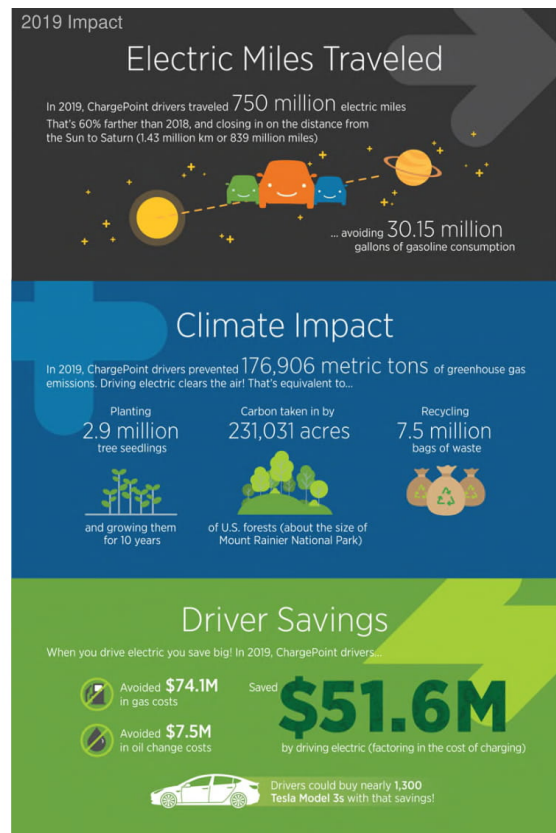
- 81M charges; drivers plug in every 2.0 seconds
- Avoidance of 98M gallons of gas
- Avoidance of 312M kgs of CO<sub>2</sub> emissions
- Avoidance of 329M kgs of GHG emissions

## + Selected Awards

- 2019: Acterra Award for Environmental Innovation, and London Business Awards: Social Impact International
- 2018: Global Cleantech Hall of Fame
- 2017: Architizer Smart Home Category, and Electrek Best of CES
- 2016: Edison Award, Climate Change Business Journal



Source: Management data, as of August 2020.  
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# Software Powers Scale



## How Do Site Hosts...

- + Control who can use stations and when?
- + Ensure all vehicles get charged on time?
- + Allow multiple vehicles to share power?
- + Let drivers get in line when all ports are taken?
- + Track how much energy they've dispensed?
- + Diagnose issues proactively and remotely?
- + Report environmental savings?



## How Do Drivers...

- + Find and access public charging stations?
- + Roam across different charging networks?
- + Get preferential pricing/access based on employment or loyalty programs?
- + View all charging activity and cost (for both home and public charging) in one place?
- + Track their environmental savings?



## Case Study

## Workplace: LinkedIn

- + **Need:** Address company's carbon emissions associated with employee commutes
- + **Solution:** 223 networked ports, automated sustainability reporting
  - Non-constrained parking powered by waitlist and idle time pricing features
  - Constrained parking powered by cord sharing, valet and power management features
  - Reporting to increase employee awareness of carbon footprint from transportation
- + **Results:** Avoided over 3,000 MT greenhouse gas (GHG) emissions, the equivalent of ~46,000 trees growing for 10 years
  - 27% increase in charging sessions
  - 54%\* of ports highly utilized during work week
  - Recognized as 2019 [Best Workplaces for Commuters](#)



\*As reported by LinkedIn  
© 2020 ChargePoint, Inc.



[Watch the Video Testimonial >](#)

## Case Study

# Fleet: Alameda County



- + **Need:** Fuel and manage electric county fleet vehicles and measure progress toward published climate goals
- + **Solution:** 126 networked ports with Power Management and automated sustainability reporting
  - Software tools to manage charging needs across fleet drivers, county employees and visitors
  - Power Management to increase charging capacity without infrastructure upgrades
  - Real-time data informs parameters to ensure that electrical demand doesn't exceed capacity (avoiding demand charges)
- + **Results:** Avoided 464 MT greenhouse gas (GHG) emissions
  - 44% YoY session growth, 2018 - 2019
  - 35-54%\* savings compared to gas vehicles

*"Having internet-connected charging stations has been instrumental for us to track energy consumption and utilization for grant compliance and internal fleet metrics."*



Phillip Kobernick  
Logistics Services, Alameda County



[Watch the Video Testimonial >](#)

\*As reported by Alameda County  
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