

NASDAQ: BEEM, BEEMW



Beam Global Corporate Presentation

January 2024

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About Us

Beam Global is a leading provider of innovative and sustainable infrastructure solutions for the electrification of transportation and energy security.

We operate at the nexus of clean energy and transportation with a focus on sustainable energy infrastructure, rapidly deployed and scalable EV charging solutions, safe energy storage and vital energy security. With operations in the U.S. and Europe, Beam Global develops, patents, designs, engineers and manufactures unique and advanced clean technology solutions that power transportation, provide secure sources of electricity, save time and money and protect the environment. Headquartered in San Diego with facilities in Chicago, Belgrade and Kraljevo, Beam Global has a deep patent portfolio and is listed on Nasdaq under the symbols BEEM and BEEMW.



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Company Snapshot

Who we are

- Global sustainable technology innovation company; HQ in San Diego and operations in Europe and Chicago
- Nasdaq: BEEM, BEEMW
- 364 employees

What we do

- Invent, patent, design, engineer and manufacture innovative, sustainable and rapidly deployed products and technologies for electric vehicle (EV) charging, energy infrastructure and safe energy storage
- We sell to government and commercial customers in the U.S. and Europe
- Current infrastructure capable of supporting much higher levels of sales: 5X growth in San Diego and Chicago facilities, 10x growth in European facilities
- The world will need tens of millions of EV chargers and clean mobility options in the next couple of decades
- Electricity supply vulnerability is one of the greatest threats to our way of life – weather, terrorism, cyber, lack of capacity
- Traditional grid-tied infrastructure is too expensive, disruptive and time consuming
- Increase in regulation requiring battery thermal management solutions like ours
- Increase in untethered (battery powered) devices, robots, machines, drones and many others
- No direct product competitor for our EV charging platforms (and good patents)
- Advanced patented technology in our energy storage solutions business
- Our technology solution (product) replaces the ecosystem of traditional service providers required to install grid-tied infrastructure - general and electrical contractors, engineers, consultants, building departments and their trenches, concrete, wiring, delays and soaring costs (project)

Why we do it

Who we compete against

Financial condition

- Clean cap table – 14M common shares and approximately 0.6M warrants and options
- No debt, positive gross margins
- Liquid - trading on Nasdaq BEEM, BEEMW



Scalable EV Charging Infrastructure with shortest deployment time

GRID-TIED CHARGING DEPLOYMENT TIME

NEW YORK CITY



24 MONTHS

CALIFORNIA

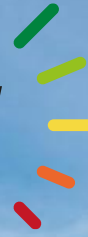


18 MONTHS



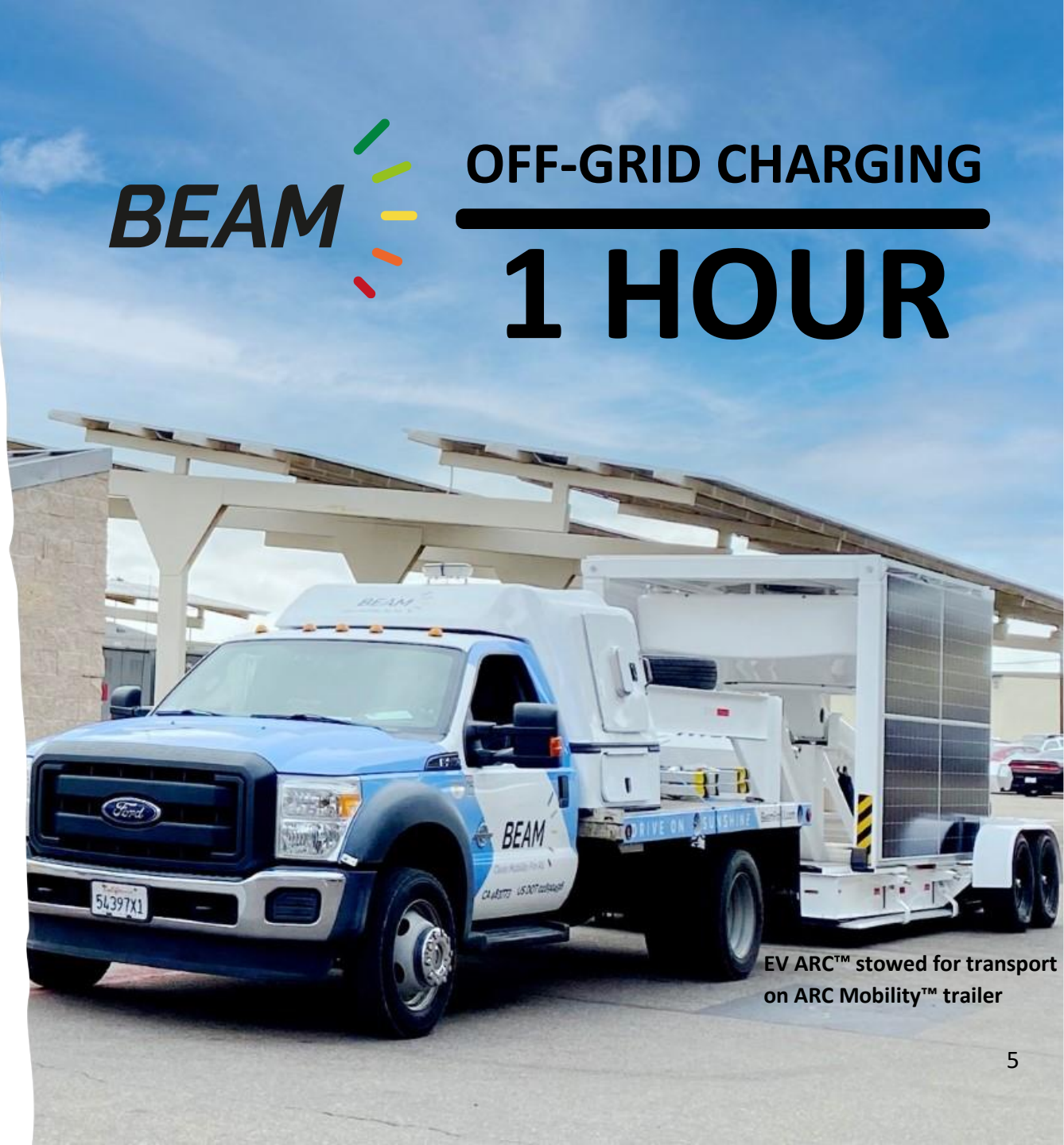
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BEAM



OFF-GRID CHARGING

1 HOUR



EV ARC™ stowed for transport
on ARC Mobility™ trailer

Our Infrastructure Products Support Any Quality Brand of EV Charger

- Rapid and scalable deployments
- No permitting required
- No construction required
- No electrical work required
- No grid connection required
- No utility bill
- No vulnerability to blackouts

Beam Global products are powering...



...and many other quality EVSE brands



Beam Global At-A-Glance

Stock Symbol: NASDAQ: BEEM, BEEMW

RECENT PRICE (1/2/2024) \$6.66

MARKET CAP \$94.8M

SHARES OUTSTANDING 14M

52-WEEK RANGE 5.00 to 18.89

FY END Dec 31

EMPLOYEES 364

HEADQUARTERS San Diego, CA

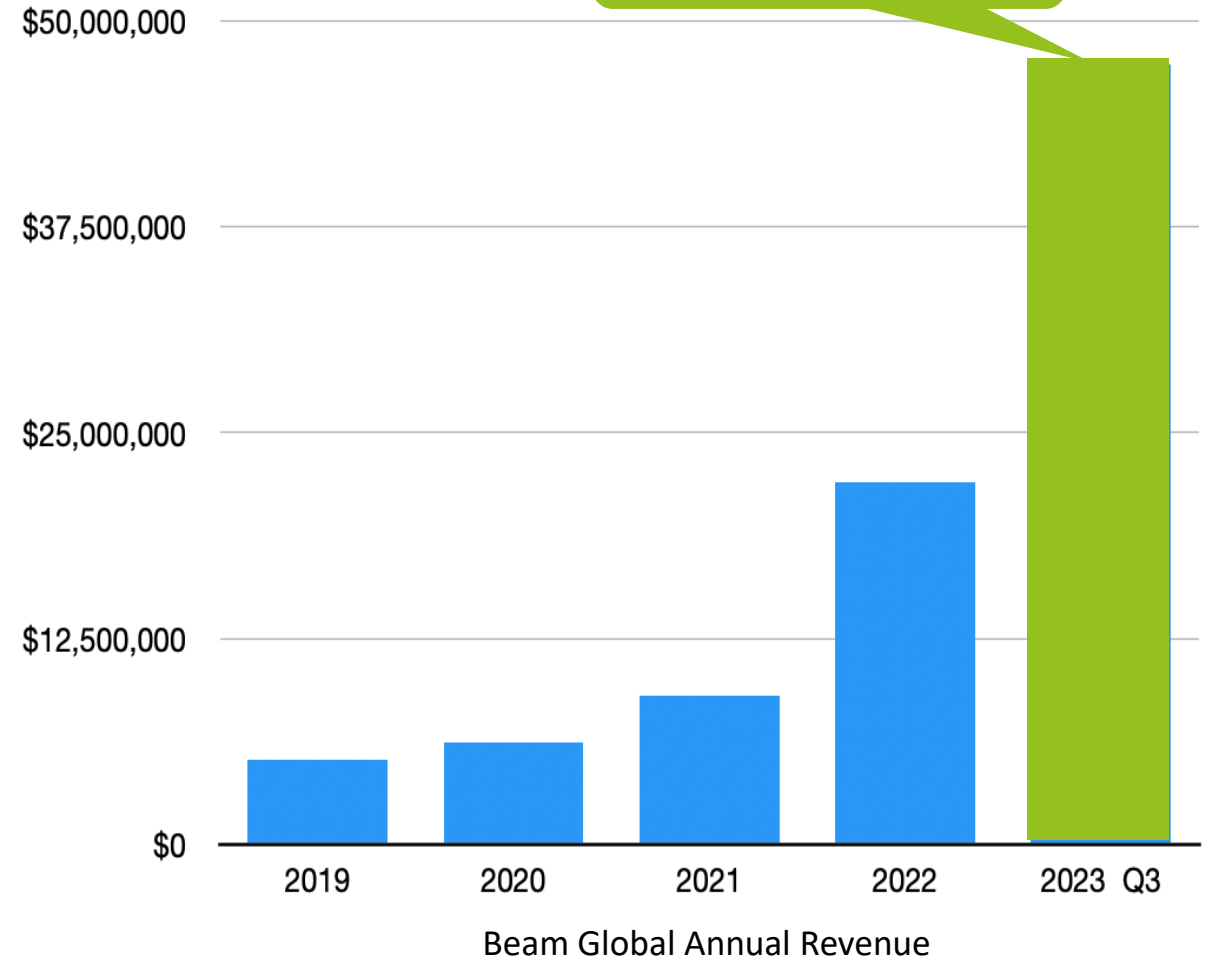
BEAM GLOBAL (9/30/2023)

CASH \$14.8M

CREDIT FACILITY \$100M (undrawn at SOFR+3)

WORKING CAPITAL \$34.4M

DEBT \$0.0



Key Metrics (9/30/2023)

- Record 1st 3 quarters revenues of \$47.3M, a 236% increase YOY
- Record Q3 EV ARC™ system deployments with 295% increase over Q3 2022
- Record year-to-date gross profit of \$0.8M, or 2% of revenues
- Year-to-date gross profit excluding non-cash items of \$1.5M, or 3% of revenues

Total Pipeline Forecast Revenue

\$110M+

Total Contracted Backlog

\$31M

Increasing	Decreasing
Labor Availability	Labor Costs
Raw Materials Availability	Material Costs
Components Availability	Components Costs
Transportation Availability	Transportation Costs
Margins	Risks

YTD 2023 Financial Highlights

- Record year-to-date revenues of \$47.3M, a 236% increase over 2022
- Record Q3 EV ARC™ system deployments; increased 295% YOY
- Entered European market, the largest in the world for Beam Global products with the acquisition of Amiga DOO
 - 2023 estimated sales of EUR10.0M
 - EUR10M initial consideration; cash and stock
 - Potential earnout provision for '24 and '25
- Received European patent for EV Standard™ curbside EV charging infrastructure product
- Closed \$26M (net) secondary offering June 2023; <9% discount, NO warrants, support European acquisition and strengthen balance sheet
 - Very low float with 14M shares outstanding (nearest peers have over 70m)
- Debt Free and \$100M line of credit available and unused



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Excellent Products Win Excellent Customers

GSA (General Services Administration) Contract

The GSA contract enables Beam Global to sell products to Federal agencies and others without going through a competitive process

Federal EVSE BPA

Federal Blanket Purchase Agreement for EV charging infrastructure to accelerate federal fleet electrification

California DGS Contract

New state of California contract through June 2025 used by state agencies including CALTRANS and DGS

Additional State and Local Agencies

Contracts with states and municipalities to make buying faster and easier

And...

Additional Commercial Customers make up almost 40% of our Pipeline



Federal Highway Administration spending guidance document with a photograph of Beam Global products on the front cover



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Investment Highlights

- Unique, patented, mass producible products
- Active in EU and US, #1 and #3 markets worldwide
- First mover advantage
- Large, rapidly growing target markets, globally
- Powerful intellectual property protection in areas that matter with International Patents
- Broad customer base - Commercial and Government revenues
- San Diego facility provides 5X scaling capacity (minimal capital investment)
- European facility provides 10X scaling capacity (minimal capital investment)
- Marquee event wins and significant recurring revenue potential
- Healthy financial condition – no debt, clean cap structure and balance sheet



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Important Data Points For Investment Thesis

EVs coming sooner than you think

- EU has banned ICE from 2035 – Auto OEMs cannot make ICE for NA and EV for EU
- California, Massachusetts, Virginia and Washington have similar bans in place
- 17 States have laws in place requiring adherence to CA emissions standards

60M EV chargers needed in US and 80M in EU over the next two decades

- One public charger required for every 5 EVs – 300M cars in the US, 405M in EU
- The whole EV charging industry has only deployed 150k chargers over the last decade
- Most people cannot charge at home (though 80% of early adopters can)

Nowhere near enough capacity on the grid

- Transportation consumes 29TBTUs – the grid produces 13TBTUs

Grid vulnerability - Achilles heal of future fueling infrastructure

- China, Iran, Russia have hacked US utility grid
- 9 specific substation shutdowns can cause nationwide blackout
- Target more attractive than ever when transport relies upon electricity
- More blackouts today than ever – mostly weather related
 - Extreme weather events increasing



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Products in the Market



EV ARC™

World's only transportable but permanent, off-grid, solar-powered EV charging solution.

- Generates and stores its own electricity
- Rapid, easy deployment
- Wind rated to 160 mph
- Survives floods up to 9.5 ft
- Networked and sun tracking
- Patented
- Does not reduce available parking



Solar Tree®

The same technology as the EV ARC™ but in a larger format.

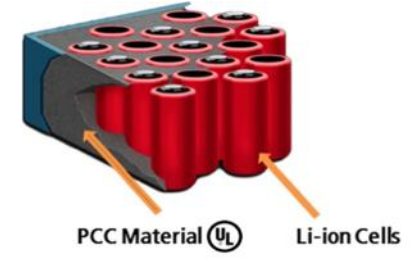
- For medium and heavy duty EVs
- Generates and stores its own electricity
- Rapid, easy deployment
- Networked and sun tracking
- Patented
- Does not reduce available parking



Beam AllCell™ Custom Batteries

Custom batteries—Engineering and design, through prototyping and testing, to production and delivery.

- Thermal management
- Superior safety
- Unique formats
- Proprietary BMS
- World class engineering and US manufacturing
- Advanced performance
- Patents



BeamCore™ Modular Battery Series

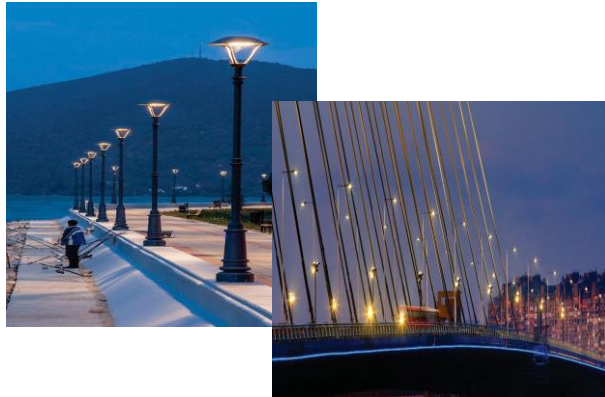
Modular line of high-quality battery packs with rapid delivery to get customers' products to market fast.

- Thermal management
- Fast delivery
- Superior safety
- Smart BMS
- High energy and power density
- Long life
- Patents



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Infrastructure Products in the Market—Beam Europe



Public Lighting

- City streets
- Bridges
- Parks
- Neighborhood
- Decorative lighting



Commercial Lighting

- Industrial complexes
- Businesses
- Stadiums
- Amusements venues
- Sports arenas



Telecom Infrastructure

- Cell towers
- Phone lines
- Equipment mounting structures



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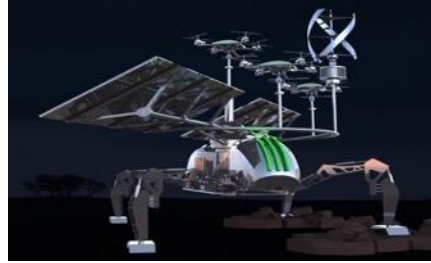
Products Patented and in Development



EV Standard™

Streetlight replacement uses existing grid connection, solar and light wind generator.

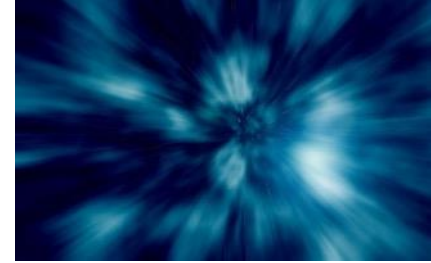
- Curbside charging
- No heavy construction
- No electrical upgrade
- Proprietary energy storage
- Networked and sun tracking
- Patented



UAV ARC™

Drone rechargers powered by solar, wind and storage that create a network.

- Generates and stores its own electricity
- Rapid, easy deployment
- Creates a network for charging
- Provides energy for drones
- Gathers data from drones
- Field IoT monitoring
- Patented



More to come...

Beam Global's talented team of scientists, engineers and product developers is continuing to innovate and develop compelling new products for the clean mobility revolution.

Wherever clean energy and transportation intersect Beam Global will provide unique and valuable solutions.



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We Charge Any Type Of Vehicle

Bigger TAM than typical EV charging company as a result



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March 2022 Acquisition of AllCell Technologies

Leading Provider of Advanced Energy Storage Solutions

- Increases and diversifies revenues and gross profits
- Significantly reduces cost of goods sold (COGS)
- Enhances foundational intellectual property portfolio
- Secures vital battery supply chain
- Accelerates product development cycles
- Combines customer-facing roles and outreach
- Adds new customer segments
- Increases barriers to entry for future competition
- Advances Beam Global's position as a leader in the green economy



[Interview with Beam Global CEO Desmond Wheatley on the Acquisition of AllCell Technologies](#)





Markets We Specialize In

GROUND MOBILITY

- Micro-mobility
- NEVs/light EVs
- Recreational and sport
- Auxiliary power units

AVIATION

- UAVs/drones
- Med-Large format UAVs
- eVTOL/fixed-wing
- Auxiliary power units

MARINE

- Recreational watercraft
- Commercial watercraft
- UUVs/USVs
- Auxiliary power units

INDUSTRIAL

- AMRs, AGVs, Robotics
- Material handling
- Commercial equipment
- Stationary/grid storage

Some photos are actual customers; some photos are for illustration purposes



Acquisition of EU based Amiga DOO

Established manufacturer of specialized structures and equipment, producing streetlights, communications and energy infrastructure

About Amiga DOO, now Beam Europe

- Fourth largest streetlight manufacturer in Europe with 210 employees
- 30-year history selling to same customer profile Beam Global sells to in USA
- 30+ engineers

Merger Benefits

- Achieves foothold in Europe, largest global automobile market, for International expansion
- Quadruples manufacturing/assembly capacity
- Enhances foundational intellectual property portfolio
- Accelerates path to commercialization for EV Standard™ adding new technology and European resources to collaborate
- Adds new customers and opens 16 new countries to Beam Global
- Advances Beam Global's position as a leader in the green economy



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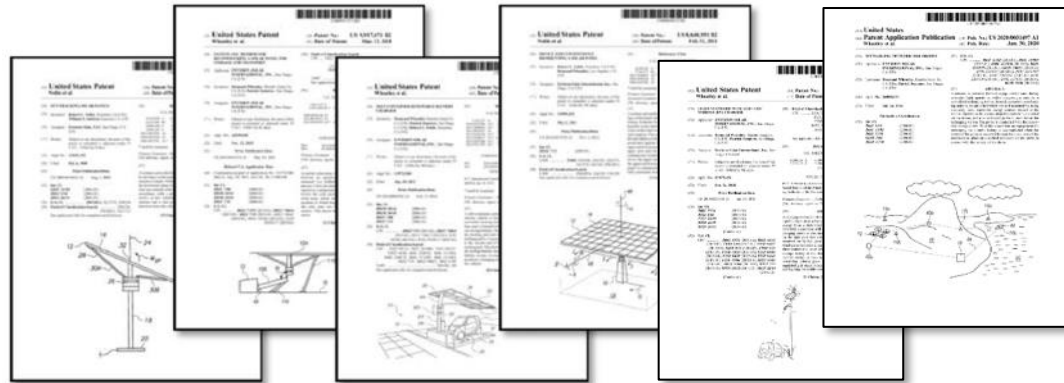


Acquisition Puts the Global in Beam Global



IP Protection = Barriers to Entry

Select Beam Global Patents—EV Charging

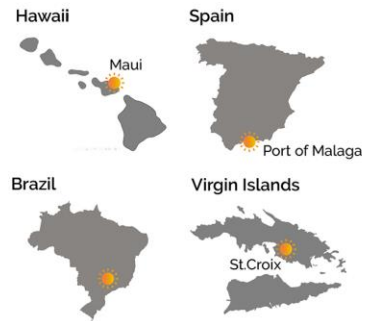
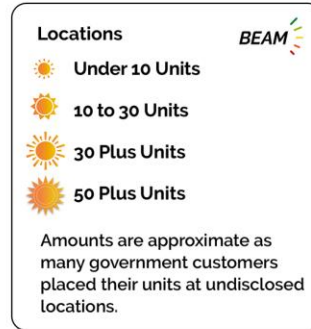


Select Beam Global Patents—Energy Storage (acquired with AllCell transaction)

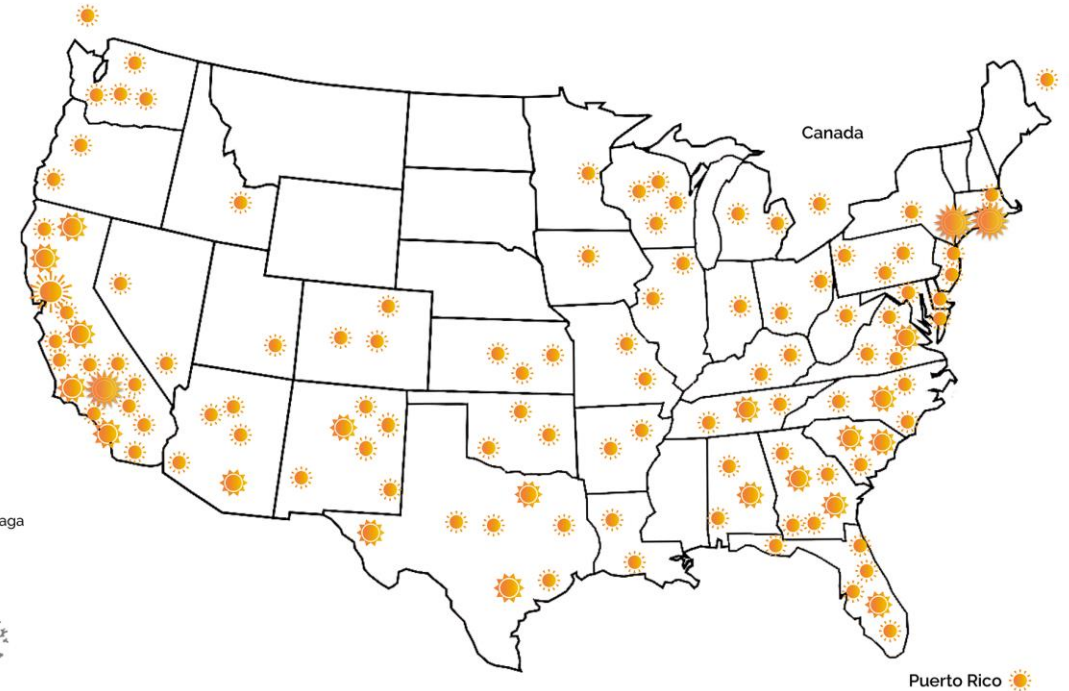


Hundreds of Beam Global EV Charging Products Deployed

- Municipalities
- State Agencies
- Federal Government
- Fleet Operators
- Workplace Charging
- Public Charging
- Businesses
- Military



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Select Clients



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Ruggedized for Extreme Environments

**EV ARC™ Systems
Deployed on
US Marine Corps Bases**



WHY WE FOCUS ON:

Electric Vehicle Charging

**EV charging infrastructure
market expected to be**

\$6.0 Trillion¹



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1. Goldman Sachs

WHY WE FOCUS ON:

Energy Security

- Grid interruptions cost US businesses ~\$200B a year
- Grid vulnerability is increasingly viewed as a strategic vulnerability by the US military and Federal, State and Municipal Governments
- The global back-up power market is expected to total \$19.4B in 2021, growing at a CAGR of 4.6% from 2017 to 2021
- Fleets that are electrified will need a source of power that is not vulnerable to grid interruptions to avoid grounding their fleets
- Beam Global customers like US Army, USMC, NYC are buying EV ARC™ products as a hedge against blackouts



Video of News Coverage
<https://youtu.be/YB2V9WSv0QQ>



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Inorganic Growth Plans

Anywhere Clean Energy and
Transportation Intersect

Actively Seeking Growth Opportunities

- International expansion
- Adjacent or enhancing technologies
- Complimentary offerings
- Cross pollination and vertical integration



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Media Coverage

KTLA 5 MORNING NEWS
Los Angeles installing solar-powered EV charging stations
by Rich DeMuro
Posted: Aug 25, 2023 / 01:00 AM PDT
Updated: Aug 25, 2023 / 07:59 AM PDT

7
EARTH DAY
SD Mayor Announces Program to Fuel City's Electric Vehicles With Solar-Powered Charger
The city will test the \$355,000 charger for six months to determine if it would like to keep the program at the end of the timeframe.
By Karla Rendon-Alvarez and Audra Stafford • Published April 22, 2021 • Updated on April 22, 2021 at 4:27 am

FOX BUSINESS Watch Live Show Clips News Clips
DRIVING ON SUNSHINE
BEAM GLOBAL'S ZERO EMISSION, SOLAR POWERED EV CHARGER
00:00 / 06:42

Beam Global's EV Arc requires zero ground construction, electrical work

Nov. 28, 2022 - 6:42 - Beam Global CEO Desmond Wheatley explains the cleantech developer's zero-emission, solar-powered electric vehicle charger on 'The Claman Countdown.'

EV charging infrastructure capacity 'will be essential' for grid independence: Beam Global CEO

yahoo/finance

BEAM GLOBAL CEO JOINS 'THE CLAMAN COUNTDOWN'

RENEWABLE ENERGY MAGAZINE
pv
Beam provides EV ARC unit for Georgia Power at Atlanta race event
November 14 October 2022

electrek
Electrify America to deploy 30 off-grid, solar EV chargers in rural California communities
Published on Feb. 27th 2020 8:00 am ET

Forbes
Off-Grid Solar Charging For EV Cars In Parking Lots Makes More Sense Than You Might Think
Brad Templeton Senior Contributor @
I cover robocar technology & previously worked on Google's car team.
Nov 28, 2022, 08:00am EST

Schwab BUSINESS TECH MARKETS INVESTING LIFESTYLE SHOWS
WATCH LIST
EQUITIES BA 232.67 BAC 30.06 CRM 209.32 GS 331.55

WSJ

California EV deal could pave way for a 'Strategic Electric Reserve' and grid security
The Golden State has ordered 52 solar-powered electric vehicle charging units that can support first responders during emergencies, power state fleets and more.

cheddar
San Diego, Beam Global Team Up to Offer Free EV Charging at Ad-Sponsored Stations
Related
Nov 21, 2022
Beam Global, City of San Diego Team Up to Bring Free EV Charging to Public
Nov 28, 2022, 08:00am EST

Robb Report
This Electric Plane Just Took a Round-Trip, 220-Mile Flight on Solar Power
The Pipistrel Alpha Electro hopped across to four local airports, where it was met by a mobile, solar-powered unit to recharge its batteries.
GET THE MAGAZINE!

TechRepublic
The Golden State has ordered 52 solar-powered electric vehicle charging units that can support first responders during emergencies, power state fleets and more.

Newsweek



Recent Headlines



Beam Global Announces Increase in Orders from County-Level Government Entities

December 20, 2023



Beam Europe Receives New Orders from Leading European Market Telecommunications Provider Totaling US\$1.2 Million

December 14, 2023



Europe-Based George Syllantavos Joins Beam Global Board of Directors

December 13, 2023



Judy Krandel Joins Beam Global Board of Directors

December 5, 2023



Beam Global Announces Continuing Orders for EV ARC™ Solar-Powered EV Charging Systems from Multiple California State Agencies

November 29, 2023



Beam Global Granted European Patent for Curbside Electric Vehicle Charging Infrastructure Products

November 21, 2023



Beam Global Closes Acquisition of Europe Based Amiga, Creates Beam Europe

October 24, 2023



Beam Global Launches 160 mph Wind-Rated EV ARC™ Sustainable EV Charging Infrastructure Products

September 29, 2023



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For full list of the latest news:
<https://beamforall.com/about/news/press-releases/>



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CORE IR

Bret Shapiro

Brets@coreir.com

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SKYYA PR

PR@BeamForAll.com

