

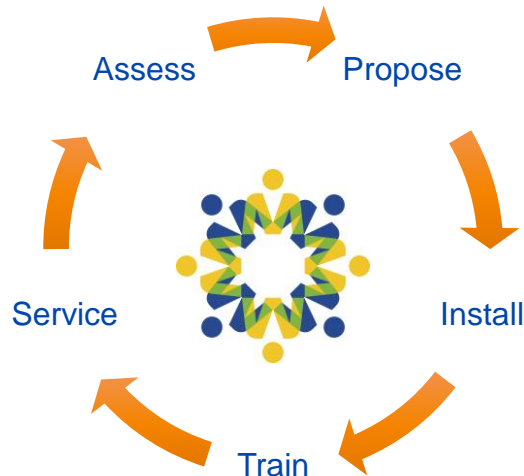
April 2021

eMobility Overview and Market Segmentation

What is eMobility?

EV Charging Installation + Fleet Electrification

- Onsite consultation and assessment of placement, configuration and infrastructure options
- Equipment order, permitting and installation
- Administrator and user training
- Ongoing maintenance and service



Key Differentiators

- ☞ One company to provide turnkey project management services including power and active load management, permitting and construction
- ☞ Comprehensive suite of facility services available

Market Opportunity

- **Big opportunity:** 1.2M additional EV chargers needed, by state
- **Room for improvement:** \$25M Annual ABM Pre-Pandemic EV Charging Rev - Installation and Maintenance
- **Increase penetration:** Having performed >16K EV port installations to date, ABM is leader, however our customer base is somewhat limited
- **Parking and airports:** We recognize the potential for large single-location jobs, with maintenance follow up contracts and centralized decision making

U.S. Govt to build **550K EV**
charging stations and **convert fleet**

City of Seattle: no fossil fuels by
2030

Amazon to buy **100k EVs**

FedEx set to electrify by 2040

AT&T to buy **10K EVs**

Growth Projections

NEED SUMMARY AND BACK UP DATA

Expand into Existing Clients

- Airport Parking
 - 45+ airport clients, most with significant surrounding parking business
 - Increase revenue, reduce costs, attract drivers and fliers
- Education & Government
 - EV gaining popularity and will continue to increase
- Distribution centers
 - Always looking for efficiencies
 - Large number of fragmented sites but they are strategic accounts with centralized decision making

Pursue New Opportunities

- Use newly documented target size and locations when selecting potential opportunities
- Leverage library of tailored proposal and presentation content to respond to RFPs

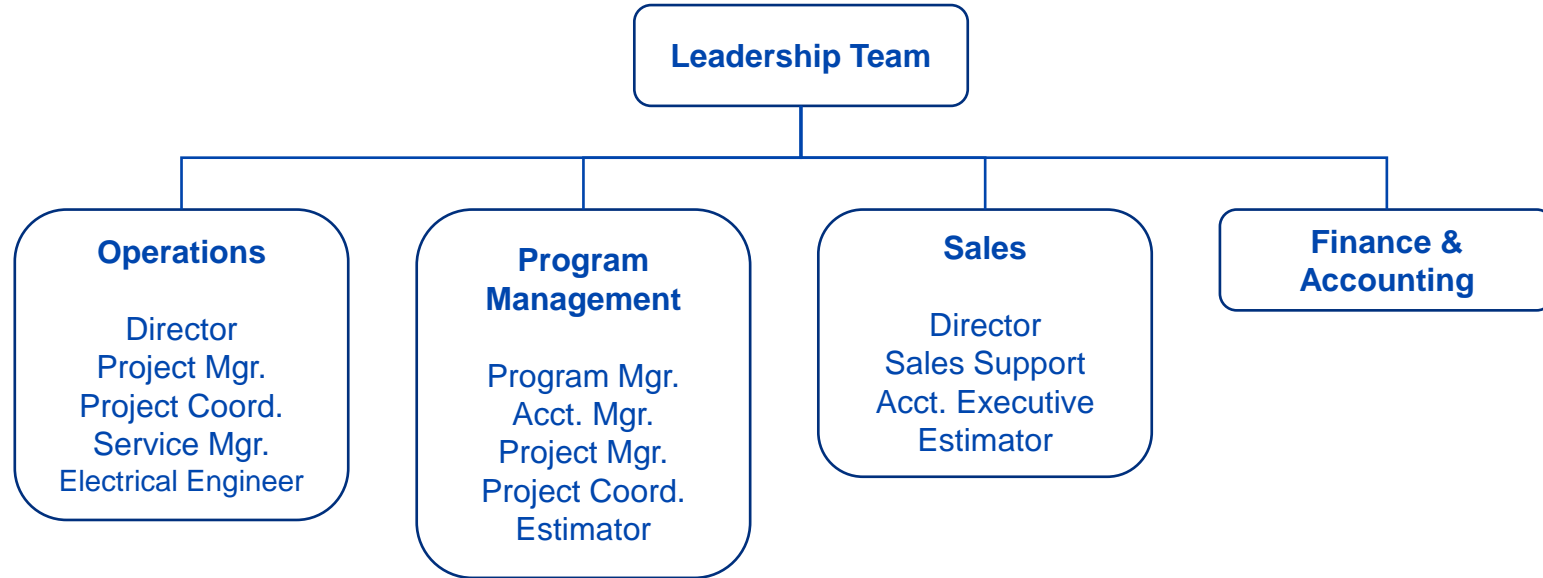
New Cross-Selling

- Sell eMobility with Parking
 - Attract drivers, increase revenue, reduce costs
- Sell eMobility with CRE in larger, metro areas that allow for smaller sites to be serviced as one
 - “Total building health”: EV is seen as sustainable and responsible

Examples of Success Using this Strategy

Demonstrated
Growth

Existing eMobility Organization Structure



Where We Are



High-volume, high-demand, low-margin work



Distributed sites, fragmented decision making



Auto manufacturers and dealerships

Where We Want to Be



Highly-skilled work that is less labor intensive and higher margin



Large facilities with follow up contracts in NYC, Los Angeles and Dallas



Centralized decision-making



Government, distribution, education, aviation

Next Steps

1. Finalize mobility definition
2. Develop value proposition and key messaging
3. Determine target size, locations and segments
4. Create sales and proposal content