Exhibition Place

Exhibition Place September 30, 2022, Dashboard

The Exhibition Place Dashboard provides a quarterly snapshot of Key Performance indices n with a primary focus on our Financial, Environmental, Safety, and Organization Goals.

Up until April 2022, while the Covid-19 pandemic continued, the City of Toronto cancelled programs and events due to risk to public health and safety. Nearly every Exhibition Place Show Organizer and Meeting Planner client invoked their Force Majeure clause in their License Agreement to cancel or postpone their Q1 2022 events to later in the year or to 2023. In addition to the cancellation of shows/meetings, many of our Tenant's operations have been completely closed while other tenants have opened in very limited capacity, and therefore the loss of related ancillary revenue, such as Parking and Show Services from their closure.

The Boards operations are highly dependent on the cash flow and net income from our trade and consumer shows, conferences, conventions, socials, galas, meetings, and tenants' operations. The impact of Covid-19 is still lingering, although in the 3rd quarter our business is seeing improvement in attendance, rent, net services revenue, food and beverage, and parking.

City funding of $4,900,000 due to Covid-19 was provided to the Board during the first 6 months of 2022 in support of the Boards operations, which include property tax.

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022

	Actual YTD	Budget / Target YTD	Prior YTD
Gross Revenue, before City COVID-19 Subsidy	$ 37,143,228	$ 44,012,547	$ 13,100,525
Variance		$ (6,869,319)	$ 24,042,703
Overhead Operating Expenses	$ 26,590,708	$ 29,400,288	$ 23,937,803
Variance		$ 2,809,580	$ (2,652,905)
Surplus / (Deficit), before City COVID-19 Subsidy	$ (2,811,865)	$ 449,195	$ (12,600,096)
Variance		$ (3,261,060)	$ 9,788,231
Net Capital Program Spending (%)	11%	50%	47%
Variance		-39%	-36%
Recordable Lost Time Injuries	0.0	0.0	0.0
Variance		0.0	0.0
Average Sick Days Absent	2.7	3.7	3.5
Variance		1.0	0.8
Events and Grounds Waste Diverted (%)	21%	70%	32%
Variance		-49%	-11%
Capital Works Waste Diverted (%)	100%	75%	100%
Variance		25%	0%
Electricity Net Grid Consumption (kWh)	4,987,815	10,281,388	6,091,943
Variance		5,293,574	1,104,129
COE - Carbon Dioxide Emissions (MT)	5,289	5,140	3,784
Variance		(150)	(1,505)
Client Satisfaction Rating (%)	89.1%	85.0%	%
Variance		4.1%	89.1%

LEGEND

- Favourable or meeting Budget/Target
- Unfavourable
- YTD variance is unfavourable but management believes by year end that we will meet or exceed.

Gross Revenue, before City Covid-19 Subsidy

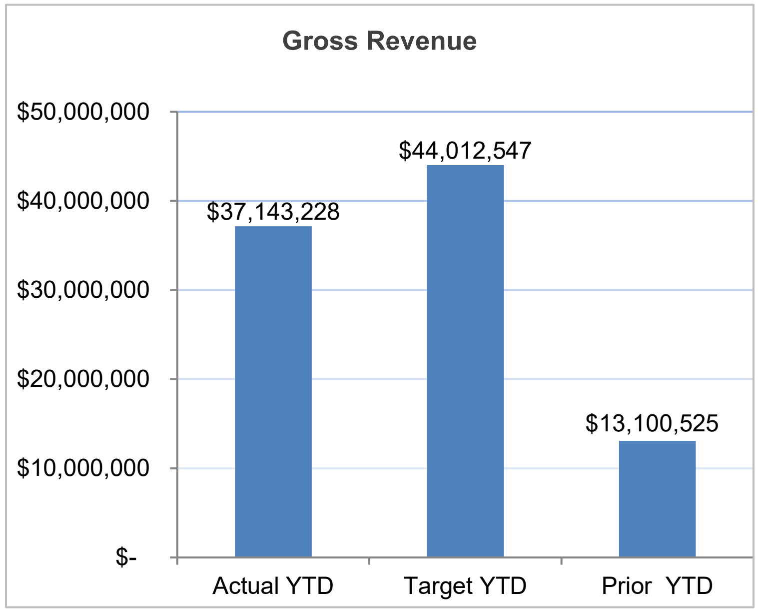
MEASURE: Gross Revenue before Covid-19 Subsidy Funding from the City of Toronto.

1) Target used for this KPI is the actual gross revenue achieved for the nine months, 2016 adjusted for the CPI of 3% per year.

2) Unfavourable variance of ($6.9M) between Actual and Target is due to the loss of events and closure of Tenant operations from the global Covid-19 pandemic until April. The Gross Revenue does not include $4.9M of Subsidy Revenue funding from the City of Toronto to fund cash shortfall from operations in Q1 & Q2.

3) YOY favourable variance of $24.0M is due to the global pandemic restrictions lifted and return to business commencing April 2022.

4) Due to the lingering impact of Covid-19, management does not believe we will meet target this year.



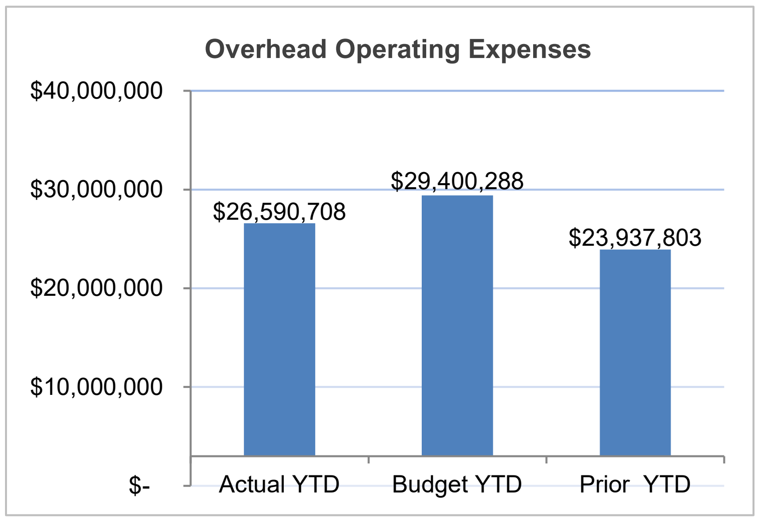
Overhead Operating Expenses

MEASURE: Overhead operating expenses before amortization, cost of services, contribution to naming rights, and interest.

1) Favourable variance between Actual and Budget of $2.8M is due to cost cutting measures due to Covid-19, lower direct expenses due to events cancellation, lower salaries and benefits due to staff gapping, and lower utilities due to the energy savings initiatives.

2) YOY unfavourable variance of ($2.7M) is due to the global pandemic restrictions lifted and return to business commencing April.

3) Management believes we will achieve target this year.



Surplus / (Deficit), before City Covid-19 Subsidy

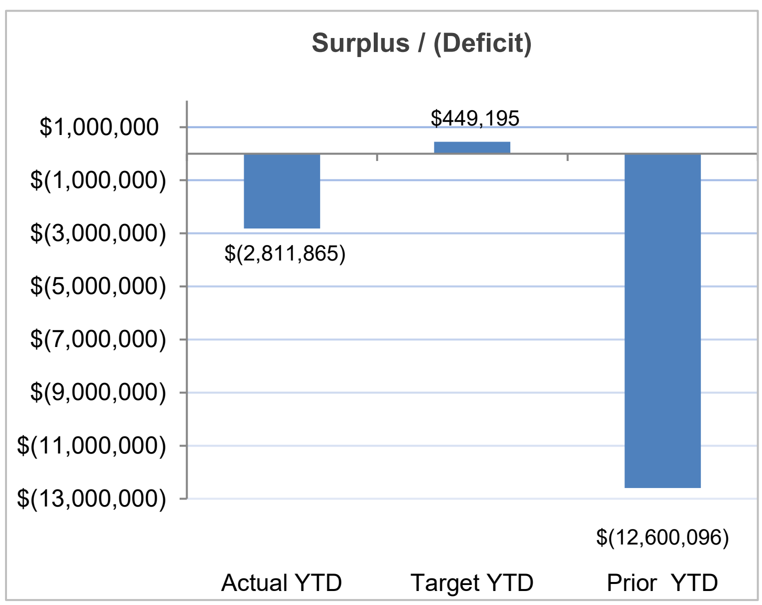
MEASURE: Net Income before Covid-19 Subsidy Funding from the City of Toronto.

1) Target used for this KPI is the actual surplus achieved for the nine months ended September 30, 2016, adjusted for the CPI growth of 3% per year.

2) The Deficit of ($2.8M) net of City funding of $4.9M is unfavourable to Target Surplus by ($3.3M). The unfavourable variance is due to cancellation of all Q1 events due to the lingering impact of the global Covid-19 pandemic.

3) YOY favourable variance of $9.8M is due to the global pandemic restrictions being lifted and business gradually returning to pre-pandemic levels.

4) Due to the lingering impact of Covid-19, management does not believe we will meet target this year.



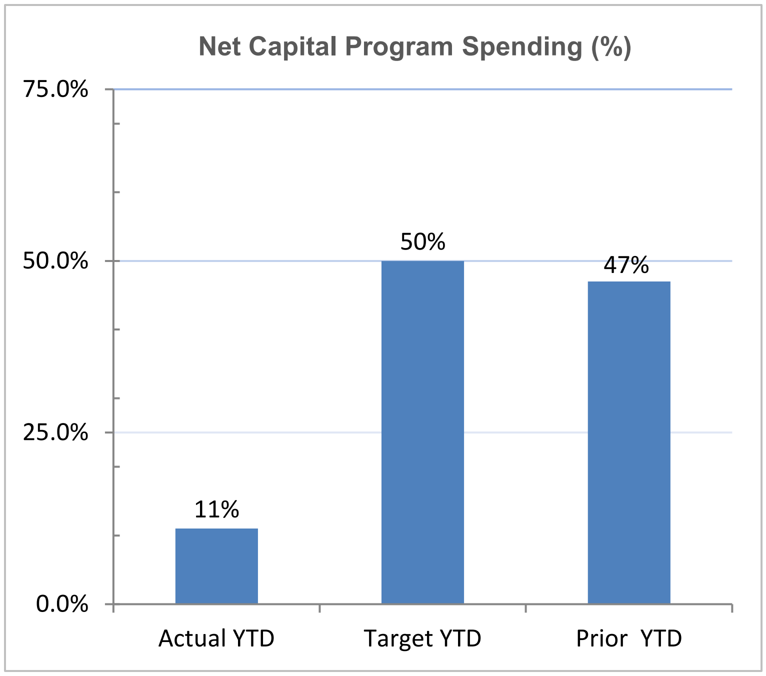
Net Capital Program Spending (%)

MEASURE: Achievement of Exhibition Place's current year capital work program as a percentage of City of Toronto capital funding. This includes both carry-forward and current year capital.

1) Target for net capital spend is 90% or more for the year with a Q3 target being set at 50% or more.

2) The Year-To-Date (YTD) actual vs target unfavourable variance of (39%) is primarily due to construction schedule delays for the major Duct Bank Relocation, Soil Remediation, and Garden of Greek Gods Relocation. Some of these delays are due to timing from events such as Honda Indy & CNE, as well there has been some permanent delays in construction for Phase 2, Hotel X, preventing us from completing Soil Remediation.

3) Due to the lingering impact of Covid-19, and construction delays management does not believe we will meet target this year. Staff will carry-forward uncompleted projects to 2023.

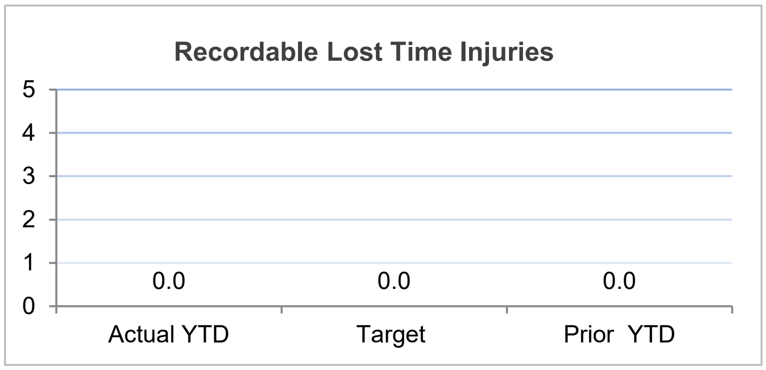


Recordable Lost Time Injuries

MEASURE: Standard occupational recordable Lost Time Injury (LTI) includes WSIB claims containing lost time opened. Calculation is the number of recordable injuries x 200,000 exposure hours divided by total employee hours worked.

1) The Q3 2022 LTI is zero, which is in line with our target and YOY.

2) Management believes we will achieve target this year.



Average Sick Days Absent

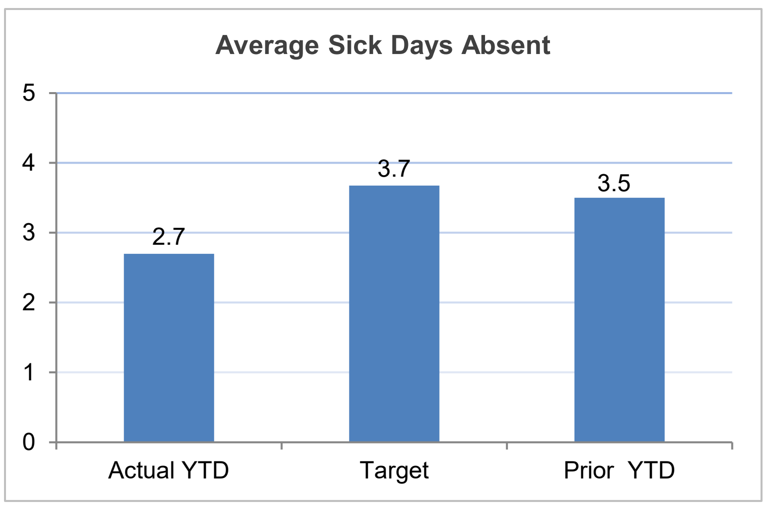
MEASURE: Average days absent per employee. This includes all Short-Term Disability Benefits (100%, 75%, and dependent), and Unpaid Sick Days.

1) The City and Exhibition Place implemented the Short-Term Disability Benefits policy in January 2017; Exhibition Place is using the 2016 actual Average Sick Days Absent of 4.9 days as the 2022 Target.

2) The Actual vs. Target is a favourable variance of 1 day.

3) YOY there is a favourable variance of 0.8 day.

4) Management believes we will achieve target this year.



Waste Diverted (%) – Events and Grounds

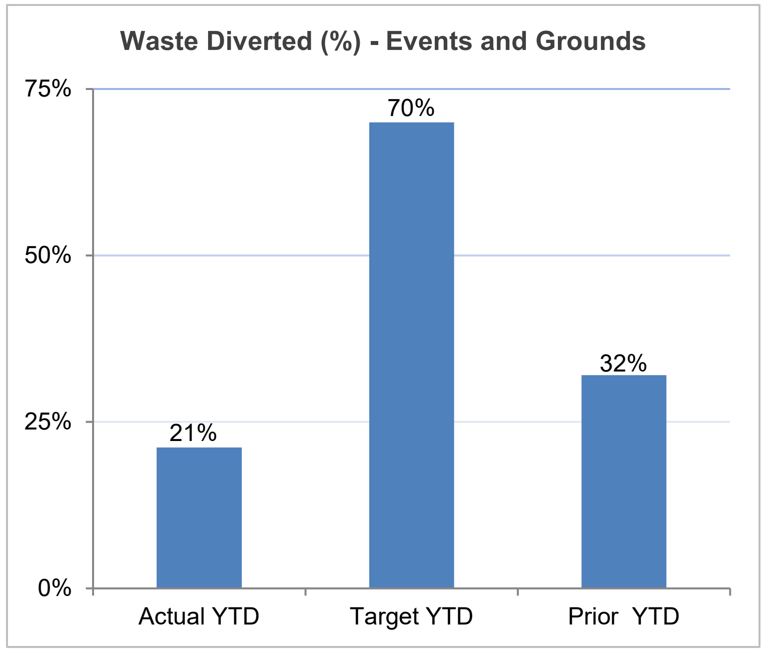
MEASURE: Percentage of all waste produced from events, grounds, and buildings that was diverted.

Definition: The total amount of waste diverted from events, grounds, and buildings in kilograms is divided by the total of waste from events, grounds, and buildings (diverted and not diverted) and multiplied by 100.

1) The Actual vs Target is an unfavourable variance of (49%). Since the outbreak of the pandemic and cancelation of all events until April the diverted waste % is significantly lower as most of divertible waste originates from the events taking place at Exhibition Place.

2) YOY is an unfavourable variance of (11%) due to a higher volume of non-divertible waste from events.

3) Management believe we will meet the year-end target.



Waste Diverted (%) - Capital

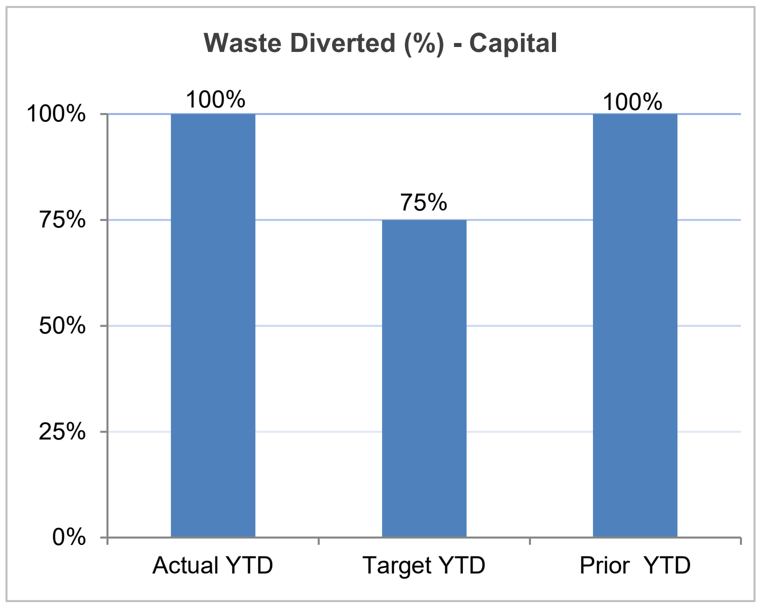
MEASURE: Percentage of waste produced from capital works that was diverted.

Definition: The total amount of waste diverted capital works in kilograms is divided by the total of waste from capital works (diverted and not diverted) and multiplied by 100.

1) The Actual vs. Target is a favourable variance of 25%.

2) Exhibition Place staff continue emphasis on recycling and reducing waste. Staff work through the tender process ensuring the successful contractors to have strong recycling programs which includes timely reporting.

3) Management believes we will achieve target this year.



Electrical Net Grid Consumption (kWh)

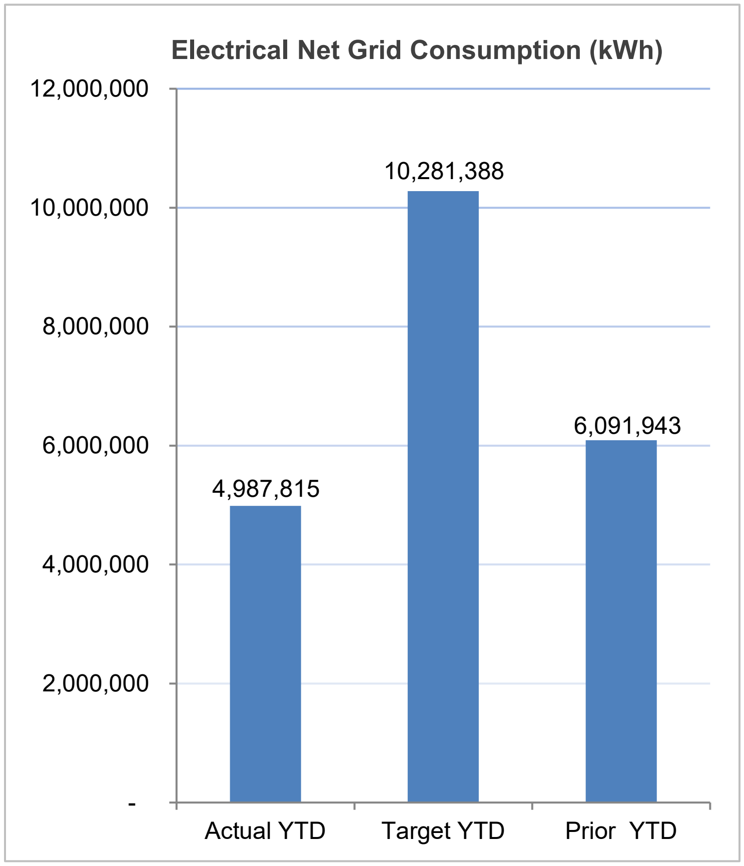
MEASURE: Electricity purchased from grid less Solar Production, Renewable Energy purchased, and recoveries from tenants.

1) The Strategic Plan set a Goal to aim for Electricity Net Grid Consumption and as a tactic Management set a target to reduce kWh by 1% a year from the base year of 2016.

2) The Q3 2022 Actual vs Target is a favourable variance of 5.3M kWh primarily due to curtailment efforts in response to the ongoing Covid-19 pandemic. In particular, the Boat Show, due to the pandemic was not held in Q1 2022 which contributes to the favorable variance when compared to the base year of 2016. The Enercare Centre's new high efficiency chiller, District Energy System Production (DES), and new GREEN Smart lighting policy are secondary, yet still significant factors leading to the reported favorable variance.

3) The YOY favourable variance of 1.1 kWh is primarily due to reduction of volume of events such as film shoots in 2022 vs the same period of 2021, and the Co-gen being operational in first quarter 2022 therefore requiring less kWh from the grid to operate ECC. In 2021 the Co-gen was down for maintenance.

4) Management believes we will achieve target this year.



COE – Carbon Dioxide Emissions (MT)

MEASURE: Greenhouse gas (COE) is a measure of how much we contribute to climate change and is measured in metric tons of carbon dioxide released.

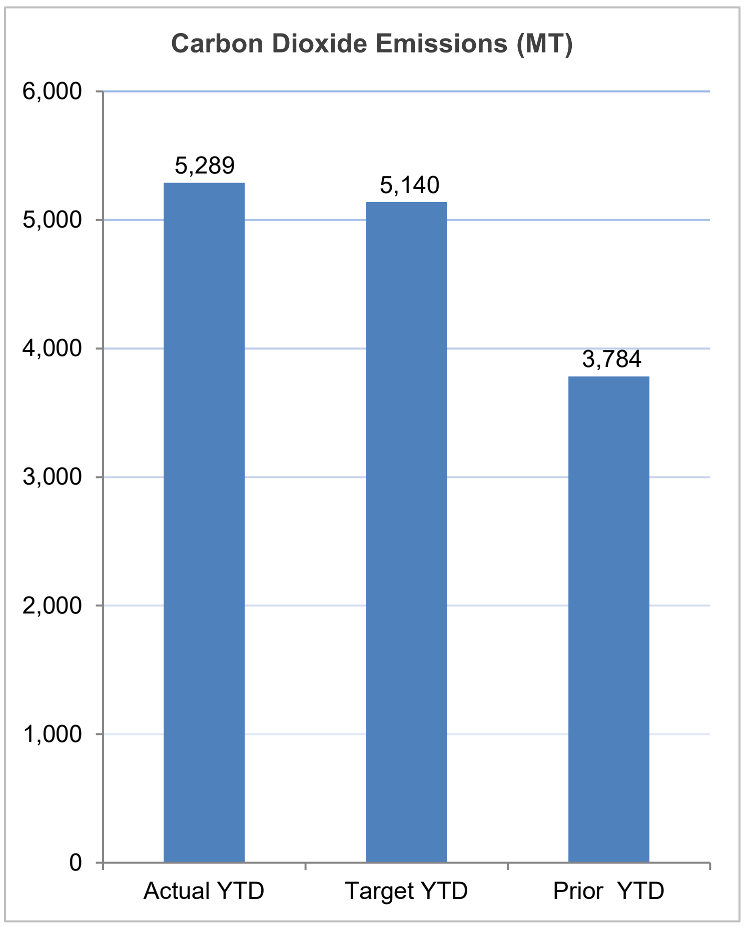
Definition: The total amount of CO2 Metric Tons released by burning carbon fuels and consumption of electricity. The carbon fuels included are gas, propane, diesel, and electricity.

1) The Strategic Plan set aggressive targets for minimizing environmental impact with a focus of reducing Carbon Dioxide Emissions - COE. Management developed a plan to reduce Carbon Dioxide Emission by 1% a year from the base year in 2018.

2) The Q3 Actual vs Target is an unfavourable variance of (150) CO2e tons. This is primarily due to the significantly increased use of the cogeneration plant in Q3 2022 compared to Q3 2021. The Cogen contributed 2,038 tons of CO2e in Q3 2022 YTD compared to just 590 tons in Q3 2018 YTD (base year).

3) YOY is an unfavourable variance of (1,505) CO2e tons. This is primarily due to the significantly increased use of the cogeneration plant in Q3 of 2022 compared to Q3 of 2021.

4) Management does not believe we will meet target this year due to increased use in Co-Gen.



Client Satisfaction Rating (%)

MEASURE: Customer Satisfaction Rating (CSR) is an industry wide measure of customer loyalty, satisfaction, and relationship. CSR measures the opinion / rating of Exhibition Place by event management on the delivery of the following services in the Enercare Centre, Beanfield Centre, and Exhibition Place: Customer Service, Food & Beverage, Event Services, Parking, ICT (internet, Wi-Fi, and telephone), Facilities, and Parking.

Definition: The CSR target is 85% with a survey return rate from clients of 25%. The higher the score the higher the customer satisfaction and loyalty.

1) To achieve the Strategic Plan objective to grow event activity at Enercare Centre and Beanfield Centre, Exhibition Place developed a Client Satisfaction Rating (CSR) measurement which measures how services supplied by a company meet or surpass client expectation.

2) The Actual vs. Target is a favourable variance of 4.1%.

3) There were no surveys completed year-to-date Q3, 2022.

4) Management believes we will achieve target this year.