Exhibition Place	**Exhibition Place March 31, 2023 (Q1) - Dashboard** The Exhibition Place Dashboard provides a quarterly snapshot of Key Performance indices with a primary focus on our Financial, Environmental, Safety, and Organization Goals.

Q1 Dashboard Overview

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 our business has seen major improvement in attendance, rent, net services revenue, food and beverage and parking this year.

Our 2023 annual budget deficit is ($2,200,000). The City has funded the Board $1,650,000 of this amount with the additional $550,000 in April 2023 for total of $2,200,000.

FOR THE THREE MONTHS ENDED MARCH 31, 2023

	Actual YTD	Budget / Target YTD	Prior YTD
Gross Revenue	$ 10,673,484	$ 16,840,093	$ 4,310,160
Variance		$ (6,166,609)	$ 6,363,324
Overhead Operating Expenses	$ 9,341,307	$ 11,010,454	$ 7,730,251
Variance		$ 1,669,147	$ (1,611,056)
Operating Income (Loss) before City Budget Deficit Funding	$ (1,035,018)	$ 3,916,535	$ (3,881,321)
Variance		$ (4,951,553)	$ 2,846,303
Net Capital Program Spending (%)	2%	5%	1%
Variance		-3%	1%
Recordable Lost Time Injuries	0.0	0.0	0.0
Variance		0.0	0.0
Average Sick Days Absent	1.1	1.2	1.0
Variance		0.1	(0.1)
Events and Grounds Waste Diverted (%)	32%	70%	16%
Variance		-38%	16%
Capital Works Waste Diverted (%)	50%	75%	0%
Variance		-25%	50%
Electricity Net Grid Consumption (kWh)	1,636,334	3,179,494	794,672
Variance		1,543,160	(841,662)
COE - Carbon Dioxide Emissions (MT)	2,969	3,136	2,794
Variance		167	(175)
Client Satisfaction Rating (%)	87.8%	85.0%	0%
Variance		2.8%	87.8%

LEGEND

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

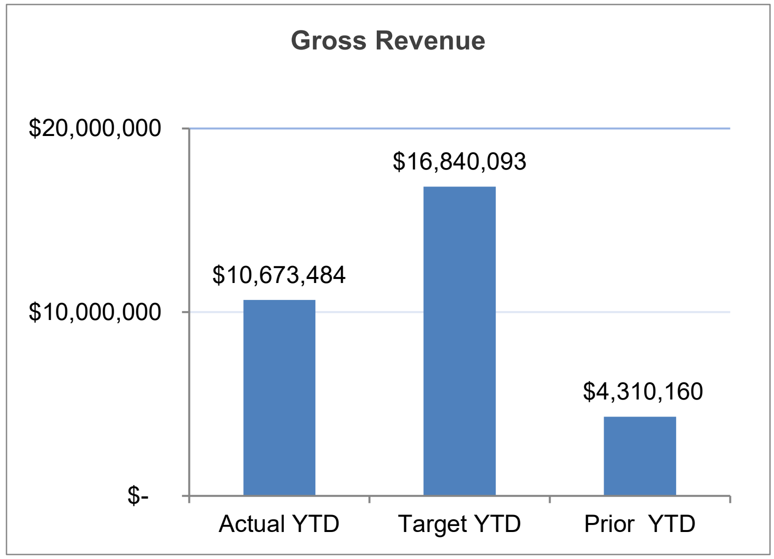
Gross Revenue

MEASURE: Gross Revenue does not include City funding.

1) Target used for this KPI is the actual gross revenue achieved for the three months ended March 31, 2016, adjusted for the CPI of 3% per year.

2) Unfavourable variance of ($6.2M) between Actual and Target is primarily due to timing of new business held at Enercare Centre, which was offset by lower ancillary revenue due to lower levels of attendance compared to pre-pandemic years.

3) YOY favourable variance of $6.4M is due to the global pandemic restrictions lifted and return to business commencing April 2022.

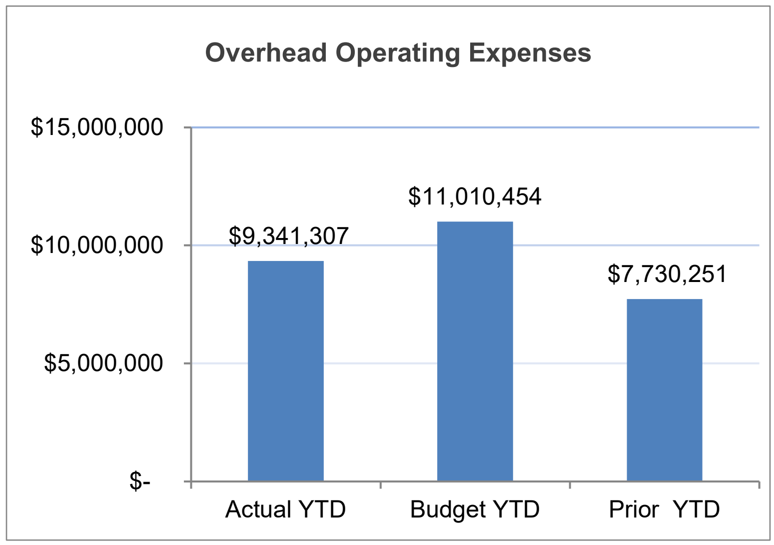


Overhead Operating Expenses

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

1) Favourable variance between Actual and Budget of $1.7M is primarily due to timing of overhead expenses, budget gapping and lower utilities due to the energy savings initiatives.

2) YOY unfavourable variance of ($1.6M) is due to the global pandemic restrictions lifted and return to business commencing April 2022.



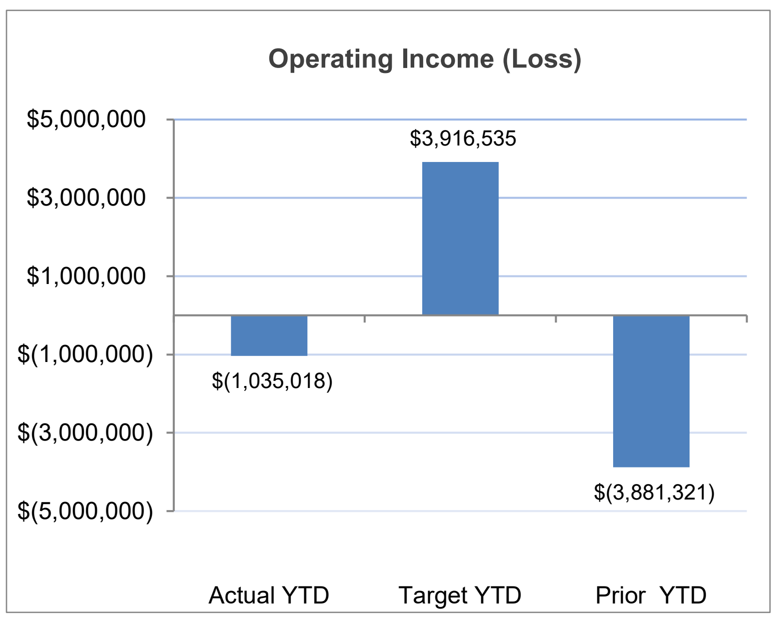
Operating Income (Loss)

MEASURE: Operating Income (Loss) before City Budget Deficit Funding.

1) Target used for this KPI is the actual surplus achieved for the three months ended March 31, 2016, adjusted for the CPI growth of 3% per year.

2) The Deficit of ($1.0M) is unfavourable to Target Surplus by ($5.0M). This variance is primarily due to timing of new business as well, there still continues to be lingering effect of the pandemic such as lower attendance and lower event exhibitors reducing net ancillary revenue.

3) YOY favourable variance of $2.8M is due to the global pandemic restrictions being lifted and business gradually returning to pre-pandemic levels.



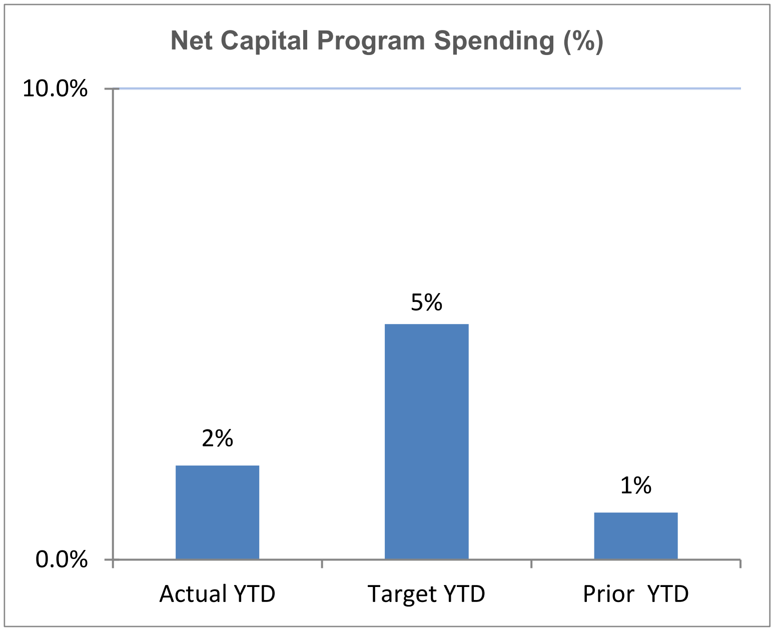
Net Capital Program Spending (%)

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 Q1 target being set at 5% or more.

2) The Year-To-Date (YTD) actual vs. target unfavourable variance of 3% is primarily due to several projects initiation/design work being currently underway and waiting for award/close of major tenders (Cooling Tower, Industry Building Roof, and Food Building Roof). As well, spending on carry forward from prior year funding is prioritized first before spending on current year budget.

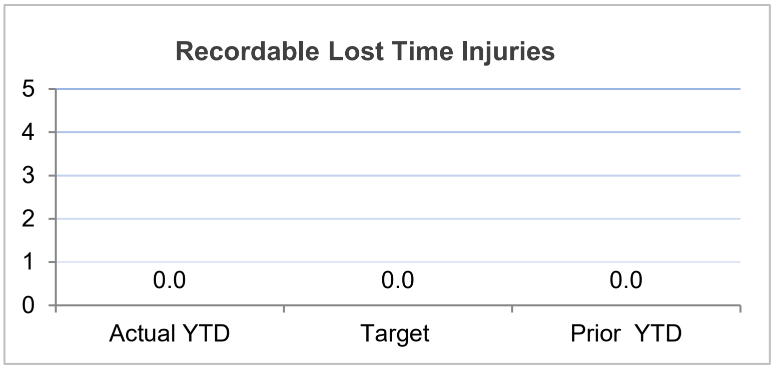
3) Year-Over-Year (YOY) favourable variance is 1%.



Recordable Lost Time Injuries

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

1) The Q1 2023 LTI is zero, which is in line with our target and YOY.



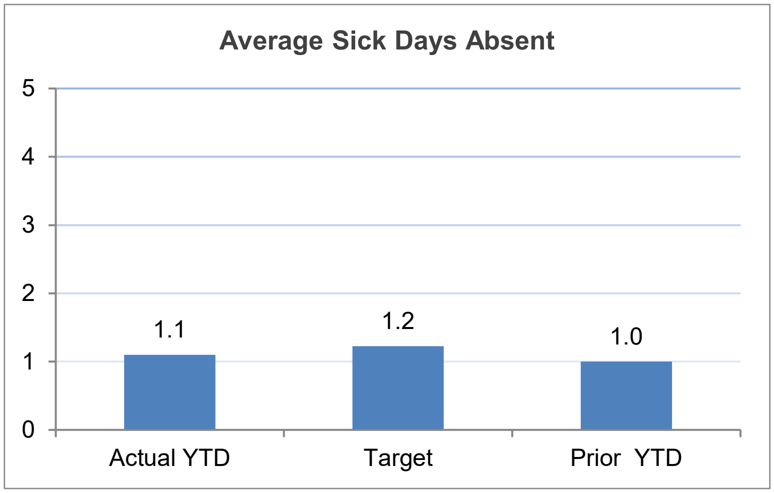
Average Sick Days Absent

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 2023 Target.

2) The Actual vs. Target is a favourable variance of 0.1 day.

3) YOY there is an unfavourable variance of (0.1) day.



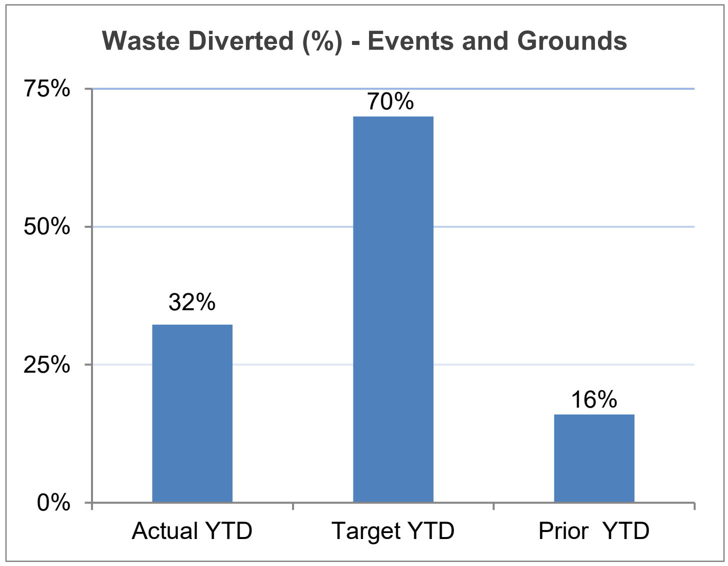
Waste Diverted (%) – Events and Grounds

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 (38%) due to the large amount of non-recyclable waste.

2) YOY is a favourable variance of 16% is primarily due to increased event activity and full return to business after the pandemic.



Waste Diverted (%) - Capital

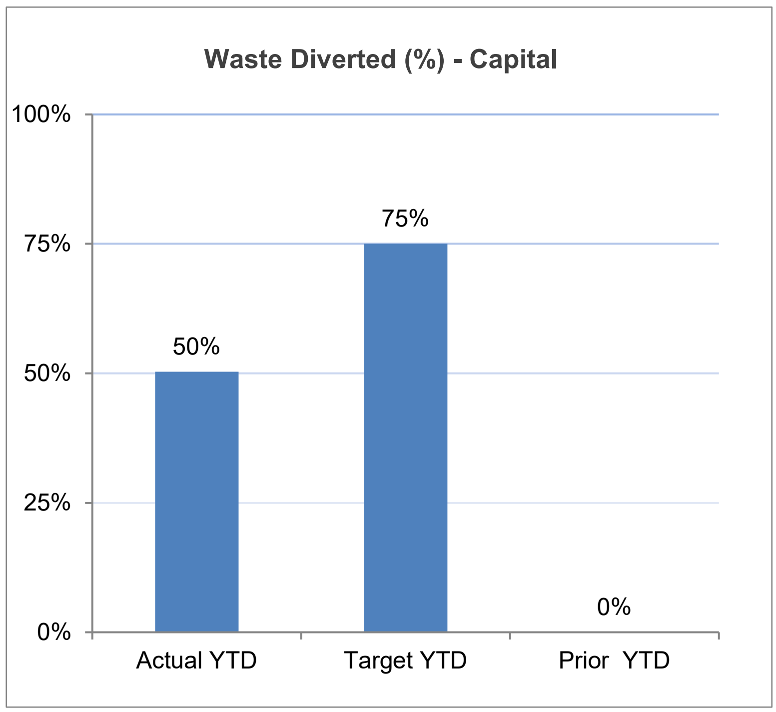
MEASURE: Percentage of waste produced from capital works that was diverted.

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 an unfavourable variance of (25%).

2) Capital Works strives to recycle all construction material where possible. Due to the nature of the projects in the first half of 2023, some of the material was non-recyclable. In particular, Kid's World unit demolition had large quantities of such non-recyclable waste.

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



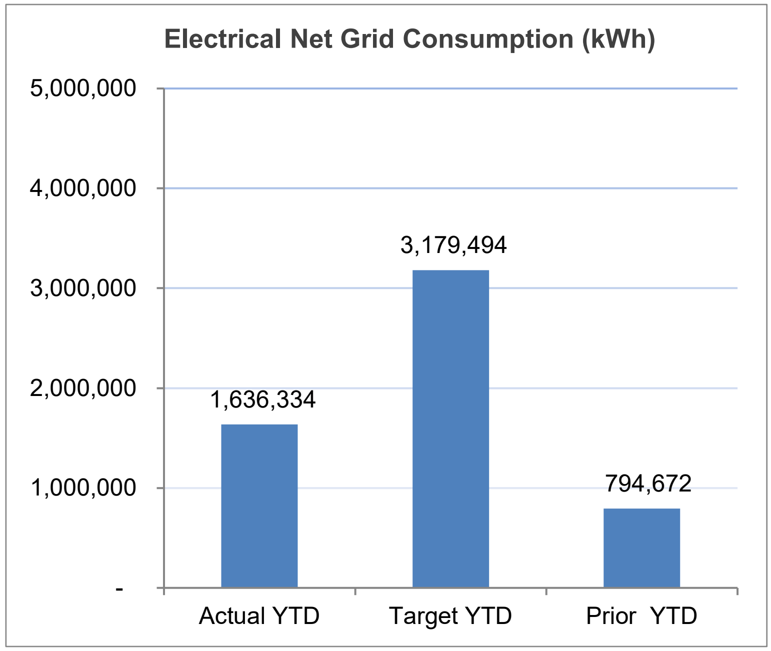
Electrical Net Grid Consumption (kWh)

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 Q1 2023 Actual vs. Target is a favourable variance of 1,543,160 kWh. The Enercare Centre's new high efficiency chiller, District Energy System Production (DES), and new GREENSmart lighting policy significant factors leading to the reported favorable variance.

3) The YOY unfavourable variance of (841,662) kWh is primarily due to significantly increased event activity vs. 2022 including the Boat Show, Home Show as well as other events that were either not held in 2022 or were held with reduced scope/capacity vs. 2023.



COE – Carbon Dioxide Emissions (MT)

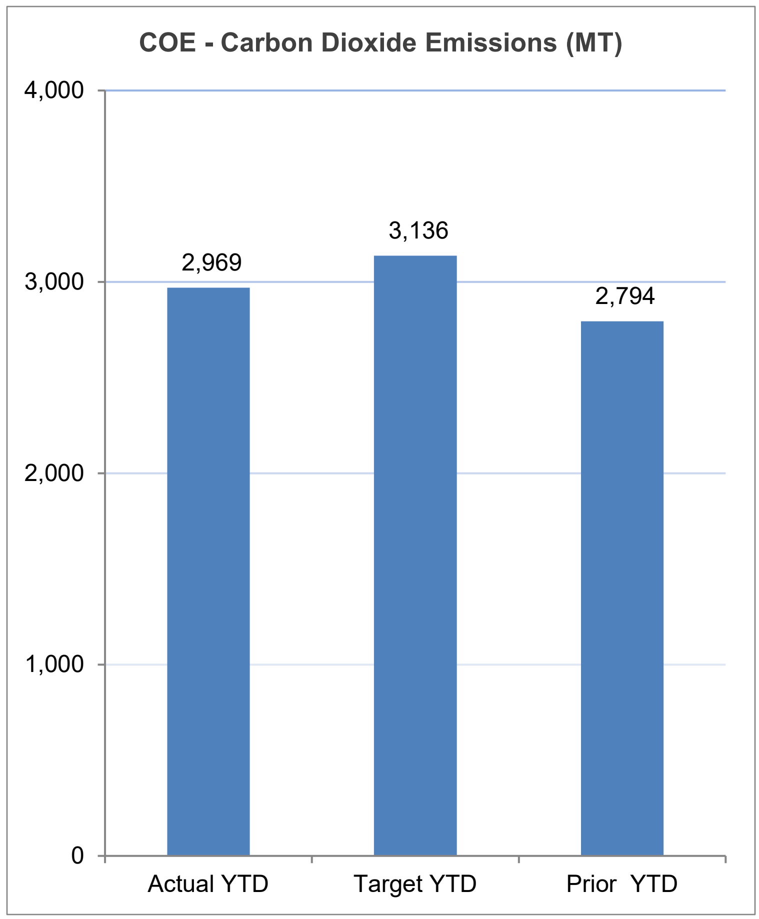
MEASURE: Greenhouse Gas (COE) is a measure of how much we contribute to climate change and is measured in metric tons of carbon dioxide released.

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 Q1 2023 Actual vs. Target is a favourable variance of 167 CO2e tons. This is primarily due to the optimization of our boiler plants that allow us to produce the same heating requirement with less natural gas consumption, leading to reduced CO2e emissions.

3) YOY is an unfavourable variance of (175) CO2e tons. This is primarily a result of the increased event activity in Q1 2023 vs. 2022 due to the pandemic, including the resumption of the International Boat Show, Home Show among others among which increased the amount of electricity and natural gas consumed.



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 2.8%.

3) There were no surveys completed in Q1 2022 due to the COVID-19 pandemic.