Exhibition Place	**Exhibition Place September 30, 2024 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.

Q3 Dashboard Overview

As of September 30, 2024, our projected annual net income is $1 million. The 2024 annual budget deficit is $800,000. The City has provided funding to the Board to cover the budget deficit. Please note that this funding is not reflected in the results reported on the Dashboard.

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2024

	Actual YTD	Budget / Target YTD	Prior YTD
Gross Revenue	$ 49,999,840	$ 46,692,911	$ 47,246,469
Variance		$ 3,306,929	$ 2,753,371
Overhead Operating Expenses	$ 32,865,839	$ 33,633,893	$ 32,305,912
Variance		$ 768,054	$ (559,927)
Operating Income (Loss) before City Budget Deficit Funding	$ 3,504,903	$ 476,551	$ 1,110,303
Variance		$ 3,028,352	$ 2,394,600
Net Capital Program Spending (%)	56%	50%	36%
Variance		6%	20%
Average Sick Days Absent	2.7	3.7	3.4
Variance		1.0	0.7
Events and Grounds Waste Diverted (%)	50%	70%	25%
Variance		-20%	25%
Capital Works Waste Diverted (%)	41%	75%	56%
Variance		-34%	-15%
Electricity Net Grid Consumption (kWh)	10,804,333	10,076,788	4,685,373
Variance		(727,545)	(6,118,960)
COE - Carbon Dioxide Emissions (MT)	4,005	5,037	6,309
Variance		1,032	2,304
Client Satisfaction Rating (%)	81.6%	85.0%	86%
Variance		-3.4%	-4.4%

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

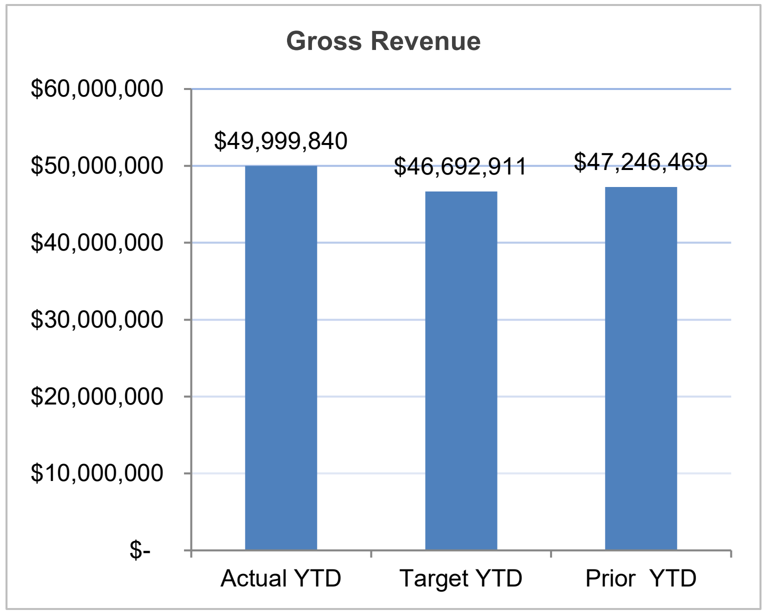
MEASURE: Gross Revenue does not include City funding.

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

2) Actual vs Target gross revenue favourable variance is $3.3M. This is primarily due to the one-off significant events such as Shopify Summit, Loblaw Supplier Summit, GirlJam 2024, and NHL Allstar Friday Night.

The Gross Revenue does not include $800K of Subsidy Revenue funding from the City of Toronto to fund budget cash shortfall from operations.

3) YOY favourable variance of $2.8M is due to the number of one-off significant events such as Shopify Summit, Loblaw Supplier Summit, Girl Jam 2024, and NHL Allstar Friday Night.

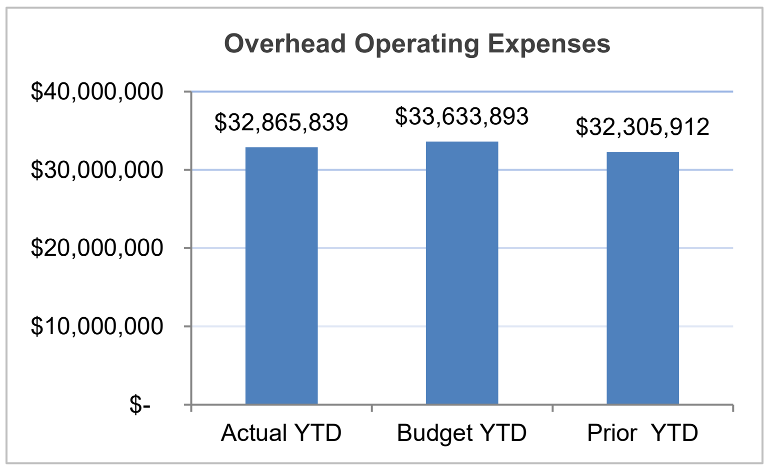


Overhead Operating Expenses

MEASURE: Operating expenses excluding amortization, cost of service, contribution to naming rights, and interest expense.

1) Favourable variance between Actual and Budget overhead operating expenses of $.8M is primarily due to cost cutting measures and lower utilities due to the energy savings activities.

2) YOY unfavourable variance of ($0.6M) is primarily due to increase in salaries, property tax, and equipment purchases due to aging FFE.



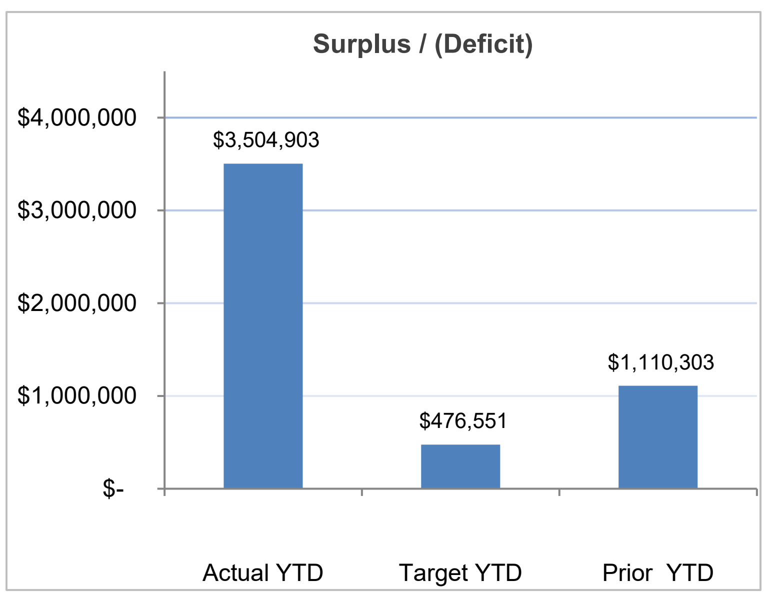
Operating Income (Loss)

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

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

2) The Operating Income of $3.5M net of City funding of $0.8M is favourable to Target Surplus by $3M is primarily due to one-off significant events such as Shopify Summit, Loblaw Supplier Summit, GirlJam 2024, and NHL Allstar Friday Night offset by increase in salaries, property tax, and equipment purchases due to aging FFE.

3) The YOY favourable variance of $2.4 is primarily due to the same factors as mentioned above.



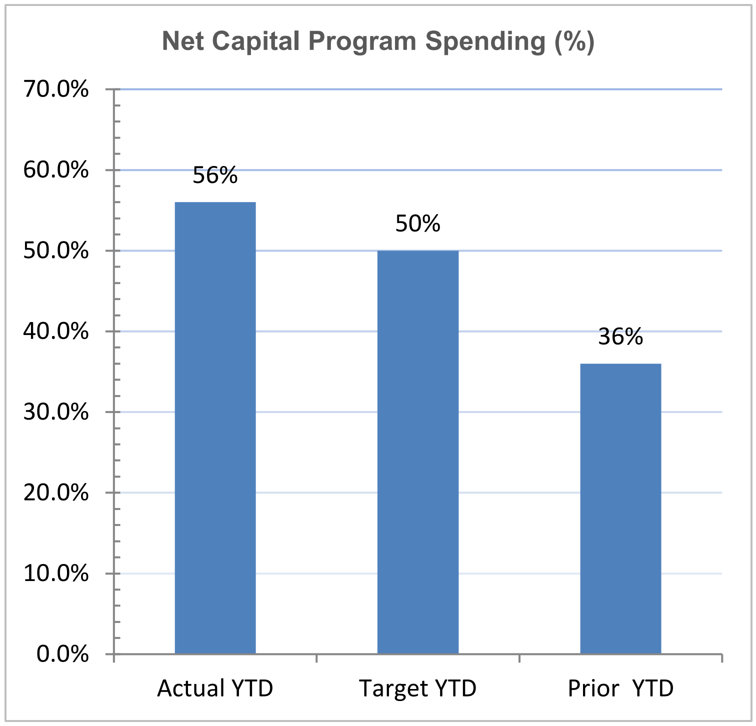
Net Capital Program Spending (%)

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) The Boards budget is based on our propensity to spend. Our net capital spend Target is 90% or more for the year with our Q2 target being set at 20% or more.

2) The Year-to-Date actual vs target favourable variance of 6% is primarily due to construction for several projects either completed or currently in progress such as Replacement of Perimeter Fence, Installation of Indigenous Feature Wall at Centennial Square, Rehabilitation of Concrete Floor at Hall C, Dufferin Substation Relocation, and Emergency Generators at the Horse Palace and Mid-Arch. Also, generally, spending on carry forward from prior year funding is prioritized first before spending on current year budget.

3) The Prior Year-To-Date favourable variance of 20% is primarily due to higher level of completion / in-progress of 2024 projects compared to 2023.



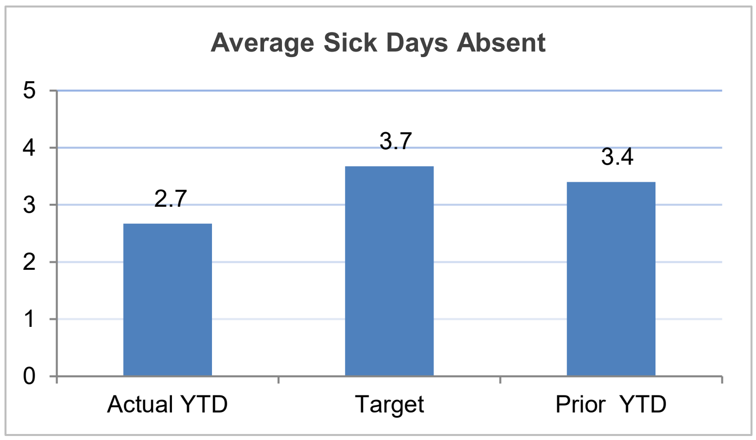
Average Sick Days Absent

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

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 2024 Target.

2) The Actual vs Target is a favourable variance of 1.0 day.

3) YOY there is a favourable variance of 0.7 day.



Waste Diverted (%) – Events and Grounds

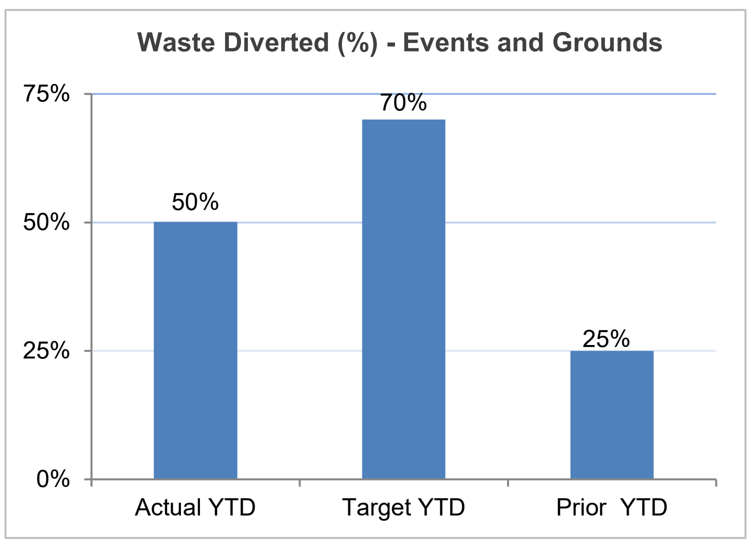
MEASURE: Percentage of all waste produced from events, grounds, and buildings that was diverted.

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 (20%) due to the large amount of non-recyclable waste from events.

2) The YOY favourable variance of 25% is primarily due to increased waste reduction efforts, including the skid program to reduce wood pallet waste, and the implementation of a sorting system during the CNE.

3) Exhibition Place staff continue to emphasize recycling and reducing waste.



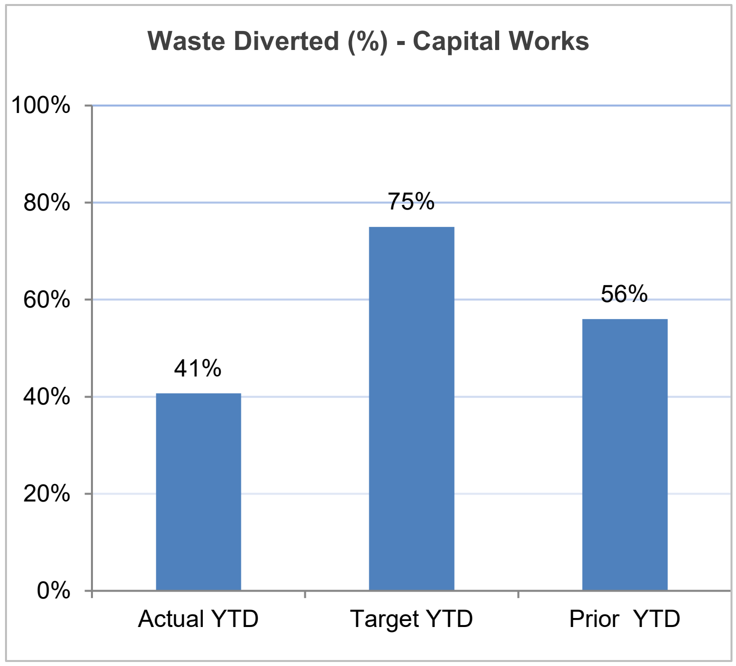
Waste Diverted (%) – Capital Works

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 (34%) due to the large amount of non-recyclable waste from capital projects.

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



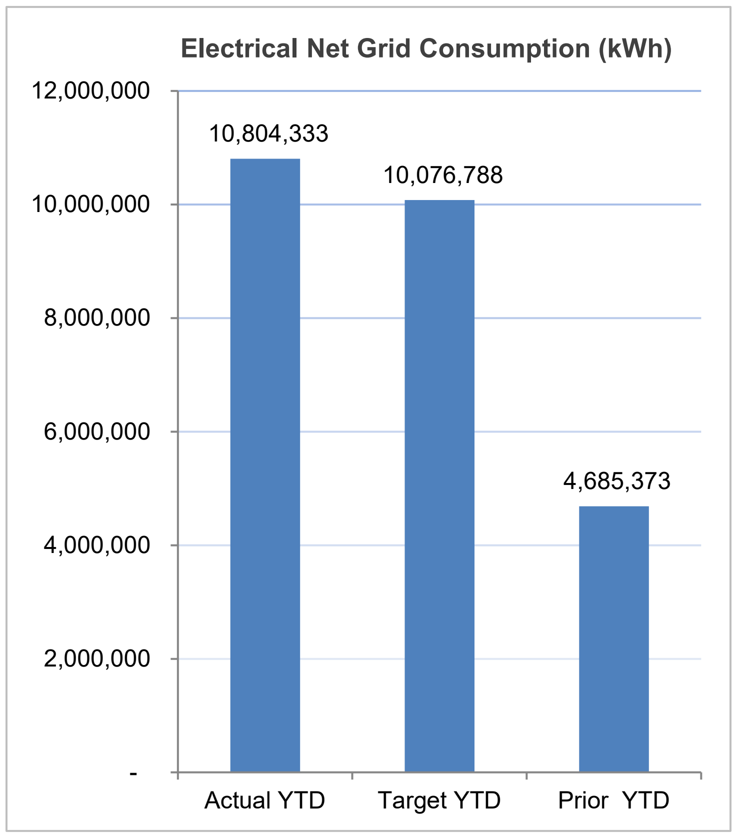
Electrical Net Grid Consumption (kWh)

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 Q3 2024 Actual vs Target is an unfavorable variance of (727,545) kWh. This a primarily due to the Co-gen being out of service since the beginning of February. As a result, Exhibition Place did not benefit from the electricity typically generated by the Co-gen for the majority of the year. Furthermore, an active event season during the summer, combined with a high number of extremely hot days, required increased cooling of the buildings, leading to a greater reliance on electricity purchased from the grid in the Q3 period in 2024

3) The YOY unfavorable variance of (6,118,960) kWh is primarily a result of the Co-gen being out of service since the beginning of February of this year. In Q3 2024, the Co-gen produced no electricity, in stark contrast to Q3 2023, which led to a greater reliance on grid electricity purchases to meet energy demands.



COE – Carbon Dioxide Emissions (MT)

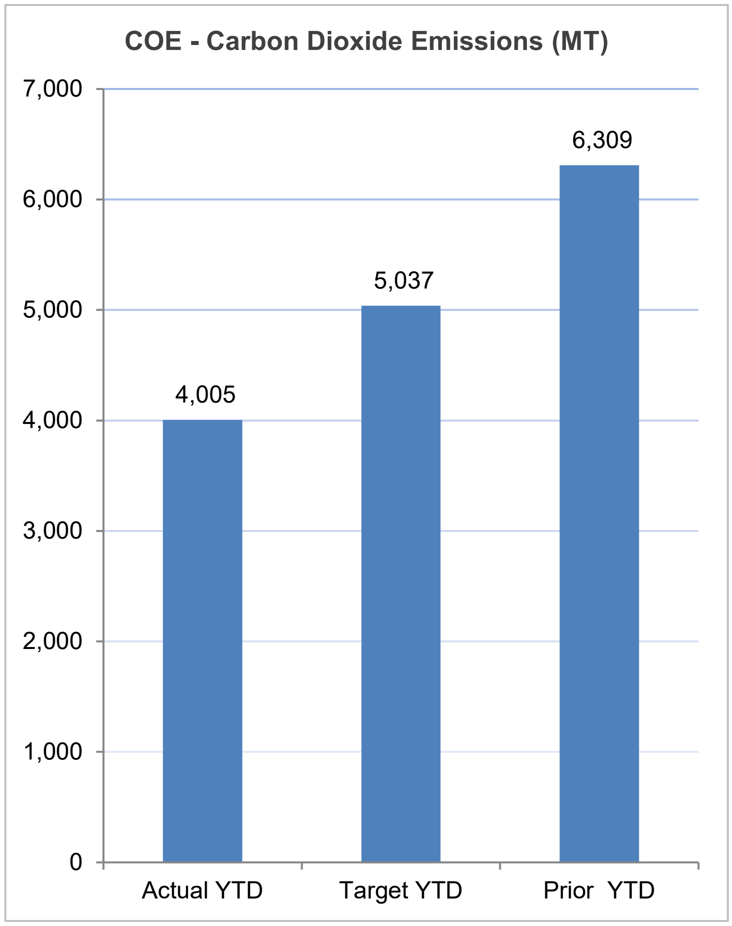
MEASURE: Greenhouse gas (COE) is a measure of how much we contribute to climate change and is measured in metric tons of carbon dioxide released.

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 2024 Actual vs Target is a favorable variance of 1,032 CO2e tons. This is primarily due to the Co-gen being shutdown for most of the year while waiting for scheduled maintenance and repairs to be completed. With the Co-gen being shut off means less natural gas consumption, leading to reduced CO2 emissions.

3) YOY is a favorable variance of 2,304 CO2e tons. This is primarily a result of the Co-gen being shut down since the beginning of February combined with warmer weather and the buildings no longer require heat. This means less natural gas is needed in the Q3 2024 period resulting in the more favorable numbers.



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 an unfavourable variance of (3.4) %.

3) YOY is an unfavourable variance of (4.4%). Management confident we will increase the client satisfaction rate by year-end.