

The Benefits of Strategic Energy & Sustainability Management



PRESENTERS

Our presenters



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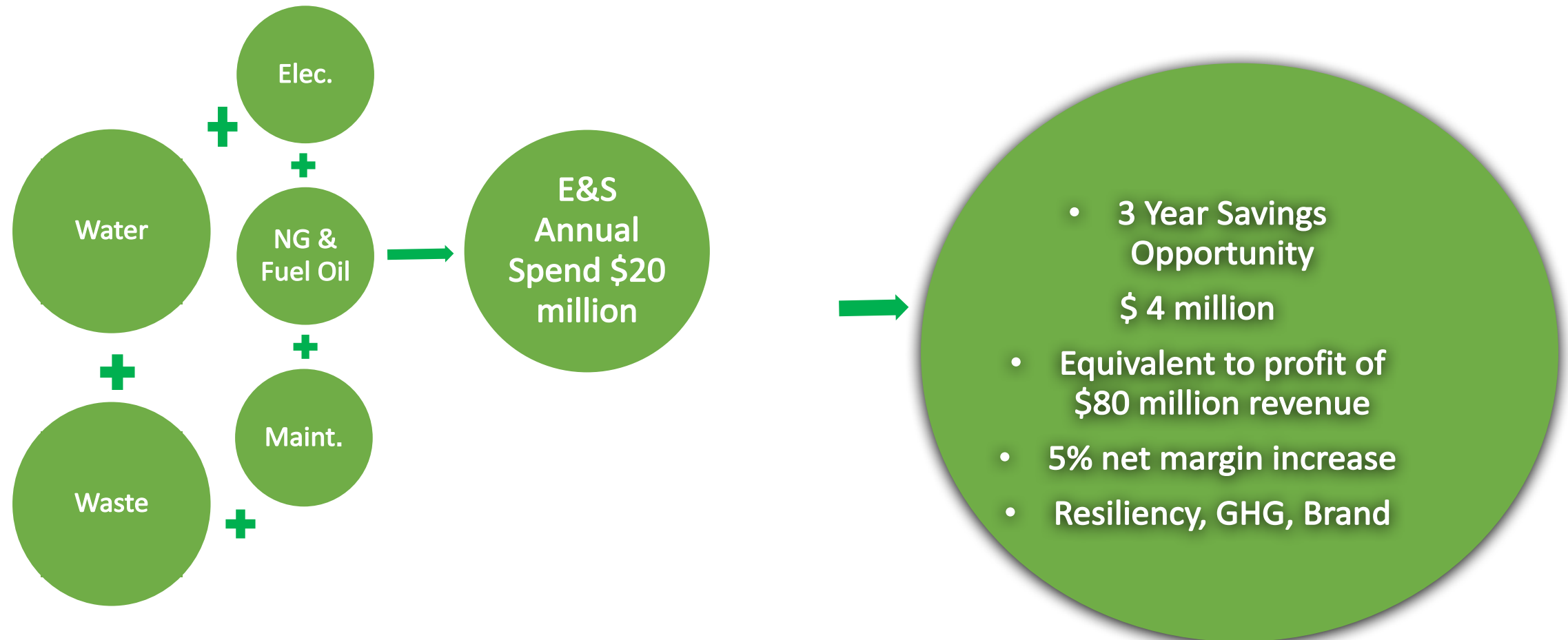
Goby & EAI WEBINAR DRAFT

About EAI

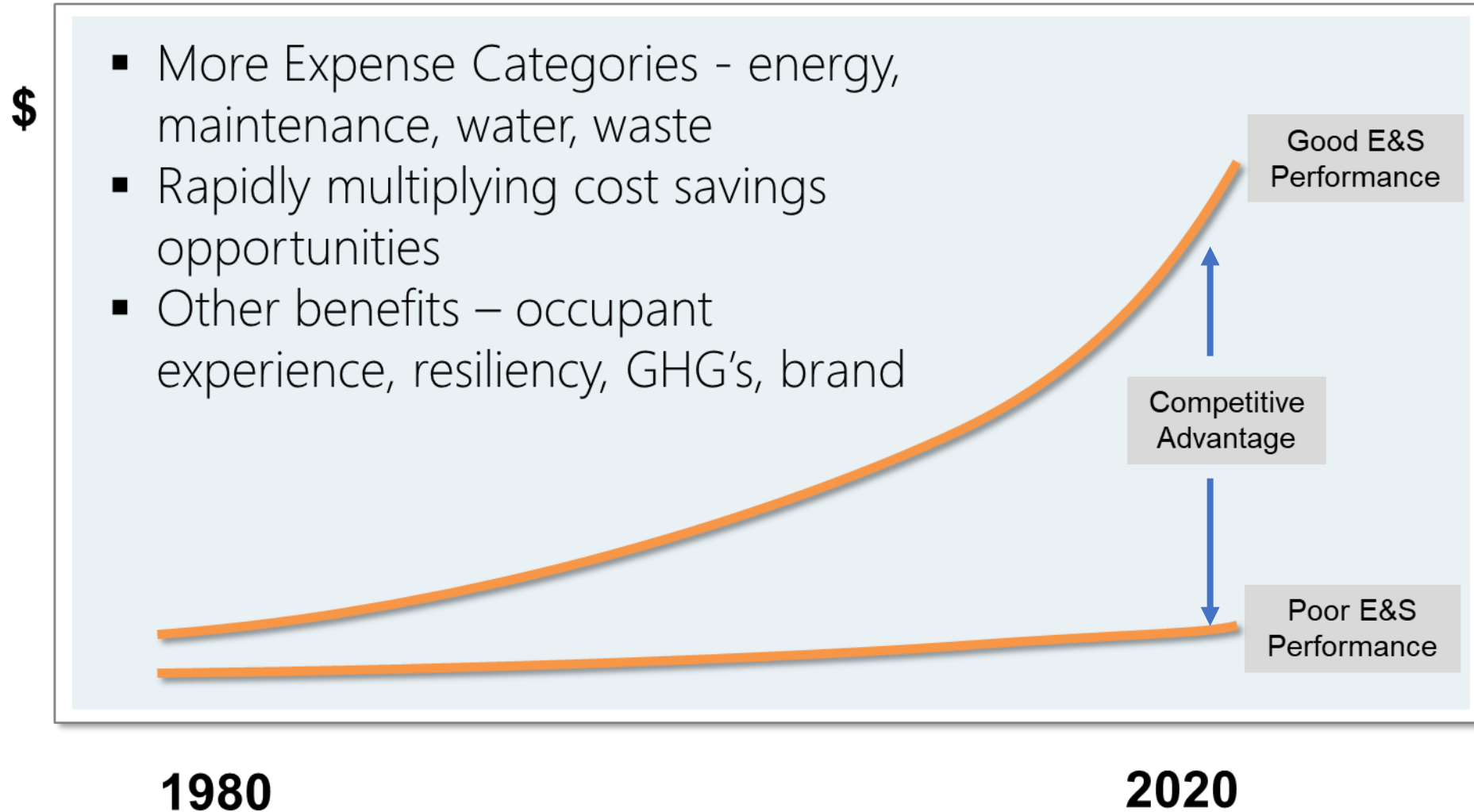
- **North American Company** - 20+ years in the energy & sustainability (E&S) business
- **Independent** - sit on the customer's side of the table
- **Results Focused** - help clients generate substantial savings & other benefits across energy & sustainability categories at maximum return per dollar invested – energy, maintenance, water & waste
- **Service** - Act as client's dedicated energy & sustainability department
- **Value** - Ensure the right E&S measures are implemented in the right order with the right suppliers at speed to ensure the best possible returns in terms of increased profits and enterprise value
- **Client Examples** - Canadian Tire, The Brick, McDonalds, Cineplex, Cadillac Fairview, Morguard, Power Corp, NorthWest Company, Senior Care Centers, Golden Living

The Material Opportunity Has Never Been Greater

A minimum 20% annual savings on total E&S spend



A Competitive Advantage



What's in the way of good performance?

Many choices
& options

Changing
Landscape



Shifting
Priorities

Regional
Differences

Complexity & Confusion = Less than Desired Results

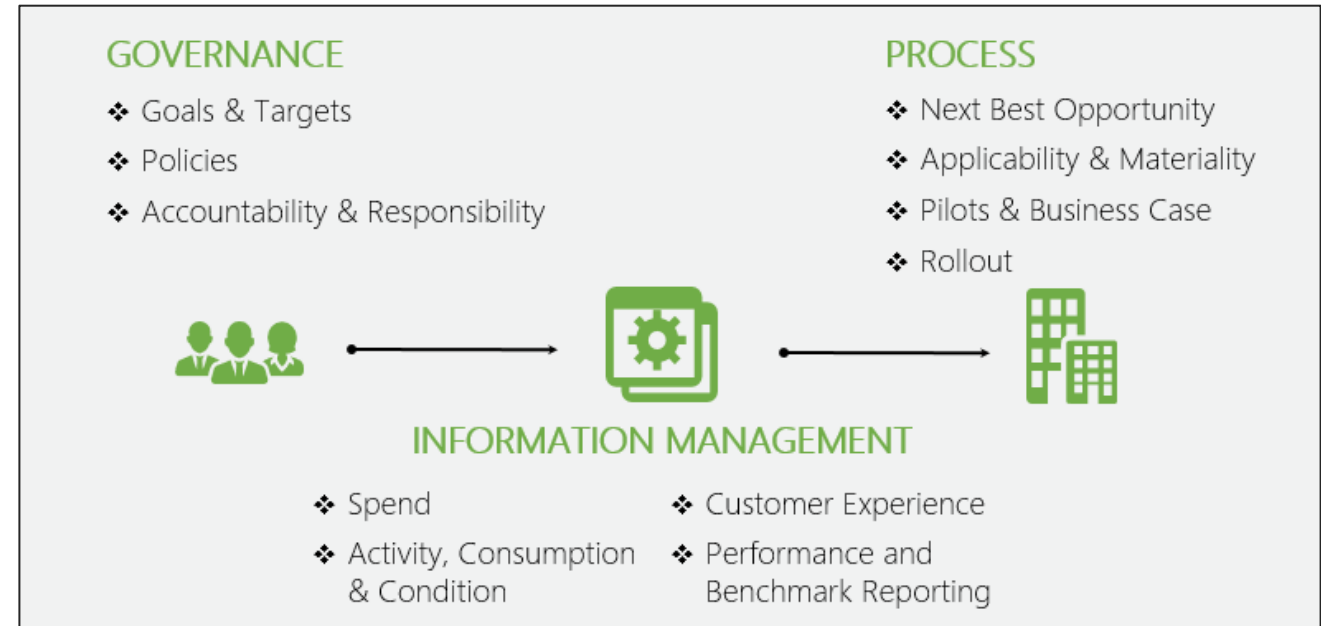
The Pivotal Question – The Next Best Thing?

Of all the things we could do next, what should we do?
...What gives the biggest bang for the buck?

“...there’s the universal fact that there are no silver bullets in energy efficiency...” - McKinsey

Best Practice Approach - 3 Legs on The Stool

1. **A governance process allow the program to move at speed**
2. **Comprehensive E&S data strategy**
“without it, it’s like looking for a needle in a haystack”
3. **Repeatable process implement the right measures in the right order with the right suppliers**



The Order

- Enabling Measures First
- Low Cost Operational Improvements
- Capital Improvements Last But Not Least

Keys to Superior Results

Rapidly identify, qualify & implement at speed the next measure with the biggest beneficial impact across widest number of eligible facilities:

1. Quick access to very granular information
2. Quantify important variables - e.g. utility prices, incentives, regulations
3. Objective expertise to highlight best options from myriad of solutions

Case Study - Multi-Location Organization Profile

- Minimal internal E&S expertise - no dedicated staff to manage
- Operates in multiple jurisdictions - regulated and de-regulated
- Internally managed utility data - minimal automation
- Maintenance, Asset and Property data spotty
- Industry level operating margins - need to improve
- Sensitivity to sustainability issues
- Completed a few E&S projects - select buildings not enterprise-wide

Case Study - The Materiality

Reduce annual E&S costs by 20% with 2 year or less paybacks over 3 years:

- Savings of \$4 million per year
- Equivalent profit impact of \$80 million revenue
- Contributes 5% net margin increase
- Other benefits - Resiliency, GHG's, & Brand

Case Study - The '3 Legs' in Action

	Year 1											
Activities	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
Governance												
Governance Framework												
Establish Exec and Ops Committees												
Ops Committee Meetings (Formalize & Launch)												
Exec Committee Meetings (Launch & Coordinate)												
Commodity Procurement & Risk Management												
Governance Framework												
Implement Framework (Initiate Process & Imbed in Business Ops)												
Information Management & Reporting												
Utility Bill Data & Reporting												
Asset Data (Gather & Centralize all Asset Data)												
Waste Data												
Maintenance Data												
Data Storage												
Analysis & Reporting												
Change Management												
Energy and Sustainability Awareness												
Enabling Measures												
Identify & Implement CMMS												
Identify & Implement FDD												
Repeatable Implementation Process												
Identify Promising E&S Measures (3-5 Measures Started in Year 1)												
Pilot												
Business Case												
Rollout successful pilots												

Summary - The Next Best Thing

- **Address all inter-related E&S spends** to create largest potential for cost savings & other benefits
- **Independently & objectively** consider the broadest spectrum of measures to ensure no one overlooked
- **Employ data & analytics** to identify specific E&S requirements ranked by spend
- **‘Cherry Pick’ measures with largest & best financial returns** by matching spends with measures which best address
- **Deploy measures at speed**



The Benefits of Strategic Energy & Sustainability Management



ESG Reporting - Why?



ATTRACT

investors, students,
tenants, stakeholders



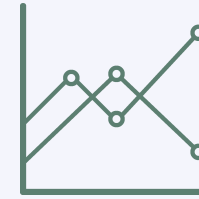
REDUCE

utility usage,
environmental impact



COMPLY

with requirements
to avoid penalties



DEFINE

strategic plans for
maximized returns



PROMOTE

your performance, tell your
story, diversify outreach



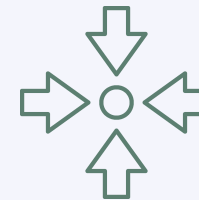
INCREASE

ROI, value of
your assets



IDENTIFY

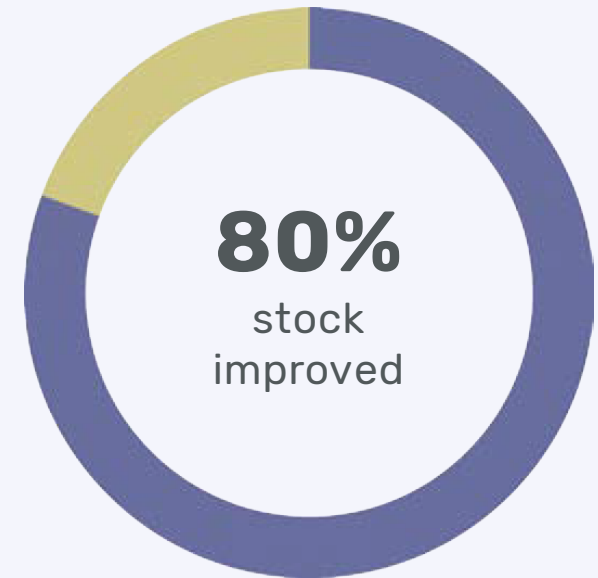
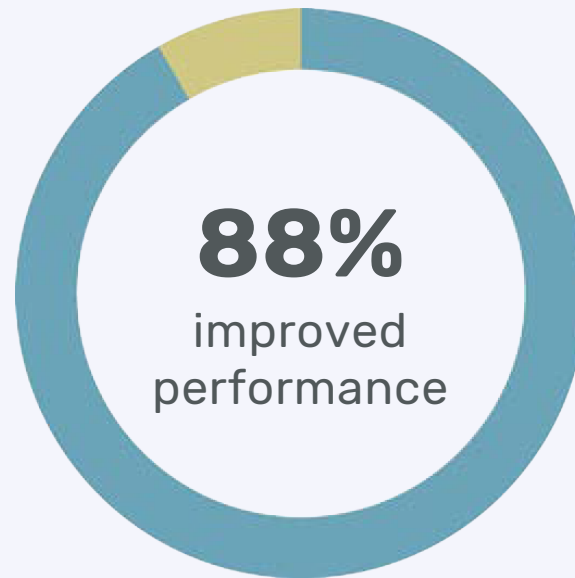
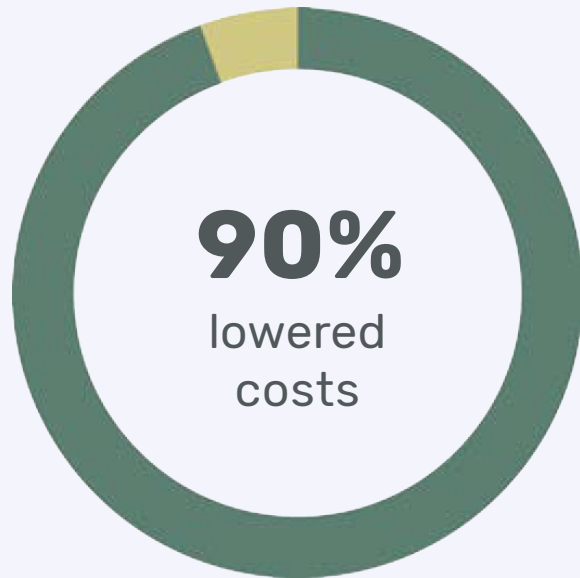
opportunities and
inefficiencies



ENHANCE

reporting capability &
performance insights

ESG Reporting - Why?



Turning big data into big opportunities

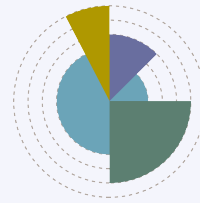


Our Solutions

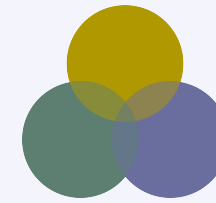
We have two solutions, integrated into one smart platform:

ESG Solutions

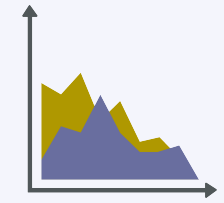
Align your ESG initiatives and reveal future opportunities with big data. Implement cost-effective and scalable strategies for programs and certifications.



**STRATEGIC
CONSULTING**



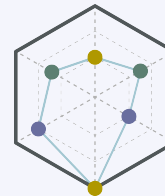
**SUSTAINABILITY
REPORTING**



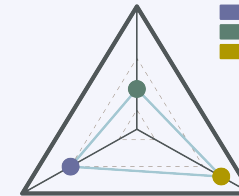
**ENERGY
MANAGEMENT**

Invoice Automation

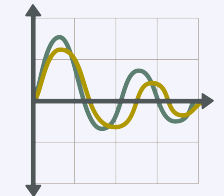
Streamline accounts payable workflows, generate rapid ROI, and make confident, strategic decisions backed by powerful analytics.



ACQUIRE



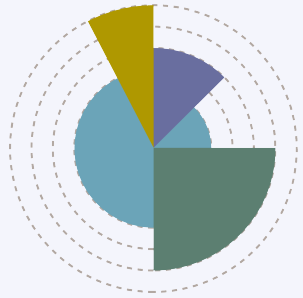
VALIDATE



APPROVE

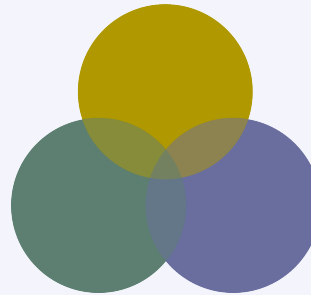
Goby ESG Solutions

Strategic Consulting



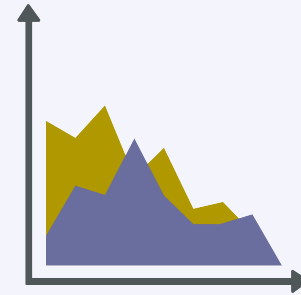
Empower managers to implement cost-effective, scalable ESG strategies

Sustainability Reporting



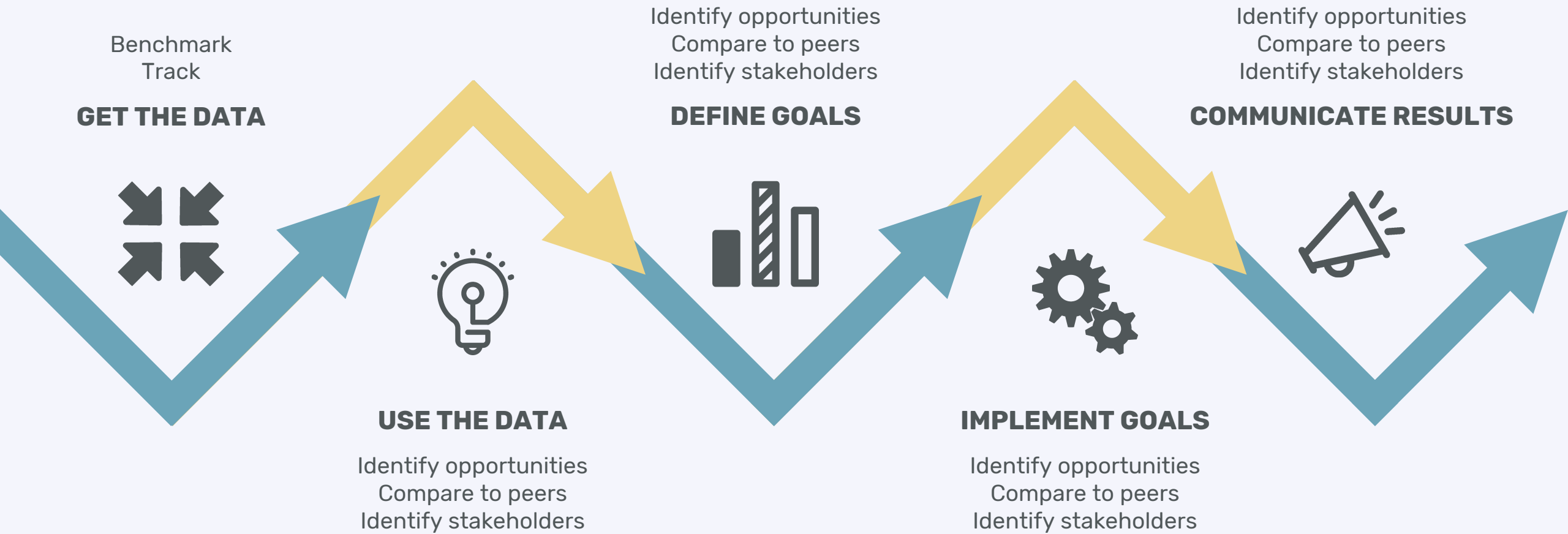
Make the business case for sustainability with a single cloud-based solution

Energy Management



Wrangle energy consumption with the power of predictive analytics

Strategic Workflow



At the property, portfolio, and market scale, we work iteratively with our clients to design, improve, and execute high-impact ESG initiatives

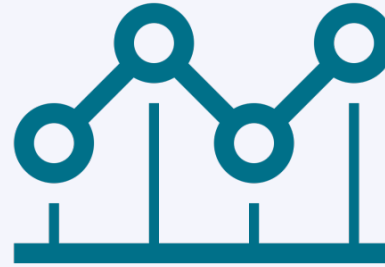
Why Goby?



Enhanced User Interface



KPI Dashboard

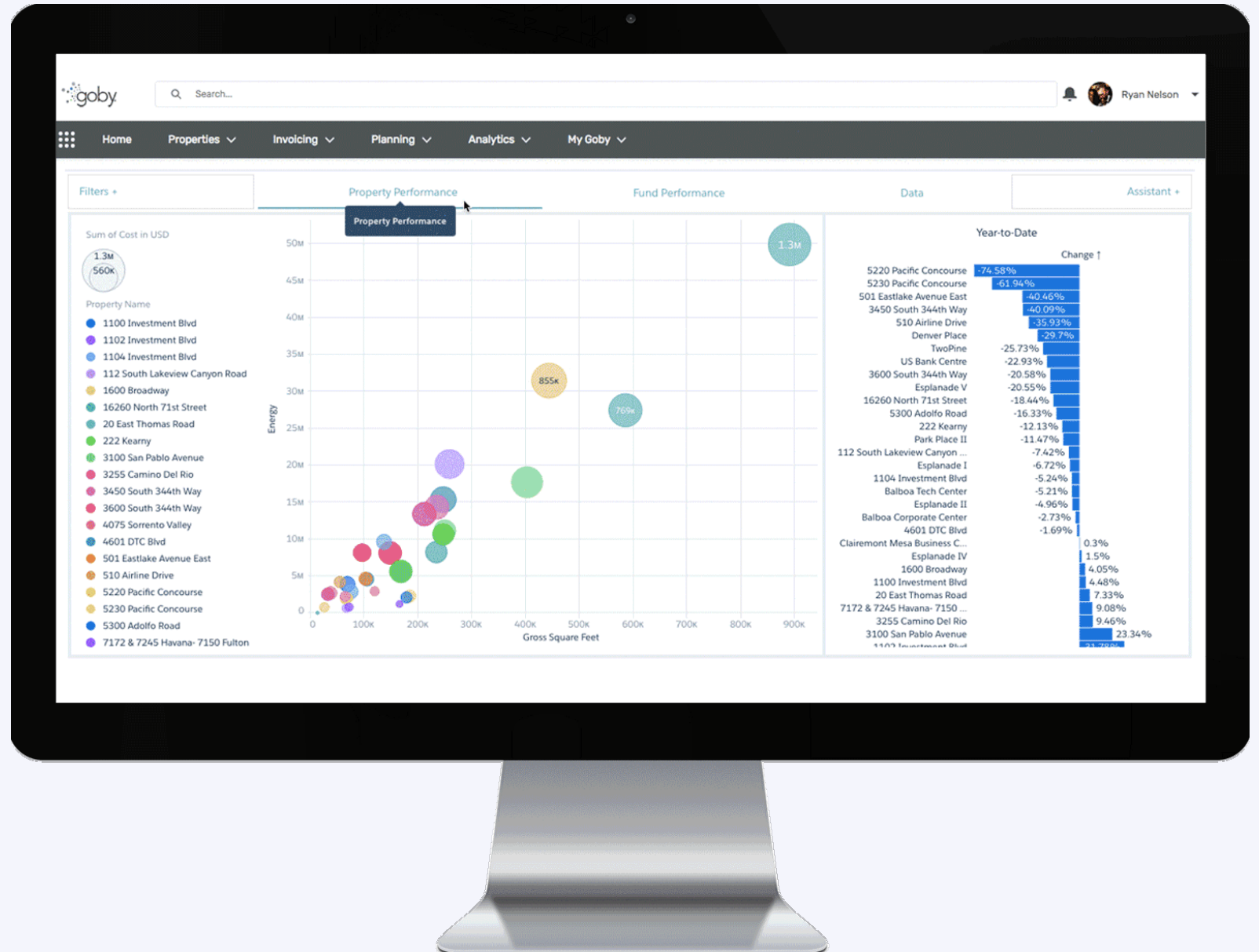


Robust Data Validation



Goby Insights

Why Goby?



What makes Goby stick?

Liberty Property Trust



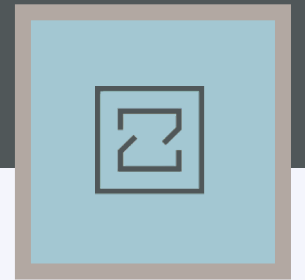
- ✓ **Goby automated 11,532 invoices** resulting in savings of \$138K over 14 months
- ✓ After data automation was complete, LPT used insights from the **Enterprise Data now available to implement efficiencies**, the most prominent of them being identification of ghost meters, resulting in **savings of \$500K**

Loews Hotels



- ✓ Across 12 reporting initiatives with Goby, the portfolio has realized **significant savings in excess of \$2.4M**
- ✓ **Goby Professional Services** handles all mandatory compliance
- ✓ Goby's utility bill automation **saved between 5-15 days** of its typical payment process
- ✓ Expanded data coverage for risk tracking at all hotels

Zeller Real Estate



- ✓ Saved **14% per building** on average, resulting in **\$1.6 million in total savings**
- ✓ **"The impact we have made on our investors' return is remarkable**, not to mention the contribution to the environment."
- Robert Six, Chief Operating Officer

Q&A



Thank
you!