



Optimizing corporate footprint

EY and KODE Labs



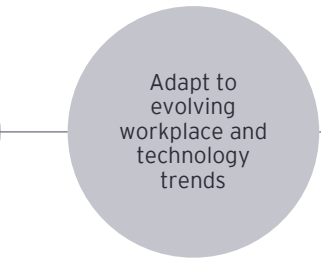
The better the question. The better the answer. The better the world works.



Shape the future
with confidence

The challenge

PUSH: Compliance



PULL: Customer experience

30%

of global carbon emissions can be attributed to the real estate sector

78%

of employees are planning moderate to extreme changes to remote work strategies with associated policy changes

9 out of 10

employees want flexibility in where and when they work

Companies have been forced to **reimagine how they operate**, employee needs have shifted and trends toward digital transformation have accelerated.

As business leaders look to shape the office of the future, they must consider **technology, workplace, sustainability** and the **employee experience**.

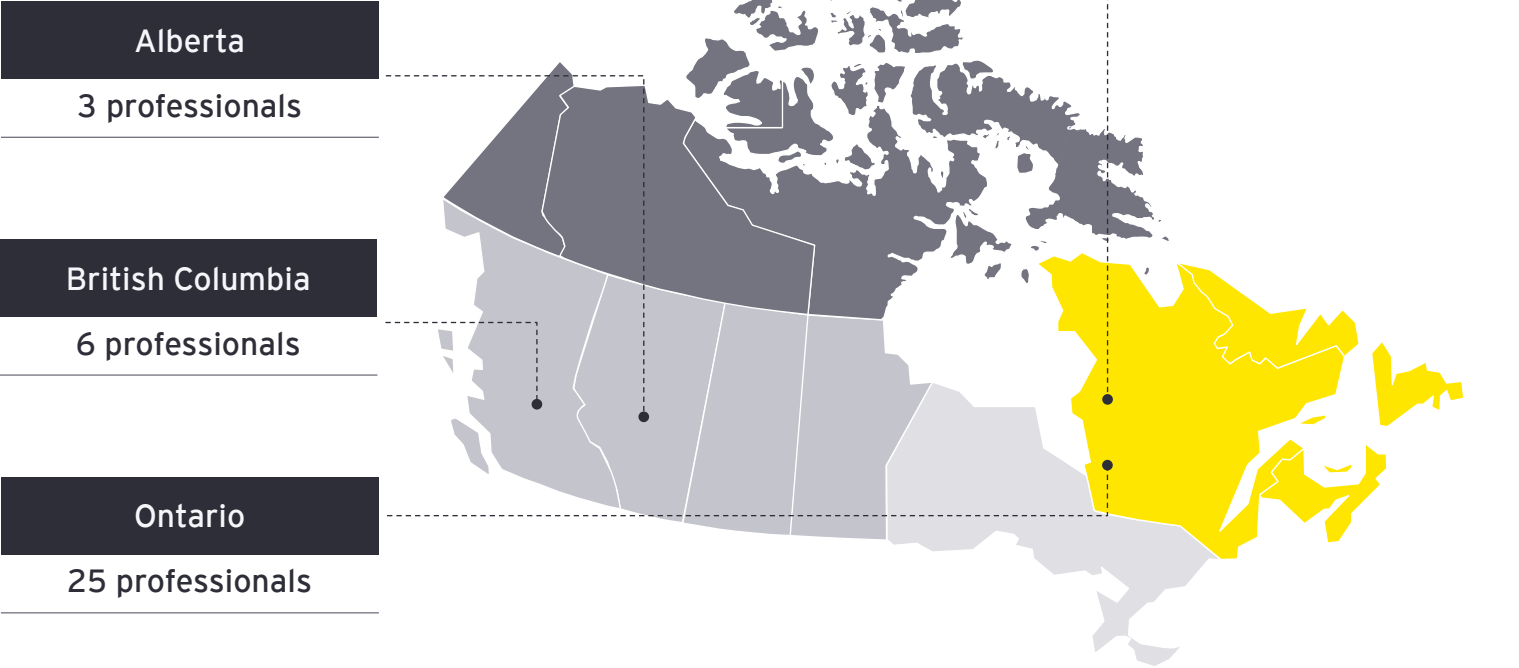


Key considerations

- How can we employ digital workplace technology and smart building solutions to enhance the workplace experience and help occupants feel safe and secure in the office?
- How do we reduce our carbon footprint and achieve ESG targets while keeping up with changing requirements?
- How do we enhance collaboration and culture in a hybrid work environment through use of technology?
- How do we provide a healthy and productive work environment to optimize employee wellbeing?
- How can we be efficient and save money on real estate and facilities?
- How can we allow for more synergies in real estate operations and optimize our processes after acquisition?

Introduction to EY Transaction Real Estate

The EY organization has one of the largest integrated real estate services in Canada, providing advisory and transaction services to real estate owners, developers, investors, lenders and users.



These unique characteristics are what makes us a **trusted and independent** advisor



Project lifecycle support

- We can support you through every step of the project lifecycle, from planning and development to eventual disposition.
- We approach everything from a value optimization perspective.



Collaborative and integrated team

- EY team comprises advisors from real estate, tax and capital markets.
- Open and constant communication with EY tax professionals to integrate projects with any tax-planning initiatives.
- Our diverse perspectives can help prevent transaction structure from having unintended consequences.



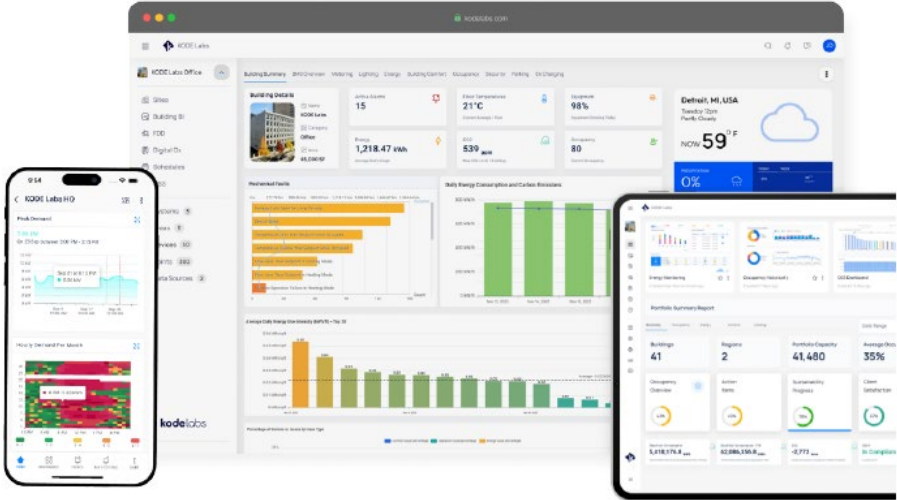
Global reach with local connections and deep sector knowledge

- Advised on dispositions and valuations across all asset classes, including development land, industrial, office, apartment and retail.
- We have the largest integrated real estate, hospitality and travel and tourism service of any professional services organization, with more than 12,000 professionals.

Introduction to KODE Labs

KODE Labs was founded with a vision to transform the real estate industry. They're dedicated to revolutionizing building management through data-focused, intuitive and ROI-driven operating system, complemented by robust customer service.

- Committed to creating solutions that integrate various building management systems, IoT devices and operational software into a single pane of glass.
- KODE's software as a service (SaaS) helps optimize a building's energy usage and overall building operations.
- Over 6,000 sites online from over 100 enterprises with 0% churn to date.



Operational excellence

- Streamlined building operations
- Reduced maintenance costs
- Improved energy efficiency



Informed decision-making

- Data harnessed in real time for strategic space optimization and enhanced tenant experiences



Enhanced tenant comfort

- Improved tenant retention and satisfaction through enhanced environmental comfort

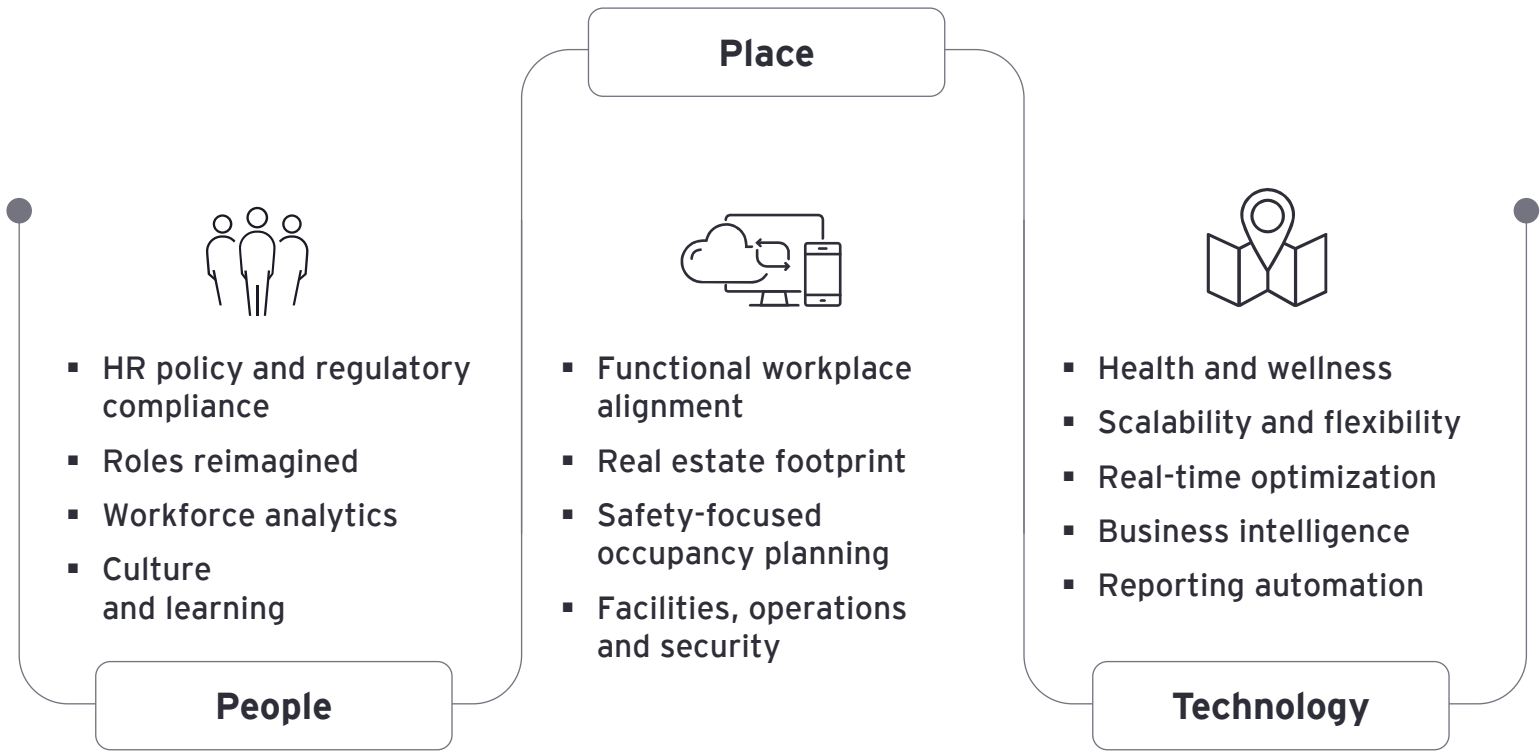


Sustainable operations

- Energy usage monitoring and management to meet sustainability targets and compliance standards

Benefits of an integrated approach

Moving forward requires a smart approach to address operations of the physical space, technology and the employee experience.



Reduced operating costs

- Empowering building operations teams by centralizing efficiency, standardizing procedures, reducing training needs, and introducing enhanced flexibility.
- This strategic approach aims to streamline workflows, fostering improved operational efficiency for the teams involved.



ESG targets

- Equipping management teams for sustainability by visualizing emissions, automating digital commissioning, issuing peak consumption notifications, and tracking key metrics.
- This forward-looking strategy equips management teams with the tools needed to drive sustainable and efficient building management practices.



Enhanced customer experience

- Integrating pre-built solutions that improve tenant comfort and indoor air quality through real-time monitoring and immediate issue identification.

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