



2 BILLION LITRES OF WATER SAVED

Proven Results

Clients

LEED and BOMA BEST

**Canada's Leader in
CLIMATE CONTROLLED
IRRIGATION**

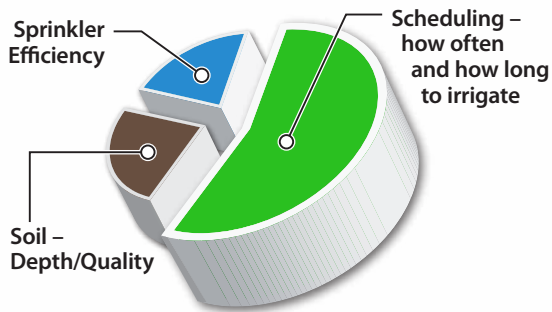
ANNUAL REPORT
2014



our business

efficient outdoor **water management** through **Climate Controlled Irrigation**

Factors Affecting Irrigation Efficiency

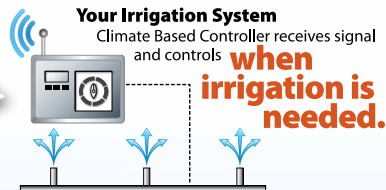


- ▶ Conventional timer-based irrigation systems **waste up to 60%** in potable water
- ▶ Most of the waste is due to watering based on an **arbitrary pre-programmed** schedule (typically 3 x per week)
- ▶ Climate Controlled Irrigation **eliminates waste** by watering based on changing climatic conditions

- ▶ **the proof:**
Irrigation frequencies for Calgary

	2007	2008	2009	2010	2011	2012	2013	2014
Climate Controlled	25	29	34	22	28	37	33	31
Timer-Based	66	66	60	66	66	69	66	60

Weather Stations



◀ **how it works**

- ▶ ExactET **simply replaces** your existing timer-based controller with their climate-based system

2014 highlights

- ▶ **438 million litres** of potable water saved (or 40% savings)



- ▶ reduction to our clients' utility bills of **\$974,000**



- ▶ average water savings of 1.0 million litres per **commercial property**

- ▶ average water savings of 1.3 million litres per **multi-family residential property**

- ▶ almost **700 clients**

- ▶ average **ROI of 1.5 years** for commercial and multi-family residential properties

- ▶ delivered **LEED Credits**

- ▶ worked with over 60% of the companies who received **BOMA BEST** certifications

- ▶ **installed and managed** a large irrigation central control system with flow monitoring and climate control **in Toronto**



clients



clients



results

A sample of client water savings

▷ CORPORATE SUSTAINABILITY PROGRAM

Company	2014 Water Savings (£)	2014 Cost Savings (\$)	Properties (Number)
Bentall Kennedy (Canada) LP <i>(four year cumulative)</i>	64,277,000 <i>(252,783,000)</i>	\$144,600 (\$504,700)	65
Triovest	26,054,000	\$57,800	39
CREIT	10,318,000	\$23,700	22

▷ MULTI-FAMILY RESIDENTIAL

Property	2014 Water Savings (£)	2014 Cost Savings (\$)	ROI (Yrs)
Wyldeewood Estates	3,418,000	\$7,600	0.7
Glenmore Heights	1,440,000	\$3,200	1.5
Outlook of Royal Mews	5,248,000	\$11,600	2.6
Inglewood Grove	4,380,000	\$9,700	0.6
Springside Villas	1,062,000	\$2,400	0.8
Wentworth Villas	1,499,000	\$3,300	0.8

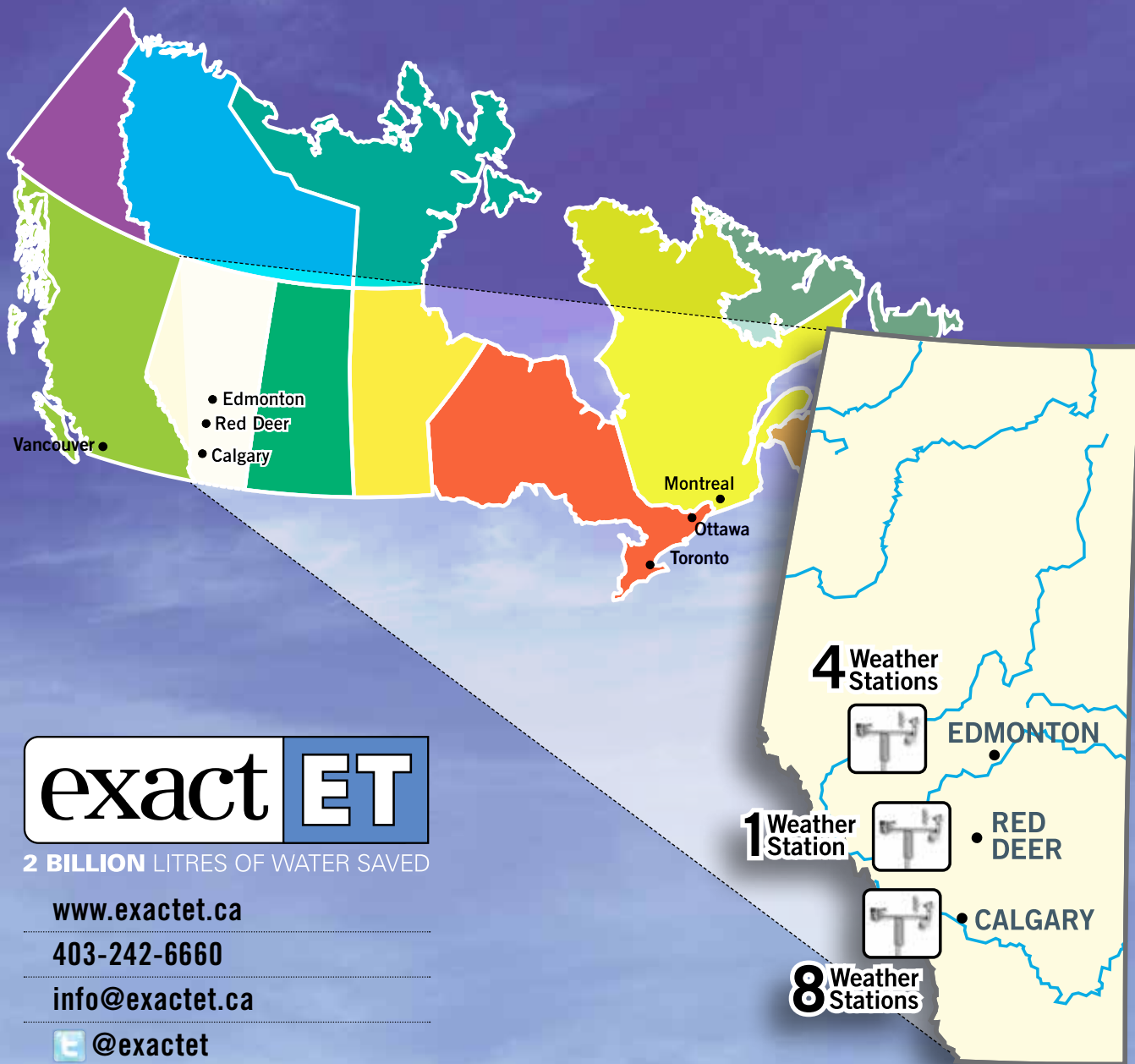
▷ GOVERNMENT/MUNICIPAL PROPERTIES

Alberta Infrastructure: Loughheed House	2,179,000	\$4,800	1.3
Town of Cochrane: Mitford Park–Ball Diamonds	2,095,000	\$3,100	0.9

results

A sample of client water savings

▶ INDUSTRIAL, COMMERCIAL AND INSTITUTIONAL			
Property	2014 Water Savings (£)	2014 Cost Savings (\$)	ROI (Yrs)
Agrium Inc: Agrium Place	1,320,000	\$2,900	0.9
Bentall Kennedy: TELUS House	2,898,000	\$6,400	0.8
Cadillac Fairview: Chinook Centre	4,149,000	\$9,200	1.0
CREIT: Norwester (Edmonton)	2,017,000	\$5,100	3.1
EPIC Realty Partners: Atria (Toronto)	9,137,000	\$27,000	0.5
First Capital Realty: Calgary South Health Region	2,738,000	\$6,100	0.6
GWL Realty Advisors: Westmount Corporate Campus	3,551,000	\$7,900	2.2
IKEA Canada: Calgary Store	7,283,000	\$16,200	0.7
Ivanhoe Cambridge: Deerfoot Meadows	13,011,000	\$28,900	0.6
Morguard Investments: Center 810	2,251,000	\$5,000	1.0
Oxford Properties: Devon Tower	486,000	\$1,100	3.8
Real Canadian Superstore: Shawnessy	2,100,000	\$4,700	1.1
RioCan: Signal Hill Shopping Centre	6,658,000	\$14,800	0.7
Triovest: Airport Park - Building10707	1,910,000	\$4,200	0.8



exact **ET**

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