

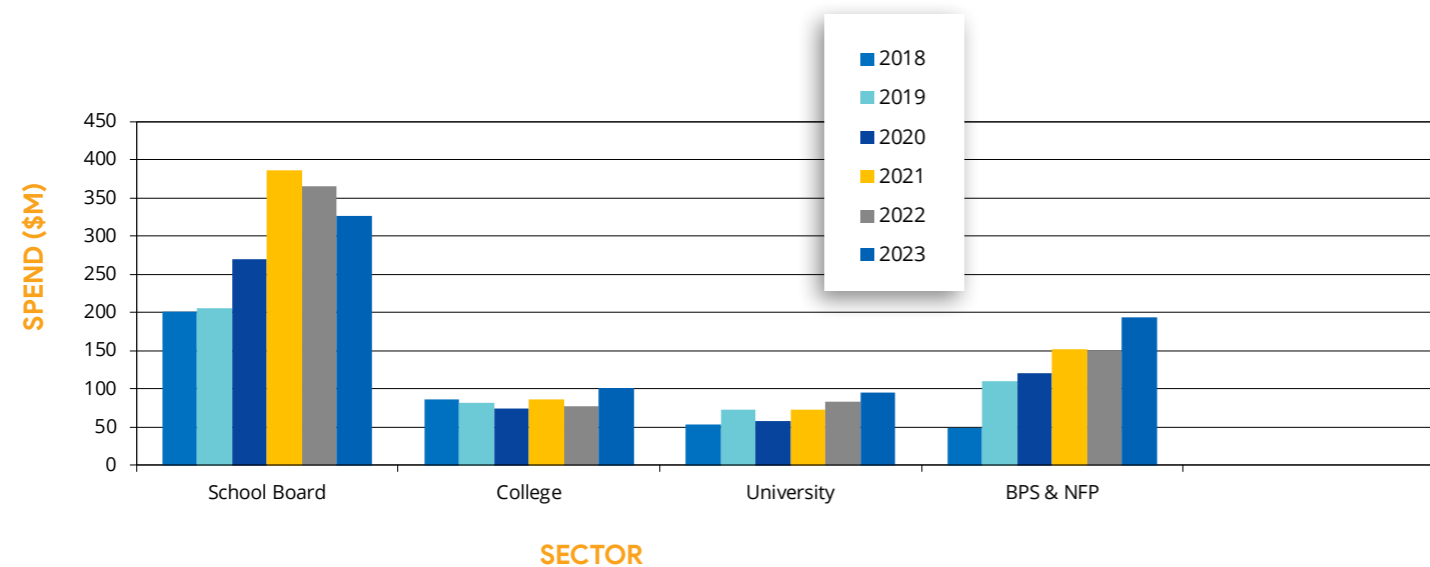
Financial Highlights

Collaborative Spend

In 2023, OECM completed a total of 21 strategic sourcing initiatives and streamlined our Marketplace to provide customers with a wider choice of products and services through 85 agreements available through 418 active supplier partners. We also facilitated a collaborative Spend of \$716 million, a 6.3% increase over 2022.

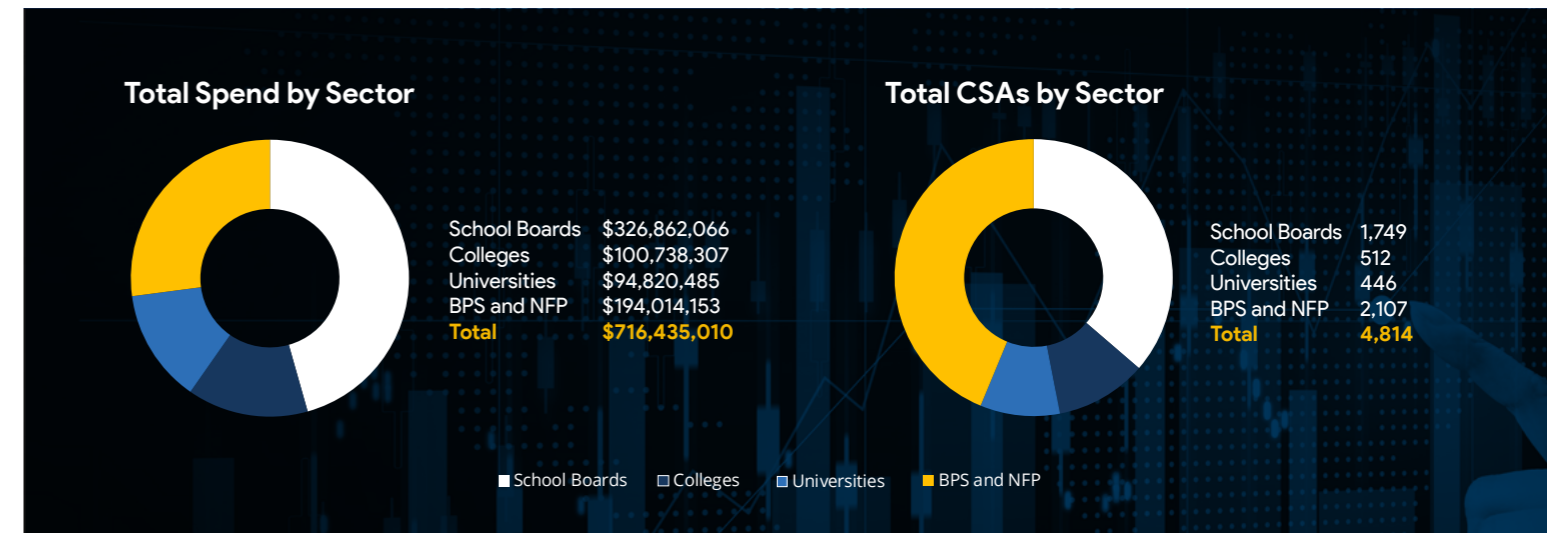
Year over Year (YOY) Spend: Six-Year Comparison

While the Education sector remains a key area of focus, we continue to work toward expanding our offering to respond to the needs of other sectors across the Province. In 2023, we facilitated a sector Spend of \$194 million in procurement from other BPS and NFP organizations, including Municipalities, representing a 27.80% increase in sector Spend compared to 2022.



Participation by Sector on all Products and Services

OECM's total collaborative Spend is driven by our customer participation across 85 categories of products and services. In 2023, OECM achieved total collaborative Spend of \$716 million through 4,814 Customer-Supplier Agreements (CSA), with the greatest participation from the School Board Sector, followed by Non-Education Sectors, the College Sector and the University Sector.



Revenues and Expenses

OECM's primary source of revenue is earned as Ontario's institutions (School Boards, Colleges, Universities, and other BPS and NFP organizations) purchase goods and services through our Marketplace. The supplier of goods and services remits a nominal cost-recovery fee to OECM, based on the amount of spend generated by these institutions. As a not-for-profit organization, all revenues are reinvested in OECM to create additional benefits for Ontario's institutions. The 2023 Audited Financial Statements were approved by the Board of Directors at the April 9, 2024 Regular Board Meeting and are available upon request.

