

**DECARBONIZING &  
INCREASING PROFITS:**

**OUR INDUSTRY CAN HAVE  
BOTH**



At **Anova**, we believe in a

**SAFE,**

**CLEAN,**

**EFFICIENT WORLD,**

where industrial resources

are **ALWAYS**

**ACCESSIBLE**

**ANYTIME, ANYWHERE.**



# TRANSFORM YOUR BUSINESS

Using the Transform Service, Anova has helped customers achieve a

# 55%

**AVERAGE FILL RATE**

30% better than the industry average

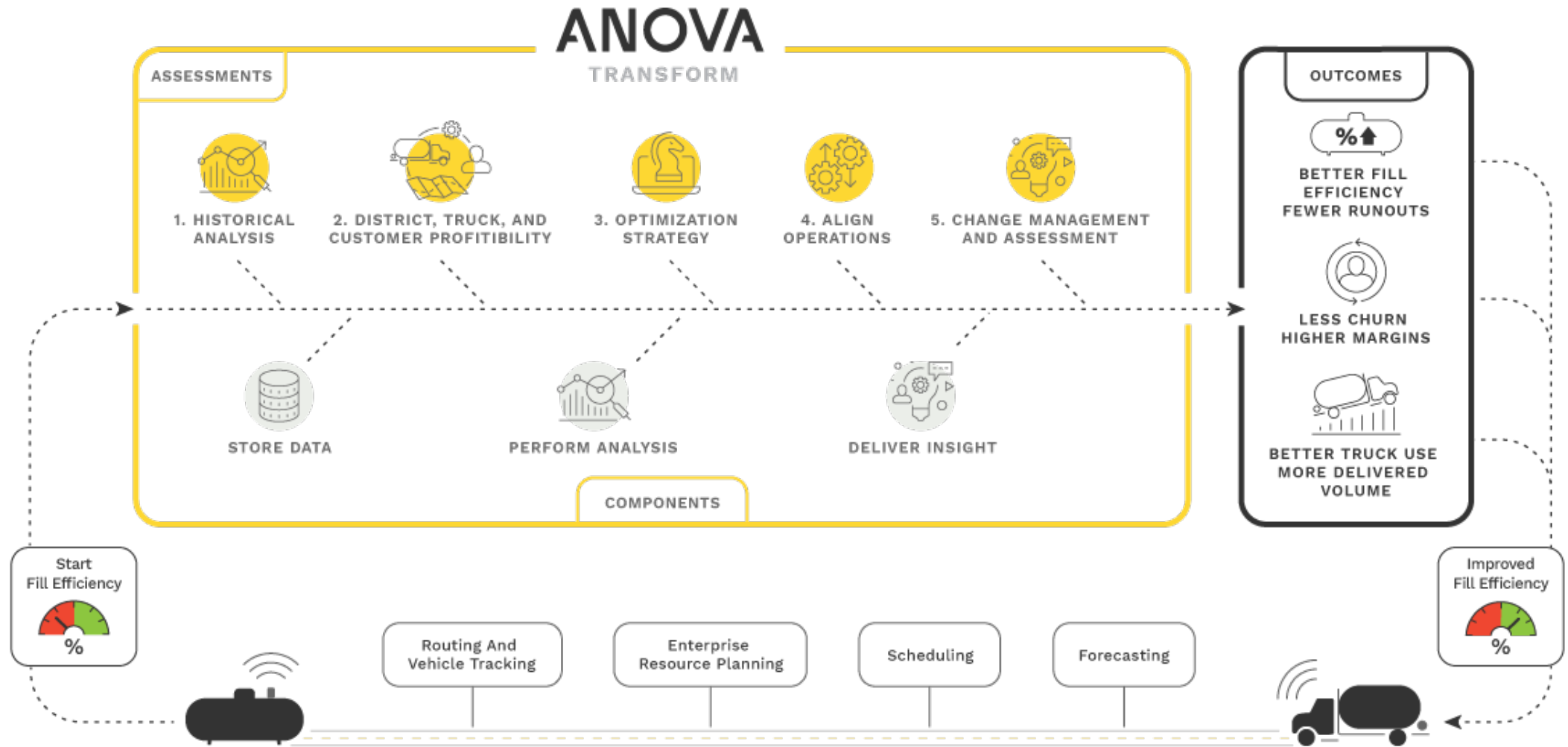
Anova helped us map out and drive

# \$1.4 million

in direct distribution cost savings by showing us the optimal locations to place our 10,000 tank monitors.

- Anova Customer






# WHAT IS ANOVA TRANSFORM?



# HOW CAN ANOVA TRANSFORM HELP YOU?

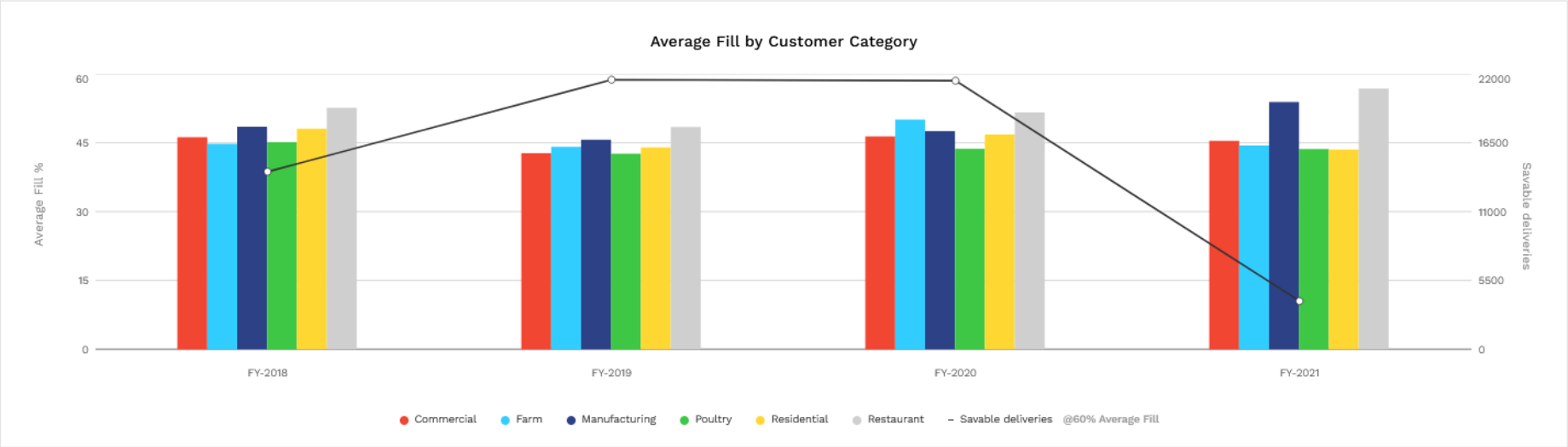
# HISTORIC PERFORMANCE ASSESSMENT

## PERFORMANCE SUMMARY

	FY-2019	FY-2018	FY-2019	FY-2020	FY-2021
SITES	21,630	19,065	21,630	23,523	11,764
DELIVERIES	85,340	68,045	85,340	93,570	20,321
GALLONS	18,680,439	16,459,553	18,680,439	21,754,194	4,667,463
AVERAGE FILL					
SAVABLE DELIVERIES	23,147	15,165	23,147	23,245	4,123
ZERO GALLON DELIVERIES	4,514	2,767	4,514	3,811	987
RUNOUT RATE	1%	1.7%	1%	1.1%	0.64%
AVERAGE GALLONS/DELIVERY	219	242	219	232	230
DELIVERY COST/GALLON	\$0.30	\$0.27	\$0.30	\$0.29	\$0.29
EXCESS DELIVERIES COST	\$1,539,275.50	\$1,008,472.50	\$1,539,275.50	\$1,545,792.50	\$274,179.50
NUMBER OF TRUCKS	53	49	53	54	47
AVERAGE DELIVERIES/TRUCK	1,610	1,389	1,610	1,733	432
MAXIMUM DELIVERIES/TRUCK	3,481	3,290	3,481	3,965	1,197

# HISTORIC PERFORMANCE ASSESSMENT

## CUSTOMER CATEGORY ANALYSIS













< **FY-2020** >

SPLIT BY  
TELEMETRY  
On

	Monitored				Unmonitored			
Category	Sites	Deliveries	Gallons	Avg. Fill	Sites	Deliveries	Gallons	Avg. Fill
Commercial	764	4,897	2,273,063	54%	1,255	7,775	2,146,195	42%
Farm	51	251	120,453	54%	91	287	73,325	47%
Manufacturing	4	29	9,812	56%	12	33	12,188	40%
Poultry	366	3,822	1,999,793	47%	801	8,136	3,442,337	42%
Residential	3,645	11,346	2,745,796	55%	17,245	50,386	7,488,703	45%
Restaurant	57	894	285,237	52%	37	325	80,793	52%

# HISTORIC PERFORMANCE ASSESSMENT

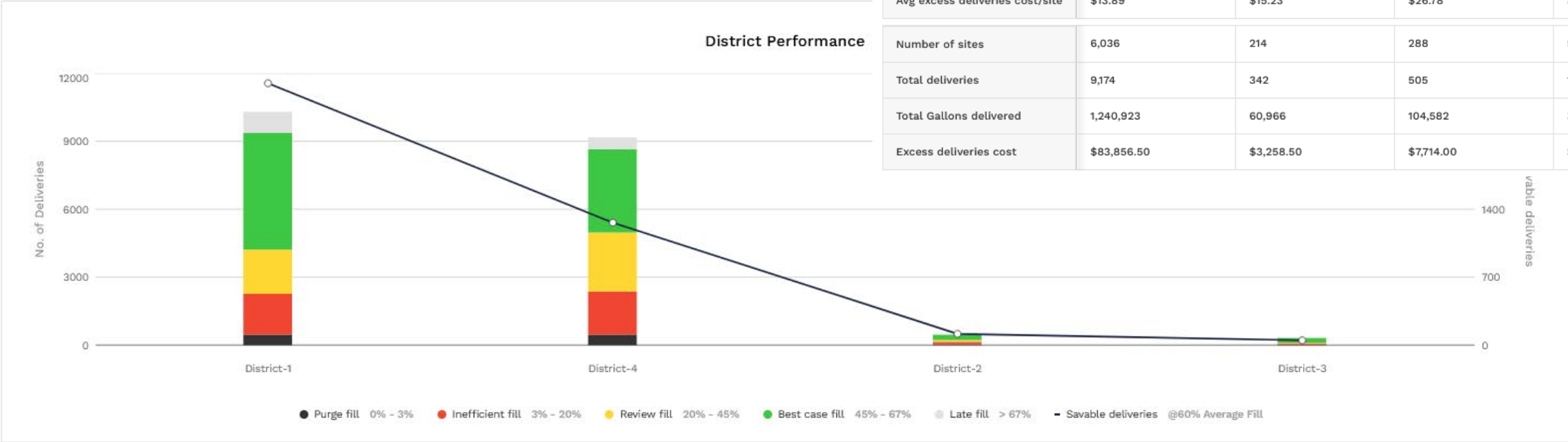
## INDUSTRY BENCHMARKING

	HISTORICAL	FY-2018	FY-2019	FY-2020	FY-2021
BEST ●	49%	54%	54%	55%	54%
BENCHMARK ●	44%	46%	44%	45%	46%
WORST ●	36%	37%	33%	31%	40%
TARGET FILL	60%	60%	60%	60%	60%
ACTUAL	46%	48%	44%	47%	44%
ACTUAL VS BENCHMARK	 2%	 2%	 0%	 2%	 -2%
ACTUAL VS TARGET	 -14%	 -12%	 -16%	 -13%	 -16%
SAMPLE SITES	690,720	367,164	417,844	380,429	54,848
SAMPLE DELIVERIES	8,173,265	1,185,838	1,500,539	1,272,814	84,211

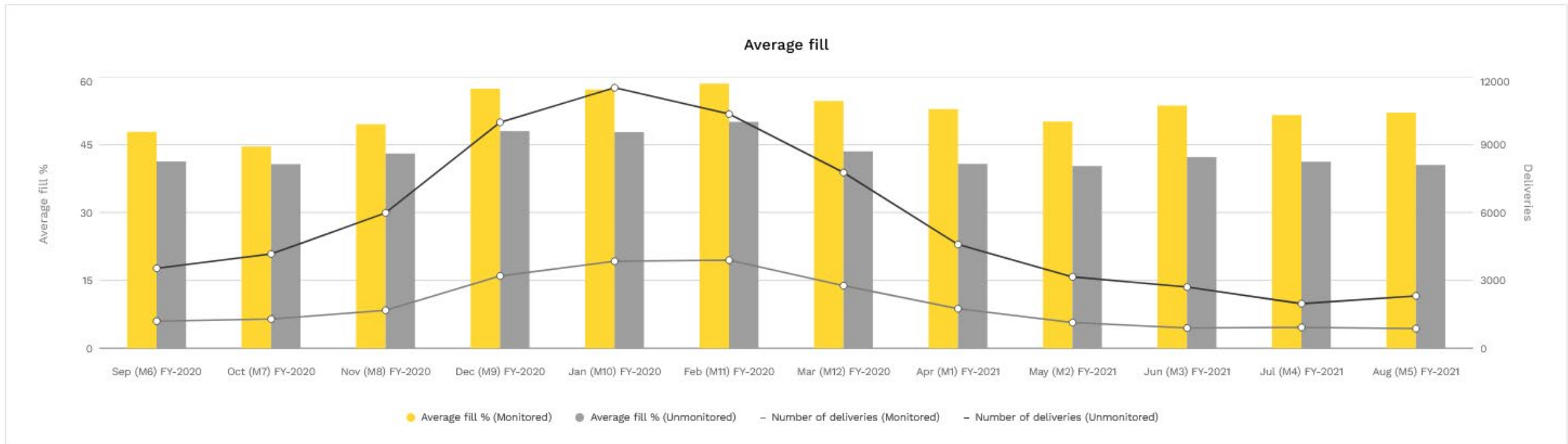
# HISTORIC PERFORMANCE ASSESSMENT

## DISTRICT BENCHMARKING

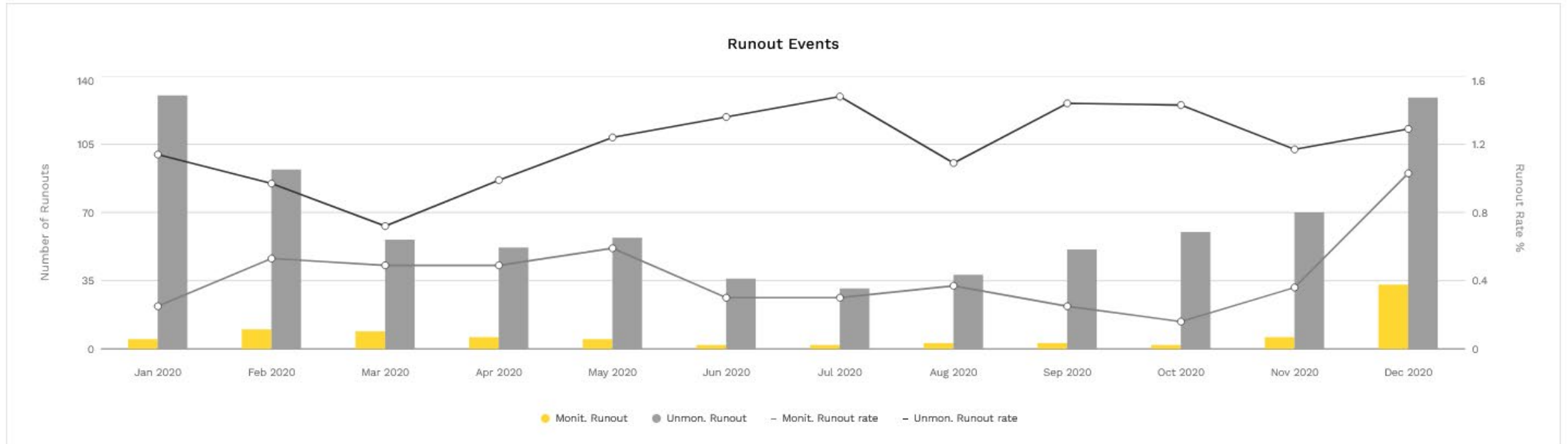
	DISTRICT-4	DISTRICT-3	DISTRICT-2	DISTRICT-1
Ranking	★	★	★	4
Average fill	41%	47%	44%	46%
% of Best Case Fills	41%	64%	48%	50%
% Excess fills	14%	15%	23%	27%
% Overfills	2%	1%	1%	2%
Gallons/delivery	135.27	178.27	207.1	316.61
Delivery cost/Gallon	\$0.49	\$0.37	\$0.32	\$0.21
Avg excess deliveries cost/site	\$13.89	\$15.23	\$26.78	\$34.32
Number of sites	6,036	214	288	5,226
Total deliveries	9,174	342	505	10,300
Total Gallons delivered	1,240,923	60,966	104,582	3,260,990
Excess deliveries cost	\$83,856.50	\$3,258.50	\$7,714.00	\$179,350.50



# ANALYZE MONITOR IMPACT OF DISTRIBUTION HISTORICAL AVERAGE FILL



# ANALYZE MONITOR IMPACT OF DISTRIBUTION RUNOUT SERVICE FAILURES



Runouts / Year	1	2	3	4+	Total Runouts	Runout Rate
All	<u>742</u>	<u>55</u>	<u>7</u>	<u>3</u>	888	1%
Monitored	<u>130</u>	<u>10</u>	<u>2</u>	<u>1</u>	160	0.2%
Unmonitored	<u>612</u>	<u>45</u>	<u>5</u>	<u>2</u>	728	0.8%

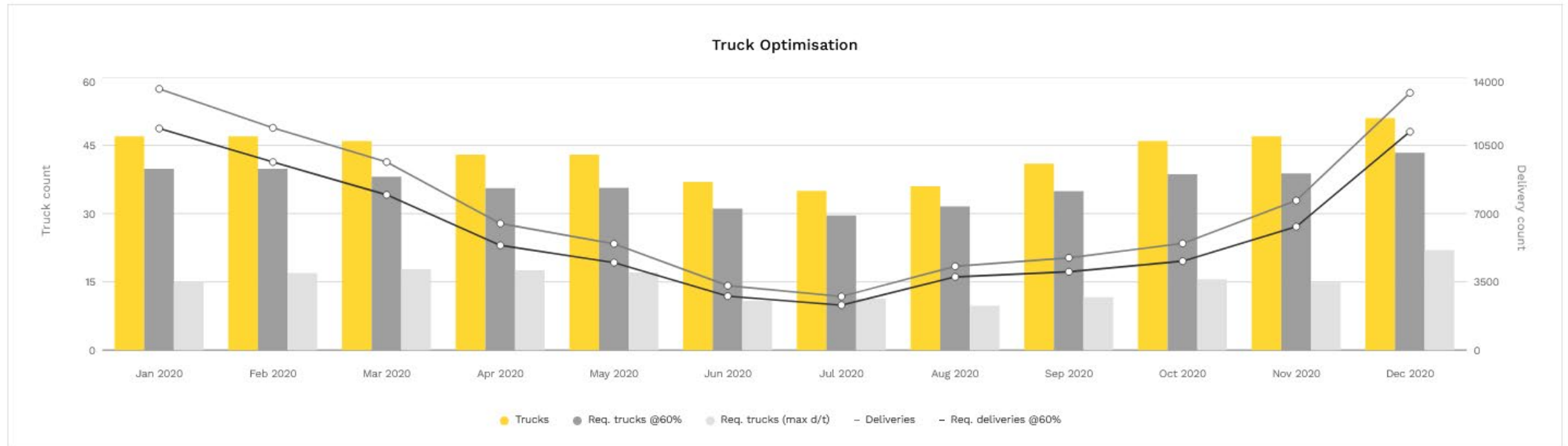
# ANALYZE MONITOR IMPACT OF DISTRIBUTION

## MONITOR IMPACT METRICS

	Monitored	Unmonitored
Average fill	55%	45%
Best case fill 45 - 67%	69%	41%
Review fill 20 - 45%	10%	24%
Inefficient fill 3 - 20%	6%	19%
Runout events	79	497
Number of sites	5,088	16,770
Total deliveries	16,084	44,427
Total Gallons	5,789,543	8,874,142
Gallons/delivery	359	199
Delivery cost/Gallons	\$0.18	\$0.33
Savable deliveries @60%	2,640	10,578
Excess deliveries cost @ \$66.5	\$175,560.00	\$703,437.00

# FLEET OPTIMIZATION

## TRUCK UTILIZATION AND PRODUCTIVITY



DELIVERIES/TRUCK (D/T)	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Average	285	242	209	151	126	89	78	119	115	118	163	258	1,953
Maximum	753	569	448	306	263	255	204	385	346	293	426	510	4,758

# EFFICIENCY DRIVES IMPROVED PROFITABILITY

- Anova Transform provides the services to not only assess where to deploy monitors but also charts their impact on critical KPIs:
  - Continually assess the impact of the monitor program on avg fill, reduction in OOG events, truck productivity
  - Track if the ERP SW is leveraging monitor data
- With the right data inputs Transform can also assess the impact of improved delivery efficiency on profits

		TOTAL	10%	20%	40%	60%	80%	100%
CURRENT DELIVERIES	Accounts	39,596	1,610	3,069	9,645	15,060	9,131	1,081
	Gallons	19,417,060	93,225.5	390,237.9	3,215,396.2	9,800,151	5,482,704	435,346
	Avg USD/Gallon	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
	Revenue (\$2.00/gallon)	\$38,834,122.00	\$186,451.00	\$780,475.76	\$6,430,792.30	\$19,600,302.00	\$10,965,408.00	\$870,692.00
	COGS (\$1.00/gallon)	\$19,417,061.00	\$93,225.50	\$390,237.88	\$3,215,396.20	\$9,800,151.00	\$5,482,704.00	\$435,346.00
	GM	\$19,417,061.00	\$93,225.50	\$390,237.88	\$3,215,396.20	\$9,800,151.00	\$5,482,704.00	\$435,346.00
	Deliveries	83,674	2,730	5,087	19,676	38,699	16,213	1,269
	Delivery cost (\$61.50/drop)	\$5,145,951.00	\$167,895.00	\$312,850.50	\$1,210,074.00	\$2,379,988.50	\$997,099.50	\$78,043.50
	Contribution	\$14,271,109.00	-\$74,669.50	\$77,387.38	\$2,005,322.20	\$7,420,162.60	\$4,485,604.50	\$357,302.50
	Margin	37%	-40%	10%	31%	38%	41%	41%
REQUIRED DELIVERIES	Deliveries @60%	55,633	338	1,213	9,153	28,978	14,718	1,233
	Deliveries cost (\$61.50/drop)	\$3,421,429.40	\$20,787.00	\$74,599.50	\$562,909.50	\$1,782,147.00	\$905,157.00	\$75,829.50
	Contribution	\$15,995,631.00	\$72,438.50	\$315,638.38	\$2,652,486.70	\$8,018,004.00	\$4,577,547.00	\$359,516.50
	Contribution increase	\$1,724,521.10	\$147,108.00	\$238,251.00	\$647,164.50	\$597,841.30	\$91,942.40	\$2,214.00
	Margin	41%	39%	40%	41%	41%	42%	41%
MAX. TRUCK	Deliveries cost (\$15.07/drop)	\$838,454.30	\$5,094.06	\$18,281.33	\$137,946.41	\$436,732.30	\$221,817.48	\$18,582.75
	Contribution	\$18,578,606.00	\$88,131.44	\$371,956.56	\$3,077,449.60	\$9,363,419.00	\$5,260,886.40	\$416,763.24
	Contribution increase	\$4,307,496.30	\$162,800.94	\$294,569.18	\$1,072,127.40	\$1,943,256.30	\$775,281.90	\$59,460.76
	Margin	48%	47%	48%	48%	48%	48%	48%

# EFFICIENCY DRIVES COST SAVINGS & REDUCED EMISSIONS

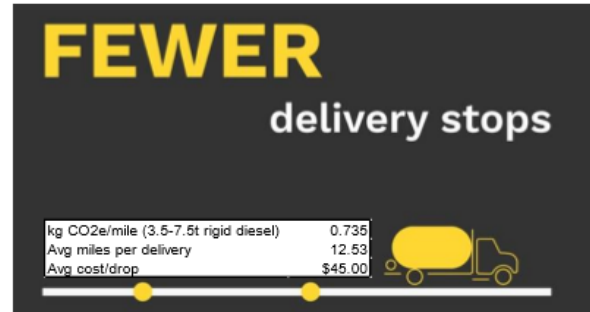
- Anova Transform business analytics contains 10+ million delivery records across 70+ LPG distributors
- Let's look at 11 LPG suppliers and a typical year
- Deployment strategy driven by reducing distribution cost and avoiding out of gas events
- The resulting savings provided exciting ROI and an opportunity to improve customer churn
- The dividend from reduced mileage in CO2e emissions savings is significant

11,845,059 miles driven

992,048 deliveries

312,422 sites

39,078 monitors



46,612 less drops

\$2,097,562 savings

583,993 fewer miles

429 tonnes CO2e saved

**EASY**

**RELIABLE**

**WORTH IT.**

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**ANOVA**