

# Fresh thinking. Fast drying. Fantastic results.

Corporate Presentation

January 2025



TSX-V:ENW



This presentation contains forward-looking information based on management's expectations, estimates and projections about the future, including statements about EnWave's strategy for growth, product development, market position, expected expenditures and operational & financial results. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated and are not a guarantee of future performance and involve a number of risks, uncertainties and assumptions. All third party references to market information in this presentation are not guaranteed to be accurate as EnWave did not conduct the original primary research. Please see "Risk Factors" in EnWave's Annual Information Form for the year ended September 30, 2023 available on SEDAR under EnWave's profile at [www.sedar.com](http://www.sedar.com). Although EnWave has attempted to identify important factors that could cause actual results to differ materially, there may be other factors that cause results not to be as anticipated, estimated or intended. Accordingly, readers should not place undue reliance on forward-looking statements. EnWave's forward-looking information is based on the beliefs, expectations and opinions of management of EnWave on the date the statements are made. EnWave does not assume any obligation to update forward-looking information, whether as a result of new information, future events or otherwise, other than as required by applicable law. Amounts shown herein are in Canadian dollars unless otherwise stated.

NON-IFRS MEASURES – Management uses certain non-International Financial Reporting Standards ("IFRS") measures that it believes are useful to investors in evaluating the performance and results of EnWave. The term "Adjusted EBITDA" refers to earnings before deducting amortization and depreciation, stock-based compensation, foreign exchange gain or loss, finance expense or income, income tax expense or recovery and non-recurring income and expenses, restructuring and severance charges and discontinued operations. Management believes that Adjusted EBITDA is a useful measure as it provides an indication of the operational results of our business. Adjusted EBITDA does not have a standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures provided by other companies. Investors are cautioned that Adjusted EBITDA should not be construed as an alternative to operating income determined in accordance with IFRS as an indicator of EnWave's financial performance or as a measure of its liquidity and cash flows.

- EnWave is the global leader in the innovation and application of vacuum microwave dehydration, also known as REV™, a proven, consistent and scalable way to dry organic materials quickly and efficiently.
- Expanding razor and blade business model by signing perpetual royalty agreements on the back of REV machines sales to international blue-chip brands including Dole, Calbee, etc.
- Innovative REV technology has diverse industry applications including food, pharma, and cannabis and is protected by 18 patents.
- Headquartered in Delta, BC, Canada supported by experienced management team and board of directors

<b>Capital Structure</b> (January 9, 2024)	
Ticker Symbol	ENW
Last Price	\$0.215
52-Week Range	\$0.185 - \$0.43
Basic S/O <sup>2</sup> (M)	110.8
Fully-Diluted ITM S/O <sup>3</sup> (M)	114.4
FD Market Capitalization (M)	\$24.6
Debt (M) – Sept 30, 2024 <sup>1</sup>	-
Cash (M) – Sept 30, 2024	4.8
Enterprise Value (M)	\$19.8
Avg. 3M Daily Trading Volume	43,990
Fiscal Year-End	Sept. 30

Notes:

1. Excludes lease liabilities
2. Share data as of Sept 30, 2024, per FY 2024 MD&A
3. Includes 3.11M options at \$0.23 issued in Oct 2024 and 0.36M RSRs outstanding as of Sep 2024. Excludes 3.98M options w/ avg. strike of \$0.71 as of Sept 30, 2024



# Our Global Platform: 50+ Blue-Chip Partners Across 25+ Countries



### Innovative Technology

Solution to a Problem, Superior Outcomes, Energy Efficient

### Competitive Advantages

First-Mover, 18 Patents, Blue-Chip References and Customer Base

### Large, Diverse & Growing Market

\$9B annual machine TAM and \$200B+ annual royalty TAM

### Blue-Chip Platform & Customers

50+ Established Brands in 25+ Countries Trust EnWave's REV Platform

### Highly Attractive Business Model

Scalable, recurring, asset-light, and high margin capacity

### Newly-Funded to Accelerate Growth

Secured \$5M of non-dilutive financing to accelerate global sales

### Strong & Aligned Leadership Team

Experienced and dedicated team championing success





**Commercial drying** is integral to food, cannabis, and pharmaceutical production, but the traditional methods of freeze-drying, air drying and other incumbents aren't enough to meet industry needs.

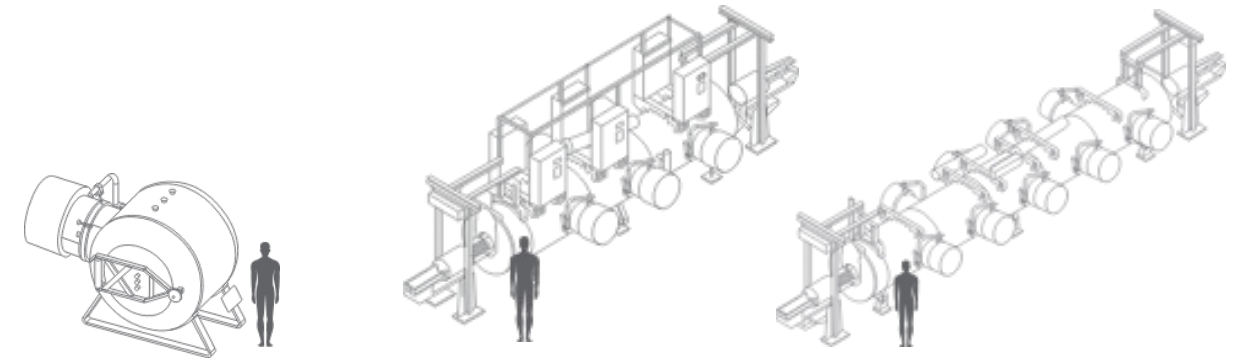
- There's no room for innovation or growth
- It takes too long
- It requires too much space
- The results are often underwhelming



## EnWave's Patented REV™ Technology

### REV™ stands for “Radiant Energy Vacuum”

It's our own patented process of vacuum microwave drying that dehydrates food and plants more efficiently and of a higher quality than ever before.



### Radiant Energy

- Fast and uniform volumetric heating
- Precise temperature regulation, process control and customization
- 85-90% efficient energy transfer

### Vacuum

- Lower boiling point for fast, low-temp processing
- Quick dehydration without oxidizing
- Closed system captures volatilized components
- Can add a pleasing puff to products





# 9+ Ways REV™ Technology Wins

## Dry better, faster.



### Opportunity for Innovation

Never-before-seen products



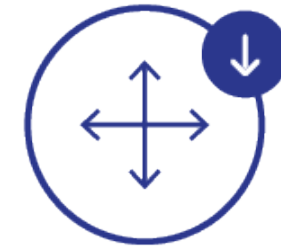
### Higher Quality Products

Better nutrition, taste, texture, flavor, composition



### More Control and Consistency

Precise, volumetric, customized drying



### Reduced Footprint

Up to 30% less space than traditional drying



### Fast, Gentle Drying

About 5x faster than freeze-drying



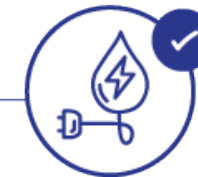
Upcycle produce



Minimal CO2



Conserves water



Energy efficient



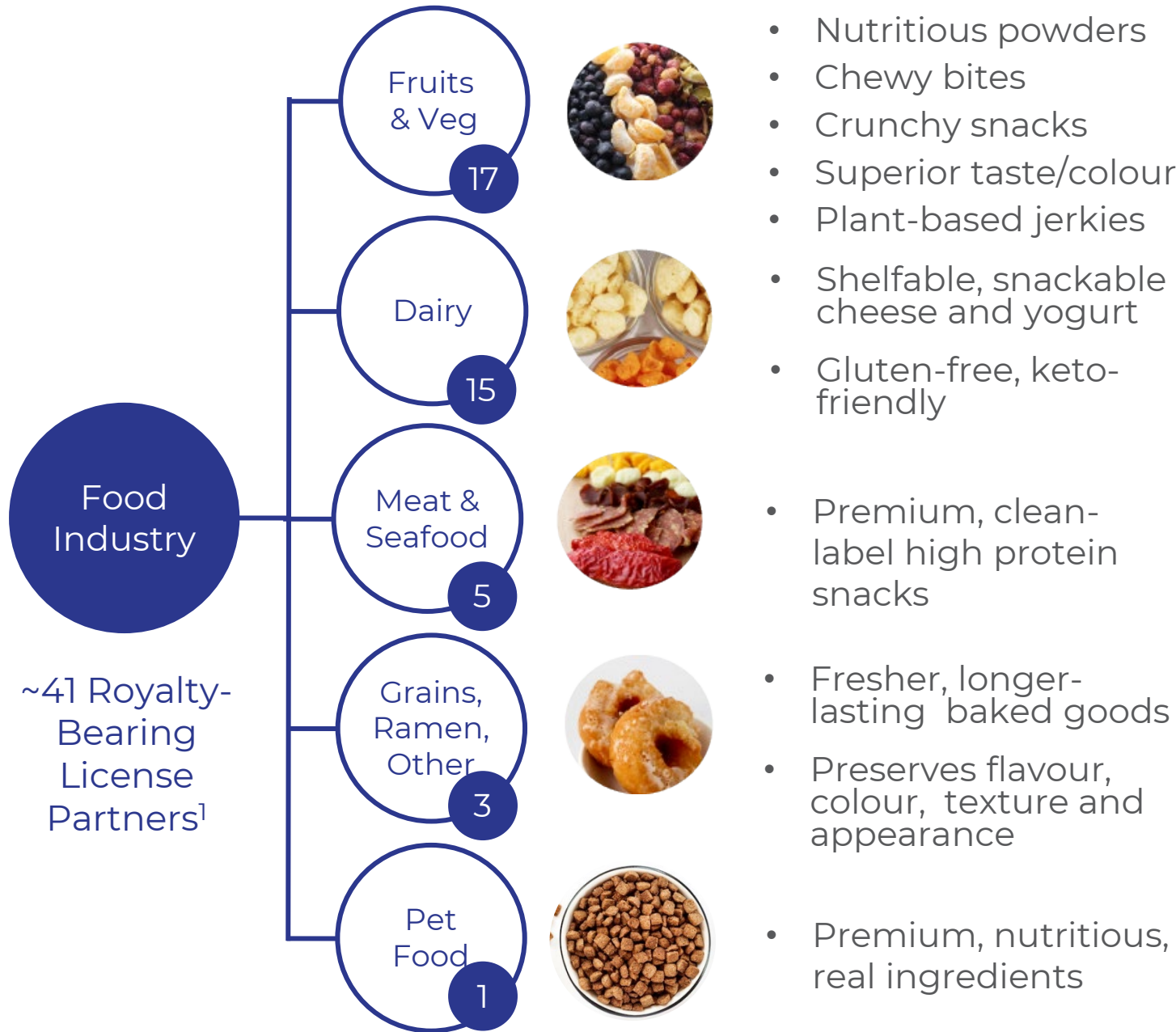
# REV™ vs Air vs Freeze Drying

Drying Result <sup>1</sup>	Freeze Dried	Air Dried	REV™ Dried
<b>Time</b>	15-25 hours	8 hours	<b>1-2 hours</b>
<b>Taste</b>	Concentrated	Mild	<b>Intense</b>
<b>Texture</b>	Styrofoam	Tough/Crumbly	<b>Chewy or Crunchy</b>
<b>Color</b>	Bleached	Dark	<b>Brilliant</b>
<b>Aroma</b>	Little	Mild	<b>Intense</b>
<b>Nutrition</b>	Very High	Low	<b>Very High</b>
<b>Energy Use</b>	Very High	Moderate - High	<b>Low - Moderate</b>

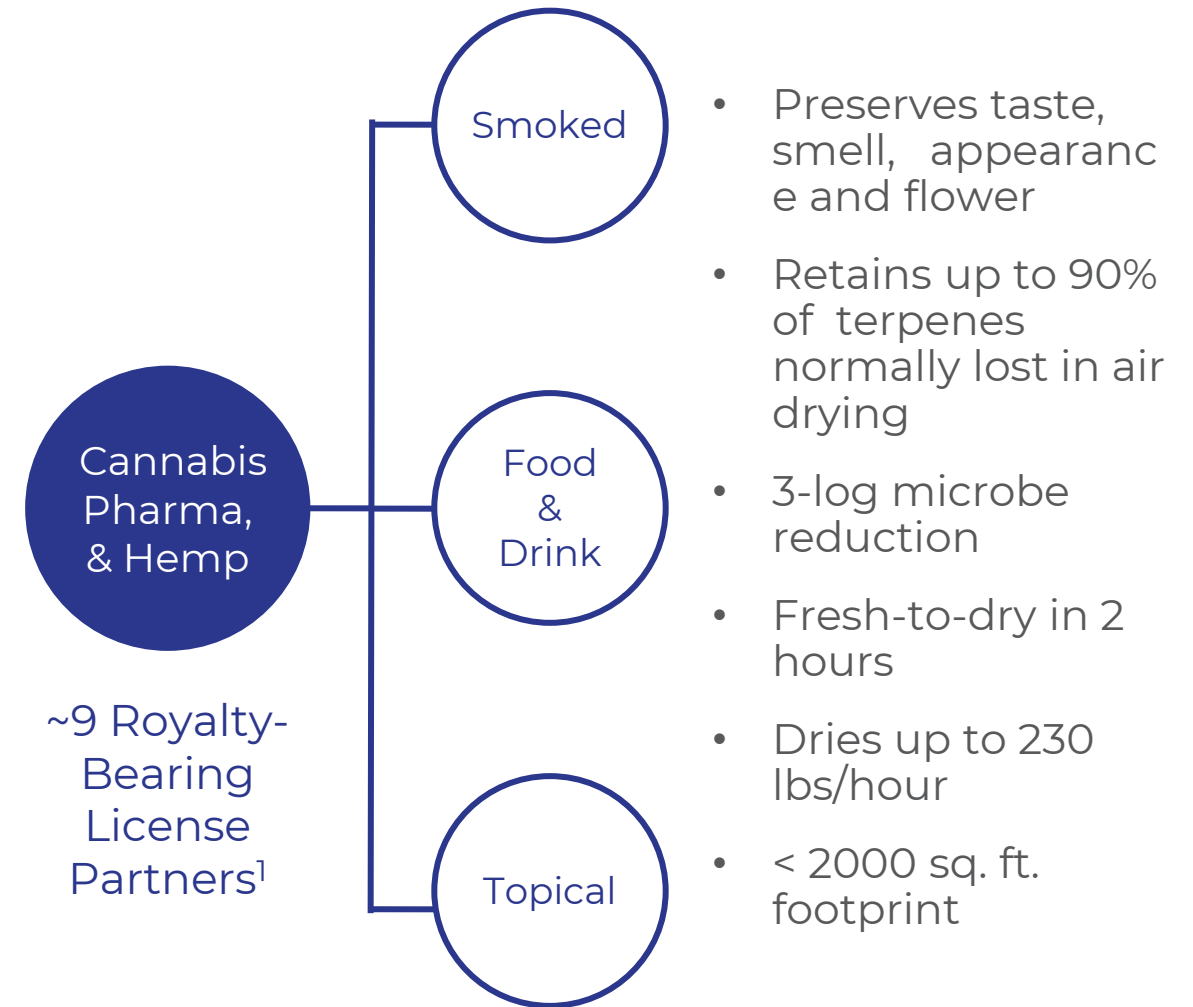
Notes:  
1. Drying results will vary depending on the underlying material..

# Where REV™ Fits in The Global Market

## Core Markets



## Adjacent Markets



Notes:  
1. A royalty-bearing license may cover a number of different products

# A Large and Growing Market Supported by Positive Trends

## Increased Consumer Health Awareness & Snacking

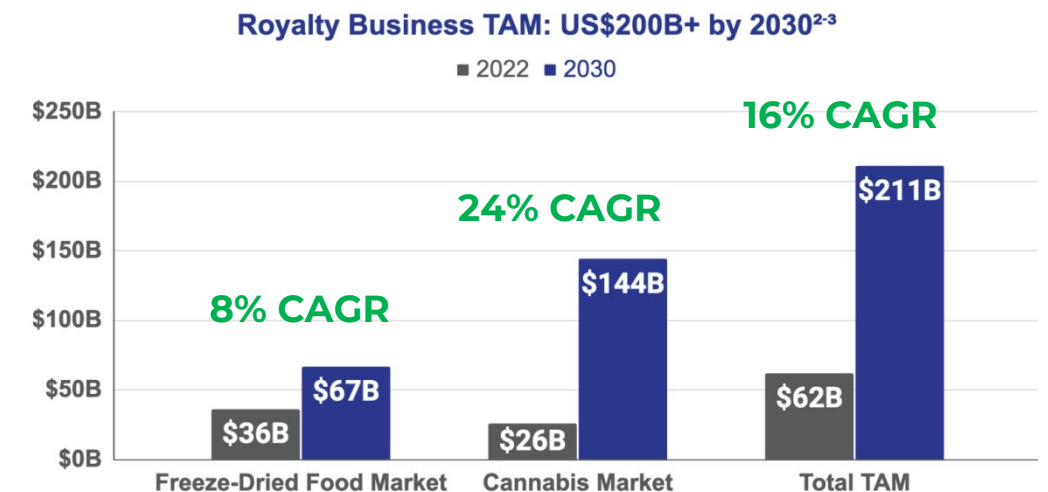
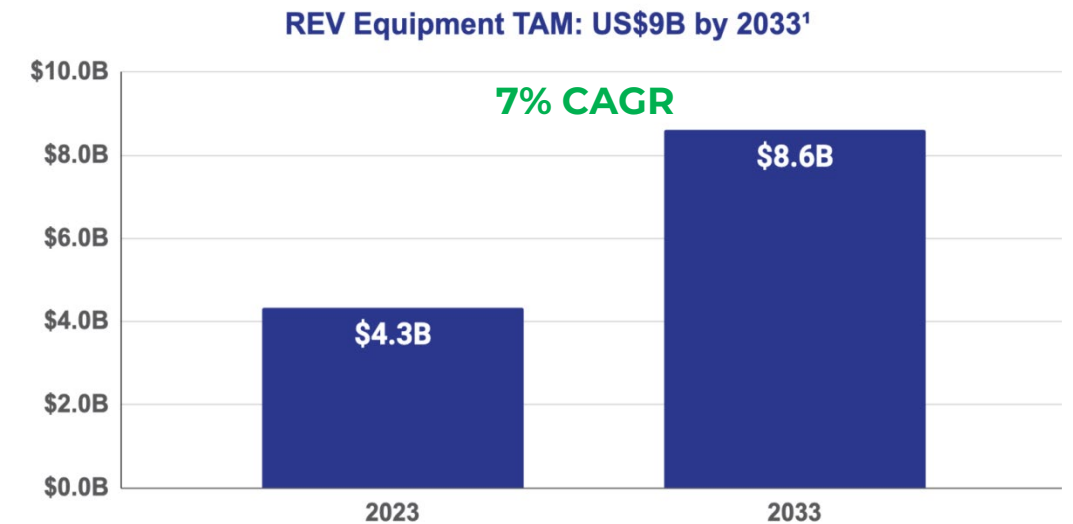
- REV™-dried products retain more nutrients and have superior taste than traditional freeze-drying methods
- 56% of consumers switched to healthier snacks in 2021<sup>5</sup>
- “Surging snack consumption in China”<sup>1</sup> & higher post-Covid U.S. snack consumption<sup>6</sup> driving demand for food drying equipment

## Appetite for Innovation in the Food Industry

- REV™ technology offers a quicker, higher-quality, and more reliable method to meet growing food demands
- Innovation is needed to address global population growth, labor challenges, supply chain risks, new consumer behaviors
- “It’s a golden age of food science and technology” - Canadian Food Innovation Network, February 2023

## Legalization of Cannabis

- Increasing legalization of cannabis in markets such as the U.S. and Europe will drive demand for cannabis product
- REV™ technology offers a more uniform and energy efficient drying process while reducing floor space for “drying rooms”
- Cannabis occupied a small proportion of ENW’s FY22 sales mix



### Notes

1. Future Market Insights “Freeze Drying Equipment Market”
2. Grand View Research “Freeze-Dried Food Market Size 2022-2030”
3. Research and Markets “Global Cannabis Market Size 2022-2030”
4. Combined 7.6% and 23.9% CAGR from Sources 1 and 2, respectively
5. Snack and Bakery Blog
6. Fortune Magazine “Millennials and Gen Z’s rebellion against their parents’ rules is spawning a \$181 billion industry that makes everything into a snack”

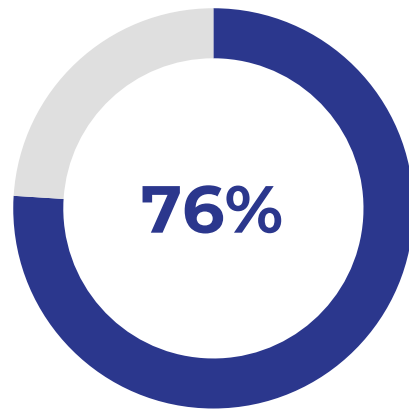


## 1 Sales & Rentals

Made up 76% of EnWave's total revenue in FY24. Includes both new and repeat purchase orders.

10kW: \$300,000

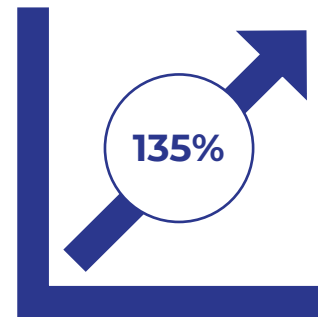
60-120kW: \$1.75M - 2.5M



**TOTAL REVENUE  
FY2024**

## 2 REV™ Royalties

Source of perpetual cash royalties for the life of the commercial license agreement. 34% increase in 2024, from \$1.47M to \$1.96M, and expect more royalty growth in FY2025 and beyond.



**5-YEAR INCREASE  
(23.8% CAGR)**

## 3 Toll Drying Service

Toll drying enables food companies to launch REV-dried products with less upfront risk. New contracts expected for FY25, with goal of converting to licensed royalty partners.

**~\$2M**

**EXISTING REVENUE  
CAPACITY PER YEAR**

# Why Do Customers Choose EnWave?

**EnWave is the global leader** in the innovation and application of vacuum microwave dehydration, and the creator of REV™ technology. Since 2009, it has been our mission to partner with food and cannabis companies who are looking for a reliable, scalable solution to their drying and processing challenges.

## REV™ Technology

- Proven
- Scalable
- Innovative
- Competitive
- Customizable
- Protected (18 patents)

## Expert Service

- Industry leaders
- Food scientists
- Drying experts
- Collaborative
- 24/7 Remote Support

## Proven Process

- Established
- Lower-risk entry
- Global service reach
- Revenue diversification opportunities



# 3 Step Sales Process

## 1 Collaborative R&D

Prospects visit our facility and work with our team of experts to explore the possibilities. When ready, they can rent a 10kW machine to test their product or test the market with our REVworx™ Toll Drying service.

**~3 – 12 Months**

## 2 License & Rollout

REV machines (usually larger-scale units) are sold with a commercial license agreement. Once signed, our global support team leads installation and training.

**~6 – 12 Months**

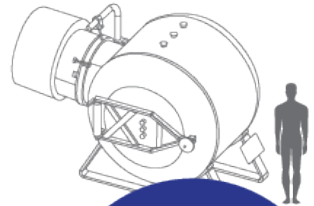
## 3 Royalties & Support

Active REV units begin generating royalties while we provide 24/7 remote troubleshooting and ongoing technical and process support for the life of the agreement.

**Perpetual**







**BEST FOR  
R&D and  
small-scale  
producers**



**BEST FOR  
large-scale  
producers**



**BEST FOR  
industry  
leaders**

Freq: 2450 mHz  
Vacuum: 12-300 Torr  
Size: 7.9 x 5.8 ft  
(2.4 x 1.8 m)  
Ceiling: 10 ft (3.1m)

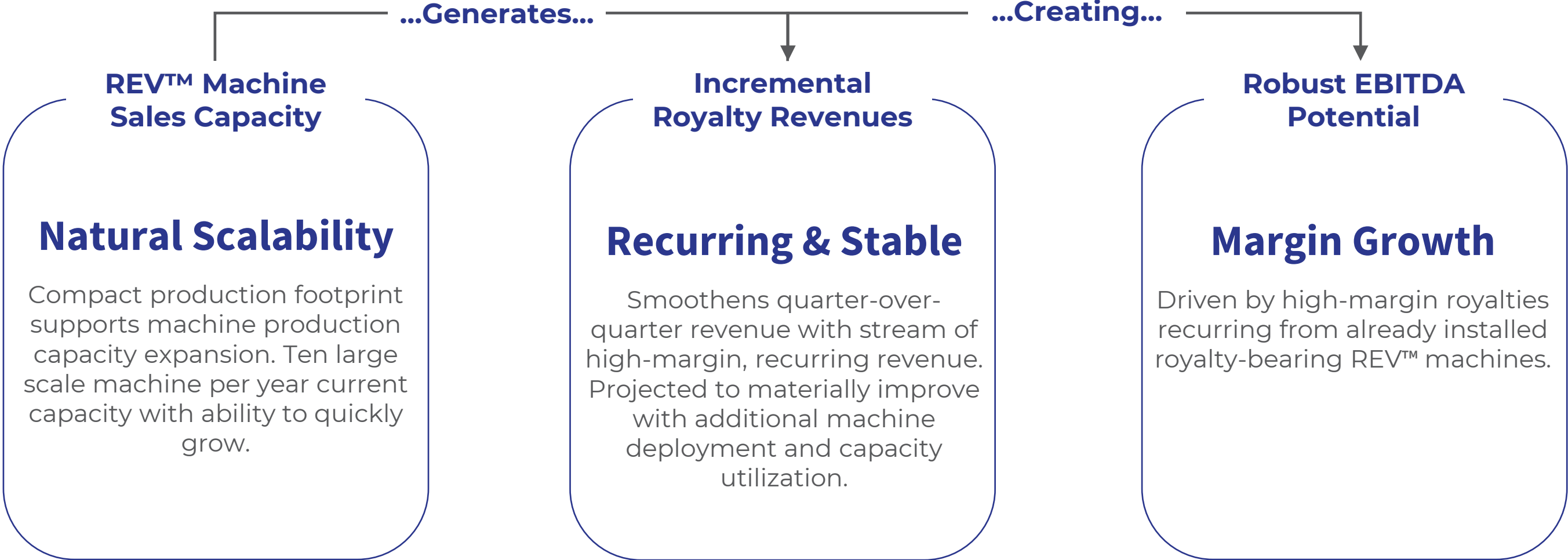
**List Price: \$300K**

Freq: 2450 mHz  
Vacuum: 25-300 Torr  
Size: 38.3 x 12.5 ft  
(12.2 x 4.6 m)  
Ceiling: 15 ft (4.6m)

**List Price: \$1.75M**

Freq: 2450 mHz  
Vacuum: 23-300 Torr  
Size: 55.7 x 14.8 ft  
(16.6 x 4.6 m)  
Ceiling: 15 ft (4.6m)

**List Price: \$2.5M**



**Deployment of New REV™ Machines, Higher Machine Utilization, and Requisite Royalty Growth to Drive Margin Expansion**

## Up to \$5M of Non-Dilutive Financing Secured to Drive Enhanced Sales Strategy Led by New VP Global Sales and Business Development

- 1. Onboarding Two International BDMs**
  - Expand sales team footprint with local representation
- 2. Market Expansion Focus**
  - Tap into existing and emerging market regions with high growth potential
- 3. Foster Robust Pipeline**
  - Strengthen sales pipeline to ensure consistent growth
- 4. Marketing & Tradeshow Strategy**
  - Increase brand visibility and generate new leads through targeted tradeshows and boost awareness of our innovative technology



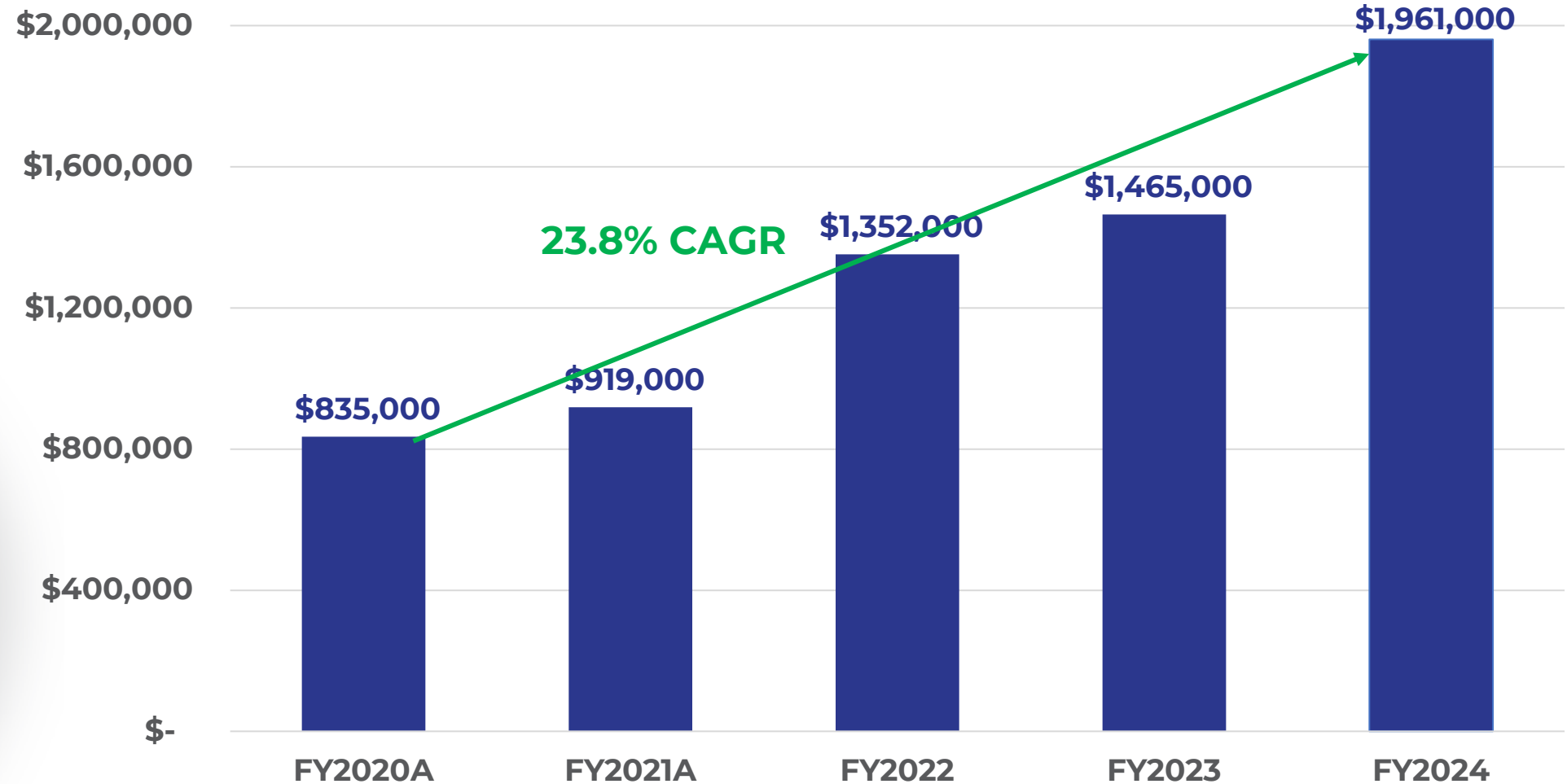
	Food Partners		Cannabis Partners
	Service Partners		Innovation Centers



# Growing Stream of Recurring Revenue from REV™ Royalties

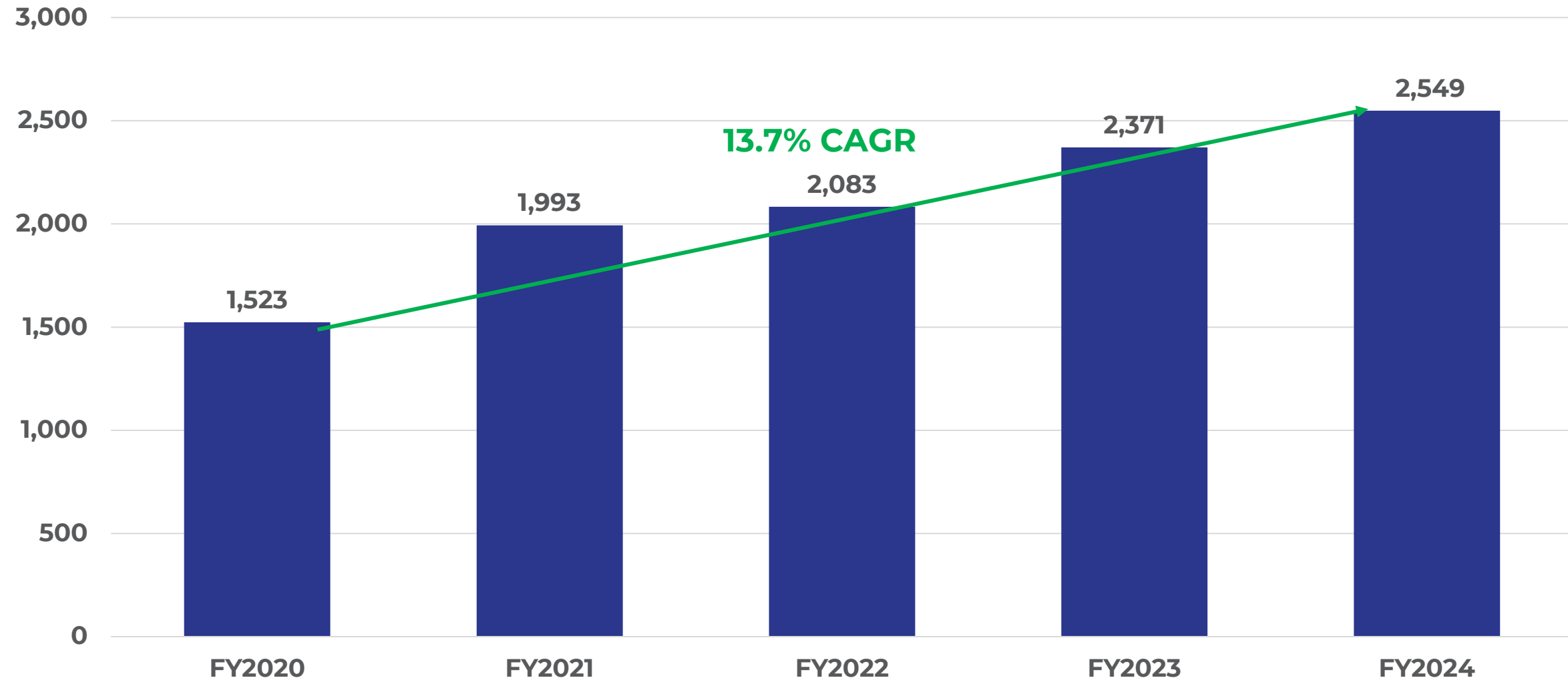
## Key Royalty Growth Drivers

- Sales of new REV™ machines
- Commissioning of previously signed Commercial License Agreements
- Increased customer utilization of outstanding REV™ machines



# Steadily Growing Base of Deployed REV™ Machines

- **Installed kW capacity** is a key driver of royalty generation **in addition to machine utilization**





## **John P.A. Budreski, Executive Chairman**

- 30+ years of extensive capital markets
- Executive experience including roles at Scotia Capital, Cormark Securities and multiple advisory and board positions
- Engineering background and a proven history of advancing and accelerating businesses



## **Louise Lalonde, Director**

- Previous Partner at PwC with executive experience in the manufacturing and services sectors
- CPA with 30+ years experience in accounting, governance, risk consultancy, and compliance



## **Patrick Turpin, Director**

- Co-founder of Popchips
- 30+ years of experience leading consumer packaged goods organizations



## **Brent Charleton, President & CEO**

- Accomplished leader with expertise in finance, business development, and capital markets
- Demonstrated ability to implement change and drive financial performance



## **Pablo Cussatti**

- Chief Operating Officer, C.H. Guenther & Son
- Previous operations roles include Godiva, Ventura Foods, Blue Apron, Pinnacle Foods, Pepsi Bottling Group, and Dean Food





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- Accomplished leader with expertise in finance, business development, and capital markets
- Demonstrated ability to implement change and drive financial performance



## **Mehmet Sucu, Chief Engineer**

- A registered Professional Engineer with EGBC who has been with EnWave since 2011
- An academic background, including research and education, with 10+ co-authored papers



## **Dylan Murray, CFO**

- Extensive experience in financial reporting, planning and analysis, operations, and transactional advisory services
- Proven history of progressive financial leadership with diversified experience



## **Dr. John Zhang, Chief Science Officer**

- A seasoned R&D professional and co-author of 20 research papers and patents
- Expert in Food Nutrition and Health and Food Microbiology
- Co-developer of REV™ microencapsulation method for enzymes



## **Danna Dunnage, VP Global Sales**

- Former President of Gordon Food Service with responsibility for \$1+ billion in annual revenue
- Over 25 years of experience in driving sales growth
- Comprehensive background in the food industry